Action Driving *Insulin Affordability*

Insulin affordability has been a longstanding challenge for people with diabetes. Manufacturer discounts provided to payors – intended to make insulin more affordable – have sadly not translated into reduced costs for patients at the pharmacy counter due to misaligned market dynamics.

More than 11% of the U.S. population lives with diabetes

Our industry must remain focused on identifying and implementing solutions that continue to widen patient access and increase system-wide affordability.

Given this mandate, **Sanofi has taken action to improve access and affordability for millions** by actively reshaping our approach to insulin pricing and patient support.

Sanofi put into place significant pricing changes in 2024.

- The price of Lantus® (insulin glargine injection) 100 Units/mL, our most widely prescribed insulin in the U.S., was reduced by 78%, and the list price of our short-acting Apidra® (insulin glulisine injection) 100 Units/mL was cut by 70%.
- Sanofi placed a $35 cap on out-of-pocket costs for a 30-day supply of Lantus for patients with commercial insurance or without insurance – paying the difference on what insurance companies charge patients at the pharmacy. This is an evolution of a program that began in 2018, when Sanofi became the first company to voluntarily introduce a program where uninsured patients could access one or more of our medicines at a set price.
- We launched an unbranded biologic for Toujeo® U-300 (insulin glargine) injection 300 Units/mL at 60% less than the list price to continue to provide lower cost options to payors and pharmacy benefit managers pharmacy benefit managers (PBMs). However, **patients have yet to realize the full cost savings because incentives within the health system drive health plans and middlemen to favor high list prices and larger rebates over this lower priced option.**

Our mission is to ensure that no patient falls through the cracks; therefore, our suite of patient support programs are designed to help most people reduce the cost of their insulin, including Toujeo U-300 (insulin glargine) injection 300Units/mL, Lantus (insulin glargine injection) 100 Units/mL, Apidra (insulin glulisine injection) 100 Units/mL and Admelog (insulin lispro injection) 100 Units/mL.

- 100% of commercially insured people are eligible for Sanofi's copay assistance programs, regardless of income or insurance plan design, ensuring patients pay no more than $35 for a 30-day supply.
- 100% of uninsured people are eligible for the Insulins Valyou Savings Program - regardless of income level - enabling them to buy one or multiple Sanofi insulins at $35 for a 30-day supply.
- Free medications are provided to qualified low- and middle-income patients through the Sanofi Patient Connection program. Some people facing unexpected financial hardship may be eligible for a one-time, immediate month's supply of certain Sanofi medicines while waiting for their application to be processed.

Sanofi also offers a commercial copay assistance program for patients taking SOLIQUA 100/33 (insulin glargine and lixisenatide) injection 100 Units/mL and 33 mcg/mL, an injectable prescription medicine that contains two diabetes medicines, insulin glargine and lixisenatide, where patients pay as little as $35 for a 30-day supply, with a maximum savings of $365 per pack, up to 2 packs, for each 30-day supply.

Sanofi Insulins in 2024: By the Numbers

Significant Price Reductions for Insulins in the U.S.

Lantus price reduced by
▼78%

Apidra price reduced by
▼70%

These reductions bring the aggregate list price of Sanofi insulins back to 2012 levels, decreasing rebates to industry middlemen and aiming to improve patient affordability.

Commitment to Affordable Insulin

$35 cap

Out-of-pocket costs for Lantus are capped at $35 for all patients with commercial insurance.

Bridging the Affordability Gap with Patient Support

102,988

# of times Insulins *Valyou* Savings Program was used

$25.7 million+

patient savings from use of Insulins *Valyou* Savings Program

$6.7 million+

patient savings stemming from our partnerships with GoodRx, Amazon Pharmacy, and other third-party partnerships to cap the cost of some Sanofi insulins at $35 a month for commercially insured patients.