

## Who We Are

We are a global leader in generic and biosimilar medicines, committed to playing a leading role in driving access to medicine worldwide.



In this section

### **Our Purpose and Ambition** →

At Sandoz, we discover new ways to improve and extend people's lives and pioneer novel approaches to help people around the world access high-quality medicine.

### **Innovation, Quality and Supply** →

We have a long history of innovating to increase access to high-quality, affordable medicines to millions of patients around the world.

### **Sandoz Leadership** →

Sandoz is led by a diverse team with extensive experience in the generic pharmaceutical and biopharmaceutical industry.

### **The Sandoz Brand** →

The Sandoz brand is a seal of quality, and healthcare professionals around the world trust it as a symbol of high-quality, affordable medications.

### **Our Commitment to Patients and Caregivers** →

We recognize the importance of patients and caregivers understanding what they can expect from us.

# What We Do

At Sandoz, we discover new ways to improve and extend people's lives. We pioneer novel approaches to help people around the world access high-quality medicine. To achieve this, we pursue an integrated access strategy that focuses our work on improving access to medicines, access to medical information and access to medical capacity building, which includes efforts to provide and support appropriate training for healthcare professionals. In 2019, our products reached well over 500 million patients worldwide.

*At least 400 million people worldwide cannot access essential health services and more than 2 billion still cannot afford to buy the medicines they need.*

In addition to the global #1 ranking in biosimilars, generic antibiotics and generic oncology medicines, Sandoz holds leading positions in areas ranging from generic cardiovascular, central nervous system (CNS), pain and ophthalmology to respiratory and hormonal therapeutics. Our broad portfolio is backed by a range of state-of-the-art technologies, formulations and devices, including prolonged-release and multiple-unit tablets, creams and gels, orodispersible films, transdermal patches, lyophilized products, implants and inhalers. We have strong scientific roots that have driven many medical innovations, from the first oral penicillin in 1951 to the first biosimilars in Europe and the US; new delivery technologies (e.g. our Fentanyl patch technology) offer genuine improvements over alternative market offerings. We go beyond providing standard products and add value to the healthcare system through a range of support services and value-added medicines including combination formulations.

Increasing access to medicine is the basis of our day-to-day business model, but we also run a range of targeted corporate responsibility programs to ensure access for those most in need. These programs aim to address specific health needs in underprivileged communities, promote access to medical information and help build capacity.

## Partnerships and Collaborations

### Business to Business (B2B)

Sandoz is committed to pioneering novel approaches to help people around the world access high-quality medicine. In line with this goal, Sandoz partners with select pharmaceutical companies to provide access to finished products and active ingredients manufactured across the global Novartis Technical Operations network.

Our customers have access to a broad portfolio of products and API's manufactured to Novartis standards from an extensive range of therapeutic areas and drug delivery mechanisms.

In addition to high-quality finished products and raw materials, partners are offered operational and technical support to achieve a reliable and easily integrated supply service.

If you would like to discuss partnering opportunities, you can get in touch with us at various industry events.

### Biotech Cooperations

Sandoz is a world leading manufacturer of biotechnological products. Our expertise stems from decades of experience in this complex field, particularly in the production of intermediates for third parties. Early successes were marked by the production of the first-ever oral penicillin in 1951 (anti-infectives), and one of the first recombinant proteins, an interferon, in 1980 (biopharmaceuticals).

Over the years, our role has evolved from simply a contract manufacturer to a full-service provider, i.e. providing solutions for all steps in the value chain of a project through to building strong relationships with our partners. Underlying this role is trust – trust in the shared values of a global company, trust in the innovative solutions we provide, and trust in the quality of our products and services on the back of our long history and industry know-how.

Sandoz has traditionally been among the leading specialists in microbial fermentation of classic and recombinant microorganisms. Our comprehensive know-how is based on several decades of experience in the fields of classical microbial products and recombinant microbial production at a commercial scale. In 2004, we successfully extended our production technology into the field of mammalian cell culture.

Today, we are a fully integrated manufacturer of recombinant products. We provide customized solutions for our partners that span the entire value chain, from development to production and fill and finish to customers. The flexibility in production capabilities to fully integrated services offers a variety of options when it comes to scaling different phases of development and commercial manufacturing, furthering the cost advantage to customers.

Sandoz is currently engaged in biotech cooperations with a number of leading organizations and continuously looks to extend its number of partnerships in the future. This strong experience combined with a successful track record of accomplishments and state-of-the-art plants, offers a unique opportunity to partners interested in pursuing manufacturing cooperations.

## Contact Us

At Sandoz, we value your feedback as we are committed to continuously improving our products and services and providing greater value to our patients, customers and other stakeholders.

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