



January 11, 2018

The Connecticut Health Care Cabinet  
Program Management Office  
PO Box 1543  
Hartford, CT 06144

**Re: Cabinet Recommendations on Drug Costs**

Dear Governor Wyman, Director Schaefer, and the Members of the Connecticut Health Care Cabinet:

Thank you for the opportunity to provide input with respect to the Health Care Cabinet's drug pricing proposals. We appreciate the Cabinet's commitment to this issue as well as its understanding of the complexity associated with trying to find a solution.

Sanofi supports the comments submitted by the Pharmaceutical Researchers and Manufacturers of America (PhRMA) and respectfully submits the following comments on its own behalf.

Sanofi has a long-standing commitment to promote health care systems that make our treatments accessible and affordable to patients in need. Sanofi believes that to bring new medicines and vaccines to patients, public policies must foster a health care system that provides incentives for innovation and appropriate access to high-quality care. Maintaining a balance will enable both affordable access to treatment and continued investment in medical innovation.

Our goal is to make our medicines accessible and affordable to all patients. That is why we adopted a comprehensive pricing policy focused on providing patients with both transparency and value based outcomes. Sanofi's commitment rests on three principles: a holistic assessment of value when setting the price for a new drug, evaluating any price increase against to National Health Expenditure projections with a commitment to not exceed this measure in any given year for any given products, and to disclose more information about aggregate gross and net pricing of our medicines.

These principles were drafted to address questions around the price of medicines in the United States. Our goal is to make our medicines accessible and affordable to all patients.

We share concerns about the affordability of medicines, and we believe deeply in the important role we play in providing treatments for serious illnesses. We are determined to do our part in pricing our medicines with greater transparency and according to their value, while continuing to advance scientific knowledge and bringing life-saving treatments to patients worldwide.

It is also important to note that we share PhRMA's concerns regarding the complexity of this issue. Drug manufacturers are part of the solution but we must study the entire healthcare delivery system to ensure that we adopt an outcome that puts patients first. Further, while we agree with some of the Cabinet's suggestions, we support PhRMA's position that a final proposal should not dis-incentivize innovation, reduce patient choice, raise costs or increase the State's administrative burden.

If you have any questions, please feel free to contact me at [jack.quinn@sanofi.com](mailto:jack.quinn@sanofi.com)

Sincerely,

Jack Quinn  
Sanofi US  
Director of State Government Relations