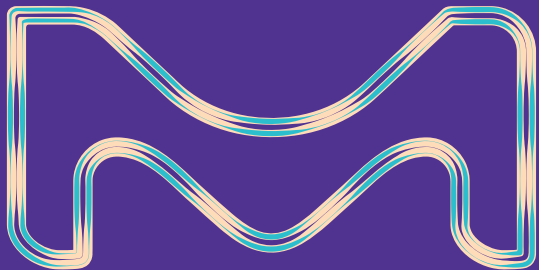


Trade secrets in action

**Merck - A pharmaceutical and CDMO
company (and more)**

Dr. Stefan Horstmann; VP Patents B2B; Merck KGaA
20220524



MERCK

60,000

Employees worldwide



key figures

66

Countries



Founded

1668



19.7

Sales (€ billion)
in 2021



2.4

R&D (€ billion)





science

is at the

heart

of everything we do

From advancing genome editing technologies and discovering unique ways to treat the most challenging diseases to enabling the intelligence of devices – Merck is everywhere.



Why TradeSecrets matter

Healthcare

**As one
for Patients**

- Focus on Data Privacy for patient data
- Transparency on medical relevant information
- TradeSecrets often on Commercial Side / Negotiations / early R&D

Life Science

**Solving the toughest
problems in Life Science**

- Customer relationship
- Development with/for and Services for pharmaceutical companies (**CDMO**)
- e.g. internal firewalls between projects to protect customer's TradeSecrets

Electronics

**Advancing
Digital Living**

Close collaboration with Display Panel makers and Semiconductor manufacturers as well as production tool industry

KEY TRADE SECRETS:

Product Composition

Trade Secrets of our partners / customers (e.g. our development targets)

R&D: Compound Libraries; Structure – Property - Correlations; Compound Property – Application property - Correlation

Commercial TS (Strategy; Pricing; Production Costs; Customer Data (Contacts; Timelines in Dev/Sourcing)

Production Know How

The customers trust is based on the CDMO's ability to protect the customers information

What is within a CDMO business



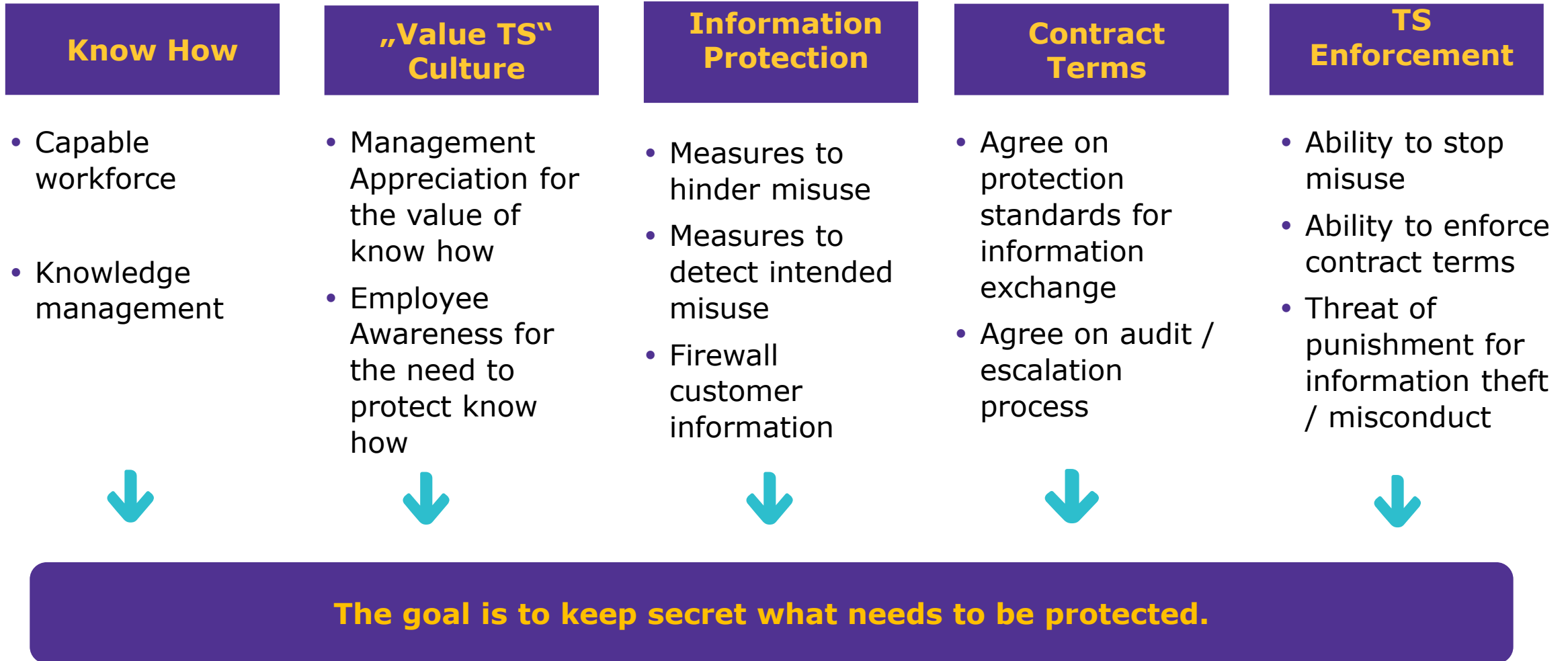
Development Services - examples

- Develop targeted Antibody-Drug-Conjugates (ADC) for a given API
- Develop and optimize cell lines for biopharmaceutical production
- Optimize and scale production process (media, conditions) - GMP
- Develop analytical methods for process control / product characterization - GMP

Manufacture on demand or transfer technology

The core elements of trade secret protection

Five pillars



TradeSecrets in Action

A GOOD TIME FOR QUESTIONS



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MERCK

