

SANOFI

Challenging the status quo through innovation

Sanofi is a global healthcare company dedicated to improving the lives of people across the world and focused on transforming scientific innovations into healthcare solutions.



Sanofi prevents illnesses through vaccines and offers support & treatment options for life-threatening & chronic diseases, daily ailments as well as rare diseases. Present in more than 100 countries, Sanofi's 100,000 employees provide healthcare solutions in more than 170 countries across the world.

For over 60 years, Sanofi has been contributing towards building a healthier future for the 2 billion people living in Asia. Singapore serves as the regional headquarters for Sanofi in Asia. With a workforce of more than 500 people, Sanofi in Singapore has a strong clinical research unit that oversees clinical trials conducted in 150 centres across South-east Asia and a manufacturing facility that is responsible for producing pharmaceutical active ingredients, used in key Sanofi products globally.

John Cairns, Head of Multi-Channel and Digital Innovation in Asia and Japan at Sanofi, explains "At Sanofi, applying health technologies to empower patients, solve pain points or capitalise on opportunities is very important to us. In order to make a difference by having the right innovative mindset, we strive to work closely with partners, stakeholders and digital health tech start-ups."

This approach of creating innovative solutions by challenging the status quo is why Sanofi has been an integral part of international innovation hubs such as VivaTech that link start-ups, healthcare professionals and other stakeholders.

Onduo Virtual Diabetes Clinic – an outcome of a joint venture between Sanofi and Verily Life Sciences (formerly Google Life Sciences), is an example of Sanofi's commitment towards using innovation to improve the quality of patients' lives. Aimed at helping patients take control of diabetes, this initiative aids in finding the right combination of device, software, medicine, and care for the patient.



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SANOFI BELIEVES IN AN OPEN AND CONNECTED SINGAPORE

For Sanofi, Singapore constitutes a source of great opportunity in the field of innovation. As stated in the latest report 'Making the most of opportunity: Pharmaceutical strategy in Asia' by the Economic Development Board (EDB), 8 of the top 10 pharmaceutical companies have facilities in Singapore, manufacturing 4 of the top 10 drugs by global revenue. Over 6,000 people, more than double since the early 2000s, in the skilled workforce are employed in the biopharmaceutical sector.

Based on these trends, Sanofi considers Singapore to be well placed to take a leading role in the development of new medical advances for the 21st century. Indeed, at a public policy level, Singapore has done much to create an environment amenable to innovation-dependent industries. For one, it offers access to a large, dynamic pool of world-class researchers. Second, it is on the right path to creating a broad-based R&D ecosystem, which allows exchange of information through networks. Third, it encourages international collaboration. Finally, it provides a robust intellectual property framework.

"According to Healthtech Investment Landscape 2018 from Galen Growth Asia, there are an estimated total of about \$6.3 billion going across 294 deals in Asia. This explains both the importance of partnerships and open innovation, as well as the importance of this region," mentions John. "And Singapore is one of the most important players in the region, representing 11% market share of healthcare start-ups, only behind India with 27% and China with 25%," remarks John. Given the vast geographical and populational dimension of these two countries, it is not hard to conclude that Singapore is attracting a surprisingly large number of innovators who see the city-state as a central hub for the wider ASEAN region.

"Singapore is unique in that it offers a stable ground to serve Southeast Asia and, due to its innovative-prone policies, it is a great place to incubate start-ups," John asserts. He also emphasises the need for Singapore to keep its spirit of openness and connectivity by stepping up efforts to maintain and develop an innovative ecosystem in the healthcare space, and by making sure that companies can easily attract and recruit talented individuals.

TRANSFORMING HEALTHCARE WITH DIGITAL AS AN ENABLER

"I believe that this industry is going through an exciting transition. Patients are expecting equivalent experiences in healthcare akin to other parts of their lives and thus, we are striving to build sustainable healthcare models. Technology and the use of data are becoming increasingly important as an enabler and can help solve complex challenges. At Sanofi, we are pushing ourselves every day to innovate and become more relevant to our patients and stakeholders," states John Cairns.

Indeed, John identifies a shift in Asian markets, where patients are increasingly seeing healthcare as a commodity and placing themselves as consumers. "We strongly believe in providing patients, consumers and stakeholders with 'integrated care' – emphasising not only on treating with medicines but also on managing and fighting the disease. We are focused on providing solutions that achieve larger benefits to patients through input from more and different actors, and building processes that improve engagement. The consumer field is moving fast, and digital will be a key enabler for Sanofi to move with it."