Partnerships that make a difference
It takes all of us

“Collaborations with leading scientific minds and organizations allow us to pair AbbVie’s vast expertise in pre-clinical and clinical development, and commercial execution to advance the most promising innovation. Focused on finding solutions for patients in need, together we can more quickly transform today’s potential into tomorrow’s possibilities.”

– Henry Gosebruch, Executive Vice President, Chief Strategy Officer
Taking on the toughest health care challenges

Building on more than 130 years of innovation, we invest in research to build new understanding and find novel solutions for remaining challenges.

We are a proven biopharmaceutical leader. We take on the toughest health care challenges. What results is something rare today: a global biopharmaceutical company that discovers and advances innovative therapies to meet pressing health needs around the globe. We’re using the power of our past—and the promise of our present—to improve lives for patients, their families and communities.
Our unique approach

At AbbVie, we partner to achieve two important outcomes: to deliver innovative medicines and to make a remarkable impact on people’s lives.

We start with a highly integrated approach to developing and sustaining our partnerships. We work as one connected unit with a commitment to establishing collaborations across the development continuum that will ultimately benefit patients and fuel scientific progress.

Our goal is to create long-term mutually beneficial relationships. With a shared vision as our foundation, we align our collective capabilities in service of a joint mission to bring innovative medicines that solve serious health issues today and address the medical challenges of tomorrow.

From start to finish, we ensure that everyone from working teams through senior leadership is aware of and invested in nurturing the assets we develop together. We manage for success—from early identification and mitigation of risks to shared accountability and reward for successful outcomes.

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How we work together

Search and Evaluation
We focus on identifying and evaluating new opportunities that complement and enhance our existing internal innovation strategies. S&E works in close partnership with our R&D and commercial teams, BD&A and Ventures to thoughtfully address each opportunity.

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 leaders. Our expertise in drug development and commercialization can be a valuable resource to even the earliest stage companies.

Business Development & Acquisitions
We evaluate a variety of partnership structures to meet the needs of both parties. BD&A works closely with S&E, and our commercial and R&D organizations to evaluate new opportunities.

Alliance Management
Highly successful partnerships result from an ongoing commitment to realize a shared vision. At AbbVie, we have a dedicated team that is involved in all aspects of the partnership from contracting through commercialization.
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 where we feel we can have an even greater impact on disease and how it is managed.

**Immunology**

As leading experts in autoimmune diseases and therapies, AbbVie is focused on developing new medicines to address chronic progressive diseases in the field of immunology. Our programs focus on investigating both targeted oral therapies and biologics.

Our areas of interest include:
- Gastroenterology (Crohn’s disease, ulcerative colitis)
- Dermatology (psoriasis, atopic dermatitis, hidradenitis suppurativa)
- Rheumatology (RA, PsA, AS, GCA, PMR)
- Innate immunity/interferon and TH2 mediated diseases (SLE, systemic sclerosis, Sjögren’s syndrome, DM, eosinophilic diseases)
- Select fibrotic conditions (systemic sclerosis, IPF)

**Oncology**

Our goal is to transform the way cancer is treated. AbbVie is committed to discovering and developing therapies that work against the processes that cancer cells need to survive. We are committed to achieving long-term control of hematologic malignancies, and investing to identify and advance promising therapies for solid tumors.

Our areas of interest include:
- Novel and differentiated programs targeting our prioritized areas of tumor biology, including
  - Enhanced tumor cell targeting
  - 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

**Neuroscience**

Our commitment to preserving the personhood of those living with neurological and psychiatric disorders is unwavering. AbbVie Neuroscience portfolio consists of 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 diseases, including Alzheimer’s and Parkinson’s disease, and select diseases driven by shared biological pathways
- Psychiatric diseases, including bipolar disorder, bipolar depression, major depressive disorder, generalized anxiety disorder and schizophrenia
- Symptomatic approaches with clinical validation for cognitive and neurobehavioral deficits in Alzheimer’s and Parkinson’s disease
- Migraine
- Spasticity and movement disorders; neurorestoration in multiple sclerosis

**Eye Care**

Our mission in eye care 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 that address unmet needs and new approaches to retina-related diseases, glaucoma, dry eye disease, and refractive conditions. We are focused on both 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 of various etiologies
- Glaucoma, addressing intraocular pressure control and neuroprotection
- Refractive medicine, including presbyopia, myopia and corneal dystrophies
External innovation: Therapeutic areas of focus

Aesthetics
Allergan Aesthetics is developing a portfolio of innovative products in the areas of facial and body filling, breast reconstruction/augmentation, and regenerative soft tissue repair. We are interested in strategic collaborations that broaden our understanding of the aging process, and therapeutic targets to address the natural, physical, and biological changes that occur with age. We seek out and partner with strategic collaborators for neurotoxins, dermal fillers, body aesthetics, plastic surgery and regenerative medicine, hair growth, and skin care. We are also interested in exploring the use of energy-based devices for the field of body aesthetics. Cell and gene therapies with a focus on extracellular matrix components including collagen and elastin are also of interest.

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 skin care

Additional focus areas
We also selectively focus our attention on other areas where there is unmet need:
• Virology
• Cystic fibrosis
• Women’s health
• Platforms and technologies
Partnering with AbbVie means tapping into a unique combination of strengths. As an established company, we bring the discipline, capabilities and resources that are needed to develop and deliver solutions around the world.
We invite you to contact us

We look forward to the opportunity to get to know you and for you to get to know AbbVie. Our team is ready to meet with you to share our capabilities and discuss your business opportunities. We are always looking for innovation and new partnership opportunities that align with our focus areas.

With offices in the Northern California, Chicago and Boston areas, as well as other locations around the world, we look forward to hearing from you.

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