



## **Sanofi's 2023-2024 Lantus® and Apidra® Shelf Stock Adjustment Program**

Sanofi recently publicly announced price reductions of a number of products including its most widely prescribed insulin product, Lantus®, by 78%, and Apidra®, by 70%, which will significantly impact the value of Sanofi's products purchased and stored by retail pharmacies ("Pharmacy") but not yet purchased by or dispensed to patients. Sanofi desires to minimize patient disruption related to the value of any shelf stock adjustment. Sanofi's 2023-2024 Lantus and Apidra Shelf Stock Adjustment Program ("Program") outlines the process for managing shelf stock adjustments prospectively.

### **Program Guidelines**

- This Program shall apply only to full, unopened, and unadjudicated Lantus and Apidra (individually, "Product"; collectively, "Products") in the original packaging sold by Sanofi US, as described directly below, purchased by Pharmacy indirectly from authorized distributors of record ("ADRs"). Pharmacy eligibility will be determined by Sanofi's sole discretion.

Product	Order Unit	NDC
Apidra® SoloStar® (insulin glulisine [rDNA origin] injection)	3mL prefilled pens, 5 count box	00088-2502-05
Apidra® (insulin glulisine [rDNA origin] injection)	10mL vial, 100 units/mL, one vial	00088-2500-33
Lantus® (insulin glargine [rDNA origin] injection)	10mL vial, 100 units/mL, one vial	00088-2220-33
Lantus® SoloStar® (insulin glargine [rDNA origin] injection)	3mL Pens (U-100), 5 count box	00088-2219-05

- This Program shall not apply to any Product(s) purchased at any up-front discount (except for discount from authorized distributor subject to agreement between Pharmacy/authorized distributor). Further, Pharmacy must agree that it has not and will not seek reimbursement or payment related to the shelf stock adjustment from any other source.
- This Program shall not apply to any Product(s) purchased through any and all 340b Programs. For clarity, "340b Programs" mean the U.S. federal government drug discount program that requires drug manufacturers to provide outpatient drugs to eligible health care organizations/covered entities in accordance with Section 340B of the Public Health Services Act.
- Sanofi will partner with wholesale distributors to credit Pharmacy the Credit amount on eligible purchases after validation process in a timely fashion.
- Under no circumstances will Pharmacy receive a Credit for more than seven (7) calendar days of On-Hand Inventory for Lantus and Lantus SoloStar, and fourteen (14) calendar days of On-Hand Inventory for Apidra and Apidra SoloStar. Credit will be calculated based on Sanofi data and at Sanofi's sole discretion. Credit amount is not negotiable.
- During the period of November 27, 2023 and January 10, 2024, the Pharmacy should not initiate any saleable returns for Lantus and Apidra to any wholesaler where credit will be claimed for this Program.

For questions or inquiries, please reach out to Sanofi at [USTRade@sanofi.com](mailto:USTRade@sanofi.com).