

sanofi



GLOBAL ACCESS & PRICING PRINCIPLES

March 2022



At Sanofi, we work passionately to prevent, treat, and cure illness and disease and to be a leader in transforming the practice of medicine. We specialize in a wide range of therapeutic areas from specialty care to general medicine, including immunology, oncology, neurology, rare diseases, rare blood disorders, diabetes, and cardiovascular diseases, while also being at the forefront of vaccine development.

Sanofi also has a long history of working with healthcare systems to make our treatments accessible and affordable to patients in need. Sanofi understands and shares concerns about the affordability of medicines for patients and we encourage countries to improve value in healthcare spending. However, we firmly believe that the pharmaceutical industry is only one of the many stakeholders in the healthcare system that can and should contribute to this goal.

While many factors, such as value assessment methods and timing for local price and reimbursement processes or pricing systems (including international reference mechanisms) are controlled by other stakeholders in the healthcare system, we embrace our responsibility to be a leader in solving patients' access issues and healthcare systems sustainability.

Our goal is to give broad access to Sanofi's products and solutions to patients and people in need. We seek to do this:

Focusing on best-in-class
products for unmet needs.

**Continuing to invest in
research and development** of
new and innovative medicines
and vaccines.

Ensuring that the responsibility
to bring these innovations to
patients is **shared between
Sanofi and local healthcare
systems.**

Our innovation brings value to our patients, our society, and our healthcare systems. Given the growing concerns over rising healthcare costs, we have developed an approach to pricing that reflects our commitment to broadly expanding patient access to medicines and vaccines while maintaining sustainable investment in Research & Development. The *Access & Pricing Principles* we put forth are founded on 2 pillars:



**CLEAR RATIONALE
FOR PRICING AND
ACCESS**

at the time of launch of
a new medicine or
vaccine



**INCLUSION OF
AFFORDABILITY
CRITERIA**

into pricing
considerations for new
launches



**CLEAR
RATIONALE
FOR PRICING
AND ACCESS**

When we set the price of a new medicine, we hold ourselves to a rigorous and structured process that includes consultation with external stakeholders and considers the following factors:

Holistic assessment of value, including:

- Clinical value and outcomes: the benefit our medicine or vaccine delivers to patients, and how well it works compared to the standard of care.
- Social and wellbeing value: how the medicine improves quality of life and productivity.
- Economic value: how the medicine or vaccine reduces the burden of disease and need—and therefore costs—of other health care interventions.

Our assessments rely on a range of internal and external methodologies. Of course, health technology assessment (HTA) methodologies play an important role but other social and economic analyses that ensure the diversity of perspectives that can define and quantify the value of our products are also considered. Special consideration is also always given to patient preferences and priorities.

Availability or anticipation of similar treatments at the time of launch: understanding the local landscape within the disease areas in which our medicines or vaccines may be used.

Ability of market to afford new medicines: taking a systematic assessment approach to include relative capacity to pay of countries.

Unique factors specific to the medicine or vaccine at the time of launch: including the need to support ongoing clinical trials (e.g., longer-term outcomes studies to reinforce the value of our medicines); the implementation of regulatory commitments; the size of the target patient population; supply chain and provision of care conditions, or the development of patient support tools that improve disease management and help to decrease the total burden of care.



**INCLUSION OF
AFFORDABILITY
CRITERIA**

For all new product launches, we systematically consider country affordability (capacity to pay) through different indicators published by the World Bank and International Monetary Fund on an annual basis.

We specifically look at country wealth (GDP per capita and growth rate); healthcare system ability to pay (public health spending); and the burden of health cost on individuals (individual contribution to health care expenditures) and use these criteria to determine our net price flexibility for the country.

Broad access to medicines and vaccines is a shared responsibility that requires wealthier countries to make a greater commitment to incentivize continued investment in innovation through policies that recognize and reward the value of improving the lives of future patients around the world.

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These principles demonstrate Sanofi's commitment to patient access and affordability, a sustainable health care system and greater transparency in our pricing actions. Moreover, our position supports an environment that will enable us to continue to advance scientific knowledge and bring innovative treatments to patients worldwide.

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