# **Novartis Financial Results - Q3 2018**

### Novartis delivered strong growth and innovation during the third quarter



12.8 bn NET SALES (USD)

CORE¹ OPERATING INCOME (USD)

FREE CASH FLOW +8% (USD)

#### **Key Growth Drivers**



Cosentyx® grew to USD 750 million (+37% cc) with strong volume growth across indications



Entresto® more than doubled to USD 271 million (+113% cc) driven by continued uptake worldwide



Promacta®/Revolade® USD 295 million (+32% cc) Tafinlar® + Mekinist® USD 291 million (+33% cc) and Jakavi® USD 248 million (+27% cc) continued strong double-digit growth

## Q3 at a glance

Strong innovation momentum continued

ACQUISITIONS/DIVESTMENTS/LICENSING INNOVATION LEADERSHIP APPOINTMENTS

DR. KLAUS MOOSMAYER APPOINTED CHIEF ETHICS RISK AND COMPLIANCE OFFICER

AVXS-101 SIMULTANEOUS SUBMISSIONS IN US, EU AND JAPAN<sup>2</sup> FOR SMA TYPE 1 GILENYA® STUDY SHOWS SUPERIOR EFFICACY TO COPAXONE® 3

KYMRIAH® EMA APPROVAL FOR R/R DLBCL, R/R PEDIATRIC ALL

BYL719 MET PRIMARY PHASE III ENDPOINT BIOSIMILAR PEGFILGRASTIM POSITIVE CHMP OPINION

BIOSIMILAR HYRIMOZ® EU APPROVAL AIMOVIG® EU APPROVAL

BAF312 FDA, EMA FILING FOR SPMS

ACZ885 COMPLETE RESPONSE LETTER FROM FDA AGREEMENT TO DIVEST SANDOZ US DERMATOLOGY. Click each item to learn more GENERIC ORAL SOLIDS PORTFOLIO

JUIL AUG SEP ост

"We progressed our breakthrough medicines pipeline including our leading advanced therapy platforms in cell and gene and continued our strong operational performance."

## **Advanced Therapy Platforms**

AVXS-101 simultaneous global submissions in US, EU and Japan<sup>2</sup> for SMA Type 1



More than 90% of children diagnosed with SMA Type 1, will die or need permanent ventilation support by the age of 2.4



@VasNarasimhan CEO, Novartis

- Constant currencies (cc), core results and free cash flow are non-IFRS noted, all growth rates in this Release refer to same period in prior year
- ssion in mid-September, anticipate completion by year end
- 3 Copaxone® is a registered trademark of Teva Pharma
- 4 Darras B.T., et al. Spinal Muscular Atrophy. Chapter 25 Natural History of Spinal Muscular Atrophy. October 2016.

