



Media Release

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Communiqué Aux Médias

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Sandoz and Gambro form strategic alliance

- *Cooperation in the launch of biosimilar Binocrit[®] into selected European markets*
- *Joining forces in the area of hemodialysis to increase opportunities for treatment of chronic kidney disease (CKD)*

HOLZKIRCHEN (Germany), January, 7 2008 – Sandoz has announced the formation of a strategic alliance with Gambro in the area of hemodialysis. This alliance builds on the respective positions of Gambro, as a global medical technology company with a leading position in dialysis, and of Sandoz, as a global pioneer in the development and production of biosimilars (follow-on biopharmaceuticals) to enhance the care of patients with chronic renal disease. The companies will cooperate in the ongoing launch of Sandoz Binocrit[®], which, in August this year, became the first ever biosimilar erythropoiesis (red blood cell production) stimulating agent (ESA) to be approved by the European Commission. The cooperation agreements will initially be valid for one to two years in the areas of sales and promotion and may be prolonged and expanded in the future.

Major indications for Binocrit[®] include the treatment of patients with renal anemia (dialysis patients) and patients with chemotherapy-induced anemia. More than 250,000 patients in Europe are estimated to be treated for anemia with ESAs such as Binocrit[®] and worldwide annual ESA sales are estimated at more than USD 13 billion, with 20% of sales in Europe¹. Binocrit[®] was launched by Sandoz Germany in November 2007; other European countries will follow.

“This alliance will help to bring Binocrit[®] more quickly to the patients and physicians who need it, increasing opportunities for treatment,” said Andreas Rummelt, CEO of Sandoz. “We are committed to making high-quality and cost-effective biosimilars more and more available in years to come.”

¹ IMS data

About Sandoz

Sandoz, a Division of the Novartis group, is a global leader in the field of generic pharmaceuticals, offering a wide array of high-quality, cost-efficient products that are no longer protected by patents. Sandoz has a portfolio of more than 840 compounds in over 5 000 forms worldwide. Key product groups include antibiotics, treatments for central nervous system disorders, gastrointestinal medicines, cardiovascular treatments and hormone therapies. Sandoz develops, produces and markets these drugs along with pharmaceutical and biotechnological active substances and anti-infectives. In addition to strong organic growth in recent years, Sandoz has made a series of acquisitions including Lek (Slovenia), Sabex (Canada), Hexal (Germany) and EonLabs (US) and sells its products in more than 110 countries. In 2006, Sandoz employed around 20,000 people worldwide and posted sales of USD 6 billion.

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