



Oncology Development: Maximizing the pipeline to deliver innovative treatments

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The following presentation includes discussions of investigational products and investigational indications for existing products. The efficacy and safety of such products and indications have not been established.

Focus for today

- Overview of the strong oncology development performance in 2012
- Update on selected priority compounds in full development
- Overview on newsflow projected through 2017

Novartis Oncology Global Development:









Strong performance in 2012, anticipated to continue in coming years

- Oncology Development has industry-leading capabilities which culminated in **6 indications with regulatory approvals** in 2012, including **2 new chemical entities**
- Late stage pipeline is full with **14 targeted agents**, and majority of the programs having companion diagnostics
- Dense newsflow projected through 2017
 - **13 pivotal study readouts** planned in 2013-14
 - NDA¹s and regulatory approvals expected to continue at a steady pace

¹ New drug application

Six indications with regulatory approval in 2012

2 NCEs and 4 label extensions

 AFINITOR [®] (everolimus) tablets	HR+/HER2- advanced Breast Cancer ¹	US & EU approval
 AFINITOR [®] (everolimus) tablets VOTUBIA [®] (everolimus) tablets	TSC ² , Angiomyolipomas	US & EU approval
  JAKAVI ^{™3} ruxolitinib	Myelofibrosis	EU approval
  Signifor [®] pasireotide	Cushing's Disease	EU approval US on-track for Q4, 2012
 gleevec [®] (imatinib mesylate) tablets	3 Year Adjuvant in GIST ⁴	US & EU approval
 Tasigna [®] (nilotinib)	De novo CML ⁵ 36 month update	EU approval US on-track for Q4, 2012


¹ In combination with exemestane after progressing on an aromatase inhibitor

² Tuberous sclerosis complex







³ Novartis licensed INC424/Jakavi[®] from Incyte for development and commercialization outside the US. Incyte has retained the rights in the US

⁴ Gastro-intestinal stromal tumors

⁵ Chronic myeloid leukemia

 NCE: new chemical entity

Broad & deep Development portfolio

Solid Tumor		Hematological Malignancies	
 AFINITOR (everolimus) Tablets (mTOR inhibitor)	RCC ¹ ; pNET ² ; TSC ³ ; HR+ BC ^{4, 5} HER2+ BC ⁵ 1 st & 2 nd /3 rd line; HCC ⁶ ; Non-functioning Carcinoid	 Tasigna (nilotinib) (2 nd generation potent BCR-ABL inhibitor)	CML ⁸ – de novo; CML ⁸ Treatment Free Remission; c-KIT Melanoma
 Signifor (pasireotide) (multi-receptor targeted somatostatin analogue)	Cushing's Disease; Acromegaly Carcinoid	 JAKAVI (ruxolitinib) (JAK1/JAK2 inhibitor)	Myelofibrosis; Polycythemia Vera
BKM120/BEZ235 (PI3K inhibitors)	NSCLC ⁷ ; Prostate; Glioblastoma multiforme; Breast	 EXJADE (deferipiron) (Iron Chelator)	Non-Transfusion-Dependent Thalassemia
TKI258 (FGFR & VEGFR inhibitor)	RCC ¹ ; Breast; Endometrial; HCC ⁶	 AFINITOR (everolimus) Tablets (mTOR inhibitor)	Lymphoma
LDK378 (ALK inhibitor)	NSCLC ⁷	LBH589 (Pan HDAC inhibitor)	Multiple Myeloma
LDE225 (Smoothened inhibitor)	Basal cell carcinoma; medulloblastoma	PKC412 (FLT3; C-KIT; PDGFR inhibitor)	Acute Myeloid Leukemia Aggressive Systemic Mastocytosis)
MEK162 ⁹ (MEK inhibitor)	NRAS-mutated Melanoma	CTL019 ¹¹ (CD19-targeted chimeric antigen receptor (CAR) immunotherapy)	Chronic lymphocytic leukemia; acute lymphocytic leukemia; other B-cell malignancies
LGX818 (BRAF inhibitor)	BRAF-mutated Melanoma		
AUY922 ¹⁰ (HSP90 inhibitor)	ALK+ & EGFR-mutated NSCLC ⁷		

¹ Renal cell carcinoma; ² Pancreatic neuroendocrine tumors; ³ Tuberous sclerosis complex incl SEGA, AML, seizures; ⁴ Advanced hormone-receptor positive; ⁵ Breast cancer; ⁶ Hepatocellular carcinoma; ⁷ Non-small cell lung cancer; ⁸ Chronic myeloid leukemia; ⁹ MEK162 in-licensed from Array BioPharma; ¹⁰ Discovered under collaboration with Vernalis plc; ¹¹ In-licensed from Univ. of Penn.

19 active registration trials in 2012:

7 Trials completed enrollment, 9 ongoing, 3 to be initiated

Afinitor®	BKM120	Tasigna®	SOM230
Diffuse Large B-Cell Lymphoma	mBC ¹ ER+: Fulvestrant mTOR naive	C-KIT Melanoma	Cushing's Disease (LAR) ²
non-functioning Carcinoid	mBC ¹ HER2-: Fulvestrant post-mTOR	Path to Cure (Treatment Free Remission)	Acromegaly
HER2+ Breast Cancer 1 st line			
HER2+ Breast Cancer – 2 nd /3 rd line			
Hepatocellular Carcinoma	INC424	LBH589	TKI258
	Polycythemia Vera	Multiple Myeloma	Renal Cell Carcinoma
	PKC412	LDE225	LDK378
	Acute Myeloid Leukemia	Basal Cell Carcinoma	NSCLC ³ – chemotherapy & crizotinib refractory
	Aggressive Systemic Mastocytosis	Medulloblastoma	

■ New Trials to be initiated in 2012 ■ Enrollment Completed ■ Ongoing

¹ Metastatic breast cancer
² Long-acting release form
³ Non-small cell lung cancer

Patient selection strategies in multiple programs

10 Companion diagnostics in development

Program	Companion diagnostics	Potential indications
Tasigna®	BCR/ABL (Version 2)	<ul style="list-style-type: none"> Treatment-free remission in CML¹
BKM120 BEZ235 BYL719	PIK3CA mutations, PTEN mutations or PTEN loss of expression	<ul style="list-style-type: none"> Breast, NSCLC², prostate cancer
PKC412	FLT3 mutation	<ul style="list-style-type: none"> Newly diagnosed AML³
LDE225	Hh 5 gene signature	<ul style="list-style-type: none"> Medulloblastoma
TKI258	FGFR amplification & mutation	<ul style="list-style-type: none"> Breast cancer (FGFR amplification) Endometrial Cancer (FGFR mutation)
MEK162	NRAS mutation	<ul style="list-style-type: none"> NRAS mutated melanoma
LGX818	BRAF mutation	<ul style="list-style-type: none"> BRAF mutated melanoma (combination with MEK162)
LDK378	ALK translocation	<ul style="list-style-type: none"> ALK-translocated NSCLC² patients

¹ Chronic myeloid leukemia

² Non-small cell lung cancer

³ Acute myeloid leukemia

Focus for today

1 Afinitor[®] - mTOR inhibitor

2 BKM120 - PI3K inhibitor

3 LDK378 – ALK inhibitor

4 Jakavi[®] - JAK1/JAK2 inhibitor

5 Tasigna[®] - 2nd generation potent BCR-ABL inhibitor

Large parallel Phase III program ongoing; Critical role of mTOR pathway across tumor types

5 Indications approved to date



Registration Studies	Recruitment Status	Expect to File/ Regulatory Status
1. Kidney Cancer	Complete	Approved
2. Pancreatic NET ² s	Complete	Approved
3. TSC ³ SEGA ⁴	Complete	Approved
4. TSC AML ⁵	Complete	Approved
5. ER+ Breast Cancer (BOLERO-2)	Complete	Approved
6. HER2+ Breast Cancer (BOLERO-1 & 3)	Complete	2013 / 2014
7. Liver Cancer	Complete	2013
8. Non-functioning Carcinoid	Enrolling	2015
9. Lymphoma	Enrolling	2015

¹ *Worldwide Initiative to Develop Everolimus;*

² *Neuro-endocrine tumors;*

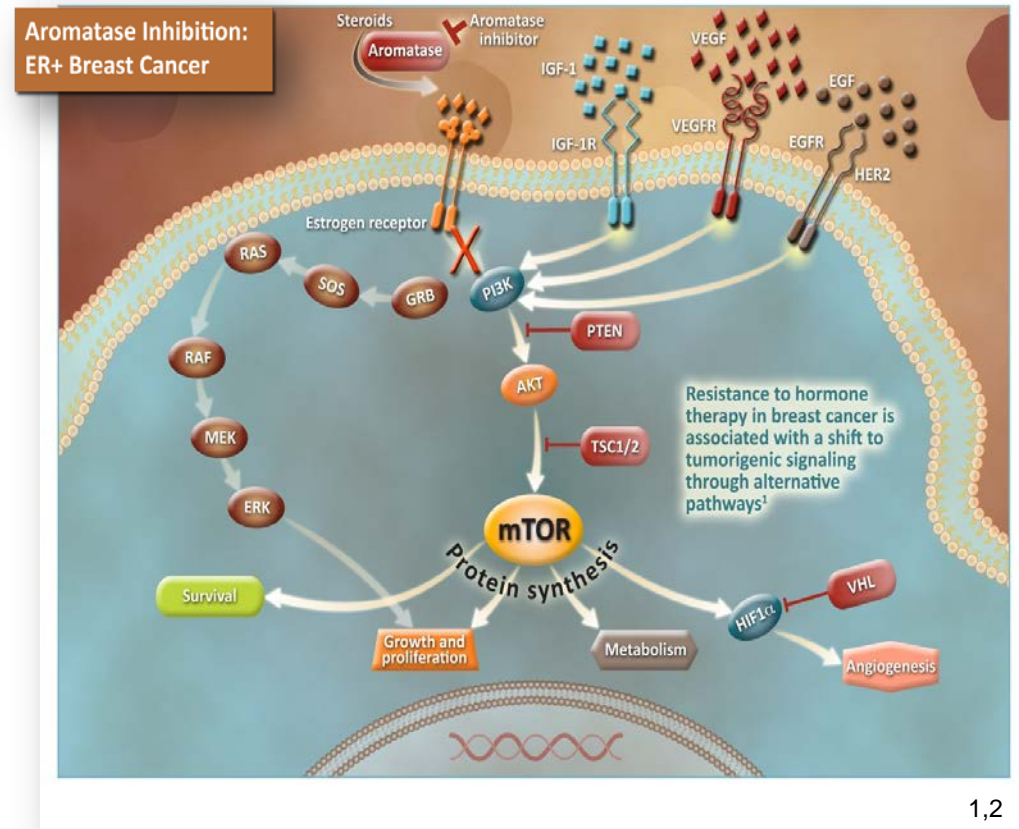
³ *Tuberous sclerosis complex;*

⁴ *Sub-ependymal giant cell astrocytoma;*

⁵ *Angiomyolipoma*

Bolero-2 Rationale: Resistance to endocrine therapy is associated with PI3K/mTOR activation

- **mTOR is a protein** that regulates cell growth, cellular metabolism and the creation of new blood vessels through angiogenesis
- **In advanced breast cancer**, overactivation of the PI3K/Akt/mTOR pathway promotes estrogen-independent cell proliferation
- **Inhibiting certain cellular pathways**, such as mTOR, PI3K and, potentially, FGFR, is critical to overcoming resistance to endocrine therapy^{3,4}



1,2

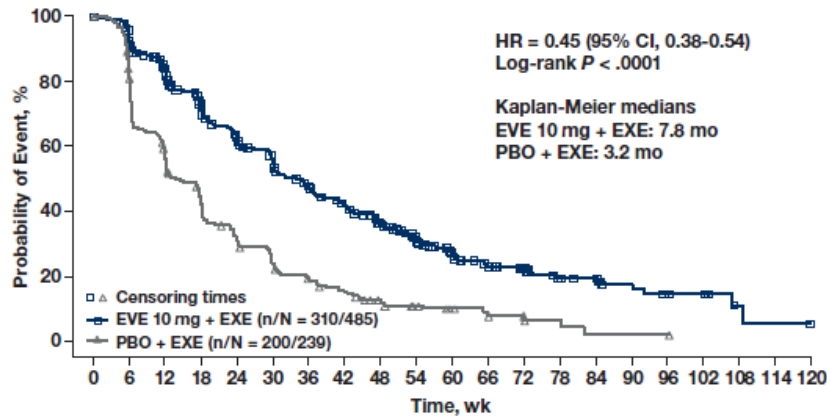
¹ Inhibiting the PI3K/Akt/mTOR signaling Pathway. National Cancer Institute. Available at http://www.cancer.gov/cancertopics/understandingcancer/targetedtherapies/breastcancer_htmlcourse/page6. Accessed May 2012.
² Baselga J. 2011 European Multidisciplinary Cancer Congress. Presentation of late breaking abstract No. 9LBA. September 26, 2011.
³ Normanno N, et al. *Endocr Relat Cancer*. 2005;12:721-747. ⁴ Di Cosimo S, Baselga J. *Nat Rev Clin Oncol*. 2010;7:139-147.

BOLERO-2: Updated 18-month follow-up¹

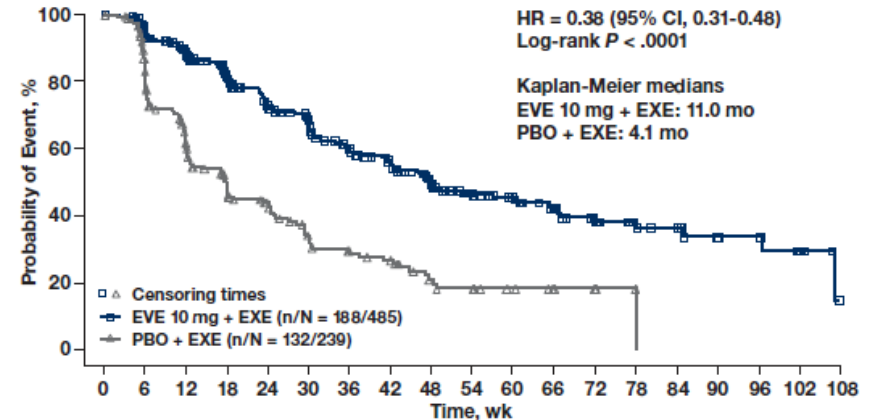
Paradigm shift in the treatment for women with HR+ advanced breast cancer progressing despite NSA² therapy



PFS Local Assessment



PFS Central Assessment



Overall Survival (EVE³ versus PBO⁴)

- 2nd Interim Analysis Results
 - 182 events, hazard ratio: 0.77 (0.57-1.04) in favor of Afinitor[®]
- Final analysis in late 2013 / early 2014 (total of 398 deaths)

¹ ASCO 2012 – Abstract #559

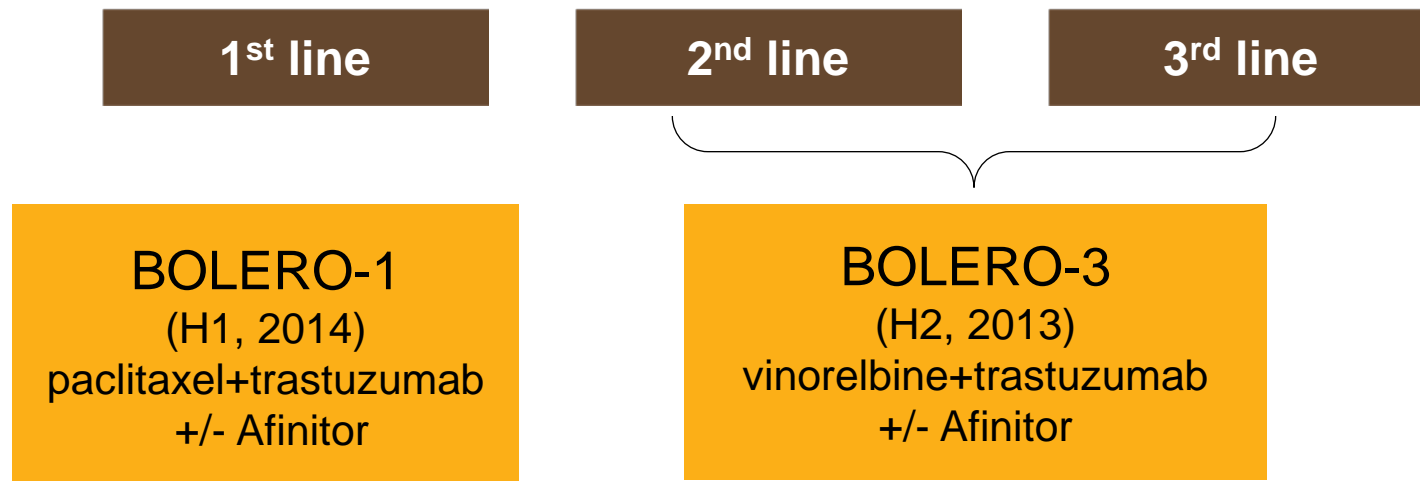
² Non-steroidal aromatase inhibitor

³ Everolimus=Afinitor

⁴ Placebo

Afinitor[®] in advanced HER2+ Breast Cancer strong rationale

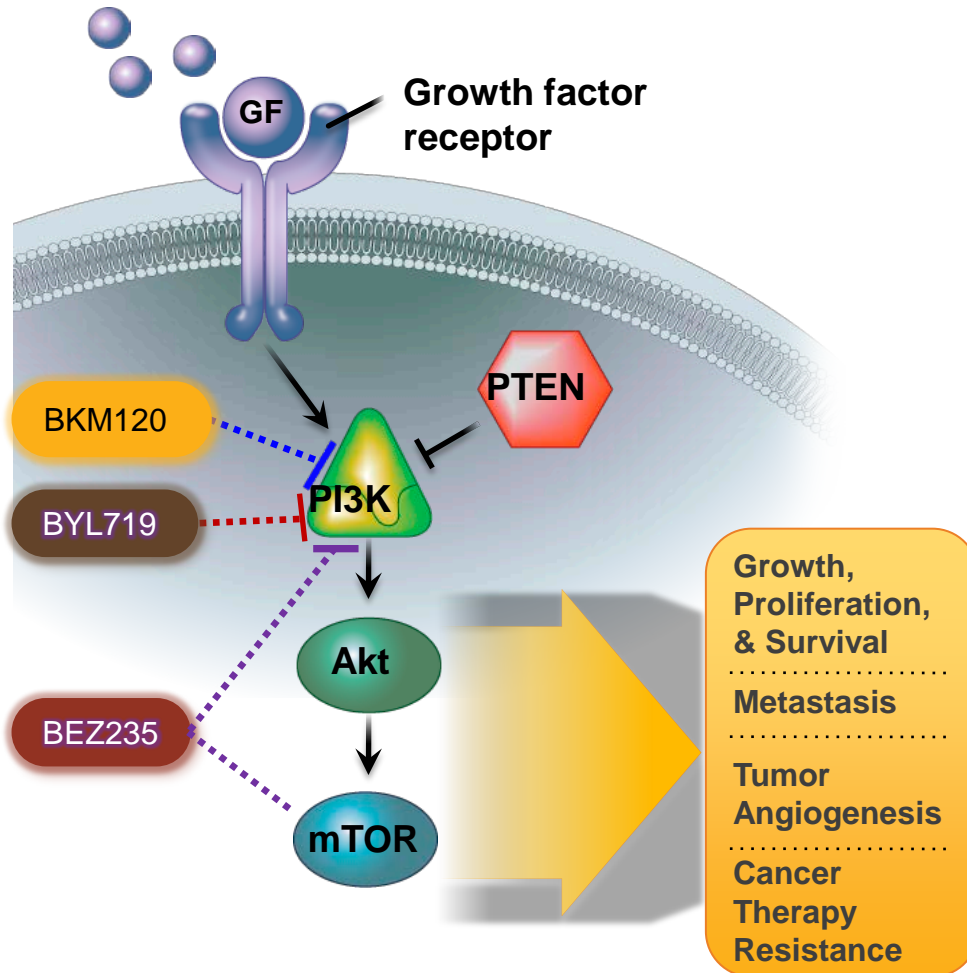
Preclinical¹ & early clinical² : combination of Afinitor[®] with anti-HER2+ treatment (e.g trastuzumab) is synergistic and has the potential to overcome trastuzumab resistance



¹ Lu C-H (2007) *Clin Cancer Res* ; 13 : 5883-8

² Andre F (2010) *J Clin Oncol*; 28: 5110-5 and Jerusalem G (2011) *Breast Cancer Research and Treatment*; 125: 447-455

PI3K inhibitors in development



BKM120

- Oral pan-class I PI3K inhibitor of all four class I PI3K isoforms (α , β , γ , δ)^{1,2}

BEZ235

- Oral pan-class I inhibitor of PI3K, mTORC1 and mTORC2³

BYL719

- Oral alpha-selective (p110 α) PI3K inhibitor

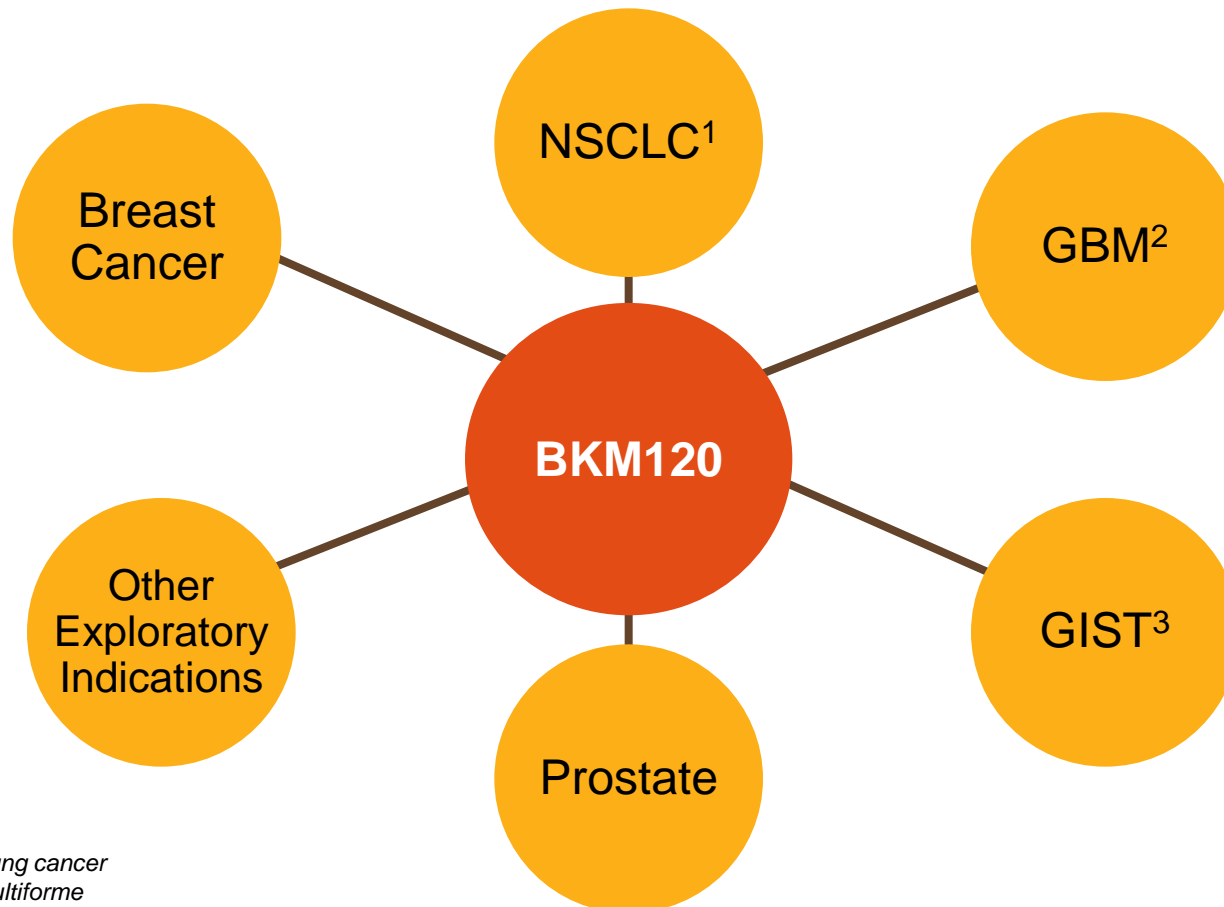
¹ Voliva et al. AACR, 2010. Abstract 4498

² Maira et al. AACR, 2010. Abstract 4497

³ Maira et al. Mol Cancer Ther. 2008;7:1851

PRISM: A broad development program with BKM120

Patient selection and stratification on
PI3 kinase activation embedded in all trials



¹ Non-small cell lung cancer

² Glioblastoma multiforme

³ Gastro-intestinal stromal tumor

BKM120 – Ongoing studies in Breast Cancer

Encouraging activity seen in heavily pre-treated patients

HR+	Combination Partner	Population	Number of Patients Enrolled	Clinical Benefit (CR/PR/SD ¹)
Phase I² (Solid tumors)	single agent	BKM120 dose escalation; prior endocrine and chemotherapy allowed (Phase I)	N=21	47.6% (2 PR [1 unconfirmed], 8 SD)
Phase Ib³	letrozole	Prior AI, anti-estrogen and chemotherapy allowed	N=51	47% (1 CR, 1 PR, 22 SD)
HER2+	Combination Partner	Population	Number of Patients enrolled	Clinical Benefit (CR/PR/SD)
Phase Ib/II⁴	trastuzumab	Progression on or within 4 weeks after last dose of trastuzumab	N=50	52% (1 CR, 4 PR, 21 SD)

¹ CR=complete response; PR=partial response; SD=stable disease

² Grana, B. et. al. ASCO 2011

³ Meyer, I et. al. ASCO 2012

⁴ Pistilli, B et.al, ESMO 2012

BKM120 – 2 Phase III in HR+ Breast Cancer initiated

Work in progress in other Breast Cancer sub-groups



HR+	Neo-adjuvant	1 st line Hormonal therapy AI ¹ sensitive	2 nd –3 rd line AI ¹ -resistant and mTOR Naive	3 rd –4 th line AI ¹ and mTOR Pretreated	1 st Line chemotherapy
	Planned	Planned	BELLE-2: ★ Fulvestrant ± BKM120 (Phase III 842 patients)	BELLE-3: ★ Fulvestrant ± BKM120 (Phase III 615 patients)	
HER2-	Neo-adjuvant (triple negative)	1 st line Chemotherapy			
	Planned	BELLE-4: Paclitaxel ± BKM120 (Phase II – 200 pts)			

¹ Aromatase inhibitor



2012 innovative key combinations with PI3 kinase inhibitors

	PI3K inhibitor		Combo partner	Rationale
Solid Tumor	BEZ235 ^{PI3K/TOR1/2}	+	Afinitor [®]	Dual inhibition of TORC1/2 & PI3K (blockade of feedback loop)
	BKM120 ^{panPI3K}	+	Afinitor [®]	Synergistic activity with dual inhibition of TORC1 & PI3K
	BKM120 ^{panPI3K}	+	LDE225 ^{SMO}	Hedgehog pathway resistance mediated through PI3K activation
	BYL719 ^{PI3Kα}	+	MEK162 ^{MEK}	Dual inhibition of the PI3K & MEK pathways; synergistic activity in preclinical models
	BKM120 ^{panPI3K}	+	MEK162 ^{MEK}	Dual inhibition of the PI3K & MEK pathways; synergistic activity in preclinical models
GIST	BKM120 ^{panPI3K}	+	Glivec [®]	Additional mutations in c-kit impart resistance to imatinib w/ activation of PI3K pathway

LDK378: Outstanding data from ALK+ NSCLC¹ Patients – Refractory to Crizotinib (Phase I study)

Preclinical Data*

LDK378 versus crizotinib:

- More potent and selective ALK inhibitor
- Longer responses in EML4-ALK crizotinib-resistant and crizotinib-sensitive xenografts

Clinical Data*

Phase I study in advanced solid tumors is ongoing:

- LDK378 exhibits potent anti-tumor activity in patients with ALK+ NSCLC, including those who have progressed following crizotinib
- LDK378 is active in brain metastases
- Response rate observed in NSCLC patients treated at ≥ 400 mg who progressed following crizotinib:
 - Response Rate with PR² + CR³ + uPR⁴ = 80% (36/45)
 - Response Rate with PR + CR = 47% (21/45)

¹ NSCLC: Non-small cell lung cancer ² PR=partial response ³ CR=complete response ⁴ uPR=unconfirmed partial response

* Shaw, et al. ESMO Congress, Vienna 2012

LDK378: Clinical Development Plan

Planned Pivotal Studies	Initiate 1 pivotal study in Dec, 2012: <ul style="list-style-type: none">▪ In chemotherapy- and crizotinib-refractory non-small cell lung cancer Other pivotal trials planned for 2013
Regulatory Filing	Planned in 2014

Jakavi® (JAK1/JAK2 inhibitor): Myelofibrosis & Polycythemia Vera



Polycythemia Vera

Pivotal Phase III trial vs. **best available care**

➤ ***Enrollment ongoing***

Myelofibrosis: Combination Studies

+ **LBH589**

- Mouse model combination with ruxolitinib shows significant reduction of bone marrow fibrosis and allele burden¹

- ***Other combinations planned with compounds in our portfolio***

¹ Baffert, Abstract #798, ASH Dec 2011

Tasigna[®]: Paradigm shift in the management of CML¹

ENESTnd:

Randomized pivotal trial (nilotinib vs. imatinib) in untreated Ph+ CML-CP²

- 3 years of follow-up confirms the superiority of nilotinib
- Faster and deeper molecular response 4-log Reduction (MR^{4.0}) and 4.5-log Reduction (MR^{4.5})
- Decreased risk of progression to AP/BC³ and death following progression

ENESTnd: Saglio G. et al, ASH 2011 (Abstract #452)

ENESTcmr:

Randomized trial (nilotinib vs. continuation of imatinib) in Ph+ CML-CP patients who did not achieve a complete molecular response after treatment with imatinib for at least ≥ 2 years

- 12 months of follow-up shows nilotinib more than doubled in comparison to imatinib the rate of:
 - Confirmed Complete Molecular Response
 - Complete Molecular response 4-log Reduction (MR^{4.0})
 - Complete Molecular response 4.5-log Reduction (MR^{4.5})
- 5 year follow up is planned

ENESTcmr: Hughes et al. ASH 2011 (Abstract #606)

¹ Chronic myeloid leukemia

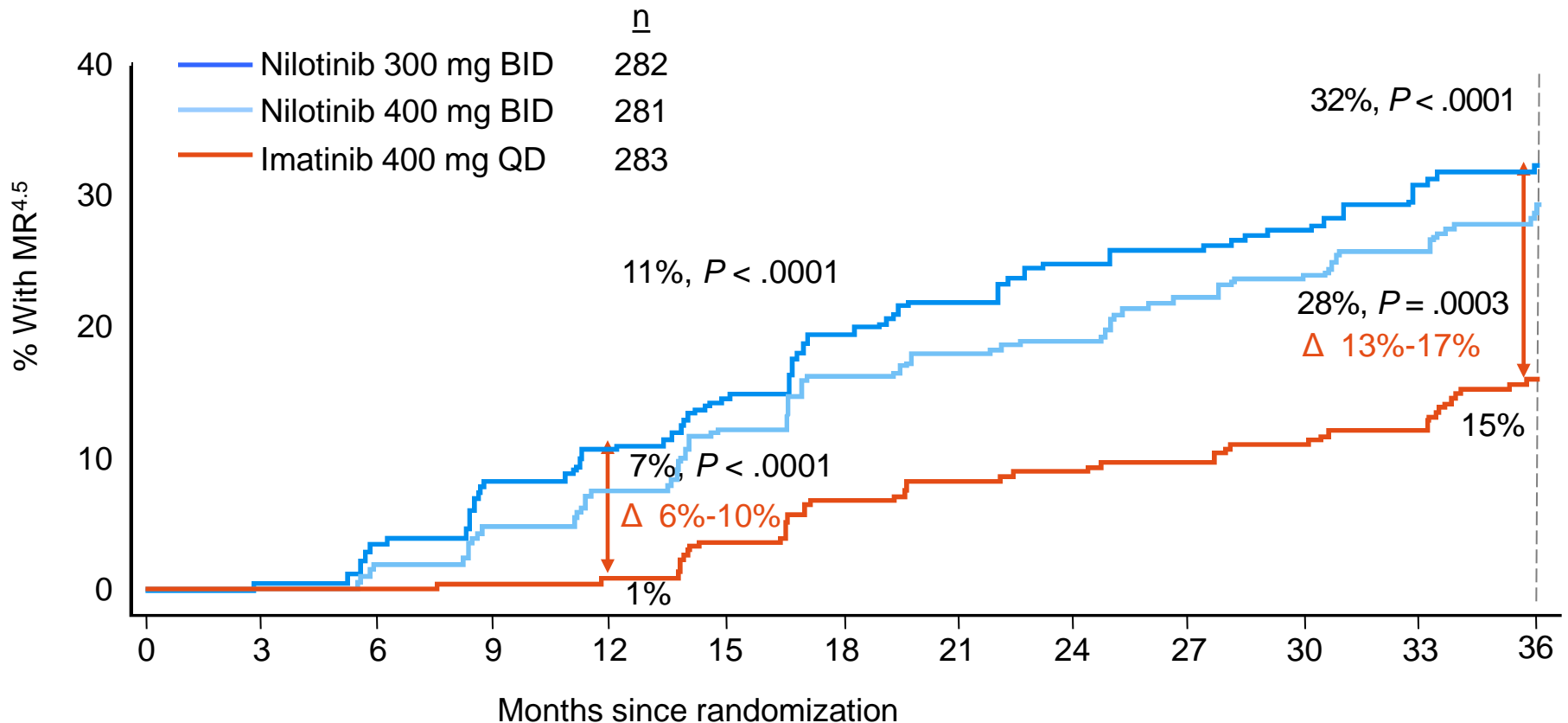
² Chronic phase

³ Acute phase / blast crisis

Rationale for treatment-free remission strategy

Deeper & faster molecular response with Tasigna[®]

ENESTnd 36 month follow-up cumulative incidence of MR4.5

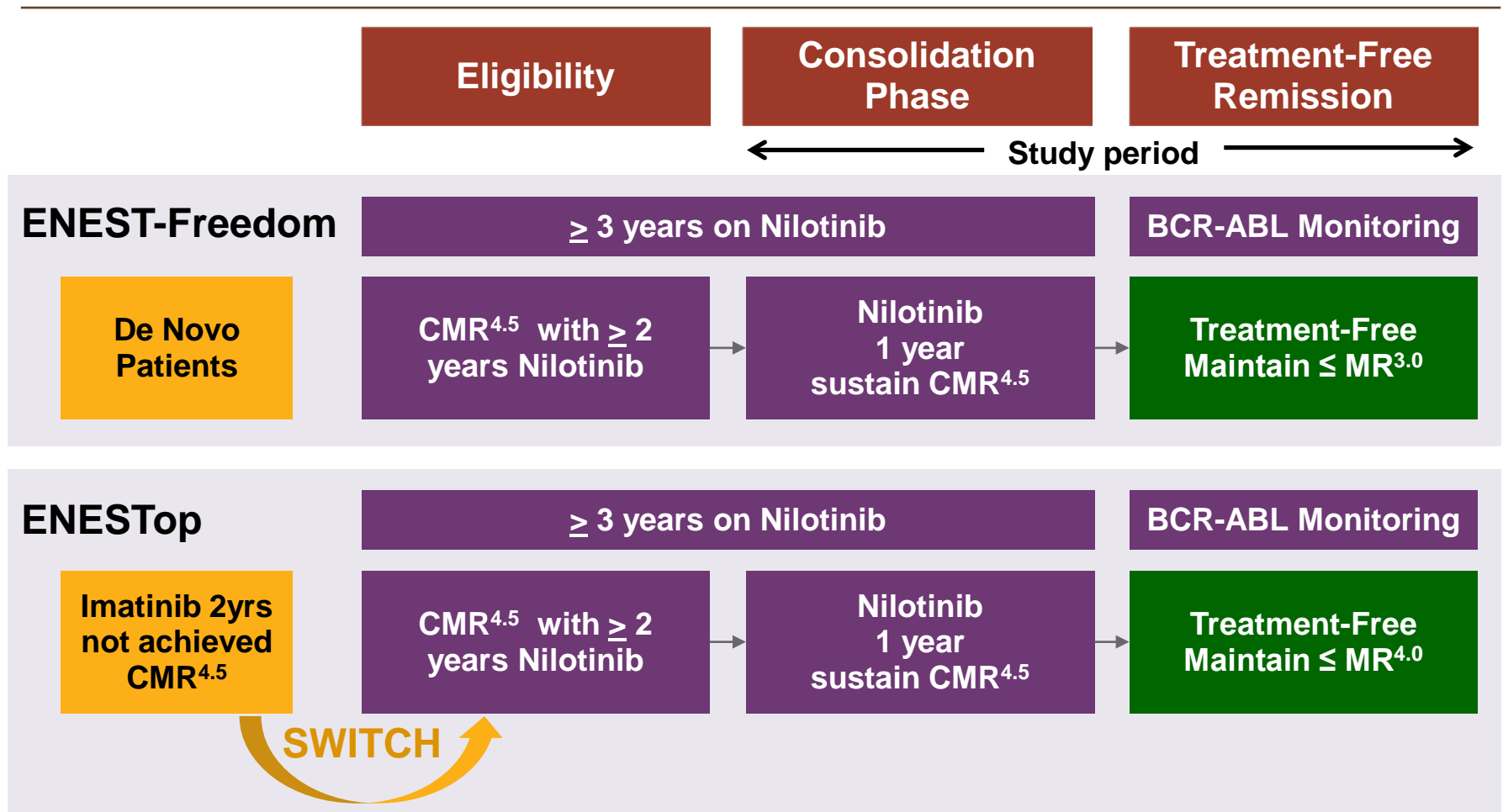


Saglio G. et al, ASH 2011 (Abstract #452)

* 4.5 log reduction of bcr-abl transcript

Treatment free remission: 2 international trials expected to start recruitment in Q1 2013

Path to Cure Strategy



Oncology Portfolio: Planning for expected key activities in 2013-2014

- Target Regulatory Approvals expected in **4 NCEs**
- **Exjade[®]**: Expected approval in non-transfusion-dependent thalassemia
- **Signifor[®]**: Expected approval in acromegaly
- **Afinitor[®]**: Further expand label
- Accelerate development in:
 - **Tasigna[®]**: Treatment-Free Remission strategy for CML
 - **PI3 Kinase Programs**: BKM120, BEZ235 & BYL719
 - **ALK Inhibitor**: LDK389
 - **HSP90 Inhibitor**: AUY922
 - **MEK Inhibitor**: MEK162
 - **BRAF Inhibitor**: LGX818
- **Pivotal Trials**: Results expected from **13 trials**

2013 – 2014 Expected newsflow: Results from 13 pivotal trials

2013	2014
<ul style="list-style-type: none">■ Afinitor[®] Hepatocellular carcinoma – 2nd line■ Afinitor[®] HER2+ breast cancer – 2nd/3rd line■ LBH589 Multiple myeloma – 2nd line■ PKC412 FLT3+ Acute myeloid leukemia – 1st line■ Tasigna[®] cKIT mutated melanoma – 1st line■ TKI258 Renal cell carcinoma – after mTOR■ PKC412 Aggressive systemic mastocytosis	<ul style="list-style-type: none">■ Afinitor[®] HER2+ breast cancer 1st line■ Afinitor[®] Diffuse large B-cell lymphoma - maintenance■ Afinitor[®] Non-functioning carcinoid■ Jakavi[®] Polycythemia vera■ LDK378 ALK+ Non-small cell lung cancer■ LDE225 Basal cell carcinoma – 1st line

One of the largest regulatory filing charts in the industry

Planned filings 2013 to ≥ 2016

2013	2014	2015	≥ 2016
LBH589 Multiple Myeloma	LDK378 (ALK - NSCLC)	BKM120 (PI3K – Breast Cancer)	AUY922 (Hsp 90 – Solid Tumors)
TKI258 RCC ¹	PKC412 AML ³	Afinitor® Lymphoma	BEZ235 (PI3K – Solid Tumors)
Afinitor® HER2+ Breast Cancer 2 nd Line	LDE225 Basal Cell Carcinoma	Afinitor® Non-functional carcinoid tumor	BYL719 (PI3K – Solid Tumors)
Afinitor® HCC ²	Afinitor® HER2+ Breast Cancer 1 st Line	Signifor® Cushing's disease LAR	CTL019 Leukemia
Signifor® Acromegaly	INC424 Polycythemia Vera		LCI699 (Aldos. – Cushing's)
	PKC412 ASM ⁴		LGX818 (Raf – Melanoma)
	Tasigna® cKIT Melanoma		MEK162 (MEK – Melanoma)
			BKM120 Solid tumors
			LDE225 Solid tumors
			TKI258 Solid & Hemat. tumors

New molecule

New Indication

New formulation

¹ Renal Cell Carcinoma

² Hepatocellular carcinoma

³ Acute myeloid leukemia

⁴ Aggressive systemic mastocytosis



Back-Up

Key Oncology and Hematology Projects

Exploratory Trials	Confirmatory Trials (Phase I/II)	Registration Trials (Phase III or pivotal)		Filed (in Registration)
BGJ398 Solid tumors	AUY922 Solid tumors	LBH589 Multiple Myeloma	PKC412 AML ²	Signifor [®] Cushing's disease
BHQ880 Myeloma	BEZ235 Solid tumors	LDE225 Basal Cell Carcinoma	TKI258 RCC ³	Exjade [®] NTDT ⁶
INC280 Solid tumors	RAF265 Melanoma	BKM120 Breast Cancer	INC424 Polycythemia Vera	Afinitor [®] TSC AML ⁵
LCL161 Solid tumors	MEK162 Solid tumors	Afinitor [®] HER2+ Breast Cancer 1 st Line	PKC412 ASM ⁴	
LEE011 Solid tumors	LCI699 Cushing's Syndrome	Afinitor [®] HER2+ Breast Cancer 2 nd Line	Signifor [®] Acromegaly	
LEQ506 Solid tumors	LGX818 Solid tumors	Afinitor [®] HCC ¹	Afinitor [®] Non-functional carcinoid tumor	
LFA102 Solid tumors	LDK378 NSCLC	Afinitor [®] Lymphoma		
AEB071 Solid tumors	CTL019 Leukemia			
LGK974 Solid tumors	BYL719 Solid tumors			
LGH477 Hemat. Tumors	BKM120 Solid tumors			
TAS266 Solid tumors	LDE225 Solid tumors			
LJM716 Solid tumors	Signifor [®] Rare neuroendocrine tumors			
VAY736 Leukemia	LBH589 Hemat. tumors			
	Tasigna [®] cKIT Melanoma			
	TKI258 Solid & Hemat. tumors			
	Afinitor [®] Solid tumors			

¹ Hepatocellular carcinoma

² Acute myeloid leukemia

³ Renal Cell Carcinoma

⁴ Aggressive systemic mastocytosis

⁵ Tuberous sclerosis complex angiomyolipomas

⁶ Non-Transfusion-Dependent Thalassemia

New molecule

New Indication