GIPAP: Leading the Way

Touching Lives Through Innovative Direct-to-Patient Access

NOVARTIS ONCOLOGY

GIPAP™

GIPAP

Playing a Key Role in Novartis CSR

"Access to medicine and drugs for needy patients, particularly in developing countries, remains an important concern… last year, taking all pro bono contributions into account, the total aid provided for patients in need by Novartis alone amounted to USD 696 million, with 6.5 million patients being treated. The main element of this commitment was the donation of medicines for the treatment.

On top of humanitarian considerations, this aid produces substantial economic benefits, as it may enable patients to start work again and support themselves and their families."

– Dan Vasella, 2005 Annual Report

GIPAP

First of its Kind Direct to Patient Access Program

- GIPAP, initiated in 2002, provides Glivec at no cost to eligible patients with CML and GIST in countries with no comprehensive reimbursement system where no copies/generics are available
- GIPAP is accessible for patients who are
  - Properly diagnosed
  - Not covered by local reimbursement / insurance
  - Have no other financial resources (cannot pay for treatment privately)

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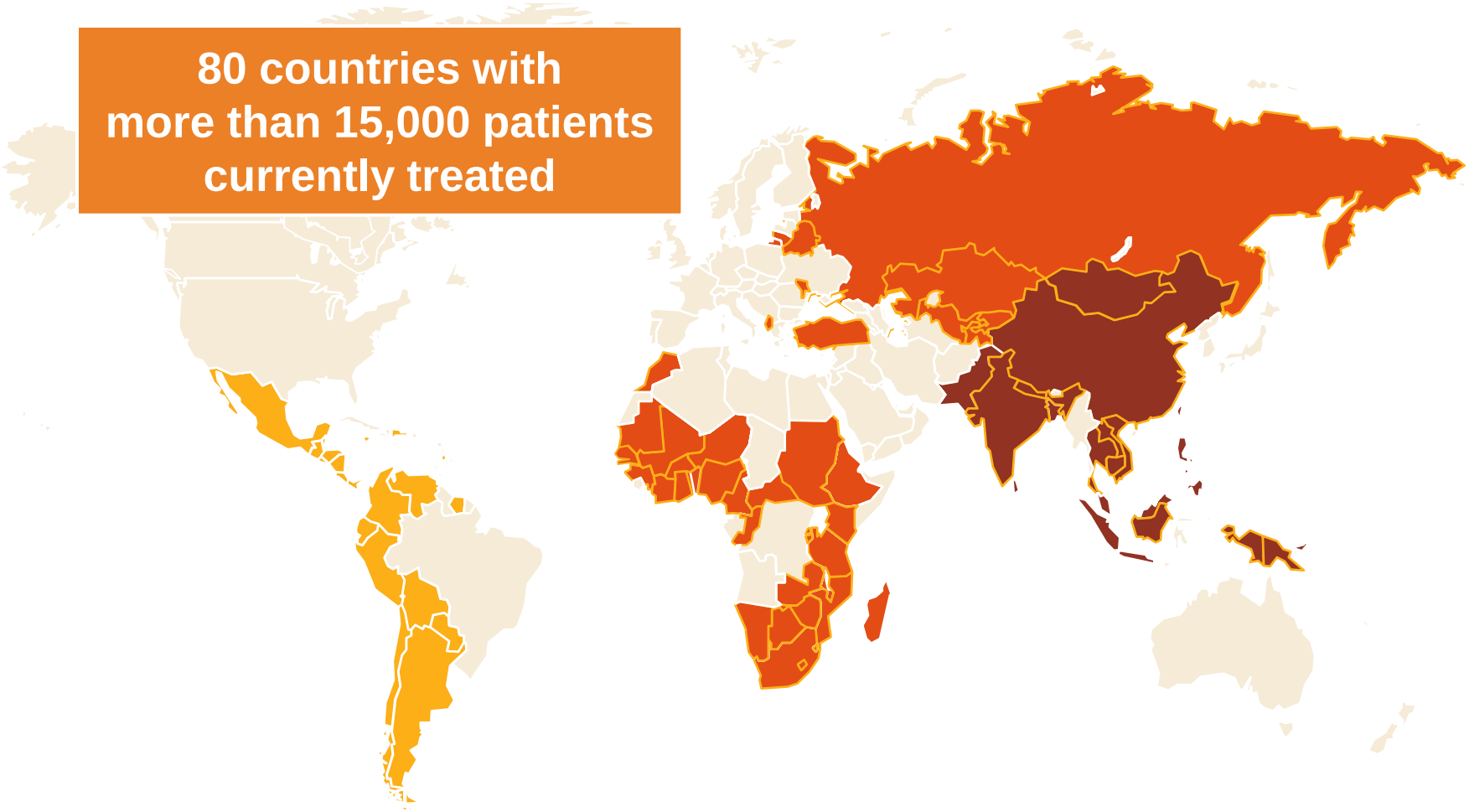
GIPAP

First of its Kind Direct to Patient Access Program

- Providing access to innovative medicines is a primary concern of Novartis
- Novartis is partnering with a variety of stakeholders (e.g., NGOs, physicians, local and global HC organizations) to facilitate access to Glivec and extend/improve the lives of cancer patients
- GIPAP is a sustainable corporate citizenship commitment for patients with life-threatening diseases (CML/GIST) who otherwise would not have access to treatment

GIPAP

Patient Distribution Worldwide



Source: www.gipap.org, March 15, 2007

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What is GIPAP?

Meets an Unmet Need

- Provides Glivec at no cost to eligible patients who would not otherwise have access to treatment
- Patients are eligible for GIPAP if they are properly diagnosed, not covered by a local reimbursement/insurance program and cannot afford to pay for treatment privately

Reaches Individual Patients

- Customized to meet individual country & patient needs
- Glivec is donated directly through treating physicians
- Individual and regular patient follow up

Global Reach Ensures Improved Outcomes

- Available only in countries that meet the set eligibility criteria
- Program flexibility allows entry in countries with challenging health services infrastructure
- Increased education, patient support, diagnosis and treatment leads to improved quality of life for patients with CML / GIST

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Key Messages

Novartis is committed to extending and improving the lives of patients with CML & GIST by facilitating access to Glivec

- GIPAP is one of the most innovative and unique direct-to-patient access programs ever developed on a global scale
- The goal of GIPAP is to ensure that no eligible patient is denied treatment with Glivec for financial reasons

GIPAP is a sustainable corporate citizenship commitment for patients with life-threatening disease (CML/ GIST) who otherwise would not be able to access treatment

- The efficiency and effectiveness of GIPAP is grounded in Novartis' partnership with physicians, local third-party & NGOs, and other stakeholders

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How Does it Work?

Physician Driven	Administered by 3rd Party	Drug Delivery Direct-to-Patient	Ongoing Follow-up
▪ Only local experts are selected to become GIPAP physicians • Must meet high medical standards ▪ GIPAP physicians identify potentially eligible patients, verify the diagnosis and apply on their behalf ▪ Follow up with patients continues throughout treatment	▪ Independent NGOs (e.g., TMF/ AXIOS, others) faciliate on-the-ground coordination, assist in program administration, offer patient support and emotional care ▪ Responsible for selecting and tracking eligible patients according to specific medical and socio-economic requirements provided by Novartis	▪ Glivec dispensed by Qualified Physicians / Centers and Pharmacists ▪ Drug donated and controlled by and through Novartis	▪ Physician tracks patients & treatment compliance and regularly verifies eligibility criteria

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GIPAP Facts and Figures

Successfully Addressing Patient Access

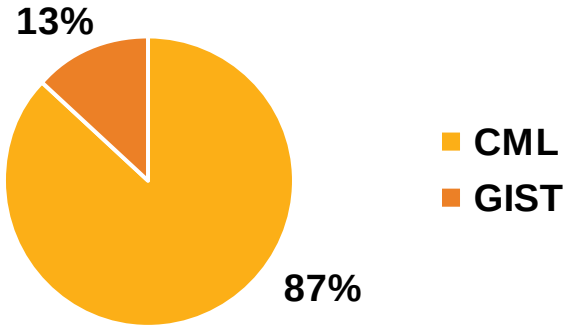
Provided Glivec to more than 21,000 diagnosed CML/GIST patients in 80 countries since 2002

Provided USD 362 Million worth of Glivec at no cost in 2006

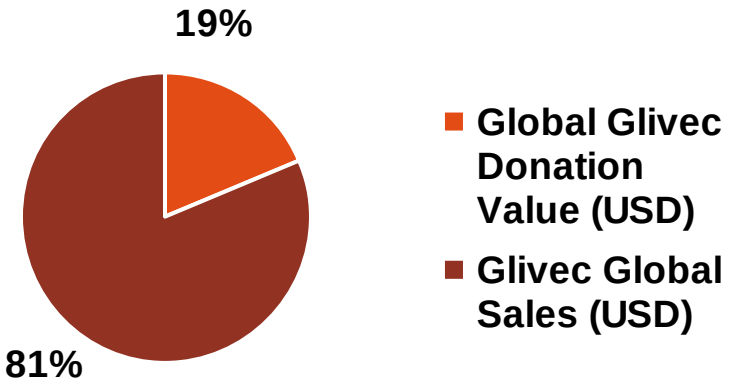
Network of more than 900 GIPAP physicians

More than 15,000 patients currently receive Glivec at no cost

Type of patients



Glivec Global Donations 2005 vs. Global Glivec Sales 2006**



**Source: www.gipap.org, March 15, 2007.*

***Figures do not include US PAP Glivec donations*

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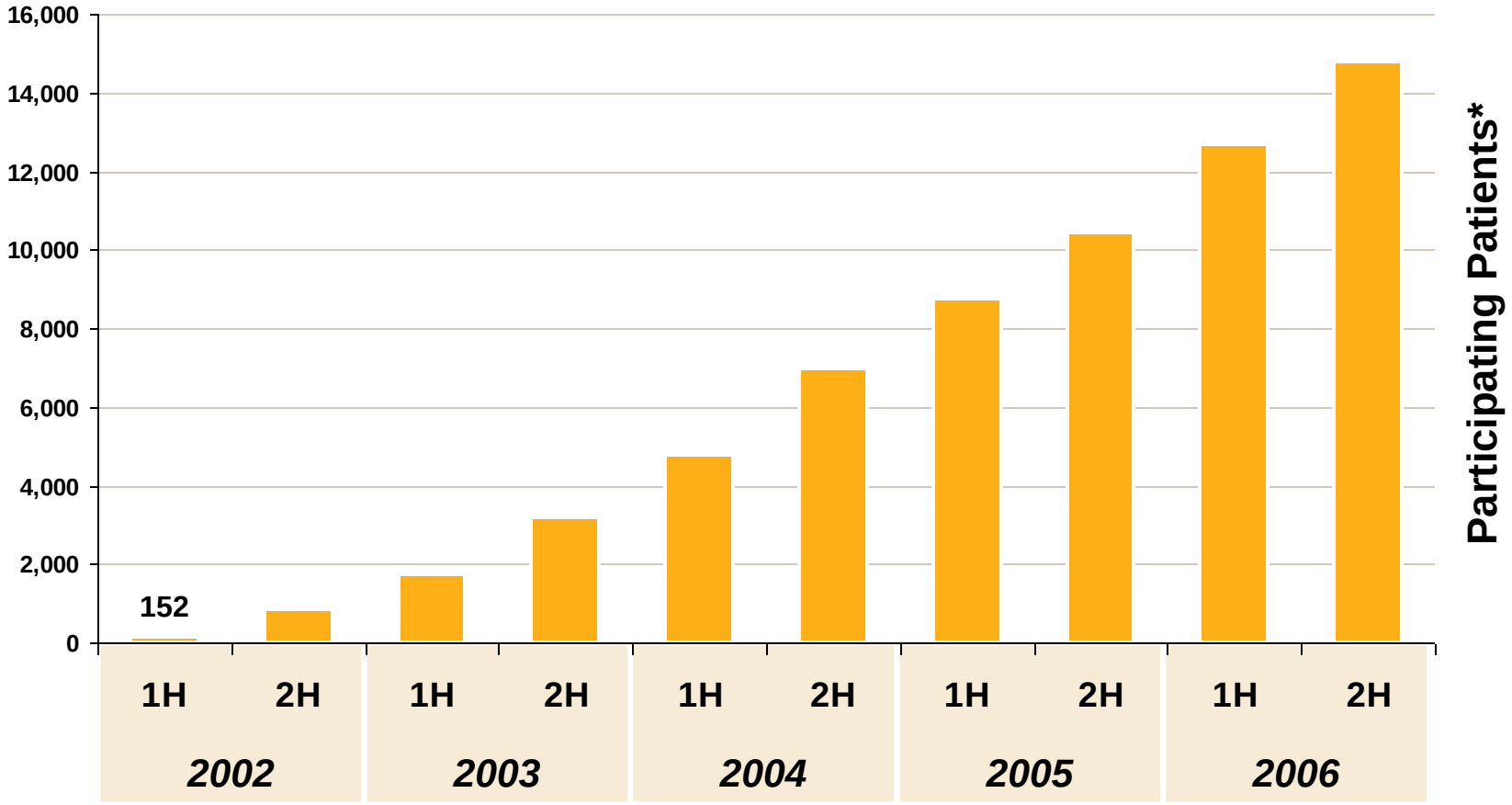
Reaching a Global Community



**Source: www.gipap.org, February 23, 2007*

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Global Partners Ensuring Access

- U.S.-based non-profit (501c-3) leukemia advocacy / patient support group, whose mission is to improve the lives and survival of patients with blood-related cancers worldwide
- Assists Novartis in the approval & global administration of GIPAP
- Provides support & emotional care for patients and caregivers

AXIOS

- Specialists in global healthcare programs in developing countries
- Focus on chronic disease management and drug delivery
- Centralize & supervise process on behalf of NVS in countries where NVS has no local Oncology representation

CHINA CHARITY

TOUCH Community Services

- In some countries, Novartis works with local 3rd parties & NGOs (e.g.,Chinese Charity Foundation (CCF) in China, Touch Community Service in Singapore, Yayasan Kanker Indonesia -YKI)
- Local partners bring unique local expertise and understanding of cultural challenges

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Addressing Need in Developing Countries

Africa & Middle East

Benin
Botswana
Burkina Faso
Cameroon
Central Africa Republic
Cote d'Ivoire
Ethiopia
Ghana
Guinea
Kenya
Lesotho
Madagascar
Mali
Malawi
Mauritania
Mauritius
Morocco
Namibia
Mozambique
Niger
Nigeria
Republic of Congo
Rwanda
Senegal
Seychelles
South Africa
Sudan
Swaziland
Tanzania
Togo
Uganda
Zambia
Zimbabwe

Russia, Turkey & Eastern Europe

Albania*
Armenia
Azerbaijan
Belarus
Georgia
Kazakhstan
Kyrgyzstan
Moldova
Russia
Tajikistan
Turkey
Uzbekistan

Central and South America

Argentina
Bahamas
Bolivia
Chile
Colombia
Costa Rica
Dominican Republic
Ecuador
El Salvador
Guatemala
Honduras
Jamaica
Mexico
Nicaragua
Panama
Paraguay
Peru
Saint Lucia
Surinam
Venezuela
Uruguay

Asia & Pacific

Bangladesh
Cambodia
China
Fiji
India
Indonesia
Laos
Malaysia
Mongolia
Nepal
Pakistan
Philippines
Singapore
Sri Lanka
Thailand
Vietnam

* Gov reimbursement since Oct 06; no new pats accepted

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GIPAP Africa: Patient Distribution

Number of patients	Countries
> 100	▪ Sudan ▪ South Africa
11 - 100	▪ Nigeria ▪ Kenya ▪ Ethiopia ▪ Senegal ▪ Cameroon ▪ Morocco ▪ Uganda ▪ Cote d'Ivoire ▪ Togo ▪ Tanzania ▪ Burkina Faso
1 - 10	▪ Zimbabwe ▪ Mali ▪ Mauritius ▪ Zambia ▪ Republic of Congo ▪ Madagascar ▪ Seychelles ▪ Swaziland ▪ Namibia ▪ Lesotho ▪ Benin ▪ Botswana ▪ Ghana ▪ Niger ▪ Mozambique

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GIPAP Africa: Date of Qualification

Country	Date
South Africa	13 June 2002
Swaziland	13 June 2002
Botswana	24 Feb 2003
Tanzania	25 Feb 2003
Kenya	26 Feb 2003
Burkina Faso	11 Mar 2003
Namibia	24 Mar 2003
Sudan	10 Apr 2003
Togo	04 May 2003
Cameroon	06 Jun 2003
Zambia	19 Jun 2003
Morocco	**09 Jul 2003**
Ghana	11 Jul 2003
Seychelles	11 Jul 2003

Country	Date
Nigeria	17 Jul 2003
Zimbabwe	31 Oct 2003
Lesotho	28 Nov 2003
Cote d'Ivoire	26 Dec 2003
Ethiopia	15 Jan 2004
Senegal	25 Feb 2004
Madagascar	29 Apr 2004
Mozambique	16 Jul 2004
Uganda	06 Oct 2004
Mali	01 Feb 2005
Mauritius	08 Feb 2005
Republic of Congo	08 Feb 2005
Benin	21 Feb 2005
Niger	08 Aug 2005

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GIPAP Africa: Active Patients*

Country	Active
Totals	1049
Benin	4
Burkina Faso	11
Cameroon	21
Cote d'Ivoire	17
Ethiopia	44
Ghana	1
Kenya	74
Madagascar	3
Mali	8
Mauritius	6
Morocco	30
Mozambique	1(treated in RSA)
Niger	1
Nigeria	83

Country	Active
Republic of Congo	3
Senegal	26
Seychelles	2
Sudan	333
Tanzania	10
Togo	14
Uganda	18
Zambia	3
Zimbabwe	8
South Africa (RSA)	321
- Botswana	1(treated in RSA)
- Lesotho	1(treated in RSA)
- Namibia	1
- Swaziland	1(treated in RSA)

*Source: www.gipap.org, March15, 2007

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Challenges for Glivec Patient Access in Africa

- Lack of patient access to medical facilities for screening, diagnosis and treatment
- Majority of patients present with advanced disease due to lack of awareness and early detection
- Vast rural areas and underdeveloped healthcare and technological infrastructure leading to difficulty in maintaining patient contact and follow-up
- Lack of a policy on public health care support by government authorities
- Limited healthcare human resources especially in the cancer area

GIPAP Environment:

….Emerging Countries with Rising Ability to Pay

- Growing numbers of patients in need
- New reimbursement systems for innovative drugs/Glivec
- Growing healthcare budgets to cover some/more of costs
- Increasing treatment alternatives
- Increasing generic presence

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Thinking Ahead….Shared Contribution Models

Current Status

Status	Country	Copies	Active GIPAP patients Apr 07	Active PAP patients Apr 07	Shared Contribution Program Status
implemented	Ukraine	y	Never had GIPAP	78	launched Oct 05
implemented	**Tunisia**	**n**	**Never had GIPAP**	**10**	**launched Dec 06**
implemented	Cuba	n	0	20	launched Dec 05
Approved by MOH	**Egypt**	**y**	**Never had GIPAP**	**0**	**Close to Launch**
implemented	Hongkong	n	Never had GIPAP	381	Launched Jan 2005
implemented	China	y	2791	114	Hybrid SCM / GIPAP
close to launch	Singapore	n	130	0	
implemented	Colombia	n	7	0	Launched March 07

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Success Stories

Case Histories from around the Globe

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Case Study: Sudan

- Situation:
  - Political and economic unrest created a particularly difficult environment, Novartis sought out local expertise to help navigate this environment and was able to successfully implement GIPAP
- Challenges:
  - Ensuring patient access to medical facilities for screening, diagnosis and treatment
  - Almost 80% of cancer patients present with advanced disease due to lack of awareness and early detection
  - Vast rural areas and underdeveloped healthcare and technological infrastructure led to difficulty in maintaining patient contact and follow-up
    - Many people outside Khartoum do not have access to communication channels like phones, television or newspapers. In addition, tribes move frequently, making it difficult to track patients. Outside the capital there is little to no infrastructure, and during rainy season, dirt roads turn into mud

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Case Study: Sudan

- Solution:
  - Because Novartis Oncology has no representative office in Sudan, Axios International, a third-party partner based in Uganda, supervises the GIPAP program—with assistance from The Max Foundation (TMF)
  - By teaming up with experienced physicians and local partners, Novartis has been able to reach patients who would otherwise not have access to treatment for their life-threatening diseases
- Results:
  - GIPAP Sudan currently provides Glivec to about 330* qualified CML/GIST patients who otherwise would not have been able to access/afford treatment
  - The implementation of GIPAP in Sudan showcases the success attainable by building strong partnerships with even a single dedicated local GIPAP physician and supporting staff in a challenging environment

**Source: www.gipap.org, March 15, 2007*

Backup

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Playing a Key Role in Novartis CSR

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– Dan Vasella, 2005 Annual Report

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GIPAP Reaches the Individual

30 April, 2003

"I do not have words to express my gratitude for the kindness of Novartis and The Max Foundation. My approval under GIPAP has made me happy and given me a will to fight destiny."

27 September, 2005

"Once again, I would like to sincerely thank the Foundation and Novartis for this medical assistance. This really helped me a lot and gave me hope to live longer in this world for my family especially for my 2-month old son."

20 May, 2004

"Thank you so much for the good news on GIPAP for my husband. He has now been on Glivec for a year… He starts each day with his 4 capsules of gold-dust thanks to GIPAP, Novartis and The Max Foundation. Thank you once again for this wondrous gift which has restored him to health and given us much optimism for the future."

24 February, 2006

"Thank you so much... When I first learned about Max Foundation / GIPAP / Novartis providing free Glivec, I could not believe this and was thrilled. Again superb service to humanity."

Source: The Max Foundation

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The Max Foundation

Profile

- The Max Foundation (TMF) is Novartis' main partner in the administration of GIPAP, responsible for reviewing and verifying patients' eligibility according to specific medical and financial requirements provided by Novartis
- Provide comprehensive patient information and resources and serve as an emotional support network to patients with leukemia and blood related cancers regardless of their country of origin or economic status
  - Operates through a unique network of in-country, on-the-ground representatives around the world
- Dedicated to improving the quality of life and survival rates of patients with leukemia and other blood related cancers worldwide

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The Max Foundation

Role in GIPAP

- Accepts and reviews applications for GIPAP & determines patient's eligibility based upon criteria set by Novartis
- Performs socio-economic evaluation of patients
- Follows-up with patients & guides physicians through patient re-evaluation process at 90 day intervals
- Monitors patients to support the highest standards of patient care throughout the GIPAP process
- Provides emotional support, information, and referral assistance to patients, their family members and care givers
- Collaborates with Novartis to identify & qualify eligible medical centers & physicians worldwide
- Protects confidential patient information and data received in the course of program administration

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Axios International

Profile

- International professional services organization specialized in healthcare and drug delivery systems in developing countries
  - Capabilities to provide strategic advice and packaging models based on extensive field and project experience
- Founded in 1997 to assist private and public organizations in creating and implementing healthcare programs in developing countries
  - Network of over 420 healthcare institutions in 90 countries that are involved in donations and access programs
  - Network institutions are governmental institutions, hospitals and clinics as well as local and international NGOs
- Provides consultancy services and implementation of field programs
- 140 employees
- Strong track record in implementing donation and access programs
  - Extensive experience in establishing, testing, launching and updating Web sites for similar programs

Source: www.Axios-group.com

Axios International

Role in GIPAP

- Identify qualified treatment centers in countries where there is no Novartis Oncology representation
- Oversee, secure and facilitate drug distribution to patients, while TMF administers the patient applications and database
  - Determine up-to-date Glivec stock levels
  - Place/fulfill drug orders; track shipments to final destination
  - Obtain necessary documentation, waivers and exemptions to facilitate procurement
- Ongoing review of program performance and compliance with program guidelines to improve program efficiency
  - Program reporting and drug accountability

Chinese Charity Federation (CCF)

Profile

CHINA CHARITY
www.chinacharity.cn

- Background & capability
  - Received official Chinese Governmental approval as an independent charity organization in 1994
  - Officially became the only Chinese member of United Way International in 1998
    - One of 60 members of global NGO United Way International
  - Largest national charitable organization in China
- Staffing
  - 30 provincial offices, 130 local branch offices covering all 30 provinces in China
  - 50 full time staff at HQ and more than 1000 volunteers
- Past experiences
  - Programs with major global corporations (e.g. Ford, Nissan, GE, Vivendi Generale des eaux, etc.)
  - Good relationships with local administration office and Chinese customs
  - Successful cooperation with Novartis in the past ("Healthcare Clinics in Beijing Model Children's Village")
- Ability
  - Tax exemption - custom clearance
  - Dedicated staff - Nationwide coverage
  - 33 charity assistance projects in 5 categories

Sources: 1. GIPAP China Launch Meeting, Monique Ben Am, September 2003
2. Daniel Vasella visit in China, CCF presentation, August 2005.

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Chinese Charity Federation (CCF)

Role in GIPAP

CHINA CHARITY
www.chinacharity.cn

- CCF GIPAP management is in charge of the administration of GIPAP in China, including:
  - Approving qualified institutions in collaboration with Novartis and TMF
  - Obtaining exemption from import duty & VAT on behalf of Novartis
  - Performing socio-economic assessment of patients
  - Verifying medical eligibility
  - Organizing the distribution of drug donated by Novartis. Accountability
  - Tracking patient compliance; maintain database
  - Providing hotline service
  - Managing and monitoring the qualified institution, GIPAP physician
  - Liaising with Novartis China and TMF

Sources: 1. GIPAP China Launch Meeting, Monique Ben Am, September 2003
2. Daniel Vasella visit in China, CCF presentation, August 2005.

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TOUCH Community Services (TCS)

Profile

- Background & capability
  - Officially registered non-profit organisation organization
  - Established in 1992
  - Member of the National Council of Social Service (NCSS) since 1994
- Staffing
  - 17 divisions with 91 full time staff members and more than 900 volunteers
  - TCS has an integrated network of 17 services located at different parts of Singapore
- Past experiences
  - Over the last 15 years, TCS has reached out to more than 80,000 individuals from all religions and races
- Scope of reach
  - 2005 Budget of USD 5. 9 million - Government grant: USD 1.5 million; program income: USD 1. 6million; donation/fund raising: USD 2.8 million (TOUCH annual report, 2005)
  - Multi-service organization with an integrated network of 17 services located at different parts of Singapore, including Bukit Merah, Clementi, Geylang Bahru, Hougang, Serangoon, Toa Payoh, Ubi and Yishun

TOUCH Community Services (TCS)

Role in GIPAP[1, 2]

- TCS is in charge of the administration of GIPAP in Singapore including:
  - Performing socio-economic assessment for medically qualified patients
  - Assisting TMF in processing patients' applications and enrolling patients into the program.
  - Development of assistance plan for GIPAP qualified patients
  - Ensure consistency with standards and guidelines laid out by TCS
  - Tracking patients and maintain database
  - Liaising with Novartis Singapore and TMF

Sources: 1. MOU Novartis – TCS. April 2005.
2. Original implementation plan. March 2002.