

## **Access**

Through our core business – the discovery, development and marketing of innovative treatments – we have helped prevent and treat diseases, ease suffering and improve quality of life for people worldwide.

But as the size and complexity of the world's healthcare challenges grow, we must widen our scope, extending our impact even further by asking: How can we effectively address the needs of underserved populations? How can we bring the benefits of our medicines to more people? And how can we do this in a way that is sustainable for our business?

It begins with a fundamental shift in the way we do business – with reimagining new ways to bridge the divide between those with access to critical healthcare innovations and those without.

We are committed to bringing more of our medicines to more people, no matter where they are. For all our new medicines, we will systematically integrate access strategies in how we research, develop and deliver them globally to reach underserved patients no matter where they live. This will be a key measure of success for our leaders and employees.

### **Novartis Access Principles**

We commit to bringing more of our medicines to more people, no matter where they live. For all our new medicines, we will systematically integrate access strategies in how we research, develop and deliver them globally.

#### **Value-based pricing**

We aim to price our medicines according to the value they deliver to patients, healthcare systems and society.

#### **Creating sustainable business models**

We believe scalable, self-sustaining social business approaches have the potential to better address global public health needs.

#### **Sub-Saharan Africa (SSA)**

SSA has the largest underserved population in the world. Novartis is deploying innovative approaches to increase patient reach.

#### **Novartis Oncology Access**

Novartis Oncology Access (NOA) is a sustainable access solution which is designed to improve access to cancer medicines in countries with very limited healthcare reimbursement systems.

#### **The Novartis Foundation**

The Novartis Foundation aims to improve the health of low-income populations by working with local authorities and partners to re-engineer health systems from being reactive to proactive, predictive and preventative.

Novartis does not seek or enforce patents in least developed countries, and takes a patient-centric approach to patent filing in lower-middle income countries.

## **Donations**

We continue to engage in strategic donations to address access gaps for neglected diseases and people at the bottom of the pyramid.

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## **List of links present in page**

1. <https://prod1.novartis.cz/en/esg/access>