

# SHEARMAN & STERLING

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June 26, 2002

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## VIA EDGAR

Securities and Exchange Commission  
450 Fifth Street, N.W.  
Washington, D.C. 20549

## Novartis AG

### Current Report on Form 6-K (Commission File No. 1-15024)

Ladies and Gentlemen:

On behalf of Novartis AG, please find enclosed a copy of a Report on Form 6-K dated June 26, 2002 submitted electronically through EDGAR, under the Securities Exchange Act of 1934, as amended.

If the Staff wishes to discuss this matter at any time, please telephone (collect) any of James M. Bartos, Louis Lehot or the undersigned in our London office at (44-207) 655-5000.

Very truly yours,

Eurydice Goulet  
Legal Assistant

Enclosure

cc: New York Stock Exchange (Listed Securities Library)  
George Miller (Novartis AG)  
James M. Bartos (Shearman & Sterling)  
Louis Lehot (Shearman & Sterling)

**SECURITIES AND EXCHANGE COMMISSION**  
**Washington, D.C. 20549**

**FORM 6-K**

**REPORT OF FOREIGN PRIVATE ISSUER  
PURSUANT TO RULE 13a-16 or 15d-16 OF  
THE SECURITIES EXCHANGE ACT OF 1934**

**Report on Form 6-K dated June 26, 2002**

**Novartis AG**  
(Name of Registrant)

Lichtstrasse 35  
4056 Basel  
Switzerland

\_\_\_\_\_  
(Address of Principal Executive Offices)

Indicate by check mark whether the registrant files or will file annual reports under cover of  
Form 20-F or Form 40-F.

Form 20-F ☒ Form 40-F ☐

Indicate by check mark whether the registrant by furnishing the information contained in this form  
is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the  
Securities Exchange Act of 1934.

Yes ☐ No ☒

Enclosures:

1. Invitation for Telephone Conference, First Half 2002 Sales & Results; and
2. Pre-Results Announcement, Quarterly Breakdown 2001.



Investor Relations

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**- INVITATION FOR TELEPHONE CONFERENCE -**

**First Half 2002 Sales & Results**

Dear Investor

We are pleased to invite you to our First Half Sales & Results 2002 conference call. Please below the following dial-in numbers:

Date: Monday, July 22, 2002

Time: Advisable: dial-in 10 minutes before  
06.00 p.m. Switzerland  
05.00 p.m. UK  
12.00 p.m. New York

Phone numbers: +41 91 610 4111 or Free-phone +800 2467 8700 Europe and ROW  
+1 800 860 2442 US

You may access the conference call as a live audio webcast on the Internet:  
<http://www.novartis.com/investors> (under Upcoming Event). This information will be available for tests and for the submission of questions in advance from July 15, 2002 on.

Additional information will be available on Monday, July 22, on the Internet  
[http://www.novartis.com/investors/sales\\_results\\_releases.shtml](http://www.novartis.com/investors/sales_results_releases.shtml)

**Playback for 48 hours**

Date: Monday, July 22, 2002

Time: 07.00 p.m. Switzerland  
06.00 p.m. UK  
01.00 p.m. New York

Phone numbers: +41 91 612 43 30 Europe and ROW  
+1 877 344 7529 US

Code: 335 (followed by the # sign)



# **Pre-Results Announcement Quarterly Breakdown 2001**

**Investor Relations, June 2002**

# Comments

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On the following slides you will find for 2001

- Sector sales and operating income figures updated for the split of Consumer Health into OTC, Medical Nutrition and Infant & Baby
- Sector sales figures showing a regional breakdown into US and RoW
- Breakdown of quarterly operating margins

# Quarterly Breakdown of Sales by Sector 2001

Group	First Quarter			Q1 Total		Second Quarter			Half Year Total	
	US	CHF m	RoW	CHF m	CHF m	US	CHF m	RoW	CHF m	CHF m
<b>Group</b>	<b>2 876</b>	<b>4 348</b>		<b>7 224</b>		<b>3 341</b>	<b>4 702</b>		<b>15 267</b>	
Pharmaceuticals	1 793	2 745		4 538		2 174	2 977		9 683	
Generics	156	372		528		176	417		1 125	
OTC	175	426		601		181	432		1 214	
Animal Health	75	165		240		74	176		490	
Medical Nutrition & HFF	97	276		373		111	293		777	
Infant & Baby	401	120		521		427	147		1 095	
CIBA Vision	179	244		423		198	260		881	

# Quarterly Breakdown of Sales by Sector 2001

Group	Third Quarter			Q3 Total CHF m	Fourth Quarter			Full Year Total CHF m
	US CHF m	RoW CHF m			US CHF m	RoW CHF m		
<b>Group</b>	<b>3 665</b>	<b>4 452</b>		<b>8 117</b>	<b>3 604</b>	<b>4 655</b>		<b>31 643</b>
Pharmaceuticals	2 395	2 812		5 207	2 275	3 010		20 181
Generics	228	408		636	229	447		2 453
OTC	230	422		652	246	426		2 538
Animal Health	78	147		225	103	144		962
Medical Nutrition & HFF	109	256		365	129	244		1 515
Infant & Baby	412	135		547	453	132		2 227
CIBA Vision	214	271		485	169	252		1 787

# Sales Adjustments<sup>1</sup> For 2001

	Q1		Q2		Q3		Q4		Full Year	
	CHF m		CHF m		CHF m		CHF m		CHF m	
Group	-96		-101		-103		-95		-395	
OTC	-30		-29		-29		-41		-120	
Infant & Baby	-55		-55		-66		-40		-216	
Medical Nutrition & HFF	-11		-17		-8		-14		-50	

<sup>1</sup> adjustments for changes in accounting policy on sales incentives and discounts to retailers



# Quarterly Breakdown of Operating Income by Sector 2001

	Q1		Q2	Full Year		Q3	Q4	Full Year
	CHF m	CHF m	CHF m	CHF m	CHF m	CHF m	CHF m	CHF m
<b>Group</b>	<b>1 545</b>	<b>1 935</b>	<b>3 480</b>	<b>1 873</b>	<b>1 924</b>	<b>7 277</b>		
Pharmaceuticals	1 244	1 451	2 695	1 436	1 546	5 677		
Generics	65	76	141	68	72	281		
OTC	58	92	150	128	174	452		
Animal Health	44	22	66	30	42	138		
Medical Nutrition & HFF	18	24	42	17	21	86		
Infant & Baby	90	103	193	94	101	388		
CIBA Vision	6	81	87	69	18	174		
Corporate income, net	20	86	106	31	-50	87		

# Quarterly Breakdown of Operating Margins by Sector 2001

Group	Q1 in %	Q2 in %	Half Year in %	Q3 in %	Q4 in %	Full Year in %
Pharmaceuticals	21.4	24.1	22.8	23.1	23.3	23.0
Generics	27.4	28.2	27.8	27.6	29.3	28.1
OTC	12.3	12.8	12.6	10.7	10.7	11.5
Animal Health	9.7	15.0	12.4	19.6	25.9	17.8
Medical Nutrition & HFF	18.3	8.8	13.3	13.3	17.0	14.3
Infant & Baby	4.8	5.9	5.4	4.7	5.6	5.3
CIBA Vision	17.3	17.9	17.6	17.2	17.3	17.4
	1.4	17.7	6.6	14.2	4.3	9.7

# 2001 Quarterly Consolidated Income Statement

	Q1 CHF millions	Q2 CHF millions	1H2001 CHF millions	Q3 CHF millions	Q4 CHF millions	FY2001 CHF millions
<b>Total sales</b>	<b>7 224</b>	<b>8 043</b>	<b>15 267</b>	<b>8 117</b>	<b>8 259</b>	<b>31 643</b>
Cost of goods sold	-1 874	-1 930	-3 804	-2 000	-2 082	-7 886
<b>Gross profit</b>	<b>5 350</b>	<b>6 113</b>	<b>11 463</b>	<b>6 117</b>	<b>6 177</b>	<b>23 757</b>
Marketing & Distribution	-2 499	-2 766	-5 265	-2 689	-2 749	-10 703
Research & Development	-929	-1 081	-2 010	-1 057	-1 122	-4 189
General & Administration	-377	-331	-708	-498	-382	-1 588
<b>Operating income</b>	<b>1 545</b>	<b>1 935</b>	<b>3 480</b>	<b>1 873</b>	<b>1 924</b>	<b>7 277</b>
Income from associated companies	31	46	77	23	39	139
<b>Financial income, net</b>	<b>217</b>	<b>735</b>	<b>952</b>	<b>197</b>	<b>-82</b>	<b>1 067</b>
<b>Income before taxes and minority interests</b>	<b>1 793</b>	<b>2 716</b>	<b>4 509</b>	<b>2 093</b>	<b>1 881</b>	<b>8 483</b>
Taxes	-305	-463	-768	-399	-273	-1 440
Minority interests	-3	-9	-12	-11	4	-19
<b>Net income</b>	<b>1 485</b>	<b>2 244</b>	<b>3 729</b>	<b>1 683</b>	<b>1 612</b>	<b>7 024</b>

## **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

**Novartis AG**

Date: June 26, 2002

By: /s/ MALCOLM B. CHEETHAM

Name: Malcolm B. Cheetham

Title: Head Group Financer  
Group Fin. Reporting and Accounting