



Schrödinger

Pioneering Computational Molecular Design

November 2024

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These forward-looking statements reflect our current views about our plans, intentions, expectations, strategies and prospects, which are based on the information currently available to us and on assumptions we have made. Actual results may differ materially from those described in the forward-looking statements and are subject to a variety of assumptions, uncertainties, risks and important factors that are beyond our control, including the demand for our software solutions, the reliance upon our third-party drug discovery collaborators, the reliance upon Novartis to perform its obligations to develop and commercialize any development candidates discovered by us under the collaboration, the uncertainties inherent in drug development and commercialization, such as the conduct of research activities and the timing of and our ability to initiate and complete preclinical studies and clinical trials, uncertainties associated with the regulatory review of clinical trials and applications for marketing approvals, factors adversely affecting the life sciences industry, and other risks detailed under the caption "Risk Factors" and elsewhere in our Securities and Exchange Commission ("SEC") filings and reports, including our Quarterly Report on Form 10-Q for the quarter ended September, 2024, filed with the SEC on November 12, 2024, as well as future filings and reports by us. Any forward-looking statements contained in this presentation speak only as of the date hereof. Except as required by law, we undertake no duty or obligation to update any forward-looking statements contained in this presentation as a result of new information, future events, changes in expectations or otherwise.

This presentation includes statistical and other industry and market data that we obtained from industry publications and research, surveys, and studies conducted by third parties as well as our own estimates of potential market opportunities. All of the market data used in this presentation involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such data. We have not independently verified such third-party data, and we undertake no obligation to update such data after the date of this presentation.

Recent Highlights

3Q24 Financial Results

- \$35.3M total revenue
- \$31.9M software revenue
- Received \$48M from sale of equity in Morphic*

Novartis Collaboration

- \$150M upfront
- \$2.3B in potential milestones plus royalties
- Multi-year, multi-target
- Expanded software contract

Data Presentations

- SGR-3515 preclinical data presented at ENA24
- PRMT5-MTA preclinical data presented at ENA24

FY24 Financial Commentary

- Narrowed software revenue guidance
- Lowered drug discovery revenue guidance

Predictive Toxicology

- Broadening and accelerating initiative
- \$9.5M additional funding

Phase 1 Data Readouts on Track

- SGR-1505 1H 2025
- SGR-2921 2H 2025
- SGR-3515 2H 2025

Pioneering Digital Chemistry



30+ years of innovation



Over 850 employees worldwide; >40% Ph.D.



>50% of employees dedicated to R&D



~1,785 customers, including top 20 biopharma¹



Pipeline of 25+ collaborative and proprietary programs

Our Target-to-Clinic Digital Chemistry Laboratory



Target Validation

Protein structure determination

Druggability assessment



Hit Identification

Large-scale virtual screening

Fragment screening



Lead Optimization

Compound enumeration

In silico assays for:

- Potency
- Selectivity / Off-target toxicity
- Solubility
- Membrane permeability
- Brain exposure

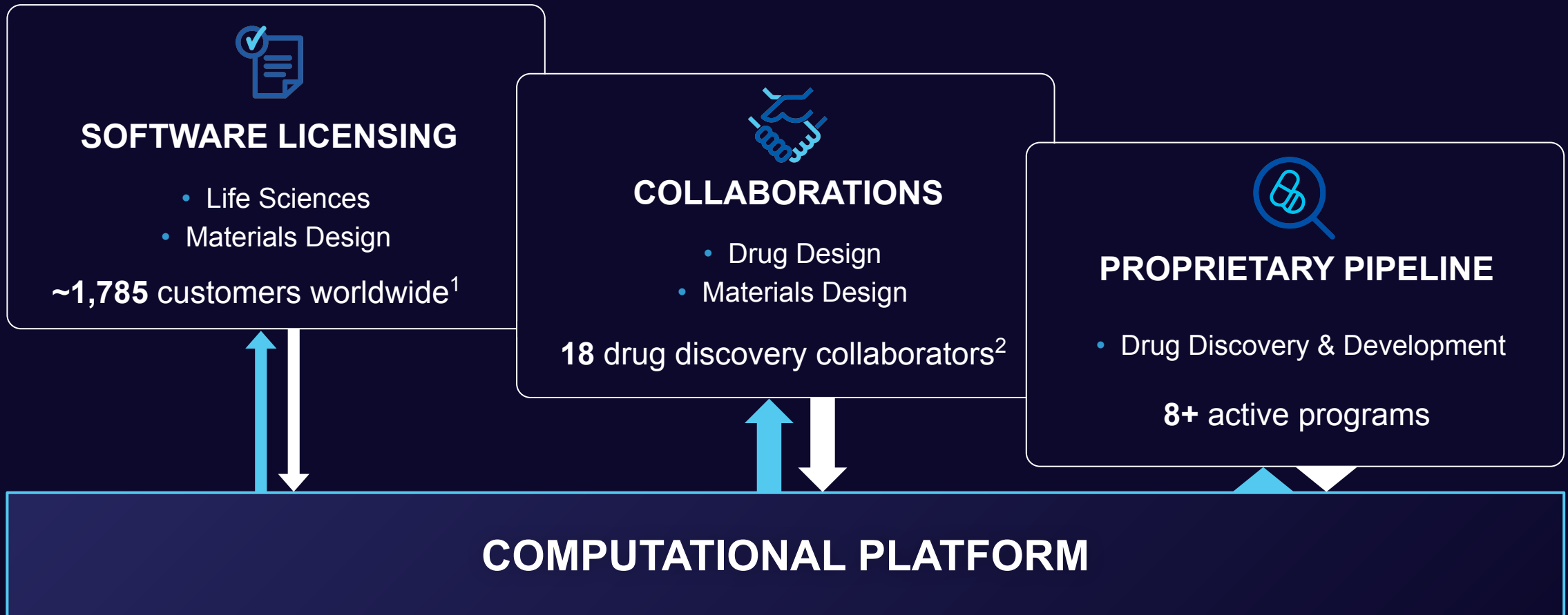


Preclinical Development

Polymorph prediction

Drug formulation







Multi-Pronged Business Enabled by Highly Differentiated Computational Platform



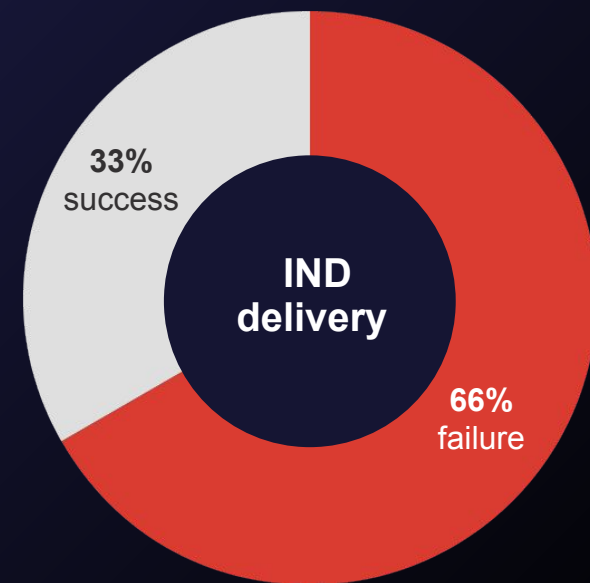
Computational Platform

Designing Drugs Is a Highly Challenging Multi-Parameter Optimization Problem

Need to identify a molecule that balances many anti-correlated properties:

						
Potency	✓	×	✓	×	✓	✓
Selectivity	×	✓	✓	✓	×	✓
Solubility	×	×	×	✓	✓	×
Bioavailability	×	×	×	×	×	×
Clearance / Half-life	×	×	×	×	×	×
Permeability	×	×	×	×	×	×
Drug-drug interactions	×	×	×	×	×	×
Synthesizability	×	×	×	×	×	×

...

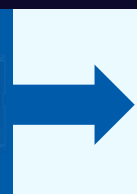


Schrödinger's Vision for the Future of Drug Discovery

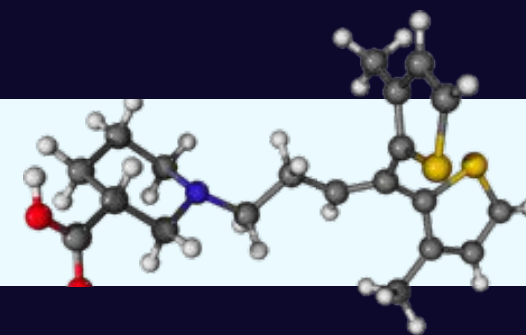
If all properties can be calculated with perfect accuracy, designing drugs would have a much **higher success rate**, be much **faster** and **cheaper**, and would produce much **higher-quality** molecules.



“**All**”
synthesizable
molecules
($\sim 10^{10} - 10^{80}$)

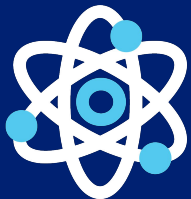


Select **THE** best molecule



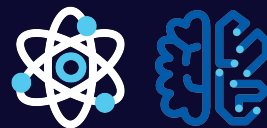
Potency	✓	Clearance / Half-life	✓
Selectivity	✓	Permeability	✓
Solubility	✓	Drug-Drug Interactions	✓
Bioavailability	✓	Synthesizability	✓

Digital Chemistry Laboratory Leverages Physics + AI



Physics-based Methods

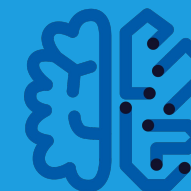
- ✓ No training set required
- ✓ Can extrapolate into novel chemical space
- ✓ Accurate
- ✗ Slow



Physics + AI

Training Set for AI/ML Generated Using Physics

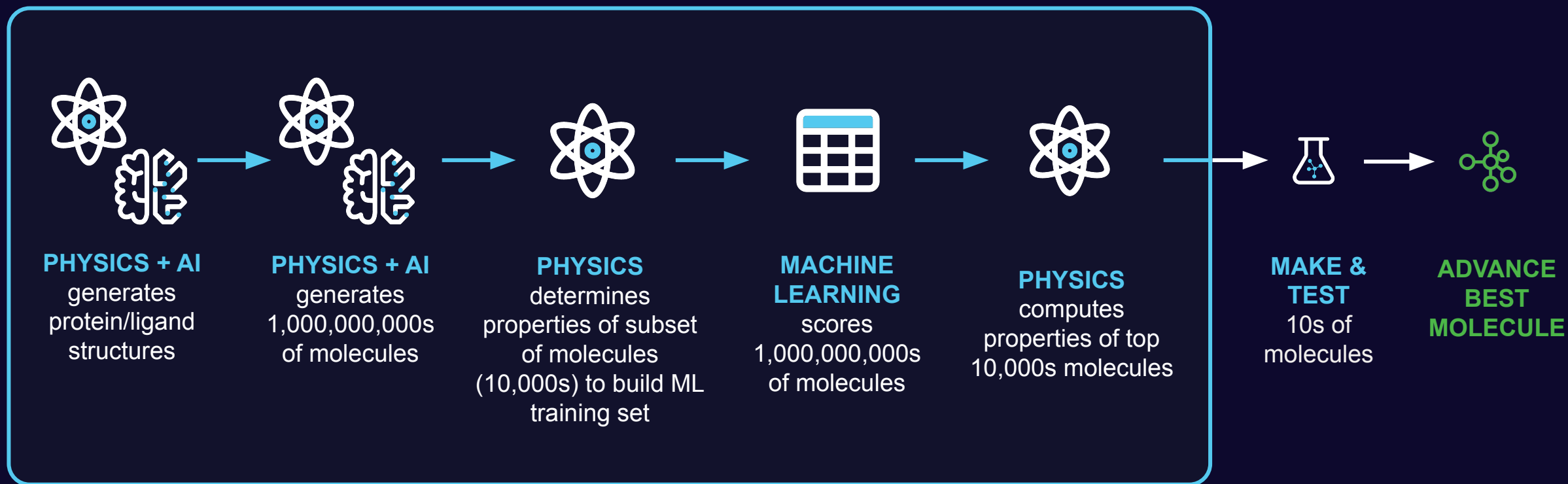
- ✓ Fast
- ✓ Accurate
- ✓ Can handle very large datasets
- ✓ Can extrapolate into novel chemical space









Artificial Intelligence / Machine Learning

- ✓ Effective at interpolation
- ✓ Fast
- ✓ Can handle very large datasets
- ✗ Requires massive training sets

Physics-Enabled AI/ML Platform



A Broad Portfolio of Advancing Collaboration Programs⁽¹⁾⁽²⁾

Phase 1		Phase 2		Phase 3		FDA-Approved	
	Immuno-oncology		Metabolic Diseases ³		Psoriasis ³		TIBSOVO ⁴ IDHIFA ⁴
	Obesity		Inflammatory Bowel Disease ⁵				
Undisclosed	Undisclosed						
Undisclosed	Undisclosed						

Additional programs in discovery and preclinical development with:



¹Based on publicly available information or information disclosed to us.

²All of the programs being pursued under these collaborations are owned and controlled by each respective collaborator.

³Acquired from Nimbus.

⁴Acquired by Servier.

⁵Acquired from Morphic.



Schrödinger



NOVARTIS

A Multi-Target Drug Discovery Collaboration and
Expanded Software Licensing Agreement

Schrödinger & Novartis Collaboration Leverages Synergies

Schrödinger

- Licensing certain existing early-stage discovery programs outside oncology
- World class experts in physics-based molecular design and drug discovery joining forces with Novartis teams
- \$150M upfront payment, \$2.3B in potential milestones and tiered royalties on global net sales
- Expanded software contract and real-time knowledge transfer to Novartis

Combining expertise and existing efforts to jointly pursue novel medicines

Novartis

- Advance discovery efforts in core therapeutic areas
- Development, regulatory and commercial expertise
- Global commercial rights to resulting development candidates
- Adoption and onboarding of Schrödinger physics-based platform, AI/ML solutions, and enterprise informatics

Collaboration Details & Financial Implications

Therapeutics Collaboration

\$150M upfront

Up to \$2.3B in development, regulatory and commercial milestones

Royalties on global net sales

- Upfront recognized over duration of research period
- Milestones begin in discovery and escalate
- Mid-single to low-double digit tiered royalties on net global sales

Software Agreement

Significantly expands existing license agreement

Software deployed at industry-leading scale

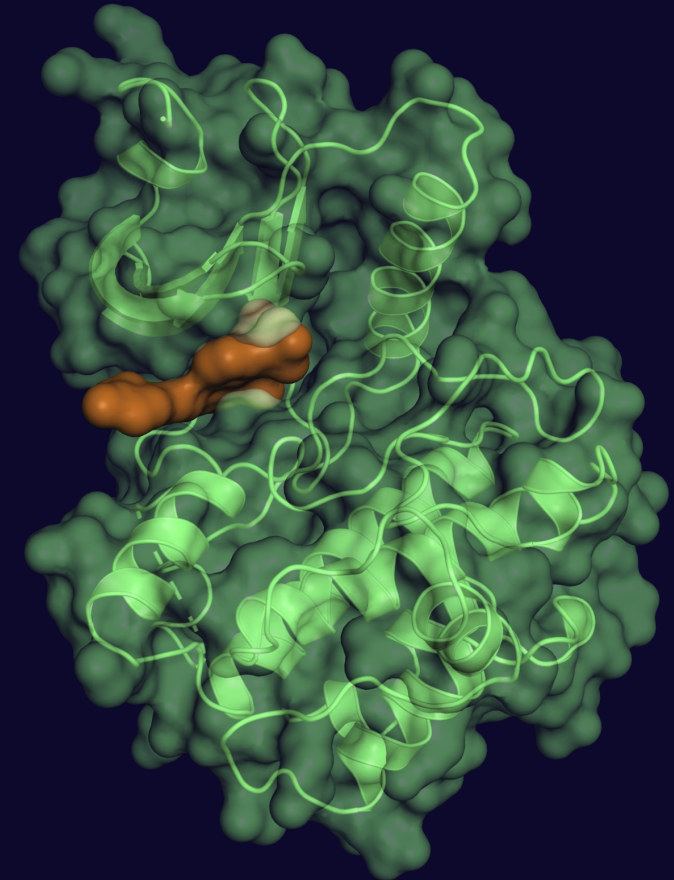
Full suite of physics-based modeling and enterprise informatics

- Initial license deployment in 4Q24
- Multi-year purchase commitment
- Mix of upfront and ratable revenue

Predictive Toxicology Initiative

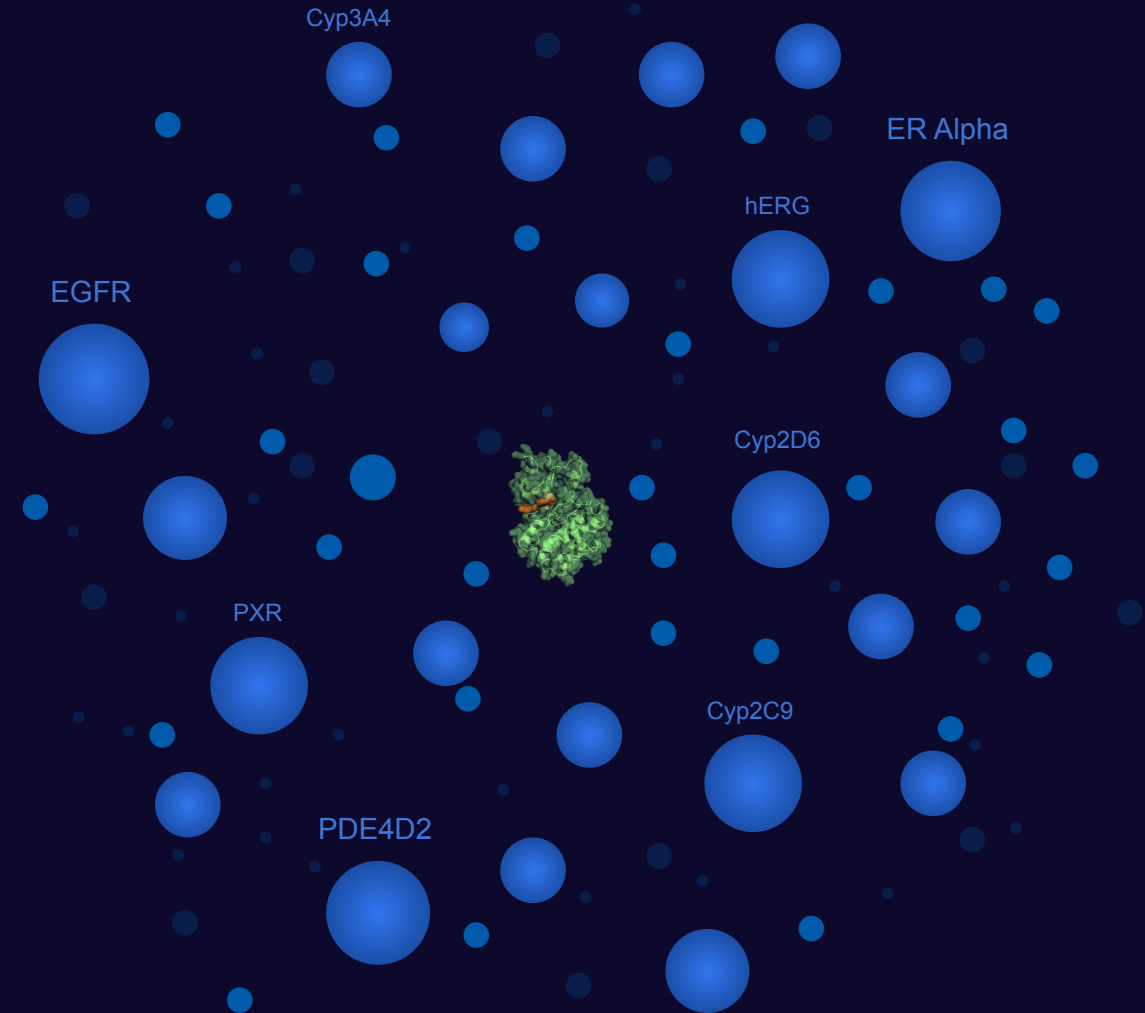
Off-Target Toxicity Is a Major Challenge in Drug Discovery

- Toxicity associated with binding to off-target proteins is a significant cause of development failures
- Current drug discovery is focused primarily on ligand binding to therapeutic target protein
- Experimental toxicity screening is slow, costly and usually assessed late in the discovery process



Predicting Off-Target Toxicity Can Dramatically Improve Drug Discovery Productivity

- **Predictive Toxicology Initiative:** Determine structure of off-target proteins and build accurate structure-based models for ligand binding to off-targets
- Expanded focus to optimize ADME
- A predictive, computational, approach offers multiple advantages:
 - Early de-risking
 - Faster ligand evaluation
 - Greater throughput
 - Lower cost
 - **Improved toxicity profile**



Schrödinger's Predictive Toxicology Initiative



- Determines off-target protein structures
- Develops accurate predictive models
- Incorporates models into platform

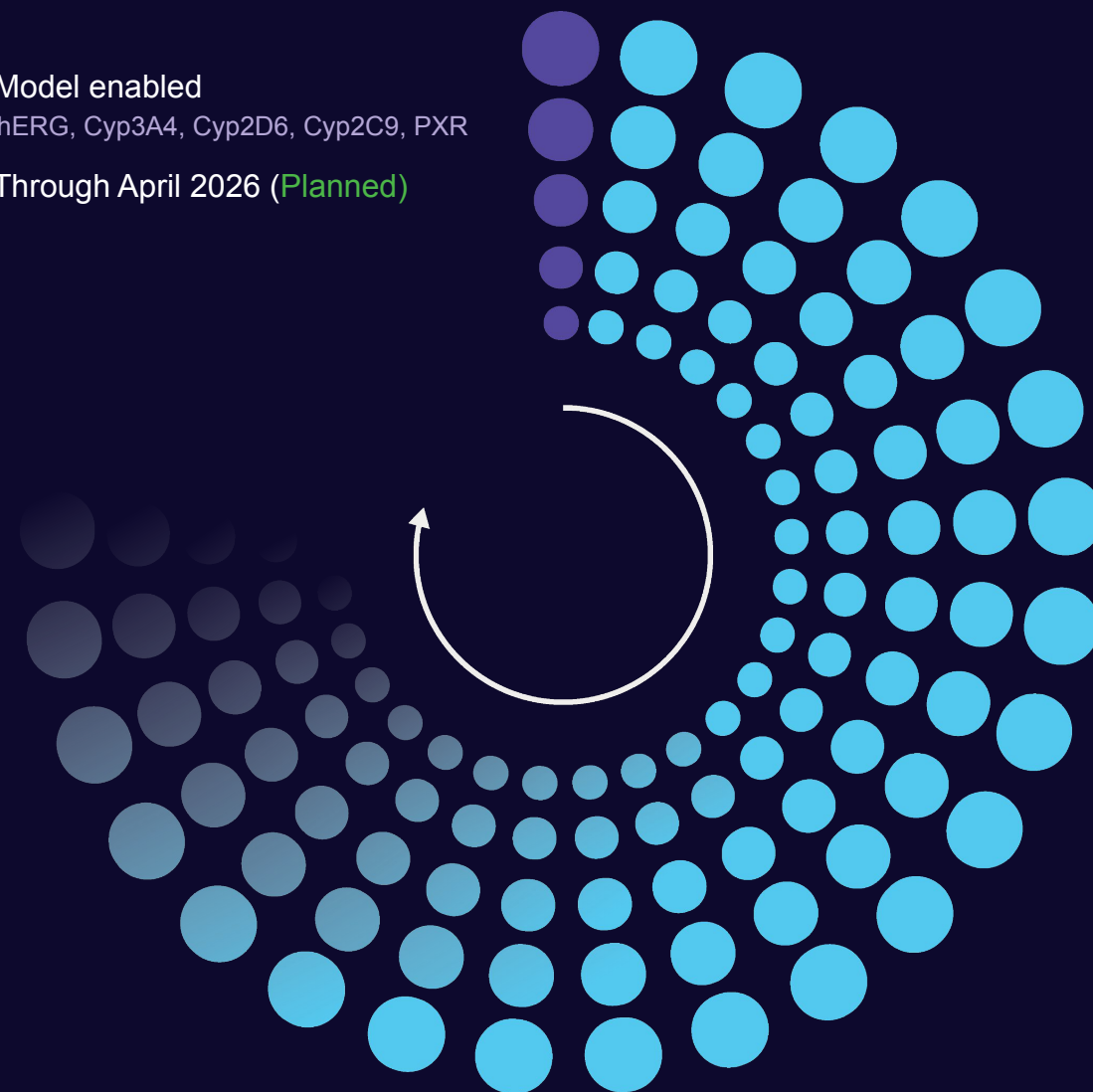
BILL & MELINDA
GATES *foundation*

- Committed \$10M initial grant July 2024
- Additional \$9.5M grant November 2024



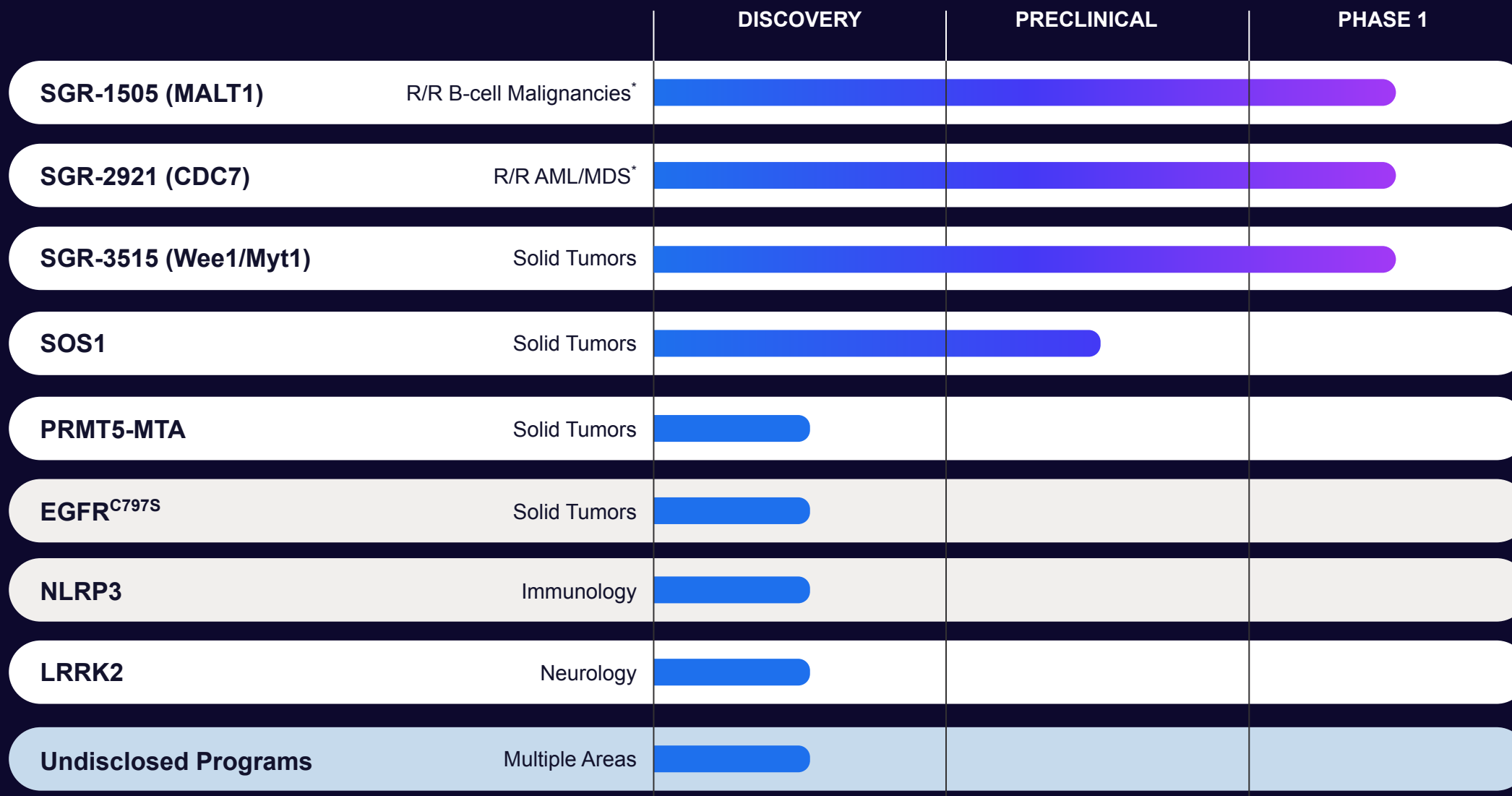
- Provides enabling AI technologies

- Model enabled
hERG, Cyp3A4, Cyp2D6, Cyp2C9, PXR
- Through April 2026 (Planned)



Proprietary Pipeline

Advancing Multiple Clinical and Preclinical Programs



*Definitions: R/R: Relapse/refractory; AML: Acute myeloid leukemia; MDS: Myelodysplastic syndromes.

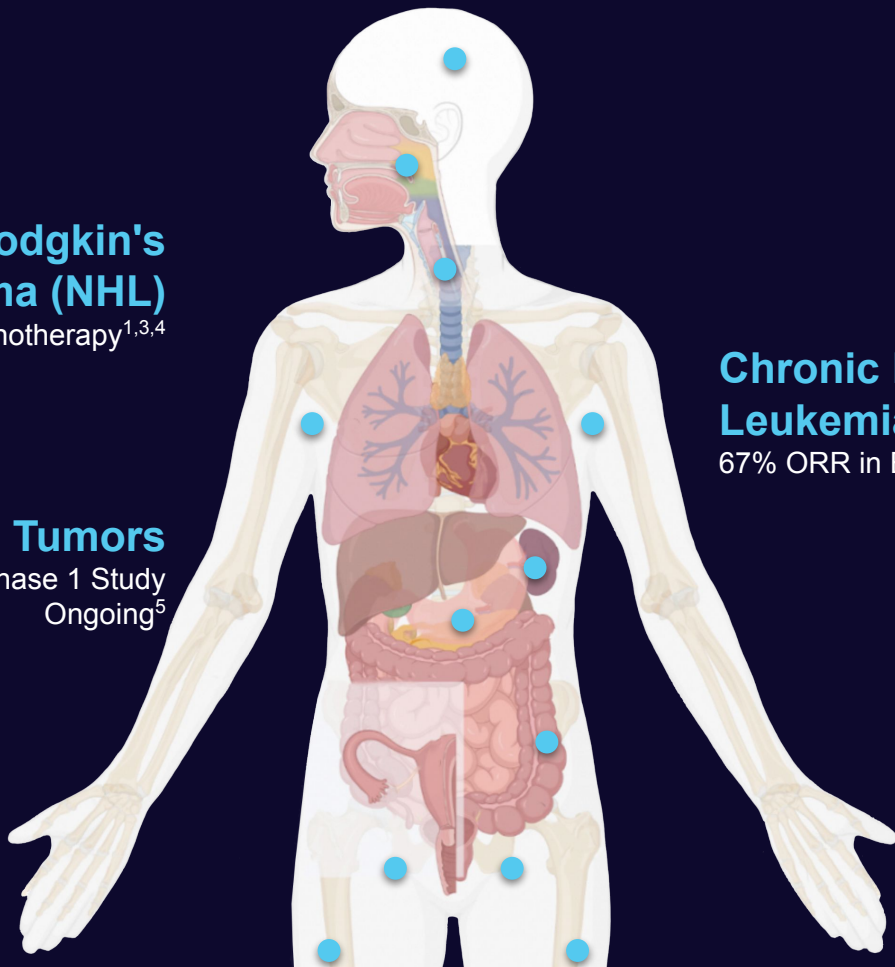
MALT1 Protease Inhibition Clinically Validated in 3rd Party Study

Non-Hodgkin's Lymphoma (NHL)

28% ORR* monotherapy^{1,3,4}

Solid Tumors

Third Party Phase 1 Study Ongoing⁵



Chronic Lymphocytic Leukemia (CLL/SLL)

67% ORR in BTK* combination²

Allosteric Inhibition of MALT1

- Clinically validated by 3rd party MALT1 inhibitor showed monotherapy and combination activity in human B-cell malignancies
- Opportunity for well-tolerated, potent, optimized inhibitors in NHL and CLL
- Potential in autoimmune disease

*Definitions: ORR: overall response rate; BTK: Bruton tyrosine kinase.

¹WO2022184716 Combination Therapy using MALT1 Inhibitor and BTK Inhibitor. ²WO2022185097 Method of treating a condition using a therapeutically effective dose of the MALT1 inhibitor JNJ-67856633. ³Kalac M. et. al, EHA Abstracts HemaSphere 7(S3):p e60782b9, August 2023. ⁴Hertzberg et. al. *Hematological Oncol* June 2023. ⁵Naing et al., *Ann Oncol* 2023, 34 (suppl_2): S619-S650.

SGR-1505 Status and Next Steps

Phase 1 healthy subject study completed

- SGR-1505 was generally well tolerated with no dose-limiting toxicities and no serious adverse events
- Favorable PK and evidence of target engagement

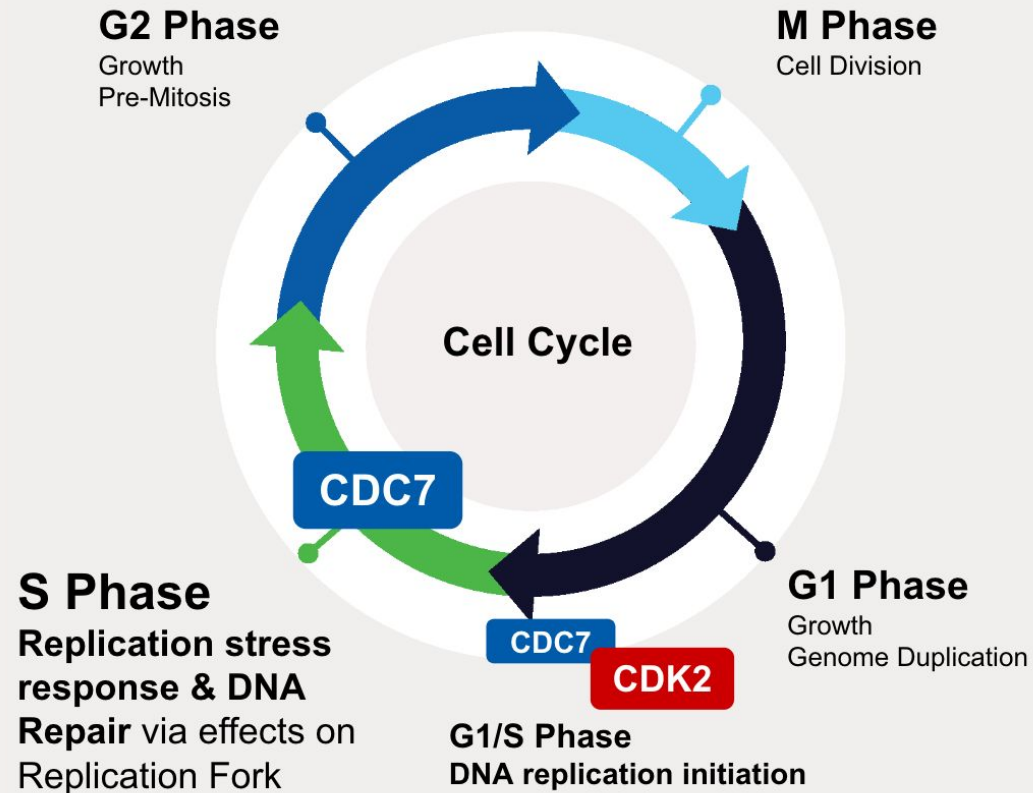
Phase 1 study in advanced R/R B-cell malignancies ongoing

- Primary objectives: Evaluate safety, PK, PD, RP2D*
- Secondary objective: Evaluate early signs of activity
- Initial clinical data presentation expected 1H 2025

Future opportunities

- Combination opportunities with standard of care agents
- Orphan drug designation in mantle cell lymphoma
- Expansion opportunities in oncology and autoimmune disease

CDC7 Is an S-phase Kinase That Regulates DNA Replication and the Replication Stress Response



CDC7

- Maintains DNA replication fork progression, activates fork protection and restart mechanisms^{1,2}
- Activates BRCA1-A and Cohesin complexes¹
- Required for protection and restart of stalled replication forks^{1,3,4}

SGR-2921 Status and Next Steps

Strong preclinical rationale

- High replication stress in AML
- Potent and selective CDC7 inhibition shows strong anti-proliferative activity in AML samples, including those resistant to standard-of-care therapies

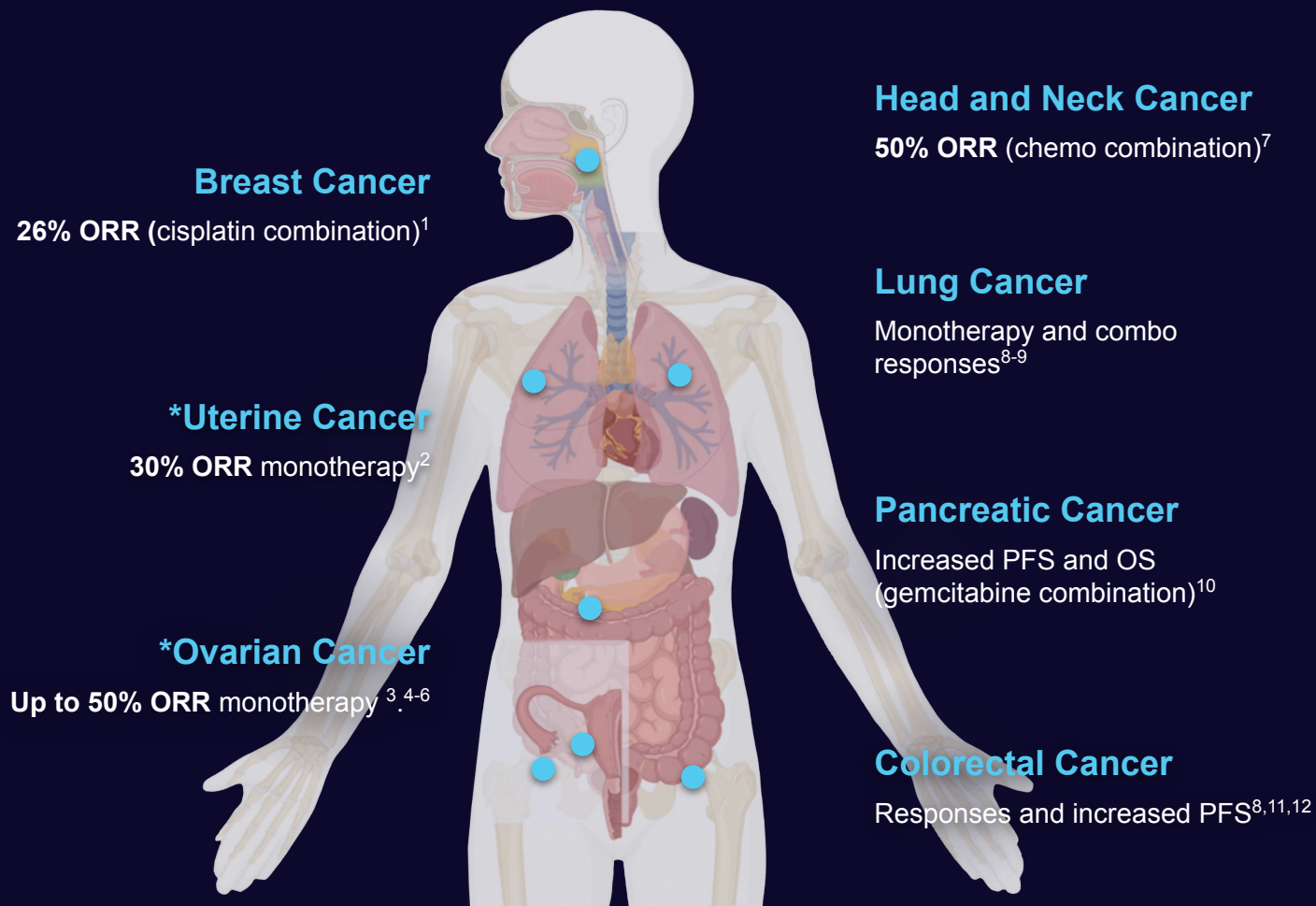
Phase 1 study in AML or MDS ongoing

- Primary objectives: Evaluate safety, tolerability and RP2D
- Secondary objectives: Evaluate PK, preliminary anti-tumor activity
- Initial clinical data presentation expected 2H 2025

Future opportunities

- Explore combination potential with existing and emerging agents
- Expansion opportunities in solid tumors

Wee1 Inhibition Clinically Validated in 3rd Party Studies



SGR-3515 Combines Wee1/Myt1 Activity

- Opportunity for improved therapeutic index
- Demonstrates durable activity from intermittent dosing in preclinical models¹³
- Myt1 activity offers opportunity to benefit from synthetic lethal relationship

¹*Clin Cancer Res* 2021; 27(4). ²*J Clin Oncol* 2021; 39(14):1531-1539. ³*J Clin Oncol* 40, no. 16_suppl (June 01, 2022) 5515. ⁴*Lancet* 2021; 398:281-92. ⁵*J Clin Oncol* 2016; 34:4354-4361. ⁶*Clin Cancer Res* 2018; 24(120): 2740-8. ⁷*Clin Cancer Res* 2018; 15;24(12):2740-2748. ⁸Zentalis investor deck. ⁹*Ann Oncol* 2020; 31 (suppl_4). ¹⁰*J Clin Oncol* 2019 Oct 10;37(29). ¹¹*Cancer Res* (2019) 79 (13_Supplement): CT02. ¹²*J Clin Oncol* 2021 Nov 20;39(33). ¹³Sun et al., AACR 2022.

SGR-3515 Status and Next Steps

Strong mechanistic rationale

- Clinically validated target
- Potential benefit in wide range of tumor types

Differentiated profile

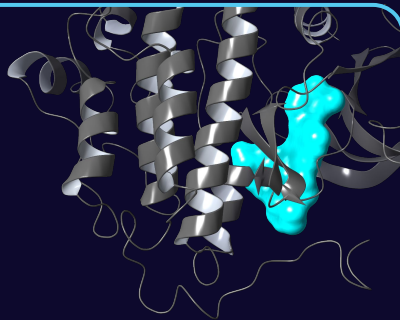
- Potentially superior Wee1/Myt1 potency, improved selectivity and lower drug-drug interaction liability in preclinical models
- Profile enables optimized dosing schedule to maintain anti-tumor activity and limit hematological toxicity¹

Phase 1 study in advanced solid tumors ongoing

- Primary objectives: Evaluate safety, tolerability and RP2D
- Secondary objectives: Evaluate PK, preliminary anti-tumor activity
- Initial clinical data presentation expected 2H 2025

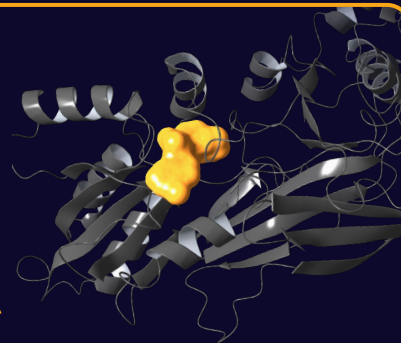
Advancing Multiple Discovery Programs

EGFR^{C797S}



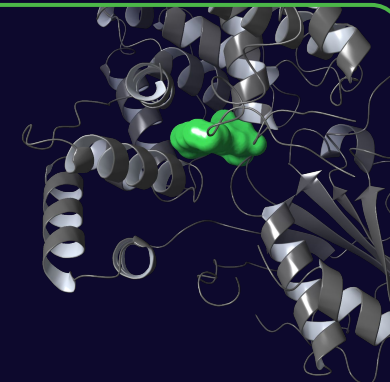
- Optimizing a wild-type-sparing, CNS-penetrant molecule*
- Potential to address brain metastases and deepen responses through new combination regimens

PRMT5-MTA



- Leads display MTAP^{KO} selective anti-proliferative effects, and favorable solubility and ADME profiles*
- Rapidly advancing novel, selective, potent molecules with optimized brain-penetration

NLRP3



- Advancing leads in two series with excellent *in vivo* potency and ADME profiles
- Both peripheral and CNS penetrant leads being optimized

Expect to file at least one IND in 2025 from discovery pipeline

Materials Science

Leveraging Platform Synergies: Materials Science

- Materials Science business launched in 2012
- Leverages 30+ years of innovation in atomic-scale simulation solutions

Initial Collaborations: Next-Gen Batteries



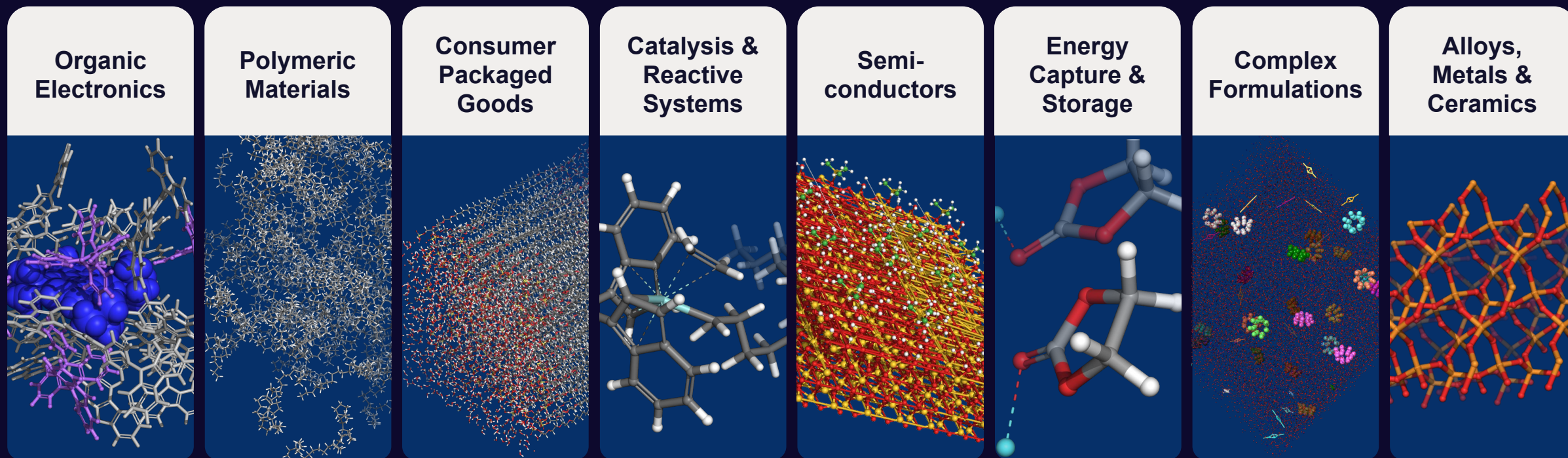
- Developing atomistic simulations to improve battery performance
- Agreement renewed for a second three-year term in 2023



- Accelerating materials discovery and design for next gen Li-ion batteries
- 3-year collaboration



Platform Has Broad Application Across Industrial Materials Design and Development



Tailored solutions designed to reduce cost, risk, and shorten timelines

Financial Overview

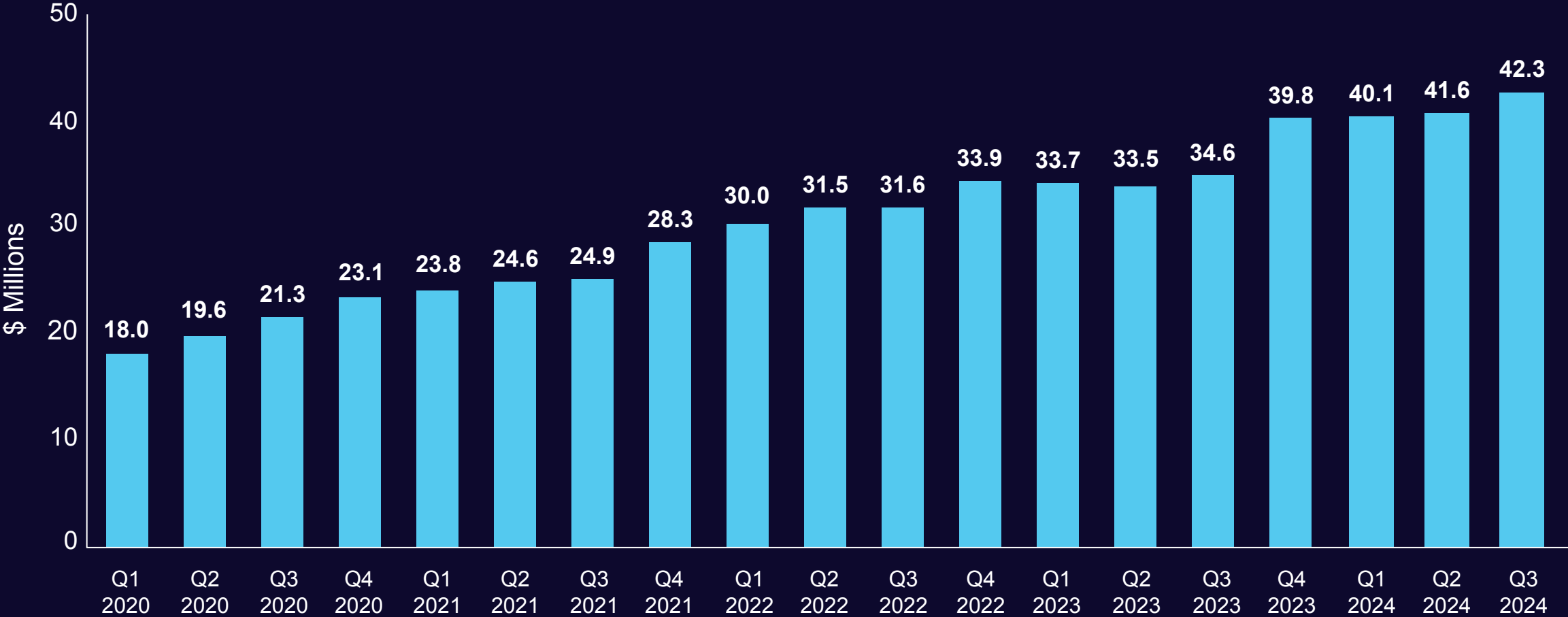
3Q24 Financial Highlights vs. 3Q23

Three Months Ended Sept.30

	Q3 2023	Q3 2024	% Change
Total revenue	\$42.6	\$35.3	(17%)
Software revenue	\$28.9	\$31.9	10%
Drug discovery revenue	\$13.7	\$3.4	(75%)
Gross profit	\$23.6	\$17.7	(25%)
<i>Software gross margin</i>	76%	73%	
Operating expenses	\$79.8	\$86.2	7.9%
Other income/(expense)	(\$8.7)	\$30.2	
Net loss	(\$62.0)	(\$38.1)	
	as of 9/30/23	as of 9/30/24	
Cash and cash equivalents, restricted cash, and marketable securities	\$502.5	\$398.4	(21%)
Deferred revenue, current and long term	\$55.4	\$47.0	(15.2%)

(in millions)

Four-Quarter Trailing Average Software Quarterly Revenue Trend



2024 Financial Guidance

(As of November 12, 2024)

	2023 Actual	Year-to-Date 3Q24	Updated 2024 Guidance
Total revenue	\$216.7	\$119.2	
Software revenue	\$159.1	\$100.7	8% – 13%
Drug discovery revenue	\$57.5	\$18.5	\$20 – \$30
Software gross margin	81%	77%	Similar to 2022*
Operating expense growth	28.4%	10.5%	8% – 10%
Cash used in operating activities	\$136.7	\$126.3	Above 2023

(in millions)

2023 Key Performance Indicators

\$51M

Total Annual Contract Value (ACV) of top 10 customers¹

>20X

Difference in ACV between largest and smallest customer among the top 15 pharma companies²

\$6.7M



\$3.5M



\$1.8M



\$1.4M



1-5

6-10

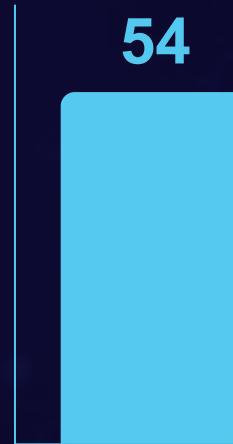
11-15

16-20

Average ACV of Top 20 Customers

of customers

54



27



4



≥ \$500K

≥ \$1M

≥ \$5M

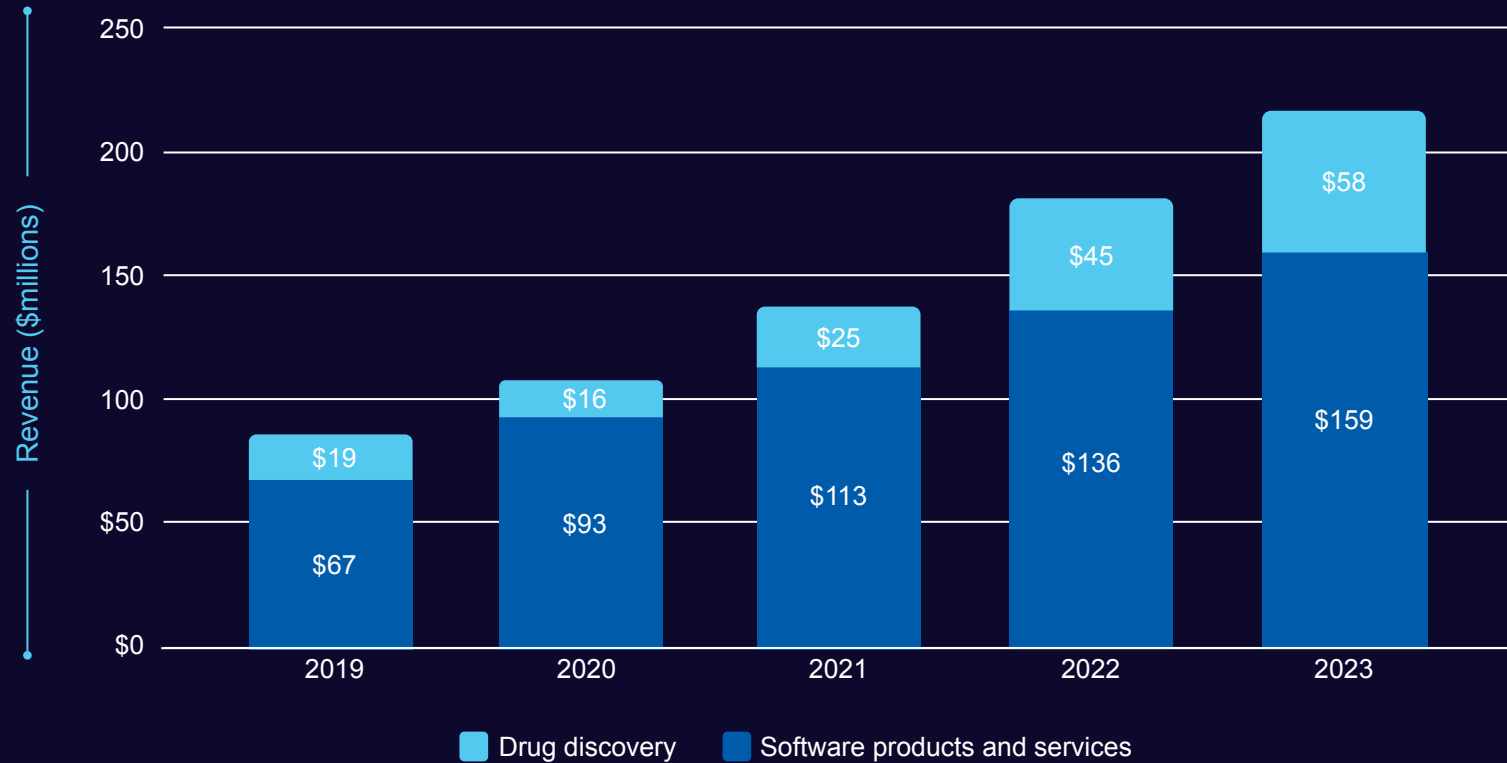
ACV segment³

98% retention rate³

Full Year 2023 Key Performance Indicators (KPIs)

	2022	2023
Software KPI		
Total annual contract value (ACV)	\$140.6M	\$154.2M
ACV of Top 10 Customers	\$46.5M	\$51.0M
Number of customers with ACV ≥\$5M	4	4
Number of customers with ACV ≥\$1M	18	27
Number of customers with ACV ≥\$500K	52	54
Number of customers with ACV ≥\$100K	227	222
Customer retention rate with ACV ≥\$500K	100%	98%
Customer retention rate with ACV ≥\$100K	96%	92%
Number of customers with ACV ≥\$1K	1,748	1,785
	as of 12/31/22	as of 12/31/23
Drug Discovery KPI		
Ongoing programs eligible for royalties	15	12
Number of collaborators since 2018	17	17

Software and Drug Discovery Revenues: 2019-2023



Drug discovery
2019-23 CAGR 32.3%

Software
2019-23 CAGR 24.3%

Cash is supplemented by distributions and other considerations from our equity investments

\$0.9M

\$0.0M

\$20.3M

\$11.8M

\$147.2M

Equity investments
\$180.2M distributed or received since 2019

Capital Allocation Strategy Built on Proprietary Insights and Competitive Advantages in Computational Chemistry

Aiming to Generate Positive Returns from Deployment of Technology, Expertise and Capital

Opportunities that leverage:

Validated Target or Development Goal

- Academia
- Entrepreneurs
- Investors
- Industry



Computation
at Scale



Schrödinger
Proprietary
Technology



Schrödinger
Scientific
Team



Unique
Scientific
Insight or
Observation

Commercially Useful Innovation

- Proprietary Asset
- Venture / NewCo
- License IP / Program

Strategic Priorities

- Drive increased customer adoption of computational software platform
- Advance science underlying computational platform
- Expand portfolio of collaborations
- Achieve clinical proof of concept for proprietary programs
- Progress additional proprietary programs toward IND

Timelines for Therapeutics Milestones

- Present initial clinical data from Phase 1 study of SGR-1505 in 1H 2025
- Present initial clinical data from Phase 1 study of SGR-2921 in 2H 2025
- Present initial clinical data from Phase 1 study of SGR-3515 in 2H 2025



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Pioneering Computational Molecular Design

November 2024

Appendix

Annual Contract Value (ACV). With respect to contracts that have a duration of one year or less, or contracts of more than one year in duration that are billed annually, ACV is defined as the contract value billed during the applicable period. For contracts with a duration of more than one year that are billed upfront, ACV in each period represents the total billed contract value divided by the term. ACV should be viewed independently of revenue and does not represent revenue calculated in accordance with GAAP on an annualized basis, as it is an operating metric that can be impacted by contract execution start and end dates and renewal rates. ACV is not intended to be a replacement for, or forecast of, revenue.

Customer Retention for our customers with an ACV of at least \$500,000. We calculate year-over-year customer retention for our customers in this cohort by starting with the number of such customers we had in the previous fiscal year. We then calculate how many of these customers were active customers in the current fiscal year. We then divide this number by the number of customers with an ACV of at least \$500,000 that Schrödinger had in the previous fiscal year to arrive at the year-over-year customer retention rate for such customers.