The Roche Group
A leading healthcare company dedicated to innovation in a sustainable way

1896
Founded in Basel, family still holds majority stake

62.8 bn
Sales 2021 (CHF)

Genentech¹, first publicly-owned Biotech

100,920
Employees worldwide

16,400,000
people treated worldwide with our medicines in 2021

Lasting...
>30 medicines on World Health Organization List of Essential Medicines

... and sustainable
Among top companies in Dow Jones Sustainability Index (Life Sciences Sector) for 13 consecutive years

39
FDA Breakthrough Designations
Our unique innovation model
Providing scientific freedom to work, think and address problems in different ways

<table>
<thead>
<tr>
<th>RESEARCH AND EARLY DEVELOPMENT</th>
<th>LATE STAGE AND COMMERCIAL (PHARMA)</th>
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<tbody>
<tr>
<td>Genentech</td>
<td>gRED</td>
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<td>Roche</td>
<td>pRED</td>
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<td>Chugai</td>
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<td>Independent Centers for Research and Early Development</td>
<td>Worldwide Execution</td>
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<td>Global Product Development</td>
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<td>Manufacturing</td>
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<td>Commercialization</td>
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EXTERNAL INNOVATION

ROCHE PHARMA PARTNERING | Managing over 250 partnerships
The leader in personalized healthcare
Optimally positioning us for the future

Combining pharmaceuticals and diagnostics under one roof together with deep know-how in molecular biology and data science, makes Roche a unique partner to drive the next step in the evolution of healthcare.
Global presence
Pharma Partnering offices

With around **120 people worldwide**, Pharma Partnering offers speed, flexibility and accessibility to partners.
Because a great idea is a great idea... 
...no matter where it comes from

~50% of R&D pipeline involve a partnership

~40% of total Pharma sales generated from partnered or in-licensed products
We make medicines for people with serious diseases
Bringing early external innovation successfully to patients

>2/3 of the partnered and launched medicines were partnered pre-clinical-Phase 1

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<tr>
<th>Dev. stage at deal signing</th>
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<tbody>
<tr>
<td>Commercial</td>
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<tr>
<td>Phase 3</td>
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<td>Phase 2</td>
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<td>Phase 1</td>
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<td>Pre-Clinical</td>
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<th>Launch Year</th>
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<td>2012</td>
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<td>2022</td>
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1. first launch in the US.
2. discovered under the research collaboration between Genentech and Abbott.
3. ANG2 binder from research collaboration with Affitech.
Our approach to partnering in the pharma industry
We value external innovation and bring our best experts to the table

OUR FOUR STEP PARTNERING PROCESS

**Identify**
the areas of interest

**Search**
for the latest developments

**Start**
the first conversations

**Ensure**
an enduring partnership
We value external innovation
Complementing our internal innovation and expertise

**AGREEMENTS ENTERED IN:**
- Oncology
- Immunology
- Ophthalmology
- Gene therapy
- Neurology
- Technology platforms
- PHC
- Rare diseases

**NEW AGREEMENTS in 2021**
- 60 agreements
- 15 Product, technology or discovery license agreements
- 14 Research and discovery collaborations
- 9 Agreements derived from existing alliances
- 8 Product out-licensing agreements and divestments
- 1 Acquisition
- 13 PHC agreements
Get in touch with us!

roche.com/partnering
pharma.partnering@roche.com