



# **Roche Penzberg in Brief**

*We are Roche in Greater Munich*

*Pharma*

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Pharma

*Diagnostics*

# We are Roche in Greater Munich

*Pharma & Diagnostics – from Science to Patients*



At no other Roche site are the dovetailing and teamwork of our two divisions, Pharma and Diagnostics, so highly developed for the quality of life of patients. There is no other Roche site anywhere in the world that can provide this entire value-added chain for both divisions, from research, through development and up to production, at one site. That makes us unique and proud!

Originating from Penzberg, we wish to provide vital impulses for improving the lives of patients, protecting existing jobs and creating new jobs.

As a powerhouse for antibodies, we utilise our technological expertise for innovation in research, development and production. We are well connected in global science, both

in-house and externally. This provides us with the best conditions for guiding the site into a successful and attractive future.

Our digital competence continues to actively advance and develop Personalised Healthcare and growth opportunities with industry 4.0. This enables us to add to the well-being of patients and results in sustainable value creation for Roche and society as a whole.

We are Roche in Greater Munich: Pharma & Diagnostics – from Science to Patients. This is the foundation of our action, this is how we see the integration of our site in the Greater Munich region.

We are an active part of the Greater Munich Life Science Region, a cosmopolitan

competence centre for biotechnology in a leading global network, and offer excellent training and career opportunities.

I cordially invite you to find out more about the most important features of our site.

Yours

A handwritten signature in blue ink that reads "Ulrich Opitz".

**Ulrich Opitz**

*Site Manager*



## We are Roche

*Innovation is in our genes. We have always advanced research, both worldwide and interdisciplinary, to improve the life of patients.*

We want to understand and differentiate diseases at a molecular level to provide novel tests and medicines on this basis for prevention, diagnosis and therapy. With our strategy of Personalised Healthcare, we combine our strengths in the areas of diagnostics and pharma so that patients can receive the best individual treatment. As the largest global biotech company, we

develop groundbreaking medicinal products which improve the therapy standards in the fields of oncology, immunology, infectiology, ophthalmology and neurology. Roche is also the worldwide leading provider of in-vitro diagnostics. This competencies allow us to enter into landmark partnerships with leading research and health centres around the world.



**Nr. 1**

*in biotechnology, oncology, in-vitro diagnostics, the hospital market*

**30**

*Roche medicinal products on the WHO list of essential drugs*

**94.442**

*employees in over 100 countries*

The founding families continue to hold the majority of shares of our company. It is this stability which allows us sustainable planning, to learn from set-backs, and to focus on the long-term benefits for patients and society. We apply the strictest standards in terms of quality, safety and integrity. Our legacy is based on respect for the individual, the community, and the world we live in.

We are well aware how important it is to provide the medical solutions for today while developing the innovations for tomorrow at the same time. We work with passion to improve the health and the life of patients. We demonstrate courage in our decisions and our actions. And we are convinced that good and successful actions will contribute to a better world.

This is the reason why we come to work every day. We are dedicated to science, apply the highest ethical standards and are committed to access for everyone to medical innovations. We do this to contribute to a better future.

We are proud of being who we are, of what we do and how we do it. We operate hand in hand - across functions, sites and countries.

***We are Roche.***

# We are Roche in Greater Munich

*Pharma & Diagnostics – from Science to Patients*

We live the values of Roche, a supportive and demanding employee and management structure which develops diversity and networking, and which makes people ambassadors in their own right. We think and act according to the Roche mission statement. The work of our employees affects the life of patients worldwide, from prevention through to medicinal products. They share their knowledge between the Pharma and Diagnostics Divisions, as well as worldwide within the Roche Group. This requires courage and vision, tackling of problems, and an

atmosphere of openness among colleagues to fuel future-oriented interdisciplinary work. In the process, we bring talented people from across the world to Penzberg and send our experts around the globe.

In the greater Munich area, we benefit from an agile and advantageous environment for our innovative strength. We collaborate with the renowned universities Ludwig Maximilian University of Munich (LMU), Technical University of Munich (TUM), University of Applied Science Munich (HM) and the



## **Nr. 1**

*Design for the digital future  
in Germany\**

## **Nr. 2**

*of the most popular startup  
hotspots in Germany*

## **Nr. 1**

*of the German cities with the  
most international startups*

Weihenstephan-Triesdorf University. With our proximity to the Martinsried Biotech Cluster, our membership in the European Metropolitan Region of Munich (EMM) and our multifaceted activities in associations and committees, on the one hand we are a valuable partner on an equal footing and, on the other hand, our company benefits directly from this.

Working together to create the digital future of healthcare for the benefit of patients. This is Roche's guiding principle. With the Future X Healthcare event, which takes place every

two years, and the Digital Health Accelerator Munich "Startup Creasphere", which we run in partnership with Plug and Play from Silicon Valley, we are a pioneer and driving force in the area of "Digital Health" in Penzberg.

Our site is a prime of example of the structural change from tradition to modern times. And this benefits the entire economic region and beyond. Built on what used to be a coalmine, the largest biotechnology centre in Europe was created just outside the world cultural city of Munich.



## What we deliver

*We are a globally operating biotechnology centre with combined strengths in the fields of pharma and diagnostics.*

As a competence center for personalised medicine, we research, develop, manufacture and supply innovative compounds for drugs as well as diagnostic tests which help millions of people worldwide to live a better life. We have set clear priorities, not only at a business level, but also for our stakeholders, namely employees, society and the environment, to achieve sustainable growth and to create value for all.

**> 45 years**

*of experience in biotechnology*

**~ 6,200 people**

*work for the benefit of patients*



### Creating sustainable values

- Sustainable healthcare
- Entrepreneurial responsibility
- Top employer
- Responsibility for the environment
- Social commitment



### Excellence in science

- Research, development, production
- Diagnostics and pharma
- Competence centre for the development of analysers, including technology, software and hardware
- Powerhouse for antibodies in diagnostics and therapy
- Design of clinical studies in oncology up to Phase II
- Active protein compounds for clinical development



### Focus on patients

- Test systems for diagnosing diseases
- Active substances for prescription drugs
- Quality and safety of drugs



### Personalised Healthcare

- Strategic cooperation between Diagnostics and Pharma across all research projects
- Global projects throughout the company
- Biomarker programme
- Pioneer in the digitalization of the health care system



### Attractive workplaces

- Commitment and loyalty to employees
- Attractive remuneration and additional benefits
- Obligations for managers
- Compatibility of family and job
- Diversity

## Pharma Products „Made in Penzberg“

*Biologics for the global market*

### Obinutuzumab

Chronic lymphatic leukaemia (CLL)



### Trastuzumab

Breast cancer, metastasising stomach cancer



### Methoxy polyethylene glycol-epoietin beta

Anaemia



### Epoietin beta

Anaemia



### Atezolizumab\*

Onkology



In Penzberg we research, develop and manufacture innovative prescription medicines as well as diagnostic instruments and tests which help millions of people worldwide to attain a better quality of life. We have made considerable advances in the introduction of new medicines and diagnostics. For example, in 2013 an antibody developed in Penzberg received the status of breakthrough drug by the US FDA in the indication of chronic lymphatic leukaemia.

In diagnostics we were able to expand our industry-wide leading product portfolio further. Immunological laboratory tests in particular, contribute to the business success. This includes highly sensitive tests for cardiac diseases, pre-eclampsia and hepatitis. 2016 saw the introduction of the cobas801 modular analyser instrument for laboratory analytics. This module virtually doubles existing testing capacity over the same space. The system only requires a small sample volume, while at the same time reducing the amount of created waste for more environment-friendly diagnostics.

Scientific advances continuously improve our understanding of the biology of diseases. This allows individual predictions as to how patients will respond to therapies. By having the entire value creation chain of research, development and production for Diagnostics and Pharma on a single site, this enables a continuous scientific exchange at Penzberg for the necessary diagnostic solutions and the related targeted therapies. Implementation of this new

## Diagnostics Products „Made in Penzberg“

*Diagnostics products and raw materials for the global market*

knowledge gained in both divisions for new health solutions begins as soon as a project is started.

The meaningful use of large data volumes will be of the highest significance in the future for the advance of Personalised Healthcare. With the aid of high quality data gained and processed from practice via tests and therapeutic results, together with advanced analytics, we will be able to further improve the development of drugs and the treatment of patients.

Innovations for patients will ultimately secure the growth of the site. We expand laboratories, production areas, training facilities and the infrastructure. In other words: the company invests here because it has confidence in the work of our employees and is aware of our competence and reliability.

### cobas®

Immunodiagnosics



### cobas®

Clinical chemistry



### cobas®

Virology



### BenchMark

Ultra

Tumor diagnostics



### Accu-Chek®

Diabetes Care



**63**

Roche diagnostic tests worldwide every second

**127 million**

patients treated with Roche drugs worldwide in 2018

# Responsibilities

## Employees

We place great emphasis on the largest possible diversity of employees - they are our potential and distinguish us. With their high scientific and technical reputation, they not only represent an active part of the Life Science Region Greater Munich, but also network globally, share their know-how in the world of Roche and create an atmosphere of open-mindedness among colleagues. We want to create perfect working conditions for the best possible development.

It starts by offering our employees an exceptional spectrum of exciting tasks in different areas and giving them the opportunity to develop further according to their ambitions and skills. In Penzberg we are training around 270 young talents in

vocational training including 13 refugees. Our mentoring program facilitates their integration. The concepts we have developed to combine jobs and family life are as different as are the people working for us. As a result, we can accommodate the individual life situations of our employees with flexible working time models, offers for child care or family care time, just to give an example. We meet our social responsibilities for our employees as well as their healthcare. The new Roche Active-Center opened at the Penzberg site in April 2018. This will be home to numerous offers for maintaining health and fitness depending on individual needs. Roche is among the top employers in Germany.

## Social commitment

We have obliged ourselves to sustainable social commitment as well as to projects and initiatives in the areas of science, health, environment, education, arts and culture. With long-term partnerships we support projects which create sustainable added value.

At a global level, our employees support more than 75 charitable and sustainable projects worldwide through their annual participation in the Roche Children's Walk. Since 2003, more than 18 million Swiss francs have been raised to support children's aid projects in Malawi, Ethiopia and the Philippines.

~ 50%

female employees

~ 580

Roche bicycles for employees

55 nationalities

make up our staff

523,000 EUR

equivalent value of the biogas produced from site waste water

## Environment

It is our objective to reduce our ecological footprint continuously and to employ renewable energies increasingly. We were able to increase our energy efficiency considerably and further improve our environmental performance. We invest foresightfully into a state-of-the-art and energy-efficient infrastructure at the Penzberg site. These include energy generation by means of combined heat, power and cooling with an efficiency of about 95 percent, as well as the conversion to environmentally friendly refrigeration technology or the expansion of the wastewater treatment plant. The expanded

biogas plant with combined heat and power plants also generates electricity and heat, which is fed into our local heating network. We are also constantly working on ourselves in the field of mobility, as the new bike leasing, the job ticket and our shuttle bus between Munich and Penzberg prove. Despite considerable growth of our site, the permanent optimization of energy and water-consuming processes has allowed us to keep our energy consumption stable over the past years. The eco balance value established worldwide within the Roche Group particularly highlights the Penzberg site for its unique low level.



# Site facts

## Roche Penzberg

**Divisions:** *Pharma und Diagnostics*  
**Established:** 1972  
**Employees:** ~ 6,200  
**Works area:** ~ 430,000 m<sup>2</sup> which is equivalent to 62 soccer pitches  
**Investments:** 2014 - 2018 about EUR 1.4 billion

~ 67 %  
 Employees in Diagnostics

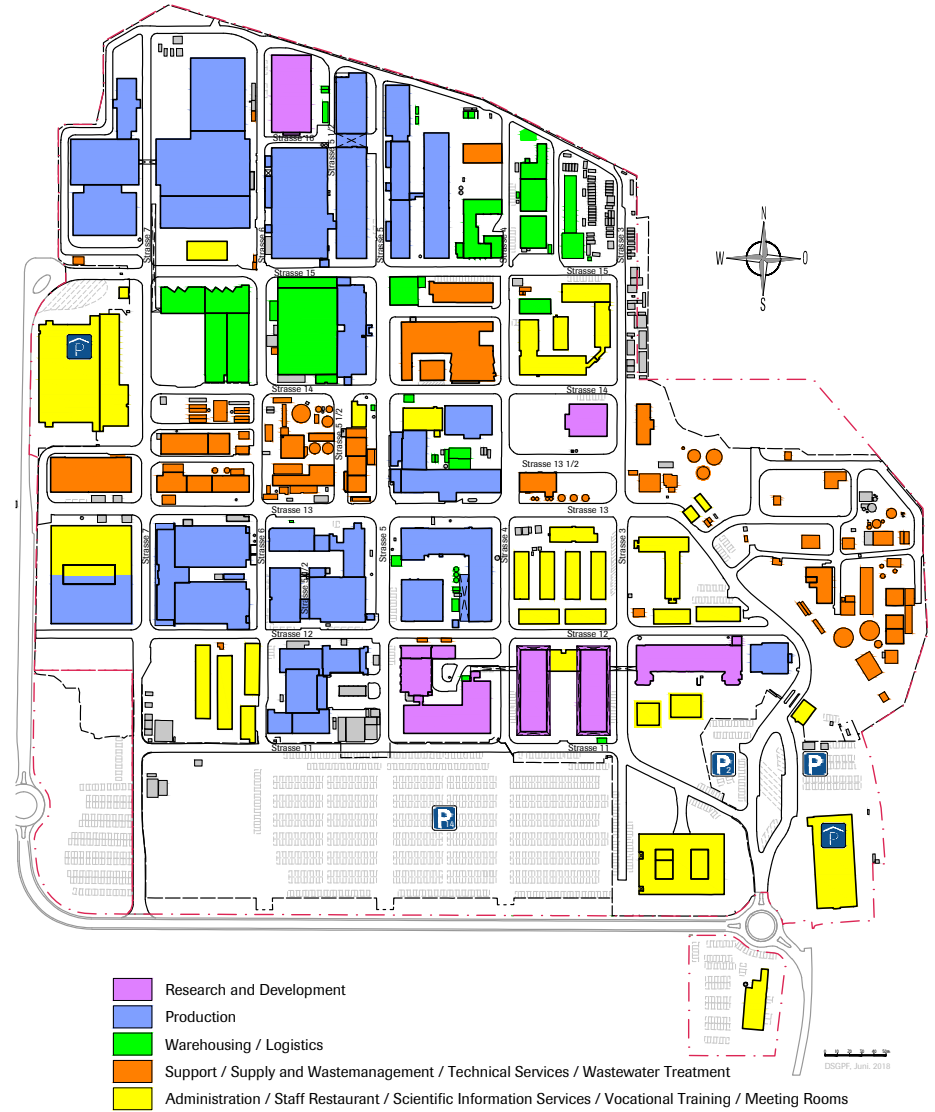
270  
 Apprentices

~ 50 %  
 Graduate and advanced  
 training professions

~ 33 %  
 Employees in Pharma

~ 44 %  
 Vocational professions

55  
 Nations





# Historical development

Over 45 years of innovation in biotechnology

1972



1979

First enzyme cloned in E.coli, GalDH

1986

Development of EPO

1992



1998

Production of first therapeutic monoclonal antibody, trastuzumab

2007

Production of pegylated Epo

2016

Launch immunodiagnostic modul cobas® e 801

2013

Approval and production of obinutuzumab

1980



1990

Production of first therapeutic protein, EPO

2002

Production of pegylated interferon

2017



Final expansion for over 600 million EUR

1974

Production: co-enzymes and substrates (e.g. NAD)

1982

Production: test kits with recombinant enzymes

1996

Development & Production  
- Electrochemical luminescence technology  
- Reteplase, first recombinant drug substance

2011

- Biomarker/CoDx Zelboraf  
- 10,000st batch for Elecsys

## Further information

### Media centre

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penzberg.allgemein@roche.com  
Telephone: +49 8856 60 26 00

### Visitors

[www.roche.de/penzberg](http://www.roche.de/penzberg)  
> visitor services

### Careers

[www.roche.de/karriere](http://www.roche.de/karriere)

### Photo source

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