



sanofi



GLOBAL ACCESS & PRICING PRINCIPLES

2026



At Sanofi, we are driven by a passionate **commitment to prevent, treat, and cure illness** and to lead the transformation of medical practice for **patients worldwide**. Our expertise spans a diverse portfolio of therapeutic areas across **Vaccines, Specialty Care, and General Medicine**, including: Flu, RSV, Immunology, Oncology, Neurology, Rare Diseases & Rare Blood Disorders, Diabetes, and Cardiovascular Diseases.

Sanofi has a **longstanding commitment to collaborating with healthcare systems worldwide to ensure our treatments remain accessible and affordable for patients** who need them most. We deeply understand and share the concerns surrounding medicine affordability, and we actively encourage countries to optimize the value they derive from healthcare investments.

While we recognize the critical importance of addressing healthcare costs, we believe that creating sustainable, affordable healthcare solutions requires a **collaborative approach involving all stakeholders across the healthcare ecosystem**. The pharmaceutical industry plays an important role in this effort, but meaningful progress can only be achieved through partnership with governments, healthcare providers, payers, and patient advocacy groups working together toward our shared goal of improving patient outcomes.

While factors like value assessments, pricing systems, and reimbursement processes are largely determined by other healthcare stakeholders, Sanofi embraces our responsibility to lead in solving patient access challenges and supporting healthcare system sustainability. **Our commitment is built on three pillars:**

Delivering
**breakthrough
solutions**
to patients in need.

**Investing continuously
in R&D** to deliver innovative
treatments and vaccines.

**Sharing responsibility
with healthcare systems**
to ensure these
innovations reach the
patients who need them

Our innovations deliver meaningful value to patients, society, and healthcare systems worldwide. Recognizing the growing concerns about healthcare costs, we have developed a **comprehensive pricing approach that balances our commitment to expanding patient access with the need for sustainable R&D investment.**

Our **Access & Pricing Principles** are built on two fundamental pillars designed to foster **sustainable access to innovation** and **incentivize future scientific progress**:



Establishing
**CLEAR RATIONALE FOR
PRICING & ACCESS**
decisions at the time of
launch of a new medicine



Integrating
**AFFORDABILITY
CRITERIA**
as a key consideration
in new launch pricing
strategies

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:

- **Comprehensive value assessment**, including:
 - **Clinical value:** The therapeutic benefit our medicines provide to patients, and their advantages over existing standard of care.
 - **Social and wellbeing value:** The positive impact of our medicines on patient quality of life and productivity.
 - **Economic value:** : The reduction in disease burden and associated healthcare costs through decreased need for additional medical interventions.

Our evaluations leverage diverse internal and external methodologies to capture the full spectrum of value our products deliver. While **Health Technology Assessment (HTA)** frameworks provide essential foundation, we also incorporate broader social and economic analyses that reflect multiple stakeholder perspectives in defining and quantifying product value. **Patient preferences and priorities** remain central to every assessment, ensuring our approach reflects what matters most to those we serve

- **Understanding existing and anticipated medicines** within the relevant disease areas at the time of launch.
- **Affordability Assessment:** Systematically evaluating each country's relative ability to pay for new medicines.
- **Medicine-specific considerations at the time of launch:** integrating unique factors inherent to each medicine including support of clinical trails and long-term outcomes generation, fulfillment of regulatory commitments, target patient population size, supply chain and care delivery conditions and development of patient support tools aiming at improving disease management and reducing the overall burden of care.




AFFORDABILITY CRITERIA

For all new product launches, we systematically consider country **affordability** (ability 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.

Achieving broad access to medicines and vaccines is a **shared global responsibility**. Wealthier nations have a pivotal role to play in fostering continued innovation by adopting policies that recognize and reward the transformative value of improving patients' lives, today and for generations to come.

In applying affordability criteria, **we strive to develop pricing frameworks that balance current economic realities with the imperative to sustain R&D investment**, ensuring continued innovation and future breakthroughs for patients worldwide.



These principles embody Sanofi's dedication to expanding patient access, promoting affordability and ensuring greater transparency in our pricing decisions. They also reinforce the conditions necessary to drive scientific progress and to deliver innovative medicines to patients worldwide.



sanofi