Novo Nordisk

seeks partners within

Diabetes	Hemophilia and hemostasis management
Chronic inflammatory and autoimmune disorders	Drug delivery and protein technologies

novo nordisk®

Novo Nordisk is a focused healthcare company

We are headquartered in Denmark and have affiliates in 80 countries.

Novo Nordisk is a worldwide market leader in diabetes with

- A full portfolio of insulin analogs
- The broadest portfolio of insulin delivery systems and a leading position in the global injection device market.

Novo Nordisk has a leading position in

- Hemophilia with inhibitors
- Growth hormone disorders
- Hormone replacement therapy.

Research and Development at Novo Nordisk

We are committed to research and development of new medicines that fulfil unmet medical needs and that are aligned with our therapy areas.

Our current research and development pipeline is focused on proteins and peptides within:

- Diabetes
- Hemophilia and hemostasis management
- Chronic inflammatory and autoimmune disorders.

Collaborations with universities, research institutes, and biotechnology companies play a key role in our R&D strategy. Novo Nordisk allocates approximately 20% of its research budget to external activities.

Core competence: Proteins from molecule to market

- Protein expression in E.coli, yeast, and mammalian cells on commercial scales
- Protein engineering by using genetic, enzymatic and chemical modification technologies including pegylation and acylation
- 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 insulin pen device in 1985. Since then, we have developed more than twenty single-use and multi-use injection systems, pre-filled and based on cartridges.

Novo Nordisk seeks partnerships within

Diabetes

- Insulins
- GLP-1s
- Therapeutic proteins and peptides for:
  - Diabetes treatment and prevention
  - β-cell regeneration, proliferation or neogenesis
  - Obesity treatment.

Hemophilia and hemostasis management

- Prevention and treatment of bleeding in people with hemophilia
  - Improvement of rFVIIa therapies for patients with inhibitors, including prophylaxis
  - Improvement of FVIII and FIX based therapies for patients with hemophilia A or B, including long acting prophylaxis
  - Novel non-replacement therapies that improve hemostasis.

Chronic inflammatory and autoimmune disorders

- Innovative protein/antibody therapies
- Targets focusing on:
  - Surface molecules on cells involved in immune regulation
  - Cytokines and chemokines.

Protein technologies

- Formulation
- Expression and production
- Engineering and modifications
- Manufacturing.

Protein drug delivery systems (formulations and devices)

- Injection, infusion
- Sustained release
- Oral, nasal, transdermal.

Contacts

Diabetes
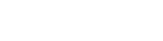Finn Benned Hansen, Corp. VP, e-mail: fbh@novonordisk.com

Diabetes, devices and delivery systems
Martin E. Judge, Sourcing Director, e-mail: meju@novonordisk.com

Diabetes, formulations and drug delivery technology
Tomas Landh, Sourcing Director, e-mail: tolh@novonordisk.com

Hemostasis and autoimmunity
Jørn Roland Müller, Corp. VP, e-mail: jrom@novonordisk.com

Hemostasis and autoimmunity
Thomas Hanke, Sourcing Director, e-mail: thnk@novonordisk.com

Hemostasis and autoimmunity
Dan Zekzer, Senior Sourcing Director, e-mail: daze@novonordisk.com