GLP-1 RA availability aspects - Sanofi

JUKKA WESTERBACKA, MD, PHD

Head of Medical, Established Products franchise, GenMed GBU



Sanofi's GLP-1 RA - once-daily product with distinctive characteristics

1st generation GLP-1 RA

Once-daily administration

GetGoal program

 Demonstrated efficacy & safety in a broad range of T2D patients¹⁻

Efficacy

 Modest effect on HbA_{1c} & weight¹⁻¹² (relative to 2nd & 3rd generation GLP-1 RAs)

CV safety

 Favorable safety/ tolerability profile with proven cardiovascular safety¹³

EU Marketing Authorisation 2013

 Indicated for treatment of adults with T2D, with OADs ± basal insulin

No indication for obesity

 No indication for obesity, only for T2D

Post-prandial predominant effect

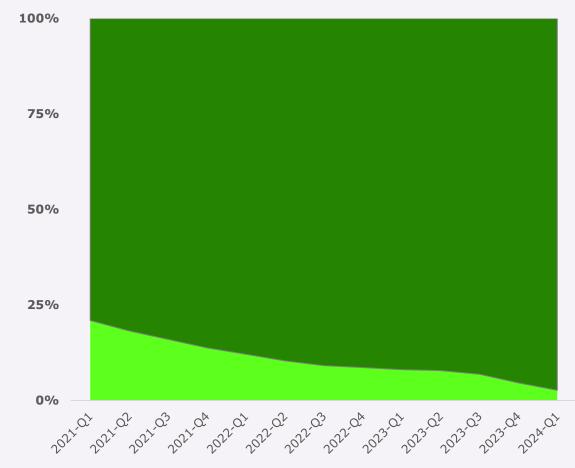
 Differentiated effect on gastric emptying & PPG reduction vs other GLP-1 RAs

sanofi

PPG: Post-Prandial Glucose; 1. Fonseca VA, et al. Diabetes Care 2012;35:1225–31; 2. Ahrén B, et al. Diabetes Care 2013;36:2543–50; 3. Bolli GB, et al. Diabet Med 2014;31:176–84; 4. Rosenstock J, et al. Diabetes Care 2013;36:2945–51; 5. Ratner R, et al. J Diabetes Complications 2014;28:386–92; 6. Pinget M, et al. Diabetes Obes Metab 2013;15:1000–7; 7. Yu Pan C, et al. Diabetes Metab Res 2014;30:726–35; 8. Seino Y, et al. J Diabetes Complications 2015;29:1304–09; 9. Riddle MC, et al. Diabetes Care 2013;36:2489–96; 10. Seino Y, et al. Diabetes Obes Metab 2012;14:910–7. 11. Riddle MC, et al. Diabetes Care 2013;36:2449/e8@3pt@icRosterstockpareMatidDiabAges@are 2016;39(8):1318-28; 13. Pfeiffer MA, et al. N Engl J Med 2015;373:2247-2257.

Clinical practise have shifted away from daily to weekly GLP-1 RAs

Once-daily GLP-1RA represent 3% of Europe¹ GLP-1 RA usage, as weekly products dominate the market



Date	Daily GLP-1	Weekly GLP-1
Q1′2021	21%	79%
Q1′2024	3%	97%



Sanofi's GLP-1 RA availability conclusion

Clinical practise trends have led to minimal use of daily GLP-1 RAs

Daily GLP-1 RA is a part of our fixed ratio combination (FRC) with basal insulin that proves to offer a more optimal usage profile and better patient outcomes for patients with Type 2 diabetes • Based on current information, no supply chain shortages of FRC projected in 2024

Continuous monitoring of market demand and supply situation is managed via one integrated system

• Weekly and monthly processes in place to escalate to a cross-functional team and activate counter-measures if needed