
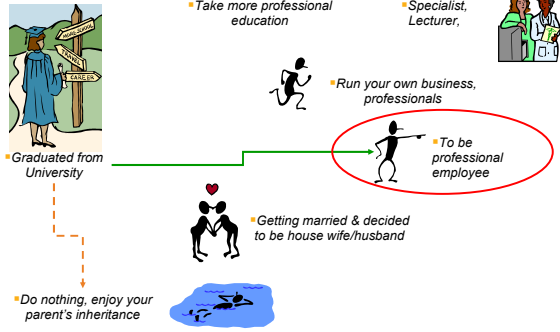


## Career At Pharmaceutical Company

Iskandar Linardi  
FKUI, 26 January 2008




### How will you see yourself in the next 10 years ?



- Take more professional education
- Specialist, Lecturer
- Run your own business, professionals
- To be professional employee
- Getting married & decided to be house wife/husband
- Do nothing, enjoy your parent's inheritance


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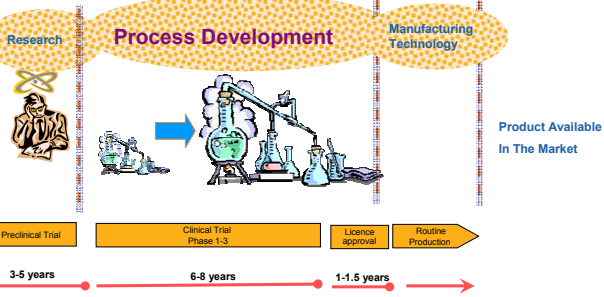
### Professional at Pharmaceutical Business

- Selling Drug ?

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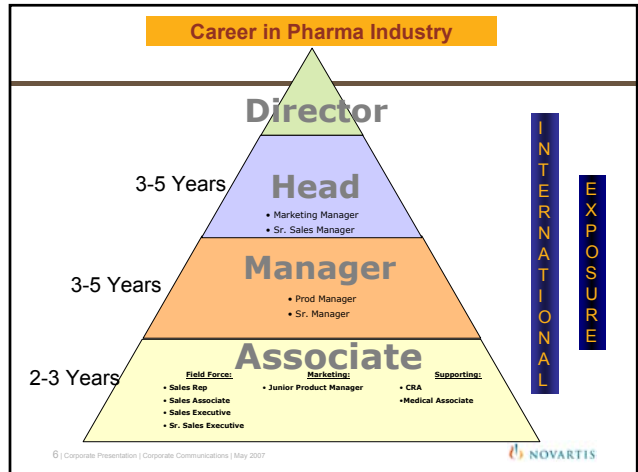
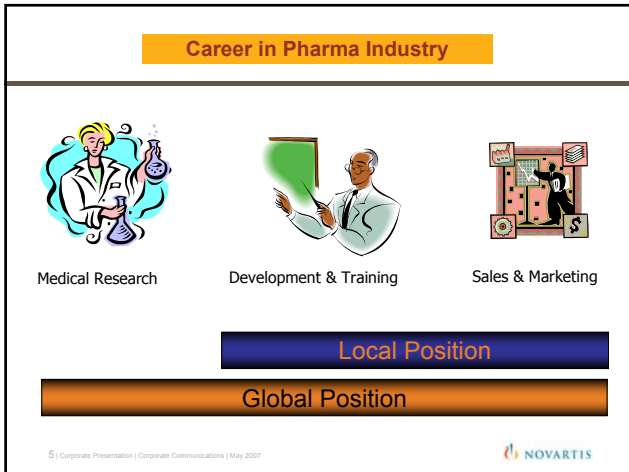
### Phase Product Development



Product Available In The Market

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### TOTAL PHARMA MARKET

**THERAPEUTIC CLASS SUMMARY TABLE**

	MAT	%S	%G
<b>TOTAL MARKET</b>	24,876,773	100	3.4
<b>ETHICAL (E)</b>	14,588,794	58.6	-1
<b>FREE SALES (F)</b>	10,287,777	41.4	11

IMS-CUM Q3 07  
Value-IDR mill

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### DATA SALES PRODUCT PHARMA

July-September 2007

RANK		PRODUCTS	MAT	%S	%G
MAT	QTR				
1	1	EXTRA JOSS B7 BTJ	752,772	3.03	-11.2
2	2	PROMAG KLB	267,538	1.08	6.9
3	3	HEMAVITON JRENG TFC	225,682	0.91	15.8
14	4	NOURISH SKIN P-I	103,192	0.41	105.2
9	5	SUPER TETRA P/C	129,219	0.52	30.4

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## Novartis at a glance

- Unique portfolio to meet changing healthcare needs:
  - Leading innovative pharmaceuticals
  - High-quality, low-cost generics
  - Preventive vaccines
  - Consumer health products
- World's third largest pharmaceutical company by sales
- Ranked among most respected companies worldwide



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## Our mission at Novartis

We want to discover, develop and successfully market innovative **products to prevent and cure diseases**, to ease suffering, and to enhance quality of life.

We also want to **provide a shareholder return** that reflects outstanding performance and to adequately **reward those who invest ideas and work** in our company.



Daniel Vasella  
Chairman & CEO



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## Our portfolio: The best in the industry

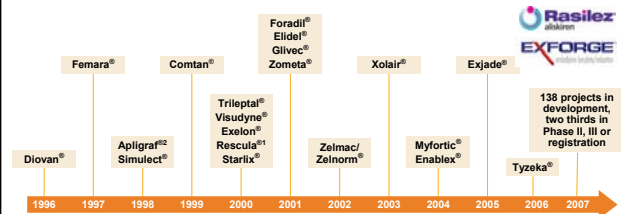


Pharmaceuticals	Vaccines and Diagnostics
<ul style="list-style-type: none"> <li>Cardiovascular and Metabolism</li> <li>Oncology and Hematology</li> <li>Neuroscience and Ophthalmics</li> <li>Respiratory</li> <li>Immunology and Infectious Diseases (IID)</li> </ul>	<ul style="list-style-type: none"> <li>Novel vaccines</li> <li>Chiron</li> </ul>
	<b>Sandoz</b>
	<b>Consumer Health</b>
	<ul style="list-style-type: none"> <li>OTC (Over-The-Counter)</li> <li>CIBA Vision</li> <li>Animal Health</li> </ul>

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## Pharmaceuticals: New drugs dominate



**20 approvals in 10 years (US)**

<sup>1</sup> Rights for compound was returned to Ueno Fine Chemicals in 2003

<sup>2</sup> License returned to Organogenesis

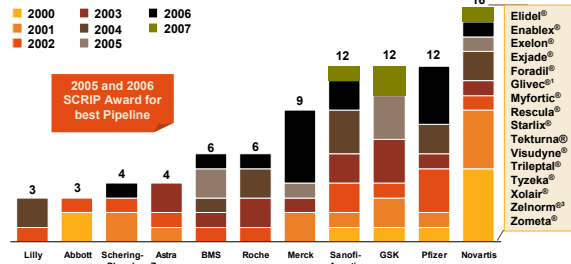
Source: Novartis Portfolio Management Group

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## Strong competitive pharma position, most US approvals across industry

US approvals for top pharma companies since January 2000, including vaccines



<sup>1</sup>Gilvec<sup>®</sup> is marketed as Gleevec<sup>®</sup> in the US. <sup>2</sup>Biologics license application  
Source: FDA website, company websites, other public domain information

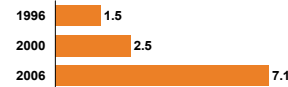
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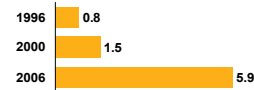
## Pharmaceuticals: Meeting unmet medical needs

Sales (USD bn)

Cardiovascular



Oncology



Source: IMS; Novartis

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## A leader in drug access programs

- Leprosy (free to WHO<sup>1</sup>): Over 4.3 million patients treated since 2000
- Malaria / Coartem: 62 million treatments delivered in 2006
- Tuberculosis (with WHO): 500 000 free treatments provided over five years
- Gilvec<sup>2</sup> Patient Assistance Program: Free therapy to 22 000 people in 80 countries
- Novartis Institute for Tropical Diseases: Singapore-based research initiative
- NEHCRI – Indonesia Malaria & Dengue research

Access programs worth USD 755 million reached 33.6 million patients in 2006

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## Fortune: "World's Most Admired Companies" Novartis ranked No. 1 among pharmaceutical companies



The 10 most admired pharmaceutical companies<sup>1</sup>

2003	2004	2005	2006	2007	Rating 2007
1 Pfizer	1 J&J	1 J&J	1 J&J	1 Novartis	7.66
2 BMS	2 Pfizer	2 Novartis	2 Novartis	2 J&J	7.53
3 J&J	3 Eli Lilly	3 Eli Lilly	3 Abbott	3 Roche	6.97
4 Merck	4 Merck	4 Abbott	4 Amgen	4 Eli Lilly	6.73
5 Eli Lilly	5 Novartis	5 Pfizer	5 GSK	5 GSK	6.68
6 GSK	6 GSK	6 GSK	6 Eli Lilly	6 Amgen	6.62
7 Novartis	7 Abbott	7 Amgen	7 Roche	7 Abbott	6.61
8 Pharmacia	8 AstraZ	8 Roche	8 AstraZ	8 Wyeth	6.43
9 Wyeth	9 Roche	9 AstraZ	9 Wyeth	9 SanofiA	6.07
10 Aventis	10 Aventis	10 Wyeth	10 Pfizer	10 AstraZ	6.00

<sup>1</sup> As per evaluation of 1,500 senior pharmaceutical industry executives and financial analysts on a scale from 0 (poor) to 10 (excellent) on nine criteria: community/environment, financial soundness, global presence, innovation, long-term investment, management quality, people management, products/service quality, use of assets

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Recognized as a great place to work



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Interest To Join

?

Terima Kasih

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