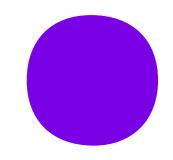
### **GLP-1 RA availability aspects - Sanofi**

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Head of Medical, Established Products franchise, GenMed GBU



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

### 1<sup>st</sup> generation GLP-1 RA

Once-daily administration

#### **GetGoal program**

 Demonstrated efficacy & safety in a broad range of T2D patients<sup>1-</sup>

#### Efficacy

 Modest effect on HbA<sub>1c</sub> & weight<sup>1-12</sup> (relative to 2<sup>nd</sup> & 3<sup>rd</sup> generation GLP-1 RAs)

#### **CV** safety

 Favorable safety/ tolerability profile with proven cardiovascular safety<sup>13</sup>

#### **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

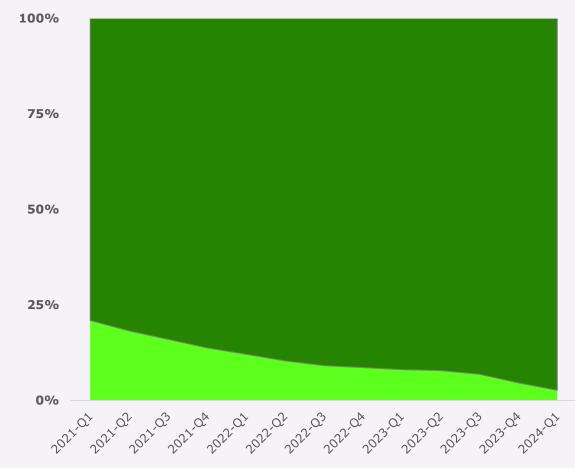
 Differentiated effect on gastric emptying & PPG reduction vs other GLP-1 RAs

### 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 Europe<sup>1</sup> 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