
Roche Italy. Finance Reaction to Covid-19 Impact

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Let's introduce ourselves!



Valentina Orlandi
*Talent Acquisition & Employer
Branding Specialist, Pharma*



Alessandra Comi
*Controlling & Business Analysis
Lead, Pharma*



Christian Maggini
*Supply Chain & Customer Care
Lead, Pharma*



Giuditta Ogliaro
Procurement Support, Diagnostics

Who is Roche?




LA ROCHE-POSAY
LABORATOIRE DERMATOLOGIQUE





*Roche in
60 seconds*

10X/20



Roche

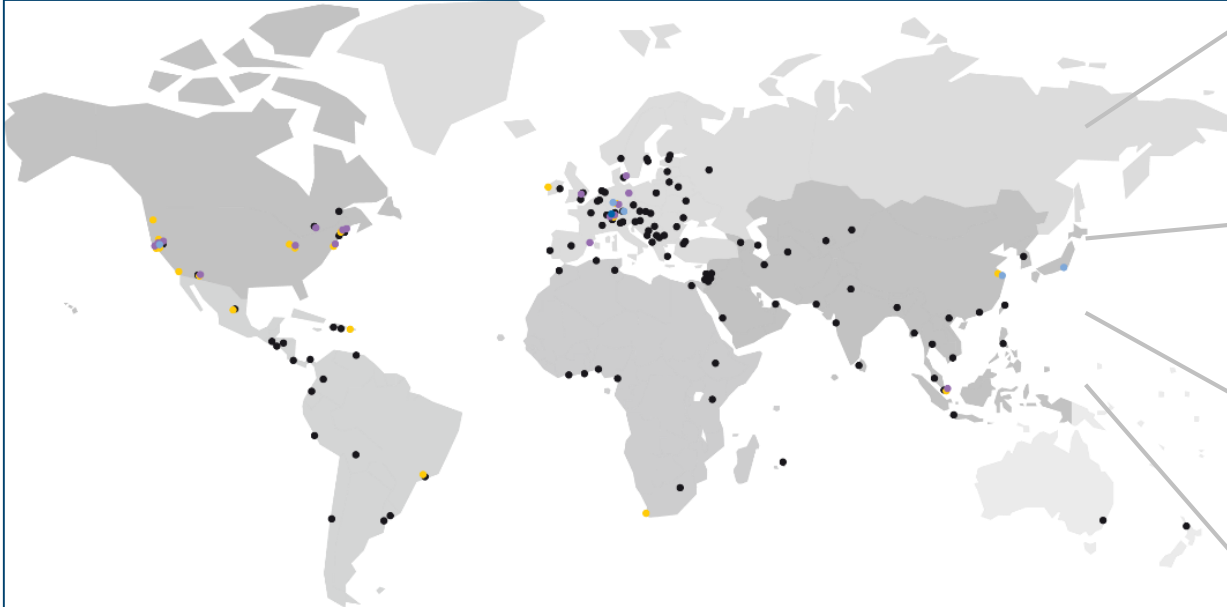
*We focus on finding
innovative solutions that
improve patients' lives.*

We've been advancing
the standard of care in
health since 1896.

Roche worldwide

Pioneers in Personalized Healthcare

Innovation starts from our DNA



CHF 11.0 billion in R&D

30 Laboratories all over the world **

CHF 56.8 billion turnover

26 plants all over the world

#1 for R&D investments in healthcare*

In the **top 10** for R&D investments among all industries

* The Changing Landscape of Research and Development, IQVIA Institute, 2019

**Pharmaceutical and Diagnostics

Let's go back to the start



*Basel, 1st October 1896
Fritz Hoffmann and Adèle La Roche
found F. Hoffmann-La Roche*



Our Story

In Italy for 120 years



Roche Group has been active in Italy since **1897**, only one year after the company's foundation in Basel by Fritz Hoffmann-La Roche & Co.

Today it is present with its pharmaceutical division (**Roche S.p.A.**), diagnostic division (**Roche Diagnostics S.p.A.**) and diabetes care division (**Diabetes Care S.p.A.**)



A key actor in the market for the production and commercialization of vitamins, Roche becomes leader in the markets of benzodiazepins and antibiotics, with key products such as Lexotan and Rocefin.



After the acquisition of Boehringer Mannheim in **1998**, Roche moves its Italian headquarter from Milan to Monza, becoming leader also in the **diagnostics market**.

Also Roche business changes, shifting from pharmacy to hospital market, where it rapidly becomes the **first company**.

Roche in Italy

Alongside Italians for 120 years

Our numbers



1,200 employees

3 legal entities: Pharma, Diagnostics and Diabetes Care

1 Corporate Foundation

EUR 40 mln invested in innovation

Roche Italia

A look inside: the richness of our mix



1,200

EMPLOYEES IN ITALY

53%

MEN



47%

WOMEN



90%

ENGAGEMENT RATE



800+

GRADUATES

97%

PERMANENT
CONTRACTS



Sustainability at Roche

Our impact on society



› **Innovating for patients**



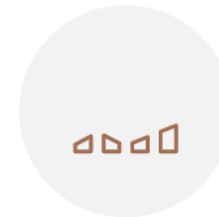
› **Providing a great workplace**



› **Being a trustworthy partner**



› **Environment and communities**



› **Delivering continuous growth**

Roche
si fa in 4



Roche Planning Process: Covid-19 impact



Covid-19 as a driver of a new planning approach

STANDARD PROCESS

vs

COVID-19 PROCESS

Bottom - Up

Top Down

Business Driven

Finance Driven

KPI & Historical trend

Estimate & Context evaluation

2-3 weeks

2 days

Output: one number

Output: a range

*Perfect in standard context,
when the level of uncertainty is
low and there is enough time
to elaborate an estimate*

*Need to have an estimate in a
very short time, with strong
level of uncertainty*

Finance @ Roche

We are one team who collaborate across the globe

A large, solid yellow circle centered on the slide. Inside the circle, the word "FINANCE" is written in a bold, white, uppercase sans-serif font.

FINANCE

Roche Supply & Customer Care Processes: Covid-19 impact



Covid-19 pushed for digitalization, dual sources, communication, insights & customizing

STANDARD PROCESS

vs

COVID-19 PROCESS

Paper

Digital

Single Source

Dual sources

Execution

Execution + Communication

Reports

Insights

Standard solutions

Customized solutions

*Stay and act quickly, efficiently
by managing in the same
place and with standard
solutions*

*Act quickly by guaranteeing
the license to operate in a
digital mode & with
customized solutions*



Doing now what patients need next