



Developing alliances has been one of Genentech's key strategies for success from its inception. Several marketed products and products in clinical development have arisen from successful collaborations. Genentech considers collaborations wherever there is excellent science and the potential for a good strategic fit. Genentech is dedicated to bringing considerable resources to the alliance, and is open to different collaboration structures.

Genentech Partnering encompasses the Business Development and Alliance Management departmental functions. The Business Development function welcomes opportunities to collaborate on discoveries in the following areas, at any stage of development between research and clinical proof-of-concept (typically completion of phase II studies):

ONCOLOGY
<ul style="list-style-type: none"> • Anti-angiogenic agents • Antibody-drug conjugates • Cancer stem cells • Cell cycle inhibitors • Pro-apoptotic drugs • Small molecule protein kinase inhibitors • Tumor immunotherapy • Drugs targeting cancer metabolism • Anti-morphogenic agents targeting the hedgehog, Notch and Wnt pathways
IMMUNOLOGY
<ul style="list-style-type: none"> • Autoimmune and inflammatory diseases (RA, MS, Asthma, IBD) • Novel immunoregulatory targets
CNS
<ul style="list-style-type: none"> • Disease modifying approaches to neurodegenerative diseases (AD, PD, ALS) • Novel anti-neurodegenerative targets • Therapeutic antibodies and small molecules
OPHTHALMIC DISEASES
<ul style="list-style-type: none"> • Back of the eye diseases (AMD, DME, DR, RVO, Glaucoma) • Anti-angiogenesis • Anti-inflammation • Neuroprotection
MICROBIAL PATHOGENESIS
<ul style="list-style-type: none"> • Therapeutic antibodies for infectious disease • Antibody-drug conjugates with antibiotics • CMV, HCV, MRSA
METABOLISM
<ul style="list-style-type: none"> • Biologic approaches targeting vascular inflammation and insulin resistance • Diabetes (Type I and II)
ACUTE CARDIOVASCULAR DISEASES
<ul style="list-style-type: none"> • Stroke: Prevention of reperfusion injury and neuroprotective approaches • AMI • Sepsis
OPPORTUNISTIC AREAS
<ul style="list-style-type: none"> • First-in-class or best-in-class targeted therapies for significant unmet medical needs

TECHNOLOGY

- Antibody generation, selection, and optimization
- Biomarker discovery, as well as disease diagnosis or imaging (PET, CT, or MRI)
- Blood-brain-barrier drug delivery technologies
- Sustained ocular drug delivery approaches
- Medicinal chemistry and related technologies
- Novel drug delivery formulations and systems
- Unique models of disease

Partnering with Genentech and Roche

- Both Roche and Genentech have a long and productive history of working with one another, and with other partners, which has resulted in benefits to patients throughout the world.
- Our teams represent one company. We continue to search for and evaluate promising opportunities that will bring benefits to patients in areas of clear unmet medical need.
- Our partnering organizations work seamlessly together to provide the best chance of success for innovation. Potential collaborators should contact whomever is most convenient within our partnering organizations to reach the right people in the Roche Group.
- Processes for quick decision-making are in place and operating across the Roche Group.
- Roche and Genentech do not compete for deals; we openly communicate with each other about shared interests, coordinate our efforts on potential deals and collaborate on deals where there is a joint interest.
- Opportunities are cross-referred and information shared regularly between the two partnering organizations via a single point of contact for each focus area.
- We value each other's strengths and are dedicated to learning from one another.

Alliance Management

The Alliance Management function is dedicated to advancing Genentech's pipeline through successfully partnered R&D projects. The group's goal is to build and maintain alignment between Genentech and its alliance partners, permitting joint teams to collaborate constructively and progress therapeutics to patients as quickly and efficiently as possible. The alliance manager works closely with the project team to anticipate and plan for foreseeable collaboration-related business, so that management and the project team can focus on science and the project. He or she also is a resource to provide clarity around how Genentech operates.

Following are key services that the alliance manager provides to each alliance:

- Provide a single point of contact for partners and a pathway for resolving business-related matters
- Manage the basic business operations to ensure that project teams are functioning well with the aim of achieving the collaboration's goals
- Plan for and anticipate needs in support of major decisions and significant events
- Engage with governance committees to enable strategic alignment with our alliance partners
- Ensure a smooth transition to Roche's global development organization after Phase II proof of concept

- Actively solicit and provide feedback to improve how we work with our alliance partners

FAQs

Whom should prospective partners approach with their innovation?

Prospective partners should work or continue to work with whomever is most convenient within our partnering organizations. If you wish to, please maintain the relationship you have with your current Roche or Genentech contacts.

We are coordinating our efforts to source the best external innovation — opportunities will be cross-referred and information shared regularly between the two partnering organizations via a single point of contact for each focus area.

Your request will get to the right individual or group without delay. If you would like to interact with a specific person in Roche Pharma Partnering or Genentech Partnering, we will respect and facilitate your preference.

What is now the focus of Genentech's Business Development function?

The Business Development function is encompassed within Genentech Partnering, now part of the Genentech Research and Early Development organization, which operates independently as part of the Roche Group. Its focus will therefore be:

- Drug research and development programs, up to proof-of-concept in humans, for oncology, immunology, neuroscience, ophthalmology and tissue growth and repair, and infectious disease
- Tools and technologies for Genentech Research & Early Development

Where there is overlapping interest with Roche Pharma Partnering, we will share information and operate with transparency to coordinate our efforts.

What is now the focus of Roche Pharma Partnering?

Roche Pharma Partnering will continue to search for external innovation to strengthen Roche's R&D portfolio. Specifically, its search will continue to focus on Roche's five disease biology areas of oncology, neuroscience, inflammation, metabolism and virology, as well as research and technology areas of interest.

Where there is overlapping interest with Genentech Partnering, we will share information and operate with transparency to coordinate our efforts.

Which partnering groups handle technology deals?

Both Roche Pharma Partnering and Genentech Partnering handle technology deals and may work together, depending on where and how the technology would be placed and used in the Roche Group.

We are committed to operating with transparency, coordinating our efforts and being collaborative with one another.

Where there is overlapping interest with Genentech Partnering, we will share information and operate with transparency to coordinate our efforts.