

Innovations in Diabetes Therapy and Care

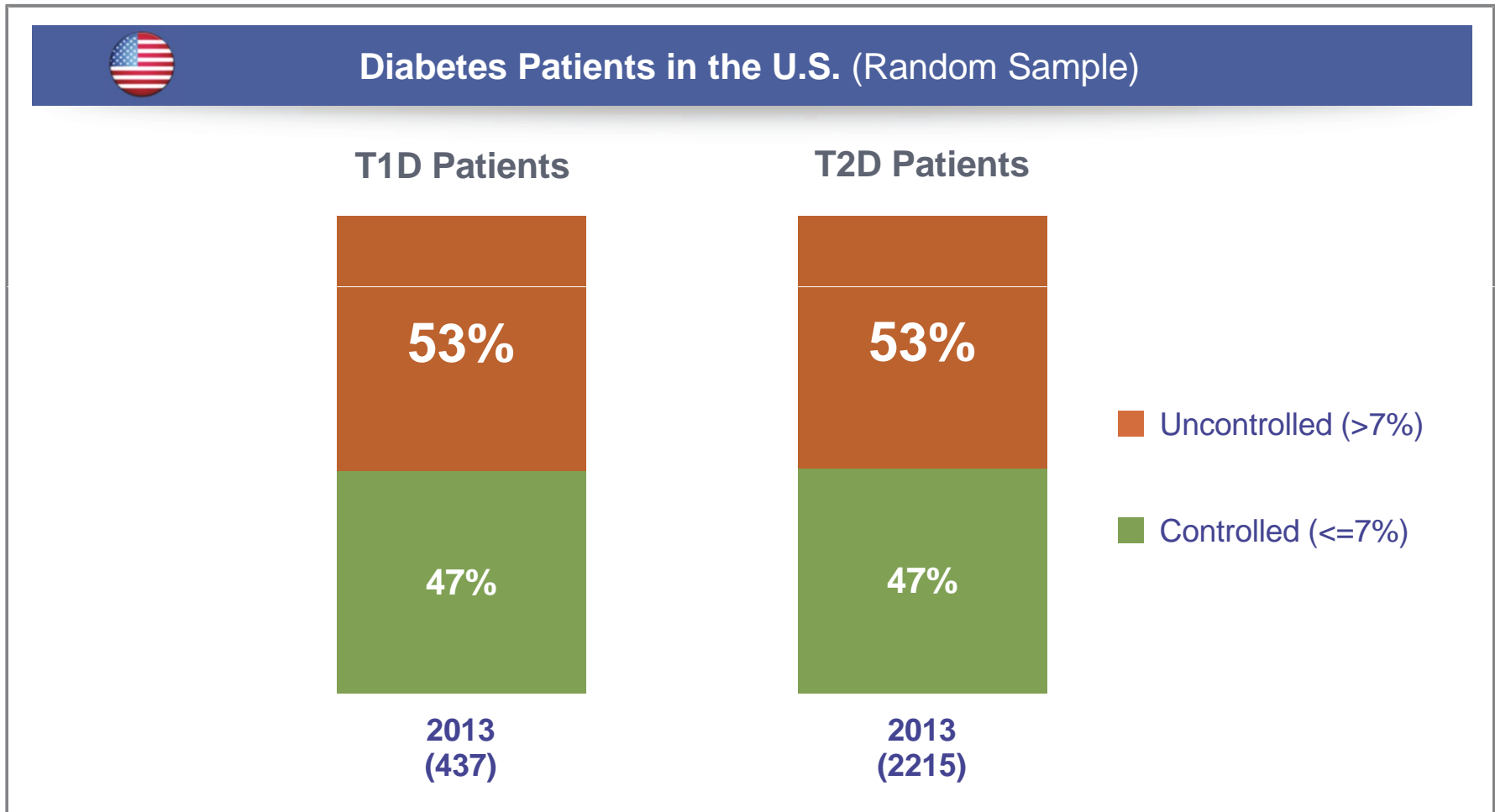
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VP, Sanofi Diabetes US

Sanofi Diabetes: Going beyond together

Our Vision

**The Preferred Partner In
Personalized Outcome-Driven
Diabetes Care**

Despite Treatment, Many Patients with Diabetes Are Still not at A1c Goal⁽¹⁾

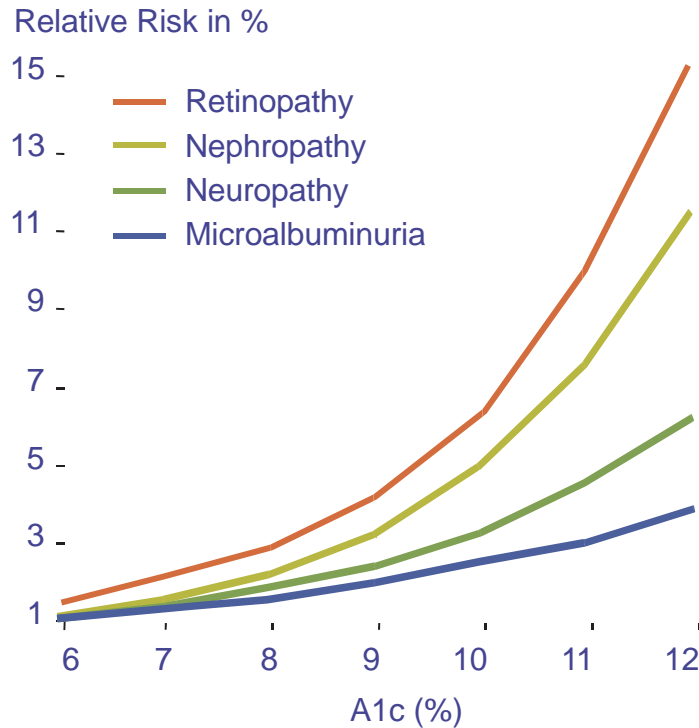


Inappropriate Diabetes Management Leads to Costly Consequences

Risk of Complications and A1c⁽¹⁾

Microvascular Complications

- Diabetic Retinopathy
- Diabetic Nephropathy
- Diabetic Neuropathy



Macrovascular Complications

- Stroke
- Heart Disease
- Peripheral Vascular Disease

25% to 45% of diabetes-attributed medical expenditures spent treating complications of diabetes⁽²⁾

Starting and Staying on Therapy

- 20-30% of all prescriptions are never filled
- 50% of patients do not take medications as prescribed
- Insulin drop off at 90 days
- ***COST: Between \$100-\$300B of avoidable healthcare costs attributed to non-adherence***
- ***NEED: Investment in adherence and patient engagement programs***

Sanofi established comprehensive programs to gain insights on patient motivators

2012-2014



cities for life



2013-2014



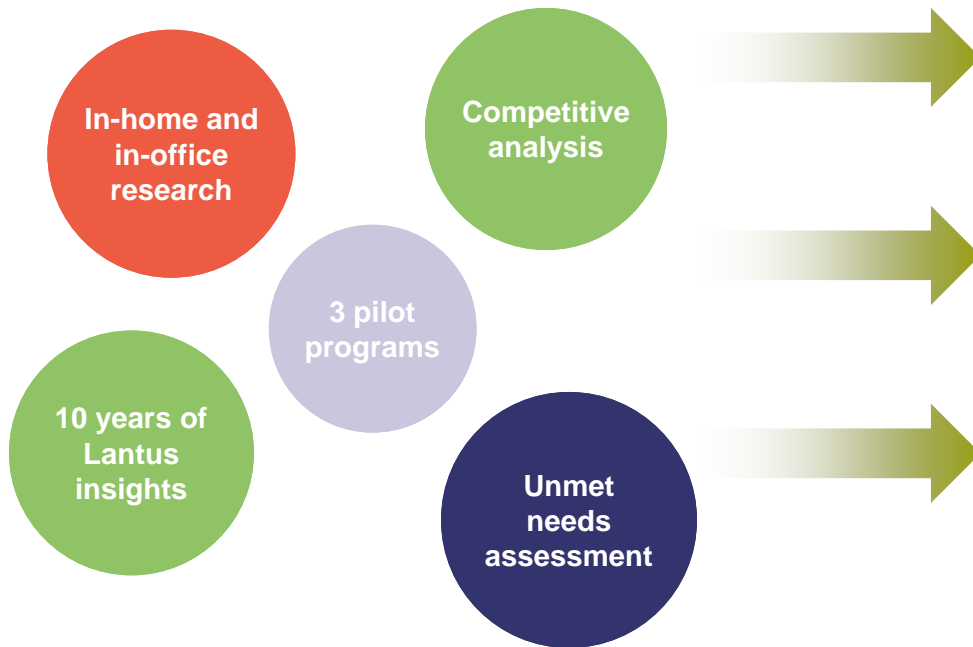
2015

Insights from these Patient Initiatives have helped the development of the Toujeo® Coach Program



Toujeo COACH Was Built on Extensive and Comprehensive Research Spanning Four Years

Extensive market research



Best practices and learnings

Proactively engage patients

Provide integrated support

Offer tailored support



Toujeo COACH is a Program That Offers a Unique Approach to Supporting Patients in Helping Manage Their Overall Diabetes

Toujeo COACH...

- Leverages trusted **physician/patient relationship to direct patients into program**
- Supports relationship building through **live telephone based interactions** with a COACH Guide as a **single point of contact**
- Utilizes validated **methodology to determine appropriate tailored support** based on patient needs and preferences
- Encompasses robust set of **support tools and education for all patients**



Public Policy

- **Ensure policy environment that allow companies to innovate and patients to have access**
 - **Support policies that allow patients and providers access to and choice of appropriate medication for the patient; avoid one size fits all**
 - **Provide reimbursement for innovative new products and services for chronic disease**
 - **Support intellectual property policy that drives investment in innovation**
 - **Strengthen and enhance incentives for better medication adherence and patient engagement**

Thank you