

# Novo Nordisk A/S

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## Seeking partners within haemostasis and autoimmune diseases

Novo Nordisk (Maaloev, Denmark, NYSE: NVO) is a world leader in diabetes care, offering the broadest diabetes product portfolio in the pharmaceutical industry, including the most advanced insulin delivery systems. Novo Nordisk also has a leading position within haemostasis management, growth hormone therapy and hormone replacement therapy. In collaboration with partners, the company aims to further advance therapies for patients with bleeding-related disorders or patients suffering from chronic inflammation and autoimmune diseases.



Novo Nordisk has a passion for proteins and is further refining its 85 years of protein technology.

### CONTACT DETAILS

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With a heritage of 85 years, Novo Nordisk is a healthcare company that focuses on protein-based pharmaceuticals. The company sustains solid leadership positions in dedicated specialist therapy areas such as diabetes, haemostasis management, growth hormone therapy and hormone replacement therapy. It manufactures and markets pharmaceutical products and services that greatly benefit patients, the medical profession and society. Novo Nordisk employs more than 25,000 staff members in 79 countries worldwide and markets its products in 179 countries. In 2007, revenues were US\$ 7.7 billion, of which more than 17% were invested in R&D.

Novo Nordisk continues to seek partners to build its focused pipeline and its portfolio even further.

### Focus: Haemostasis

In 1996, the successful development of recombinant human factor VIIa (NovoSeven®) set Novo Nordisk on a pioneering path within haemostasis. NovoSeven® was an innovation for treatment of bleedings for haemophilia patients with inhibitors and today it still is; being the only recombinant product for this patient population for which traditional replacement therapy with factors VIII and IX is no longer possible due to antibody formation. Based on our long-standing haemostasis expertise within various *in vitro* and *in vivo* models as well as in clinical development, Novo Nordisk is expanding within haemophilia. We are seeking external opportunities for preventing and treating bleeding in people with haemophilia. Our interest relates to improved treatments based on the known coagulation factors VIIa, VIII and IX but also to new protein and peptide innovations effective via novel non-replacement mechanisms.

### Focus: Autoimmune diseases

Novo Nordisk aims to build a presence within the areas of chronic inflammatory and autoimmune disorders. Already, together with its partners, it has created an exciting pipeline that is in the clinic. Anti-IL-20, anti-C5aR and anti-IFN $\alpha$  are three of several promising candidate drugs. The company has established a worldwide network of expert advisors within the areas of psoriasis, rheumatoid arthritis, systemic lupus, inflammatory bowel disease and multiple sclerosis.

To supplement its promising pipeline in the field of chronic inflammatory and autoimmune disorders, Novo Nordisk seeks partners with novel and innovative protein therapies. A particular focus is on validated cell-surface molecule targets on cells involved in immune regulation, as well as cytokine and chemokine targets.

### A passion for proteins

Novo Nordisk is committed to transform proteins into safe and effective therapies, and also to develop new and improved protein delivery systems for people who rely on

its products. Novo Nordisk pursues this strategic route to further enhance user convenience and therapeutic outcomes, guiding its pharmaceutical proteins all the way from candidate molecule to patients.

With its passion for proteins, Novo Nordisk continues to refine its world-class expertise in its focus areas. Among the company's particular strengths are the following:

- Protein engineering using mutation, pegylation and acylation, as well as genetic, enzymatic and chemical modification.
- Protein expression in *E. coli*, yeast and mammalian cells on commercial scales.
- Protein formulation, especially half-life extension, sustained release, and liquid formulations.
- Protein delivery systems, an area pioneered by Novo Nordisk with the introduction of the NovoPen® insulin pen device in 1985. Since then, the company has developed more than 20 single-use and multi-use injection systems, pre-filled or based on cartridges. Novo Nordisk has a leading position in the global injection device market.

### Focus is our strength

Novo Nordisk's 85-year history testifies to the fact that focus has been its strength. The company is dedicated to making a real difference in the lives of people who rely on its protein-based therapies. That is why it focuses on a few mutually re-enforcing therapeutic areas and commits to them for the long term. The financial, social and environmental results of the company speak for themselves.

All that is on the mind of those at Novo Nordisk who evaluate potential collaboration projects and engage with partners in joint development. The company forms alliances when they serve the parties' joint business purposes and the causes they stand for. Once engaged, Novo Nordisk commits what it takes to truly advance patient care and create sustainable business results.

"The products of potential partners matter to us because of our focus," says Jørn Roland Müller, Corporate Vice President for Biopharmaceuticals Sourcing at Novo Nordisk. "Our size enables us to move swiftly and flexibly towards creating the agreement that suits both of us."

"Whoever works with proteins in the area of inflammation or haemostasis should really contact us," he adds, "so we can join forces in bringing innovative proteins quickly from molecule to markets and patients."