

2026 *Pricing Principles Report*

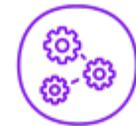
Clear Rationale for Pricing

When we set the price of a new medicine or vaccine, we follow a rigorous process that includes consultation with external stakeholders and consideration of the following factors:



A **holistic value assessment** using various internal and external methodologies to define or quantify value, incorporating patient perspectives and priorities. This includes:

- **Clinical value and outcomes:** the benefit the medicine delivers to patients and its effectiveness compared to the standard of care.
- **Economic value:** how the medicine reduces the need for – and costs of – other healthcare interventions.
- **Social value:** how the medicine contributes to the quality of life and productivity.



Similar current or future treatment options at launch to understand the landscape within the disease areas where our medicines or vaccines may be used.



System-wide affordability, including steps we must take to promote patient access and contribute to a more sustainable system for payors and healthcare systems.



Unique launch factors specific to a medicine or vaccine at its launch. For example, we may need to support ongoing clinical trials, implement regulatory commitments, or develop sophisticated patient support tools.

A Look Back: *Our 2025 U.S. Report Card*

Merilog™ (insulin aspart-szjj injection) 100 Units /mL

Sanofi launched Merilog in July 2025 for the improvement of glycemic control in adults and pediatric patients with diabetes mellitus. Merilog, a biosimilar to Novolog (insulin aspart), is the first rapid-acting insulin biosimilar product approved by the FDA.

Merilog is available in two forms: a 3 mL single-patient-use prefilled pen and a 10 mL multiple-dose vial. Sanofi launched both forms of Merilog at a list price of \$26.87 per 3 mL pen and \$69.57 per 10 mL vial. Sanofi set the list price to optimize access and affordability with careful consideration of the company's pricing principles, which help ensure all appropriate patients have access to Sanofi medicines.

Sanofi believes that no one should struggle to pay for their insulin, regardless of their income level or insurance status. Effective January 1, 2026, Sanofi expanded the Insulins Valyou Savings Program—originally launched in 2018—to ensure that all patients in the U.S. with a valid prescription can purchase one or multiple Sanofi insulins, including Merilog, for a fixed monthly price of \$35 per 30-day supply regardless of the number of pens or units prescribed.

“We are proud to take this next step and play our part to keep America healthy. By expanding our Insulins Valyou Savings Program, we’re taking concrete action to address a critical healthcare issue for millions of Americans living with diabetes.”
– Adam Gluck, Head of U.S. Corporate Affairs, Sanofi

More than
38 million
people in the U.S. are living
with diabetes.

Approximately
8.4 million
Americans rely on insulin therapy,
either rapid-acting and/or
long-acting, to manage diabetes.



A Look Back: *Our 2025 U.S. Report Card*

Wayrilz (rilzabrutinib)

Sanofi received FDA approval for Wayrilz in August 2025 for adults with persistent or chronic immune thrombocytopenia (ITP) who have had an insufficient response to a previous treatment. An estimated 25,000 adults with ITP could benefit from advanced treatment.

As a novel, oral, reversible, Bruton’s tyrosine kinase (BTK) inhibitor, Wayrilz is specifically designed to treat autoimmune dysregulation in ITP through multi-immune modulation, targeting different pathways across the immune system.

At launch, Sanofi set the U.S. list price of Wayrilz at \$291.67 per 400 mg tablet, reflecting the value and innovation it delivers as the first BTK inhibitor that works in more than one way to address disease burden. Our approach also reflects input from payors, pharmacists and physicians, while also recognizing the experience of patients living with ITP.



Actual costs for patients, payors, and health systems are anticipated to be lower than the wholesale acquisition cost (WAC) as it does not reflect discounts, rebates or patient assistance programs.

Sanofi’s HemAssist patient support program is available to eligible Wayrilz patients. HemAssist aims to help patients and their caregivers with the support they need throughout their treatment journey, including navigation of access and insurance coverage, determining eligibility for financial assistance programs, and providing educational resources.

ITP is a disease of complex immune dysregulation that causes low platelet counts (<100,000/ μ L). Patients living with ITP face substantial burdens, including reduced quality of life.*

Unpredictable

bleeding and bruising, which can include life-threatening episodes like bleeding in the brain

~2x

higher risk of dangers blood clots

> 60%

of patients worry about sudden platelet count changes

85%

reported reduced energy levels

75%

reported limited ability to complete daily tasks

41%

say their ITP makes them feel helpless

*Data cited from the ITP World Impact Survey (I-WISH), a global cross-sectional study of 1507 patients and 472 physicians assessing the impact of ITP on quality of life and daily functioning.

A Look Back: *Our 2025 U.S. Report Card*

Qfitlia (fitusiran)

Sanofi received FDA approval for Qfitlia in March 2025 in adult and pediatric patients with hemophilia A or B with or without factor VIII or IX inhibitors. Qfitlia is the first and only antithrombin (AT)-lowering treatment that helps restore hemostasis to prevent or reduce the frequency of bleeding episodes.

At launch, Sanofi set the U.S. list price of Qfitlia at \$642,000 per year, with dosing dependent on AT levels. The price reflects its value as a first-in-class AT-lowering therapy that provides consistent protection with as few as six injections per year, the lowest number of doses of all prophylactic hemophilia treatments.

Qfitlia’s annual treatment costs are expected to be comparable to other prophylactic therapies, with actual costs to patients, payors and health systems anticipated to be lower than the WAC after standard discounts, rebates, and patient assistance programs.

Through Sanofi’s HemAssist, patients can access comprehensive patient support services, including up to six months of medication for first-time patients while insurance coverage is pending and a copay assistance program for eligible patients.



Hemophilia A and B are rare bleeding disorders where the blood cannot clot properly due to missing clotting factors (factor VIII in hemophilia A, factor IX in hemophilia B). This results in spontaneous bleeding into joints, leading to



*Joint
Damage*



*Chronic
Pain*



*Reduced
Quality of Life*

Despite treatment advances, significant unmet needs remain. This is particularly true for people with hemophilia B who have inhibitors, as they have traditionally had very limited treatment options.