



**Do roller coasters give you goose bumps?  
Try bringing life saving drugs to  
patients around the world.**

The Novartis Pharmaceuticals Corporation (NPC) Research and Development Department knows the excitement of discovery well, and after eight U.S. approvals for new molecular entities in just 12 months — more by far than any other leading pharmaceutical company — we can honestly say the thrill doesn't fade. What's more, with more than 80 promising new products in the Novartis Group's pipeline and an annual combined research budget for Novartis Group Companies of nearly \$3 billion, we show no signs of slowing down.

**FROM INNOVATOR TO 'LAUNCH MACHINE'**

At the Novartis Group, we are evolving not just into a global industry leader, but into a literal "launch machine," intent on launching as many as 15 new products over the next three years. We accomplish this through focused innovation in seven key therapeutic areas: transplantation, immunology/inflammation, CNS, cardiovascular, oncology, dermatology, and endocrine/metabolism, coupled with strategic acquisition of products, pipeline and core technology platforms, such as gene therapy, human skin construct, xeno-transplantation, functional genomics and bioinformatics. Our NPC research alliances with more than 20 major biotechnology companies and leading institutions in the United States, including Chiron

Corporation, Pharmacopoeia, Dana Farber Cancer Institute and Johns Hopkins Consortium, enables our Research and Development professionals to use and broaden their expertise and experience.

**AT THE FOREFRONT OF TRENDS  
IN RESEARCH AND DEVELOPMENT**

We recognize that innovation is critical — not just in our research and development compounds, but in the approaches we take to discover and develop them. Novartis is at the forefront of the many trends influencing what compounds are brought to market, and how they get there. Trends like educated consumerism spurred by direct-to-consumer advertising and the Internet, the focus on prevention, disease modification and cure for illness rather than symptomatic relief, and research technologies that enable more individualized medicine.

Along with our entire industry, we face intense competition in the most attractive disease areas, increasing development costs and decreasing product lifecycles. We're well prepared to meet these challenges, through a combination of superior organizational productivity and performance and new organizational elements. These include: a drug discovery center that focuses on high quality hits and information for lead optimization, protease-directed drug discovery

that yields fast access to targets and inhibitors by leveraging similarities within gene and protein families, and platforms for immunology and angiogenesis that will bring Novartis to the forefront of research in these areas. Our Development professionals integrate new technologies to achieve reduced development time and cost and improved decision making.

**MAKING THE IMAGINABLE POSSIBLE**

Excellence in Research and Development, and most importantly in the diverse professionals who drive these key areas, is pivotal to our success. Our goals are ambitious, but attainable, and we're looking for more people with the right vision and skills to help us realize them. Are you one of those individuals? Ask yourself these questions: Do I excel in my chosen field or specialty? Am I eager to work with peers with whom I can learn and develop? Do I want to perform focused research and development with global impact? If you answered yes, then work with us to answer questions like these: Can heart disease and osteoporosis be prevented? Is there a meaningful treatment for Alzheimer's and Parkinson's diseases?

At Novartis, not only do we think what's possible — we make it happen. Join us in our quest to improve, extend and save lives.