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Joan Tubau
Médecins Sans Frontières Access Campaign
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Paris, October 10, 2024

Dear Mr Tubau,

I am replying to your letter sent to Mr. Hudson on September 23rd in my role as Head of Global Health Unit.

Sustainable and equitable patient access to diabetes care is a shared responsibility among various actors at a global, regional, and local level. Sanofi is engaged and committed to fully play its part.

Patients living with diabetes do indeed face many barriers in access to treatment and care. These include capacity and availability of local healthcare resources and professionals; of comprehensive diabetes management; of essential supplies; education and support for people with diabetes; and access to affordable, quality medicines.

At Sanofi **we continue to strengthen our commitment to ensure sustainable and equitable access to diabetes care in LMICs and underserved communities to cover all these aspects, including providing our high-quality insulins analogs at adjusted prices working closely with health authorities and local partners.**

Please cover AFFORDABLE insulin pens

We take a variety of approaches – commercial, social/inclusive and philanthropic – depending on the needs of people living with diabetes and the specifics of local healthcare ecosystems:

- **In selected LMICs**, with high burden of disease, unmet medical needs and a strong commitment of health authorities towards non-communicable diseases (NCDs) control and prevention, **we are developing comprehensive care programs.** Some examples include:

What about the LMICS not selected? \$1/pen for all, please!

- We launched partnerships with the Health Authorities (HAs) of **Ghana and the Delta State of Nigeria in 2023** with a focus on HCP training,



patient education and monitoring, and affordable access to analog insulin. We are constantly working with **governments** and **NGO's** in LMICs to overcome multiple access barriers to Diabetes care.

- Sanofi started to deliver **long-acting and rapid analog insulins** to the **Republic of South Africa Ministry of Health** as part of a **tender process in South-Africa**.
- The Ghana Health Initiative "**AYA**", a partnership between **Ghana Ministry of Health (MoH), Sanofi, Bayer, Eli Lilly, and Bill & Melinda Gates Foundation (BMGF)**, was launched on September 26th, 2024, in Accra. AYA is a 3-year, \$8,4MM investment program (15% from Sanofi), to improve disease awareness, screening, diagnosis, and referral of diabetes and cardio-vascular disease. We are developing similar comprehensive care programs in other countries identified.

- **In the world's most vulnerable countries**, our unique not-for-profit **Global Health Unit (GHU)** – created in 2021 – aims to increase access to diabetes care and other drugs for the treatment of NCDs for patients in **40 low- and-low-middle income countries**. This is achieved by strengthening healthcare systems and care delivery, including the launch of our dedicated **Impact brand** in 2022 providing a range of medicines at affordable prices. As of today, we have **58 active projects** in our GHU countries focusing on **cardio-metabolic diseases**. Over the past two years, we have set up projects and infrastructures allowing **51,000 patients** to be treated with our analog insulins in pre-filled pens across **25 countries**. As you may know, **MSF programs** in countries have been successfully accessing our **insulin glargine Impact®** in pens at affordable prices for some months now. We are actively discussing with MSF supply team to provide more Sanofi insulins including rapid analogs. We also supply other organizations such as United Nations Relief and works agency for Palestine refugees (UNRWA) and United Nations Development Program (UNDP) with the same products.

- **In situations of humanitarian crises** such as the 2023 Turkey-Syria-Morocco earthquake and the war in Ukraine, we donate medications through our ongoing philanthropy efforts with Foundation S-The Sanofi Collective.

As a leader in diabetes care, we know that millions of people living with diabetes depend on our insulin products every day, and we are committed to enhancing our manufacturing and supply capabilities to meet the growing demand insulins. Sanofi announced on 1st August 2024 the construction of a new, state-

Will the impact of "Impact brand" be evaluated?

Fab! \$1/pen, please



of-the-art, insulin production facility on its BioCampus in Höchst, Frankfurt. With the goal to ensure the long-term supply of life-saving insulins to people living with diabetes, this new facility represents an investment of ca. 1.3 billion euros by 2029.

Moreover, we have worked with the **World Health Organization for insulin glargine U100 to become the first analogue insulin to be included in the list of Prequalified Medicines**. This now helps ensure that medicines can be supplied by procurement agencies and meet highest standards of quality, safety and efficacy.

Rest assured we take our role of providing sustainable and equitable patient access to diabetes care very seriously and will be glad to further discuss with the MSF Access team.

Yours sincerely,

Jon Fairest

Head of Global Health Unit

Sanofi

A handwritten signature in black ink, appearing to read "Jon Fairest". The signature is fluid and cursive, with a long horizontal stroke extending to the right.