



Business Development

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A background image of a female scientist wearing a white lab coat, a white hairnet, safety glasses, and a blue surgical mask. She is looking down at a blue container in her hands. The background is a blurred laboratory setting with various pieces of equipment and colorful tubes.

PARTNERING
WITH
INNOVATORS
TO TREAT
SERIOUS
ILLNESS



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Amgen business development creates opportunities that leverage our unique capabilities with the innovative technologies and therapies of our partners to deliver life changing therapies for patients with serious illnesses.



Biotechnology Heritage: A Venture Capital Success Story

Founded in 1980 by a small group of enterprising venture capitalists and scientists who saw the promise of emerging research in genetics, Amgen has since grown to be one of the world's largest independent biotechnology companies with a rich late-stage pipeline, more than a dozen marketed products, and a global presence. We continue to build expertise and capabilities that make us an attractive partner. A few of these capabilities include human genetics, protein engineering, health technologies, biologics manufacturing, delivery systems, and clinical development.

Balanced Approach: Sourcing Innovation

At Amgen, we recognize that one of the most important drivers of success is our balanced approach of capturing internal and external innovation. These investments, along with the work we have done at Amgen, have led to significant advances in the treatment of cancer, cardiovascular disease, inflammation, nephrology, bone health, neuroscience, and other serious illnesses. Our success continues to come from cultivating home-grown innovation inside the walls of Amgen while also capturing external innovation and forging valuable partnerships that dramatically enhance how we deliver for patients.

Bespoke Deals: Flexible And Innovative Deal Structuring

We work with partners in a variety of ways to make the most of innovations that could deliver tangible benefits to those suffering from serious illness. We view every deal as unique and work with partners to achieve mutually beneficial results. We are not confined to pre-defined deal structure. Examples of recent transactions include spin-outs, limited partnership investments, equity investments, collaborations, joint ventures, in- and out-licensing, early-stage partnerships and acquisitions.

Beyond The Deal: Amgen's Commitment to Partnership Excellence

As a critical component of Business Development, Alliance Management is responsible for the success of Amgen's partnerships from deal negotiation through implementation. We use the experience gained from working with hundreds of partners for more than three decades—ranging from research stage technology through multi-billion dollar commercial assets—to optimize the value-capture proposition for both Amgen and our partners. The unique structure of Amgen's Partnership Management Team ensures that partners have robust and well-defined lines of communication into Amgen's core functions, which in turn facilitates rapid and effective identification of opportunities to enhance the value of partnerships.



SELECT DEALS AND PARTNERSHIPS

Acquisitions

BioVex
deCODE
Five Prime
KAI
Micromet
Nuevolution
Onyx
Otezla
Rodeo

Companion Diagnostics

Adaptive
Dako/Agilent
Guardant Health
Illumina
Qiagen
Roche/Ventana
Transgenomic

Out-Licenses and Spin-Outs

Akero
AmMax
Atara
Flexus
Jasper
Kartos
Kezar Life Sciences
NextCODE
Vigil Neuroscience
Voravi

Equity Investments

Aetion
Acerta
Akili
Alector
Caraway
Epizyme
Flatiron Health
GNS Healthcare
Kymera
Nkarta
Obsidian
Oxford Nanopore
Precision Biosciences
Ribometrix
Science37
Senti Biosciences
Syapse

Collaborations

Arrowhead
AstraZeneca
BeiGene
Carmot
CytomX
Entera Bio
Immatics
Kite Pharma
Kyowa Kirin
Massachusetts General
Hospital (MGH)
MD Anderson
Novartis
Provention Bio
UCB
Xencor

Limited Partnership Investments

Atlas Ventures
Decheng Capital
Orbimed Israel
Redmile Group
venBio

Academic Partnerships

Broad Institute
Caltech
Mila - Quebec AI Institute
MIT
UCLA
UCSF
University of Washington -
Institute for Protein Designs
USC

Regional Partnerships

AmoyDx
Astellas
Consortium Québécois
sur la Découverte du
Médicament (CQDM)
Daiichi Sankyo
Dr. Reddy's
Kyowa Kirin
Ono
Takeda

FULLY INTEGRATED BIOTECHNOLOGY ORGANIZATION

From human genetics and target validation to discovery and development to reaching patients globally, Amgen can leverage innovation at virtually every stage in the process of getting a medicine to market.

“Biology First” Advantage

Amgen's approach to drug discovery starts with seeking to understand the fundamental mechanisms of a disease and then using our expertise across multiple modalities to develop the appropriate protein, antibody, small molecule, peptide or other modality necessary to hit a disease target. This agnostic approach—and deep internal knowledge of how diseases work—makes Amgen positioned to see the value of innovations from potential partners.

Unique Strength In Protein Engineering

Modifying protein structures to optimize a biologic medicine is a complex process. Amgen has industry-leading expertise in this area to potentially improve innovations conceived both inside and outside the company.

Trial Experience

Amgen has extensive experience in conducting large-scale clinical trials—which have included nearly 30,000 patients and 20 trials for a single investigational medicine.

Leading Biologics Manufacturing Capability

With more than three decades of experience and a record of reliably supplying medicines to patients, Amgen is recognized worldwide as a leader in manufacturing complex biologic therapies.

Successful Launch Track Record

Amgen has extensive experience launching products into existing therapeutic areas—and new ones.

Commercial Infrastructure To Bring Medicines To Market Globally

Once Amgen medicines and health technology have been approved, we have the potential to bring them to patients on a global scale.



THERAPEUTIC AREAS



Oncology/Hematology



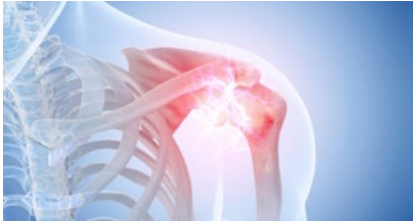
Cardiovascular Disease



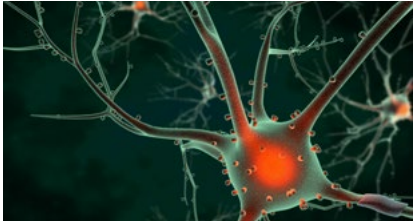
Bone Health



Nephrology



Inflammation



Neuroscience

Delivering More Value Through Health Technology

Innovation that goes “beyond the molecule” may allow us to get even closer to solving the most complex challenges that people encounter in healthcare. Amgen is harnessing our world-class capabilities to deliver more value to those we serve – providing better care and a better patient experience through integration of novel health technologies with our molecules. These technologies include diagnostics, drug formulations, delivery devices and digital health tools.

While Amgen brings considerable expertise and experience to this undertaking, we know we will need an open approach to innovation to achieve our aspirations. That’s why we are forming collaborative relationships with leading academic and medical institutions, technology companies, healthcare professionals and patients to ensure that we understand and address root causes of challenges at every stage in healthcare.

Platforms And Technologies

Drug discovery platforms	Next-generation modalities	Gene-editing technologies
Patient stratification and predictive biomarkers	Protein/peptide formulation technologies and delivery devices	Digital health technologies: <ul style="list-style-type: none">• Patient identification• Clinical trial enrollment and completion• Predictive modeling• Real-world data analysis and insights• Clinical decision support• Patient adherence
Imaging platforms	Proprietary research tools and tissue access	
Immunotherapy platforms	Manufacturing technologies	
Conjugation and protein engineering	Companion diagnostics	



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AMGEN VENTURES®

ABOUT AMGEN VENTURES

Since 2004, Amgen Ventures has invested in emerging companies to advance promising medicines and technology that could ultimately make a difference for patients suffering from serious illnesses.

WORKING WITH AMGEN VENTURES

In addition to capital, Amgen has the ability to provide innovators with access to deep expertise and strategic insights.

- Technical expertise across multiple modalities to develop the appropriate protein, antibody, small molecule or peptide
- Strong biological understanding and translational research
- Extensive experience conducting large-scale clinical trials
- Deep knowledge of biologics manufacturing
- Successful track record for launching medicines
- Commercial infrastructure to bring medicines to market globally

AMGEN'S BUSINESS DEVELOPMENT SENIOR LEADERSHIP TEAM



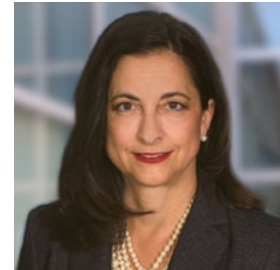
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Janis Naeve
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Nate Russell
Executive Director
Corporate Strategy



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Executive Director
Transactions Analytics



Tara Pabst Marra
Director
Strategic Planning and
Operations

MEET THE FULL BUSINESS
DEVELOPMENT TEAM AT:
<https://amgenbd.com/s/about-us>



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PARTNERSHIPS

Interested in partnering with Amgen?

CONTACT US ONLINE:

For more information or to submit your partnership opportunities please visit amgenbd.com

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