

## **Our approach to partnering**

### **A unified partnering strategy**

Partnering is at the core of our business: we collaborate to unlock the potential of cutting-edge science and advance patient care. From our focused R&D engine to high-quality manufacturing and novel access approaches, we have the expertise and capabilities to bring high-value treatments to millions of people around the globe.



**"In partnering there is no "one-size-fits-all" and our teams are driven by agility, accountability, and**

**efficiency. We want to understand what is important to you, work together to unlock the potential of innovation, and create mutual value."**

*Susanne Kreutz, Global Head Corporate & Business Development*

## **A focused partnering team**

Our goal is to create long-lasting partnerships that generate joint value and advance patient care. Regardless of your development stage or partnering needs, reach out and we will work together to define our collaboration.



## **Identify**

**Our Search & Evaluation team looks for partnering opportunities that bring cutting edge science and transformative medicines to patients. From our very first conversation we begin as we mean to continue: with transparency, fairness, and a clear focus on our mutual goals.**



## **Diligence**

Diligences at Novartis are performed with dedicated teams, established processes, and senior experts at the table. We acknowledge every opportunity is different and strive for the highest levels of flexibility, transparency and efficiency to exceed the expectations of our partners.



## Negotiate

Recognizing the importance of collaboration to bring transformative medicines to patients, we craft tailored deals which leverage the capabilities and expertise of our partners. Throughout, we act with a sense of urgency - driving engagement, alignment and connectivity to ensure an efficient partnering process.



## Alliance

Our dedicated team of alliance managers is involved as a strategic partner throughout the full life cycle of collaborations. We build trust with our partners, create sustainable value, and minimize risks in our collaborations. Our ultimate aim is to establish Novartis as the preferred company for partnering.

## Partnering success stories

Our approach to dealmaking combines focus with flexibility. We're focused on our strategy as an innovative medicines company, enabling us to be bold in identifying growth-driving and pipeline-strengthening opportunities. At the same time, we're flexible in our approach and open to exploring all types of deals - no matter how complex or creative – to ensure we create mutual and sustainable value for both you and us as partners. We are proud to share our latest partnering success stories.



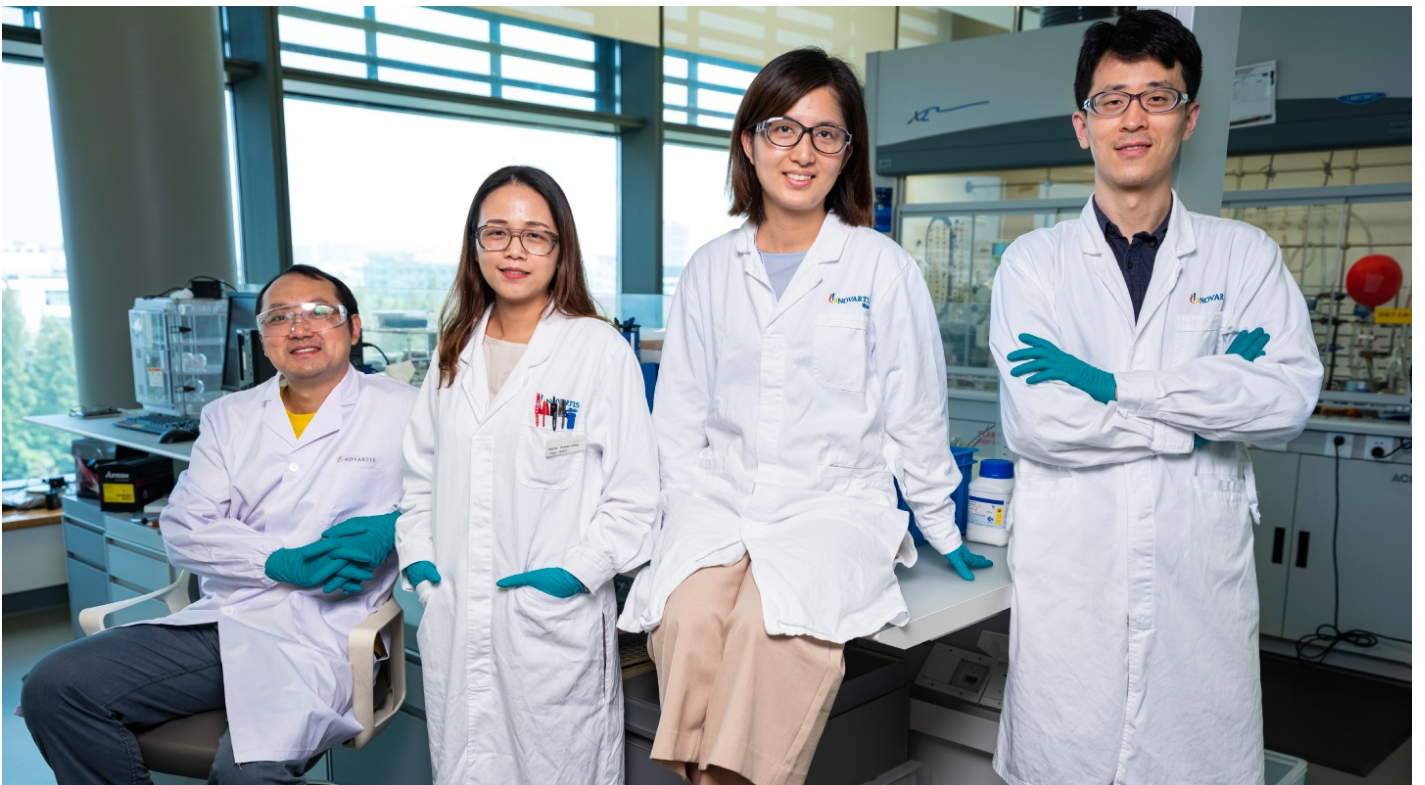
### **Borealis Biosciences**

Novartis employs innovative deal structure to partner with Versant Ventures to establish Borealis Biosciences, an independent, discovery-stage biotechnology company, focused on discovering next-generation xRNA medicines for kidney diseases.



## **Mariana Oncology**

Novartis enters agreement to acquire Mariana Oncology, a preclinical-stage biotechnology company based in Watertown, Massachusetts, focused on developing novel radioligand therapies (RLTs) to treat cancers with high unmet patient need.



## **Chinook Therapeutics**

Novartis acquires Chinook Therapeutics, Inc., a Seattle, WA, based biopharmaceutical company focused on the discovery, development, and commercialization of precision medicines for kidney diseases.



## **DTx Pharma**

Novartis acquires DTx Pharma, a San-Diego based, preclinical stage biotechnology company focused on leveraging its proprietary FALCON platform to develop siRNA therapies for neuroscience indications.

**Discover more**



## **Where to meet us**

[See which events Novartis will be attending](#)



## **Leadership team**

[Get to know the Corporate & Business Development team](#)



## **Partnering opportunities**

[Explore our partnering areas of interest](#)



## **Get in touch**

Our Corporate & Business Development team would like to hear from you.

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