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NOVARTIS AG
Form 6-K
June 26, 2002

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 ☐
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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 ☒
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Enclosures:

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

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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

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)

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Pre-Results Announcement

Quarterly Breakdown 2001

Investor Relations, June 2002

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Comments

On the following slides you will find for 2001

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

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Quarterly Breakdown of Sales by Sector 2001

	First Quarter		Q1 Total CHF m	Second Quarter		Half Year Total CHF m
	US CHF m	RoW CHF m		US CHF m	RoW CHF m	
Group	2,876	4,348	7,224	3,341	4,702	15,260
Pharmaceuticals	1,793	2,745	4,538	2,174	2,977	9,680
Generics	156	372	528	176	417	1,120
OTC	175	426	601	181	432	1,210
Animal Health	75	165	240	74	176	490
Medical Nutrition & HFF	97	276	373	111	293	770
Infant & Baby	401	120	521	427	147	1,090
CIBA Vision	179	244	423	198	260	880

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Quarterly Breakdown of Sales by Sector 2001

	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	
Group	3,665	4,452	8,117	3,604	4,655	31,640
Pharmaceuticals	2,395	2,812	5,207	2,275	3,010	20,180

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Generics	228	408	636	229	447	2,43
OTC	230	422	652	246	426	2,53
Animal Health	78	147	225	103	144	96
Medical Nutrition & HFF	109	256	365	129	244	1,51
Infant & Baby	412	135	547	453	132	2,22
CIBA Vision	214	271	485	169	252	1,78

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Sales Adjustments¹ For 2001

	Q1 CHF m	Q2 CHF m	Half Year	Q3 CHF m	Q4 CHF m	Full Year CHF m
	-----	-----	-----	-----	-----	-----
Group	-96	-101	-197	-103	-95	-39
OTC	-30	-29	-59	-29	-41	-12
Infant & Baby	-55	-55	-110	-66	-40	-21
Medical Nutrition & HFF	-11	-17	-28	-8	-14	-5

¹ adjustments for changes in accounting policy on sales incentives and discounts to retailers

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Quarterly Breakdown of Operating Income by Sector 2001

	Q1 CHF m	Q2 CHF m	Half Year CHF m	Q3 CHF m	Q4 CHF m	Full Year CHF m
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Group	1,545	1,935	3,480	1,873	1,924	7,277
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

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Medical Nutrition & HFF	18	24	42	17	21	80
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

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Quarterly Breakdown of Operating Margins by Sector 2001

	Q1 in % ----	Q2 in % ----	Half Year in % -----	Q3 in % ----	Q4 in % ----	Full Year in % -----
Group	21.4	24.1	22.8	23.1	23.3	23.0
Pharmaceuticals	27.4	28.2	27.8	27.6	29.3	28.1
Generics	12.3	12.8	12.6	10.7	10.7	11.5
OTC	9.7	15.0	12.4	19.6	25.9	17.8
Animal Health	18.3	8.8	13.5	13.3	17.0	14.3
Medical Nutrition & HFF	4.8	5.9	5.4	4.7	5.6	5.3
Infant & Baby	17.3	17.9	17.6	17.2	17.3	17.4
CIBA Vision	1.4	17.7	9.9	14.2	4.3	9.7

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2001 Quarterly Consolidated Income Statement

Quarterly Breakdown of Operating Margins by Sector 2001

	Q1 CHF millions -----	Q2 CHF millions -----	1H2001 CHF millions -----	Q3 CHF millions -----	m
Total sales	7,224	8,043	15,267	8,117	
Cost of goods sold	-1,874	-1,930	-3,804	-2,000	
Gross profit	5,350	6,113	11,463	6,117	
Marketing & Distribution	-2,499	-2,766	-5,265	-2,689	
Research & Development	-929	-1,081	-2,010	-1,057	

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General & Administration	-377	-331	-708	-498
Operating income	1,545	1,935	3,480	1,873
Income from associated companies	31	46	77	23
Financial income, net	217	735	952	197
Income before taxes and minority interests	1,793	2,716	4,509	2,093
Taxes	-305	-463	-768	-399
Minority interests	-3	-9	-12	-11
Net income	1,485	2,244	3,729	1,683

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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