

# AbbVie External Innovation

Our approach to scientific partnerships

People.  
Passion.  
Possibilities.®

# Partnering has always been an integral part of AbbVie's success

At AbbVie, external partnerships have always been essential to creating medicines and solutions that put impact first – for patients, communities and our world. As a recognized partner of choice, we excel in the areas that matter to partners – culture fit, adding value to science, alignment of vision, and providing resources.\*

We recognize that innovation takes all of us, and we work flexibly across a wide range of partnership structures with a track record of consistently driving partnered assets to leading positions in multiple therapeutic areas. Our goal is to create long-term, mutually beneficial relationships to discover and deliver innovative medicines and solutions that address complex health issues and enhance people's lives.

\*Partnering 2030: The Biotech Perspective – 2022 Report



# AbbVie's decade of impact and endless possibilities

Since our launch in 2013, we have taken on the toughest health challenges, moving our industry forward and making a remarkable impact for patients. We create positive change for people through the medicines we create and the paths we take to create them. External collaboration continues to be an essential part of delivering for patients.



**~70**  
partners in 2013

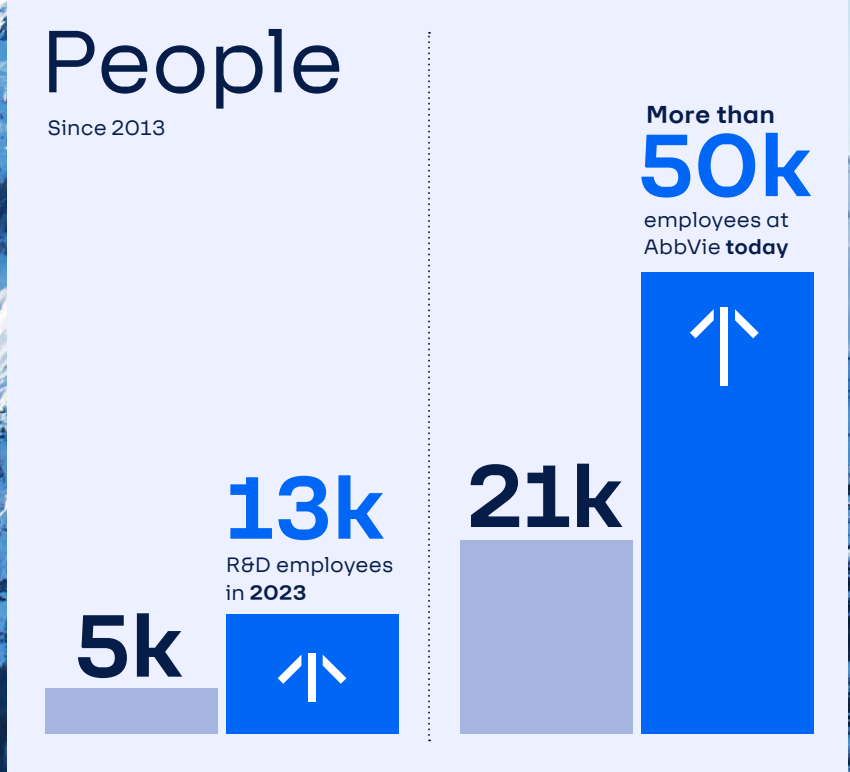
**250+**  
partnerships today

In 2013, our products treated 1 million patients around the globe, and just 10 years later, we now improve the lives of 69 million people including more than 16 million in the United States.

10 Years ago, \$3 billion was invested in R&D. In 2022, we invested \$7.1 billion.

**\$18B**  
in revenue in 2013

→ **\$58B**  
in 2022



## Pipeline

**20** mid to late-stage clinical programs in 2013

**80+** clinical programs at the end of 2022

**240+** clinical trials in **55+** countries

in 2022 with more than **9k** study sites

**110+** new studies planned in 2023

**~50** new molecular entities

## Patients

**175+** countries where our products help people and patients

Treating **20 conditions** across all stages of life in 2013 to more than **75** 10 years later

**25** major product or indication approvals over the past 10 years\*

\*In development individually or under collaboration or license agreements.

# AbbVie's unique approach to external innovation

Our integrated approach and flexible deal structures include collaborations, alliances, in- and out-licensing, options, acquisitions, divestitures, venture investments, and other opportunities with partners in industry and academia.

Together with our colleagues in R&D, Commercial and Operations, we work across four core groups:



### Search and Evaluation (S&E)

We identify and evaluate new opportunities that complement our internal innovation strategies. S&E collaborates closely with our R&D and Commercial teams, BD&A and Ventures to thoughtfully address each opportunity.



### Business Development & Acquisitions (BD&A)

We create and negotiate partnership structures to meet the needs of both parties. In addition, BD&A works with S&E and our Commercial and R&D organizations to evaluate new opportunities.



### Global Alliances

Highly successful partnerships result from an ongoing commitment to a shared vision. At AbbVie, we have a dedicated team involved in all partnership aspects, from contracting to commercialization.



### AbbVie Ventures

We strategically invest in transformational scientific opportunities to augment our core R&D interests and gain access to next-generation science and proven scientific leadership. Our drug development and commercialization expertise can be a valuable resource to even the earliest-stage companies.





## External innovation therapeutic areas of focus

We discover and develop new drugs in a core set of therapeutic areas — ones where we've proven our expertise and can have an even greater impact on disease and how it is managed.



### Oncology

Our goal is to discover and develop breakthrough therapies that benefit patients with different hematologic and solid tumor malignancies, especially those with unmet need. We are committed to achieving long-term control and potential cure.

**Our areas of interest include:**

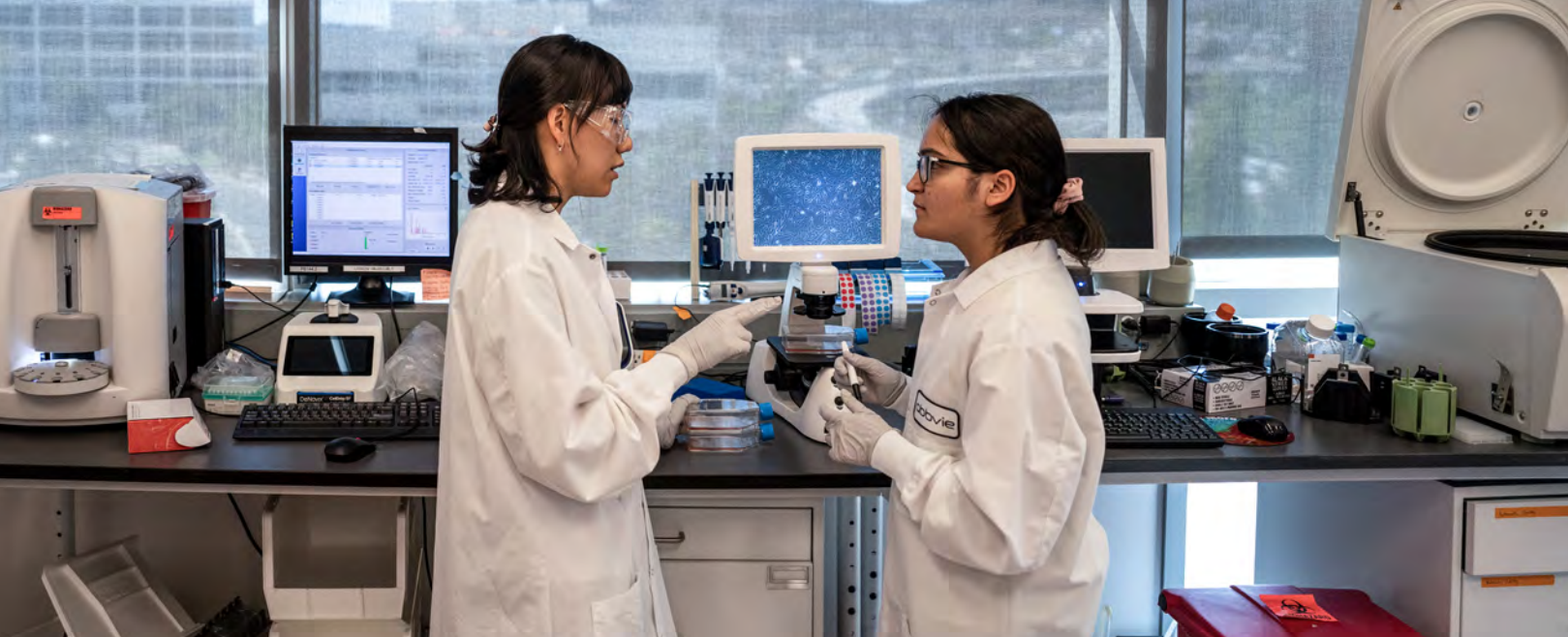
- Novel or differentiated programs targeting prioritized areas of tumor biology, including:
  - Selective tumor cell killing
  - Oncogenic signaling pathways
  - Immuno-oncology
- Targeted biologics and next-generation cell therapies
- Novel approaches to small molecules, including technologies that enable targeting of hard-to-drug target classes
- Precision Medicine

### Immunology

As a leading expert in autoimmune diseases and therapies, AbbVie is focused on developing new medicines to address chronic progressive diseases within immunology. Our programs focus on both targeted oral therapies and biologics.

**Our areas of interest include:**

- Gastroenterology (Crohn's disease, ulcerative colitis)
- Dermatology (psoriasis, atopic dermatitis, hidradenitis suppurativa, alopecia areata, vitiligo)
- Rheumatology (RA, PsA, AS/nr-AxSPA, GCA, PMR)
- Innate immunity/interferon mediated diseases (SLE, systemic sclerosis, Sjogren's syndrome) and TH2-mediated diseases (eosinophilic diseases, chronic urticarias, severe T2 asthma)
- Select fibrotic conditions (systemic sclerosis, IPF)
- Precision Medicine



## Neuroscience

Our commitment to preserving the personhood of those living with neurological and psychiatric disorders is unwavering. AbbVie's Neuroscience portfolio comprises approved therapies and a robust pipeline in neurological and psychiatric disorders with high unmet need.

### Our areas of interest include:

- Disease modification approaches for neurodegenerative conditions, including Alzheimer's and Parkinson's disease, ALS, and other diseases driven by shared biological pathways
- Symptomatic approaches with clinical validation for cognitive and neurobehavioral deficits in neurodegenerative diseases
- Psychiatric diseases, including mood, stress/anxiety, and psychosis-related disorders
- Migraine and related disorders
- Movement disorders, including spasticity, dystonia, ataxia and dyskinesia
- Neuromuscular diseases

## Eye Care

Our mission remains to protect and preserve vision for a better quality of life for the millions of people who experience vision loss every year. AbbVie continues to search for new therapeutics and approaches that address unmet needs in retina-related diseases, glaucoma and other conditions. We are largely focused on biologics and small molecules, as well as next-generation drug delivery technologies.

### Our areas of interest include:

- Retinal degeneration, including dry AMD/geographic atrophy, wet AMD, and diabetic retinal diseases
- Dry eye and ocular surface disease
- Glaucoma, addressing intraocular pressure control and neuroprotection
- Regenerative approaches for corneal endothelial dysfunction

## Aesthetics

Allergan Aesthetics is developing a portfolio of innovative products in facial and body filling, breast reconstruction/augmentation, and regenerative soft tissue repair. We are interested in strategic partnerships that broaden our understanding of the aging process and therapeutic targets to address physical and biological changes that occur with age. Our focus is on neurotoxins, dermal fillers, body aesthetics, and other treatments as well as energy-based devices within aesthetics and cell and gene therapies concentrating on extracellular matrix components, including collagen and elastin.

### Our areas of interest include:

- Dermal injectables for skin and tissue
- Plastics and regenerative medicine
- Toxins for aesthetic and therapeutics
- Hair growth
- Body contouring and fat reduction
- Topical skincare

### We also selectively focus on other areas where there is unmet need:

- Virology
- Genetic medicine technologies (RNA and DNA) and other platforms

## Technologies and Platforms

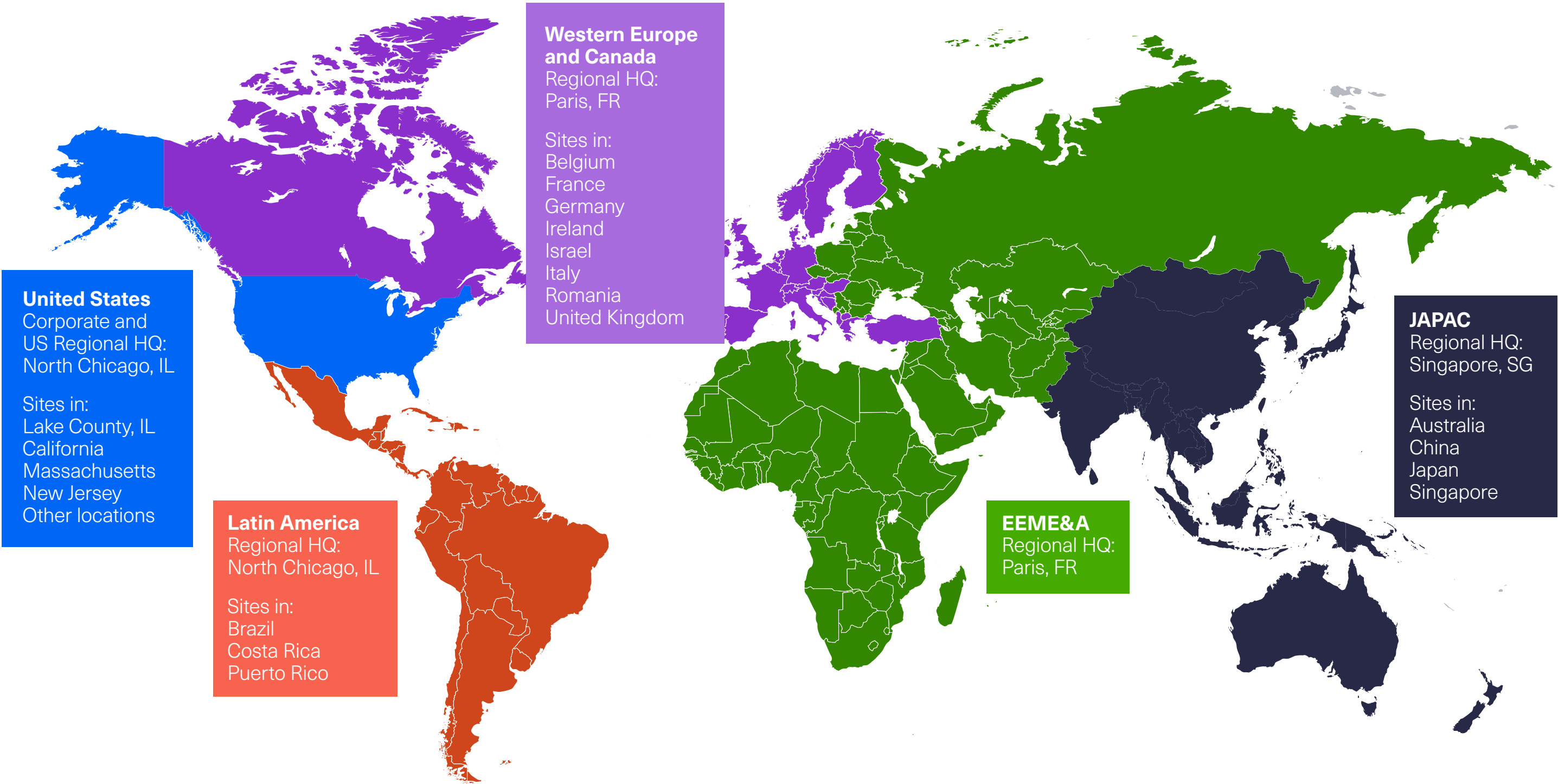
We strive to leverage a diverse range of next-generation platforms and comprehensive technologies to enable novel methods for target identification and drug discovery.

### Our areas of interest include:

- Novel approaches and platform technologies that enable discovery of small molecules targeting protein classes traditionally considered difficult-to-drug
- Biotherapeutics, particularly multi-specific antibodies and antibody-drug conjugates
- New / emerging small molecule therapeutic modalities, including, but not limited to, targeted protein degradation, other proximity-inducing bifunctionals and RNA targeting
- Genetic medicine platforms, including viral and non-viral delivery of DNA/RNA and in situ chimeric antigen receptor T-cell (CAR-T)
- Genetics/genomics, including multi-omic approaches and technologies
- Artificial intelligence (AI) / machine learning (ML) driven target identification and prioritization and ML / physics-based computational design of small molecules and biotherapeutics

# AbbVie's global reach

We have built an exceptionally strong suite of R&D, commercial, and manufacturing capabilities. Partnering with AbbVie means tapping into a unique combination of strengths.



# We invite you to contact us

We welcome the opportunity to get to know you and for you to know AbbVie.

Our team is ready to meet with you to discuss our capabilities and your business opportunities. We are always looking for innovation and new partnerships that align with our focus areas.

With California offices in the Bay Area and Irvine, as well as the Chicago and Boston areas, and other locations worldwide, we look forward to hearing from you.

**S&E, BD&A, GA:**  
Visit [abbvie.com/partnerships](http://abbvie.com/partnerships) or email us at [partnerships@abbvie.com](mailto:partnerships@abbvie.com)

**AbbVie Ventures:**  
Visit [ventures.abbvie.com](http://ventures.abbvie.com) or email us at [abbvieventures@abbvie.com](mailto:abbvieventures@abbvie.com)

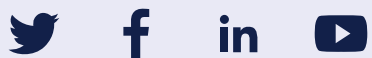
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