



SANOFI STANDARDS FOR EXTERNAL EXPERTS' PARTICIPATION AT SCIENTIFIC EVENTS



EDITO



Dear Sir or Madam,

Sanofi is pleased to have the opportunity to interact with you at a scientific event.

Sanofi is committed to conducting its activities in accordance with high ethical standards, national and international codes of practice, laws and regulations applicable to pharmaceutical industries¹⁻³.

Beyond compliance to standards, Sanofi expects that in a changing environment this commitment will allow us to build sustainable interactions with external experts worldwide.

The aim of this brochure is to share Sanofi's standards to be applied by all Sanofi staff, as well as by all agencies/organizations acting on behalf of Sanofi, when interacting with external experts in the context of a scientific event.

Should there be any applicable national regulations that are more stringent than our own standard you will have to abide by those regulations. In some cases you may also be required to certify that your participation in a scientific event is in compliance with the applicable laws.

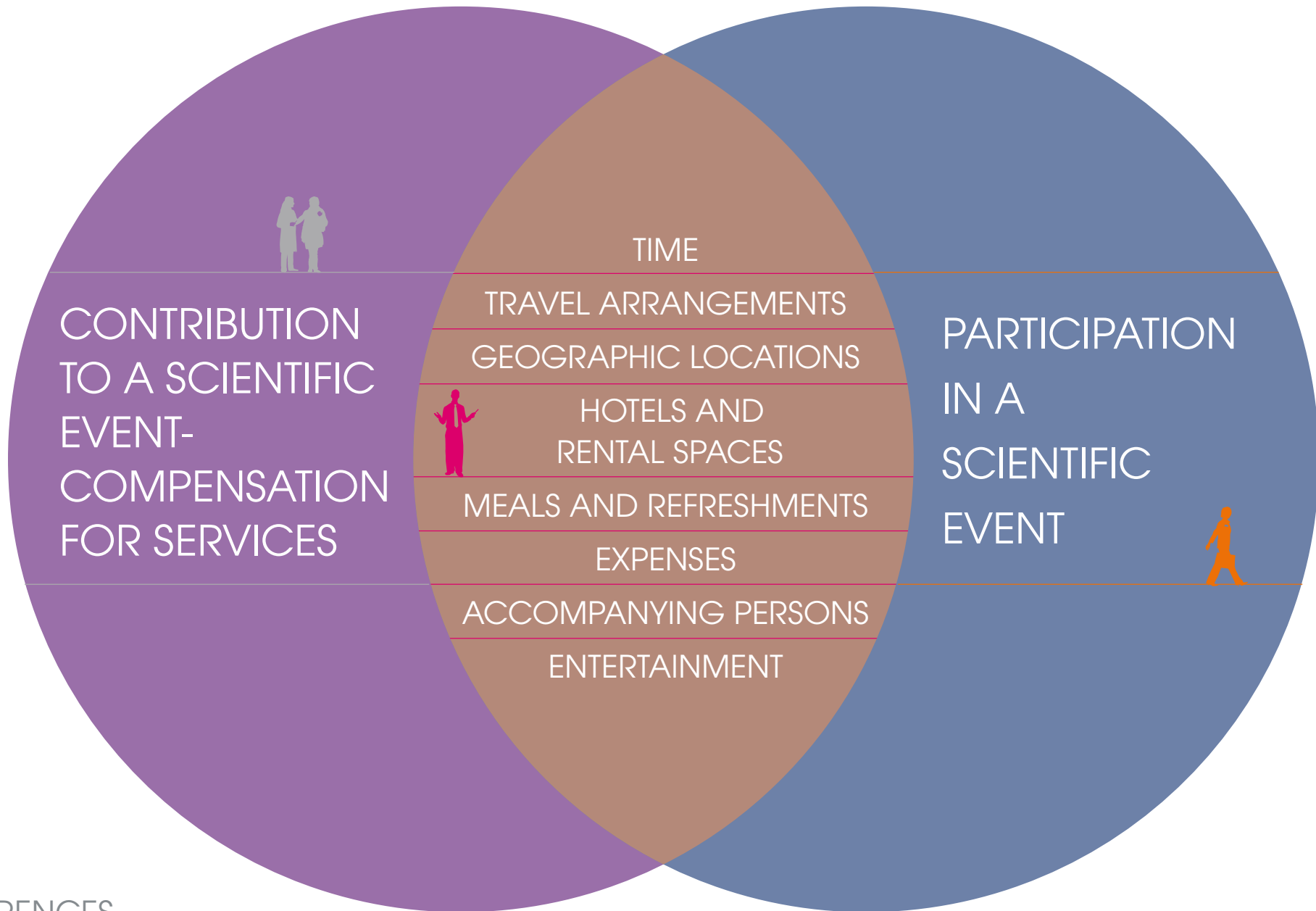
We thank you for taking the time to read this brochure, and wish you a fruitful event.

Please do not hesitate to contact a Sanofi representative should you have any additional questions on the matters discussed in this brochure.

Cécile GOUSSET
Responsible for IFPMA Code Compliance

Dante BECCARIA
Global Compliance Officer





REFERENCES

1. International Federation of Pharmaceutical Manufacturers Associations code of Pharmaceutical Marketing Practices
2. World Health Organization Ethical Criteria for Medicinal Drug Promotion
3. European Federation of Pharmaceutical Industries and Associations Code of Practice on the promotion of prescription-only medicines to, and interactions with, healthcare professionals
4. EFPIA Leadership Statement on Ethical Practices
5. Pharmaceutical Research and Manufacturers of America Code on Interactions with Healthcare Professionals
6. PhRMA Principles on Conduct of Clinical Trials and Communication of Clinical Trial Results
7. Eucomed Business practice – Guidelines on Interactions with Healthcare Professionals



CONTRIBUTION TO A SCIENTIFIC EVENT- COMPENSATION FOR SERVICES

Sanofi may enter into a compensation-for-service arrangement with an external expert to perform a meaningful service or activity in medical or scientific-related domains for which Sanofi has a legitimate need, such as involvement in scientific meetings, advisory boards and committees, training services or consulting.

The contribution is done under the following conditions:

- A legitimate need and purpose for the service has been identified;
- The selection of an external expert is exclusively based on objective criteria such as education, university degree, knowledge, expertise and experience in a particular therapeutic area regarding the defined need, and purpose of the service;
- The number of external experts to achieve the identified need is reasonable;
- The engagement is not intended to constitute an inducement to prescribe, purchase, supply, sell, administer or recommend formulary placement of any Sanofi product or service;
- A written agreement is signed between Sanofi and the external expert prior to any formal meeting or exchange of information;
- When fees for services are considered, the remuneration of external experts is done at the fair market value defined by Sanofi for the country of practice of the experts.



PARTICIPATION IN A SCIENTIFIC EVENT

Sanofi may organize or sponsor scientific events such as congresses or conferences, with the participation of external experts.

The participation is subject to the following conditions:

- An expected medical and scientific added value has been identified for the participating external experts;
- The scientific event is perceived in the foreseen improvement of knowledge in therapeutic areas in which Sanofi is involved in;
- The geographic location is appropriate for the participants;
- To avoid any perception that certain external experts have received preferential treatment, a preference is given to external experts who have not previously been invited by Sanofi to attend a congress or a conference;
- The participation is not intended to constitute an inducement to prescribe, purchase, supply, sell, administer or recommend formulary placement of any Sanofi product or service;
- Participation is permitted by national regulations.



HOSPITALITY



TIME

Hospitality is strictly limited to the duration of the event.



TRAVEL ARRANGEMENTS

National standards have been defined for each country to ensure that Sanofi provide moderate and reasonable travel arrangements.

Regardless of the country, the travel arrangement standards cannot exceed the following travel categories*:

- Economy class for any flights less than or equal to 3 hours;
- Business class for flights of more than 3 hours;
- First class for travel by train;
- Least expensive locally available category for car hiring or second least expensive locally available category when more than two persons travelling or when the distance covered is more than 250 km.

No first class travel arrangements are allowed for any air travel, regardless of the cost.



GEOGRAPHIC LOCATIONS

For scientific events organised by Sanofi, the geographical location is selected based on the countries where the majority of experts practice.

Scientific events are held in locations commonly used for business and chosen for their suitability for the intended meeting.

No locations with a primary focus on entertainment or tourism are allowed.

No seaside or ski resort locations are allowed during the high season except if there are no reasonable alternatives.

No locations simultaneously hosting an internationally recognized sporting or cultural event are allowed.



*more stringent national rules may exist



HOTELS AND RENTAL SPACES

Maximum prices have been defined in each country to ensure that Sanofi provides moderate and reasonable accommodation.

Regardless of the country, luxurious or prestigious hotels are not allowed except where they are required for security reasons.



ACCOMPANYING PERSONS

Sanofi, including any of its representatives, must not be associated with, or provide any services to, persons accompanying an invited external expert during the event. No arrangement, cost or expenses associated with an accompanying person can be covered by Sanofi.

Persons accompanying an external expert are not permitted to attend the scientific event.



MEALS AND REFRESHMENTS

Maximum prices have been defined in each country to ensure that Sanofi provides moderate and reasonable meals.



ENTERTAINMENT

Sanofi does not organise or pay for any activity unrelated to the scientific purpose of the event.



EXPENSES

Reimbursement of expenses, where applicable, is made upon submission of the original corresponding invoices and receipts and is subject to national laws and regulations.





APRIL 2013

Compliance

