
Technology Transfer : how's Roche as a partner ?

ASTP meeting 2010



Roche Group – structure



Pharmaceuticals

Roche
Pharma



Genentech

Genentech

A Member of the Roche Group



Chugai



Roche ロシュ グループ



Diagnostics

Roche
Applied
Science



Roche
Molecular
Diagnostics



Roche
Professional
Diagnostics



Roche
Tissue
Diagnostics

VENTANA
a member of the Roche Group



Roche
Diabetes
Care



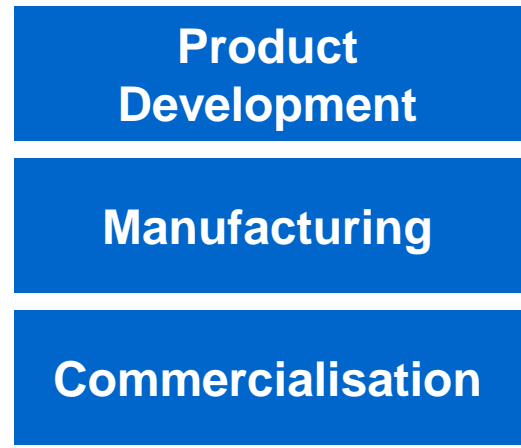
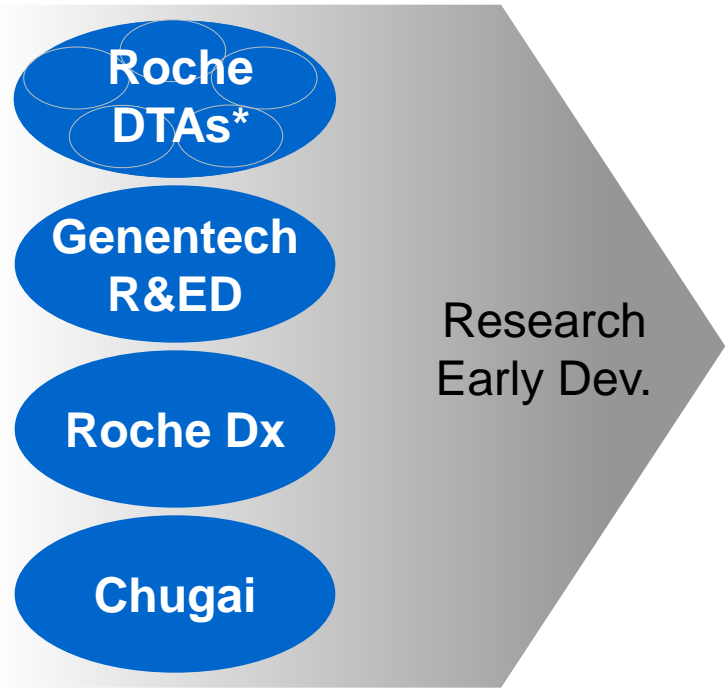
Our approach to innovation

Accessing external innovation is a critical part of our innovation strategy

**“Federation” of
>150 partners**

**Autonomous
centres**

**Worldwide
execution**



Diversity

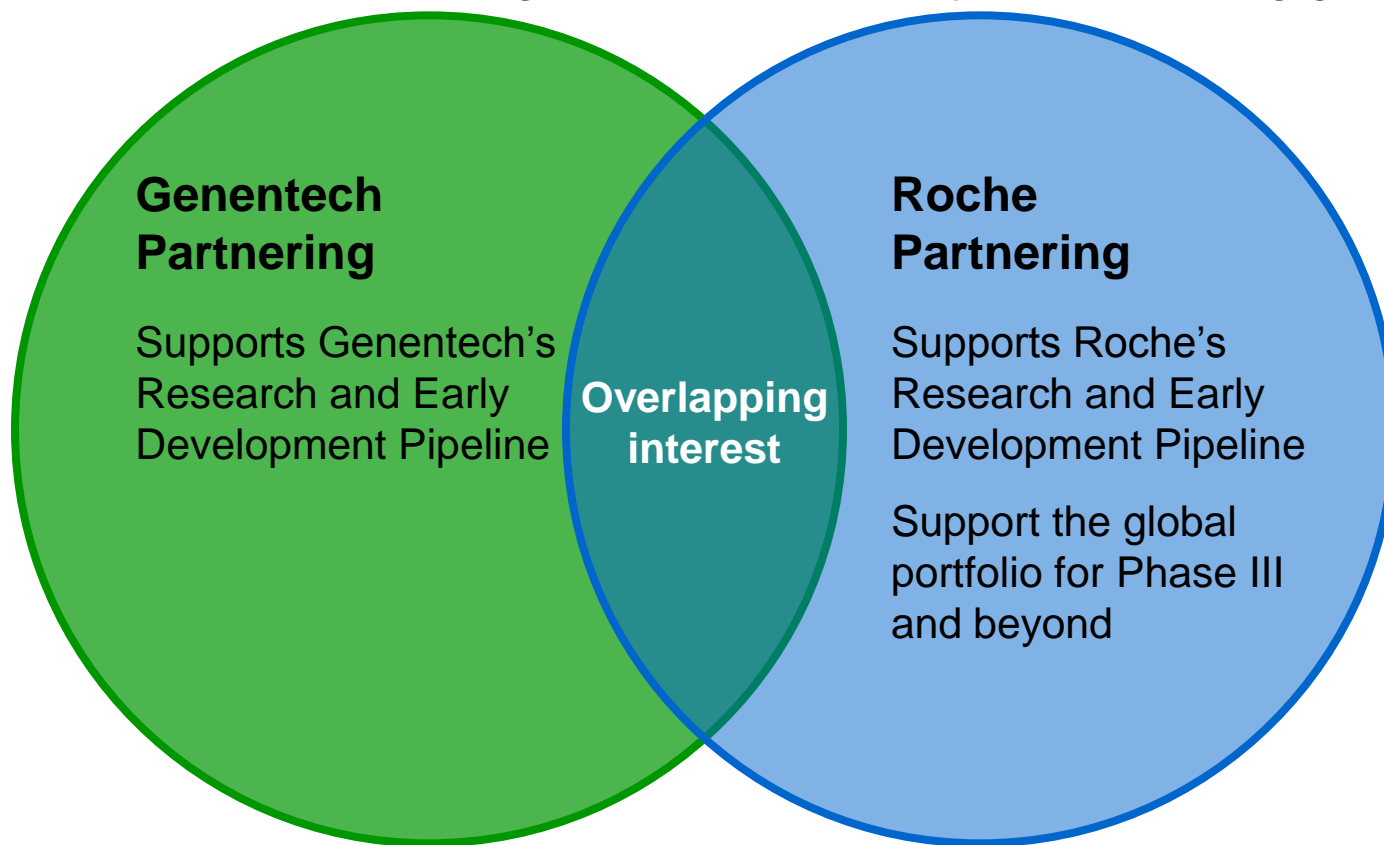
Scale, Reach, Speed

* DTA: Discovery and Translational Areas

Partnering with Roche and Genentech:

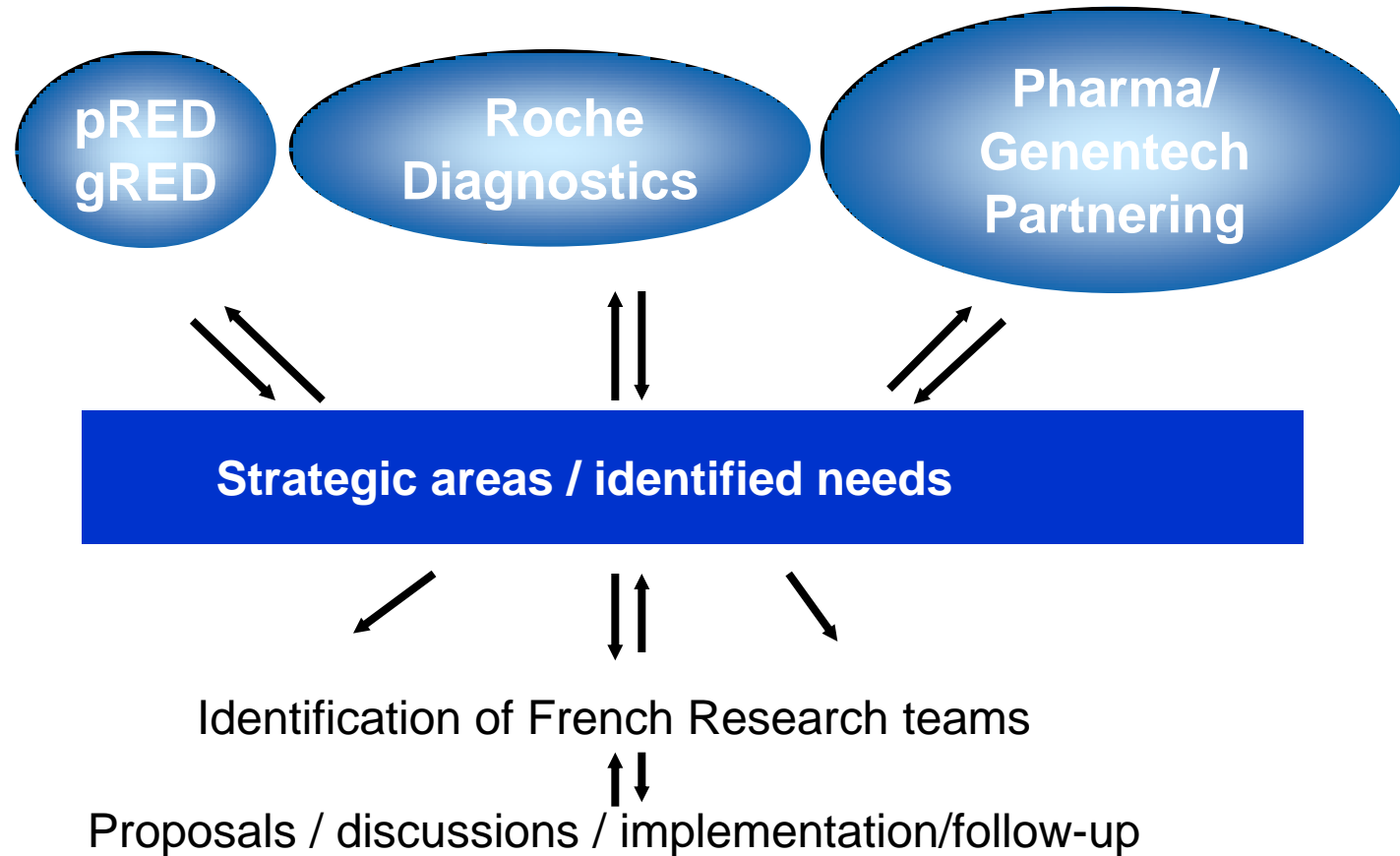
Scientific excellence, global reach, strong alliance management

Independent research organisations served by two partnering groups



Communicate, coordinate, collaborate

French Collaborations



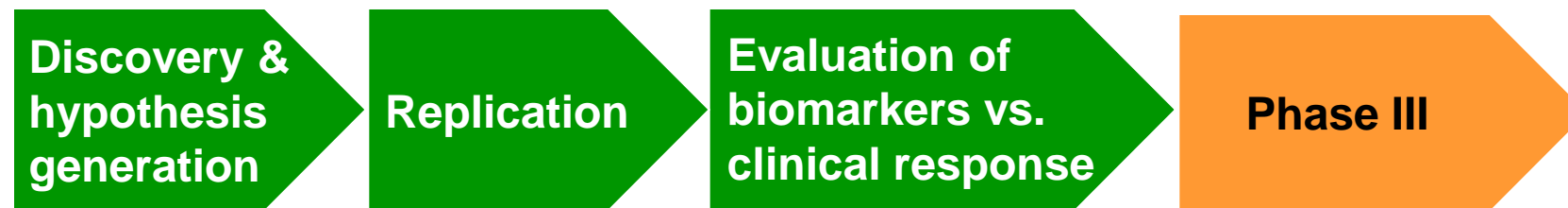
Personalised healthcare as a key enabler

Fitting the treatment to the patients

Drug development



Diagnostic development



Launch with
Companion
Diagnostic

Companion Diagnostic Development
GLP Biomarker Assay Development

How we work: want, find, get, manage

From opportunity to partnership and beyond the deal

Want

Defining our search

Find

Identifying partners

Get

Personalising deals

Manage

Building collaborations

Strategic fit, medical value

- Alignment with therapy area needs / Opportunistic

Scientific value

- Will this result in a differentiated medicine providing significant clinical benefit to patients?

Business case

- Will this bring value to both companies?

Empowered negotiation team

- Decision-making authority
- Access to top management

One size doesn't fit all

- Tailored deals
- Creative variations on known themes
 - License, option, portfolio, acquisition

Philosophy of partnership

- Dedicated alliance management
- Long-term view
- Seat at the development table

What we look for in a partnering opportunity

Scientific value, collaborative approach, patient focus

Desirable attributes

- Answers a high unmet need
- Novel target:
 - First-in-class, best-in-class
- Potential for changing standard of care
- Solid IP
- Biomarker strategy

Demonstrated attributes

- Strong preclinical package with information on MOA
- Predictable PK, proper dosing selection
- Tolerability and convenience
- Clinical efficacy, depends on stage of development

19 clinical deals since 2004 (Roche & Genentech)

58% active in the portfolio

Year	Molecule	Phase at signing	Status
2004	Dalcetrapib	2	→ Phase 3
	Daclizumab	2	Discor
	Anti-NGF (RN624)	1	Discor
2005	PNP inh.	1	Discor
2006	B-raf Kinase inh	1	→ Phase 3
	S1P1	1	Discor
	PARP inh.	1	Discor
	Taspoglutide*	2	→ Phase 3
2007	AP-1 inh.	1	Discor
	HPV16 TI 2/3	2	→ Phase 2
	ABT-869	1**	Discor
	ABT-263	1	→ Phase 2
	Anti-IL13	1	→ Phase 2
	MEK inh. (GDC-0973)	1	→ Phase 1
	SGN-40	2	Discor
2008	Alpha7 nic ago	1	→ Phase 2
	PLGF Mab	1	→ Phase 1
2009	NMDA Ant	1	→ Phase 1
	BHT-3021	1	→ Phase 1

*Option to license exercised with Ipsen in July 2006 from agreement signed in October 2003

** Joint development discontinued. Abbott will continue to develop ABT-869.

Transforming deals into medicines

CHF 16 bn sales generated from partnered products in 2009

	CHF m		CHF m
Avastin	6,222	Bonviva/Boniva	1,058
MabThera/Rituxan	6,087	Xolair	620
Herceptin	5,266	Valcyte/Cymevene	564
Tamiflu	3,200	Pulmozyme	501
Pegasys	1,655	Activase/TNKase	455
Cellcept	1,576	Nutropin/Protropin	400
NeoRecorm/Epogin	1,560	Xenical	397
Tarceva	1,304	Neutrogin	385
Xeloda	1,260	Rocephin	307
Lucentis	1,198	Madopar	286

Own molecules with Partner agreement

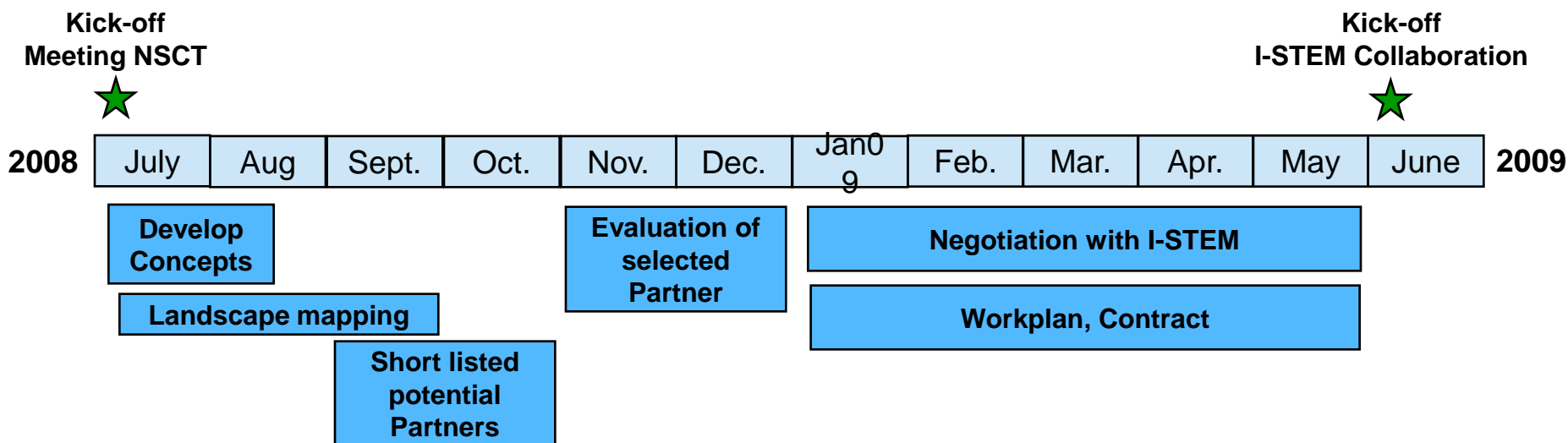
In-licensed

WANT-FIND-GET-MANAGE and Academia

An example : neurogenesis project, deal with iSTEM

Goal of Neurogenesis Project:

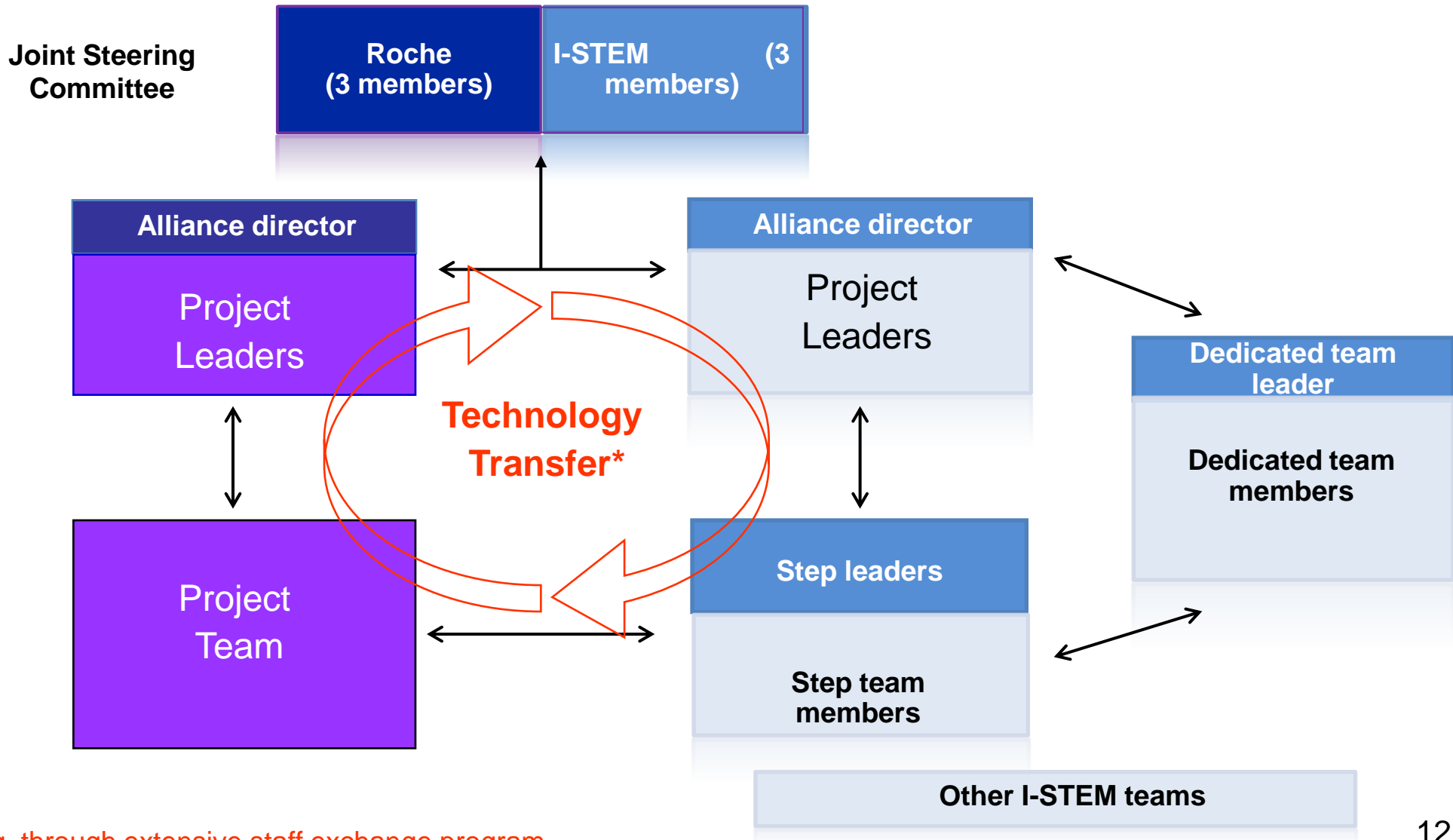
Identify small molecules that specifically increase endogenous human hippocampal adult neurogenesis



From Concept to Collaboration within 1 year

WANT-FIND-GET-MANAGE and Academia

Rigorous alliance management brings value to both



* e.g. through extensive staff exchange program

Beyond the paradigm

EIN and the importance of local knowledge

EIN principles

- Objective : find new ways and places to source innovation
- Operating principles :
 1. Roche seeks global licenses to local innovation, we will work directly or with a local 'EIN Partner' to find and leverage such innovation
 2. Excellence in science will drive our search, and we will match scientific findings with priority innovation strategies at Roche
 3. The main mechanism for leveraging this innovation will be to motivate academic and clinical science to be spun out in startup companies, in good funding and management conditions

Pontifax : Israeli VC firm , focused on life sciences, owner of 3 incubators; Deal signed May 2009

- Pontifax identifies ventures and technologies from Academia, seed level projects and later stage companies that are of strategic value to Roche
- Pontifax will provide management support.
- Roche will assess investment opportunities and offer support via financial investment and knowledge-sharing.

b3bio : group of US entrepreneurs, virtual incubator to find, source, license, and develop several new early stage opportunities per year for several years. Deal signed December 2009

- This is an umbrella agreement and individual Technology licenses will contain the additional appropriate clauses.
- Governance/Decision making: JSC , Roche has final say.
- Roche receives a right of first refusal on b3bio's 13 assets chosen for incubation by the JSC