



Global Health Impact Measurement: Number of Patients Treated



EXECUTIVE SUMMARY

The "Number of patients treated" is a Key Impact Indicator (KII) that measures how many patients are treated with products sold by Sanofi's Global Health Unit (GHU). This indicator directly reflects field outcomes of GHU activities in various countries.

The KII is calculated for the entire GHU portfolio and is also used to track Sanofi's progress towards the target of treating one and a half million non-Communicable Disease (NCD) patients by 2026. It is a critical metric for demonstrating Sanofi's commitment to society.

The KII is calculated monthly. The yearly cumulative number of NCD patients treated is reported quarterly through various channels.

1. Purpose and Definition

1.1. PURPOSE

The "Number of patients treated" KII measures the reach and impact of Sanofi's Global Health Unit (GHU) by tracking how many patients benefit from GHU products. Each product identified by a Global Material Identification (GMID) code corresponds to a treatment needed for one patient, allowing for calculation of patients treated for each GMID presentation sold at a country level. It also allows Sanofi to measure our progress towards our target of one and a half million NCD patients treated by 2026.

1.2. SIGNIFICANCE

This indicator:

- Reflects field outcomes of GHU activities in countries served
- Demonstrates Sanofi's commitment to society
- Provides data for sustainability reporting and institutional communications
- Serves as a key performance metric for the Global Health Unit

2. Calculation Methodology

2.1. CALCULATION

KII calculations are automatically generated based on units sold and treatment requirements per patient, with results segmented by country and product as needed. The number of patients treated is calculated by:

- Multiplying the units sold by GMIDs in the previous month (M-1) with the corresponding treatment conversion factor from the treatment table.
- The indicator is calculated on a monthly basis, starting from January of each year and is cumulative

All calculations undergo a rigorous validation process, with primary management by the Head of GHU Operations and independent verification by the GHU Head of Program Performance and Outcomes to ensure accuracy and reliability. All supporting documentation is systematically archived to maintain full traceability and audit readiness.

2.2. DATA SOURCES

The KII calculation methodology relies on three core data inputs updated regularly: a product and country perimeter (updated quarterly), a treatment conversion table (updated semi-annually), and monthly invoiced sales data. The process begins with a destination country analysis to ensure sales data accurately reflects where products are ultimately delivered, with any adjustments fully documented and justified.

Data Source	Description	Frequency
Product & Country Perimeter	Define products and countries scope for GHU Products identified by GMID code and therapeutic area Countries identified by ISO code (Universal code for state/country)	Defined Quarterly
Treatment Conversion Table	Lists number of treatments needed for one patient for each GMID code	Updated every 6 months (June/December)

Monthly GHU Invoiced Sales	Itemized by GMID code, invoiced customers, and countries	Provided D+3 of each month
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2.3. CONSIDERATIONS

The treatment conversion calculation includes key assumptions, such as:

- The conversion rate reflects real-world patient usage patterns
- Patients follow standardized treatment regimens as defined in Sanofi's standard conversion factors
- Units sold in a country are used to treat patients in that same country
- Units sold in the previous month are reported in the following month for patient treatment

Sanofi's methodology faces certain limitations, such as:

- It is not possible to distinguish between normal inventory management and stockpiling behaviours
- There may be differences in monthly reporting which can be caused by:
 - > Distributor adjustments reported after the month they occurred
 - > Updates to GHU country scope to include new countries
 - > Updates to conversion formula calculations
- The methodology assumes 100% patient adherence to prescribed treatments
- The methodology may double-count patients receiving multiple Sanofi products as part of combination therapy

3. Reporting

3.1. PUBLICATION CHANNELS

The KII results are published through:

- Sustainability dashboard in Sanofi's quarterly financial results press releases
- Sanofi's Annual Sustainability Statement
- External communication channels (including LinkedIn)
- GHU Impact Reporting
- Internal Newsletters