

Novartis in Austria

Research, development, manufacturing & supply of innovative medicines

 **NOVARTIS** | Reimagining Medicine



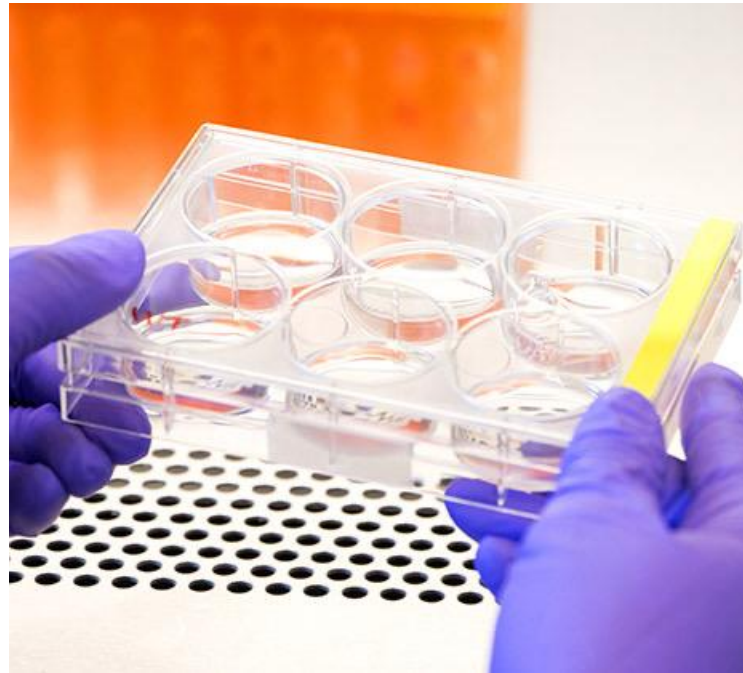
Who we are. What we stand for.

Objective



Finding new ways to improve and extend people's lives.

Vision



To become the most valued and trusted pharmaceutical company.

Values



We encourage our employees to be inspired, to be curious, to work with self-reliance and to act with integrity.

Our Strategy

We provide high quality medicines addressing society's greatest disease burdens through technology leadership in research and development and novel access concepts.



Core Therapeutic Area 1

Cardiovascular, renal and metabolic (CRM)



Core Therapeutic Area 3

Neuroscience



Core Therapeutic Area 2

Immunology



Core Therapeutic Area 4

Oncology

2 + 3 Technology Platforms

Chemistry, Biotherapeutics xRNA, Radioligand, Cell & Gene Therapies

Our Priorities



Accelerated growth

Provide high quality medicines
(including “launch excellence”)

Achieving returns

Embedding operational excellence

Strengthening the base

Unleashing the performance potential of our **employees, extend data science and technology** and gaining the **trust of society**

We touch the life of millions of people around the world

130 Countries

In which medicines from Novartis are offered*

>240 m Patients

Reached with drugs from Novartis*

54 m Patients

Reached through drug access programs by Novartis Global Health*

* Highlights 2022



Novartis Austria Mission



Novartis is the leading pharmaceutical company in Austria through our longstanding operations in research, development, manufacturing & supply of innovative medicines for patients in Austria & around the world.

Novartis in Austria

Company figures

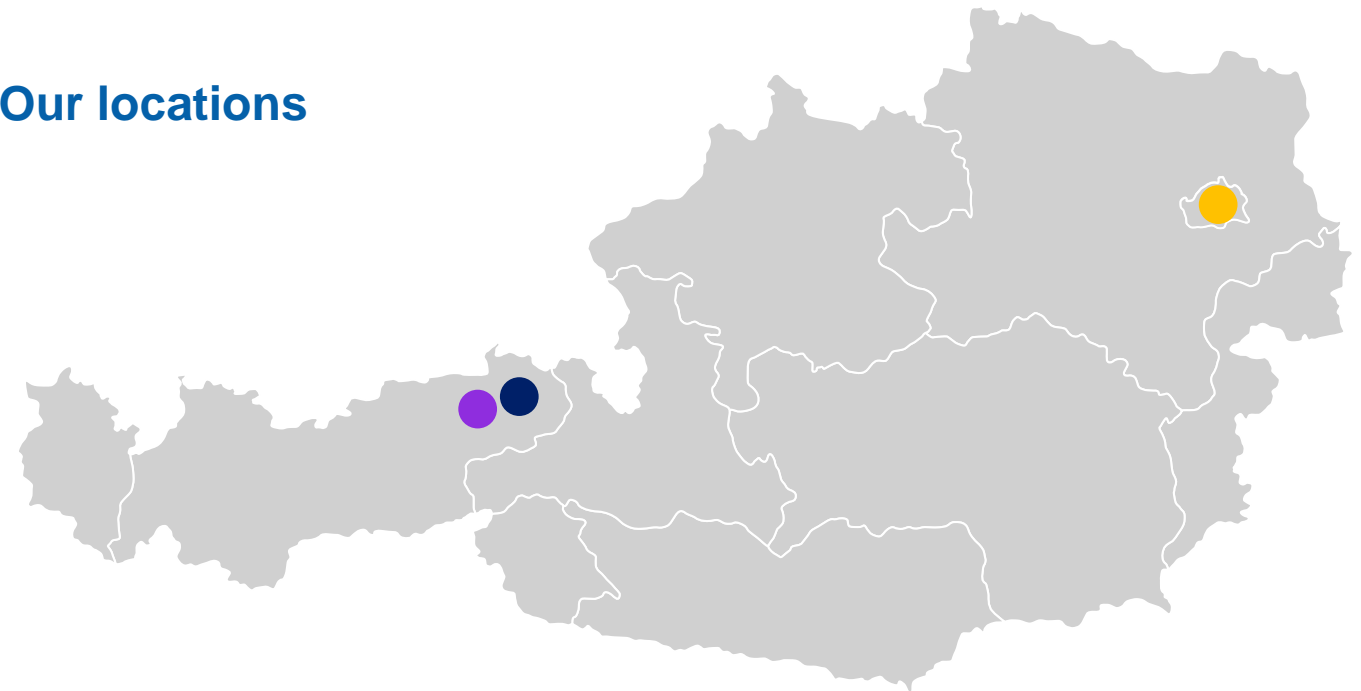
- **1 billion €** net sales¹
- **1.8 billion €** investment² 2015–2023
- **~3300** employees
- **6.5 %** market share (domestic)

Economic footprint

- **~870.000+** patients reached which means nearly 10 % of the Austrian population
- **48** Clinical trials (Phase 1–4) conducted in Austria

Novartis is one of the leading pharmaceutical company in Austria and one of the largest private employer in Tyrol.

Our locations



Kundl
Drug Substance Kundl
Development

Schafftenau
Drug Substance Schafftenau
Drug Product Schafftenau
Development

Vienna
Business Units & Sales

Figures refer to the 2022 financial year.

1. Annual sales according to financial statements/Social impact study

2. Investments in property, plant and equipment

Three sites in Austria

Kundl



Our central development and production site specializing in biotechnologically produced drugs - from research and development to production, as well as the production of proteins, plasmids, mRNA, active ingredients and biosimilars.

Sites:

- Drug Substance Kundl
- Development

Schaftenau



Our competence center for state-of-the-art cell culture technology, specializing in the development and production of innovative biologics and biosimilars. Production of thyroid hormones, growth hormones and growth inhibitors.

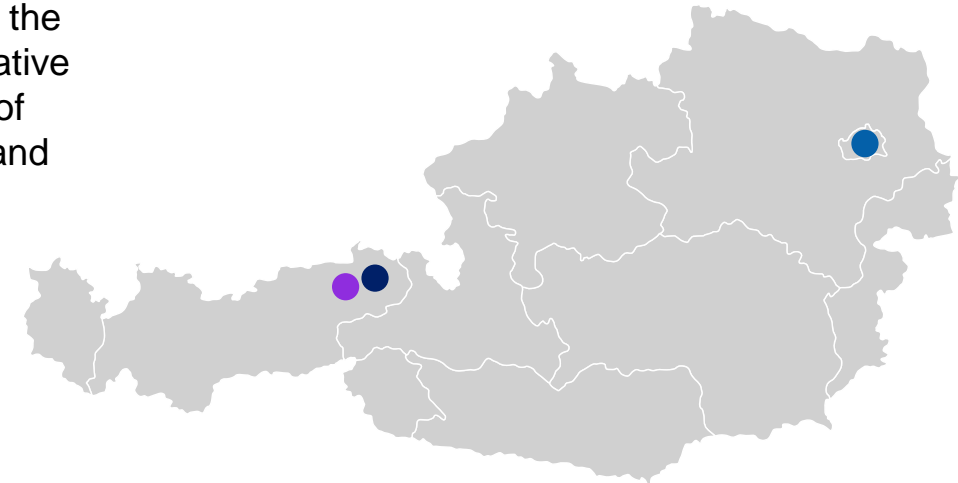
Sites:

- Drug Substance Schafftenau
- Drug Product Schafftenau
- Development

Vienna



Business Units & Sales



Our locations in more details

Kundl

Drug Substance Kundl

- Tech Platform: CDMO
- No. of molecules: 5+
- No. of associates: ~580

Development

- Microbial E2E process and analytical development incl pDNA for Cell & Gene Therapy
- No. of molecules: 5+
- No. of associates: ~110

Schaftenau

Drug Substance Schafte

- Tech Platform: Large Molecules
- No. of molecules: 6+
- No. of associates: ~830

Drug Product Schafte

- Tech Platform: Large Molecules
- No. of molecules: 10+
- No. of associates: ~900

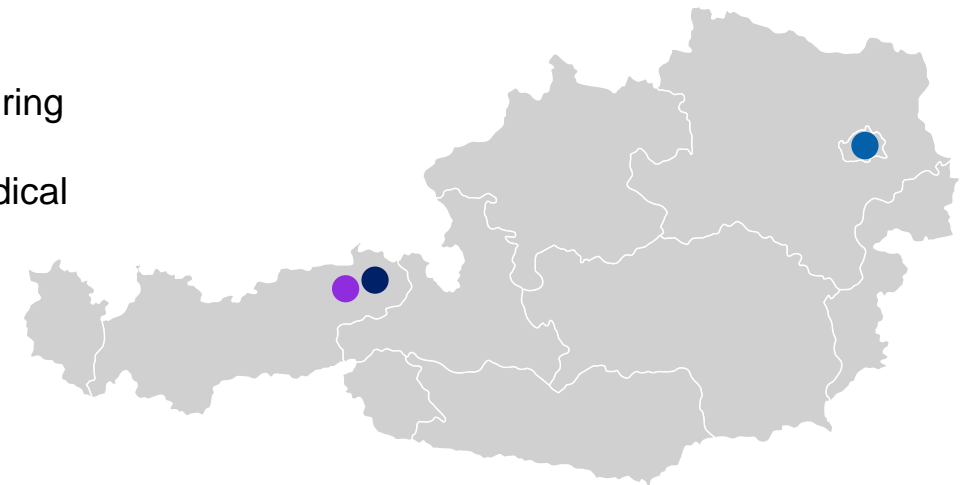
Development

- Mammalian DS and DP manufacturing process development incl patient friendly formulation, analytical, medical device development and technical release of clinical batches
- No. of molecules: 25+
- No. of associates: ~430

Vienna

Business Units & Sales

- No. of associates: around 250



Technical Research & Development (TRD)

We make Novartis medicine work

25+ years expertise in biologics & device development translating our science into dossiers for marketing approvals



Kundl

Microbial E2E process and analytical development incl pDNA for Cell & Gene Therapy



Schafftenau

Mammalian DS and DP manufacturing process development incl patient friendly formulation, analytical, medical device development and technical release of clinical batches



10+ Therapeutic Biologics Applications out of Austria



15+ Patent applications in recent years



540+ Passionate people

Drug Substance Schafftenau (DSS)

We are inspired by possibilities

Drug Substance refers to the active pharmaceutical ingredient. At DSS we produce highly complex biopharmaceutical active ingredients through cell culture for important biologics by Novartis and biosimilars by Sandoz.



Schafftenau

At DSS Schafftenau, one of the largest cell culture facilities in the Large Molecule network, important biopharmaceuticals are produced using cell culture technology. In 2022, BioFuture, one of the world's most advanced production facilities for therapeutic proteins using continuous and automated process technologies, officially commenced operations. Cell Culture 2 (CC2) also started in 2022.



830+ Passionate people

Drug Product Schafftenau (DPS)

Yes, together we can

Drug Product refers to the finished pharmaceutical product, which is filled into syringes, vials, or bottles, depending on its nature, and then packaged and stored for distribution.



Schafftenau

A technological highlight of the site is BioInject, the biologics production facility for prefilled syringes and autoinjectors, which opened in 2015 and expanded in 2020. State-of-the-art isolator technology and automation of assembly and packaging processes ensure the highest possible product safety.



900+ Passionate people

Drug Substance Kundi (DSK)

We are pioneering the future of biologics

At DSK we produce high-quality biotechnological active ingredients and nucleic acid products for Novartis Biologics and biosimilars by Sandoz. Additionally, they provide development and infrastructure services for the Kundi Industrial Park.



Kundi

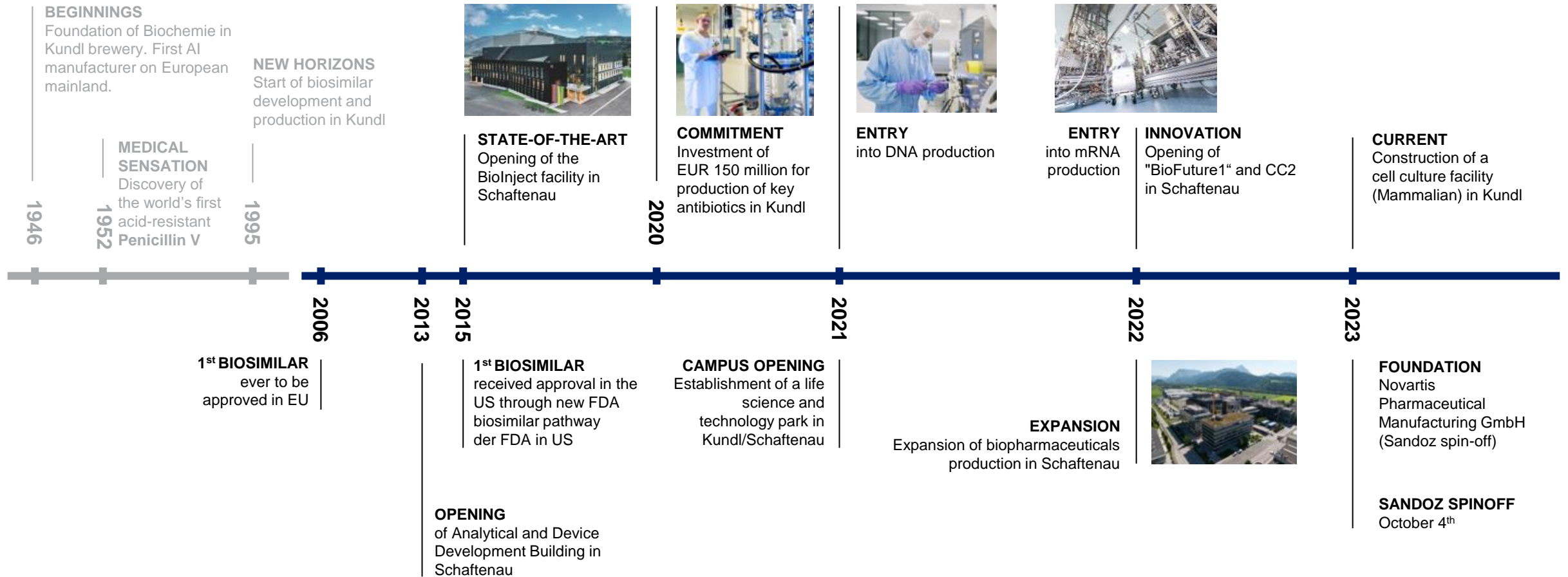
In the so-called Upstream phase, complex, large protein molecules for Biologics and biosimilars are produced using established mammalian cell lines. Fermentation is carried out similarly to microorganisms, but the nutrient media are chemically defined and subject to even stricter control. The process conditions are tailored to the more delicate cells. To meet the increased production demand for Biologics, a high-throughput mammalian cell culture production area is currently being implemented under the name RPP1-CC.



580+ Passionate people

Biotechnology innovations are part of our history

Since 1946, Kundl/Schaftenau has repeatedly set medical milestones.



Our medicines ...

... treat serious diseases, from cancer and heart disease to rare genetic disorders.

We focus on four core therapeutic areas

With high unmet patient needs



CRM



Immunology



Neuroscience



Oncology

Top 10 innovative medicines (2022 net sales)



Treatment for several systemic inflammatory conditions

Medicine for certain conditions of the retina

Medicine for heart failure and hypertension

Combination therapy for certain types of skin, thyroid and lung cancers

Treatment for certain blood disorders

Therapy for certain rare blood disorders

Treatment for relapsing forms of multiple sclerosis

One-time gene therapy for spinal muscular atrophy in babies and young children

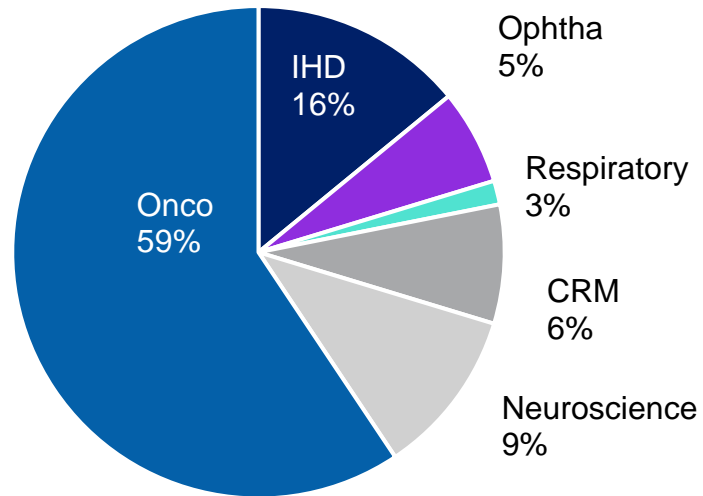
Treatment for a type of chronic myeloid leukemia

Therapy for certain respiratory and immunological conditions, including severe allergic asthma

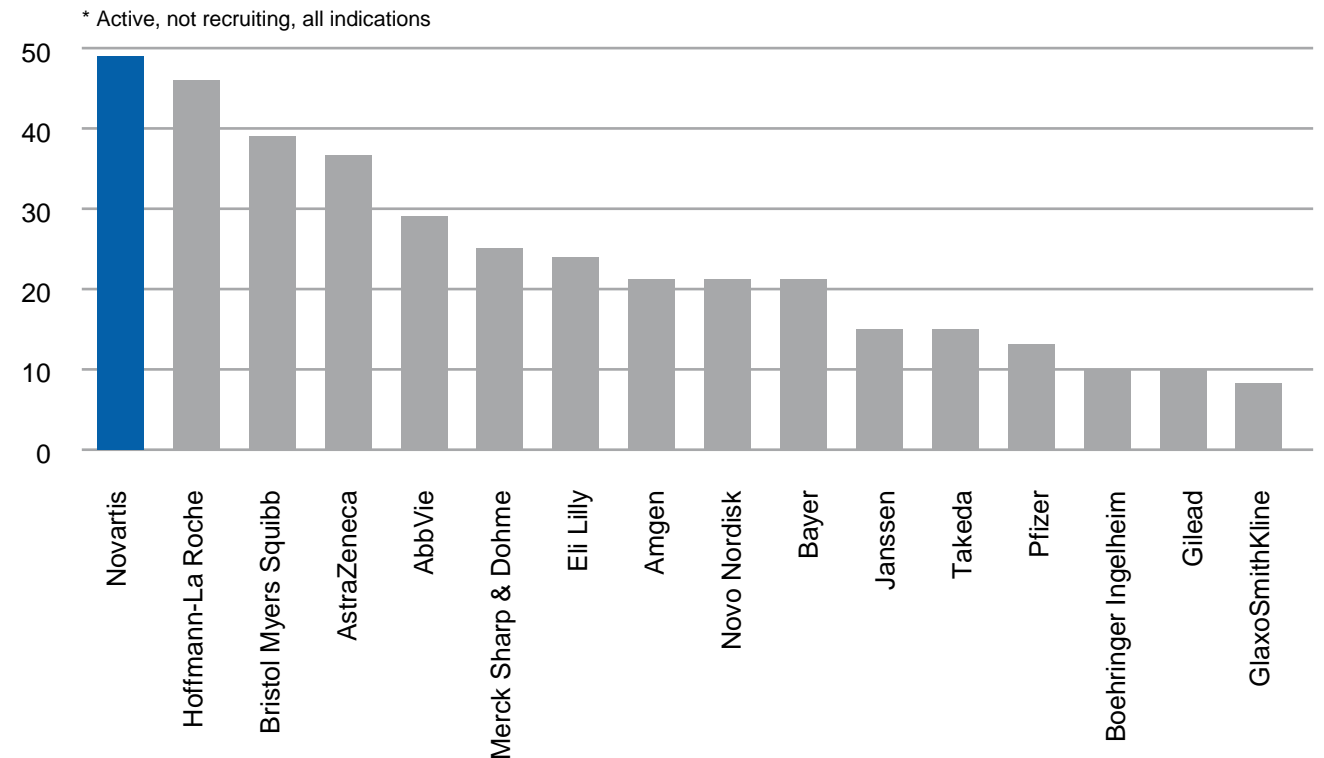
Novartis is leader in clinical research in Austria with 48 clinical trials (Phase 1–4)

In 2022, 715 people entered a treatment in studies conducted by Novartis Pharma GmbH¹.

Active studies 2022 by indication²



Number of clinical trials*



1 Source: Novartis CTMS Impact
 2 Source: Qlik Sense, 15. Sept. 2023
 3 Source: clinicaltrials.gov, Sept. 2023

Our strengths are the diversity and creativity of our employees

- **90 apprentices** in 5 different training paths
- **67 different nationalities** in 3 locations
- **520 associates** took company **paid parental leave**
- **37% women** in management positions
- **380 career opportunities** in 1 year
- **200+ wellbeing activities** per year
- 5 years in a row **“Top Employer Austria“**
- **“Top Employer Europe 2023”**
- **Award “We are inclusive” 2023–2025**
- **University Collaboration** for Dual Study at MCI

All figures refer to continuing operations 2023, Novartis Austria.



Sustainability at Novartis Austria

At Novartis, we define corporate success in terms of many factors. But we only feel truly successful when we give back to society and the environment through our sustainable actions.



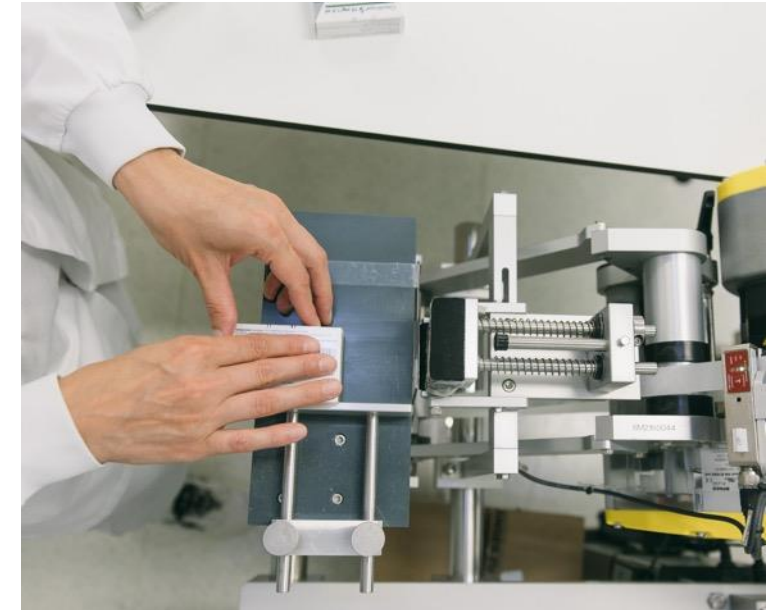
Social Sustainability

Social sustainability encompasses Novartis' responsibility toward associates, patients and society. Among other things, this includes the goal of improving access to medicines worldwide.



Ecological Sustainability

Protection and conservation of natural resources are at the heart of environmental sustainability. In doing so, we pursue our climate targets along the entire value chain.



Economic Sustainability

Economic sustainability encompasses the long-term success of a company, which benefits the economy, the labor market and public revenues, as well as supply.

Sustainability at Novartis Austria



Social Sustainability

- Since 2020 permanent choice between **home office or office** for employees.
- **Construction of the first barrier-free production plant in Kundl.**
- **Wellbeing** program for physical, mental and social well-being.
- Opportunity of 14 weeks **paid parental leave** in the first twelve months after giving birth, adopting or taking in a foster child and **hybrid working**.



Ecological Sustainability

- **70% of the households** at the Kundl production site use district heating from waste heat from the plant.
- Total **energy savings** of 11,000 MWh in 2022 due to implemented energy savings projects. This is a CO₂ saving of 1,600 tons per year.
- **Reduction of solvent emissions** by more than 70% compared with 2011.
- **Water consumption** has been **reduced** by more than 20% over the last ten years.



Economic Sustainability

- **Key innovator** in the Austrian healthcare industry and, with 5.9 million patients per year, a strategic pillar of medical care.
- **Investments of 1.8 billion EUR** in Austria in the period 2015-2022 making us a significant economic factor.
- Direct and indirect **contribution** to the nationwide gross domestic product (**GDP**) totaling **1.9 billion EUR**.
- **12%** of the total Novartis GDP contribution in Austria **come from research & development** activities (innovation).

Our commitment for patients and caregivers is based on four pillars

- Respecting and understanding the patient community perspective
- Conducting responsible clinical trials
- Expanding access to our medicines
- Recognizing the importance of transparency and reporting

Our commitment for patients & caregivers

We continue our collaboration with patient organizations in Austria to improve outcomes for patients and become a trusted partner. Some examples are:



Thank you