

Passion for Innovation.
Compassion for Patients.™



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Daiichi-Sankyo

Mission: To contribute to the enrichment of quality of life around the world through the creation of innovative pharmaceuticals, and through the provision of pharmaceuticals addressing diverse medical needs.

- Daiichi Sankyo is a global pharmaceutical company
- Ranked 24th among top global pharmaceutical companies*
- Worldwide presence
 - Ground presence in more than 20 countries
 - Manufacturing locations in 6 countries
 - R&D locations in key areas
- Group revenue in fiscal 2019: approximately \$9,028 million** (¥981.8 billion)
- In addition to a strong portfolio of medicines for cardiovascular diseases, under the Group's 2025 Vision to become a "Global Pharma Innovator with Competitive Advantage in Oncology," Daiichi Sankyo is primarily focused on providing novel therapies in oncology, as well as other research areas centered around rare diseases and immune disorders.

* "Pharm Exec's Top 50 Companies 2020 | Pharmaceutical Executive, June 12, 2020

**Consolidated Financial Results for Fiscal 2019 (Year Ended March 31, 2020). Average rate: 108.75 yen/\$USD



Care. Compassion. Science.
It's Our Obligation.

The mission of Daiichi Sankyo Cancer Enterprise is to leverage our world-class, innovative science and push beyond traditional thinking in order to create meaningful treatments for patients with cancer. We are dedicated to transforming science into value for patients, and this sense of obligation informs everything we do.

World-Class Science Organization

The Daiichi Sankyo Cancer Enterprise is committed to becoming a leading world-class science organization. Our team's exceptional scientific attitude results in outstanding medicinal chemistry, antibody engineering and discovery biology.

Dynamic and Sustainable R&D Organization

The oncology portfolio of Daiichi Sankyo is powered by our research engines:

- Biologics, medicinal chemistry, modality, and other research laboratories in Japan
- [Plexxikon Inc.](#), our small molecule structure-guided R&D center in Berkeley, CA

“3 and Alpha” R&D Strategy

Anchored by our DXd antibody drug conjugate (ADC) technology, our obligation is to harness the power of true innovation to discover and develop innovative first-in-class and best-in-class treatments that transform the standard of care for patients with cancer.

Enhanced Capabilities Through Collaboration

To complement and expand our premier cadre of internal scientists, we are collaborating with leading academic and business partners to leverage cutting-edge science in new treatment modalities, disease biology, diagnostics and pipeline prioritization.

Alliances At-A-Glance (Oncology)



2020

A global development and commercialization collaboration for Daiichi Sankyo's DS-1062, a TROP2 directed DXd antibody drug conjugate (ADC), currently in phase 1 clinical development for non-small cell lung cancer (NSCLC) and triple negative breast cancer (TNBC).

2019

A global development and commercialization collaboration for Daiichi Sankyo's HER2 Targeting Antibody Drug Conjugate [Fam-] Trastuzumab Deruxtecan [-nxki] (DS-8201).



2020

A multi-year, multi-study research collaboration for the development of two of Daiichi Sankyo's lead DXd antibody drug conjugates (ADCs): DS-1062, a TROP2 directed DXd ADC, in patients with advanced non-small cell lung cancer (NSCLC), and patritumab deruxtecan (U3-1402), a HER3 directed DXd ADC, in patients with metastatic breast cancer.



2020

A strategic oncology development collaboration currently progressing two investigational antibody drug conjugates (ADC): DS-6157, a GPR20 directed ADC, in patients with advanced gastrointestinal stromal tumor (GIST) and DS-7300, a B7-H3 directed ADC, in patients with metastatic solid cancers.



2018

A licensing agreement with Zymeworks to acquire licenses to Zymeworks' Azymetric™ and EFECT™ technologies to develop two additional bispecific antibodies building on previous 2016 cross-licensing and collaboration agreement



2017

A strategic oncology development collaboration with MD Anderson focused on accelerating the development of novel therapies for acute myeloid leukemia (AML) by studying Daiichi Sankyo's AML compounds in novel combination regimens



2014

A comprehensive alliance with Sanford Burnham Prebys to develop first-in-class therapeutics for the treatment of cardiovascular-metabolic diseases. The collaboration is built on an open-innovation model to bridge the gap between target discovery and pre-clinical drug development

Some of these compounds are investigational and have not been approved by the FDA or any other regulatory authority for the uses under investigation.

Partnering Areas of Interest

ONCOLOGY

- Novel, biologically tractable tumor associated antigens
- Multi-targeting strategies to overcome resistance associated with tumor heterogeneity
- Conditional activation approaches for biologics that are not pH or protease dependent. Can also include combination strategies to improve tumor penetration
- Tumor models that accurately recapitulate lymphoid, myeloid, and stromal complexities inherent in vivo, ideally amenable for new phenotypic drug screens
- Assay platforms for the discovery of small molecules that target RNA
- Protein stabilization and degradation technologies
- Innate lymphoid cell target(s)
- Allogeneic, solid tumor targeting, CAR-modified cell therapies (alpha beta or gamma delta T cells or NK cells)

SPECIALTY MEDICINE

- Novel opportunities and technologies in CNS area (especially genetic disease)
- AAV technologies (especially technology for repeat dosing, and to overcome pre-existing antibody)
- DDS technologies of small molecular compound or nucleic acid to specific tissue (cf. brain) except liver

Flexibility

to consider the full array of partnering options

- While maintaining alignment with Company strategy and vision

Transparency

in review/ negotiating process

- Organization structure supports streamlined decision making

Commitment

to asset maximization

- Most of the value is generated after contracts are signed not before
- Alignment of interests and strong alliance management are critical to collaboration success
- Flexibility when appropriate

Collaboration

open and frank communication; no surprises

- Disagreement is inevitable (and healthy) but should not get in the way

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