

Accès au Médicament
Access to Medicines



**Our engagement in the fight against
some of the Most Neglected
Diseases**



Sanofi-aventis is committed to act as a socially responsible company

“80% of the population worldwide has little or no access to medicines. This challenge to the pharmaceutical industry must be taken up [...].

At sanofi-aventis, we are committed to an active role in Access to Medicines”

Jean-François Dehecq

Chairman and President of
sanofi-aventis

BIOVISION - April 2005



Access to Medicines at sanofi-aventis

- ▶ **A fully integrated department covering all skill areas**
- ▶ **Dedicated to develop sustainable programs against diseases that impact the developing world**
- ▶ **Production facilities all around the world**
- ▶ **Partnerships with Public & Private national, international organizations**





Access to Medicines: the mission

- **To coordinate and implement sanofi-aventis initiatives in the fight against certain diseases that represent real public health issues**
- **It is an integral part of the Group strategy and covers 3 main areas:**
 - **Preferential pricing policy (no profit-no loss)**
 - **Improvement of existing drugs**
 - **Information, Education and Communication**
- **In line with the Group sustainable development policy and help ensure continuous employment in our industrial plants in both developed and developing countries**

7 priority areas

Where we can use our product portfolio, resources and know-how to make a difference contributing to local economic development by operating industrial sites that produce low cost, high quality medicines

MALARIA



TUBERCULOSIS



SLEEPING SICKNESS



LEISHMANIASIS



EPILEPSY



MENTAL HEALTH

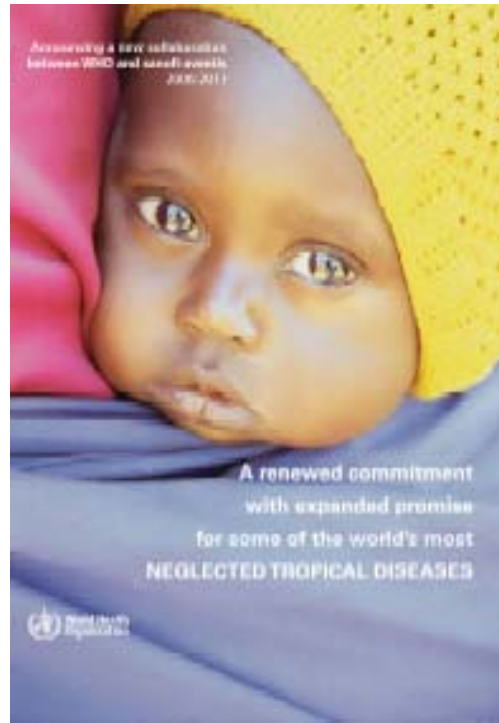


VACCINES



Support in the fight against the Most Neglected Diseases: HAT, Leishmaniasis, Buruli ulcer, Chagas disease...

WHO – sanofi-aventis promise



To continue the fight against HAT

WHY?

- A fatal disease curable
- A disease “model” with achievements

WHAT?

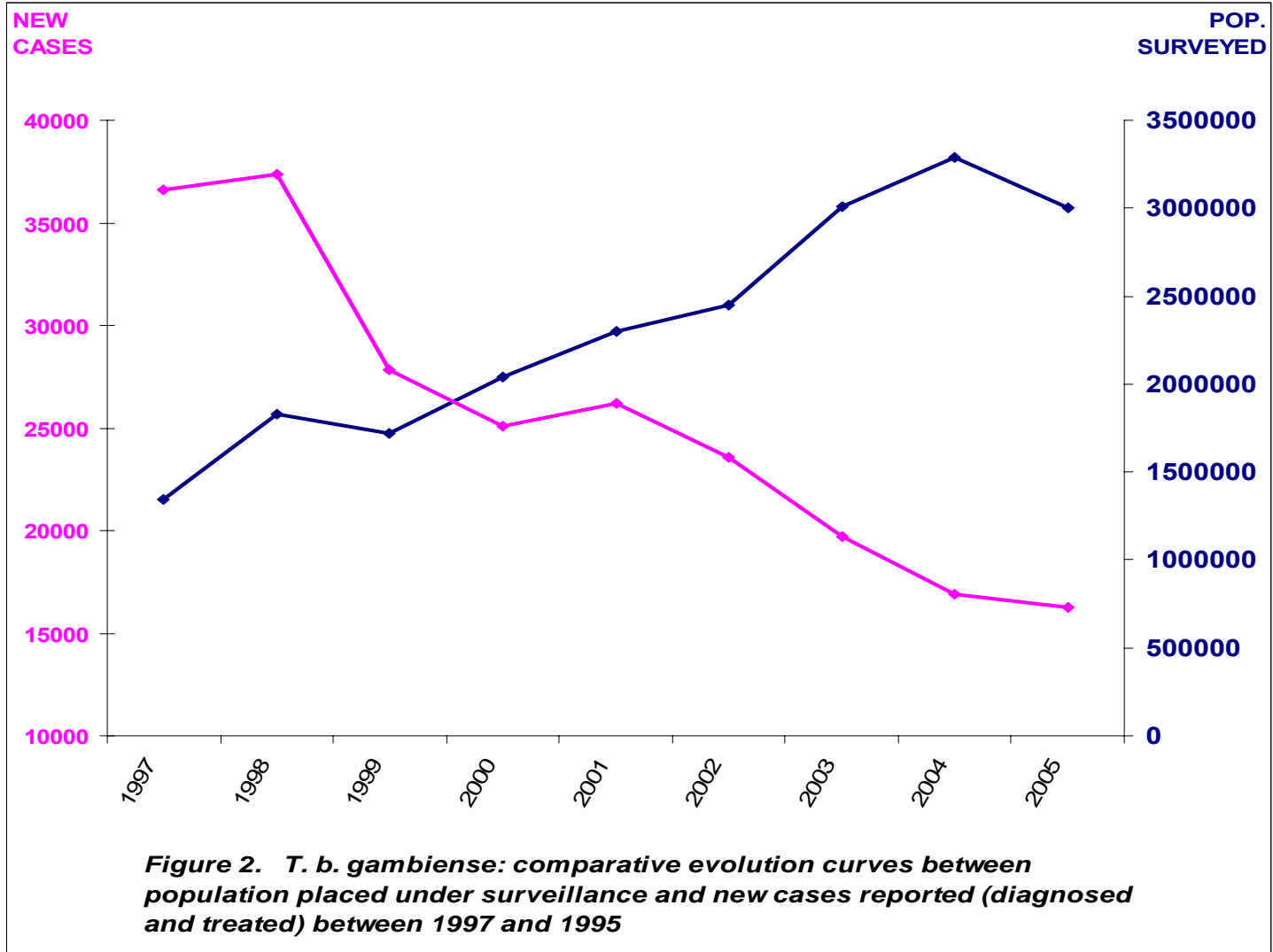
- Today less than 12 000 new patients/year
- ≈ 40 000 living with the disease

HOW?

- A multi-partnership with WHO as the cornerstone (Plos Medicine – Feb. 2008 – Vol.5)
- 300 people trained
- 1,2 million vials delivered (pentamidine, eflornithine, melarsoprol)

“Without these drugs, some 110 000 lives would have been lost” (WHO renewal agreement October 2006)

Sleeping sickness : achievements



To expand support in the fight against other neglected diseases



↳ **2nd agreement between WHO and sanofi-aventis signed in October 2006:**

A RENEWED COMMITMENT expanded to Leishmaniasis, Buruli ulcer, Chagas disease

- **A commitment for 5 years (20 million Euros)**
- **Financial contribution for promoting diagnostic, training, optimized treatment and a special budget for IDM, division of WHO (Innovative Intensified Disease Management)**

↳ **Ongoing activities as “industrial expert” in development (NECT, ongoing R&D partnership)**

Leishmaniasis

- 100 endemic countries (82 for CL)
- 12 million people at risk (10 million CL)
- 2 million patients : 500 000 VL with 200 000 deaths



- ↳ **As part of the new agreement between WHO and sanofi-aventis until 2011**
 - A unique pricing policy for Glucantime[®] , 1.20 \$/vial + freight + taxes.
 - A partnership with WHO to improve disease management through diagnosis and local training
- ↳ **Industrial policy: production - transfer**
 - Tomorrow only one manufacturing site in Suzano, Brazil, one of the countries where the disease is the most prevalent

A renewed commitment 2006-2011 with expanded promise for some of the most neglected tropical diseases

“I am particularly pleased and I am proud of the contribution made by sanofi-aventis, together with WHO, by providing populations that are often totally forgotten with much needed products of good quality, training of healthcare workers and support to the rebuilding of the healthcare infrastructure, so that, one day, we will no longer call these diseases “neglected”.

Jean-François Dehecq

President of sanofi-aventis

Geneva, October 10th, 2006



J.F Dehecq, sanofi-aventis / Dr A. Nordström, WHO