

Biosimilars: New horizons in affordable healthcare

 Pioneering the future

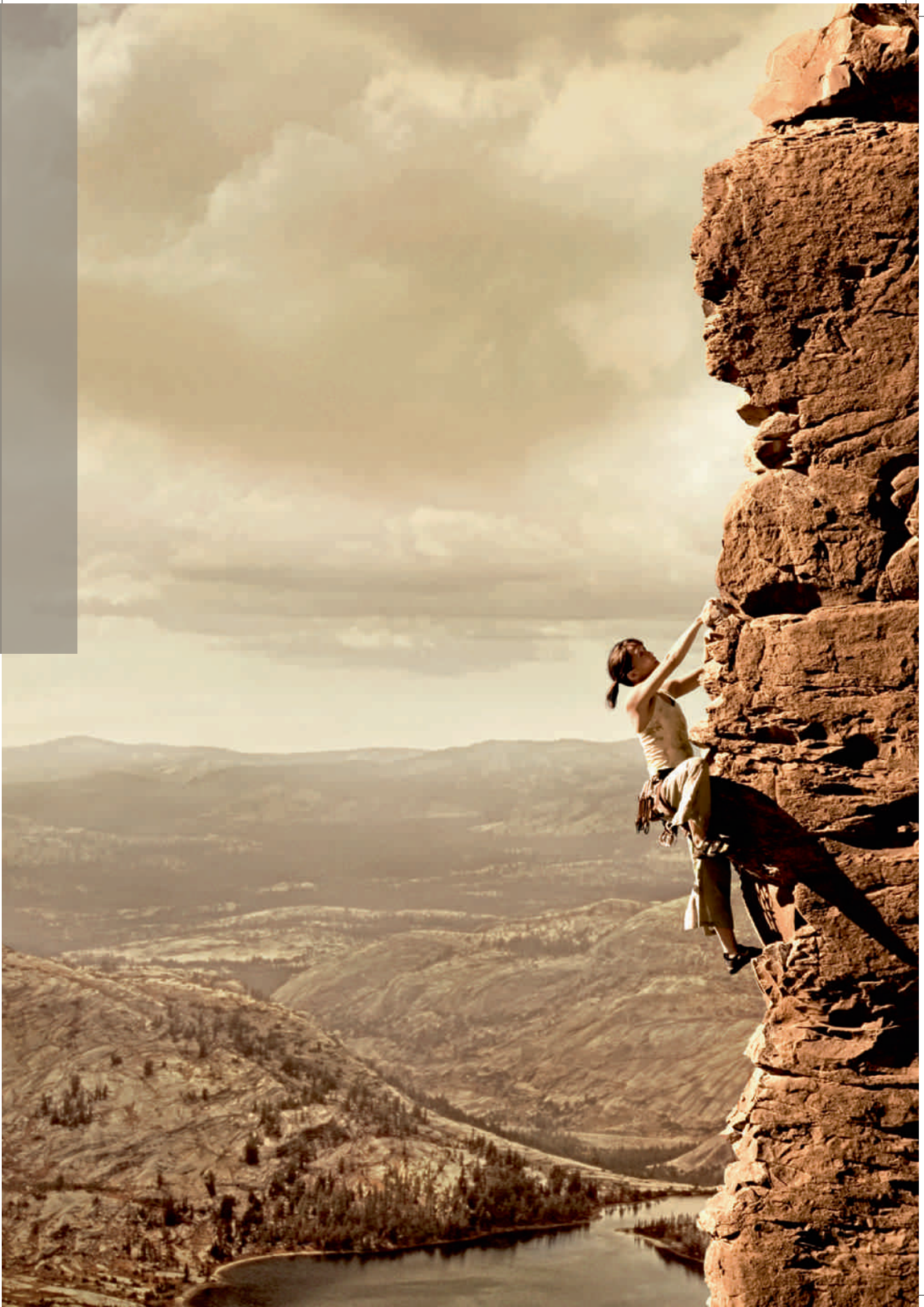
Our Vision is to dramatically increase worldwide patient access to essential, high quality biopharmaceuticals

At Sandoz Biopharmaceuticals, we are reaching new heights in patient access.

As part of Sandoz, we believe everyone should have access to the medicines they need, no matter who they are or where they live.

As part of Novartis, our goal is to address unmet medical needs. The world desperately needs new, innovative medicines. However, as healthcare budgets continue to escalate, it also needs to make existing ones more accessible – particularly state-of-the-art biopharmaceuticals.

For many people today, access to medicine is also an unmet need.





Biologics are revolutionizing medicine, but their growing cost limits patient access

Biologics, or biopharmaceuticals, are complex molecules (many are proteins) produced from living organisms rather than by chemical synthesis. They can address previously unmet medical needs by binding to specific targets within the body in ways that more traditional medicines cannot. These “cutting edge” treatments offer real hope for patients suffering from diseases including cancer and rheumatoid arthritis.

By 2016, eight of the top 10 drugs worldwide are projected to be biologics. However, ever-increasing demand also drives costs steadily higher. Biologics can typically cost more than 20 times as much as standard small-molecule drugs, often in the tens of thousands of dollars per year. As a result, many of those who need them most are – or risk being – denied access by payors. So long as competition is limited, this trend will continue.

High-quality biosimilars, pioneered by Sandoz, are making biologics more affordable

Fortunately, there is a solution. By 2015, biologics with an estimated sales value of more than USD 60 billion are due to lose patent protection, rising to over USD 100 billion by 2020. And – thanks in part to Sandoz – there is now a good chance that many of them will face real and meaningful competition.

Biosimilars, follow-on versions of existing biologics approved by a recognized regulatory pathway, are already a reality in many markets worldwide; Sandoz, which has pioneered the introduction of these important new medicines, now has three marketed products in Europe and elsewhere. The introduction of biosimilars, which are approved on the basis that they have demonstrated comparable quality, safety and efficacy to their reference product, has already resulted in increased competition and significant cost savings in many markets worldwide.





Sandoz is the world leader in developing, making and commercializing biosimilars

In 2006, Sandoz received EU approval for the first ever biosimilar, human growth hormone somatropin. Sandoz was also the first biosimilar company to market with a somatropin product in countries and regions including the US, Canada, Japan, Australia and Latin America. In the meantime, Sandoz has also commercialized biosimilar versions of anemia medicine epoetin alfa and neutropenia (oncology) treatment filgrastim. It has a leading position in the global regulated biosimilars market, combined with an unrivalled development pipeline.

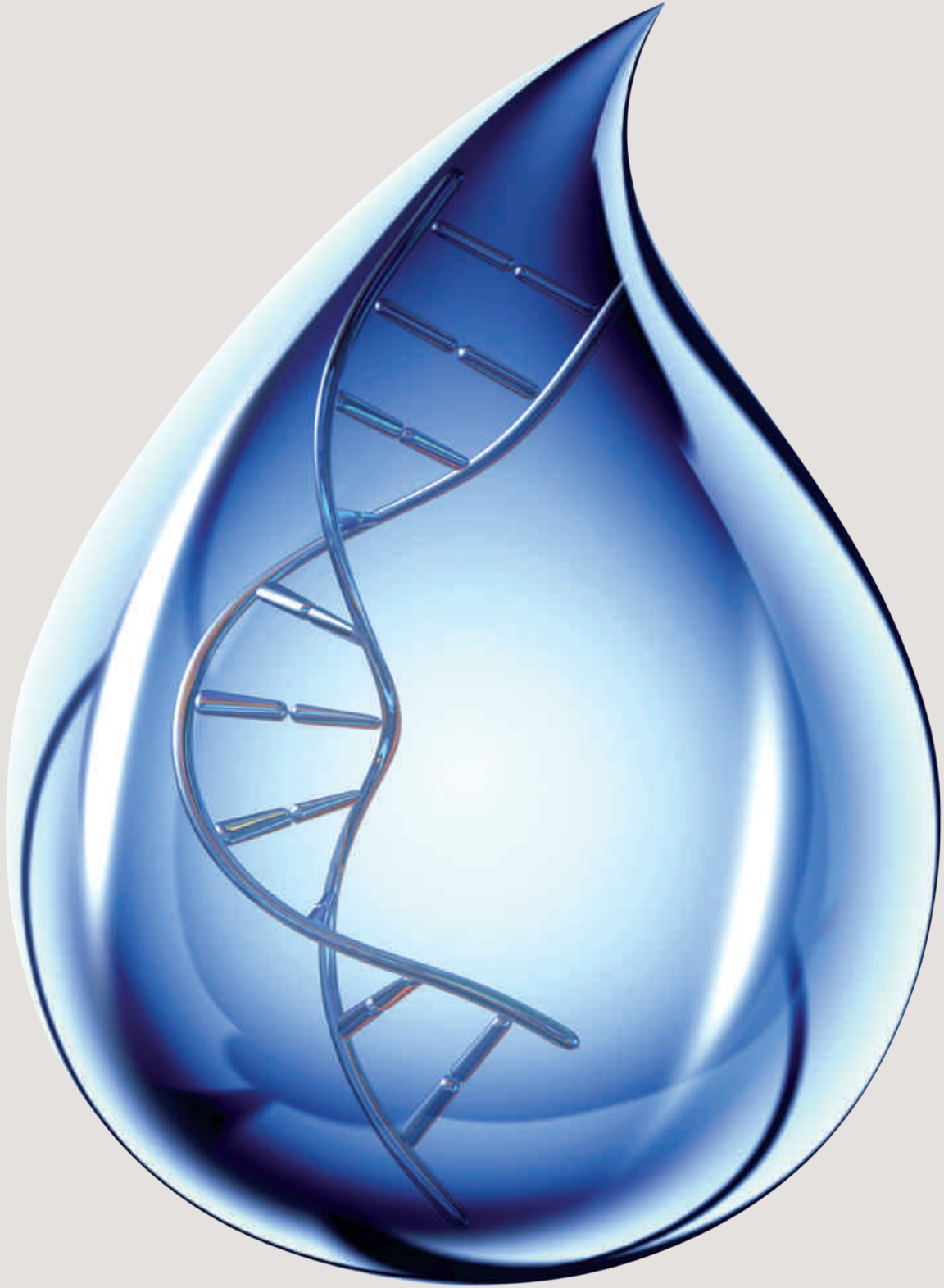
This leading position is no coincidence. Sandoz has three decades of biopharmaceutical experience, and well over a decade of biosimilar development experience. It is also uniquely positioned within Novartis, with fully integrated biopharma capabilities and the ability to leverage cross-divisional synergies all the way along the Value Chain. We are committed to maintaining that lead.

Sandoz is committed to driving the next biologics revolution

Biologics have already revolutionized modern medicine, but the story is far from over. The years and decades to come will see many innovative research projects bear fruit, not least from Novartis Pharmaceuticals.

Sandoz will also play a vital role in driving the next "revolution", by dramatically broadening patient access to affordable high-quality biologics through innovative approaches to development, manufacturing and commercializing of biosimilars.

We believe patent-protected biologics and biosimilars are complementary. Biosimilars, like generics, generate savings that free up fresh funds for new medicines. Together with our parent company Novartis, we are creating the future of patient care.



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