



JÉRÔME CONTAMINE

Executive Vice-President, Chief Financial Officer, and Member of the Executive Committee of Sanofi-Aventis

I will make some opening remarks as an industry representative and as someone who has not been involved in this industry for a long time, so that I can pretend to be naïve around the health issues. I would like to make comments around two views of the status of the development of health globally over the last 10 to 15 years.

From what I see, and as an industry player, what we see is that on the one hand, there has been significant improvement of the health status of the world in vast areas. This has been linked to the improvement of the general wealth and the ability of developing countries, which have started to pull ahead of the developed world in many areas, to offer their population a health status that they could not afford some 10 or 15 years ago. For example, a year ago, about the time of the H1N1 crisis, while many European countries, including France, had a large debate around the H1N1 vaccination, it was striking to see that President Lula acquired 60 million doses of H1N1 and vaccinated the same number of Brazilians over three weeks. In France, it took three months to vaccinate only 5 million people.

We start to see that other countries, besides developed countries, tend to take health matters seriously and put in place relevant health systems to take charge of the health of the population in a way that can eventually beat what can be done in other areas. More generally, I think we could say that whether we speak about Brazil, India or China, there is a clear view from governments that there is a view that health is an investment and that it is worth investing in health for the sake of the wealth of the population, and also because it indirectly helps the global development of their relevant countries.

The second thing that I think we discussed this morning between ourselves is that over the last 15 years, beyond the role of international bodies like the WHO, there are growing numbers of private foundations that play a significant role in helping to develop prevention, such as the Bill Gates Foundation and GAVI. We have seen an increased use of vaccines for the prevention of infectious disease. For example, at Sanofi, we provide more than 1 billion shots every year and although this is significant, we are only one player in vaccines.

As an industrial actor, I think there has been progressive recognition that the industry has a role to play. There has been debate about the role of the industry in providing affordable medicine. Industry and opinion are moving in the right direction to help providing affordable medicines to a larger number of people.

However, on the other hand, we must recognise that we are far from where we would like to be. We all know the statistics about the 1 billion inhabitants who do not have access to basic sanitation and the fact that infectious diseases are still well spread. There are some people here who know that better than I do. In particular, infant mortality is much higher in Africa than in Europe, for example. At the same time, we see the development of chronic diseases that are likely to spread all over the world. For example, in China, it is estimated that there are 70 million diabetic patients, out of which only 10 million to 12 million are diagnosed and treated today. It is clear that there is still a huge gap between what could be a reasonable and acceptable level of health for the worldwide population and where we are today.

Last, I think we should mention that there are still a large number of unmet medical needs all over the world, whether they involve elderly people, and we can think about CNS, autoimmune diseases and respiratory diseases, which appear to be more prevalent because of pollution, particularly air pollution in big cities. There has been progress, largely because of changes in the way countries tackle diseases, and I would like to open the discussion. I think there is still a lack of global governance in four areas.

The first area is prevention. I think there is a role here and some progress has been made. The second is education, which is linked to people and the development of health systems. This is an area where the industry can only be one



of the players and governments clearly have to play a larger role. Cooperation when possible and access to medicines is one of the areas. Taking care of disease, as we do in Sanofi, is an area we can continue to improve in.

The last area is innovation. Here I would say that as an industry player, who is going to finance research and innovation in the future? Research and innovation is financed largely through the developed countries today, but is this sustainable in the long term, even though it does not look like there have been significant improvements in the way the developing countries and other countries start to contribute, both in terms of remuneration schemes and protection of intellectual property? I will give the floor to Petra Laux.