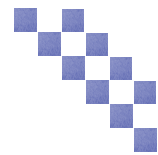


Company Profile

doCOUNT GmbH



doCOUNT GmbH – Your partner in Performance Management

History

In the early nineties, the Swiss companies CIBA AG and SANDOZ AG decided to collect data for all their sites worldwide in order to describe the impact of their activities on Health, Safety and the Environment. After the merger of SANDOZ AG and CIBA AG, the new company Novartis AG developed the innovative data collection tool called doCOUNT HSE, based on the experience in data collection in the two parent companies. Since 1997 doCOUNT HSE is operative within Novartis AG.

During 1997 the management of Novartis realized that, in order to improve the tool and the benchmarking, distribution of the tool to other companies could be helpful. The Novartis management decided that an independent company could distribute the data collection tool doCOUNT HSE. As a result of this decision, a part of the former development team of doCOUNT HSE formed the new company doCOUNT GmbH.

Our Mission

The mission of doCOUNT GmbH is to benefit corporations and other organizations by assisting them to collect the relevant information necessary for decision and control processes.

Our Service

doCOUNT GmbH can provide you with key services to gain the data transparency necessary for your decision and control processes:

- Analyzing the field of interest
- Developing a relevant data-set
- Implementing the data management software doCOUNT HSE
- Training the users

Strengths of doCOUNT HSE in brief

doCOUNT HSE is a complete standard data management system. The software was developed within the chemical and pharmaceutical industry in close cooperation with the site users. The program is a proven tool for research and performance management, for data collection and consolidation in matters concerning sustainability-related management processes, including substance-related data and mass balances supporting sustainable growth. The software guarantees the usability of the data, even after fundamental changes in the structure of the company. The software enhances data quality and consistency with its flexibility and user friendliness. The software generates a unlimited variety of reports to meet requirements for internal and external needs (e.g. ISO 14000, EMAS,...). As well as advantages that are offered by using the standard software, in buying doCOUNT HSE the user acquires a professional system, a software with many versatile functions and capabilities e.g.:

- Organization builder for defining and editing the group organization
- Tailor-made modules for defining and assigning the relevant data-set
- Defining and editing reports with the built-in reporting function
- Several features to influence the data quality during the input process (e.g. deviation check, crosscheck)
- Use as a management tool at all organizational levels
- Integration of users' comments and interpretations into the database
- Integration of Social Reporting and financial data for meeting Global Reporting requirements
- Consolidating the information for the whole group or for any selected organizational unit within the group, using filters
- Net capability with an optimal user performance

Auditors' Statements

"...Novartis' long established ecological accounting system has served as an industry model..."

Innovest, Strategic Value Advisors (2002)

"...The clearly-structured EMS is exemplary in the industry for identifying areas of concern, setting goals, reviewing results and acting to improve..."

Sarasin Sustainable Investment, Bank Sarasin & Cie (2002)

"...Its EMS sets the standard for the rest of the industry..."

ethos. Swiss Investment Foundation for Sustainable Development (2002)

"...an excellent environmental data collection and reporting system,..."

Storebrand Investments (2001)

Flexibility

To achieve your goals you have the possibility to customize doCOUNT yourself. This guarantees optimization of the data collection for the current management process and the acceptance by the users. With the flexibility of doCOUNT you don't have to choose between a standard software and an individual solution. Thanks to the open architecture and the flexibility, doCOUNT offers you both advantages in one tool.

Inform decision making to improve

The purpose of the collected data is to help facilitate decisions about a company's performance. The primary value is to help management make decisions about how to improve the performance.

Just at your fingertips doCOUNT presents:

- Forms with site or consolidated figures
- Text reports
- Any tables with figures as a function of time
- Calculations of relevant indicators as quotients (intensity) or as inverse quotients (efficiency)
- Calculations of differences between rows or columns
- Benchmarking
- Datamining
- Exported reports in HTML format
- Generated reports in Microsoft EXCEL

Our Message

**What you don't count
you can't manage
you have only one choice:
doCOUNT**

Your Benefit using doCOUNT HSE software

Transparency

The program doCOUNT will help the customer to gain the necessary data transparency he needs for any decision making process. On the basis of many years of experience in collecting relevant data and developing computer based tools, we created a software to collect, interpret and to historize a 'complete' data-set that describes the influence of the company activities in the management process of interest, e.g. Health, Safety and Environment, which is used by companies like Novartis, Clariant, Givaudan, Syngenta and others.

Independence for low TCO

Our experience with potential customers is that we have to explain the FLEXIBILITY of our tool, because this is important to understand.

FLEXIBILITY is the main advantage of doCOUNT HSE. No existing tool presents so many and so strong functionalities to enhance the flexibility.

FLEXIBILITY in defining the relevant data-set. The customer will define without programming the relevant data-set for the management process in question (e.g. the Swiss Rail Company SBB used the system to make financial key figures transparent for about 400 organization units, from workshops up to the management board).

FLEXIBILITY in assigning different data-sets to different organization units within the group, to make sure that each organization unit is dealing with the data-set that is relevant for this organization unit.

FLEXIBILITY in setting up and maintaining the organization structure of the group. This guarantees that you are able to handle your data even after fundamental changes of the group organization.

Please understand the word FLEXIBILITY not as an advertising slogan but as a capability (a tool) which we moved out of the programmers hands into the hands of our customers! FLEXIBILITY is the core idea of our software! Because the FLEXIBILITY offers our companies an uncommon independence of programming work which saves a lot of costs (very low TCO). This also explains the rapid implementation-time we have.

Share the costs of development

Our goal is that the customers will have a living product, a product that is continually being enhanced, based on further experience during data-collections and data communication. All our clients can participate in the shared experience, and benefit from the synergies.

In addition if several companies are using the same tool, we have the opportunity to enhance the functionalities and quality of the tool by benefiting from all the know-how and expertise of the customers. Summarized, with doCOUNT HSE you will work with a unique system in terms of 'FLEXIBILITY' and an optimal expertise in HSE data managing.

Know-How and Experience

doCOUNT is based on the experience we gained during recording relevant HSE data of the global companies Sandoz, Ciba and after the merger also of Novartis. During this time we were responsible for the development of the data collection tool. As experienced scientists we realized that the most important part of a data collection tool must be the data quality. Data quality in terms of defining the relevant data-set, data quality in terms of exactness (precision) and data quality in terms of the usability also after fundamental changes of the organization (merger, spin off). In addition we realized that to have figures is nice but to make the figures and changes in the figures understandable as a function of time is as important as the figures. doCOUNT will help you to gather the important descriptions for those figures you decide that there is the necessity for.

If you have a tool that guarantees to have the relevant data with the adequate quality, you will be able to use these data any time for new analyses at the time new aspects become available, maybe tomorrow, maybe next year or after several years.

Short Implementation Time

The program doCOUNT HSE is ready for your installation. If you use an existing defined data-set it will be a question of hours to install the tool on your site. If you prefer to use your own data-set, you will be able to define the system after 2 days training.

Networking

doCOUNT GmbH provides consulting services in the area HSE and sustainability since 1998. Together with its customers doCOUNT GmbH gathers and provides information concerning this market and serves its stakeholders with doCOUNT Assessment Days. The intention is to exchange experience between the enterprises to build a collective of known advantages so that everyone increases his own sustainable performance.

Business Case

Novartis

Novartis International AG was one of the first fifty companies to commit to the Global Compact - the United Nations initiative to promote corporate responsibility through securing voluntary commitment to nine key principles of corporate social responsibility derived from universally recognized international documents. Novartis - a multinational pharmaceutical company headquartered in Basel, Switzerland - employs over 70,000 people worldwide and has in the vicinity of 50,000 business partners (including suppliers). It has five major businesses or sectors. These are: Pharmaceuticals (known as "Pharma"), Consumer Health, Generics, Animal Health, and Ciba Vision. The largest sector, and the main focus of the Novartis group of companies, is the Pharma sector. Novartis manufactures and/or distributes pharmaceuticals and related health care products in more than 100 countries, many of which are located in the developing world. As such, it has a vested interest in seeing globalization work for all the world's people.

Novartis is a world leader in the research and development of products to protect and improve health and well-being. Our name, derived from the Latin novae artes, meaning "new skills," reflects our commitment to focus on research and development to bring innovative new products to the communities we serve. Our mission is to bring value to patients and customers. We want to have a positive impact on people's lives and to discover, develop and successfully market innovative products to cure diseases and enhance the quality of life. In addition, we want to provide a shareholder return that reflects outstanding performance. We also want to build a reputation for an exciting workplace where people can realize their professional ambitions and where creativity is encouraged.

Performance

"We set ambitious targets, benchmarking ourselves against peers, and striving always for 'best practice' levels of performance. We look to reduce bureaucracy and risk-averse behaviour."

In addition, Novartis wants to be known for being a responsible corporate citizen. We do everything we can to operate in a manner that is sustainable: economically, socially, and environmentally - in the best interest of long-term success for our enterprise. In addition, we place a premium on dealing fairly with employees, commercial partners, government authorities and the public. Our Policy on Corporate Citizenship includes the principles of the UN Global Compact while our Code of Conduct covers ethical and legal behaviour, including consideration of stakeholder interests, professionalism, and fair, courteous and respectful treatment of our employees. Our Health, Safety and Environment Protection (HSE) Policies expresses our commitment for conducting our activities with respect for the health and safety of our stakeholders and the protection of the environment. The principles articulated in these documents are binding for all our associates, and all managers are required to monitor compliance.