HEALTHCARE SOLUTIONS FOR THE NEEDIEST PATIENTS

The majority of the world’s population does not have adequate access to healthcare. Through a dedicated Access to Medicines department, Sanofi is committed to improving access to healthcare in the most deprived countries. It develops sustainable solutions based on partnerships to provide quality healthcare and medicines at preferential prices to the patients most in need. We focus on diseases in which Sanofi has a recognised expertise and our initiatives are part of a holistic approach acting on several levels:

**Medicines alone are not enough**

"We go beyond the provision of treatments to develop training programmes for healthcare professionals and to provide awareness and information initiatives for communities."

Robert Sebbag
Vice-President, Access to Medicines

**Tiered-pricing to make medicines affordable**

We set up preferential pricing policies in countries where we provide our support, in order to make our medicines accessible to the most disadvantaged patients.

**Information, training and education programmes**

We develop programmes to train healthcare professionals, provide information to communities and educate patients on prevention, diagnosis and management of diseases.

**Innovative research to meet future needs**

We have reinforced our efforts in research and development in order to provide medicines better suited to patients’ needs. Where possible, Sanofi manufactures these medicines close to the communities in need of them, thus contributing to job retention and knowledge transfer.

**Partnerships to succeed on the ground**

In partnership with local players, we also design specific local solutions adapted to the needs of the communities concerned.

*In cooperation with pharmaceutical companies, provide access to affordable essential drugs in developing countries* such is one of the Millennium Development Goals defined by the United Nations.

In 2013, Sanofi implemented more than 260 access-to-healthcare programmes in more than 70 countries throughout the world.

177 million people benefited from our programmes: 98 million patients were diagnosed, vaccinated, treated, or received disease self-management training. More than 79 million people took part in awareness campaigns. Approximately 163,000 healthcare professionals were trained.

---

(2) 2013 Corporate Social Responsibility (CSR) Report
ROLLING BACK MALARIA

Malaria is the most deadly parasitic disease on the planet. 207 million cases and 627,000 deaths were recorded in 2012. Every minute in Africa, a child dies of malaria.

Our action: prevent, diagnose, treat and inform
For more than ten years, Sanofi has had a strategy of partnering with National Malaria Control Programmes in African countries to provide affordable medicines suited to patients’ needs and to support local players in the prevention, diagnosis and treatment of malaria.

With its partners, Sanofi is developing training and information tools taking into account the specificities of each country, and making these available to public health authorities and NGOs.

Schoolchildren against Malaria
Children are the first victims of the disease. As the adults of tomorrow, educating them is essential in changing behaviours.

The “Schoolchildren against Malaria” programme, initiated by Sanofi, provides African teachers with a range of educational tools designed to raise awareness. Drawing, drama and other contests reward the best initiatives illustrating the fight against malaria.

“I told my mum that we needed to join forces to clean up our environment. That we shouldn’t let the mosquitoes bite us!”
Elisabeth (centre), a pupil at Ansar Ud-Deen Primary School in Isara, Ogun State, Nigeria.

7.7 MILLION
CHILDREN
IN 9 COUNTRIES
HAVE BEEN EDUCATED
ABOUT PREVENTION VIA OUR
“SCHOOLCHILDREN AGAINST
MALARIA” PROGRAMME.

(3) WHO, Media Centre, Malaria, Fact sheet No. 94, March 2014
Tuberculosis is one of the deadliest infectious diseases in the world.
Approximately 8.6 million people fell ill with tuberculosis in 2012\(^2\). In nine out of ten infected patients\(^2\), the disease remains latent. The risk of developing an active form of tuberculosis is much higher in people with a weakened immune system (HIV, malnutrition, diabetes, etc.). When correctly administered, the treatment of tuberculosis is very effective; however, it is a long and complex treatment. Unfortunately, poor compliance not only puts the patient at risk of treatment failure, but also promotes the spread of the disease.

**Our action: simplifying treatment**
Sanofi has collaborated with the Centers for Disease Control and Prevention (CDC) of Atlanta (USA) and their international network to simplify the treatment of latent tuberculosis thus reducing a daily dosing regimen for 6-9 months to a weekly dosing regimen for only 3 months.

**…and fighting against resistant forms**
Sanofi is working in partnership with the TB Alliance foundation, in order to identify new drugs that are active against all forms of tuberculosis, including multi-resistant forms.

---

ASAQ Winthrop®: the first anti-malarial drug resulting from a public-private partnership
ASAQ Winthrop® (a fixed-dose combination of artesunate and amodiaquine), developed in partnership with the Drugs for Neglected Diseases initiative (DNDi) foundation, is an innovative solution against malaria. It was the first anti-malarial drug resulting from a public-private partnership. It meets the WHO’s recommendations of improving adherence to treatment and reducing the risk of drug resistance. The innovation is also a social one: the drug is not protected by patent and is made available to the public sector at preferential prices, which can reach “no profit, no loss” levels.

---

**STOPPING TUBERCULOSIS**

More reliable production for a more effective distribution
Artemisinin derivatives are a key component of modern antimalarial medicines. With the support of the Bill and Melinda Gates Foundation and in partnership with PATH (an NGO specialised in health solutions), the University of California, Berkeley and Amyris, Sanofi has developed an industrial process for semi-synthetic artemisinin production which will complement the existing plant-derived supply. This will help offset the variability of harvests thus minimising the risks of shortage and price fluctuations and will also help to reduce production lead-times.

---

MORE THAN
300 MILLION ASAQ WINTHROP® TREATMENTS HAVE BEEN DISTRIBUTED IN AFRICA SINCE 2007.

33 COUNTRIES HAVE REGISTERED ASAQ WINTHROP®, INCLUDING 30 AFRICAN COUNTRIES\(^1\).

---

ASAQ Winthrop®: the first anti-malarial drug resulting from a public-private partnership
ASAQ Winthrop® (a fixed-dose combination of artesunate and amodiaquine), developed in partnership with the Drugs for Neglected Diseases initiative (DNDi) foundation, is an innovative solution against malaria.
One billion people worldwide suffer from debilitating communicable diseases which occur exclusively in developing countries. There is a pressing need to reduce the global impact of these “neglected” tropical diseases.

Our action: a long-term partnership with the WHO
Since 2001, Sanofi is actively engaged in the fight against neglected tropical diseases, in partnership with the World Health Organisation. Our aim is to combine our efforts with those of national programmes, research bodies, NGOs and all involved to provide the poorest communities with a means to be treated.

$US 75 million in financial support and drug donations
This is Sanofi’s contribution to this partnership. Thanks to these resources, the WHO can guarantee trained teams, effective screening, and diagnostic systems, treatment availability, epidemiological monitoring and health education programmes.

We continue to pursue our research and development initiatives in order to improve treatments and ultimately eliminate these diseases.

"Above all, this partnership shows what is possible when a pharmaceutical company wants to see its products make a difference in the lives of impoverished people living in remote places."

Dr Margaret Chan
Director-General of the World Health Organisation

27 MILLION PEOPLE SCREENED FOR SLEEPING SICKNESS SINCE 2001
MORE THAN 175,000 PATIENTS TREATED ¹

ELIMINATING SLEEPING SICKNESS BY 2020

A dramatic decline
Human African Trypanosomiasis (HAT), or sleeping sickness, threatens millions of people in 36 countries.

Today, thanks to the Sanofi-WHO partnership, the number of cases has dropped by 72%. 6,228 cases were identified in 2013¹ which is the lowest number ever recorded.

Sanofi provides the WHO with free medicines to treat all patients suffering from sleeping sickness.

Since 2001, more than 175,000 patients have been able to receive treatment for this disease, which is fatal if left untreated.

Systematic screening and new drug development
27 million people have been screened for HAT since the programme was launched¹. However, most of the current treatments are done by infusion and require hospitalisation. For this reason, Sanofi, in partnership with the Drugs for Neglected Diseases initiative (DNDi) foundation, is developing a new oral treatment.

These initiatives aim to eliminate sleeping sickness by 2020.

TREATING LYMPHATIC FILARIASIS

Of the more than 120 million people currently infected by lymphatic filariasis (or elephantiasis), approximately 40 million suffer from deformities and are disabled by this disease\(^2\). Sanofi, in partnership with the Japanese pharmaceutical group Eisai and the Bill and Melinda Gates Foundation, made a donation of 120 million tablets of DEC (diethylcarbamazine) in 2012-2013. This contribution enables the WHO to deploy mass drug administration campaigns to 30 million people.

TREATING THE WORLD’S NEEDIEST PEOPLE OF LEISHMANIASIS

1.3 million new cases of leishmaniasis and between 20,000 and 30,000 deaths are recorded every year worldwide\(^1\).

The most common form of this parasitic disease, transmitted via an insect bite, is cutaneous leishmaniasis, which causes skin lesions and severe disability.

Sanofi’s plant in Suzano, Brazil, manufactures meglumine antimoniate, a first-line treatment for leishmaniasis and provides it at a single preferential price in developing countries. More than 5 million doses were distributed in 2013.

Currently, this drug can only be administered by injection, but our research and development teams are working on developing a treatment that would also treat lesions by cutaneous application.

MORE THAN 5 MILLION TREATMENT DOSES WERE DISTRIBUTED BY SANOFI IN 2013

COMBATING CHAGAS DISEASE

7 to 8 million people worldwide suffer from Chagas disease\(^3\), or American trypanosomiasis. This parasitic infection, transmitted by the triatomin bug, occurs mainly in South America. This chronic infection can cause irreversible damage to the heart, oesophagus or nervous system. Sanofi is helping to develop epidemiological monitoring and research into new treatments for this disease.

SIMPLIFYING TREATMENT FOR BURULI ULCER

5,000 to 6,000 people worldwide are affected by Buruli ulcer\(^4\), a skin infection which can cause widespread destruction of the skin and soft tissues, if not treated early with antibiotics.

Nearly half of the people affected in Africa are children under the age of 15. If treated in time, 80% of cases can be cured. Our objective is to develop a simplified treatment to facilitate early management of the disease.

---

(1) WHO, Media Centre, Leishmaniasis, Fact sheet No. 375, January 2014
(2) WHO, Media Centre, Lymphatic Filariasis, Fact sheet No. 102, March 2014
(3) WHO, Media Centre, Chagas Disease, Fact sheet No. 340, March 2014
(4) WHO, Media Centre, Buruli Ulcer, Fact sheet No. 199, June 2014
PROMOTING MENTAL HEALTH

More than 450 million people worldwide suffer from mental disorders[1]. In the poorest countries, the majority of patients do not receive suitable treatment[2]. More often than not they are rejected, excluded, and sometimes even chained up. It is not only a public health issue, but also a matter of human dignity. Poor understanding of these diseases, insufficient training of healthcare professionals and poor accessibility to medicines are a major obstacle to access to healthcare.

TACKLING EPILEPSY

Epilepsy is one of the most common and least understood neurological conditions. 50 million people worldwide are living with epilepsy, 80% of whom are in developing countries[3]. Access to care is limited by the lack of medical resources, treatments, trained medical staff and the prejudices that surround this illness. Children with epilepsy may find themselves excluded from school and adults may have problems finding work or starting a family.

In developing countries, three quarters of patients do not receive appropriate care[3].

Our action: fighting prejudice and providing suitable care.
Sanofi is one of the first healthcare companies to become actively involved in improving access to the care of people with epilepsy in developing countries. Programmes are underway in Latin America, Africa and Asia focusing on facilitating access to care and medicines, combatting stigmatisation and training healthcare professionals.

"We’ll Make It" is a comic book designed and distributed by Sanofi, in partnership with local health organisations, to tackle misconceptions about epilepsy.

THE COUNTRIES WHERE WE ARE PRESENT: ARMENIA, BENIN, COMOROS, GUATEMALA, INDIA, MADAGASCAR, MAURITANIA, MOROCCO, SOUTH AFRICA, AND SOON: BANGLADESH, CAMBODIA, MYANMAR, SUDAN

Our action: a pioneering commitment
Since 2008, Sanofi has been one of the first healthcare companies to develop specific programmes to improve access to mental health care in developing countries.
Our priorities: bring together the various players involved in mental health (public, private, NGOs, universities), in order to fight stigmatisation, train healthcare professionals and make medicines accessible to the most disadvantaged patients.

"Today, thanks to these initiatives, hundreds of patients who were previously neglected or excluded, are seeking medical help, are receiving treatment and may resume a normal life with their family."
Professor Driss Moussaoui, President, Moroccan Association of Social Psychiatry

Every day throughout the world, Sanofi’s 110,000 staff members are working to protect your health and improve access to healthcare for as many patients as possible. As a healthcare company, quality, ethics, safety and respect for the environment are at the heart of Sanofi’s activities.