

Sanofi & BIMA Mobile Pakistan partner to improve access to health care

- MoU signed Between Sanofi-aventis Pakistan limited and BIMA Mobile Pakistan (BIMA)
- First pharma - micro-insurance collaboration
- Affordable Insurance Plan with 24/7 access to doctors, discounted medicines and diagnostics

Karachi/Lahore –1st March, 2021. Sanofi Pakistan and BIMA Mobile Pakistan inked a unique partnership to work together to address the unmet need for access to healthcare in Pakistan. This is probably the first time in Pakistan that a leading multinational pharmaceutical company and a micro-insurance company have joined hands to disrupt the health eco-system positively.

Pakistan is predominately a self-pay market whereby people cover their health care expenses on their own. With an access to health care rate of ~40% and 1 doctor available for ~905 people, the majority of people in Pakistan do not have adequate access to healthcare.

Technology has now made it possible to access medical professionals and medicines without the patient having to leave home. BIMA's m-Health product offers affordable insurance plans available to Jazz subscribers with hospitalization coverage and unique out-patient services including 24/7 access to physician via telephone, discounted medicine, and diagnostic facilities.

Speaking at the signing ceremony, Asim Jamal (MD & GM, Sanofi Pakistan) said: "There has been a paradigm shift in how medical care is delivered. We must adapt and put more of our energies into building collaborations with conventional and non-conventional partners that can deliver high-quality care for all. In Pakistan it is estimated that the general population spends over ~60% of their income on food, housing, utilities etc. - leaving little or no funding for health, bringing us to the figure of ~40% of people not having access to healthcare. With that being said, our objective from this partnership is to strengthen the out-patient component of m-Health that will go a long way in providing sustainable access to healthcare."

"In a country with a total population of over 200 million people, **more than 50% of individuals in Pakistan don't have access to basic primary healthcare services**, and approximately 42% fail to receive health coverage. Despite the thousands of doctors being produced every year, the country's doctor-patient ratio remains low. In this day and age, where science and technology are rapidly growing and evolving, Pakistan's need for adequate health services can only be met by creating innovations that integrate health and technology. Our partnership with Sanofi Pakistan is the right step in that direction" said Murtaza Khalil Hassan, CEO BIMA Mobile Pakistan

Dr. Nadim-ur-Rehman (Head of Medical Affairs, Sanofi Pakistan) speaking at the signing ceremony said: "This partnership is a testimony of our focus in improving access to healthcare and high-quality medications for under privileged populations in our fields of expertise. Our actions resonate with our commitment of exploring ways to ensure patients get the quality treatments needed, and we will continue to leverage our expertise to disrupt the healthcare arena."

"This collaboration is a pioneering step in advancing access to quality healthcare for the masses of Pakistan. The COVID-19 outbreak has already shown us that digital healthcare is not just a concept of the future but a need of the hour. I hope this initiative will catalyze further advancements in healthcare to better bridge the healthcare gap in Pakistan" Dr. Ahmad Mansoor (CMO and Head of mHealth BIMA Mobile Pakistan)

Pakistan has a dual burden of Communicable and Non-Communicable disease that contribute significantly both to adult and child mortality and morbidity. To address the increasing disease burden, World Health Organization has

championed the concept of Health System Strengthening (HSS) that emphasizes the critical role of strong health systems and identified six building blocks, out of which two are being impacted via this partnership i.e. Health Services (In & outpatient services) and Health Financing (insurance).

Through this collaboration Sanofi & BIMA seek to play a small but significant role in contributing towards strengthening the health care system and eventually impacting health outcomes in Pakistan.

About Sanofi

Sanofi is dedicated to supporting people through their health challenges. We are a global biopharmaceutical company focused on human health. We prevent illness with vaccines, provide innovative treatments to fight pain and ease suffering. We stand by the few who suffer from rare diseases and the millions with long-term chronic conditions.

With more than 100,000 people in 100 countries, Sanofi is transforming scientific innovation into healthcare solutions around the globe.

Sanofi, Empowering Life

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About BIMA Mobile

BIMA is a ground-breaking global company that uses technology to deliver vital, affordable and easy to use insurance and digital health products that millions of people need but have not been able to access through traditional channels. BIMA Pakistan was launched in 2015 and is providing its customers 24/7 access to doctors, home delivery of medicines, discounts on lab tests and coverage for hospitalization through its product called BIMA Sehat. A total of 580,000 consultations have been done since inception. BIMA has revolutionized the healthcare and insurance industry in its markets. In just 10 years BIMA has reached over 35 million people in Asia & Africa. www.bimapakistan.com

Currently more than 4 million Pakistanis are insured with BIMA Mobile.