



## MEDIA RELEASE

### **Novartis Animal Health expands U.S. swine sales force**

- *Move reinforces commitment to swine industry*

**Greensboro, NC (June 26, 2009)** – Novartis Animal Health announced today the expansion of its U.S. swine sales team – increasing its total number of U.S. swine sales, marketing and technical service professionals to 20.

According to Steve Boren, vice president of sales and marketing for the Novartis Animal Health U.S. Farm Animal Business, this sales force expansion is a demonstration of Novartis Animal Health's long term commitment to the U.S. swine industry.

"Despite the current economic challenges, we believe in the long term viability of the U.S. swine industry," Boren says. "We are investing in its future. And, in addition to our sales force expansion, which will allow us to work more closely with our customers, we will also continue to collaborate with organizations like the National Pork Producers Council – and its state and local affiliates – the Pork Board and the American Association of Swine Veterinarians.

"Novartis Animal Health's goal is to help swine producers improve the overall health and profitability of their swine production units. The sales force expansion helps us deliver valuable animal health technical information and useful animal solutions to a larger proportion of the U.S. swine industry," Boren adds.

Sean O'Hare, Novartis Animal Health pig and poultry key account sales manager, adds that this strategic initiative will allow Novartis to better serve larger integrators, as well as independent pork producers.

"Large- and mid-sized producers will play an increasingly important role as the market returns to profitability," O'Hare says. "We see an opportunity to add value to these operations by working more closely with these producers, and their veterinarians and nutritionists, to better diagnose and treat respiratory, enteric and reproductive diseases."

#### **About Novartis Animal Health**

Novartis Animal Health researches, develops and commercializes leading animal treatments that meet the needs of pet owners, farmers and veterinarians. Headquartered in Basel, Switzerland, Novartis Animal Health conducts business in 40 countries and employs about 2,600 people worldwide. For more information, please consult <http://www.ah.novartis.com>.

#### **About Novartis**

Novartis AG provides healthcare solutions that address the evolving needs of patients and societies. Focused solely on healthcare, Novartis offers a diversified portfolio to best meet these needs: innovative medicines, cost-saving generic pharmaceuticals, preventive vaccines, diagnostic tools and consumer health products. Novartis is the only company with leading positions in these areas. In 2008, the Group's continuing operations achieved

net sales of USD 41.5 billion and net income of USD 8.2 billion. Approximately USD 7.2 billion was invested in R&D activities throughout the Group. Headquartered in Basel, Switzerland, Novartis Group companies employ approximately 98,000 full-time-equivalent associates and operate in more than 140 countries around the world. For more information, please visit <http://www.novartis.com>.

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