



National Influenza Vaccine Summit Presentation

May 9, 2011

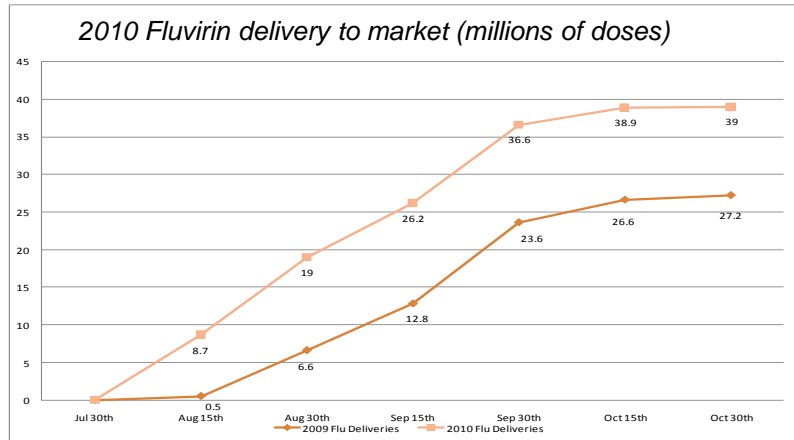
Niru Subramanian
Senior Director, Marketing
Novartis Vaccines, USA

Novartis 2010 Performance

- Completed the shipping of ~40 million FLUVIRIN doses ahead of schedule in 2010, consistent with the 35-40 million doses projected at flu summit last year
- Delivered FLUVIRIN to our customers in the full quantities ordered and ahead of delivery schedules, allowing for early administration
- Able to step in for several customers and fill gaps in supply



Novartis deliveries to market in 2010 well ahead of 2009, with ~49% delivered by Aug & ~94% by Sep



100% of supply received FDA lot release by 1st week in October

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2011 Outlook

- Continuing to see demand for this upcoming season, although lower than 2010 levels
 - Customers seem to be ordering less and later than in 2010
 - Ordering pattern more in line with previous flu seasons
- Supply situation is positive
 - Seeing strong yields on all 3 strains
- Expect to deliver 30-35 million doses to US market
 - Deliveries to begin in August and continue through October
 - Sufficient supply planned to cover all committed demand

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Emphasis on World-Class Research

State of the art research facilities

- Center of Excellence in Bacteriology
Siena, Italy



- Center of Excellence in Virology
Cambridge, MA



Award-winning programs

- 2010 and 2011 Winner of Best Vaccine R&D Pipeline World Vaccine Congress' Vaccine Industry Excellence Awards, which celebrate the industry's most outstanding achievements



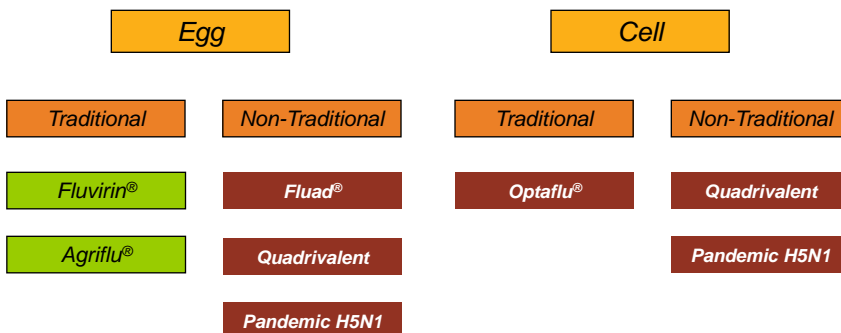
- Dr. Rino Rappuoli, Global Head of Vaccines Research, was the 2009 recipient of the Albert B. Sabin Gold Medal Award (the highest scientific honor given by the Sabin Vaccine Institute) for his reverse vaccinology work

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Novartis Influenza Vaccine Products

US Development Portfolio



- US Approved
- Planned / Not yet approved for license in the US

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