



*Making a
sustainable impact*
with Sanofi's Global
Health Unit

IMPACT REPORT 2024

sanofi

Citizens learning more about NCDs.
Group Hospital Visit, Zanzibar.

What's in *this report*

Making an <i>impact</i>	03
Global healthcare <i>by the numbers</i>	04
Theory of <i>Change</i>	05
Case <i>studies</i>	06
Looking <i>ahead</i>	12
<i>Disclaimer</i>	13

Zanzibar – Patient support group
Health worker providing screening at a community patient support group.



Making an *impact*



We believe access to quality healthcare is a right for everyone, regardless of where they live. However, challenges resulting from shifting demographics, escalating conflicts, economic uncertainties and climate change which affect us all, have significant impact on lower income countries coping with tenuous healthcare systems.

Our Global Health Unit is a unique not-for-profit business model working to address some of the most pressing health care gaps for the most vulnerable populations and to help strengthen local healthcare ecosystems, through innovative, inclusive healthcare initiatives and partnerships that deliver sustained impact and ultimately, sustainable

patients empowered by knowledge, support networks and innovative resources. The health care challenges we are facing are becoming more complex and cannot be addressed with a “one size fits all.” The GHU has adopted a multi-faceted approach built on three strategic priorities to address the unique challenges of the communities where we operate.

- 1 *Access to medicine***
- 2 *Health systems strengthening***
- 3 *Impact Fund investing***

Creating sustainable change and progress toward more equitable health care systems has required us to evolve the way we are working cross-sector to support and finance scalable solutions for the most vulnerable communities. In the last two years we have pushed beyond the status quo to build on the progress and achievements we have made and to continue to accelerate our efforts to bridge the health care gap in LMICs. The time to act is now!

Jon Fairest
Head of Global Health Unit



In this report, you will read first-hand accounts of patients who, through GHU partnerships and projects the team has implemented, are managing their health and improving their quality of life by treating conditions like diabetes or high blood pressure. Because of the GHU’s unique business model of cross-sector partnerships on a global, national and local level, more providers are well-resourced, armed with current medical knowledge and tools to diagnose and treat their patients.

Audrey Duval
Executive Vice President,
Corporate Affairs

Global healthcare by the numbers

The growing burden of noncommunicable diseases is no longer a problem associated with high-income countries. According to the World Health Organization, each year *17 million people die from an NCD before the age of 70, and 86% of those premature deaths occur in LMICs*. The table below demonstrates results measured by the GHU over the past two years.



ACCESS TO MEDICINE

Focuses on improving access which led to the creation and launch of IMPACT, a dedicated brand of affordable, quality Sanofi medications for patients with NCDs

>40

LMIC countries supplied with NCD treatment

10

countries supplied with Impact®

586,024
Patients reached with NCD treatment

Target is 2M NCD Patients treated by 2030



HEALTH SYSTEMS STRENGTHENING

Involves strengthening fragile health systems through both financial and non-financial partner support ranging from supply chain, regulatory, healthcare delivery and HCP capacity building.

74

NCD Programs activated with 52 partners

39

countries covered

128
Health facilities engaged to optimize access and availability to NCD treatments

763,817
Beneficiaries reached with NCD Programs

12,453
HCPs and CHWs received NCD training



IMPACT INVESTING

The Impact Fund supports the scale-up of inclusive sustainable ventures that enhance access to affordable quality treatments and care for underserved patients at the last mile, combining digital innovation and on-the-ground delivery models

8.3M€

of investments in 5 organizations over 15 countries

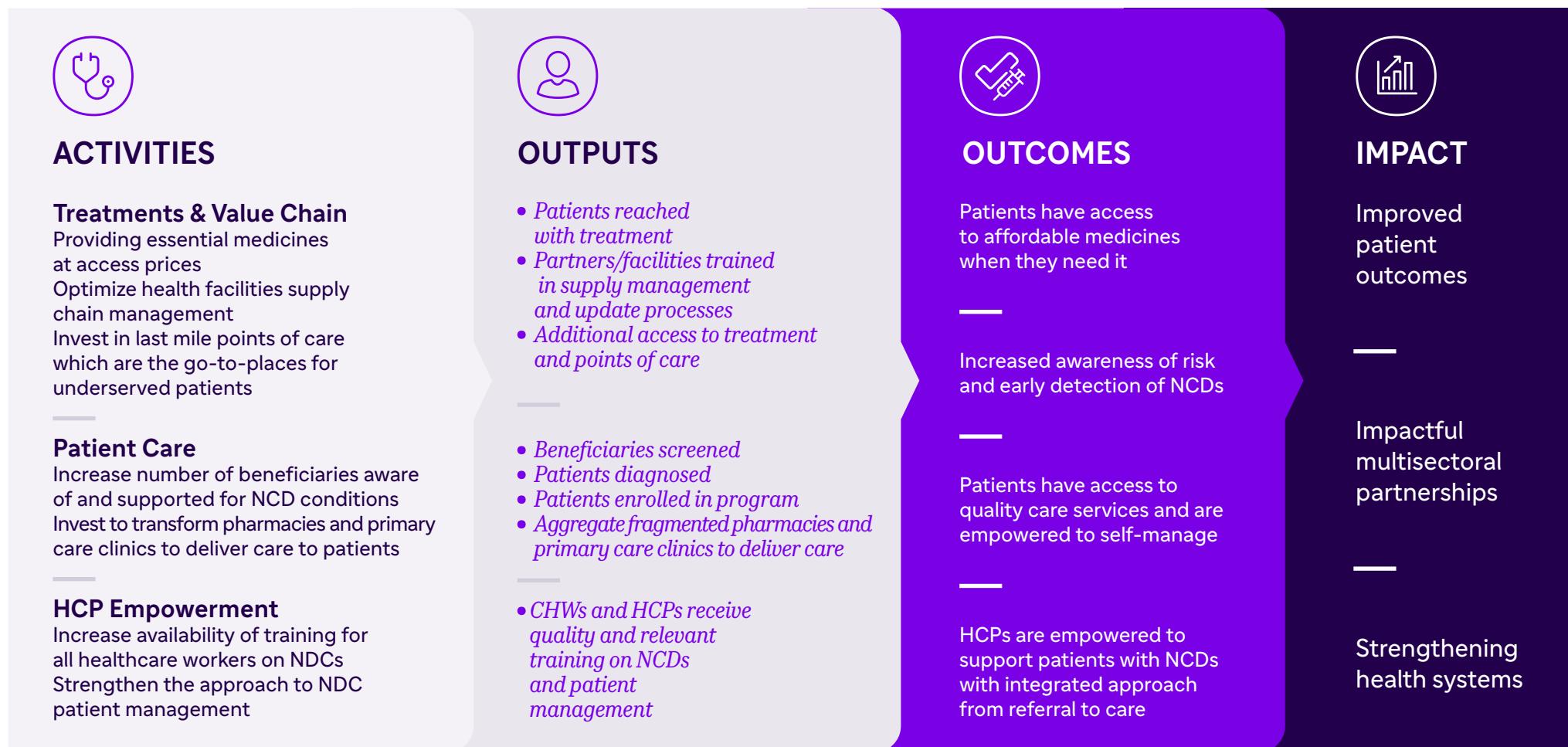
+3,000
of Health Facilities served

+4,500,000
Patients indirectly reached through facilities

+2,000
HCPs received training

Theory of Change

The GHU Theory of Change explains how we achieve our intended impact by mapping the expected outcomes to our activities. Each pillar connects the types of activities that we support, either through internal operations, local partnerships or the impact fund to finally delivering our intended impact.



Treatments & Value Chain

A critical component to improving patient outcomes is ensuring access to medicines. We do this through approximately 30 Sanofi medicines that treat cardiovascular disease, diabetes and cancer, which are provided for nonprofit distribution to at-risk populations in the world's most impoverished countries.

We also focus our efforts to help improve the supply chain to ensure treatments are delivered to patients. In fact, a multinational survey that includes eight sub-Saharan countries found *81% availability of a common antibiotic versus only 37% having diabetes medications and 14% with asthma treatments.*



See how our Global Health Unit is ensuring access to healthcare through doctor visits and affordable healthcare for the most vulnerable in Dar es Salaam, Tanzania.



Removing obstacles to value chain with local partners *Touch Health and the MediFIKIA Project*

Partnered with Touch Health in Tanzania, we enhanced the value chain by training staff and developing operational improvements to better manage medicine inventory. We also introduced a Patient Held Medical Records (PHMR) system, allowing patient information to travel with patients.

This results in easier access to and better availability of medications, accessible services and better disease awareness for patients, and HCPs armed with tools to better support their patients.

The GHU is working to improve access to healthcare in Tanzania along with partner Touch Health.

“ While sustainability is a common challenge across many programs, our focus is on fostering a mindset shift through education and collaboration. By highlighting the importance of our interventions and working together to achieve a shared understanding of their purpose, we aim to ensure that the changes we implement are both meaningful and enduring.”

Patrick Möllendorff
Project Lead, Touch Health



Patient Care

The WHO reveals more than 40% of LMIC healthcare facilities don't have access to basic diagnostic services, delaying diagnosis and treatment. Working with local organizations to educate on NCD risk and improve access to quality patient care empowers patients.



Helping communities take control of NCD care

PharmAccess and our NCD Care Bundles

In Zanzibar, we collaborated with PharmAccess to create an integrated, patient-centered care model, to improve disease management for patients with cardio-metabolic diseases through a bundle consisting of patient group meetings access, digital self-management support, remote care and medication management.



Sylvia Brachet (GHU), Faiza Abbas (Pharm Access) and Dr Jebson Zingwari (GHU) attending a patient support group in Zanzibar.



Daw Aye Aye Myint (age 72), her husband U Wai Phyo (age 80), and Community Health Ambassador Naing Mun Lun, RN.



Bringing access to NCD care to patients' doorsteps

Common Health and the Karuna Moe Program

Common Health is the first e-commerce platform in Myanmar committed to providing quality medications and healthcare to people with diabetes, hypertension and other chronic health conditions.

This multi-layered program includes disease education for patients, specialist engagement, screening through community health ambassadors and medication home delivery.



Investing to help pharmacists support delivery of primary care

Impact Fund investment into mPHARMA

mPharma, a leading healthcare start-up in Sub-Saharan Africa supporting pharmacies and drug shops, reaches two million patients across seven countries. The Impact Fund's investment in mPharma helps relieve the working capital burden and inventory management challenges faced by low-end pharmacies that are the go-to-places of underserved patients, and offer Multi Doctor teleconsultation service, providing accessible healthcare through the pharmacies.

Healthcare Provider *Empowerment*

Strengthening health systems starts with empowering healthcare providers (HCPs) through trainings and cultivating an integrated approach from referral to care.



Making NCD knowledge accessible online



The GHU collaborates with multiple organizations to conduct large-scale capacity building by providing training for HCPs through e-learning platforms. This ambitious project targets HCPs, empowering them with confidence and knowledge to support NCD patients. Online trainings through the UNFM (Tanzania, Chad, Niger and Djibouti) targets physicians, and is

reinforced by local NCD experts. Our partnership with WCEA (Malawi, Zimbabwe, Sierra Leone, Tanzania and Uganda), offers free online NCD training on various topics to all levels of HCPs. Through collaboration with IDF, 1,500 scholarships participate in online Diabetes courses throughout 40 LMIC countries along with 2,500 in-person trainings.

“ Non-communicable diseases are silently killing more people around the world. Availability of resources, not limited to information about management, can enable health workers to reduce the mortality rate. ”

Ugandan Nurse trained with WCEA

In our Path to Health video, Ibrahim Kamara of Freetown, Sierra Leone explains the challenges he faced managing his diabetes and hypertension.



Expanding Specialist workforce through fellowships

Oncologist Specialist Training Program Partnering with The Uganda Cancer Institute (UCI)
The GHU's work with UCI funds stipends for 14 oncology fellowships at the East African Center of Excellence for Oncology. GHU supports the development of UCI as a regional center of excellence, through successful completion of the training, generating new staff.

“ I am proud of the fact that the UCI is taking on a number of health personnel to bridge the gap in regard to the vast need for us, the health care workers, to take on care in cancer patients. ”

Dr Irene Nanyanga
Pediatric Oncologist
(Past Fellowship Participant)



Investing to Empower Pharmacists with the GHU Impact Fund

The Impact Fund helps empower HCPs in Southeast Asia by investing in SwipeRX and its community platform which provides pharmacists with access to accredited continuing education modules and collaboration with peers. Over 30,900 pharmacists in Cambodia (represents 1 in 2 pharmacists) have completed educational courses in 2023.

This initiative improves the quality of care pharmacists deliver, including better case management, referrals and adverse event reporting, while fostering a virtuous cycle where engagement strengthens adoption of the platform's commercial services.

Employing a unique approach *to advance global health*

In each strategic pillar, we approach the solutions with an innovative mindset to push boundaries and build sustainable solutions.



ACCESS TO MEDICINE: Impact®

- Impact®, a dedicated Sanofi GHU brand, is a unique GHU approach to delivering affordable and available treatment. It is with the same quality as the previous Sanofi brand: same manufacturing process and facility, same formulation, but with new accessible prices, enabled by specific commercial model.
- It also includes a QR code, providing patients with simplified access to product information in their language across a number of LMIC countries.
- A range of products will progressively become available under the GHU Impact®



Health Systems Strengthening

Leveraging impactful, multisectoral partnerships improves care delivery and utilizes a “harmonized multistakeholder” approach that fosters collaboration across partners to reduce redundancy, deconstruct silos and identify potential private/public partnerships. These collaborations include working with local government health ministers, addressing specific local challenges with local know-how and experts.



Working with decision makers and action takers to leverage all our strengths

Strengthening of the capacities of health professionals and the NCD Health Systems in Djibouti in partnership with Caisse Nationale de Sécurité Sociale (CNSS), Djibouti



Jon Fairest, Head of the GHU and Deka Ahmed Robleh, Managing Director, Caisse Nationale de Sécurité Sociale, Djibouti.



[Read more about the partnership here](#)



A scientific forum about Non Communicable Diseases was organized jointly between Sanofi and CNSS in Djibouti for Healthcare Professionals to bring them knowledge about NCDs and how to better diagnose and treat them.

In Djibouti, the Health Minister created a national program to combat NCDs. The CNSS and Ministry of Health asked the GHU for support strengthening the capacities of HCPs focused on diabetes and hypertension care, where Djibouti is limited by the small number of time-pressed specialists training other HCPs.



Zimbabwe – Community screening with OPHID.



Building on local success aligned to Minister of Health priorities

Integrating the response to HIV and NCDs, Partnering with The Organization for Public Health Interventions and Development (OPHID)

Early NCD diagnosis and treatment is a priority for healthy aging with HIV. In Zimbabwe, NCD and HIV programs tend to be implemented vertically, leaving NCDs in people living with HIV undiagnosed. Collaborating with the Minister of Health in Zimbabwe, we worked with OPHID to leverage existing TB/HIV programs and integrate NCD screening with routine HIV services at the primary care level. Helping to identify undiagnosed NCDs and link clients to treatment improves health outcomes for HIV patients with NCDs.

Funding With *Impact*



Members of the GHU working closely with partners in Zanzibar.



Impact investment offers a significant opportunity to leverage private capital to advance innovation and sustainability where capital resources are often scarce. It is a complementary and critical channel to strengthen the overall health care ecosystem in many low- and middle-income countries.

After less than two years of operations, the Impact Fund has built a unique portfolio of five inclusive ventures as of June 2024 (and has added two additional ventures in July and August 2024) capable of a transformative impact on treatments and care delivered to underserved patients in remote areas.

True transformation requires more than financial capital so our portfolio companies benefit not only from financing but also from a holistic ecosystem of assistance. This hands-on approach is instrumental in supporting the investees in building a more sustainable model, increasing their reach to create more impact on patients' lives.

Looking ahead

We strive to leverage synergies, provide affordable treatments, identify projects to de-risk innovation, build partnerships with public/NGOs, fund transformative investments and offer operational support through Sanofi internal experts.

We will continue to measure our efforts, identify best practices to build sustainable health models and share those learnings with the global health community.

We are committed to increasing accessibility through registration of NCD treatment where there is no availability today, with a target to reach two million patients with treatments by 2030.

We must work hard at identifying key allies to help create multisectoral partnerships to build sustainable health care delivery models in LMICs and continue connecting with local governments to bridge medical gaps.

We commit to finding opportunities that expand our framework for new investments through the Impact Fund and ensure that the right resources are made available.

“Even in the most challenging environments, it is possible to make progress on improving health access and outcomes. Myanmar is now reckoning with political instability, an economic crisis, and human resource constraints. And yet, patients we meet every day are committed to achieving better health, and healthcare providers are determined to help. With the right support – including the kind that Sanofi is providing – we don't have to turn back the clock on critical health goals.”

Matthew Guilford
the funder and CEO of Common Health

PharmAccess patient support group meeting.



Launch of
THET and Uganda UCI
partnerships with GHU.

“Although our ambition is high, we remain humble in our learnings and convinced that systemic sector gaps prevent impact and require collective engagement from all ecosystem actors with multiple interventions to strive for systemic change. This measured journey leads us to “sustainable patients” – individuals empowered with knowledge and resources to care for themselves and their families.”

Jon Fairest
Head of Global Health Unit

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