



Chiesi Academic Partnerships

Seeking Therapeutic Opportunities in Respiratory and Rare Diseases

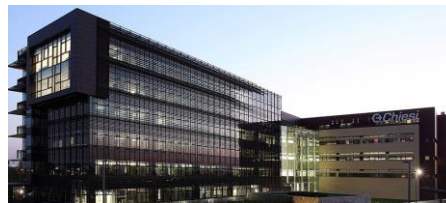
David Lough, Ph.D.
Director, Academic Partnerships
Chiesi Global Corporate Development
David.Lough@Chiesi.com

AUTM Connect and Collaborate
November 6, 2020

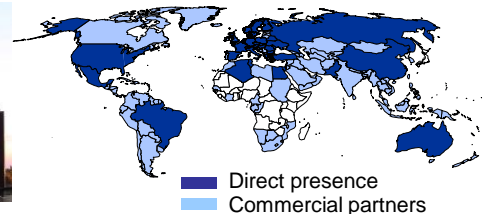
Chiesi is a fast growing company with \$2.2B in revenues...

Business info

- Foundation: Parma, Italy 1935
- Owned 100% by the Chiesi family
- R&D Investments: \$425M (19%)
- Employees: 5,854 (800 in R&D)



R&D center in Parma, Italy



Global footprint

Company highlights

- Feb. 2020: Established **Global Rare Disease** Division in Boston, MA
- Sept. 2019: Selected 3 awardees from our first **Academic RFP**
- June 2019: Awarded **B Corp** certification: largest global pharma group



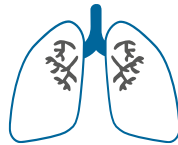
Why we engage with academic institutions

- Access breakthrough research and give us a competitive advantage;
- Expand our scientific network and raise Chiesi awareness;
- Increase the quality of early-stage projects to ultimately enrich our pipeline.



We are seeking therapeutic candidates in Respiratory, Neonatology & Rare Diseases

- Asthma (Severe and Neutrophilic)
- Chronic Obstructive Pulmonary Disease
- Idiopathic Pulmonary Fibrosis
- Pulmonary Arterial Hypertension
- Cystic Fibrosis
- Non-CF Bronchiectasis
- Chronic Cough



- Bronchopulmonary Dysplasia



- Lysosomal Storage Disorders
- Ophthalmology
- Hematology/Immunology
- Neurology



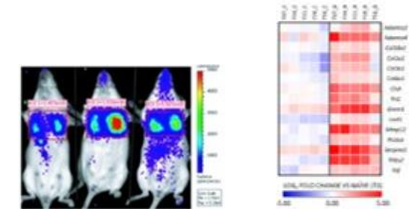
Ideally, the target would be well-defined, the mechanism of action understood, with preclinical data in a therapeutically-relevant model.

Chiesi deployed more than \$1B in deals in the past 5 years across a number of different deal structures



■ Why partner with Chiesi?

- Established **solid commercial footprint** across EU, US and Emerging Countries
- Medium-sized family business with **simple decision-making** process
- Vertically integrated **deal-making team** and **alliance management**
- **Flexible engagement** with academic partners
- Strong in-house **R&D capabilities** across six global research centers



Thank you!



David Lough, Ph.D.

*Director, Academic Partnerships
Global Corporate Development*

Chiesi USA, Inc.
One Boston Place, Suite 4000
Boston, MA 02201

david.lough@chiesi.com

<https://www.chiesi.com>

