

Sandoz

Sandoz, the generic pharmaceuticals division of Novartis, is a global leader in the rapidly growing generics industry.

Competitive advantage in differentiated products

Sandoz is focused on increasing global access to affordable health-care by developing, producing and marketing a broad portfolio of high-quality and cost-effective medicines not protected by valid and enforceable patents, along with pharmaceutical and biotechnological active substances. Combined with a comprehensive global development and production network and a commercial presence in 130 countries, Sandoz medicines are available to about 90% of the world's population. Sandoz derives competitive advantage from its expertise in differentiated products, ranging from complex generics to follow-on biopharmaceuticals (biosimilars), and from its extensive global presence.

Sandoz plays an increasingly important role in the overall Novartis strategy of offering a complete range of medicines to patients, physicians and healthcare providers worldwide. Novartis pioneered the strategy of establishing leadership positions in both patented prescription medicines and generic pharmaceuticals. High-quality generic medicines free up additional funds for the discovery of new, innovative medicines.

Novartis: the only major company with leadership positions in patented and generic pharmaceuticals

Strong growth, focus on customer needs

In May 2003, Novartis united 14 generics companies worldwide under the Sandoz brand to increase recognition among healthcare providers. Today, Sandoz is the second-largest generics company based on annual sales. Following the acquisition of Slovenia-based Lek in 2002, plus Canada's Sabex and Denmark's Durascan in 2004, Novartis acquired two leading global generics companies in 2005 – privately held Hexal of Germany and US company Eon Labs. In 2009, Sandoz purchased Austria-based EBEWE Pharma for USD 1.3 billion, further strengthening its portfolio of complex injectable medicines with the creation of a global center of excellence for generic oncology injectables.

Second-largest generic pharmaceuticals company globally

Sandoz offers patients and payors a broad range of approximately 1 000 generic compounds worldwide. The division develops and manufactures medicines not protected by valid and enforceable patents into finished dosage forms and sells them to wholesalers, pharmacies, hospitals and other healthcare outlets. Sandoz is also active in anti-infectives, biopharmaceuticals and oncology injectables.

Approximately 1 000 generic compounds

Specializing in differentiated products

Sandoz stands out from the competition through its ability to develop and produce complex differentiated products. Its broad portfolio ranges from advanced application forms such as oral solids to complex technologies, such as injectables, biosimilars, inhalers, transdermal patches, and implants.

Broad portfolio of differentiated products

The high level of Sandoz know-how in complex, differentiated generic products is based on decades of experience, beginning with anti-infectives. The wide range of products covers all stages of the production process, from basic molecules to finished medicines.

The pioneer of the emerging biosimilars market

This experience also paved the way for Sandoz to become a biotechnological competence center within Novartis, and positioned it to play the role of pioneer and global leader in the emerging biosimilars market. Following the precedent-setting 2006 launch of human growth hormone *Omnitrope*, Sandoz launched the anemia medicine *Binocrit/epoetin alfa Hexal* in 2007, and *Zarzio/filgrastim Hexal* for neutropenia in 2009, both in the EU. Sandoz is the only company with three biosimilars on the market. It also has an unrivalled biosimilar pipeline, comprising numerous projects at all stages of development.

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