Reimagining Medicine
SEO London Summer Internship Programme
Our mission and vision for sustainable growth

**Mission**

Discover new ways to improve and extend people’s lives

- Using science-based innovation
- Delivering breakthrough treatments to as many people as possible
- Aim to provide shareholder return

**Vision**

Be a trusted leader in changing the practice of medicine
Our innovation engine sustains an industry-leading pipeline

$8.9B
Invested in research and development

200+
R&D projects underway

23,000
People working in research and development worldwide

20
Major regulatory approvals (US, EU and Japan) in 2015
Novartis is one of the world’s largest companies...

<table>
<thead>
<tr>
<th>2015</th>
<th>USD Billion</th>
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<tbody>
<tr>
<td>Net Sales</td>
<td>49.4</td>
</tr>
<tr>
<td>Net Income</td>
<td>17.8</td>
</tr>
<tr>
<td>People (FTEs)</td>
<td>118,700</td>
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Sales By Region

- Europe: 33%
- US: 37%
- Latin America: 9%
- Asia/Africa/Australasia: 21%
...with industry-leading businesses in growing areas of healthcare...

- Innovative medicines
  - Novartis Oncology
  - Novartis Pharmaceuticals
- Generics & biosimilars
  - Sandoz
- Eye care devices
  - Alcon

- Research
- Development
- Manufacturing
- Business Services
...and a talented, diverse workforce

118,700 people worldwide

Our workforce includes people of 144 nationalities

Our culture is defined by clear values: Innovation, quality, collaboration, performance, courage, and integrity
A golden age for medical science

Accelerating Innovation

+64%

The US approved an average of 36 new drug molecules a year in 2011-2015, vs 22 in 2006-2010

Growing Populations

+1Bn by 2030

About 8.5 billion people are expected to inhabit the planet by the year 2030

Rapid Aging

+500m over 60 by 2030

About 1.4 billion people worldwide are projected to be 60 or older by the year 2030, fueling a rise in chronic illness

Increasing Healthcare Demand

13T by 2025

If growth trends continue, global healthcare outlays could rise 70% by 2025 to USD 13 trillion
Our achievements are gaining global recognition

#2 pharmaceutical company in Fortune's World's Most Admired Companies

#4 In the Access to Medicine Foundation's Access to Medicine Index

2x Named as a Thomson Reuters Top 100 Global Innovator 2014 and 2015

#1 US company for diversity and inclusion, 2014 and 2015
Our problem to solve

In an every changing and demanding environment, how do we, together, bring **innovative** health solutions to **patients** in a way that is **financially sustainable** for society and for Novartis?

1. Gain a much deeper **understanding** of patient needs, well beyond the pill
2. **Partner** with the other stakeholders for better health
3. **Courage** to focus, **courage** to experiment, **courage** to take risks
Broad Finance function at Novartis providing unique learning & development

Providing broad learning & development opportunities:
- Across Divisions with differing business model
- Across functions such as Commercial, Production, Development, BD&L etc.
- At headquarters and in-country opportunities globally

Novartis Finance

- M&A
- BD&L
- Novartis Venture Fund

Business Planning & Analysis

Accounting and Reporting

- Tax
- Treasury
- Investor Relations
Finance Intern Roles at Novartis

Business Planning & Analysis (BPA)

We contribute to the achievement of Novartis’ mission by providing financial expertise. We pro-actively plan and monitor our targets and accomplishments. We add value by supporting management with resource allocation and assessing business cases.

Financial Reporting & Accounting (FRA)

Our purpose is to deliver timely, accurate and transparent financial information to Novartis Group’s internal senior management and external stakeholders.

Finance Service Center (FSC)

Our Finance Service Center is responsible for accounting & reporting services across Novartis units and divisions in Switzerland (excluding Alcon). We provide an end-to-end service portfolio with integrated solutions.
SEO Internship Programme

• A unique opportunity to get firsthand experience of what it is like to work in the Pharmaceutical Industry, both delivering meaningful work and learning from industry leading professionals.

• Programme focuses on hands on learning, training, and networking opportunities. Interns have an opportunity to learn by getting involved in real projects which make a difference in the company.

• Various opportunities in across the Novartis Finance Organisation including: Pharma (Basel) Oncology (Basel) Group Business Planning and Analysis (Basel) Sandoz (Holz) etc.

• Gain international working experience in an ever globalizing world and for those in Switzerland an opportunity to work in the renowned Novartis Campus: http://campus.novartis.com/

• Former SEO Interns have successfully secured competitive full time roles within Novartis at various geographical locations e.g. Switzerland, Japan, Ireland etc.
Profiles of Former SEO Interns (1)

Pobilo Timbo, Senior Auditor, Internal Audit Western Europe

**Joined Novartis:** Intern, 2012, full-time as of 2012  
**Studied:** BSc (Hons) Financial Computing, Brunel University, West London  
**Interests:** Sports, travelling, reading, coaching  
**Hometown:** London, UK

"In just a few years, I've achieved a lot more at Novartis than I could have ever imagined. I've learnt invaluable career and life lessons from the network I have established. With the right attitude the working opportunities at Novartis are endless."

**Role**  
I provide objective assurance on the processes and internal controls across various subjects in different areas of the organization.

**Challenges**  
Keeping up with how the constant changes in the company and industry impacts our strategy, people and processes

**Best part of my job**  
Business partnering! I have the luxury of working very closely with senior management based in Basel and other countries on assessing where performance is strong and where standards need to improve. I take a lot of pride in helping leaders and teams understand gaps and their root causes as well as where they can learn and take appropriate action.

**Future prospects**  
To learn, lead and give back. I look forward to building on my current experiences, gaining more exposure from a geographical and functional standpoint in order to continue growing and cultivating my skills.

**Something interesting about me**  
I'm a Black Belt UK National Champion in martial arts.

Sandhu, Rupreet, Global BPA Manager, Financial Planning

**Joined Novartis:** Intern 2013  
**Studied:** Economics and Economic History, University of York  
**Interests:** I like to try new things. One of the scariest things I have done is skydiving and one of the most enjoyable was scuba-diving.  
**Hometown:** Birmingham, UK

"I have always been inspired by the pharmaceutical industry. It's an industry which is dedicated to helping solve the healthcare problems people face on a daily basis. Within the Industry Novartis particularly stood out to me because of their global footprint and focus on innovation."

**Experience so far**

The experience has been a compelling adventure. I joined Novartis Vaccines full time in July 2014, just after the announcement that the business would be split up and divested. As a BPA, my role involved various ad-hoc divestment and integration-related exercises, which was very exciting. Following on from the divestment of Novartis Vaccines to GSK, I moved over to GSK for a short period as a Project Manager supporting the Novartis integration. In March 2016, I rejoined Novartis in Global BPA Pharma. Given all of the recent changes, the experience has continued to be stimulating. I have been pushed outside of my comfort zone on a daily basis and feel that I have developed both personally and professionally.

**Best part of my job**  
Being in a dynamic environment and surrounded by bright, dedicated professionals

**Something interesting about me**  
I completed the Basel Marathon.
Profiles of Former SEO Interns (2)

Chand Mehta, Sales & Strategic Marketing Associate, Alcon EMEA Surgical Franchise

Joined Novartis Intern 2012, full-time as of 2014

Studied: Economics and Management BA, Oxford University
Development Studies (India) MSc, Oxford University

Interests: Rock climbing, skiing, trekking, travel

Hometown: London, UK

Most young graduates are faced with 'post-university blues.' At Novartis, this is soon overcome. The last few years have been a whirlwind experience and presented the opportunity to work across different Novartis divisions, functions and locations. I could not have asked for a better learning experience.

Role

As the strategic partner to the Head of Marketing and Product Managers, I am responsible for driving sales and marketing activities within the region. The role focuses on analyzing historical financial performance and takes a long-term strategic view regarding the Alcon portfolio and new product launches. I am therefore the key Marketing point of contact with the Finance, SFE and Pricing teams at global, regional and country levels as well as with external consultants.

Challenges

My biggest challenge has been working in two regional roles (previously Junior BPA), without any prior knowledge or training, in teams with a wealth of industry knowledge and experience. Learning by doing, however, is the best way to grow and develop.

Best part of my job

Collaborating with different functions on new product launches – this provides a holistic view of the business as Commercial, Finance, Medical Affairs and Legal are all stakeholders.

Most memorable work moment

Earlier this year I was invited to Alcon’s annual EMEA Congress – ESCRS (European Society of Cataract and Refractive Surgeons) in Copenhagen. This is where we exhibit our portfolio, demonstrate new products and engage with key opinion leaders and where customers come to us. There were over 14,000 healthcare professionals there, and to say it was eye-opening is an understatement.

Something interesting about me

I have travelled to 44 countries and counting.

Future prospects

Engage with Novartis Access, Malaria Initiative and mentoring programs and give back.

Almas Ghafoor, Business Planning Manager, Novartis Social Business

Joined Novartis Intern 2014

Studied: BSc (Hons) Mathematics with Finance and Economics, City University London

Hometown: Luton, UK

Role

All things related to Profit & Loss (P&L) in Novartis Social Business. Primary responsibility in scope of Malaria Initiative (since July 2015) but also supporting newly formed Novartis Access (portfolio-approach access program) and Group Social Business to follow from January 2017.

Challenges

As the only Malaria Initiative BPA, support, my H1 2016 started heavy, with scenario-based modeling for a pricing review and a strategic review and Pharma StratPlan alongside regular business activity – a great opportunity to learn and prioritize.

H2 2016 saw me driving the Malaria Initiative budget process for 2017 whilst the business transitioned from Pharma to Bando as part of the mature brand transfer and simultaneously merged with an existing business to form a new umbrella organization, Novartis Social Business. Adapting to new division processes for bidon/strategic aggregate forecasts whilst undergoing the transition which brought a substantial amount of analysis, tight-timescale requests and hurdles of its own and adjusting to a very different and challenging budget process offered a steep learning curve, but I can safely say that looking back I somehow enjoyed it!

Best part of my job

Firstly, the team. It’s great to be able to come to work knowing you’re surrounded with smart, experienced and open people that are a real pleasure to work with and learn from.

One aspect I really enjoy is having full P&L visibility (public and private sector) and working closely with the demand planning/commercial team as it gives me a solid understanding of key margin drivers and an overall appreciation of a fully functioning business in its entirety.

We operate in a fascinating but challenging business environment in the Malaria Initiative (market share decline, price erosion, patent expiration, delayed pipeline compound, etc.), being involved in key business decisions and strategic direction (volume discount to retain customers, pricing offers in case of potential write-offs, etc.) definitely keeps me on my toes.

Future prospects

Novartis Social Business is a growing area with other initiatives planned for the portfolio so I’m definitely excited to see where that will go and how I can learn from the very different business models. Having worked in both Pharma and Bando now, I’m looking forward to continued learning within Bando and a more focused and concerted effort to develop my career path within Novartis generally.

Something interesting about me

I started my studies in medical school before realizing I was on the wrong side of the Industry!
This is NOVARTIS

We aspire to change the practice of medicine... Medicine in 2025?
- Controlling Cancers
- Fixing Genes
- Microbiome interventions
- Reversing Aging

We aspire to become the most admired healthcare company...

... on the solid foundation of our commitments to patients

- Science-based innovation
- To deliver better patient outcomes
- In growing areas of healthcare

SEO London Summer Internship Presentation 2017