



Living skin substitute, transgenic organs ...

Just a decade ago such things were considered science fiction. **Today, they're science.**

At the Novartis Transplant and Tissue Engineering business unit, we're making the imaginable possible. In Transplantation, Novartis holds the broadest pipeline in the field, with three compounds in clinical trials and 10 other projects in development. In Tissue Engineering, we're in the process of creating a new market for highly innovative and desperately needed therapies. If specialty markets pique your interest, Novartis has a challenge for you.

GIVING HOPE TO TRANSPLANT PATIENTS

Novartis' introduction of Sandimmune® (cyclosporine, USP) in the early 1980s dramatically increased the success rate of transplantation and helped make solid organ transplants almost routine. Today, Neoral®, the microemulsion form of cyclosporine, is the cornerstone therapy for more than 100,000 transplant recipients worldwide. In addition, Simulect® (basiliximab) has become the most widely prescribed immunosuppressive induction agent. Novartis is committed to building on this success through an extensive research effort focused on enhancing therapeutic options, quality of life and the long-term success of therapy for

transplant recipients. Novartis also provides ongoing educational grants to physicians and medical organizations in support of clinical initiatives and independent research in transplantation.

Novartis' investment in transplant research — the largest in the industry — is enhanced by our support of the transplant community. The most visible example is our ongoing role as founding sponsor of the U.S. Transplant Games, an Olympic-style event for all transplant recipients presented biannually by the National Kidney Foundation. Other important programs Novartis supports include: a Pediatric Registry that monitors the health and well being of pediatric transplant recipients; a Pregnancy Registry that monitors the effects of immunosuppressive therapy on children born to transplant recipients; and numerous professional and patient educational resources. Novartis is the sole corporate supporter of the University of Maryland's multicenter observational registry, ReSULTS, which investigates both the short and long-term benefits of initial immunosuppression in living donor kidney recipients.

BRINGING TISSUE ENGINEERING TO LIFE

Novartis entered the market of tissue engineering in 1997 with the launch of Apligraf® (Graftskin), a product developed by partner Organogenesis, for the treatment of venous leg ulcers. Apligraf, a bi-layered living skin substitute, has since been approved for use in the treatment of diabetic foot ulcers of greater than three weeks duration, and remains the only product of its kind approved for marketing in the United States. Additional markets for this unprecedented product are anticipated, with a pivotal trial underway assessing the product's efficacy in reducing scarring after skin cancer surgery.

INNOVATION IS OUR SPECIALTY

To remain leaders in these two highly specialized markets, Novartis needs individuals who can understand and overcome the unique challenges each present. In Transplant, these challenges include life-cycle management of a \$2 billion brand and preparation for several new product entries. In Tissue Engineering, we face the challenge of establishing a market and creating new business models for an innovative living tissue product that carries with it obstacles

(continued) ►



that include shelf life, regulatory requirements, reimbursement and distribution. Our research more closely resembles biotechnology than traditional small molecule chemistry, and our customer base is a small and sophisticated group of specialists.

As part of a global business unit, the Novartis Transplant and Tissue Engineering group at Novartis Pharmaceuticals Corporation seeks diverse professionals in a wide range of functions, including product management, market research, clinical research, supply chain management, customer service, finance, field sales and reimbursement.

If you're seeking work in a high innovation, high risk, high reward atmosphere and want to hone your skills in the emerging area of specialty business, Novartis can make your aspirations possible.