



Guilhem Granier

**Country Chair and General Manager Rx
SANOFI Ukraine**

Biography

Since March 2016, Guilhem Granier serves as Country Chair and General Manager Rx for Sanofi Ukraine, providing his responsible leadership to ensure uninterrupted access to Sanofi's innovative medicines for Ukrainian patients.

Guilhem has about 18 years of marketing and operational experience in pharma business. He started his professional career as a Sales Representative in Rhone-Poulenc-Theraplix in 1999 in France, rising shortly to the position of Group Product Manager in Sub-Saharan Africa, where he was in charge of cardiovascular products. From 2002 to 2007, Guilhem held several positions within the French Headquarter of Aventis pharmaceutical company, serving the French affiliate as Product Manager for Lantus and then the global markets as Established Products Portfolio Manager. In 2007, Guilhem Granier joined Sanofi Tunisia as Business Unit Head for CHC & Generics. In 2009, he was appointed as General Manager for Tunisia & Libya. In 2012, Guilhem took the role of Business Excellence Director for a region covering Africa, Middle East, Eurasia and South Asia.

Guilhem holds a Doctor of Pharmacy degree from the University of Montpellier and a Master's degree in Marketing and Management from the ESSEC School of Management.

Guilhem is married and has 3 children. In his spare time, Guilhem is an enthusiastic traveler, has a passion for history and enjoys reading.

Why do you think Membership in the American Chamber of Commerce in Ukraine is important for business operating in Ukraine?

To make a meaningful impact on the business environment and development of Ukraine as a whole.

The American Chamber of Commerce is an integral link between the business community and the government of Ukraine. It is a platform for honest and transparent companies to develop a common stance on issues of concern to the business community – and deliver it in a consistent and organized manner. This has been particularly vital in view of the ongoing transformative processes in Ukraine. A united business community should be the driving force behind ongoing major changes, as we strive to ensure creation of a transparent and fair business environment that will have a meaningful impact on development of Ukraine.

What motivates you to be a Chamber Board Member?

Help the ACC spearhead the Healthcare reform, a reform that is going to change the future of all Ukrainians.

I expect a position on the Chamber Board to give me more opportunities to promote fair regulation, high ethical standards, and robust business climate in Ukraine. In particular, as the Healthcare reform implementation will have to be steered in the right direction during the radical changes, which are going to occur in the coming months. As a long-time reliable partner for healthcare authorities, professionals and the patient organizations, Sanofi has the vast multinational experience, which Ukraine needs to succeed – and which we are eager to share. Now is the time for Ukraine, and the ACC community, to recommit itself to the significant Healthcare reform, take on the vested interests in the sector, and turn far-reaching reform plans into a new, better reality for millions of Ukrainians.

Why do you feel you are qualified to serve on the Chamber Board? What skills would you bring to the Board?

Robust international experience, strong business ethics and a firm commitment to the ACC.

In addition to 18 years of local and global marketing and operational experience in the pharmaceutical business, I carry extensive international expertise, having worked in 4 different countries and having high responsibilities at Regional Office of Emerging Markets for Eurasia, Middle East and Africa. As the Co-Chair of the ACC Healthcare Committee in 2017, I have strived to apply this diverse background to improve Ukraine's healthcare system. A position on the Chamber Board can help me take this effort further and bring Sanofi's core values of transparency and improving people's lives to the Ukrainian market as a whole. I am going to serve the AmCham community with my experience as a leader of a multinational company, my open mind,

energy, and dedication to improve the Ukrainian business climate for the benefit of all member companies. There are three key areas where I count to bring my commitment and expertise to the board: healthcare sector, business integrity and ethics, and improving Ukraine's antitrust environment.

How have you been active in the Chamber over the course of the last two years?

As the co-chair of the ACC Healthcare Committee, I strived to improve Ukraine's healthcare policy making and to create a fair environment for businesses operating in Ukraine.

Over the past year, I have served as the Co-Chair of the ACC Healthcare Committee. We encouraged and endorsed major reforms in the industry, from the state medicine reimbursement program and adjustment to the public procurement system for medicines, to comprehensive reform of the Ukrainian healthcare system. At every turn, we made all efforts to ensure that the new rules of the game will create a healthier and fairer environment for transparent and ethical businesses operating in Ukraine. In addition, my company has become a founding member of the Ukrainian Network of Integrity and Compliance (UNIC), led by the Business Ombudsman's Office, with the idea to promote doing business ethically and responsibly, counter corruption, and lighten regulatory pressures.

What activity or Committee would you participate in and be responsible for?

I will continue to cultivate ACC's capacity in improving Ukraine's healthcare policy-making, creating investment-friendly anti-trust environment, and promoting business integrity and ethics.

Over the years, my colleagues and I have cultivated ACC's expert capacity on issues relating to healthcare and creating a level playing field in the market, for the benefit of the whole healthcare community and ultimately the patients who can expect to have access to the best innovative and accessible treatments. We have been instrumental to reviving the ACC Healthcare committee, and since then continued to pursue this avenue with the consistency and persistency expected from the Chamber on all issues. I would like to carry on and expand on this past effort, as well as help guide the Chamber's CSR efforts.

I appreciate your vote and will be most honored to serve your interests, sharing our common purpose to drive business growth and positive changes in Ukraine.