

## **Our approach to partnering** <sup>[1]</sup>

Our approach and what makes Novartis different as a partner, are our values.

We are convinced that the best innovation comes from the practice of Shoulder-to-Shoulder, curious and inspired and collaborative science. This underpins what we bring to the table in a partnership and can be summarized as “Three C’s”.

We had deep discussions with other parties, but Novartis really stepped away from the pack in terms of their level of interest, not just financially, but in terms of the team they came to the discussion with and the level of sophistication and thought they put into the conversation with us.

**Cyrus Mozayeni, M.D.**, the CEO of Vedere Bio

### **Capabilities**

#### **We want to combine and complement our skills with yours to foster innovation**

We have a century-long record in successfully developing medicines and our pipeline is amongst the richest in the Pharma industry. We want to share this R&D experience and combine it with your knowledge and innovation. Further driving our mission to improve and extend people's lives we are prepared to share our expertise with you - even if a successful deal is not accomplished.

### **Collaboration**

#### **We are committed to trusting and mutually successful collaborative partnerships**

Completing a deal is only the first step - we want to collaborate with you in the development of your innovation and bringing it to its fruition. We will support your development needs before and after the deal through a dedicated Alliance Management group, who will manage our relationship throughout its lifespan.

### **Culture**

#### **We are by nature curious and keen to learn**

We welcome innovation - no matter where it originates. Our bold investments in transformational science is a reflection of this. We aspire to learn, adapt and communicate openly about our processes. We have an engaged leadership, who are open to take ‘smart risks’ where new ideas can produce better outcomes for patients, physicians, customers and

healthcare systems.

## Our leadership team

Discover the people leading the Global BD&L and M&A

[Learn More](#) <sup>[2]</sup>

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