



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**

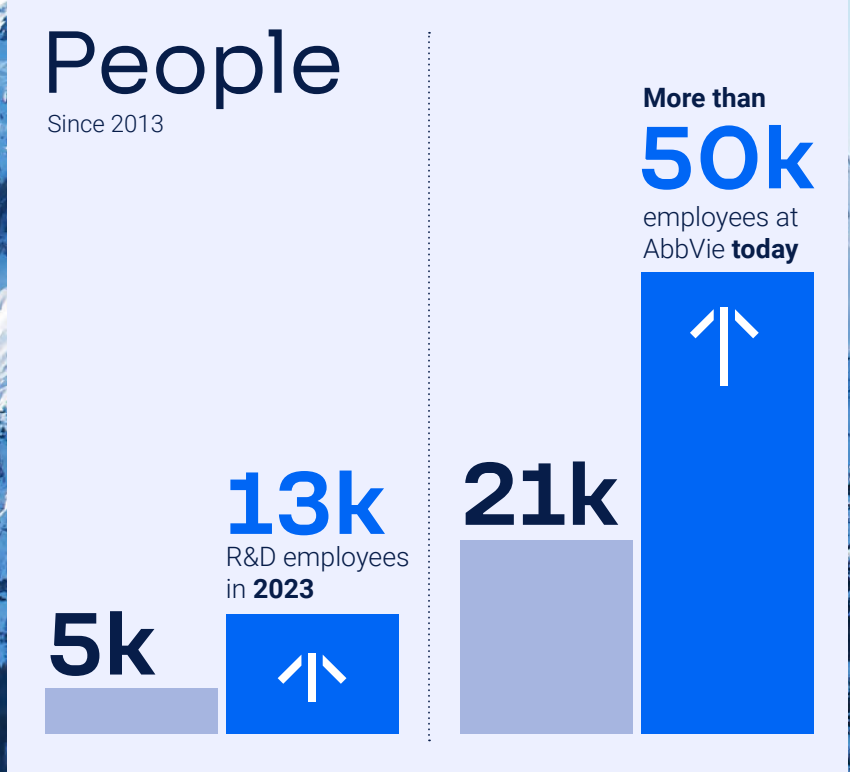
250+
partnerships **today**

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 hematologic and solid tumor malignancies, especially those with unmet need. We are committed to achieving long-term control and potential cure, using oral small molecules, targeted biologics (including mAb, bispecific, ADCs) or novel modality therapeutics.

Our areas of interest include:

- Novel or differentiated programs in these core tumor types
- Lung cancer (NSCLC, SCLC)
- GI cancer (CRC, PDAC)
- Ovarian and other gynecological cancer
- Multiple myeloma
- B cell malignancy (NHL and CLL)

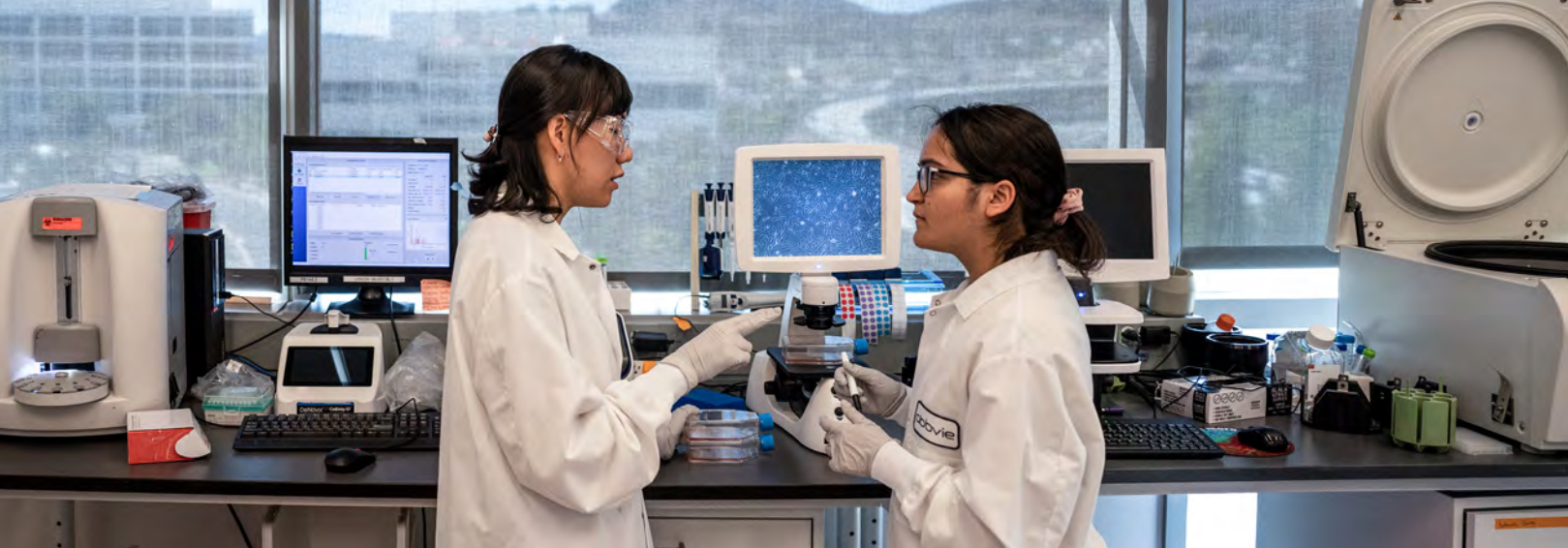
Immunology

As a leading expert in autoimmune diseases and therapies, AbbVie is focused on developing new medicines to address chronic progressive diseases within immunology. Our goal is to identify therapeutic approaches that have the potential to transform the lives of people with immune-mediated diseases.

Our areas of interest include:

- Gastroenterology (Crohn's disease, ulcerative colitis)
- Dermatology (psoriasis, atopic dermatitis, hidradenitis suppurativa)
- Rheumatology (rheumatoid arthritis, psoriatic arthritis, ankylosing spondylitis/nr-AxSpA)
- Th2-mediated diseases (eosinophilic diseases, chronic urticarias)
- Select B cell mediated diseases (SLE, systemic sclerosis, Sjogren's syndrome)
- Select fibrotic conditions (systemic sclerosis, IPF)

Our therapeutic modalities focus on targeting potent drugs to the right cells and/or tissues. These include bispecific/multi-specific biologics, antibody-drug conjugates, small molecules and oral peptides, and genetic medicines (RNA therapeutics and in situ cell reprogramming).



Neuroscience

We are dedicated to delivering science that brings us closer to making a significant impact for people living with neurological and psychiatric disorders. AbbVie's neuroscience portfolio comprises approved therapies and a robust pipeline to address some of the most serious and prevalent disorders in this space.

Our areas of interest include:

- Psychiatric diseases including mood, stress/anxiety, and psychosis-related disorders
- Parkinson's disease including symptomatic (motor & non-motor) and disease modification approaches; other movement related disorders (e.g., tremor, spasticity, dyskinesia)
- Migraine and related disorders
- Alzheimer's disease, including symptomatic (cognitive, neurobehavioral) and disease modification approaches; other neurodegenerative diseases, especially those driven by shared biological pathways.

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, including novel artificial tears
- Glaucoma, addressing sustained drug delivery and neuroprotection

Aesthetics

Allergan Aesthetics offers 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
- Therapies that improve body composition

Specialty

Our specialty team focuses on a diverse set of diseases with high unmet needs, where we believe great progress for patients is possible. In addition to supporting various on-market products, we are interested in strategic partnerships to grow our presence in obesity, aiming to identify differentiated opportunities for addressing patient needs in weight management.

Our areas of interest include:

- Obesity
- GI/hepatology (e.g., MASH)

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.

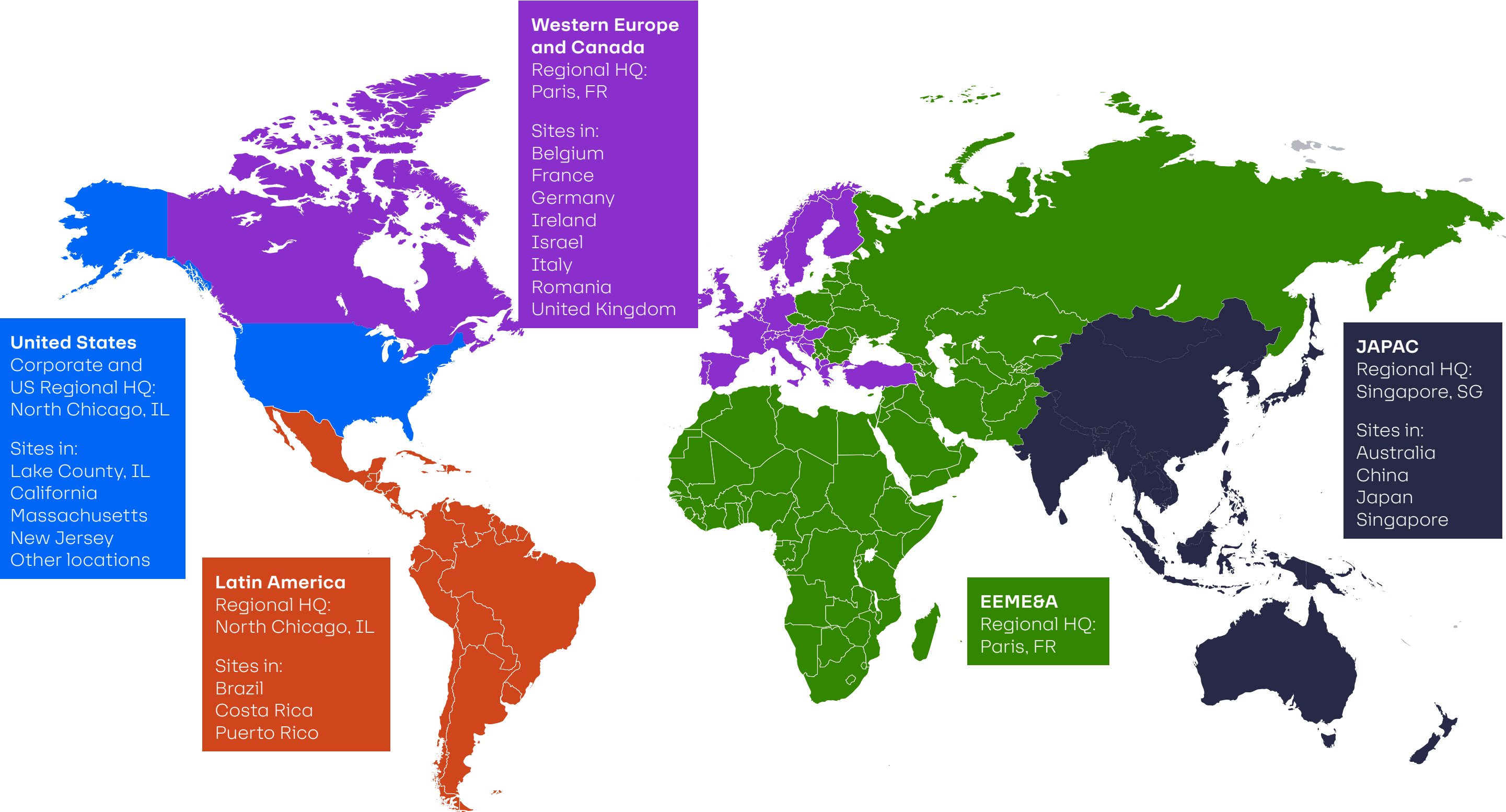
Our areas of interest include:

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

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