


1. Identification

 Arunachalam, Arun
Global Business Process Manager

^ Step 2.1: Scouting for Partnership

Responsibility: BD Manager;
Consulted: Global BD Operations Manager;

Start searching for partnership opportunities via external or internal sources. SANITY might help you here a little with its Business Intelligence.

Parent Deal

+ Follow

Edit

Clone

Delete

Create CAR

Create Agreement

Request Forecast Update

Product Class	CCO Platform	Portfolio Project Strengths	Net Sales Value (Reportable)	Agreement Signature
Gx	Specialty Gx	10 mg LYVI; 30 mg LYVI; 60 mg LYVI	USD 17.254.394,00	Nov 2025

On-Hold

1) Allocated

2) Identification

3) Early Evaluation

4) Partner Selected

5

as Not Relevant for Small Molecules BD but is not a Biosimilar nor Global Health deal. Please check and fill in the Deal Type.

Countries

Milestones

Forecasts

SPC & Agreement

Scouting

Escalations

Parent Product Target (3)

paar Sekunden

Record N...

Company

Dosage Form

Offered Strength(s)

Dossier Timeline

C

4

MDN Laboratories

Powder for Solution for Injec...

10mg, 30mg, 60mg

E

Amgen Inc.

Intravenous (IV)

30MG/VIAL, 60MG/VIAL

Approved

GEN

Injection (Lyro Powder),Vial

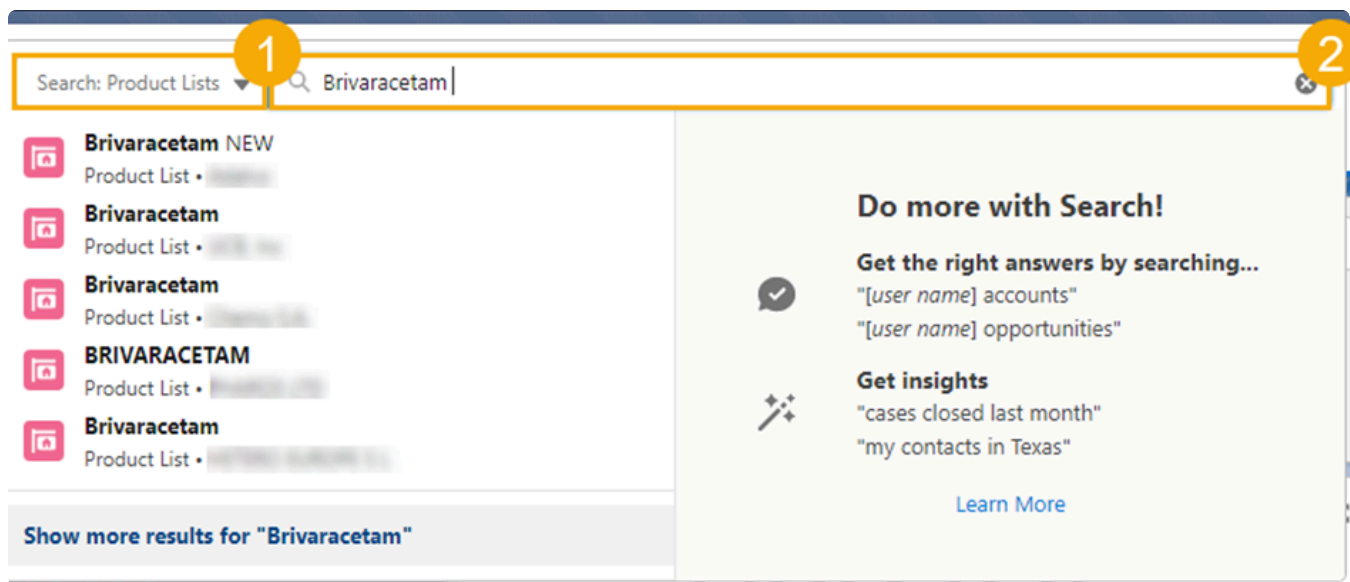
10mg, 30mg, 60mg

U

View All

Scouting via SANITY for an allocated Product or Deal

1. On the BD Deal of interest, go to the 'Scouting' tab
2. Notice 'Product lists for Parent Product Target' related list
3. This will show you a list of all potential partners who offer the allocated product of interest in different dosage forms, strengths and markets (subject to the data intelligence fed to SANITY)
4. Click on the Product list record name (hyperlink) to see more information.
5. If you see no results under this related list, SANITY was not fed with any product list input for this product. So, please keep searching through other media or sources.



Scouting via SANITY beyond allocated Products/BD Deal

1. In the Global Search Box, change the filter to "Product Lists"
2. Type the name of the Product of interest and search
3. You will see a list of potential partners who offer the product of interest to BD in various project strengths and dosage forms *(Please reach out to Business Operations, if you are looking forward to leveraging insights on the product scouting intelligence from SANITY)*

How to improve scouting experience on SANITY

The product list catalogues or portfolio catalogues from external firms in the form of PDFs or Excel Sheets are the only source of information for Product Scouting on SANITY.

Product Lists: Brivaracetam

Product Lists

25 Results • Sorted by Relevance

Pro...	Compan...	B...	Bran...	Dosage ...	Offered Stre...	Dossier Timeline	Co...	Produ...
Brivaracetam	USDA Inc			Oral (PO)		Approved (Generic Competition)		Brivaracetam FCT
Brivaracetam	Chemo S.A.	Brivar		Film Coated Tablets	10mg, 25mg, 50mg, 75mg, 100mg	4Q-23	EU	
BRIVARA CETAM	Pharmaceuticals	Brivar	USDA	FCT - TABLET, FILM-COATED	10, 25, 50, 75, 100mg			
Brivaracetam	USDA Inc	Brivar	USDA	FC Tablets	10mg, 25mg, 50mg, 75mg & 100mg	Completed		
Brivaracetam	USDA Inc			Tablets	10 mg , 25 mg , 50 mg , 75 mg , 100 mg	Under development		
Brivaracetam	USDA Inc			Film-Coated Tablet	10mg, 25mg, 50mg, 75mg, 100mg	Under		
Brivaracetam	USDA Inc	Brivar	USDA	FC Tables	10mg, 25mg, 50mg, 75mg & 100mg	Completed		
Brivaracetam	USDA Inc			Film-Coated Tablet	10mg, 25mg, 50mg, 75mg, 100mg	Under development		
Brivaracetam	USDA Inc	Brivar	USDA	Tablets	10mg, 25mg, 50mg, 75mg, 100mg	Jan-2024		

1. BD Managers are encouraged to **share such files with Global BD Operations Manager via email**, whenever they get access to such information either via partner meetings or via annual conferences like CPHI.
2. Global BD Operations Manager will then **create a ticket in Jira** with the attachments and link to the partner company account on SANITY and **assign it to Data Stewards** from Accenture.
3. Data Stewards would then by map the products from the partner's catalogue with Sandoz Portfolio interested 'Product Target' records, which eventually translates a single product list catalogue into multiple 'Product List' records on SANITY linked to the respective Partner Accounts.

^ Step 2.2: Execution of CDA, NBTS & AIS

Responsibility: BD Manager;
Consulted: BD Heads, Legal & Partner;

3.1. CDA

Confidential information is non-public information. Hence, it is very important to keep the following information confidential:

- Sandoz interest in transaction and the process generally
- any information/data you review as a result of your engagement on the project
- any slides or material prepared internally in connection with the project

No exchange of confidential information between companies may take place before the signing of a Confidentiality Declaration Agreement (CDA). Without a CDA, there's no legally enforceable protection. Execute **CDA(s)** prior to exchange of confidential and/or commercially sensitive information with partner(s). Confidentiality works both ways. Whilst you may be obtaining and working with confidential information from the partner company, you must also take precautions when revealing Sandoz specific information. **Remember to upload the CDA on SANITY.**

3.2. Non-binding Term Sheet

Negotiate and establish a **non-binding Term Sheet**, if requested by partner.

3.3. Sandoz Automated Insider System (Relevant mainly for Bio.)

Refer to this, only if the partnership opportunity of interest need to be added to Sandoz' Automated Insider System to comply to the regulations of Insider Trading. If this is an opportunity subject to Insider Trading,

- Please add this to Sandoz Automated Insider System
- Reach out to Global BD Operations to update the '**Access Type**' of the associated BD Deal to '**Special**', if the visibility of this project on SANITY should be restricted to only the Deal Insiders (who signed an NDA on AIS).

Please note that all SANITY users have unrestricted access to all BD Deals and Opp. DD records of access type '**General**'.

^ Step 2.3: Creation of Opportunity DD records

Responsibility: BD Manager;

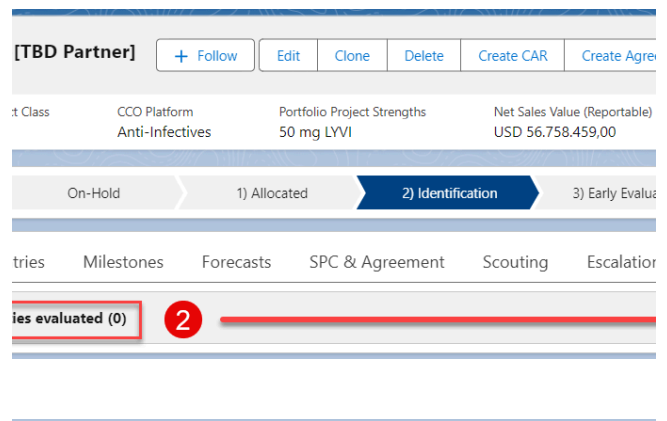
Once you have identified a partnership opportunity, please create a new Opp. DD record as follows:

1. On the BD Deal record, Click on the 'Partner' Tab
2. Under 'BD Partnership Opportunities Evaluated', Click "New"
3. Search for the Company, by typing the name, and click "Next" *(You first need to have a 'Company' Account record on SANITY for the Partner of interest to be able to create a BD Partnership opportunity record)*
4. Select the Company, and click "Next" and then click "Finish" to edit the newly created product opportunity

Update basic Opportunity Information

The newly created Opp. DD record would commence from the Evaluation status 'Active'. Please update

1. **Opportunity Annotation** with the Code Name or Basket Name of the project pursued with the partner.
2. **AIS related (Y/N)** - Default value: No. (Automated Insider System)
3. **CDA Signed (Y/N)**



[TBD Partner] + Follow Edit Clone Delete Create CAR Create Agreement

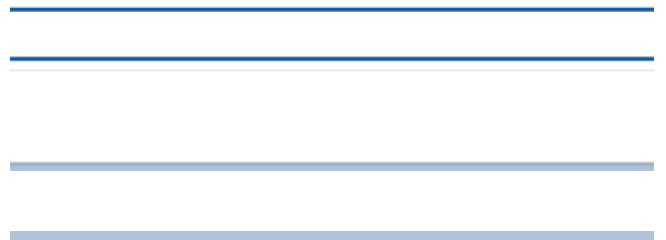
Product Class	CCO Platform Anti-Infectives	Portfolio Project Strengths 50 mg LVI	Net Sales Value (Reportable) USD 56,758,459.00
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On-Hold 1) Allocated 2) Identification 3) Early Evaluation

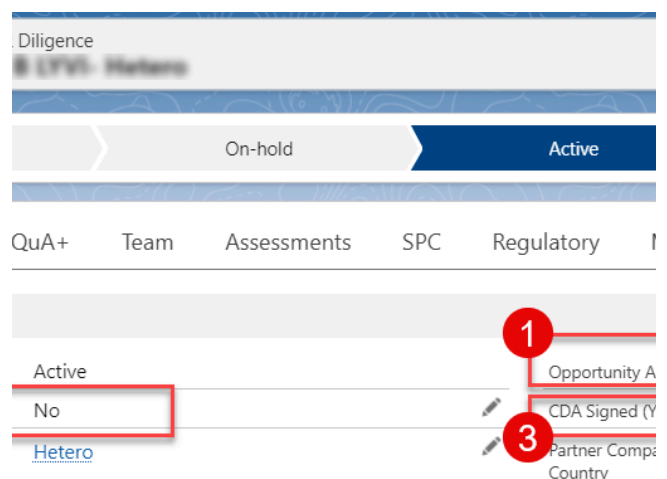
tries Milestones Forecasts SPC & Agreement Scouting Escalation

0 opportunities evaluated (0) 2

unity - Step 1 - Search Company



unity - Step 1 - Select Company



Diligence
B LVI- Hetero

On-hold Active

QuA+ Team Assessments SPC Regulatory I

Active 1

No 2

Hetero

Opportunity A 3

CDA Signed (Y/N)

Partner Company Country

Knowledge nugget:

*In SANITY, one Opportunity DD record constitutes to **one BD Partnership Opportunity**. If you consider 4 different partners for an allocated product, then you should have ideally 1 Deal and 4 Opp. DD records.*

*Although you will proceed with only one partner post-PSB, **It is important to record all partnership opportunities** considered during the deal execution on **SANITY**, by creating an Opp. DD record for each and either progress or discontinue each of them accordingly. SANITY also captures the list of partners you signed CDA with, for a given deal. - Audit remediation implemented from Sep 2024.*

Please keep summarizing details as the deal moves through the BD Project License Summary (Standard Template here)

Once you proceed with the opportunity, please update the 'Governance stage' manually to 'Early Evaluation' & [Deal Closure %](#) as appropriate.

