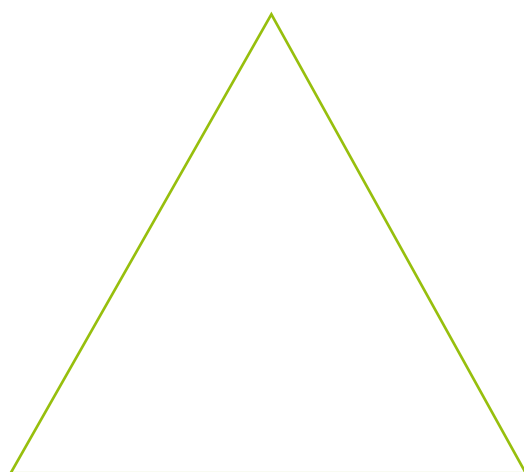


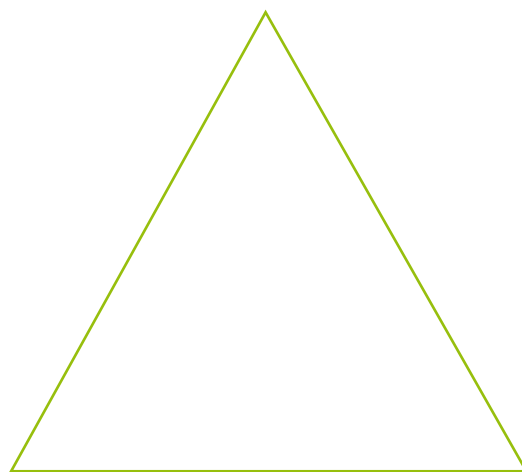


SANDOZ

A healthy decision



LOOK THROUGH OUR EYES



Sandoz sees a healthier world in which **EVERYONE** has access to the medicines they need, no matter who they are or where they live. We want to make that vision a reality.

We see far beyond the production of standard generic medicines and are leading the way in the development and production of differentiated generics, medicines that make a real difference in people's lives.

That is why choosing Sandoz is not just a healthy decision – it also offers you a chance to look into a mirror and see the whole world differently.

Why not take a look at the world the way we see it?

Our philosophy

To help make quality healthcare available to all

At Sandoz, we are steadfast in our commitment to continually increase patient access to high-quality, affordable medicines. Everything we do is aimed at easing the burden of illness and slowing the relentless increase in global healthcare costs. We thrive on the challenge of providing a better, healthier and more cost-effective future for everyone.

To think differently and deliver innovative solutions that make a true difference

At Sandoz, we think not just in terms of producing simple generic medicines using inexpensive production lines, but rather we look to develop innovative solutions that truly make a difference in patient lives. In so doing, we have established ourselves as leaders in developing differentiated products – from innovative drug delivery systems to highly complex “medicines of the future” such as biosimilars. It is this ability to think differently that furthers our quest to make a world of difference in patient healthcare.

People are our priority; we put your needs first, be you a patient, doctor, pharmacist, retailer, business partner or employee. We respect cultural, religious and social diversity and have trust in the competence and expertise of our employees, whom we empower and hold accountable for their goals and actions.

To consistently deliver high-quality products and services

Sandoz is dedicated to developing and producing high-quality medicines. We invest heavily in development, adhere rigorously to international quality standards, and have over 30 modern production plants across five continents. As a member of the Novartis group, we are known for our quality approach and for setting new standards within the generics industry – a reputation upon which we have developed a long history of trust with our customers.

To always be one step ahead

Our thinking and commitment to delivering the very best always keeps us one step ahead, as we all share in a passion to truly make a difference in patient healthcare. Our experience, work processes, flexibility and global network mean that we are able to anticipate and react quickly to market needs. Although we take on complex therapeutic challenges, our products are simple to use and patient-friendly.

Our customers trust us for our consistent and continuous delivery of high-quality, innovative and affordable healthcare solutions



Jann H.
London Docklands, England

Our profile

A world leader in the generics industry

We offer a broad portfolio of approximately 1 000 high-quality, affordable generic molecules, which range from standard generics to complex value-added products, across about 130 countries. Sandoz is one of the two largest and truly global generics companies, with leading positions across the largest pharmaceutical markets.

Our broad range of generics covers all major therapeutic areas and our key product groups include cardiovascular medicines, treatments for central nervous system disorders, gastrointestinal medicines, oncology and respiratory therapies, as well as medications for blood and blood forming organ disorders. We are also a leading global provider of essential anti-infectives, predominantly antibiotics, with a proud track record dating back to the invention of oral penicillin in 1951.

Leading the way in differentiated generics

Sandoz stands out from the competition through its ability to develop and produce complex differentiated products. This differentiated portfolio, which goes well beyond standard generics, is the result of clearly focusing on and understanding our customers – but also even more importantly, anticipating their evolving needs. Our broad portfolio ranges from advanced application forms such as oral solids, through progressively more complex technologies such as transdermal patches, complex injectables and inhalers.



Maasai tribesman
Kenya, Africa



Bartek B.
Warsaw, Poland

The pioneer and global leader in biosimilars

Sandoz was the first company to successfully develop and market biosimilars, making it both the pioneer and global leader in the field, with three products now marketed in the European Union (EU) and elsewhere. Biosimilars are follow-on versions of existing biopharmaceuticals, highly complex medicines whose development requires considerable biotechnological expertise and financial investment. These products are approved on the basis that they have demonstrated comparability to their reference product in terms of quality, safety and efficacy.

In 2006, Sandoz received EU market approval for the world's first biosimilar, human growth hormone Omnitrope®, which was subsequently introduced in markets including the US, Canada and Japan. EU approval for the first complex – glycosylated – biosimilar (anemia medicine Binocrit®/Epoetin alfa Hexal®) followed in 2007, and for its third biosimilar (neutropenia medication Zarzio®/Filgrastim Hexal®) in 2009.

Future value-added healthcare solutions

Sandoz has decades of experience in biotechnology, a global development and production network, and an unrivalled reputation for quality, whose roots date back as early as 1886. We merged with Ciba-Geigy in 1996, another company with a well-established reputation for developing high quality innovative pharmaceutical and diagnostic products, to form the Novartis Group.

Since then, we have not only 'recreated' the Sandoz brand, but have strengthened our global platform and leadership position through both substantial organic growth, and acquisitions of some highly respected companies. As a result, Sandoz today offers a comprehensive, global portfolio of both standard and value-added generic medicines, focusing on three key pillars of its differentiation strategy – biosimilars, complex injectables and respiratory drugs.



Markus B.
Sandoz Biopharmaceuticals laboratory, Schaftlarn, Austria

Our global reach

Being global means making a world of difference

Sandoz employs more than 23 000 people in about 130 countries. We have over 10 major global development centers, and a worldwide network of more than 30 manufacturing sites across Europe, the Americas, Asia and Africa.

This global presence is fundamental to our position as a leader in both standard and differentiated generics, and our pioneering role in biosimilars. It has enabled us to ensure simplicity and efficiency, and to achieve economies of scale that keep our products affordable, while freeing up resources for the discovery of new, innovative medicines.

A broad global presence, but a local approach, close to customers

While we adopt a global perspective to create synergies and greater value for our patients and stakeholders, we also believe that a local approach is instrumental to delivering them. Sandoz is close to patients, doctors and business partners everywhere, and our medicines are now accessible for more than 90% of the world's population. We are a truly global company with a global vision of the future, yet recognize that generic markets worldwide are incredibly diverse. Recognizing this, we give our subsidiaries the entrepreneurial freedom required to effectively respond to local sensitivities and patient needs.



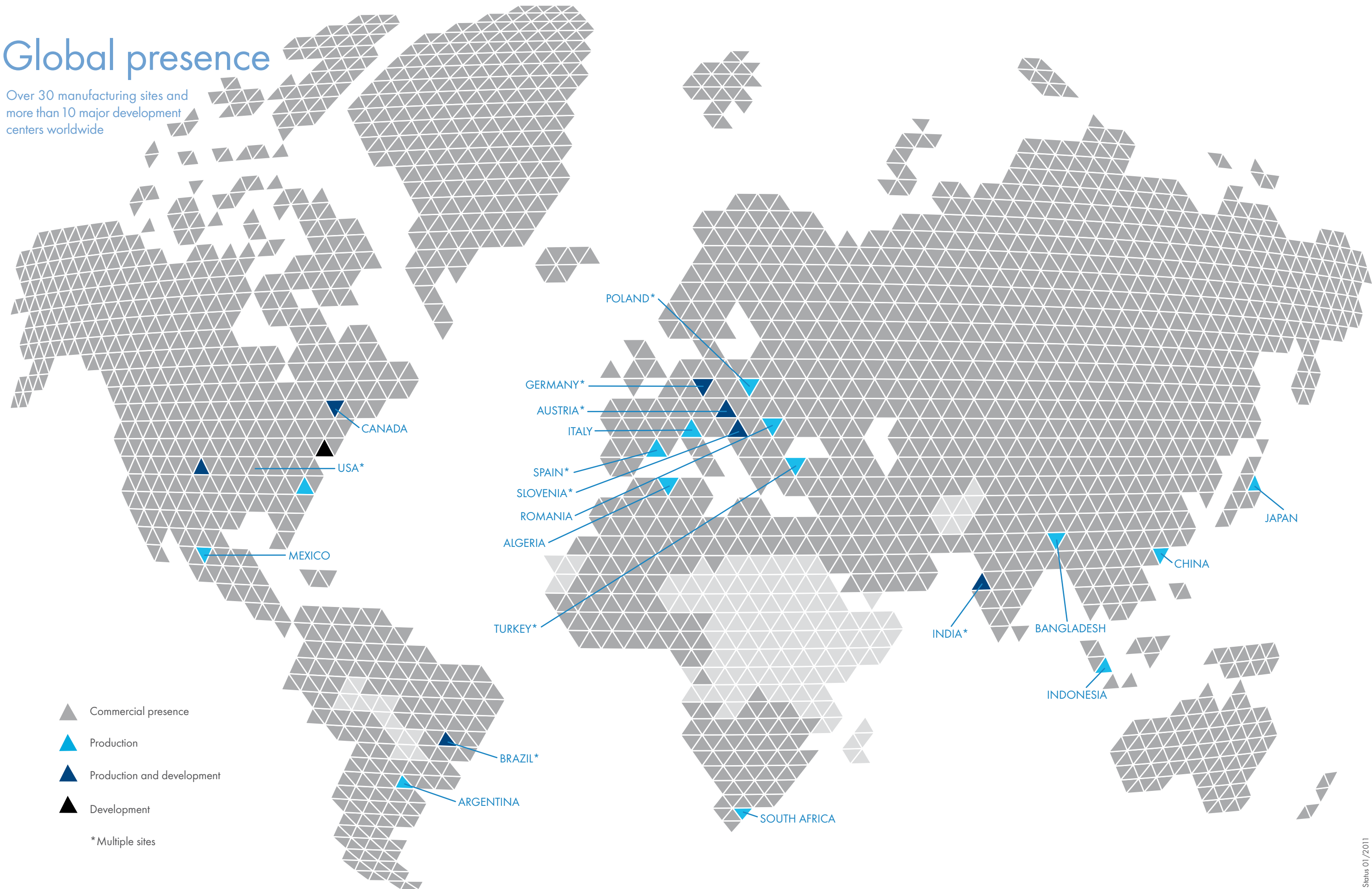
Rosa A.
San Pedro, Mexico







Bart D.
New York, America

Global presence

Over 30 manufacturing sites and more than 10 major development centers worldwide



-  Commercial presence
-  Production
-  Production and development
-  Development

* Multiple sites

Our social conscience

Sandoz strives to always be responsible when it comes to our employees and our communities, as people are our top priority. This priority extends beyond our work as a pharmaceutical company and includes our responsibility as a corporate citizen.

Social responsibility

For us, social commitment and practical help are valuable contributions towards a better world. We firmly believe that, as a pharmaceutical manufacturer, we perform a valuable role in society, both through the high-quality, affordable medicines that we produce, and through our ethical conduct as an organization. By doing so, we maintain and build on our reputation as a company that people trust and help lay the foundations of our own future success.

The Sandoz commitment to Corporate Citizenship

As a trusted member of the Novartis family, we are proud of our commitment to the four pillars on which Novartis Corporate Citizenship rests: patients, business conduct, people and communities, and HSE (health, safety and environment). We strive to promote responsible corporate management in all economic, social and environmental areas – and to do so worldwide, for all our business areas and partners. Here's how:

Fair employment conditions

We guarantee fair employment conditions for all our staff.

Environmental protection

We are committed to protecting the environment by considering the impact of all our activities.

A world free of tuberculosis

We have taken up the challenge of eradicating tuberculosis (TB). We are researching new, life-saving treatments for TB; regularly donate gold-standard anti-TB formulations to the World Health Organization; have combined with patients and the public in India in a campaign to reduce TB; and have organised meetings with healthcare professionals to discuss the resurgence of TB in Europe.

Direct aid

We regularly provide prompt direct aid in the event of natural disasters or other emergency situations throughout the world.

Supporting local communities

Our commitment to improving the lives of others reaches out beyond the boundaries of our company to the local communities and societies in which we live and work. Our global group of companies also act on their own initiative to support local charitable projects in the areas of medicine and health.

Some examples of our worldwide activities include:

- As part of the annual Novartis Community Partnership Day, every employee is given the time to volunteer for a local community project.
- In Germany, we are helping to increase public understanding of Down's Syndrome, promote the rights of those affected, and support their integration into society.
- In India, we are providing funding to support charitable projects to improve the lives of disadvantaged women and children in the slum districts of New Bombay.

Our principles of corporate citizenship are an integral part of how we work and are fundamental to our success.



Maasai Village children
Kenia, Africa

Our people

Jahanzeb K.Khan,
Marketing (Pakistan)

"Working at Sandoz is exciting and helps you dream about the future."

Altug Kantar,
Sales Force Effectiveness Manager (Turkey)

"I like the flexibility and ability to take fast actions in this quickly changing environment. Open communication is encouraged and all ideas and suggestions are taken into consideration in Sandoz."



Manuela S.
Laboratory, Kundl, Austria



Markus B., Maria D.
Biopharmaceuticals laboratory, Schaffhausen, Austria

Ewa Osowicka,
Head FRA (Poland)

"Working for Sandoz is an exciting experience: nothing is quite the same as yesterday. You can actually influence things, be a part of the change. It is truly rewarding, with many great people around..."

Danijel Gombač
Team Manager at the EU Competence Centre in Quality Control,
(Slovenia)

"If I would need to point out only one aspect of our company, then it would be the awareness of every one of us, why his or her work is important. Exactly because of that, the work is done with optimal use of time and energy."

Maria Concetta Siciliano,
Medical Representative (Italy)

"I'm proud to be a Sandoz collaborator confident that doctors know, as me, the quality level of our products and the integrity of the company."

Anja Zeus,
Head Business Transformation (Germany)

"Sandoz offers an interesting working environment, where you can achieve a lot in a very pragmatic way, if there is a clear benefit for the company. In a constantly changing environment the only constant is change. That's why it never gets boring."

Bernhard Achleitner,
Manager Business Strategy (Austria)

"Open communication between employees within Novartis brings people together across functions and divisions. That helps to solve problems, develop and drive new business. I am proud to be a part of Sandoz."

Octavio Parra,
BPA Head LatAm (USA)

"Sandoz allowed me to grow both personally and professionally by giving me the chance to learn from a very diverse and highly professional group. I am proud to be part of this company."

Rie Oya,
Human Resources & Communications Associate (Japan)

"I like the positive attitude of Sandoz. I can try a bunch of different things. There are a lot of opportunities for professional growth."

Dorothy Cruz,
Manager, Medicaid and Government Pricing (USA)

"I really enjoy working for Sandoz, the challenges, knowing we are doing something for people by providing good generic alternatives, that we are successful, and that we all work as a team, more like a family. It feels good to come in and contribute. All challenges are attainable when the team is of one mind-set and no challenge is insurmountable."



Associates at Headquarters
Holzkirchen, Germany

A healthy decision

Sandoz thinks differently

We go beyond traditional generic products, finding pragmatic and innovative ways to make affordable medicines available to everyone, everywhere. We lead the way in the development and production of differentiated generics and are the pioneer and global leader in biosimilars. With our strong global network, our portfolio of approximately 1 000 molecules is already available to more than 90% of the world's population.

We combine high quality with a focus on individual needs. Everything we do is aimed at developing medicines that ease the burden of illness and broaden global access to affordable healthcare, raising the bar for the competition.

However, we also believe that playing a valuable role in society goes one step further. It also involves responsible corporate management across the economic, social and environmental arenas. Sandoz has become known, quite simply, as a name you can trust and rely on. Our reputation is our biggest asset and we treat it accordingly.

Choosing Sandoz is not just a healthy decision for you – it offers you the chance see the whole world differently.

Thang V
Hanoi, Vietnam



We thank everyone around the world who contributed to the development of this brochure and new photography, which helps capture our commitment to the health and wellbeing of people worldwide.

We would also like to thank the team of photographers whose pictures have helped bring this commitment so vividly to life.



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a Novartis company