

Novartis 2017 Financial Results ^[1]

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This morning, Novartis CEO Joe Jimenez announced fourth quarter and full year 2017 results. In his remarks Jimenez said: “It was a landmark year for innovation resulting in a rich late-stage pipeline. With several key launches on the horizon and our new operating model in place, Novartis is poised for sustainable growth.”

Vas Narasimhan, designated CEO from February 1, commented: “I want to thank Joe and the Board for their leadership and guidance as I transition to my new role. I feel privileged to lead Novartis at this exciting time.”

[Download the media release](#)

[English \(PDF 0.4 MB\)](#) ^[2] | [Deutsch \(PDF 0.3 MB\)](#) ^[3] | [Français \(PDF 0.5 MB\)](#) ^[4]

2017 At A Glance

Financial

49.1 bn

NET SALES (USD)

12.9 bn

CORE OPERATING INCOME (USD)

Innovation

200+

PROJECTS IN CLINICAL DEVELOPMENT

Social

46 m

PATIENTS REACHED THROUGH ACCESS PROGRAMS

8.6 bn

OPERATING INCOME (USD)

7.7 bn

NET INCOME (USD)

9.0 bn

RESEARCH AND DEVELOPMENT SPEND (USD)

15 m

PEOPLE REACHED THROUGH HEALTH EDUCATION PROGRAMS

10.4 bn

TOTAL FREE CASH FLOW (USD)

Watch the Webcast

[Webcast \(10:30 CET\)](#) ^[5]

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[Media Presentation \(PDF 10 MB\)](#) [6]

Annual Report 2017

The Novartis Annual Report 2017 reviews the company's strategy and annual performance.

Visit the [Annual Report](#) [7]

Novartis Pipeline

For a detailed review of selected projects in confirmatory development, download the complete [Novartis Pipeline \(PDF 92 KB\)](#) [8] as of December 31, 2017.

Learn more about our [Clinical Pipeline](#) [9]

Novartis Corporate Fact Sheet

The corporate fact sheet provides a comprehensive overview of Novartis overall as well as our divisions (Pharmaceuticals, Alcon, Sandoz), our research (NIBR) and development (Global Drug Development) organizations, and outlines our commitment to associates as well as Corporate Citizenship.

[Read the Corporate Fact Sheet](#) [10]

Disclaimer:

This presentation contains forward-looking statements that can be identified by terminology such as such as "potential," "expected," "will," "planned," "pipeline," "outlook," or similar expressions, or by express or implied discussions regarding potential new products, potential new indications for existing products, or regarding potential future revenues from any such products; or regarding the potential outcome of the strategic review being undertaken to maximize shareholder value of the Alcon Division; or regarding the potential financial or other impact of the significant acquisitions and reorganizations of recent years; or regarding the potential impact of the share buyback plan; or regarding potential future sales or earnings of the Novartis Group or any of its divisions or potential shareholder returns; or by discussions of strategy, plans, expectations or intentions. You should not place undue reliance on these statements. Such forward looking statements are based on our current beliefs and expectations regarding future events, and are subject to significant known and unknown risks and uncertainties. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those set forth in the forward looking statements. There can be no guarantee that any new products will be approved for sale in any market, or that any new indications will be approved for any existing products in any market, or that any approvals which are obtained will be obtained at any particular time, or that any such products will achieve any particular revenue levels. Nor can there be any guarantee that the strategic review being undertaken to maximize shareholder value of the Alcon Division will reach any particular results, or at any particular time, or that the result of the strategic review will in fact maximize shareholder value. Neither can there be any guarantee that Novartis will be able to realize any of the potential strategic benefits,

synergies or opportunities as a result of the significant acquisitions and reorganizations of recent years. Neither can there be any guarantee that shareholders will achieve any particular level of shareholder returns. Nor can there be any guarantee that the Group, or any of its divisions, will be commercially successful in the future, or achieve any particular credit rating or financial results. In particular, our expectations could be affected by, among other things: global trends toward health care cost containment, including government, payor and general public pricing and reimbursement pressures and requirements for increased pricing transparency; regulatory actions or delays or government regulation generally; the potential that the strategic benefits, synergies or opportunities expected from the significant acquisitions and reorganizations of recent years may not be realized or may take longer to realize than expected; the inherent uncertainties involved in predicting shareholder returns; the uncertainties inherent in the research and development of new healthcare products, including clinical trial results and additional analysis of existing clinical data; our ability to obtain or maintain proprietary intellectual property protection, including the ultimate extent of the impact on Novartis of the loss of patent protection and exclusivity on key products which commenced in prior years and will continue this year; safety, quality or manufacturing issues; uncertainties regarding actual or potential legal proceedings, including, among others, actual or potential product liability litigation, litigation and investigations regarding sales and marketing practices, intellectual property disputes and government investigations generally; uncertainties involved in the development or adoption of potentially transformational technologies and business models; general political and economic conditions, including uncertainties regarding the effects of ongoing instability in various parts of the world; uncertainties regarding future global exchange rates; uncertainties regarding future demand for our products; and uncertainties regarding potential significant breaches of data security or data privacy, or disruptions of our information technology systems; and other risks and factors referred to in Novartis AG's current Form 20-F on file with the US Securities and Exchange Commission. Novartis is providing the information in this presentation as of this date and does not undertake any obligation to update any forward-looking statements as a result of new information, future events or otherwise.

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