



Novartis in Austria – Reimaging medicine

2025



Novartis is an innovative medicines company

USD 9.3 bn
Core R&D spend in 2024¹

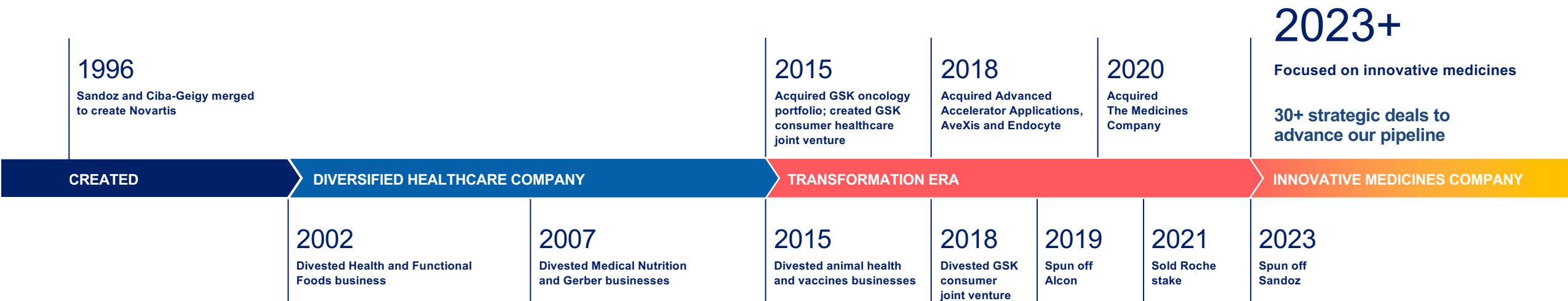


USD 50.3 bn
Net sales in 2024

¹ This presentation includes non-IFRS financial measures such as constant currencies and core R&D spend. A definition of non-IFRS measures used by Novartis, and further details, including reconciliation tables, can be found in "Item 5. Operating and Financial Review and Prospects" of the Novartis Annual Report 2024.

Our transformation

Over the years we have transformed from a healthcare conglomerate to an innovative medicines company, culminating in the spin-off of our Sandoz generics and biosimilars business in October 2023.



Our purpose and vision are supported by a strong culture with clear values



Purpose

Reimagine medicine to improve and extend people's lives



Vision

To become the most valued and trusted medicines company in the world



Values and behaviors

Inspired. Curious. Unbossed. Integrity



Our Strategy

4 Core Areas



Cardiovascular, renal
and metabolic (CRM)



Immunology



Neuroscience



Oncology

2 + 3 Technology Platforms

Chemistry,
Biotherapeutics



xRNA,
Radioligand,
Cell & Gene Therapies

We provide high-quality medicines in 4 core areas that alleviate society's greatest disease burdens through technology leadership in research & development and novel access concepts.

Millions of people worldwide benefit from our medicines



120 countries

Where Novartis medicines are distributed



300 m

Patients reached with our innovative medicines

#1

Novartis ranks first in 2024 Access to Medicine Index (54 Million patients reached through drug access programs)



Driving innovation to improve and extend lives

We are dedicated to discovering and developing new innovative treatments for diseases including cancer, heart diseases and neurological conditions – and delivering them at scale to offer them as many patients as possible.

Highlights 2024

USD 9.3 bn

Core R&D spend¹

USD 132.9 m

invested in R&D for malaria and neglected tropical diseases

29

submissions²
(US, EU, Japan, China)

18,000+

employees working
in R&D

32

ongoing Phase III
programs

20

approvals²
(US, EU, Japan, China)

¹ Core results are non-IFRS measures. An explanation of non-IFRS measures can be found on page 47 of the Novartis Fourth Quarter and Full Year 2024 Condensed Financial Report.

² Includes small molecules or biologics; new fixed-dose combinations of existing active pharmaceutical ingredients (APIs); and new target indications, defined as new disease or new line of treatment (e.g., first line vs. second line).



Novartis offers solutions for the biggest social diseases

Cardiovascular diseases

2023

35 %

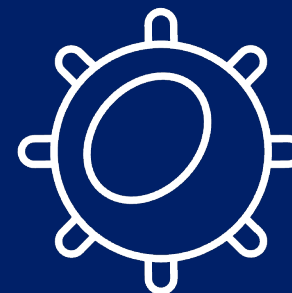


Share of all deaths

Cancer

2023

24 %



Share of all deaths

Source: [Todesursachen - STATISTIK AUSTRIA - Die Informationsmanager](#)

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

Company figures

1.9 bn €

net sales¹

1.6 bn €

total GDP contribution¹

6.3 %

market share (domestic),
market ranking #3³

Economic footprint

~713.000

patients reached which means nearly
10 % of the Austrian population

1.6 bn €

investment² 2015–2024

160 m €

R&D investment incl. infrastructure
measures in 2024 alone

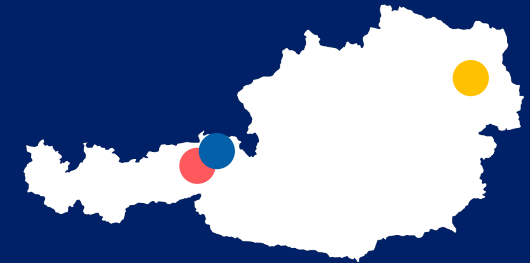
~3.300

employees

Leader in clinical trials

conducted in Austria
(see slide 16)

Our locations



Kundl

Drug Substance Kundl
Development



Schafftenau

Drug Substance Schafftenau
Drug Product Schafftenau
Development



Vienna

Business Units & Sales

Figures refer to 2024.

1) Annual sales according to financial statements and 2024 SEE Impact Valuation results for Novartis Austria

2) Investments in property, plant and equipment (PPE)

3) IQVIA Data

Three sites in Austria

Kundl



Our competence centre for state-of-the-art microbial and cell culture technology, specialized in the development and production of innovative biologics and biosimilars. Production of recombinant proteins, plasmid DNA and mRNA.

Sites:

- Drug Substance Kundl
- TRD/Development/Biomedical Research

Schaftenaus



Our central development and production site specialising in biotechnologically manufactured drugs – from research and development to active ingredients and final product manufacturing.

Sites:

- Drug Substance Schaftenaus
- Drug Product Schaftenaus
- Technical Research & Development (TRD)
- Global Clinical Supply
- Regulatory Affairs

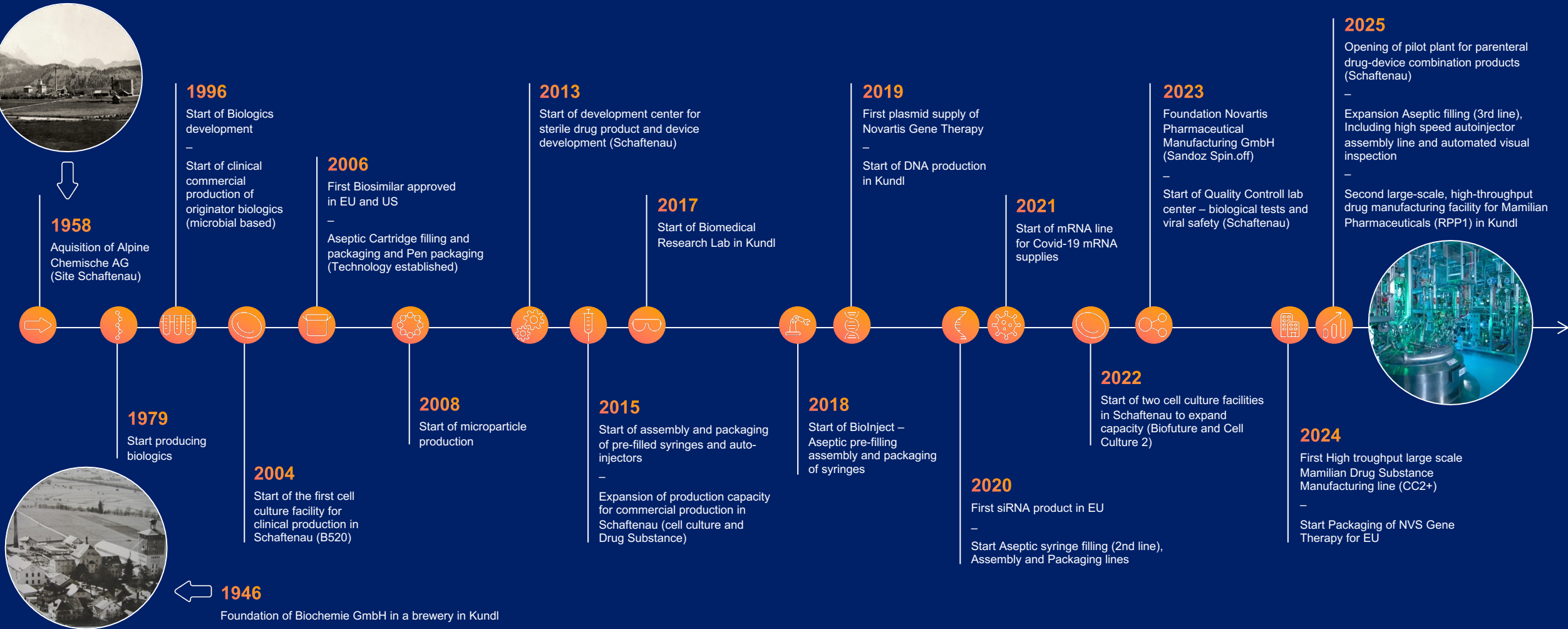
Vienna



Business Units Marketing & Sales (incl. Quality and Regulatory Affairs)

Biotechnology innovations are part of our history

Since 1946 and 1958, Novartis Austria has repeatedly set medical milestones.



Development/Biomedical Research: Technical Research and Development, Global Clinical Supply, Regulatory Affairs

We make Novartis medicine work

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



Kundl

Microbial end to end process and analytical development including Plasmid DNA for Cell & Gene Therapy



Schaftenau

Development of active substance and finished form manufacturing processes incl. patient-friendly formulation, analytics, device development and technical release of clinical batches



10+ Therapeutic Biologics Applications originates from Austria



15+ Patent applications in recent years



540+ Passionate and highly-skilled people

Drug Substance Kundl

We are pioneering the future of biologics

In Kundl we produce high-quality biotechnological active ingredients and nucleic acid products for Novartis. The site also provides comprehensive services as a global partner for contract development and manufacturing.



- 45+ years experience in microbial manufacturing of proteins
- Based on 3 pillars – commercial manufacturing of biologics, development services for biologics
- FDA, EMA, PMDA approved multipurpose manufacturing facilities

- Outstanding reliability in operations – zero contaminations in microbial fermentation since 2021, outstanding performances in health authority inspections
- Significant investments in process technology & automation to enhance competitiveness; e.g. invested more than 500 mUSD between 2021 and 2026 in innovation to pioneer large scale Plasmide DNA manufacturing
- DS Kundl will eliminate CO₂ emissions for thermal energy by end of 2025



Product Categories:
Therapeutic Proteins,
antibody fragments and
full-length antibodies,
enzymes, proteins for
vaccines, nucleic acids
Plasmid DNA & mRNA

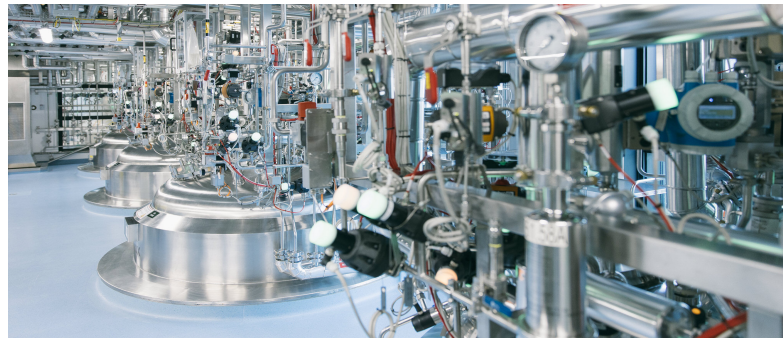


650+ Passionate and
highly-skilled people

Drug Substance Schafftenau

Together, we shape the future of Biologics Manufacturing

In Schafftenau, we produce highly complex biotechnological active ingredients through advanced cell culture processes. The site offers a number of technological solutions and services for Novartis. It also offers contract manufacturing and testing services for several global partners.



- More than 300 produced large scale drug substance batches per year translate to hundreds of millions of drug product units supplied to patients in most world countries
- Clinical and commercial scale manufacturing, quality control testing for final market release, adventitious agents testing capacity and capabilities
- Advanced usage of online (PAT) monitoring technology, predictive process modelling and innovative culture processes (perfusion); further investments planned in process automation to maintain competitiveness, e.g., automated Drug Substance filling and probe calibration
- Committed to environmental sustainability, campus Schafftenau will eliminate CO2 emissions for thermal energy by end of 2025



Product Categories:

Therapeutic Proteins and Antibodies

Services:

- (Intensified) Fed Batch Process
- High Density Perfusion Process
- Analytical Testing & Release
- Technical Transfer, Validation & Process Optimization
- Adventitious Agents Testing



~ **800** Passionate and highly-skilled people

Drug Product Schaftenau

Yes, together we can

Drug Product refers to the manufacturing of a sterile pharmaceutical product, which is filled into syringes, vials, or cartridges and assembled & packed for safe and convenient application by the patient and stored for distribution.



- 50 million units of drug product supplied to patients in all major markets incl. US, CN, JP, EU → 5 trucks with innovative medicines leaving Schaftenau per day
- Creation of innovative and highly skilled jobs with manufacturing operating primarily in 24/7 shift operation

- Cutting-edge quality control labs for final market release in Austria
- Innovation and significant investments in process technology and automation to maintain competitiveness, e.g., automated visual inspection
- Campus Schaftenau will eliminate CO₂ emissions for thermal energy by 2026



Product Categories:

- Therapeutic proteins, antibody fragments, full-length antibodies, siRNA
- Microparticle manufacturing for sustained release



1000+ Passionate and highly-skilled people

Research & Development at Novartis Austria



540

Scientists work at
Novartis in Austria



266

Patients included in
clinical trials in Austria



160 m

Investment volume in
R&D (EUR) in 2024



56

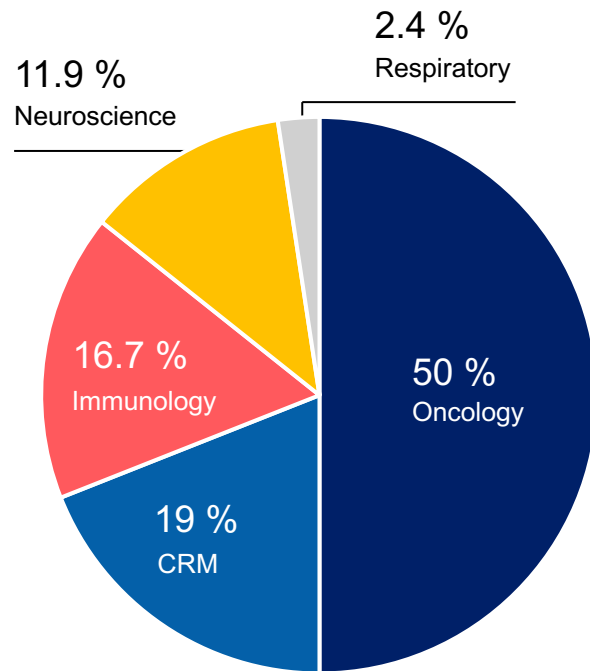
Collaborations with
different research
institutions across the
country



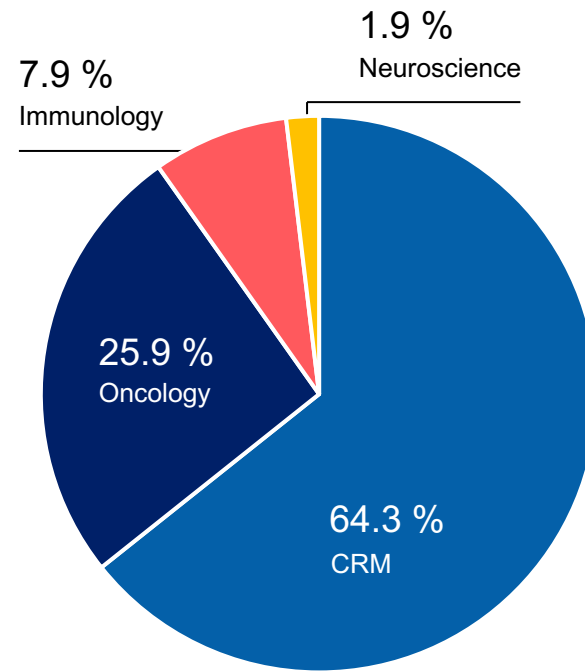
Novartis is a leader in clinical research in Austria with 42 clinical trials (Phase 1–4)

In 2024, 266 patients entered a treatment in studies conducted by Novartis Pharma GmbH¹.

Trials 2024 per TA²



Patients per TA²



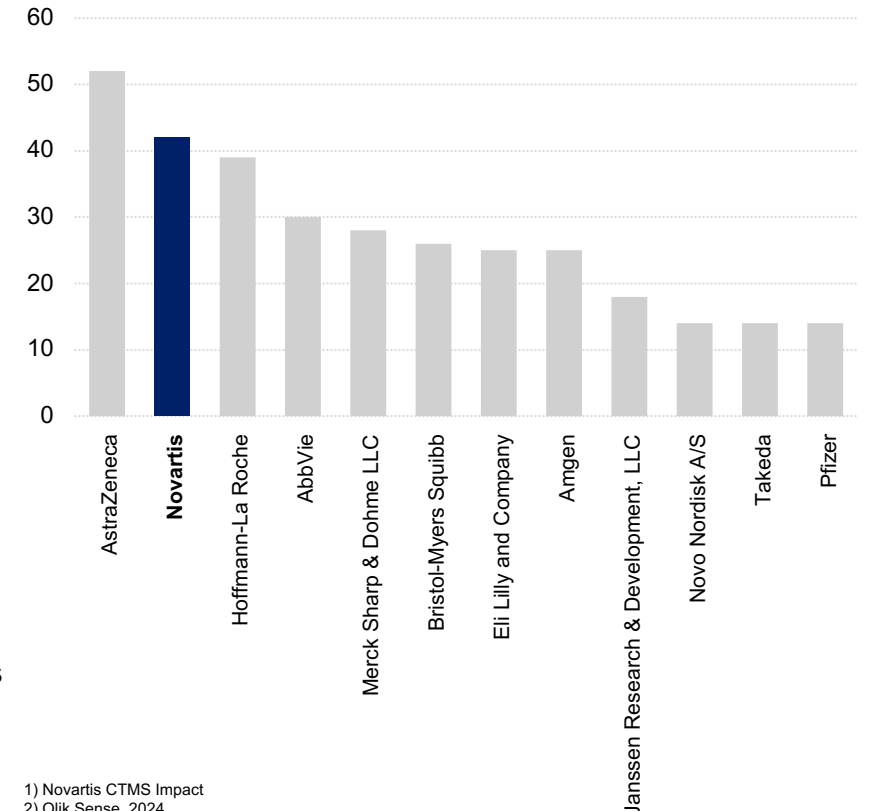
CRM = Cardiovascular, renal and metabolic

50 % of trials in Oncology indications
50 % of trials in Pharma indications

25.9 % of patients in Oncology indications
74.1 % of patients in Pharma indications

Number of clinical trials³

*Active, recruiting, not recruiting, all indications



Operational Excellence powering innovation and access

We aim to drive efficiency and free up resources to invest in innovation for patients. In everything we do, we maintain high standards of patient safety, while also working to reduce our environmental footprint.

Highlights 2024



20.6 bn

treatments sold to third parties



57 %

reduction in water consumption in our own operations since 2016



71 %

reduction in greenhouse gas emissions from energy in our own operations since 2016



72 %

reduction in waste sent for disposal

Sustainability at Novartis Austria – Climate Leader

Carbon Disclosure Project – Double A ranking for the third consecutive year for Climate Change and Water Security.



Social

- Possibility of 14 weeks paid parental leave in the first twelve months after the birth, adoption or placement in foster care, as well as flexible working hours
- Since 2020, the highest possible degree of choice between home office and office for employees
- Construction of the first barrier-free production facility in Kundl



Ecological

- Since 2014, 100% of the electricity used at the Kundl and Schafftenau sites has come from renewable energy sources
- Water consumption has been reduced by more than 20% in the last ten years
- Two new PV systems were installed at the Schafftenau plant in 2023, which together produce 211,000 kWh of electrical energy per year; this corresponds to the consumption of around 60 four-person households
- In line with our sustainability goals, our new plant in Kundl is the first to utilise innovative production technology on an industrial scale. Overall, the new cell culture plant consumes 40 % less thermal energy and 25 % less electricity



Economical

- Key innovator in the Austrian healthcare industry and, with ~713.000 patients per year, a strategic pillar of medical care
- Investments of 1.6 billion EUR in Austria in the period 2015-2024 make us a significant economic factor
- Direct and indirect contribution to the country's gross domestic product (GDP) totalling 1.6 billion EUR

Our strengths are the diversity and creativity of our employees

- 90 apprentices in 5 training occupations per year
- 73 different nationalities at 3 locations
- 520 took paid parental leave
- 33% women in management positions
- 200+ wellbeing offers per year
- 'Top Employer Austria' for 5 years in a row incl. 2024
- 'Top Employer Europe 2023'
- 'We are inclusive' award 2023 and 2024
- University cooperation for the dual study programme at the Management Centre Innsbruck (MCI)



Our commitment for patients and caregivers

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

Some examples are:

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





August 2025