

---

# German EIT Health Annual Symposium

*Patrick Becker, Mannheim October 5, 2017*





# Roche - a global pioneer in pharmaceuticals and diagnostics

*Among top 10 R&D investors worldwide (across industries)*



**94 052** employees\*  
worldwide

**22** major R&D sites in pharma  
and diagnostics worldwide

**CHF 9.9** billion invested  
in innovative R&D

**CHF 50.6** billion sales

■ Direct Roche commercial presence  
■ Commercial distributors

● Roche Group Headquarters  
in Basel, Switzerland

● R&D sites in Pharma  
and Diagnostics

● Genentech, R&D and  
commercial operations US

● Chugai, R&D and commercial  
operations Japan

\* FTEs (full time equivalents)

# Advancing science to improve people's lives

## *Focused on innovative tests and medicines*

### History of firsts since 1896



Digalen (heart tonic) – Synthesized  
Vitamin C – Librium, Valium  
(Benzodiazepines, CNS) – COBAS  
Diagnostics product – Rocephin  
(antibiotics) – AccuChek (diabetes  
care) – Invirase (AIDS) – Pegasys (Hep  
C) – Herceptin, Avastin (Monoclonal  
antibodies, cancer) – Actemra  
(Arthritis) – HPV-testing – **more...**

### Industry-leading pipeline



**74** new molecular entities  
(NMEs) in 2016

**9** Key next generation  
diagnostics instruments  
launched in 2016

### Portfolio along full cycle of care



### Prevention Diagnosis Treatment Monitoring

Blood Screening – Cardiology – Clinical  
Chemistry – Diabetes Care –  
Immunology – Immunotherapy –  
Neuroscience – Oncology –  
Ophthalmology – Point of Care  
Testing – Tissue Diagnostics – Virology

# Personalised Healthcare at Roche

## *Our longstanding vision*

A photograph of two scientists, a woman and a man, wearing safety goggles and white lab coats. They are looking intently at a small vial held by the woman. The background is a bright, out-of-focus laboratory setting.

“ Roche’s vision is to unlock the full potential of personalised healthcare for patients through the development of breakthrough medicines and leading diagnostics. ”

# Personalised Healthcare at Roche

## *Evolving our approach*



In pursuit of this vision, we are developing our capabilities and building strategic partnerships so new information and insights lead to the right treatment for the right patient at the right time.

# **The World of Healthcare is Evolving**

## *Key trends are converging*

**Increased understanding of disease biology**

**Advances in disease characterisation and molecular information**

**Emerging technologies such as next-generation sequencing, advanced imaging and digital biomarkers**

**New and alternative data sources**

**The initiation of data integration and analysis**

**Increased focus on demonstrating medical value**

# Our Story

## *What is PHC and why it matters to us*



Big data, from details about the human genome to digital health records, are **shifting the boundaries** of what is and will be possible in medical research and patient care.

Opportunities in both science and technology allow for a next transformational step. At Roche, we call this the next stage in **Personalised Healthcare** – working together in healthcare to combine insights from multiple data sources with sophisticated analytics to:

- Transform research and development so it is more effective and efficient
- Allow for better decisions in patient care

# Our PHC Business Framework

## *Data analytics to improve R&D and patient care*

*Access meaningful data*

*Create insights*

*Realise value from insights*

Clinical Trial  
Data



Real World  
Data



Advanced analytics  
of integrated data



FLATIRON

Drive more effective  
and efficient R&D



Improve access &  
personalised  
patient care



*Continuous learning cycle*

*Doing now what patients need next*