



Novartis Access – Factsheet

Noncommunicable diseases (NCDs), also known as chronic diseases, are growing in low- and middle-income countries (LMICs). Annually, 28 million people die from cardiovascular diseases, diabetes, respiratory diseases and cancers in these countries, representing nearly 75% of deaths from NCDs globally. By 2020, 80% of global disease burden will be due to noncommunicable diseases.¹

Novartis Access aims to drive a step change in access to medicines in LMICs. The program focuses on affordability and availability of 15 on- and off-patent medicines addressing the four main NCD types – cardiovascular diseases, diabetes, respiratory diseases, and breast cancer. The portfolio is offered as a basket at a price of USD 1 per treatment per month to governments, NGOs and other institutional customers.

Novartis Access launched in Kenya and Ethiopia in 2015. The learnings from these markets will be essential to guide our expansion to additional countries – depending on government and stakeholder demand. We are aiming to introduce Novartis Access in 5 additional countries in 2016 and to implement the program in 30 countries over the coming years.

Health needs are shifting, and chronic diseases require early detection and long-term, ongoing treatment.

- The four main types of NCDs – cardiovascular diseases, diabetes, respiratory diseases, and cancers – are already among the leading causes of death in low- and middle-income countries.
- Annually, 28 million people die from NCDs in these countries, representing nearly 75% of deaths from NCDs globally.¹
- Patients in these countries are not receiving the medicines and care they need.
- When it comes to chronic diseases, donations are important but not scalable enough to make a lasting impact. That's why we need new ways to ensure access to treatments for NCDs.



Novartis Access focuses on affordability and availability of a portfolio of on- and off-patent medicines addressing key NCDs. The portfolio is offered as a basket at a price of USD 1 per treatment per month to governments, NGOs and other institutional customers.

- The initial Novartis Access portfolio² includes products from Novartis Pharmaceuticals and Sandoz selected based on three criteria: significant health needs, medical relevance, and lack of local access programs. For each disease, the aim is to offer various treatment options, including well-proven and standard first-line treatments as well as some of the latest treatment choices. Thirteen out of the 15 portfolio medicines are either on or belong to the World Health Organization's Model List of Essential Medicines and are among the most commonly prescribed medicines.³
- From the list of the 107 countries in the scope of the *Access to Medicine Index*, we have identified 30 countries where we believe Novartis Access could have the greatest impact. These countries currently lack access-to-medicine programs and suffer from a disproportionately high NCD burden.
- We look to governments to assess whether Novartis Access meets their healthcare needs and can be implemented in compliance with their national policies.
- We aim to partner with governments and NGOs to distribute our medicines on the ground and to raise awareness and strengthen healthcare system capabilities in key NCDs, including training on diagnosis and treatment. These partnerships will be key to the success of the program.

Novartis Access is a social business program, which we expect will eventually create value for society, as well as our company.

- It is a natural extension of two important contributions we make to society: developing innovative medicines that help people fight disease and working to get them to as many people as possible.
- We aim to make Novartis Access a sustainable business over time by establishing a program of sufficient scale to make a lasting impact for patients. As the program is unprecedented in terms of scope and approach, we will have to learn and adjust as it is rolled out on the ground.
- We launched Novartis Access in Kenya and Ethiopia in 2015, and aim to implement the program in 30 LMICs over the coming years depending on government and stakeholder demand.
- We know that we won't solve the access challenge with this program but we believe it can make a significant contribution to improving the lives of patients in low and lower middle income countries and help fight NCDs.

Novartis Access builds on our existing range of approaches to enhance access to healthcare for patients at every level of the economic pyramid.

- As a healthcare company, we believe we have a responsibility to work continuously to improve access to medicines, particularly in developing countries.
- Novartis pursues a combination of approaches – philanthropy, zero profit and social ventures – to expand access to our medicines.
- Novartis donates multidrug therapy treatment for all patients with leprosy worldwide, in collaboration with the WHO.
- Since 2001, Novartis has delivered more than 750 million malaria treatments without profit through our Malaria Initiative.
- Our Social Business initiative *Healthy Family* has reached more than 25 million people with health education since 2010.

REFERENCES

¹ WHO Noncommunicable diseases fact sheet: <http://www.who.int/mediacentre/factsheets/fs355/en/>

² Novartis Access portfolio will include Novartis Pharmaceuticals products valsartan (hypertension), vildagliptin (diabetes) and letrozole (breast cancer), as well as high-quality generic medicines from Sandoz to treat heart failure and hypertension (amlodipine, bisoprolol, HCTZ, furosemide, ramipril), dyslipidemia (simvastatin), diabetes (glimepiride, metformin), breast cancer (anastrozole, tamoxifen), asthma and COPD (salbutamol). We have also included one Sandoz treatment against childhood pneumonia (amoxicillin 250mg dispersible tablets).

³ WHO Model List of Essential Medicines: <http://www.who.int/medicines/publications/essentialmedicines/en/>