

## Innovative Medicines

Made up of two business units – Novartis Pharmaceuticals and Novartis Oncology – our Innovative Medicines efforts, research, develop and commercialize innovative medicines to enhance health outcomes for patients and HCPs.

**Tab:**

## Therapy Areas

Novartis is uniquely diversified across therapy areas with exposure to cutting-edge technology platforms. We have arguably the richest and broadest pipeline in the industry with more than 65 New Molecular Entities in development. Please select your therapy area of interest to connect to one of our specialist, partnering professionals.

Autoimmunity

Seeking transformative immune-regulating or tolerance-inducing approaches to rebuild the immune system.

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**Enrico Funhoff**

Contact me for partnerships before clinical PoC.

[Contact](#) <sup>[1]</sup>

Cardiovascular

Interested in disruptive technologies and novel treatments addressing heart failure, cardiac

arrhythmias and atherosclerosis.

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**Avi Spier**

Contact me for partnerships before clinical PoC.

[Contact](#) [1]

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**Mireia Gomez Angelats**

Contact me for partnerships after clinical PoC.

[Contact](#) [1]

Dermatology

Seeking first in class and well differentiated/ best in class treatments for moderate-severe Atopic Dermatitis, Psoriasis, Hidradenitis Suppurativa, Vitiligo, Alopecia Areata and severe forms of Acne as well as curative treatments for rare skin diseases.

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**Enrico Funhoff**

Contact me for partnerships before clinical PoC.

[Contact](#) <sup>[1]</sup>

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**Markus Kalousek**

Contact me for partnerships after clinical PoC.

[Contact](#) <sup>[1]</sup>

Gene Therapies

Seeking transformative approaches to address genetic diseases.

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**Leah Bloom**

Senior Vice President and Head of Novartis Gene Therapies' External Innovation and Strategic Alliances Tea

[Contact me for strategic alliances](#) [1]

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**Blake Arnold**

Senior Director, Corporate Development (leads late-stage BD).

[Contact me for late stage partnerships](#) [1]

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**Adam Simpson**

Senior Director, Business Development (leads early-stage BD).

[Contact me for late stage partnerships](#) [1]

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## **Liz Hines**

Senior Manager, External Innovation (supports late-stage BD and other external innovation initiatives).

[Contact me for early stage partnerships](#) <sup>[1]</sup>

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## **Dan Cojocaru**

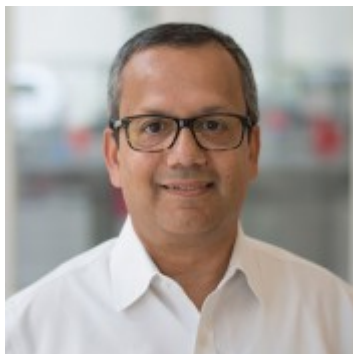
Secondee, Business Development (supports early-stage BD).

[Contact me for early stage partnerships](#) <sup>[1]</sup>

Hepatology

Seeking new Mechanisms of Action and combination therapy partners for treating NASH and other non-viral liver diseases or promoting liver regeneration.

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## **Avirup Bose**

Contact me for partnerships before clinical PoC.

[Contact](#) <sup>[1]</sup>

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**Markus Kalousek**

Contact me for partnerships after clinical PoC.

Contact [1]

Metabolism

Interested in disease modifying therapies and disruptive platforms, including cell and gene based therapies, especially for obesity-driven diseases.

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**Avi Spier**

Contact me for partnerships before clinical PoC.

Contact [1]

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**Mireia Gomez Angelats**

Contact me for partnerships after clinical PoC.

[Contact](#) [1]

Musculoskeletal Disease

Seeking truly disease modifying treatments for OA which improve structure, function and pain as well as regenerative therapies for tendon diseases.

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**Dominic Ehrismann**

Contact me for partnerships before clinical PoC.

[Contact](#) [1]



## **Markus Kalousek**

Contact me for partnerships after clinical PoC.

[Contact](#) <sup>[1]</sup>

Neuroscience

Interested in targets for the underlying disease pathology in neurodegenerative diseases, advanced therapeutic options in refractory psychiatric disorders and take to heart pediatric neurological and neuromuscular diseases.

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## **ChiChi Zhu**

Contact me for partnerships before clinical PoC.

[Contact](#) <sup>[1]</sup>



## **Patrick Mueller**

Contact me for partnerships after clinical PoC.

[Contact](#) <sup>[1]</sup>

Ophthalmology

We develop and deliver life-changing medicines for diseases and conditions from front to back



of the eye, enabled by data, transformative technologies and partnerships. Our ophthalmic products reach more than 150M people each year, from preterm infants to the elderly.

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**Adam Feire**

Contact me for partnerships before clinical PoC.

[Contact](#) <sup>[1]</sup>

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**Dimitrios Lizos**

Contact me for partnerships after clinical PoC.

[Contact](#) <sup>[1]</sup>

Renal / Nephrology

Interested in renal mechanisms and indications with limited SOC and high unmet need.

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**Avirup Bose**

Contact me for partnerships before clinical PoC.

[Contact](#) <sup>[1]</sup>

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**Mireia Gomez Angelats**

Contact me for partnerships after clinical PoC.

[Contact](#) <sup>[1]</sup>

Respiratory

We are looking for partners to expand our portfolio with innovative and potentially transformative agents with a primary focus in Asthma, COPD, IPF, life threatening hospital conditions, food allergy as well as digital solutions to address unmet need in asthma and COPD.

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**Dominic Ehrismann**

Contact me for partnerships before clinical PoC.

[Contact](#) <sup>[1]</sup>

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**Ken Shaw**

Contact me for partnerships after clinical PoC.

[Contact](#) <sup>[1]</sup>

Rheumatology

Seeking projects with First in Class or Best in Class potential for moderate-severe Rheumatoid & Psoriatic Arthritis, Ankylosing Spondylitis, primary Sjogren and Lupus with emphasis on oral treatments at par with biologics, or biologics with clear differentiation versus standard of care.

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**Enrico Funhoff**

Contact me for partnerships before clinical PoC.

[Contact](#) <sup>[1]</sup>

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**Markus Kalousek**

Contact me for partnerships after clinical PoC.

[Contact](#) <sup>[1]</sup>

Transplantation

Seeking next generation therapies to prevent solid organs rejection, and extend graft life.

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**Enrico Funhoff**

Contact me for partnerships before clinical PoC.

[Contact](#) <sup>[1]</sup>

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**Markus Kalousek**

Contact me for partnerships after clinical PoC.

[Contact](#) <sup>[1]</sup>

Don't see your therapy area ?

We accept that innovation happens outside of areas of interest- we are still prepared to discuss transformational areas we may have missed. We have a special team for you to talk with.

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**Ken Shaw**

Contact me for partnerships before clinical PoC.

[Contact me for partnerships after clinical PoC](#) <sup>[1]</sup>

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**Oncology** <sup>[2]</sup>

Novartis Oncology seeks partnering opportunities that complement our current portfolio and

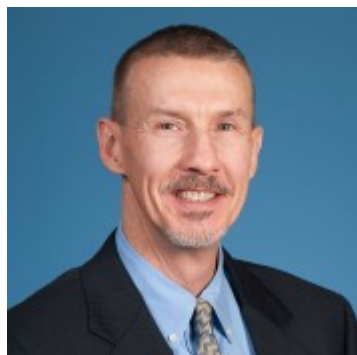
bring to cancer patients therapies that address needs not fully met by currently available treatments. Such opportunities may be agents targeted to specific biomarkers or other unique mechanisms.

For Radioligand or Precision Medicines partnerships please go to "Platform Collaborations"

Clinical Programs

## **Oncology**

Our partnering teams are organized by stage of development (clinical stage or early) tumour type, or biology of the intervention - We explore opportunities in areas where Novartis has active efforts, such as breast and lung cancers, melanoma, renal cell carcinoma, and malignant hematology; and we seek to expand into other high-unmet need areas such as hepatocellular, pancreatic, colorectal, and prostate cancers and others.



### **Mark Temples**

Breast and Gynaecological (Ovarian, Endometrial).

[Contact](#) <sup>[1]</sup>

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Lung and Melanoma.

[Contact](#) <sup>[1]</sup>

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Solid Tumours GI/GU.

[Contact](#) <sup>[1]</sup>

## Hematology

Seeking partners to significantly improve standard of care and cure patients in selected high unmet need in benign hematology diseases. The vision is to transform a number of disease specific classes not limited to hemophilia, complement disorders, anemia, sickle cell disease and thalassemia.

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**Laura Ripin**

Leukaemias and Myeloid Dysplastic Syndromes.

[Contact](#) <sup>[1]</sup>

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**Markus Werner**

Lymphomas and Multiple myelomas, CAR-T programs.

Contact <sup>[1]</sup>

Early Programs (up to Clinical PoC)



**Michael Woo**

ImmunoOncology, CAR-T and Biologics for Oncology.

Contact <sup>[1]</sup>



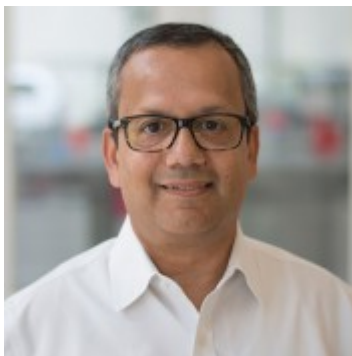
**Reza Mazhari**

Small molecules for Oncology.



[Contact](#) <sup>[1]</sup>

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**Avirup Bose**

Non Malignant Hematology (Sickle Cell Disease).

[Contact](#) <sup>[1]</sup>

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**Platform Collaborations** <sup>[3]</sup>

Advanced Accelerator Applications (AAA)

We are a pioneer in targeted Radioligand therapy and precision Radioligand imaging. Our goal is to transform patients' lives by leading innovation in nuclear medicine and by investing in targeted Radioligand Therapy to treat advanced cancer – including advanced prostate cancer.

We are interested in partnerships that allow us to:

- Innovate around targets and vectors- Identify or characterise new targets and receptor types specific to tumour cells or microenvironment.
  - Innovate or access New Chelators, Linkers and Ligands, Develop New Therapeutic or Diagnostic Isotopes or Leverage our developed supply and distribution network.
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## **David Benathan**

Contact [1]

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## **Mar Murillo**

Contact [1]

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## **Alberto Villena**

Contact [1]

### Precision Medicines

Novartis is interested in biomarker and diagnostic technologies that are designed to optimize the efficiency, safety and therapeutic benefit of our drugs. Technologies may include genomic and proteomic testing as well as artificial intelligence driven solutions.

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## **Jen Leeds**

Contact me for partnerships before clinical PoC.

[Contact](#) <sup>[1]</sup>

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## **Guy Greiveldinger**

Contact me for partnerships after clinical PoC.

[Contact](#) <sup>[1]</sup>

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## **Global Health** <sup>[4]</sup>

Novartis Global Health works with partners such as NGOs, academic institutions and companies to expand and accelerate our portfolio of drugs for neglected diseases, including tropical infectious diseases.

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**Charles Bailey**

Contact me for partnerships.

[Contact](#) <sup>[1]</sup>

## **Out-Licensing and Divestments** <sup>[5]</sup>

Novartis is open to discuss the sale of some commercial products in various geographies as well as to grant licenses to development stage compounds which have been de-prioritized for strategic reasons.

Late stage Development and Marketed Products



**Sven Werner**

[Contact](#) <sup>[1]</sup>

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**Andrea Karl**

Contact [1]

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**Eric Careau**

Contact [1]

Products in Early Development



**Reza Mazhari**

Contact [1]

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**Source URL:** <https://www.novartis.com/our-company/novartis-partnering/innovative-medicines>

**Links**

[1] <https://novartis.partneringplace.com/SubmissionUI/novartis/submission>

[2] <https://www.novartis.com/our-company/novartis-partnering/innovative-medicines#tab-2>

[3] <https://www.novartis.com/our-company/novartis-partnering/innovative-medicines#tab-3>

[4] <https://www.novartis.com/our-company/novartis-partnering/innovative-medicines#tab-4>

[5] <https://www.novartis.com/our-company/novartis-partnering/innovative-medicines#tab-5>