Roche and Genentech Company Presentation

Pharma Partnering
The Roche Group: an innovation-led company

Why we make a good partner

What we are looking for from you
The Roche Group: an innovation-led company

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Why we make a good partner
The Roche Group
A leading healthcare company dedicated to innovation in a sustainable way

1896
Founded in Basel
Family still holds majority stake

Genentech\textsuperscript{1}, first publicly-owned Biotech

1896

58.3 bn
Sales 2020 (CHF)

101’465
Employees worldwide

Genentech became a full member of the Roche group in March 2009

28,900,000
people treated worldwide with our medicines in 2020

1 R&D investor in healthcare

R&D investor in healthcare

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 11 consecutive years

37
FDA Breakthrough Designations

\textsuperscript{1} Genentech became a full member of the Roche group in March 2009
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What we are looking for from you
Our unique innovation model
Providing scientific freedom to work, think and address problems in different ways

RESEARCH AND EARLY DEVELOPMENT

- Genentech
- Roche
- CHUGAI
- Independent Centers for Research and Early Development

LATE STAGE AND COMMERCIAL (PHARMA)

- Global Product Development
- Manufacturing
- Commercialization
- Worldwide Execution

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, make Roche a unique partner to drive next step in the evolution of healthcare.
Pushing toward new frontiers
Creating new opportunities across all therapeutic areas and modalities

T-cell bispecific Platform
Leading portfolio of T-cell engagers across hematology and solid tumors

Evrysdi
First oral small molecule treatment for spinal muscular atrophy

VEGF-ANG2 BsAb (faricimab)
First bi-specific antibody for the eye

CEA CD3 TCB (cibisatamab)
First T cell engager in solid tumors

Xofluza
First single-dose treatment for influenza
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
Roche launched 20 new molecules since 2011
14 out of the 20 are partnered medicines
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**

1. **Identify**
   - the areas of interest
2. **Search**
   - for the latest developments
3. **Start**
   - the first conversations
4. **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

92 NEW AGREEMENTS in 2020

- 2 Acquisitions
- 23 Product, technology or discovery license agreements
- 11 PHC agreements
- 20 Research and discovery collaborations
- 29 Agreements derived from existing alliances
- 7 Product out-licensing agreements and divestments
What we are looking for from you

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Why we make a good partner
## Our focus areas

Seeking great science across multiple therapeutic areas

<table>
<thead>
<tr>
<th>Digital &amp; Personalized Healthcare</th>
<th>Immunology</th>
<th>Infectious Diseases</th>
<th>Neuroscience</th>
<th>Oncology &amp; Cancer Immunotherapy</th>
<th>Ophthalmology</th>
<th>Rare Diseases</th>
<th>Research Technologies</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Robust data sets</td>
<td>• Gastroenterology, Respiratory, Rheumatology - Innate - Adaptive - Fibrosis - Tolerance - Tissue Regeneration Targets</td>
<td>• Hepatitis B</td>
<td>• Neurodegeneration (e.g. AD, Parkinson’s disease, HD, ALS)</td>
<td>• Oncogenic drivers</td>
<td>• Retinal diseases and long-acting ocular drug delivery solutions</td>
<td>• Monogenetic rare diseases</td>
<td>• Novel modalities and enabling technologies to expand druggable target space</td>
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<td>• Advanced Analytics (artificial intelligence incl. machine learning and deep-learning models)</td>
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<td>• Respiratory Viruses</td>
<td>• Neuroinflammation (e.g. MS)</td>
<td>• Synthetic lethality</td>
<td>• Glaucoma and dry eye disease</td>
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<td>• Targeted, intracellular delivery</td>
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<td>• Digital and mobile technologies</td>
<td></td>
<td>• Multidrug-resistant, Gram-negative Bacterial Infections</td>
<td>• Neurodevelopmental (e.g. ASD)</td>
<td>• Adaptive and innate immunity</td>
<td></td>
<td></td>
<td>• Artificial intelligence for drug discovery</td>
</tr>
</tbody>
</table>

- Rare Diseases
  - Monogenetic rare diseases

- Research Technologies
  - Novel modalities and enabling technologies to expand druggable target space
  - Targeted, intracellular delivery
  - Artificial intelligence for drug discovery
  - Genomic Medicine platforms
What makes us different?

We are passionate about advancing science with you

1. We are a pioneer in following the science across disease areas, in both pharmaceuticals and diagnostics

2. Our track record of bringing transformational medicines to patients and commitment to personalized healthcare

3. Our approach to partnering and our commitment to our partners
Roche Pharma Partnering

Further information & contacts

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

genentech.com/partnering
pharmapartnering@gene.com
Doing now what patients need next