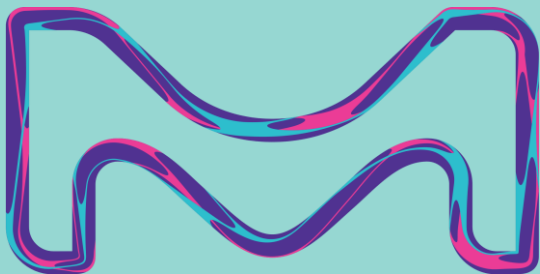


# Healthcare

Evolution towards focused leadership

Peter Guenter, CEO Healthcare

2<sup>nd</sup> Virtual CMD – September 9, 2021



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# Healthcare

## Well positioned to deliver significant long-term growth

### Healthy risk profile



Resilience of our commercialized products<sup>1</sup> across all TAs



Evobrutinib BTKi and Xevinapant as late-stage opportunities with strong proof of concept



Early- to mid-stage pipeline with substantial growth drivers for the Oncology and Immunology portfolio

- Early- to mid-stage pipeline NRA
  - Xevinapant Cis-ineligible NRA
  - Xevinapant Cis-eligible NRA
  - Evobrutinib BTKi NRA
  - Recent Launches
  - Established Portfolio
- NRA = non risk adjusted

illustration

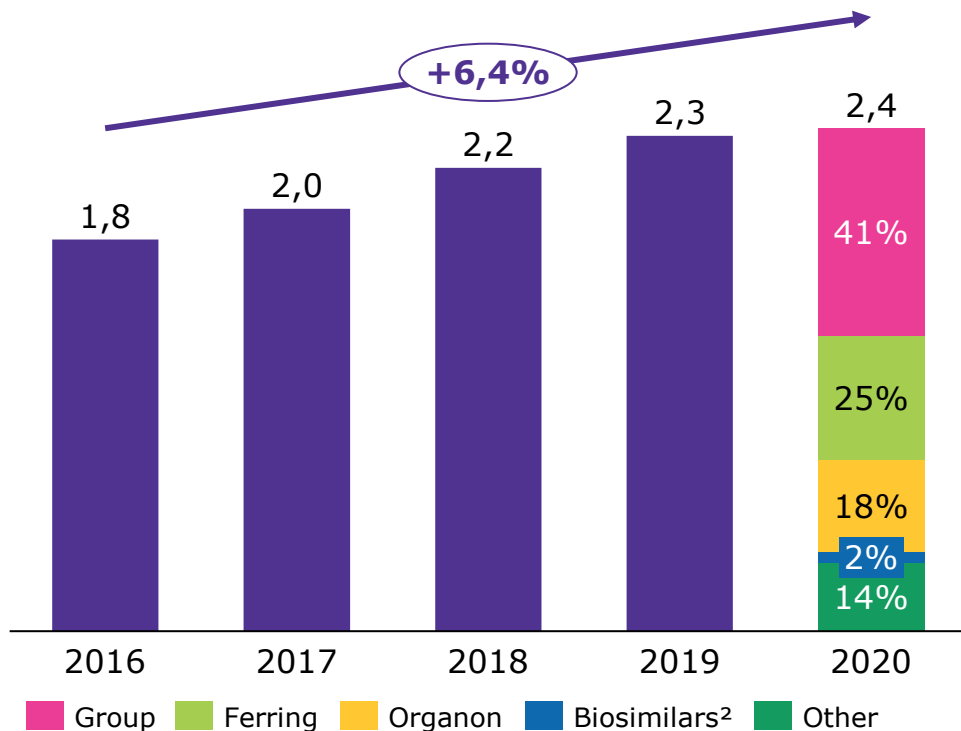
2025 >>>



# Healthcare

## Strengthening our leadership in Fertility

### Global Gonadotropin market in € bn<sup>1</sup>



### Strategies to expand our leadership position

#### **GONAL-f** The world's most prescribed r-hFSH treatment<sup>3</sup>

- Growing prevalence of infertility driven by delayed parenthood and lifestyle habits
- Increasing awareness and access to treatment

#### **Pergoveris:** Only recombinant FSH + LH product in the market

- Doubling sales and market share since 2017
- Strong growth potential by geographical expansion

#### **Innovations & digital solutions** (e.g. Philips partnership)

- Better treatment insights & improved convenience
- Contributing to higher live birth rates



# Healthcare

## Pioneering patient benefit in MS for > 30 years

**Rebif**<sup>®</sup>  
(interferon beta-1a)

- Blockbuster **platform therapy**
- Well-established clinical profile
- >1.8m patient-year experiences<sup>1</sup>
- Continued upgrading (pregnancy label, injection devices)



EMA 1998 | FDA 2002  
>100 countries

**MAVENCLAD**<sup>®</sup>  
cladribine tablets

- Oral **high-efficacy therapy** with unique posology & mode of action<sup>2,3</sup>
- Only product to demonstrate full antibody response to COVID-19 vaccines<sup>4</sup>
- Growing in HE dynamic market
- >30,000 patients<sup>1</sup>



EMA 2017 | FDA 2019  
84 countries

**EVOLUTINIB**  
BTKi

- Designed for **best-in-class efficacy**<sup>5</sup>
- Full covalent binding and dosing regimen expected to enable constant, near complete BTK occupancy<sup>6</sup>
- Dual mode of action targeting both B-cells and immune cells in the CNS and periphery<sup>6,7</sup>



Phase 3 Clinical Development

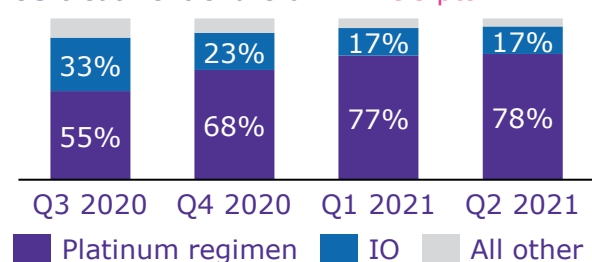
# Healthcare

## Building focused leadership positions in Oncology

### Building leadership in mUC<sup>1</sup>

- **Bavencio** redefined SoC in mUC with unique 1L maintenance Tx. Since launch, platinum-based regimen has grown substantially

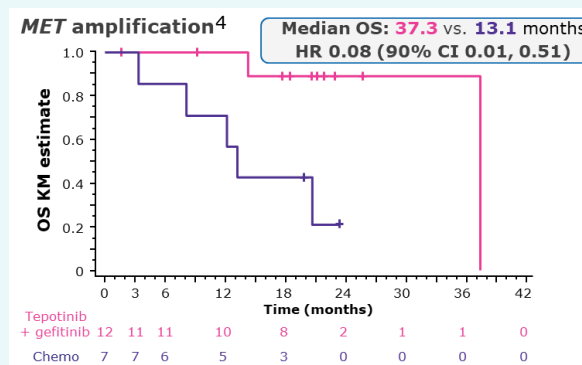
US treatment share of 1L mUC pts<sup>2</sup>



- Significant opportunity to drive further growth by increasing adoption of 1L maintenance Tx
- Opportunity to further strengthen Bavencio as SoC with novel combinations (e.g. anti-TIGIT)

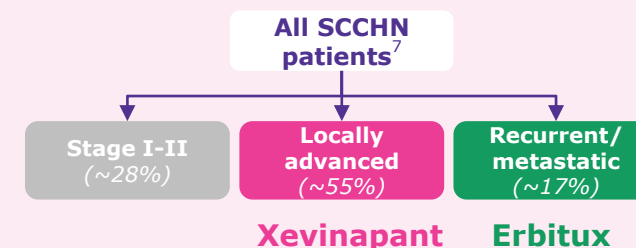
### Defining leadership in MET-driven tumors

- **Tepmetko** - discovered and developed inhouse, highly potent and selective c-MET inhibitor
- Has shown consistent efficacy in METexon14 mutation across treatment lines<sup>3</sup> and strong tolerability profile
- Foundation for expansion with MET-amplified tumors indications



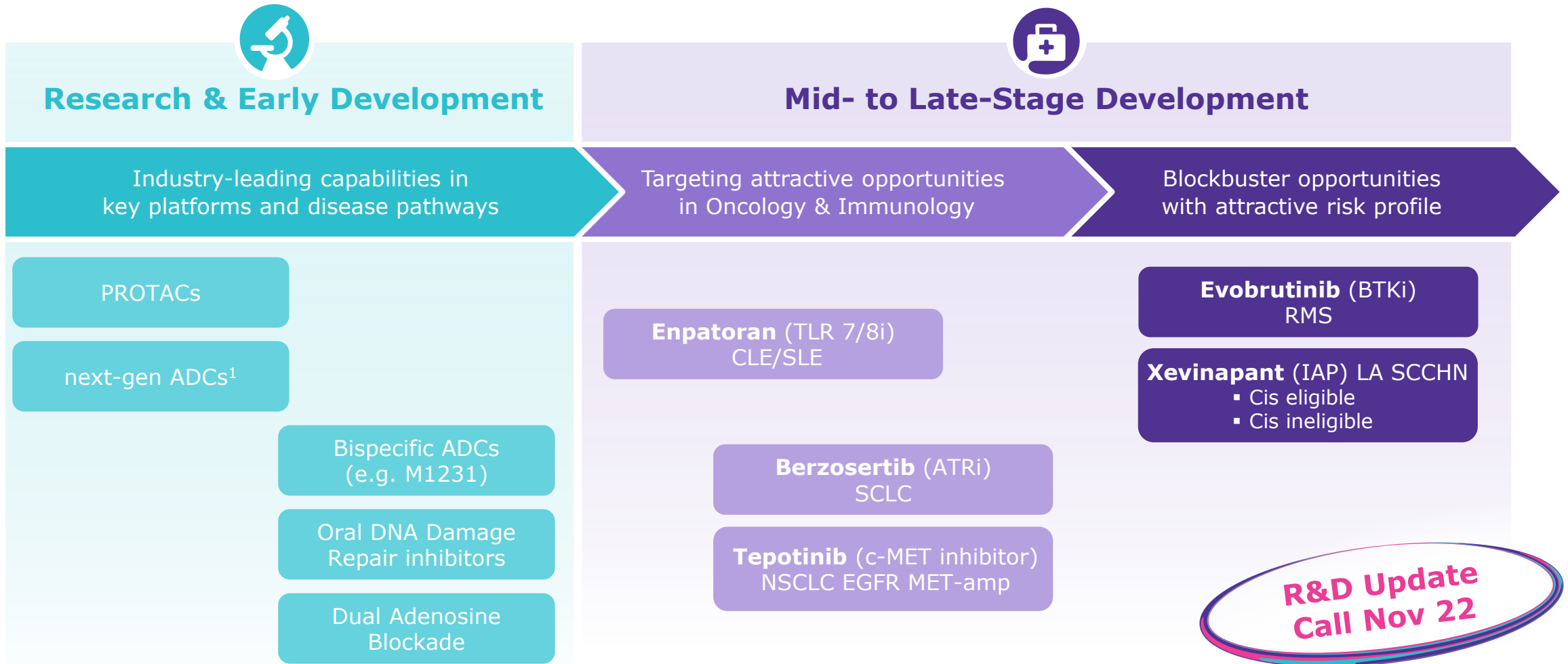
### Expanding leadership in SCCHN

- **Xevinapant<sup>5</sup>** focuses on a novel mechanism with curative intent in a large segment with high unmet need, complimentary to Erbitux
- Strong clinical POC, doubling OS in Phase II study<sup>6</sup>
- Untreated and unresectable LA SCCHN patient candidates for chemoradiotherapy ~40K US & EU5



# Healthcare

## Strong innovation potential in key areas to secure long-term growth



# Meet Our Management

## Speakers in Healthcare deep dive Q&A

**Peter Guenter**  
CEO Healthcare



**Joern-Peter Halle**  
Head of Research



**Chris Round**  
Head of North America



**Danny Bar-Zohar**  
Head of Development



**Andrew Paterson**  
Chief Marketing Officer



**Andreas Stickler**  
Head of Healthcare  
Controlling, Strategy and  
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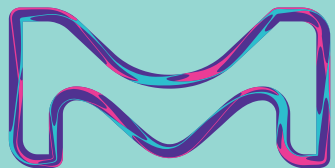


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