



Passion and finance in the same sentence? Did you say “Impossible!”?

FINANCE

Then you’ve never seen Novartis Pharmaceuticals Corporation’s (NPC) Finance Department at work. Consider that the Novartis Group’s research investment is nearly \$3 billion, its global sales in 2000 nearly \$18 billion, its pipeline holds more than 80 promising new compounds, and its Group Companies’ combined workforce of 70,000 employees in 140 countries is growing daily. With figures like these to work with, who wouldn’t be passionate? But the Finance function at NPC is about much more than crunching numbers. It’s about growing a business.

At Novartis, Finance is not a back-office function. Finance professionals are integrated into nearly every facet of the business, from the marketing, planning and commercial/government contracting process to orchestrating strategic organizational change for the next decade. That’s why the Finance function at Novartis blends traditional positions like Financial Reporting, Accounting, and Business Planning and Analysis with the non-traditional, including Business Opportunities and Healthcare Contract Administration.

THE BEST IN THE BUSINESS

NPC’s Finance professionals are some of the best in the business, and we need more like them: analytical thinkers, problem solvers, eager learners, and lovers of change. In addition to strong interpersonal and basic financial skills, we look for professionals with commercial and/or government healthcare system knowledge, experience in contract law and contracting principles, desktop software expertise, written and oral communication skills, and

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BUSINESS & ADMINISTRATION SERVICES

As Novartis Pharmaceuticals Corporation continues its rapid growth and metamorphosis from a \$4 billion company in 2001 to an \$8–\$10 billion company by 2005, its structure continues to evolve to support this growth and the business priorities that drive it. One such change is the newly created department of Business and Administration services, reporting to the NPC Chief Financial Officer.

Business and Administration Services encompasses the departments of Engineering, Health, Safety and Environment, Technical Purchasing, General Administration, Security and Aviation. Where previously these departments had been managed under the business units of Pharma Operations, Finance and Human Resources, the new structure and reporting relationship will allow for more focused operational and administrative oversight, while enabling the former managing units to focus more strategically on their individual core missions.

The focus of Business and Administration Services is on cost efficiency, productivity and “best in class” service, as evidenced in key projects that include construction of a state-of-the-art Novartis Research Center, implementation of our East Hanover Site Master Plan and the start-up of a global express aircraft. Business and Administration Services is truly an in-house service engine, and seeks the best professionals in a wide variety of disciplines — from Electronic Printing and Publishing, Office Services, Meeting Planning, Fleet Management, Records Management, Travel Services

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FINANCE *continued*

Access Database and Cognos reporting skills. At NPC, finance and business strategy go hand in hand. Business planning and analysis skills are critical, as is the ability to work through strategic business development and anticipate business partners' needs.

OPPORTUNITIES ABOUND

In return, we offer the perfect blend of old company history with a new company attitude. Our comprehensive benefits and compensation packages are just the beginning. Individuals are hired not just for what they can do, but what they are capable of doing. As part of NPC's management development process, your department head must set goals, objectives and succession plans for talent in the organization — talent like you. Every major corporate endeavor and cross-functional team project integrates the expertise of our Finance professionals. Rotations are encouraged and opportunities abound.

In the last three years, our Finance people have reduced operational costs by improving systems and protocols, and facilitated positive growth to our EBIT and Management Result. We continue to make process improvements and add systems upgrades and enhancements, such as SAP. With the right people on our team, so much more is possible.

If you like to sit in a dark office compiling data and running reports, there's a finance department for you almost anywhere. But if you'd like your efforts to help one of the top 10 pharmaceutical companies in the world reward its employees, build its business, please its shareholders and, ultimately, heal patients, Novartis is the place for you.

B & A SERVICES *continued*

and Company Store, to Security, Purchasing, Engineering and Facilities Management, Environmental and Industrial Hygiene.

Where Finance looks for opportunities to manage and meet NPC's aggressive business goals, Business and Administration Services works in sync, providing top notch services with cost and productivity in mind. Why look for business-to-business service providers outside the company when the best professionals are already part of our business?

Yes, we're passionate about our work. If you are, too, then join the team at Novartis — and think what's possible.