

Sandoz

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

Sandoz develops, produces and markets a broad portfolio of high-quality and cost-effective medicines no longer protected by patents, as well as pharmaceutical and biotechnological active substances. With a comprehensive global development and production network and a commercial presence in 130 countries, Sandoz makes affordable medicines available to patients worldwide and contributes to the stability of healthcare systems. The division derives competitive advantage from its expertise in difficult-to-make products, ranging from complex formulations such as oral solids through implants and patches to biosimilars (follow-on versions of existing biotechnology medicines).

Competitive advantage in difficult-to-make products

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 is the only major pharmaceutical company with leadership positions in both patented prescription medicines and generic pharmaceuticals. High-quality generic medicines free up additional funds for the discovery and development of new, innovative medicines.

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

Strong growth, focus on customer needs

In May 2003, Novartis united 14 generics operating units worldwide under the historic Sandoz brand to increase recognition among healthcare providers. Today, Sandoz is the second-largest generics company in the world, based on annual sales. Following the acquisition of Slovenia-based Lek in 2002, and Sabex (Canada) and Durascan (Denmark) in 2004, Novartis acquired two leading global generics companies in 2005: privately held Hexal of Germany and Eon Labs, a US company.

Second-largest generic pharmaceuticals company globally

The generic pharmaceuticals market is characterized by a growing demand for high-quality pharmaceuticals that can be produced at reduced cost due to lower investments in research and development. Sandoz offers more than 950 generic compounds in more than 5 000 forms worldwide. Retail Generics develops and manufactures off-patent medicines in finished dosage forms and sells them to wholesalers, pharmacies, hospitals and other healthcare outlets. Sandoz also focuses on anti-infectives and biopharmaceuticals.

More than 950 generic compounds

Specializing in difficult-to-make products

Sandoz differentiates itself largely through the ability to develop and produce difficult-to-make products. Its broad portfolio ranges from advanced formulations and complex technologies such as inhalers and injectables, to transdermal patches, implants and biosimilars.

Broad portfolio of difficult-to-make products

The high level of Sandoz expertise in anti-infectives is based on decades of experience, particularly in producing intermediates. The wide range of Sandoz products covers all stages of the production process, from basic molecules to finished medicines. Specialized experience in fermentation-related techniques has paved the way for Sandoz to become a biotechnology competence center in Novartis, and positioned it as the pioneer in the emerging biosimilars market.

The pioneer of 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 the European Union in 2007. Sandoz Biopharmaceuticals has emerged as a leader in biosimilars, with two marketed medicines, a third medicine having received a positive opinion from the European Union's CHMP, and a pipeline of two dozen projects at various stages of development.

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