



# **Taking Medicine Personally Addressing Emerging Patient Needs**

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US Country Head

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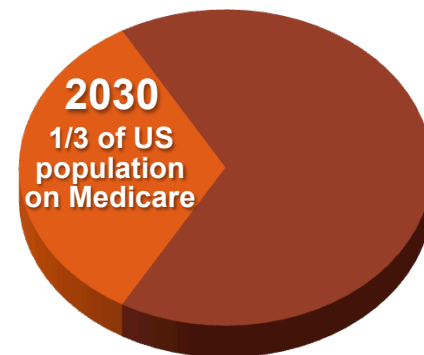
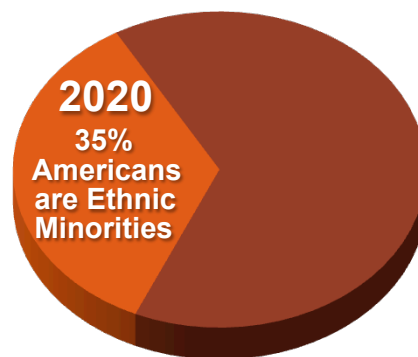
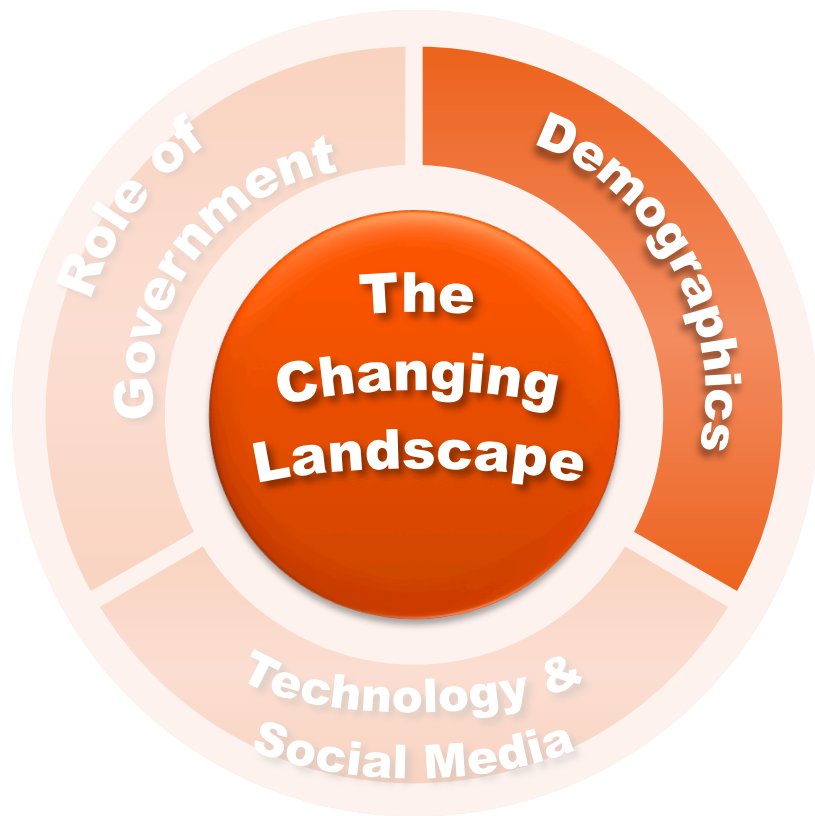
President, Novartis Pharmaceuticals Corporation



# D&I is the key strategic driver to exceeding patient needs in today's dynamic environment



# The US is in the midst of a significant shift in demographics: the population is becoming more diverse



# Technology changing how we access information and make healthcare decisions



# Government is playing an even bigger and increasingly important role in healthcare



**AFFORDABLE CARE ACT**

**I'm In** CLINICAL TRIALS for Better Health

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**Are you in?**

Without the patients who volunteer to participate in clinical trials, the development of new treatments would not be possible.

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# We see diseases impacting diverse populations across our portfolio

**Multiple Sclerosis – Women, AA and Hispanics**  
**Hypertension and Heart Failure – AA, Hispanics**  
**Osteoporosis – Women**  
**Breast Cancer – AA Women**  
**Alzheimer's Disease - Hispanics**



# Three key areas of focus to ensure we anticipate and address emerging patient needs”



**Structure and  
Capabilities**

**Aligned D&I and  
Business Strategy**

**People  
and Culture**

# Structure and Capabilities



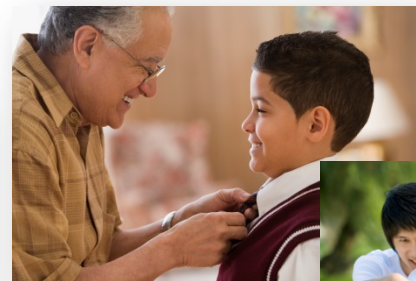
**Hand-holding  
stress-free, seamless  
patient journey**

# Aligned D&I and Business Strategy



# People and Culture





# Embracing our Differences

For us...it's personal.





# Q&A

