



Global BD&L and M&A Contacts

Early stage: Research up to Proof-of Concept (Phase 2a)

Late stage: Post Proof of Concept (beyond Phase 2a)

Therapeutic Areas

Cardio-Metabolic

Early stage:

Avi Spier

*Head, Search & Evaluation
avi.spier@novartis.com*

Late stage:

Mireia Gomez

*Global Head, Search & Evaluation Cardio-Metabolic
pharmabdl.cm_se@novartis.com*

Hepatology

Early stage:

Avirup Bose

*Head, Search & Evaluation
avirup.bose@novartis.com*

Late stage:

Markus Kalousek

*Global Head, Search & Evaluation Pharma
pharmabdl.ihd_se@novartis.com*

Immunology & Dermatology

Early stage:

Axel Maibuecher

*Head, Search & Evaluation
axel.maibuecher@novartis.com*

Late stage:

Markus Kalousek

*Global Head, Search & Evaluation Pharma
pharmabdl.ihd_se@novartis.com*

Musculoskeletal Diseases

Early stage:

Dominic Ehrismann

*Head, Search & Evaluation
dominic.ehrismann@novartis.com*

Late stage:

Patrick Mueller

*Global Head, Search & Evaluation
Neuroscience
pharmabdl.msdl_se@novartis.com*

Neuroscience

Early stage:

Chi-Chi Zhu

*Head, Search & Evaluation
chi-chi.zhu@novartis.com*

Late stage:

Patrick Mueller

*Global Head, Search & Evaluation
Neuroscience
pharmabdl.ns_se@novartis.com*

Ophthalmology

Early stage:

Adam Feire

*Head, Search & Evaluation
adam.feire@novartis.com*

Late stage:

Dimitrios Lizos

*Global Head, Search & Evaluation
Ophthalmology
pharmabdl.opth_se@novartis.com*

Note: Early-stage includes all activities from research up to Proof-of-Concept (defined as Ph2a).

Renal / Nephrology

Early stage:

Cindy Hong

Associate Director, Search & Evaluation
cynthia.hong@novartis.com

Late stage:

Mireia Gomez

Global Head, Search & Evaluation Cardio-Metabolic
pharmabdl.cm_se@novartis.com

Respiratory

Early stage:

Dominic Ehrismann

Head, Search & Evaluation
dominic.ehrismann@novartis.com

Late stage:

Ken Shaw

Global Head, Search & Evaluation Respiratory
pharmabdl.resp_se@novartis.com

Oncology

Early stage:

Reza Mazhari

Head, Search & Evaluation
reza.mazhari@novartis.com

Late stage:

Sree Anumolu

Director, Oncology BD&L
sree.anumolu@novartis.com

Immuno-Oncology

Early stage:

Michael Woo

Head, Search & Evaluation
michael.woo@novartis.com

Late stage:

Sree Anumolu

Director, Oncology BD&L
sree.anumolu@novartis.com

Benign hematology

Early stage:

Avirup Bose

Head, Search & Evaluation
avirup.bose@novartis.com

Late stage:

Sree Anumolu

Director, Oncology BD&L
sree.anumolu@novartis.com

White spaces

Early stage:

Avirup Bose

Head, Search & Evaluation
avirup.bose@novartis.com

Late stage:

Troy Dale

New Products Head SPT, BD&L
pharmabdl.spt_se@novartis.com

Platforms and Technologies

Cell & Gene Therapy

Early stage:

Phil Gotwals

Global Head, Search & Evaluation
phil.gotwals@novartis.com

Late stage:

Sree Anumolu

Director, Oncology BD&L
sree.anumolu@novartis.com

Troy Dale

New Products Head SPT, BD&L
pharmabdl.spt_se@novartis.com

Note: Early-stage includes all activities from research up to Proof-of-Concept (defined as Ph2a).

Digital

Early stage:

Cindy Hong

Associate Director, Search & Evaluation
cynthia.hong@novartis.com

Late stage:

Jeremy Sohn

Global Head Digital Development and BD&L
jeremy.sohn@novartis.com

Precision Medicine – Diagnostic Technologies

Guy Greiveldinger

Head of Precision Medicine BD&L, Oncology
guy.greiveldinger@novartis.com

Biologics

Adam Feire

Head, Search & Evaluation
adam.feire@novartis.com

Chemistry & Chemical Biology

Avi Spier

Head, Search & Evaluation
avi.spier@novartis.com

Sandoz

Small Molecules & Generics

Ben Toogood

Global Head, Business Development &
Licensing Sandoz Small Molecules

business.development@sandoz.com

Biopharmaceuticals

Ulrich Osswald

Global Head, Business Development &
Licensing Sandoz Biopharmaceuticals

biopharmbusiness.development@sandoz.com

Other Divisions & Functions

M&A

Keren Haruvi

Global Head, M&A
keren.haruvi@novartis.com

Alliance Management

Knut Sturmhoefel

Global Head, Alliance Management
knut.sturmhoefel@novartis.com

Venture Investments

Marc Ceulemans

Head Capital Venture Fund Management,
BD&L
marc.ceulemans@novartis.com

Out-licensing and Divestments

Jean-Marc Sequier

Global Head, Divestment & Out-Licensing
jeanmarc.sequier@novartis.com

Early stage:

Reza Mazhari

Head, Search & Evaluation
reza.mazhari@novartis.com

Note: Early-stage includes all activities from research up to Proof-of-Concept (defined as Ph2a).