Background information

Venue
• Global Innovation Summit 2021, 18-19 November

Time and place
• 18 November, 14:10-14:55 (18:40-19:25 local time)

Audience (~2000)
• Inauguration by Prime Minister of India
• Minister of health & Secretaries of central ministries
• Policy Makers, Industry Captains and Thought leaders

Session
Special Address: Global Experience of Accelerating Innovation
• Professor Robert Langer, MIT (20 min)
• Martin Holst Lange, NN (20 min)

Additional information
• Dry-run (logistics test) 15 min 16 or 17 November (LJPS)
• Information on organiser (IPA)
  • IPA is the apax policy association in India with 23 members contributing 57% of domestic sales, 85% of R&D expenditure and 80% exports from India
  • Health care is the key thrust area and there is significant realization that India should move up the value chain with the advantage of Global Scale in Manufacturing, Science and Technology Talent, Democratic Set Up / strong legal system and overall demographic advantage
Global experience of accelerating innovation

Martin Lange
Executive Vice President Development
Novo Nordisk A/S
Novo Nordisk at a glance

Novo Nordisk is a leading global healthcare company, founded in 1923 and headquartered in Denmark.

Our purpose is to drive change to defeat diabetes and other serious chronic diseases such as obesity and rare blood and endocrine disorders. We do so by pioneering scientific breakthroughs, expanding access to our medicines and working to prevent and ultimately cure disease.

- **Products marketed in** 169 countries
- **Suppliers of nearly 50% of the world’s insulin**
- **32.8 million people use our diabetes care products**
- **1756 million INR invested in R&D**
- **Strategic production sites in Denmark, Brazil, China, France and US**
- **8500 employees working with Research & Development**
- **80 affiliates in 80 countries**
- **5 among the world’s largest pharma companies measured by market cap**
- **Diabetes**
- **Growth disorders**
- **Haemophilia**
- **Obesity**

1. Between 2016 and 2020
2. Including ~2500 in CMR
3. Medwatch & Data on file
Novo Nordisk®

Research and Development in Novo Nordisk

Therapy areas

Diabetes
Obesity
CKD
CVD
NASH
Brain disorders

Technology platforms

In-house platform
Strategic collaboration

CVD: cardiovascular disease; CKD: Chronic Kidney Disease; NASH: non-alcoholic steatohepatitis; RNAi: RNA interference;

1. Between 2016 and 2020
2. In 2021
Novo Nordisk’s innovation model is built on dedicated disease understanding and focused innovation.

Focused innovation with 12 new products in less than 10 years.

Disease area knowledge

Delivery Systems

Proteins & peptides

Collaboration with academic and commercial partners

Strong foundation of **basic research** and accumulation of insights

Basic research → Incubation & Invention → Innovation & Product Development

Novo Nordisk has an innovative pipeline with novel technologies and multiple therapeutic targets

- **Insulins**
- **GLP-1 analogues**
- **New anti-diabetics**
- **Rare blood disorders (RBD)**
- **Rare endocrine disorders (RED)**

- **Obesity**
- **NASH/CVD**
- **Stem Cells**
- **OSCD**

1: Projects on-hold
2: Project expected to skip phase 2
4: Terminated further clinical development activities and investments towards G2 for the lead GSI 1845 molecule
5: Launched in the US under the brand name Wegovy®

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**SOMA**

- **EPI 01** for Sickle Cell Disease

**SOMA device photo credit: Felice Frankel, MIT**
Novo Nordisk developed the first oral biologic diabetes treatment

1st GLP-1 RA in a pill

15 years of scientific development

8 years of clinical research
By being a sustainable business we add value to society and to our future business.

- **Circular for Zero**
  Progress towards zero environmental impact

- **Defeat Diabetes**
  Accelerate prevention to bend the curve, provide access to affordable care for vulnerable patients and innovate to improve lives

- **Environmentally responsible**

- **Financially responsible**

**Driving change to defeat diabetes and other serious chronic diseases**

**Novo Nordisk Way**

- Socially responsible