

## Boosting knowledge transfer between science and industry - perspectives from a global pharmaceutical company

OECD workshop March 14 2018

Søren Bregenholt, PhD

Corporate Vice President  
Global Research Strategy  
Novo Nordisk

# Novo Nordisk at a glance

Novo Nordisk is a global healthcare company with 95 years of innovation and leadership in diabetes care.

This heritage has given us experience and capabilities that also enable us to help people defeat other serious chronic diseases: haemophilia, growth disorders and obesity.



PRODUCTS MARKETED IN  
170 COUNTRIES



AFFILIATES IN COUNTRIES 79



R&D CENTRES

IN CHINA, DENMARK,  
UK AND US



OBESITY



EMPLOYS APPROXIMATELY

42,100 PEOPLE

STRATEGIC  
PRODUCTION SITES

IN BRAZIL, CHINA, DENMARK,  
FRANCE AND US



DKK 112  
BILLION  
IN TOTAL REVENUE



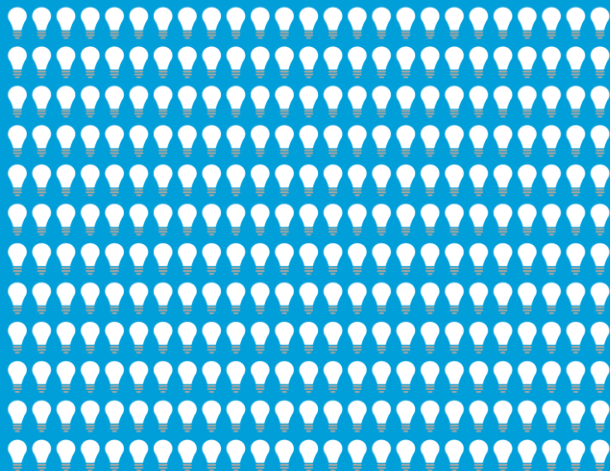
APPROXIMATELY  
210,000  
SHAREHOLDERS



SUPPLIER OF NEARLY  
HALF OF THE  
WORLD'S INSULIN

27,700,000  
PEOPLE USE OUR  
DIABETES CARE PRODUCTS

**10,000**  
**IDEAS**



## From idea to patient

Industry estimates that out of 10,000 ideas that begin in the lab, just 10 will ever reach the stage where they are tested on people. Out of that, one may reach the market.

The process normally takes 10 to 15 years from initial work in the lab until a product is launched on the market.

**10**

WILL BE TESTED  
ON PEOPLE



**ONE**

MAY REACH  
THE MARKET



# We are expanding our global collaboration footprint



# Novo Nordisk approaches to external innovation

## What we seek and what we provide

1	2	3	4
<b>Research collaboration</b>	<b>Fellowship program</b>	<b>Public Private Partnership</b>	<b>Alliance</b>
Access to technology Know-how Capacity	Talents Academic network Know-how	Know-how Capacity Risk sharing	Novel compounds Novel technologies Novel IPR Know-how
Novo Nordisk contribution: Funding	Novo Nordisk contribution: Funding Know how	Novo Nordisk contribution: Funding Know how Researchers	Novo Nordisk contribution: Funding Know how Resources

