

## Investor Handout Pharmaceuticals

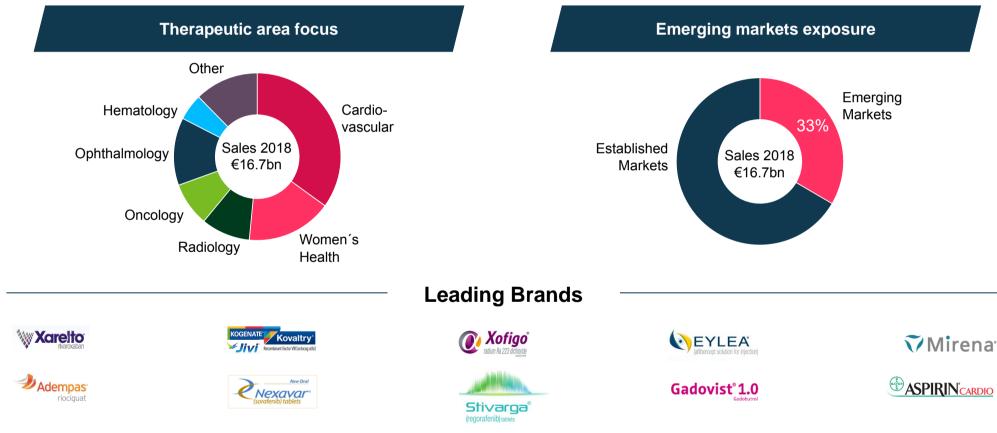
May 2019



## Cautionary Statements Regarding Forward-Looking Information

This release may contain forward-looking statements based on current assumptions and forecasts made by Bayer management. Various known and unknown risks, uncertainties and other factors could lead to material differences between the actual future results, financial situation, development or performance of the company and the estimates given here. These factors include those discussed in Bayer's public reports which are available on the Bayer website at <u>www.bayer.com</u>. The company assumes no liability whatsoever to update these forward-looking statements or to conform them to future events or developments.

## Innovative Medicines in Areas of High Unmet Medical Need



Emerging markets include Latin America, Asia (w/o Japan, Australia, New Zealand), Africa and Middle East incl. Turkey, Eastern Europe

## Attractive Sales Growth and Margin Expansion

3.4% 4.3% 8.7% 16.8 16.7 9.1% 16.4 15.3 13.5 5.7 5.6 5.3 4.6 4.1 30.2% 30.2% 32.0% 33.9% 33.4% 2014 2016 2015 2017 2018 EBITDA margin Sales EBITDA before special items

Including Radiology; Sales growth currency and portfolio adjusted; EBITDA margin before special items

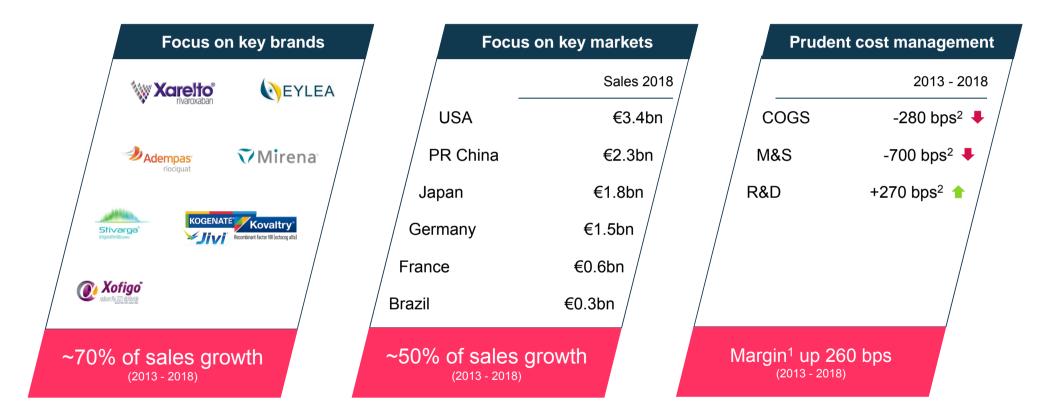
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€bn

// Attractive sales growth

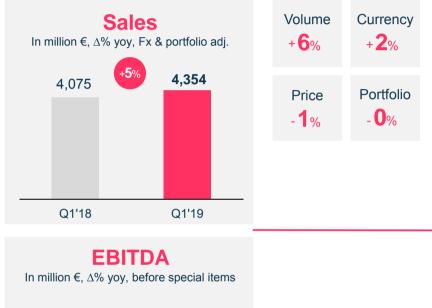
- # Successful commercialization of innovative products, with Xarelto and Eylea becoming blockbuster brands
- // Disciplined resource allocation
- // Further growth in sales and profitability expected:
  - # Sales growth in the range of 4 to 5 percent per annum on average until 2022
  - # Further margin expansion to more than 35 percent in 2022

## Key Drivers for Growth and Margin Expansion



<sup>1</sup> EBITDA margin before special items; bps: Basis points, <sup>2</sup> as percentage of sales; R&D costs adjusted by opt-in payment from J&J of about €190million

## Q1 2019: Pharmaceuticals Driven by Xarelto, Eylea and China





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- Xarelto and Eylea grew by 15% each
- Continued strong performance in China
- Darolutamide submitted in the US, Europe and Japan
- Full global rights for Vitrakvi and LOXO-195 secured
- EBITDA before special items increased despite negative Fx impact

## Further Growth in Sales and Profitability

Pharma	2018	Outlook 2019	Target 2022
Sales/Sales growth	€16.7bn	~4%	CAGR 4-5%
EBITDA/EBITDA margin	€5.6bn	~34%	>35%

Key Products	2018	Outlook 2019
Xarelto	€3.6bn	Low teens percentage increase
Eylea	€2.2bn	High-single-digit percentage increase

2019 Outlook at constant currencies; 2022 targets at constant currencies, not including portfolio measures EBITDA / EBITDA margin based on EBITDA before special items

## We Are Confident for Pharma Also Beyond 2022



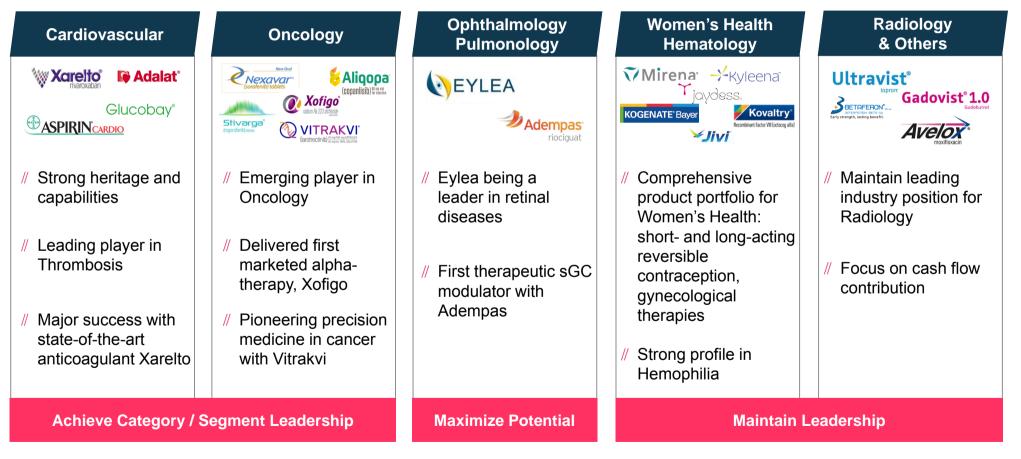
# Focused Leadership Strategy to Deliver Mid-term Targets and to Ensure Long-term Success

Focused Leadership					
Relentless Focus	-🌣 Innovation	Excellence in Execution			
# Stringent focus on key brands and markets incl. China	# Supplement organic pipeline with select in-licensing and bolt-on M&A	// Maintain operational focus			
// Achieve category/segment	options	// Deliver on mid-term growth and margin aspirations			
leadership within Oncology and Cardiovascular	// Transform innovation model to ensure long-term success beyond LoEs	// Execute efficiency measures			

LoE: Loss of exclusivity

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## Cardiovascular and Oncology in Focus for Leadership Aspiration

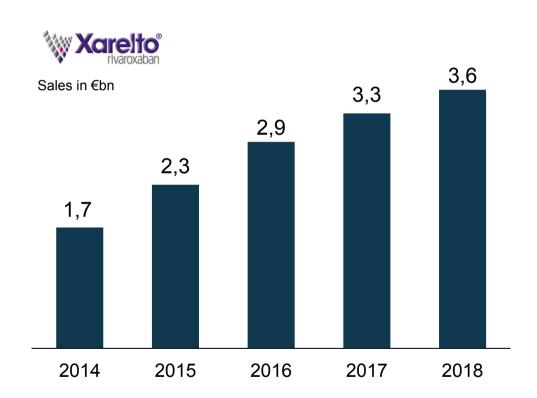




## Cardiovascular



## Xarelto – Continued Growth of a Leading Anticoagulant

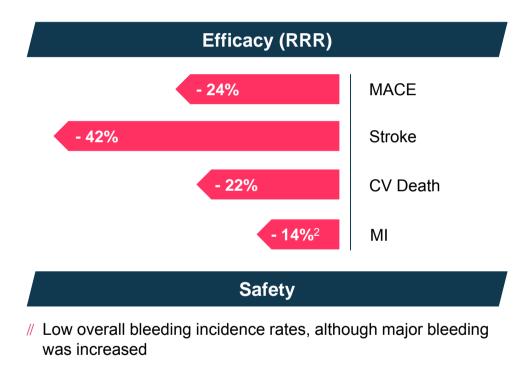


CAD: Coronary artery disease; PAD: Peripheral artery disease  $^1\,\text{Ex-US}$  sales plus royalty from J&J as reported by Bayer

- // Most broadly indicated anticoagulant for use in venous and arterial thromboembolic conditions
- # A leading pharma brand with global sales of €5.2bn in 2018 incl. sales at Johnson & Johnson
- // New CAD/PAD indication launching in EU and the US
- // Peak sales potential: >€5.0bn<sup>1</sup>
- // Further growth driven by:
  - // Under-served patient populations
  - // Demographics
  - // Shift from warfarin
  - // New indications targeting patients currently not treated with anticoagulants

## Xarelto Demonstrates Significant Therapeutic Benefits in CAD/PAD

Potential for Changing the Current Standard of Care



// No significant increase in fatal or intracranial bleeding

- // Combination of Xarelto 2.5 mg bid + aspirin 100 mg od compared to aspirin 100 mg od alone (COMPASS)
- # Significant reduction in the relative risk for the primary composite of stroke, myocardial infarction and cardiovascular death (MACE)
- // 20% improvement in net clinical benefit<sup>1</sup>
- // Provides a larger relative risk reduction than dual antiplatelet strategies
- // Xarelto is the only oral anticoagulant that is approved for the prevention of atherothrombotic events in patients with CAD or PAD

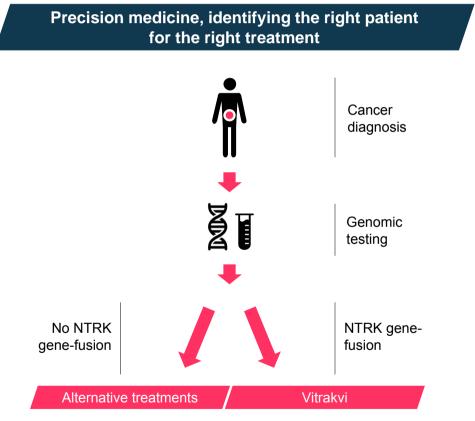
Eikelboom et al., N Engl J Med 2017; 377: 1319-1330 CAD: Coronary artery disease; PAD: Peripheral artery disease; MACE: Major adverse cardiovascular events; CV: Cardiovascular; MI: Myocardial infarction; RRR: Relative risk reduction <sup>1</sup> Net clinical benefit was defined as the composite of stroke, cardiovascular death, myocardial infarction, fatal bleeding or symptomatic bleeding in a critical organ; <sup>2</sup> Not statistically significant



# Oncology



## Vitrakvi Provides Novel Tumor-Agnostic Precision Medicine Cancer Therapy



NTRK: Neurotrophic receptor tyrosine kinase Full labeling information available at http://labeling.bayerhealthcare.com/html/products/pi/vitrakvi\_PI.pdf

- // Vitrakvi is an oral, small molecule, highly selective inhibitor of tropomyosin receptor kinases (TRKs)
- // NTRK gene fusions can lead to cancer and are facilitating tumor growth as oncogenic drivers
- // Relevant genetic alteration is estimated to occur in about 0.5 - 1.0% of patients with solid tumors
- # FDA approved for the treatment of adult and pediatric patients with solid tumors that have a neurotrophic receptor tyrosine kinase gene fusion
- // Distinguished science, in-licensed from Eli Lilly together with 2<sup>nd</sup> generation TRK inhibitor LOXO-195
- // Peak sales potential of >€750 million

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## Vitrakvi Demonstrates Impressive Anti-Tumor Activity

Activity in a Wide Range of Tumors Associated with NTRK Gene Fusions

#### Maximum change in tumor size according to tumor type (RECIST)

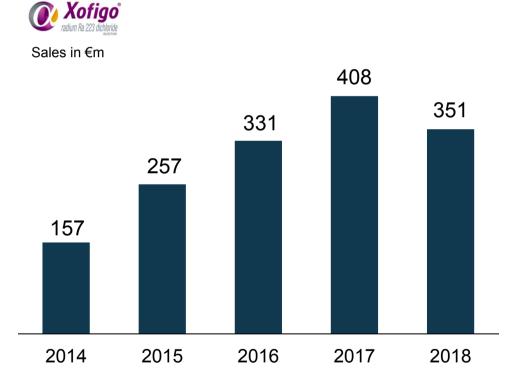
**Objective response rate** 

50 <sup>93</sup> 40 - 30 - *	<ul> <li>Infantile fibrosarcoma</li> <li>Soft tissue sarcoma</li> <li>Thyroid</li> <li>Salivary gland</li> </ul>	<ul> <li>Melanoma</li> <li>Breast</li> <li>Appendix</li> <li>Lung</li> </ul>	Gastrointestinal stromal tumor Colon Pancreas Cholangiocarcinoma	Congenital mesoblastic nephroma Unknown primary Bone sarcoma	
Maximum change in tumor size (%) - 01- - 07- - 07- - 08- - 08- - 08- - 08- - 08- - 06- - 08- - 06- - 08- - 06- - 08- - 06- - 08- - 06- - 08- - 01- - 0					

	Assessment (N=109)
Objective response rate (95% CI)	81% (72-88%)
Best response	
// Partial response	63%
// Complete response	17%

Lassen, U. et al., ESMO 2018 NTRK: Neurotrophic receptor tyrosine kinase; RECIST: Response evaluation criteria in solid tumors

## Xofigo – Important Treatment Option in Prostate Cancer

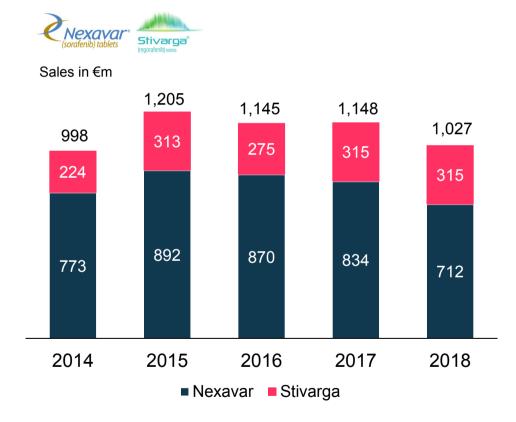


CRPC: castration resistant prostate cancer

<sup>1</sup> Valid for US. In the EU, the product label is as follows: Xofigo is indicated for the treatment of patients who have had two previous treatments for mCRPC (castrate resistant prostate cancer that has spread to the bone) or who cannot receive other treatments.

- // First marketed alpha-pharmaceutical
- // Specifically targeting bone metastases
- # Approved for the treatment of adults with metastatic castration-resistant prostate cancer, symptomatic bone metastases and no known visceral metastases<sup>1</sup>
- // Over 55,000 patients worldwide treated so far -Xofigo continues to be an important treatment option in prostate cancer

## Nexavar and Stivarga – Defend and Grow Positions in HCC and CRC



DTC: differentiated thyroid cancer; GIST: gastrointestinal stromal tumor; HCC: hepatocellular cancer; mCRC: metastatic colorectal cancer; RCC: renal cell carcinoma

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#### Nexavar

- // Approved for kidney cancer (RCC), liver cancer (HCC) and radioactive iodine refractory differentiated thyroid cancer (DTC)
- // Increasing competitive pressure in the US and in Japan
- // Strong volume growth in China

#### Stivarga

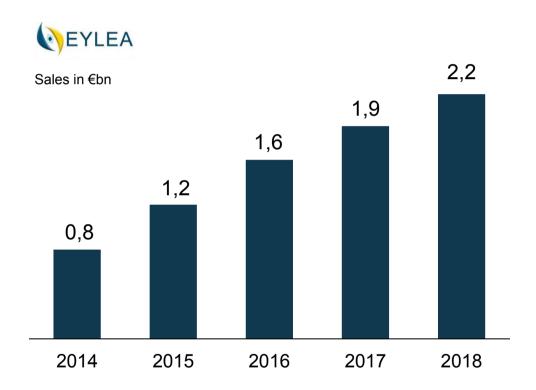
- // Approved for metastatic colorectal cancer (mCRC), advanced gastrointestinal stromal tumors (GIST) and 2<sup>nd</sup> line liver cancer (HCC)
- // For HCC, Nexavar as 1st line treatment and Stivarga as 2<sup>nd</sup> line after progression on Nexavar



## Ophthalmology Pulmonology



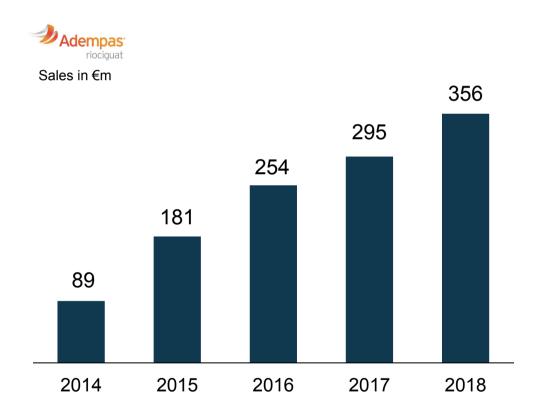
## Eylea – A Leader in Retinal Diseases



- # A leader in retinal diseases with global brand sales of €5.6bn in 2018 incl. sales at Regeneron<sup>1</sup>
- // Approved for the treatment of 5 retinal diseases: wAMD, DME, BRVO, CRVO, mCNV
- // Treat and extend dosing regimen with injection intervals of up to 12 weeks or more for wAMD
- // Peak sales potential: >€2.5bn<sup>2</sup>
- // Further growth driven by:
  - // Continued generation of real-life experience in wAMD across key markets and treatment-naïve patient share gains
  - // Market expansion in DME

<sup>1</sup> Marketed by Bayer ex-US only; <sup>2</sup> As reported by Bayer wAMD: Wet age related macular degeneration; DME: Diabetic macular edema; BRVO: Branch retinal vein occlusion; CRVO: Central retinal vein occlusion, mCNV: Myopic choroidal neovascularization

## Adempas – Pioneering sGC-modulators with Adempas as First-in-Class Product



// Oral soluble guanylate cyclase (sGC) stimulator approved for two forms of pulmonary hypertension: PAH and CTEPH

- // First and only drug receiving marketing authorization for the treatment of CTEPH
- # Agreement with Merck & Co. for joint development and commercialization of sGC-modulators in place
- // ~15,000 patients treated to date<sup>1</sup>
- // Peak sales potential: >€500m<sup>2</sup>

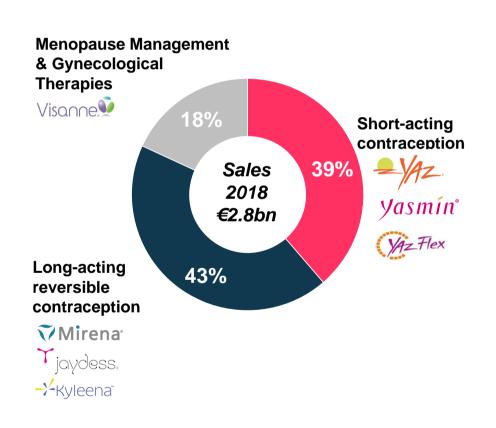
<sup>1</sup>As of February 2019; <sup>2</sup>As recorded for Bayer CTEPH: Chronic thromboembolic pulmonary hypertension; PAH: Pulmonary arterial hypertension; sGC: soluble guanylate cyclase



## Women's Health Hematology



## Leader in Women's HealthCare



### Comprehensive Product Portfolio in Place

#### Short-acting contraception

// Leverage potential in developing markets and from life cycle management such as e.g. Yaz Flex

#### Long-acting reversible contraception

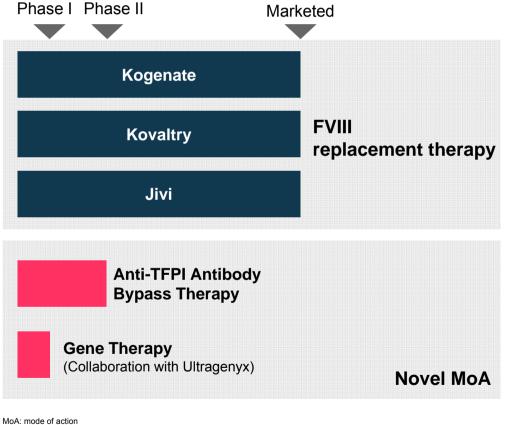
- // Established market leader
- // Mirena Intrauterine device for reversible long-term contraception (up to 5 years) and treatment of heavy menstrual bleeding
- // Life-Cycle Management:
  - // Jaydess: Small low-dose long-acting (up to 3 years) device
  - // Kyleena: Long-acting (up to 5 years), low-dose, small device

#### Menopause Management / Gynecological Therapies

// Continued R&D efforts in areas of high unmet medial need: Endometriosis, Fibroids

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## Trusted Key Player in Hemophilia



- // Leading position in Hemophilia with a portfolio of standard half-life (Kogenate, Kovaltry) and extended half-life factor VIII products (Jivi)
- // Kovaltry is a full-length rFVIII product allowing for prophylaxis treatment with as few as two applications per week
- // Jivi is the only extended half product to demonstrate effective bleed protection with unique prophylaxis regimen
- // Robust innovation pipeline:
  - // Anti-TFPI Antibody Bypass Therapy: Phase II ongoing
  - // Gene Therapy: Phase1/2 started end of 2018

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TFPI: tissue factor pathway inhibitor



## **R&D** Pipeline



## Re-alignment of R&D-activities to Increase Sustainable R&D Productivity

#### From

- # Broad set of indications in Oncology, Cardiovascular Diseases and Gynecological Therapies
- // Focus on functional and technical expertise
- // Strong reliance on small molecules
- // Majority of assets sourced internally
- // Highly concentrated geographical footprint
- // Internally oriented resource model

#### То

- // Focus on select areas with high unmet medical need in Oncology, Cardiovascular Diseases and Gynecological Therapies
- // Focus on deep disease understanding
- # Broader mechanistic approach beyond therapeutic area focus
- // Invest in new technologies and capabilities
- // Continue to explore potentially game-changing innovations through LEAPS
- // Increased portion of R&D assets to be sourced externally
  in the future
- // Evolve footprint with more co-location in science hubs
- # Adapt internal cost base to free up funds for sourcing inorganic opportunities

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## BAYER

### Our Pipeline Contains ~50 Projects in Clinical Development

#### Phase I (28) Cancer / TRK Inhibitor (LOXO-195) Cancer / Rogaratinib (pan-FGFR Inhibitor) Cancer / PTEFb Inhibitor Cancer / ATR Inhibitor Cancer / DHODH Inhibitor Cancer / Copanlisib (PI3K Inhibitor) Cancer / Regorafenib (multi-Kinase Inhibitor) Cancer / Anetumab Ravtansine (Mesothelin-ADC) Cancer / CD22-Targeted Thorium Conjugate Cancer / MSLN-Targeted Thorium Conjugate Cancer / PSMA-Targeted Thorium Conjugate Cancer / CEACAM6 fb Antibody Cancer / ILDR2 fb Antibody Heart Failure / Vasopressin Receptor Antagonist Chronic Kidney Disease / sGC Activator 1 Chron. Kidney Disease / Vasopressin V1a Receptor Antag. Pulmonary Hypertension / sGC Activator 2 Anti-coagulation / FXIa Inhibitor Anti-coagulation / Anti-FXI Ab Endometriosis / P2X3 Antagonist 1 Endometriosis / P2X3 Antagonist 2 Endometriosis / P2X4 Antagonist Endometriosis / Rheumatoid Arthritis / IRAK4 Inhibitor 1 Hemophilia / FVIII Gene Therapy Acute Respiratory Distress Syndrome / sGC Activator 3 Acute Respiratory Distress Syndrome / PEG-ADM Inhale Obstructive Sleep Apnea / TASK Channel-Blocker 2 Rheumatoid Arthritis / IRAK4 Inhibitor 2

#### Phase II (12)

Urothelial Cancer / Rogaratinib (pan-FGFR Inhibitor) Thrombosis / FXI Antisense (IONIS) Thrombosis / anti-FXIa Antibody Peripheral Artery Disease / AR-Alpha 2c Receptor Antagonist Heart Failure preserved EF / Vericiguat (sGC Stimulator) Chronic Kidney Disease / Fulacimstat Endometriosis / Vilaprisan (S-PR Modulator) Contraception / Combi IUS: LNG (Progestin) + Indomethacin (NSAID) Hemophilia / anti-TFPI-Antibody Obstructive Sleep Apnea / TASK Channel-Blocker 1 Persistent Chronic Cough / P2X3 Antagonist 1 Persistent Chronic Cough / P2X3 Antagonist 2

#### Phase III (8)

Prostate Cancer (mHSPC) / Darolutamide Non-Hodgkin Lymphoma / Copanlisib (PI3K Inhibitor) Peripheral Artery Disease / Rivaroxaban (FXa Inhibitor) Venous Thromboembolism in Children / Rivaroxaban Heart Failure reduced EF / Vericiguat (sGC Stimulator) Diabetic Kidney Disease / Finerenone (nst MR Antagonist) Renal Anemia / Molidustat (HIF-PH Inhibitor) Sympt. Uterine Fibroids / Vilaprisan (S-PR Modulator)

Oncology Cardiovascular & Kidney Diseases Gynecology Hemophilia

Others

As of April 2019

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## Late-stage Pipeline with Progress in Oncology

Darolutamide met Primary Endpoint in Phase III-trial and FDA-approval of Vitrakvi

	Vitrakvi	Darolutamide	Copanlisib	Finerenone	Vericiguat
Lindication	// TRK-fusion Cancer	// Prostate Cancer	// Lymphoma	// Diabetic Kidney Disease	// Chronic Heart Failure
Q Status	<pre>// FDA approved / in registration</pre>	<pre>// Filed (nmCRPC) // Phase III (mHSPC)</pre>	<ul><li><i>I</i> Launched in the US</li><li><i>I</i> Phase III</li></ul>	// Phase III	<ul> <li>// Phase III (HFrEF)</li> <li>// Phase II (HFpEF)</li> </ul>
€ Commercial Potential	∥ PSP >€750m	∥ PSP <i>≥</i> €1bn	// PSP <i>≥</i> €0.5bn	 ∥ PSP <i>≥</i> €1bn	// PSP ~€0.5bn
Clinical Completion	// Clinical program ongoing	<ul> <li><i>Completed</i> (ARAMIS, nmCRPC)</li> <li><i>Aug 2022e</i> (ARASENS, mHSPC)</li> </ul>	<ul> <li><i>May 2020e</i> (CHRONOS-3)</li> <li><i>Sep 2021e</i> (CHRONOS-4)</li> </ul>	<ul> <li><i>Apr 2020e</i> (FIDELIO-DKD)</li> <li><i>June 2021e</i> (FIGARO-DKD)</li> </ul>	<ul> <li><i>Jan 2020e</i> (VICTORIA, HFrEF)</li> <li><i>Dec 2019e</i> (VITALY, HFpEF)</li> </ul>

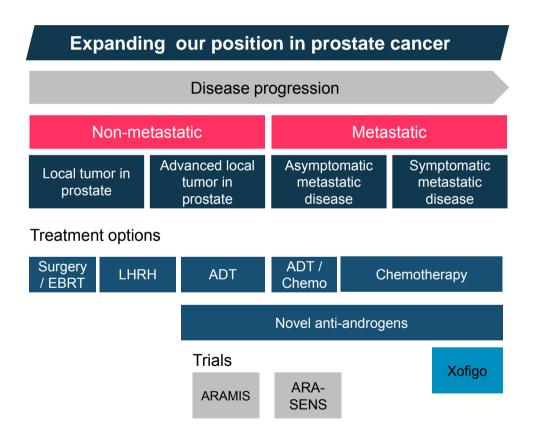
NTRK: Neurotrophic receptor tyrosine kinase; nmCRPC: Non-metastatic castration resistant prostate cancer; mHSPC: Metastatic hormone sensitive prostate cancer; HFrEF: Heart failure with reduced ejection fraction; HFpEF: Heart failure with preserved ejection fraction; PSP: Peak sales potential

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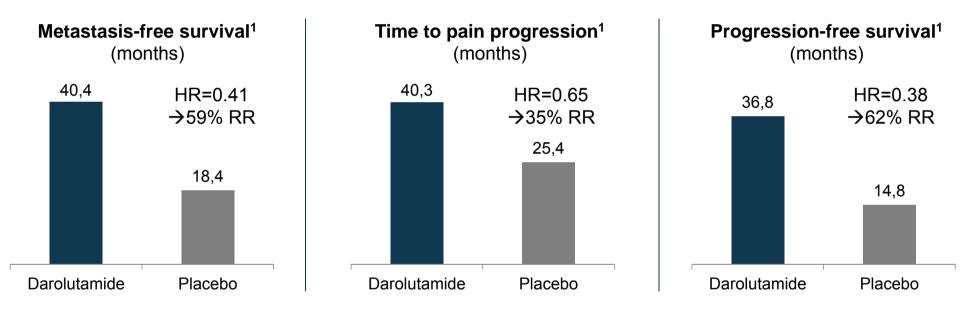
## Darolutamide to Expand Our Position in Prostate Cancer



- // Darolutamide is a novel non-steroidal androgen receptor antagonist in development for the treatment of prostate cancer
- // Met primary endpoint of metastasis-free survival in the ARAMIS trial in non-metastatic CRPC
- // Strong safety profile demonstrated in ARAMIS
- // Phase III trial in metastatic HSPC (ARASENS) ongoing
- // Potential for differentiation:
  - // Differentiated chemical structure
  - // High binding affinity
  - // Negligible blood-brain barrier penetration<sup>1</sup>

CRPC: Castration resistant prostate cancer; HSPC: Hormone sensitive prostate cancer; EBRT: External beam radiation therapy; LHRH: Luteinizing hormone-releasing hormone; ADT: Androgen deprivation therapy; <sup>1</sup> based on pre-clinical data In collaboration with Orion Pharmaceuticals

# Darolutamide Significantly Extended Metastasis-free Survival in Men with Castration Resistant Prostate Cancer



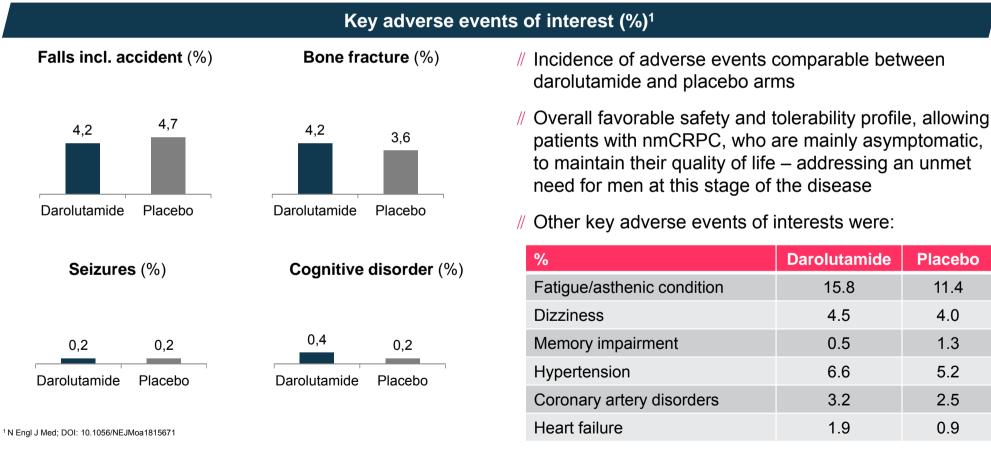
- // Darolutamide showed a positive trend in overall survival (OS), with a 29 percent reduction in the risk of death (HR=0.71, 95% CI 0.50-0.99; P=0.045, median not reached)
- # All other secondary endpoints also demonstrated a benefit in favor of darolutamide (time to cytotoxic chemotherapy, time to first symptomatic skeletal event)

HR: Hazard ratio; RR Risk reduction <sup>1</sup>N Engl J Med; DOI: 10.1056/NEJMoa1815671

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## Darolutamide Demonstrated Overall Favorable Safety Profile with Key Adverse Events not Increased Relative to Placebo



# Copanlisib is a Differentiated PI3K-inhibitor for the Treatment of Lymphoma

#### Key phase II data (CHRONOS-1)<sup>1</sup>

Overall response rate in patients with follicular B-cell non-Hodgkin's lymphoma who had relapsed disease following at least two prior treatments:

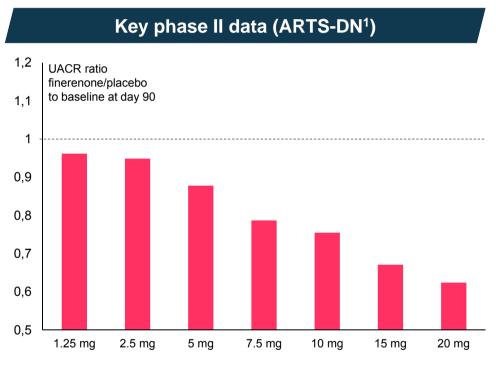
n=104	Copanlisib
Overall response rate	59%
// Complete response	14%
// Partial response	44%

Copanlisib had a favorable safety profile with a low rate of severe toxicities overall.

- // Phosphatidylinositol-3-kinase (PI3K) inhibitor blocking cellular signal transduction processes crucial for cancer progression
- // In development for various forms of lymphoma
- // Potential for differentiation:
  - // Inhibits different isoforms of PI3K
  - // Intravenous administration, thus lower propensity for serious gastrointestinal toxicity
  - // Intermittent once weekly dosing
- // Launched in the US in 2017 for the treatment of relapsed follicular lymphoma. Registration granted under accelerated FDA approval based on phase II data

<sup>1</sup> Dryling M. et al.: Blood 2017; 130: 2777

# Finerenone May Reduce the Risk of CV-mortality and the Progression of Kidney Disease in Patients with Diabetic Kidney Disease



Dose dependent reduction of proteinuria by finerenone when added to RAS blocker therapy in patients with DKD

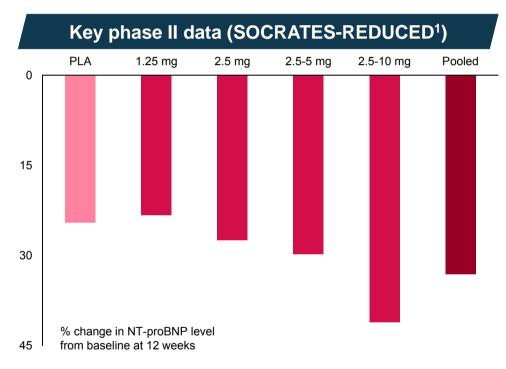
- // Finerenone is a novel non-steroidal MRA under development with a specifically high selectivity and receptor affinity
- // Addressing high unmet medical need
- // Two phase III trials in diabetic kidney disease underway: FIDELIO DKD (CV study) and FIGARO DKD (renal study)
- // Potential for differentiation:
  - // First-in-class MRA for treatment of DKD
  - // Non-steroidal structure, no interaction with steroid hormone receptors compared to existing MRAs
  - // Low risk of hyperkalemia which prohibits the use of marketed MRAs in DKD

MRA: Mineralocorticoid receptor antagonist; RAS: Renin-angiotensin system; CV: Cardiovascular; DKD: Diabetic kidney disease; UACR: Urinary albumin-creatinine ratio <sup>1</sup> Bakris, G.L. et al., JAMA 2015; 314:884-894.

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# Vericiguat is a Potentially New Treatment Option on Top of Standard of Care for Patients with Heart Failure



### Dose-response relationship between vericiguat dose and reduction in NT-proBNP, a surrogate marker for cardiac function

sGC: Soluble guanylate cyclase; NO: Nitric oxide; cGMP: Cyclic guanosinmonophosphate; OD: Once daily; PLA: Placebo; NT-proBNP: N-terminal prohormone of brain natriuretic peptide <sup>1</sup> Gheorghiade, M. et al: JAMA 2015; 314: 2251-2262

- // First-in-class, direct sGC stimulator addressing the NO-sGC-cGMP pathway, a relevant mechanism in heart failure
- // Heart failure is still associated with significant mortality risk despite the availability of new therapeutic options
- // Potential for differentiation:
  - // New mode of action to be positioned on top of standard of care
  - // OD dosing and overall favorable safety and tolerability profile
- // Development in collaboration with Merck & Co.

## Expected Launches of Key Pipeline Assets



First launch in first indication

NTRK: Neurotrophic receptor tyrosine kinase; nmCRPC: Non-metastatic castration resistant prostate cancer; mHSPC: Metastatic hormone sensitive prostate cancer; HFrEF: Heart failure with reduced ejection fraction; HFpEF: Heart failure with preserved ejection fraction, iNHL: Indolent Non-Hodgkin Lymphoma TFPI: Tissue factor pathway inhibitor; WH: Women's Health; HEM: Hematology

#### BAYER E R Major Pharma Newsflow in 2019

Asset/Project	Mechanism	Intended Indication	Status	Milestone / data / presentation target
Darolutamide (ODM-201)	Androgen Receptor Antagonist	Non-metastatic castration- resistant prostate cancer	Filed	US-Launch in 2019e
Vitrakvi	TRK-Inhibitor	NTRK-Cancer	Launched (US)	EU-Launch in 2019e
LOXO-195	TRK-Inhibitor	NTRK -Cancer	Phase I/II	Primary completion August 2019e <sup>1</sup>
Xarelto	FXa-Inhibitor	Peripheral artery disease (VOYAGER PAD)	Phase III	Primary completion October 2019e <sup>1</sup>
Vericiguat	sGC-Modulator	Chronic heart failure (VITALITY-HFpEF)	Phase II	Primary completion Dec. 2019e <sup>1</sup>

<sup>1</sup> According to clinicaltrials.gov

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