

Voting Instructions to the Independent Proxy

B General instructions in case of alternative motions under the agenda items published in the Invitation to the Annual General Meeting, and/or of motions relating to additional agenda items according to Article 700 paragraph 3 of the Swiss Code of Obligations
If alternative motions under the agenda items published in the Invitation to the Annual General Meeting and/or motions relating to additional agenda items (Article 700 paragraph 3 of the Swiss Code of Obligations) are proposed at the Annual General Meeting, I/we instruct the Independent Proxy to vote as follows:
<input type="checkbox"/> According to the motion of the Board of Directors
<input type="checkbox"/> Against alternative and/or additional motions
<input type="checkbox"/> Abstain from voting

Use of the Sherpany online platform

<input type="checkbox"/> I/we would like to use the Sherpany online platform in the future to order tickets of admission to General Meetings of Novartis AG or appoint proxies and give voting instructions to the Independent Proxy. Please send me/us the appropriate forms to open my/our account with Sherpany. Important Notes All services connected with the Sherpany online platform are free of charge to you. It cannot be guaranteed in every case that your Sherpany account will be opened in time for the 2019 Annual General Meeting. In particular, the delivery of the necessary documents by post may take several days (or even weeks). However, Novartis will be pleased to send you the documents by e-mail if you prefer. If so, please contact the Novartis Share Registry (share.registry@novartis.com). If your Sherpany account is opened in time for the 2019 Annual General Meeting and voting instructions are given both via the Registration Form and online, those given online will take preference. Changes to voting instructions may be made via the Sherpany platform at any time up to the deadline of 4 p.m. on February 26, 2019. Your votes will be cast according to the last instructions submitted. With the opening of your Sherpany account, you agree that Novartis will no longer send you the printed Invitation to the General Meeting (including the "Registration/Appointment of Proxy" form).

Please make sure you have duly signed this form (see front page).

This sample is provided for illustrative purposes only. It does not contain shareholders details and can thus not be used as proxy form. Please use only the official proxy form sent to shareholders/ADR holders to provide your voting instructions/appoint proxies.

Novartis AG
Share Registry
Forum 1-P.75
P.O. Box
4075 Basel
Switzerland

January 30, 2019

999999

Mr. Hans Muster
Musterstrasse 1
9999 Musterstadt

Registration/Appointment of Proxy for the Annual General Meeting of Novartis AG to be held at 10.00 a.m. on February 28, 2019 in the St. Jakobshalle, Basel

It cannot be guaranteed that forms/instructions will be processed if they arrive at the Share Registry of Novartis AG or the Independent Proxy later than **February 26, 2019**.

Personal Attendance at the Annual General Meeting

I/we shall attend the Annual General Meeting in person

<input type="checkbox"/> and request you to send me/us a ticket of admission in my/our name and voting materials. Tickets of admission and voting materials will be sent out from February 15 to February 26, 2019. It will greatly facilitate the preparations for the Annual General Meeting if the registration form is returned as early as possible.
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or Appointment of Proxy

I/we shall not attend the Annual General Meeting in person and hereby appoint as my/our proxy to vote my/our shares:

<input type="checkbox"/> the Independent Proxy, lic. iur. Peter Andreas Zahn, Attorney at Law, St. Jakobs-Strasse 7, P.O. Box, 4091 Basel, Switzerland, or any substitute Independent Proxy as may be designated in replacement of lic. iur. Peter Andreas Zahn by the Board of Directors. The votes of my/our shares represented by the Independent Proxy are to be cast in accordance with the motions of the Board of Directors in all instances, except to the extent I/we have given different instructions (whether individual instructions in respect of the motions published in the Invitation to the Annual General Meeting, or general instructions) on the Instruction Form.
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<input type="checkbox"/> the following shareholder or legal representative (<i>please indicate name and address</i>): Pursuant to the Swiss Federal Ordinance Against Excessive Compensation in Listed Companies, since January 1, 2014 voting representation by the Corporate Proxy and the Custody Proxy are no longer permitted. If Novartis AG or members of the Board of Directors or of the Executive Committee are appointed as proxies, the power of attorney will be delegated to the Independent Proxy. A shareholder of Novartis AG may only be represented at the Annual General Meeting by his or her legal representative, another shareholder with the right to vote or the Independent Proxy. Please note that family members who are not themselves shareholders cannot be appointed as proxies. This does not apply to family members acting as legal representatives.

A shareholder who has not ticked any of the above three boxes will receive a ticket of admission.

A proxy appointment is only acceptable and valid if this form is duly signed.

please do not detach



Date

Signature

Voting Instructions to the Independent Proxy

Please only fill in sections A and B if you would like to give the Independent Proxy specific instructions. If you give no individual instructions in respect of the motions published under the agenda items in the Invitation to the Annual General Meeting and/or no general instructions, the Independent Proxy will cast your votes in the respective resolutions in accordance with the motions of the Board of Directors.

A	Individual instructions in respect of the motions published under the agenda items in the Invitation to the Annual General Meeting (Agenda)	Yes	No	Abstention
1	Approval of the Operating and Financial Review of Novartis AG, the Financial Statements of Novartis AG and the Group Consolidated Financial Statements for the 2018 Financial Year If you wish to approve the motion of the Board of Directors, you should tick YES here.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2	Discharge from Liability of the Members of the Board of Directors and the Executive Committee If you wish to approve the motion of the Board of Directors, you should tick YES here.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3	Appropriation of Available Earnings of Novartis AG as per Balance Sheet and Declaration of Dividend If you wish to approve the motion of the Board of Directors, you should tick YES here.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4	Reduction of Share Capital If you wish to approve the motion of the Board of Directors, you should tick YES here.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5	Further Share Repurchase Program If you wish to approve the motion of the Board of Directors, you should tick YES here.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6	Special Distribution by Way of a Dividend in Kind to Effect the Spin-off of Alcon Inc. If you wish to approve the motion of the Board of Directors, you should tick YES here.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7	Votes on Compensation for the Members of the Board of Directors and the Executive Committee 7.1 Binding Vote on the Maximum Aggregate Amount of Compensation for Members of the Board of Directors from the 2019 Annual General Meeting to the 2020 Annual General Meeting 7.2 Binding Vote on the Maximum Aggregate Amount of Compensation for Members of the Executive Committee for the next Financial Year, i.e. 2020 7.3 Advisory Vote on the 2018 Compensation Report If you wish to approve the motions of the Board of Directors, you should tick YES each time here.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8	Re-elections of the Chairman and the Members of the Board of Directors, Election of a new Member of the Board of Directors 8.1 Re-election of Joerg Reinhardt, Ph.D., and re-election as Chairman of the Board of Directors (in a single vote) 8.2 Re-election of Nancy C. Andrews, M.D., Ph.D. If you wish to approve the motions of the Board of Directors, you should tick YES each time here.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

please do not detach

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A	Agenda (cont.)	Yes	No	Abstention
8	Re-elections of the Chairman and the Members of the Board of Directors, Election of a new Member of the Board of Directors (cont.) 8.3 Re-election of Ton Buechner 8.4 Re-election of Srikant Datar, Ph.D. 8.5 Re-election of Elizabeth Doherty 8.6 Re-election of Ann Fudge 8.7 Re-election of Frans van Houten 8.8 Re-election of Andreas von Planta, Ph.D. 8.9 Re-election of Charles L. Sawyers, M.D. 8.10 Re-election of Enrico Vanni, Ph.D. 8.11 Re-election of William T. Winters 8.12 Election of Patrice Bula If you wish to approve the motions of the Board of Directors, you should tick YES each time here.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9	Re-elections to the Compensation Committee, Election of a new Member to the Compensation Committee 9.1 Re-election of Srikant Datar, Ph.D., as member of the Compensation Committee 9.2 Re-election of Ann Fudge as member of the Compensation Committee 9.3 Re-election of Enrico Vanni, Ph.D., as member of the Compensation Committee 9.4 Re-election of William T. Winters as member of the Compensation Committee 9.5 Election of Patrice Bula as member of the Compensation Committee If you wish to approve the motions of the Board of Directors, you should tick YES each time here.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10	Re-election of the Statutory Auditor If you wish to approve the motion of the Board of Directors, you should tick YES here.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11	Re-election of the Independent Proxy If you wish to approve the motion of the Board of Directors, you should tick YES here.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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