



# SANOFI FOUNDATION FOR NORTH AMERICA

2012 – 2013

“On the following pages, you’ll discover the very real ways in which we are helping those in need.”

John Spinnato, President, Sanofi Foundation for North America

## 2012 AND 2013 DONATIONS

Year	Patient Assistance Programs Product Donations	Cash Donations
2012	\$282,842,000	\$4.5 Million
2013	\$483,700,000*	\$4.5 Million

Year	Product Donations for Diabetes Camps	Product Donations for Disaster Relief and Other
2013	\$4 Million	\$1.3 Million

\*As of March 2014, final numbers were still being finalized.

## Contents

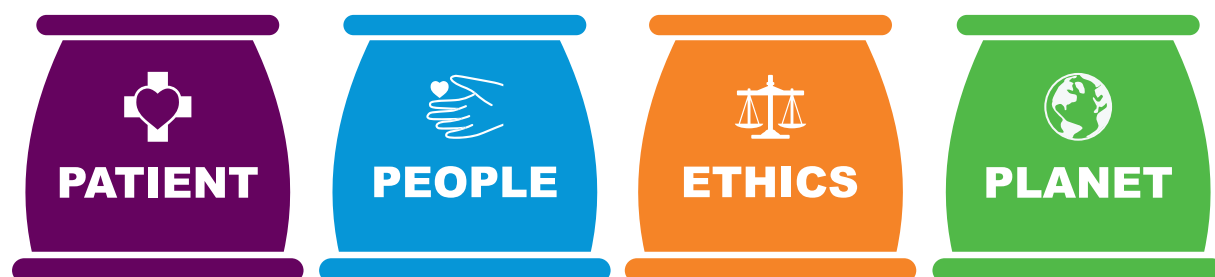
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# SANOFI FOUNDATION FOR NORTH AMERICA OVERVIEW

The Sanofi Foundation for North America is a part  
of the Corporate Social Responsibility impact.



- Our Story
- Purpose and Mission
- Foundation Governance

## OUR STORY

As you read these pages, you'll realize the impact that the Sanofi Foundation for North America is making through product and financial donations, and how we bring our commitments to life in the communities we serve.

This document includes explanations of:

- Purpose and mission
- Foundation governance
- Ways we offer enhanced access to healthcare
- Disaster relief programs
- Commitment to social investments
- Employee engagement

## PURPOSE AND MISSION

At the Foundation, we strive to reduce healthcare inequalities in the U.S. through strategic charitable donations and by establishing partnerships with Non-Government Organizations that have broad expertise in our long-term priorities. The Foundation consists of the following parts:

- ▶ Access to Healthcare – Product is donated to the Foundation by the company (Sanofi US and its affiliates) to provide free prescription drugs to uninsured and functionally un-insured patients who meet program eligibility requirements. The program is administered through Sanofi Patient Connection™. Additionally, financial funding is provided for Co-Pay assistance to organizations with non-profit status to provide direct financial assistance to insured patients who meet program criteria.
- ▶ Social Investments – The scope of the Foundation has broadened to include a financial donation component which is used to support and partner with 501(c)(3) organizations that are strategically aligned with our mission.

## FOUNDATION GOVERNANCE

The Sanofi Foundation for North America is governed by a cross-functional Board of Directors. The Foundation also has officers who oversee the operations of the Foundation in accordance to its by-laws.



John Spinnato  
President of Sanofi Foundation  
for North America



Click here  
to watch the  
welcome video\*

**SANOFI**  Foundation for  
North America

[www.sanofifoundation-northamerica.org](http://www.sanofifoundation-northamerica.org)

\*<http://www.sanofifoundation-northamerica.org/Home/Leadership>





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## ACCESS TO HEALTHCARE

# 2012 AND 2013

- Sanofi Patient Connection™
- Patient Assistance Program Product Donations
- Charitable Co-Pay Assistance
- Non-Government Organizations (NGOs)
  - Disaster Relief Support

Even in developed countries, such as the U.S., patients have difficulties accessing medical treatment due to inadequate healthcare coverage. Patients are our number one priority and in order to meet their needs more effectively, Sanofi US has launched an integrated patient support platform called Sanofi Patient Connection™; a comprehensive program designed to assist patients with a wide variety of services across the U.S. product portfolio. The program provides access and support to the patient by connecting them to the assistance and resources they need.

Details of the Sanofi Patient Connection™ program can be found by clicking [here](#).\*

**Two of the resources that are connected with the Foundation are Patient Assistance Connection and Resource Connection.**



## PATIENT ASSISTANCE PROGRAM\*

Made possible by the Sanofi Foundation for North America, our Patient Assistance Program\* provides free product to uninsured and functionally un-insured patients who meet eligibility criteria. The company donates product to the Foundation for this purpose. Patients are often grateful for the help they receive, and the letters they send are a welcome reminder that the work we do is appreciated—and is making a difference.



## PATIENT ASSISTANCE CONNECTION

*Patient Assistance Connection* – The **Sanofi Foundation for North America** makes it possible to provide free prescription drugs to patients who do not have insurance coverage or are functionally un-insured and who meet program eligibility requirements. Product is donated to the Foundation by the company for this purpose. Patients must meet financial criteria, and must be U.S. residents under the care of a licensed healthcare provider who is authorized to prescribe, dispense, and administer medicines in the U.S.

*What are the financial eligibility requirements for the program?*

Eligibility requirements range from annual household incomes of 250 – 500% of the Federal Poverty Level depending upon the treatment under consideration.



## RESOURCE CONNECTION

*Resource Connection* – Sanofi Patient Connection™ (SPC) is proud to offer a unique service called Resource Connection. SPC counselors work with patients directly to determine if there are needed resources and/or services available in their community. Some examples of different types of resources/ services the program helps to identify include:

- Clinical Support Services
- Nutritional Supplements (groceries, food banks)
- Transportation
- Health Supplies/Cosmetic Aids (wigs, scarves, etc.)
- Patient Advocacy Support
- Home Care Services (shelter, utilities)



Click [here](#) to hear more from Sue Bundy – a Type II Diabetic patient who received resources from the Patient Assistance Program.\*\*

\*Known as Patient Assistance Connection as a part of Sanofi Patient Connection™.

\*\*[http://download.sanofi-aventis.edgesuite.net/corporate/Sue%20Bundy\\_6.13\\_Open%20Caption.wmv](http://download.sanofi-aventis.edgesuite.net/corporate/Sue%20Bundy_6.13_Open%20Caption.wmv)

\*<http://www.sanofi.us//us/en/layout.jsp?scat=FA582E76-C4AF-453B-BE47-228829600888>



## SANOFI PATIENT CONNECTION™

2012

Over  
**326,000**  
patient  
assistance  
products  
shipped

**203,718**  
Patients Assisted

Products shipped  
valued at  
**\$280.5M**

Over **300**  
Resource  
Connection  
referrals  
provided

2013

Over  
**327,000**  
patient  
assistance  
products  
shipped

**221,515**  
Patients Assisted

Products shipped  
valued at  
**\$274.9M\***

Over **692**  
Resource  
Connection  
referrals  
provided

\*As of March 2014, final numbers were still being finalized.



## CHARITABLE CO-PAY ASSISTANCE

The Sanofi Foundation for North America partners with national 501(c)(3) non-profit organizations to provide direct financial assistance to insured patients who meet certain qualifications to help them afford the out-of-pocket costs associated with their prescription medications and/or treatments. Through these partnerships, the Foundation helps to improve overall patient health and wellness by providing access to the safe and effective medicines they need.

2012

**\$1 Million**  
Charitable  
Co-Pay  
Assistance

2013

**\$1.8 Million**  
Charitable  
Co-Pay  
Assistance



## NON-GOVERNMENT ORGANIZATIONS (NGOs) PRODUCT DONATION SUPPORT (2012 AND 2013)

The Sanofi Foundation for North America partners with various NGOs to respond to disaster relief & recovery needs across the nation. There is financial support via annual donations (see page 19) and then also in-time-of-need product donations.



AmeriCares is a non-profit emergency response and global health organization. In times of epic disaster or daily struggle, they deliver medical and humanitarian aid to people in need worldwide.

[Visit AmeriCares.org](http://VisitAmeriCares.org)



Direct Relief's mission is to improve the health and lives of people affected by poverty or emergency situations by mobilizing and providing essential medical resources needed for their care.

[Visit DirectRelief.org](http://VisitDirectRelief.org)



Heart to Heart International is improving global health through initiatives that connect people and resources to a world in need.

[Visit HeartToHeart.org](http://VisitHeartToHeart.org)



MAP International is a global Christian health organization that partners with people living in conditions of poverty to save lives and develop healthier families and communities.

[Visit MapInternational.org](http://VisitMapInternational.org)



Project Hope's mission is to achieve sustainable advances in healthcare around the world by implementing health education programs and providing humanitarian assistance in areas of need.

[Visit ProjectHope.org](http://VisitProjectHope.org)

## 2012 NGOs SUPPORT IN THE WAKE OF SUPER STORM SANDY

Due to the nature of their expertise, three of our NGO partners were called upon by the New York/New Jersey community to help the area recover from the devastating effects of Super Storm Sandy, which struck in the fall of 2012. These organizations also collaborated with Children's Health Fund, which is another partner of the Sanofi Foundation for North America.





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## SOCIAL INVESTMENTS & EMPLOYEE ENGAGEMENT

# 2012 AND 2013

- Foundation Social Investments Summary
- Cash Donations
- Employee Matching Gifts
- Non-Government Organizations (NGOs) Partner Annual Donations
- Disaster Relief & Recovery in New Jersey Post-Super Storm Sandy
- Children's Health Fund
- The Children's Inn at National Institutes of Health (NIH)
- Local and Regional Social Investment Examples
- Hope Lodge



# FOUNDATION SOCIAL INVESTMENTS SUMMARY (2012 AND 2013)

Social Investments is best explained as “the people pillar”<sup>\*\*</sup> of Corporate Social Responsibility (CSR). It involves getting people to participate on individual and team levels, and it encompasses our national approach to enhancing community engagement and employee involvement.

While the financial commitments we make are quite important and impactful to the communities we assist, Social Investments is about much more than financial support. It's the time and resources we invest. There are a number of ways we partner in the community. The image below captures a few examples.

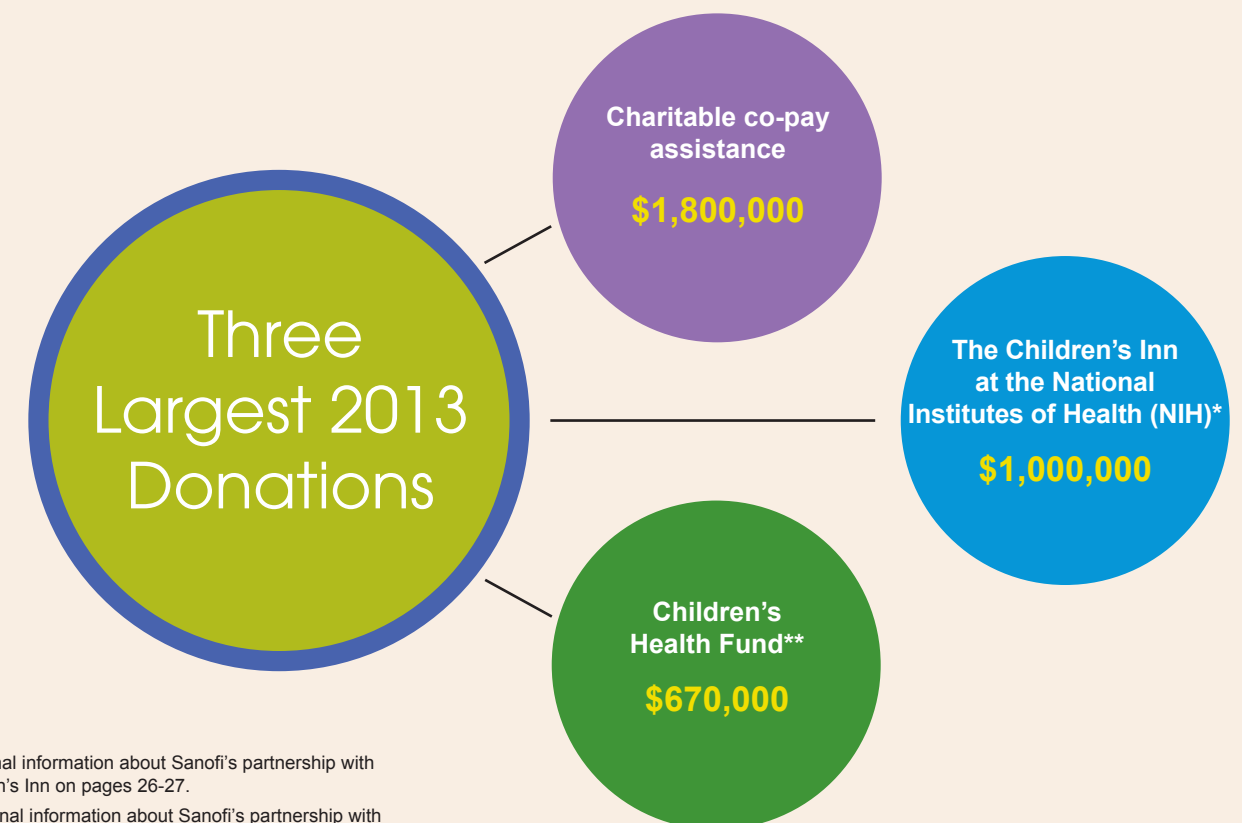
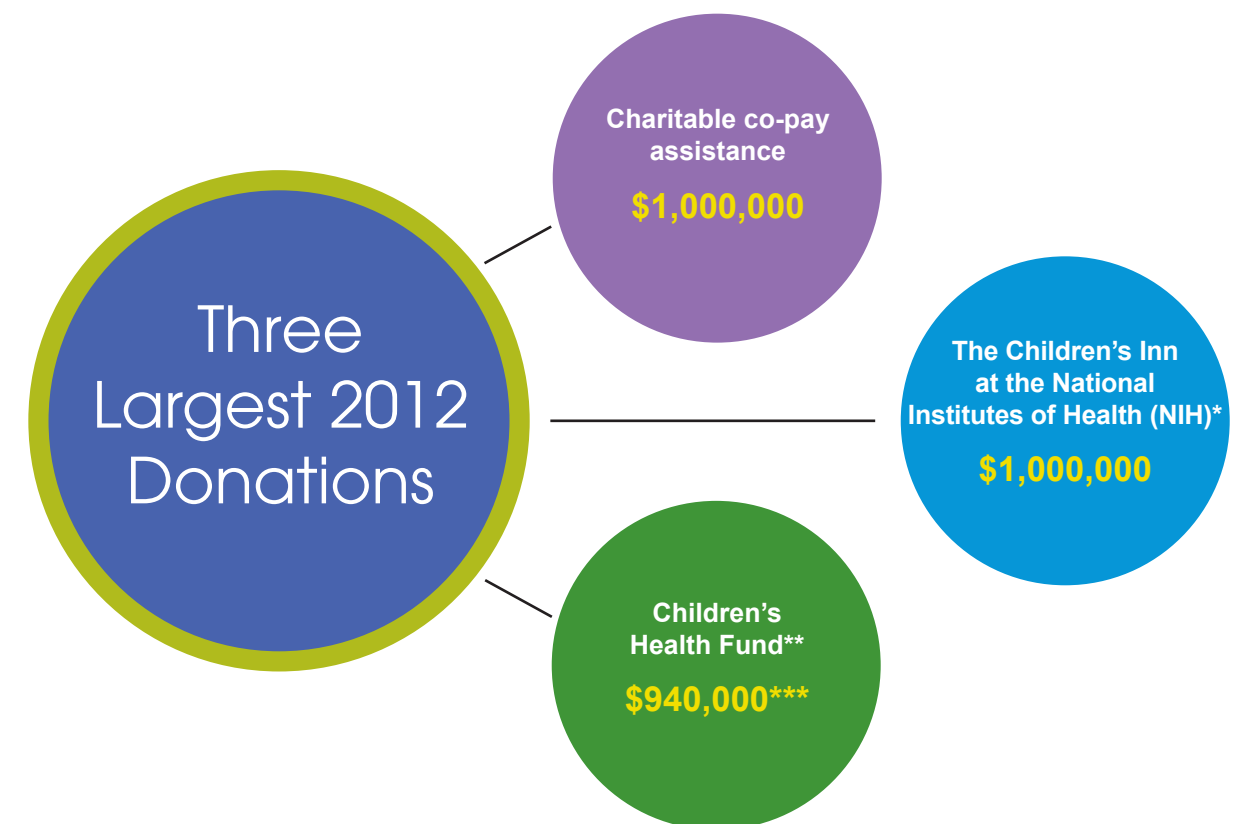


<sup>\*</sup>See page 4 for a complete listing of the four CSR pillars.

<sup>\*\*</sup>Company-provided support.



## CASH DONATIONS



<sup>\*</sup>See additional information about Sanofi's partnership with The Children's Inn on pages 26-27.

<sup>\*\*</sup>See additional information about Sanofi's partnership with Children's Health Fund on pages 22-25.

<sup>\*\*\*</sup>\$250,000 was for Disaster Relief post-Super Storm Sandy



## EMPLOYEE MATCHING GIFTS

### Employee Matching Gifts Categories

#### 2012 Year-End Matching Gifts

Community  
Development

**\$286,499.64\***



Education  
Research

**\$510,524.64\***



Health-Related

**\$307,399.20\***



**Total = \$1,104,423.48**

\*Total Donations represent the sum of both employee and matched donations.

#### 2013 Year-End Matching Gifts

Community  
Development

**\$287,350.78\***



Education  
Research

**\$570,161.11\***



Health-Related

**\$412,007.92\***

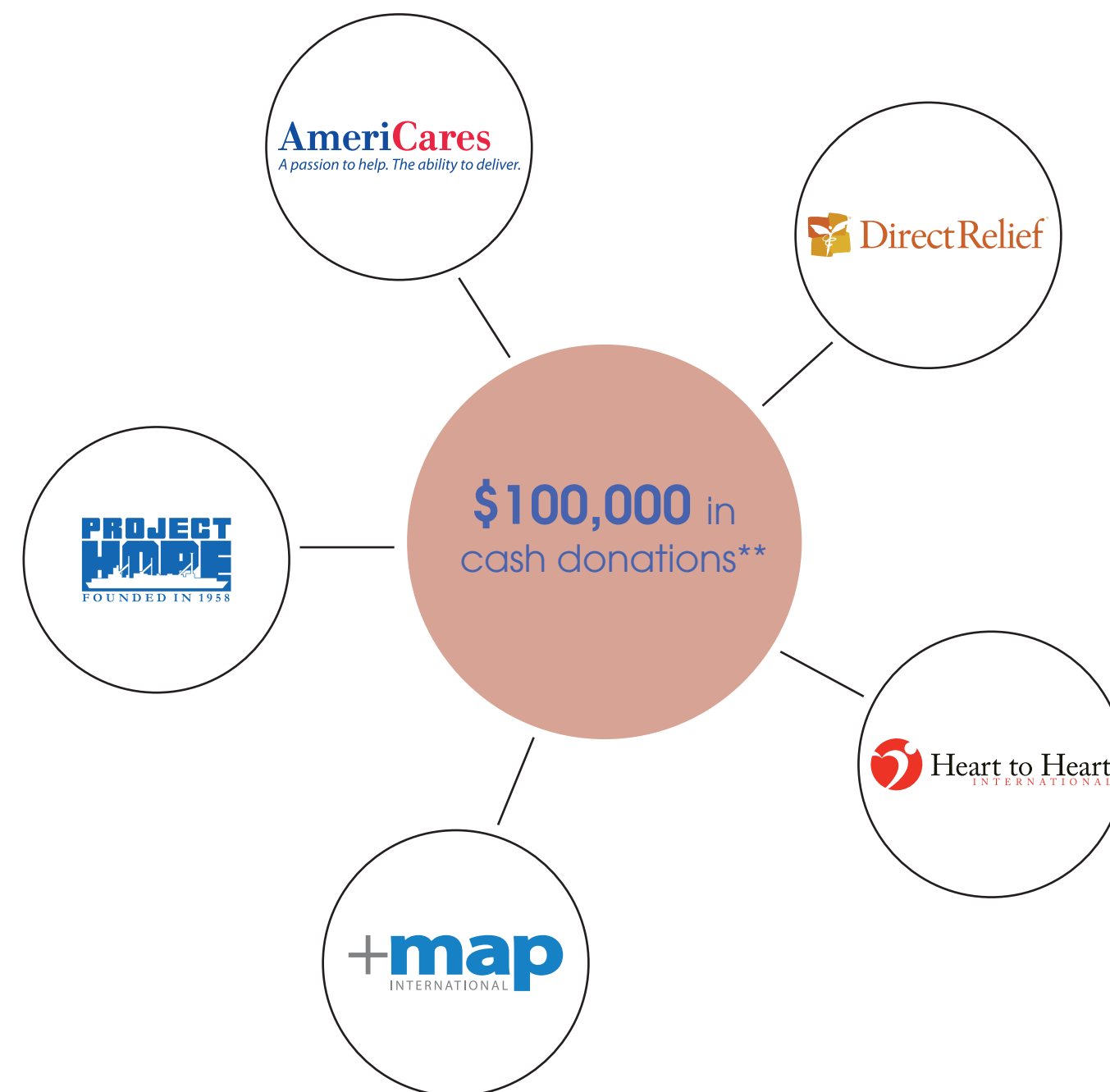


**Total = \$1,269,519.81**

\*Total Donations represent the sum of both employee and matched donations.



## NGO PARTNERS\* ANNUAL DONATIONS



\*See page 13 for NGOs descriptions.

\*\*The total donations made to these NGOs in the years 2012 and 2013 were \$100,000.





# DISASTER RELIEF & RECOVERY IN NEW JERSEY POST-SUPER STORM SANDY (2012)

## Overview of Foundation Response

Many communities in the New York and New Jersey area were severely impacted after Super Storm Sandy. Fortunately, all of our employees were safe, but many experienced property damage and loss or had family members and/or friends impacted in a more serious manner. In a series of communications and outreach efforts, employees were updated on the company's response with resources offered for employees as well as for the broader community. The Company response to the Storm was developed by a variety of teams from throughout the company including Communications, Human Resources, Corporate Affairs and Site Services. In addition, employees came together to help impacted communities by volunteering their time with a number of company-supported projects onsite and throughout New Jersey. Disaster relief donations were also made by the Sanofi Foundation for North America and via an employee-matching gifts effort that included support for the American Red Cross.

### 2012 Disaster Relief Matching Gifts

American  
Red Cross  
**\$156,157.00\***



Salvation Army  
**\$20,000.00\***



\*Total Donations represent the sum of both employee and matched donations.

## Donations Made Through the Super Storm Sandy 2012 Disaster Relief Effort

**\$250,000**  
Children's  
Health Fund

**\$125,000**  
Hurricane Sandy  
New Jersey  
Relief Fund

**\$125,000**  
Community  
FoodBank N.J.



For our neighbors, especially families, and for the volunteers and donors who support them, the Community FoodBank of New Jersey (CFBNJ) is the powerful change agent that fills the emptiness caused by hunger with the basic human essentials that people need to survive. In the first few weeks after the Storm, the FoodBank distributed 5.2 million pounds of groceries, plus blankets and household products.



The Hurricane Sandy New Jersey Relief Fund Inc. is a non-profit organization that raises and distributes funds to organizations that support the recovery and rebuilding efforts of New Jersey communities impacted by the Storm. The Fund aims to make a sustainable, long-term impact and focuses on programs that address the unmet needs of New Jersey communities.



New Jersey  
Phase I: Emergency Response  
Children's Health Fund worked directly with the State Department of Health to respond appropriately to the immediate medical needs in heavily impacted areas. In collaboration with Dr. Arturo Brito, CHF's former Chief Medical Officer and current Deputy Commissioner of Health in New Jersey, CHF deployed a mobile unit with a full team. In the weeks following the Storm, the NJCHP team responded to large shelters in Jersey City and Monmouth County. Unlike the New York programs, the families that NJCHP served on an ongoing basis were also affected by prolonged loss of heat and power. Using community health workers who they trained, NJCHP was able to knock on every door of a public housing development where they work to ensure that residents were safe and their medical needs were met. In the weeks following the Storm, the team provided 135 home visits, 300 apartment checks, and 197 clinical visits to affected families.

A Phase II approach continued throughout 2013 and focused on the Recovery Response that included three major areas of Clinical which encompassed Primary Care Support, Training and Community.



## Volunteer Partner for Relief Efforts

Jersey Cares is a non-profit organization that works to increase civic engagement in New Jersey. They occasionally partner with us to help identify opportunities of need in the communities where Sanofi US employees are available to volunteer. A good example of this partnership occurred this fall in the aftermath of Super Storm Sandy, which struck relatively close to our corporate headquarters. Weeks after the Storm hit, Jersey Cares worked with us to identify safe and meaningful opportunities for our employees to lend a hand in the community.



# NATIONAL COMMUNITY INVESTMENT: CHILDREN'S HEALTH FUND (2012 AND 2013)

The support for Children's Health Fund from 2012 is demonstrated in the examples below that led to a multi-year commitment for 2013-2015.



## Partnership

Over 11,000 homeless and vulnerable children will receive comprehensive and compassionate medical care at six mobile medical initiatives supported by the Sanofi Foundation for North America. The children call Children's Health Fund's mobile medical clinics, "doctor's offices on wheels". We call them medical homes. Doctors, nurses, social workers and dentists deliver more than 50,000 health care visits to children in some of America's poorest, medically underserved communities.

## CHF's Mission

Children's Health Fund, co-founded in 1987 by singer/songwriter Paul Simon and pediatrician/child advocate Irwin Redlener, MD, is committed to providing health care to the nation's most medically underserved children through:

- the development and support of innovative, comprehensive primary care programs;
- reducing the impact of public health crises on vulnerable children; and
- promoting the health and well-being of all children.

The Fund works specifically to:

- Support a national network of pediatric programs in some of the nation's most disadvantaged rural and urban communities;
- Ensure support of its flagship pediatric programs for homeless and other medically underserved children in New York City;
- Advocate for policies and programs which will ensure access to medical homes that provide comprehensive and continuous health care for all children; and
- Educate the general public about the needs for, and barriers to, health care experienced by disadvantaged children.

## Chair, Children's Health Fund Corporate Council



**Gregory Irace**  
Senior Vice President,  
Global Services, Sanofi

[www.childrenshealthfund.org](http://www.childrenshealthfund.org)

## Here are a Few Examples of Ways We Partnered with Children's Health Fund



Pilot Healthy Kids Challenge  
Employee Engagement Tool  
helped raise \$30,000+



Children's Health Fund  
visits Sanofi US location







## Medical Home Initiative

Children's Health Fund's Medical Home Initiative, supported by Sanofi Foundation for North America, delivers high-quality health care to children in low-income urban and rural areas where medical services are especially scarce. Each participating program – from West Virginia to Southern Arizona – lies in a federally designated health professional shortage area, a community where there are too few doctors and other health care professionals to meet people's basic needs. The initiative reaches over 15,000 homeless and low-income children and family members each and every year.

Our rural programs, such as those, help address a gaping hole in health care. Nearly 25% of Americans (70 million people) live in rural areas, but only 10% of doctors practice there. This fact often forces families of little means to travel great distances to find health care for their kids.

To fill this gap, Children's Health Fund programs bring care right to children in their schools and communities aboard fully-equipped mobile health clinics.



## Sanofi Foundation for North America Supports 6 of the 25 Mobile Medical Programs\*



**Karen Redlener**  
**Executive Director**  
**Children's Health Fund**

*"As Children's Health Fund works to keep disadvantaged kids healthy and helps manage the chronic medical conditions so many of these children face, it is vital that we can rely on great partners like Sanofi Foundation for North America for its support. Sanofi Foundation shows its commitment in so many ways beyond a generous financial contribution. Time and again, Sanofi employees have volunteered in really meaningful ways to help make life brighter for the families we serve. A long-time member of our Corporate Council for America's Children, Sanofi is now chairing this group of corporate leaders, providing guidance on how companies can leverage their resources to help America's most vulnerable kids receive the health care they deserve. After 20 years of working together, we look forward to many more."*

Please Click Here to Learn More  
about Children's Health Fund:  
[www.childrenshealthfund.org](http://www.childrenshealthfund.org)



## Moments from the Field: Phoenix, Arizona

A young girl came to the clinic with a bad, persistent earache. It wasn't an infection – there was a small, dead cockroach in her ear. Because homeless children are sleeping on floors in run-down or abandoned buildings where cockroaches thrive, they are vulnerable to this kind of invasion which most of us would never dream of. Her spirit was amazing though. She didn't seem at all upset by what I found, and gave me this big huge hug for making her feel better. Many of these kids have so little, are subjected to so much, and yet they are so grateful for the care that we provide.





# NATIONAL COMMUNITY INVESTMENT: THE CHILDREN'S INN (2012 AND 2013)



## Mission

The Children's Inn at the National Institutes of Health is a residential "place like home" for sick children and their families. Children come from across the country and around the world to stay together with their families in The Inn's healing environment while receiving groundbreaking medical treatments at the NIH, the world's leading biomedical research center. While the NIH takes care of the child's medical needs, The Inn tends to the child's heart, soul and spirit.

## Sanofi US Employees Volunteer Time to Create Thoughtful Treasures

The Thoughtful Treasures mailbox program brings many moments of joy and happiness to children and their siblings. Upon arrival, each family is given a key to their own mailbox to receive not only mail, but also fun surprises. During their stay, a special treasure for each child is placed in the mailbox daily. This is a great project for Girl/Boy Scout troops, schools, churches, businesses, etc.



[www.childrensinn.org](http://www.childrensinn.org)



**Emily Rominski**  
(Resident of The Children's Inn)

## Patient Story

Following a long day of treatment at the NIH Clinical Center, Emily Rominski, an energetic five-year-old from Chicago, IL, is busy hosting a tea party in The Inn's Playroom. She carefully pours the pretend tea and offers one of her guests, mom Kristina, the first cup. Playing games together, they unwind from a long day filled with doctors and IVs. The Playroom is a sanctuary for Emily, who has been coming to The Inn for nearly half of her life.

Doctors back home referred Emily to the NIH and; at age two and a half, she and her parents, Justin and Kristina, made their first trip to The Children's Inn. Since then, they have returned to the NIH five times.



Click here for an  
overview video of  
The Children's  
Inn and for more  
patient stories\*



\*[http://videocast.nih.gov/podcast/childreninn/childreninnfinal\\_1.mov](http://videocast.nih.gov/podcast/childreninn/childreninnfinal_1.mov)



# SANOFI FOUNDATION FOR NORTH AMERICA: LOCAL & REGIONAL EXAMPLES

Here are some examples of the various partnerships we've established to support organizations throughout North America.

## Sanofi BioGENEius Challenge Canada

(2012 AND 2013)

For two decades, over 4,500 high school students have taken part in the Sanofi BioGENEius Challenge Canada (SBCC), a nationwide research competition that encourages young minds to pursue careers in the growing field of biotechnology. Inspired by the question "How will you change the world?", Canadian teens gain crucial experience working in professional laboratories, with mentorship from leading scientists and academics. Far from a regular high school science fair, SBCC participants have made astounding discoveries, many of which have been patented and commercialized. Examples from the past 20 years include innovations related to crop disease prevention, plastic decomposition using bacteria, and anti-cancer agents.



Click Here to  
read more about  
BioGENEius\*

[\\*http://sanofibiogeneiuschallenge.ca/](http://sanofibiogeneiuschallenge.ca/)



kellyn**foundation**<sup>TM</sup> (2012)

Sanofi Foundation for North America supported the Kellyn Foundation's "Healthy Families Need Healthy Roots" project to combat childhood obesity. "Healthy Families Need Healthy Roots" is an integrated intervention and school-based program that reaches out to families and communities using medical evaluation and guidance, interactive nutritional programs, structured exercise, online daily reporting and long-term goal setting. Kellyn Foundation has partnered with Somerset Medical Center's Family Medicine Residency Program (Somerville, New Jersey) to carry out this program. This sustainable community program addresses the needs of families that desire hands-on support to change their lifestyle so that both the children and their parents can live healthier and more satisfying lives. "Healthy Families Need Healthy Roots" also educates resident physicians about childhood obesity and the importance of working within a community to make an impact on public health.



Click Here to  
read more about  
Kellyn Foundation\*

[\\*http://kellyn.org/](http://kellyn.org/)

New Jersey



(2012 AND 2013)

## Mission

Kids Corporation is a direct provider of academic and healthcare programs in Newark, NJ, and a conduit for the distribution of free educational resources to other non-profits for youths in Newark. They reach over 4,000 children annually through summer and after-school programs as well as those of their Partner Programs: 50+ community and faith-based organizations and schools throughout Newark. While children are their primary focus, they believe that assisting local groups uplifts the entire community. Through their unique combination of after-school, school-day and summer programs, children develop literacy, motivation for learning, a love of nature, and hope for their future.



(2012)

## Mission

Every year in the United States, more than half a million babies are born too soon, 8,300 of them right here in Massachusetts. With your help, we work to improve the health of babies and support families if something does go wrong.



Click Here to read more  
about March of Dimes  
Massachusetts Chapter\*\*

[\\*\\*http://www.marchofdimes.com/massachusetts/](http://www.marchofdimes.com/massachusetts/)

Massachusetts





## HOPE LODGE (2013)

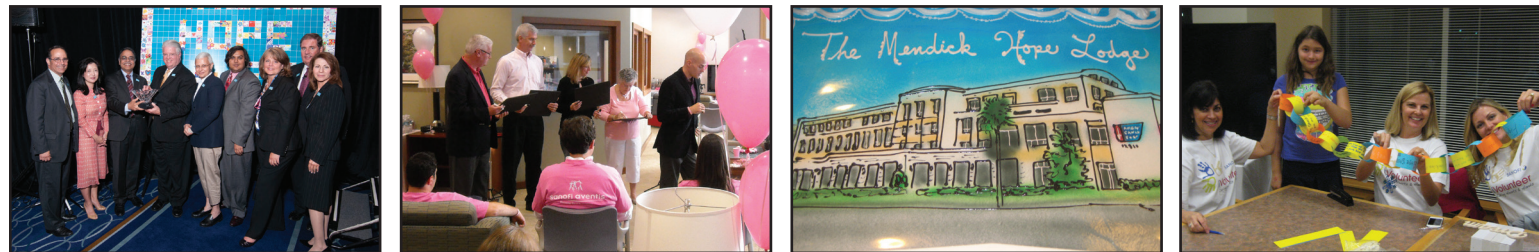


Hope Lodge®

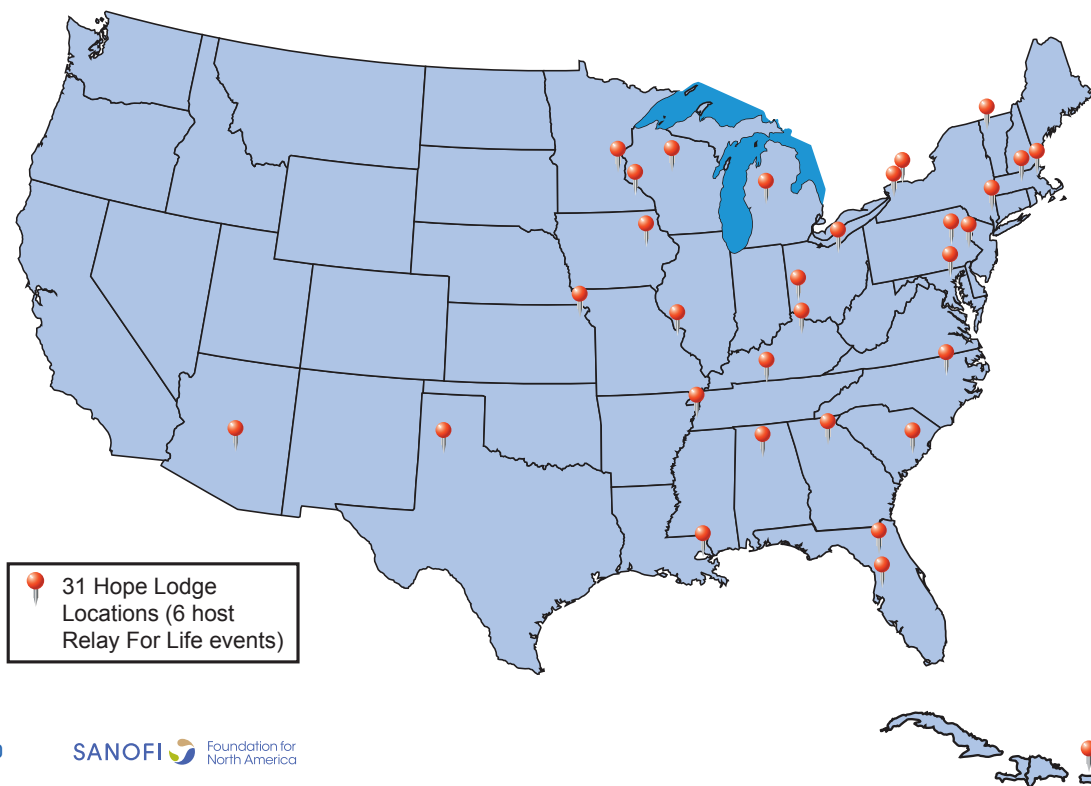
### Hope Lodge Overview

- Offers a free, temporary place to stay when the best treatment is away from home.
- Provides a safe, supportive environment where guests can focus on getting well.
- Brings a nurturing, home-like environment where guests can retreat to private rooms or connect with others
- Presents a variety of resources and information about cancer and how best to fight the disease

### Year-Round Sanofi US Employees Involvement via Volunteering & Community Outreach



If you would like more information,  
feel free to contact us at  
[nacsr@sanofi.com](mailto:nacsr@sanofi.com)



**\$25,000**  
in donations

