40th Annual
J.P. Morgan
Healthcare
Conference
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President of the Pharmaceuticals Division
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Guidance at constant currencies, not including portfolio divestitures if not mentioned differently.
Bayer Pharma is delivering on strategic growth agenda

**2018 - 2021**

- **Capitalize on full commercial potential**
  - Xarelto
  - Eylea

- **Deliver on new blockbusters**
  - Kerendia
  - Nubeqa
  - AskBio
  - BlueRock

- **Strengthen innovation engine**
  - New leadership team

**2021+**

- **Strengthened patent situation in EU**
- **Life Cycle management**
- **>1bn sales**
- **Elinzantetant**
- **ARASENS data**
- **FXI(a) portfolio**

*Clinical pipeline with potential breakthrough innovation in highly attractive growth areas*
On track to deliver on raised top-line guidance, while keeping attractive margin amid continued investments in growth

Year-on-year sales growth (cpa)

- **Q1:** +0%
- **Q2:** +16%
- **Q3:** +7%

9M 2021: +7%
As of Feb 2021: ~4%
As of Aug 2021: ~6%

FY 2021 outlook

- Top-line guidance for FY 2021 raised in August reflecting continued positive momentum
- Strong sales recovery Q2 onwards after 2020 was significantly impacted by COVID-19
- Stringent cost management and resource re-allocation to simultaneously fund growth and deliver on bottom line
- EBITDA margin before special items expected at ~32% in FY 2021
Capturing the full commercial potential of market leading therapies

New indications & label updates in 2021

- Pediatric VTE: approved in EU, Japan, Canada (EINSTEIN Jr) and the US (EINSTEIN Jr & UNIVERSE)
- Symptomatic peripheral artery disease (VOYAGER PAD): label update approved both in the EU & US
- European Patent Office confirmed patent protection for once-daily treatment until 2026

- Apr. 2024
- Jan. 2026
  + 21 months

2 Phase III studies with high-dose formulation (initiated 2020)

- PHOTON (DME)
- PULSAR (neov. AMD)

Goal: Prolongation of injection intervals

- Prefilled syringes launched in 2020 in EU and JP

+7.7% yoy in 9M 2021

+20.6% yoy in 9M 2021

European Patent Office confirmed patent protection for once-daily treatment until 2026

Apr. 2024 → Jan. 2026 + 21 months
Nubeqa to become foundational drug across patient spectrum in prostate cancer – further data to be released in Feb 2022

- Strong efficacy
- Highly differentiated tolerability profile
- ‘Survival without compromise’, giving NUBEQA the potential to be used across the entire spectrum of PC

**nmCRPC**
- Approved in
- Strong launch momentum
- Weekly TRx (US)

**mHSPC**
- ARASENS - Nubeqa in combination with chemotherapy in mHSPC
- Primary endpoint met, data to be released in Feb 2022
- ARANOTE - Nubeqa without chemotherapy in mHSPC

**Adjuvant PC**
- DASL-HiCaP (2028): Evaluating Nubeqa in localized disease
- Data expected 2025

**Sales 2021: ~€220m**

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Kerendia a game changer for CKD and type 2 diabetes patients

Next milestone in renal disease treatment, continuing our RAAS-centric treatment history

Largest clinical program with unparalleled data

Novel MOA intensifies RAAS inhibition (gold-standard for treatment)

Treatment continuity for HCPs with trust in RAASi for CV and kidney outcomes

Characteristics of CKD/T2D

- 160m patients globally
- Shortens life expectancy by 16y
- #1 cause for dialysis/transplants

Successful launch trajectory

Weekly TRx (US)

- Full global rights including the US
- Broad early adoption following US launch
- Strong market access momentum
- Updated ADA guidelines

Phase III trials in 2 additional indications (HFpEF, non-diabetic CKD) with results in 2024/25

13,171 patients early in DKD progression

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# Novel drug candidates in Women’s Health and Cardiovascular Diseases to drive mid-term growth

## Transformative approach for menopause syndromes

### Elinzanetant (2025)
- Addressing menopause syndromes of women globally
- A first-in-class, non-hormonal, once-daily, oral neurokinin-1,3 receptor antagonist
- Differentiated, double mode of action
- Successful Phase IIb, Phase III initiated 2021
- Significant improvements in menopause symptoms in recent clinical studies (~2.5 more effective than placebo)

## Next class of anticoagulation drug candidates with disruptive potential

### World leading factor XI program (2026)
- Targeting an improved efficacy and safety profile above standard of care
- Addressing individual sub-populations and the needs of currently untreatable patients
- Largest ongoing clinical program with three assets in late-stage Phase II, decision for Phase III expected in 2022
- Disruptive potential of treatments targeting range of indications

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**Bayer Pharma with full global rights incl. the US and China**
Advancing leading CGT platform with strong clinical pipeline

Example: Two-pronged approach to deliver transformative therapies to treat Parkinson’s

Diverse tech platforms and capabilities

// AAV platform (AskBio and Bayer established)
// BlueRock’s iPSC
// CAR-T
// Gene-editing (+ Mammoth)

CDMO business with strong momentum

Industry leading CGT clinical pipeline

// 7 clinical projects
// >15 projects at pre-clinical stage

1. Pluripotent stem cell-derived dopaminergic neurons

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Successful administration of first dose of DA01\(^1\) to a Parkinson’s disease patient in open-label Phase 1 clinical study

Ongoing recruitment and evaluation of patients in the US for AskBio’s Phase 1b clinical study to assess safety and preliminary efficacy

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Photo: Dr. Viviane Tabar, Chair of the Department of Neurosurgery, Memorial Sloan Kettering Cancer Center
Our innovation engine is delivering:

1. Committed and experienced new leadership team
2. Advancing leading cell and gene therapy business
3. World leading science added through new platforms
4. Unlocking value for patients in the highest need areas

Global R&D organization
Collaborations, in-licensing, M&A
CGT
SMOL

- Elinzanetant
- AskBio
- BlueRock
- Vividion Therapeutics
- Broad Institute
- Merck Biosciences
Bayer Pharma: Shaping the foundation for long-term growth

- Fully capturing commercial value of market leading therapies
- Building new blockbusters with therapeutic breakthrough potential
- Innovation engine is delivering across all stages of clinical development
- Maintain attractive margins amid investments in growth
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