PARTNERING WITH INNOVATORS TO TREAT SERIOUS ILLNESS

For more information visit www.amgenbd.com
Amgen Business Development pursues strategic deals that leverage technologies and capabilities to deliver even better outcomes for patients than we could on our own.

We’re focused on medicines and health technology to treat serious illnesses and address large unmet medical needs as we strive to reach more patients in more countries around the world.
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 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 TO SOURCING INNOVATION

At Amgen, we recognize that one of the most important drivers of success is our approach to sourcing innovation internally and externally. This strategy has led to significant advances in the treatment of cancer, cardiovascular disease, inflammation, nephrology, bone health, neuroscience and other serious illnesses.

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 restricted to pre-defined deal structures and have a well-defined process to review potential opportunities. Examples of recent transactions include spin-outs, limited partnership investments, equity investments, collaborations, joint ventures, in- and out-licensing, early-stage partnerships and acquisitions.

SELECT DEALS AND PARTNERSHIPS

Spin-Outs and Start-Ups
Atara, Celimmune, Flexus, Genomics Medicine Ireland, Kezar Life Sciences, NextCODE, Relypsa

Equity Investments
Acerta, Adheron, Ardelyx IPO, Atara IPO, eHealth Ventures, Epizyme IPO, Imago BioSciences, miRagen, Opsona, Precision Biosciences, Ra Pharma, Surface Oncology, Sutro, Tizona, Ziarco

Joint Ventures
Amgen Astellas BioPharma, Amgen Betta Pharmaceuticals

Early-Stage Partnerships
Dako, Illumina, Massachusetts General Hospital (MGH) and the Broad Institute, Tetragenetics, Transgenomic, ShanghaiTech

Limited Partnership Investments
Atlas Fund IX, Decheng (Bay City), Orbimed Israel, Redmile Group, Rothschild, venBio

Collaborations
Advaxis, Arrowhead, AstraZeneca, Cytokinetics, Dr. Reddy’s, Kite, Merck, Nantworks, Novartis, Nuevolution, Roche, Servier, Teijin, Unilife, Xencor

Acquisitions
deCODE, Bergamo, BioVex, Dezima, KAI, Micromet, Mustafa Nevzat, Onyx
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—positions Amgen to see the value of innovations from potential partners. Amgen also uses genetic validation as part of its drug discovery approach whenever possible.

UNIQUE STRENGTH IN PROTEIN ENGINEERING
Modifying protein structures to optimize a biologic medicine is a complex process. Amgen has industry-leading expertise and over 35 years experience in this area to potentially improve innovations conceived both inside and outside the company.

GLOBAL CLINICAL TRIAL AND REGULATORY 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. Importantly Amgen has obtained approval for several novel modalities including monoclonal antibodies, the first approved oncolytic viral therapy, and the first bispecific antibody.

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 ability to bring them to patients on a global scale.
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.
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