



YOUR FULL NAME:

Guilhem Granier

YOUR JOB TITLE:

Country Chair and General Manager

YOUR COMPANY:

SANOFI Ukraine: # 1 international Pharma Company – serves patients and healthcare professionals since 25 years of in Ukraine.

Sanofi proposes a large range of therapeutic solutions from biotechnology products (Rare Diseases, Diabetes) and vaccines to Consumer Healthcare medicines or generics.

Sanofi in Ukraine is almost 450 people united by one aim - to protect, enable and support Ukrainian patients facing health challenges, so they can live life to its full potential.

YOUR BRIEF BIOGRAPHY (250-300 words):

Since March 2016, I served as Country Chair and General Manager for Sanofi Ukraine, providing my responsible leadership to ensure uninterrupted access to Sanofi's innovative medicines for Ukrainian patients.

I have 20 years of marketing and operational experience in pharma business, started my professional career as a Sales Representative rising shortly to the position of Group Product Manager in Region.

From 2002 to 2007, I hold several positions within the French Headquarter of Aventis pharmaceutical company. In 2007 I joined Sanofi Tunisia as Business Unit Head. In 2009 I was appointed as General Manager for Tunisia & Libya. In 2012 I took the role of Business Excellence Director for a region covering Africa, Middle East, Eurasia and South Asia.

I have 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. I am married and have 3 children. In my spare time I love travelling, enjoy studying history, reading books and running.

In 2017 I joined the Board of Directors of American Chamber of Commerce on a voting basis as a strong representative of healthcare sector and significantly contributed as Board Member into Ukrainian healthcare system reforms implementation.

ANSWER THE FOLLOWING QUESTIONS:

Why do you think membership in the American Chamber of Commerce 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 a 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?

To contribute into healthcare reform implementation - a reform changes the future of Ukrainians

Health is at the beginning of everything - there neither economical nor social development without health. Thus, I do believe it is important to highlight health issues into the agenda of American Chamber of Commerce.

I fully welcome healthcare system reforms and particularly the implementation of new healthcare financing model "money follows the patients". That is the most visible achievement of healthcare system reforms in 2018. However, this is only the beginning of long transformation journey.

Big challenges are ahead of us in 2019: a new way of public procurement of medicines and medical devices, secondary healthcare system transformation, intellectual rights protections, access to innovations, simplification of drugs registration, harmonization with EU regulation, etc. As a long-time reliable partner for healthcare authorities, professionals and the patient organizations, Sanofi has the multinational experience in these spheres – and which we are eager to share.

I consider that ACC should be reliable partner and contributor into Ukrainian healthcare system transformation. ACC has wide opportunities to collaborate with different regulatory stakeholders (Ministry of Health, National Health Service of Ukraine, etc.) and civil society to advance health sector reforms, tackle widespread corruption, and enhance transparency to improve access and the availability of high quality health care services for Ukrainians.

As ACC Chamber Board Member, I am ready to contribute into building Ukraine's health system to meet the needs of its citizens by strengthening the pharmaceutical system to ensure transparency and cost-efficiency. My additional personal commitment as a candidate of Chamber Board Member will be to federate all forces in order to ensure uninterrupted access to life-saving and innovative medicines for Ukrainian patients in 2019.

I also believe that a position on the Chamber Board would give me more opportunities to Cultivate investment-friendly environment and promote business integrity and ethics in Ukraine.

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

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

In addition to my almost 20 years of local and global marketing and operational experience in the pharmaceutical business, I carry extensive international expertise, working 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 and Chamber Board Member in 2018 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 American Chamber community with my experience as a leader of a multinational company, my open mind, energy, and dedication to improving 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 healthcare system reform implementation, 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?

In 2017 I joined the Board of Directors if American Chamber of Commerce as a strong representative of healthcare sector and significantly contributed into healthcare system reforms implementation.

Prior to that as the co-chair of the ACC Healthcare Committee, I strived to improve Ukraine's healthcare policymaking and to create a fair environment for businesses operating in Ukraine.

I 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.

My activities were aimed to improve health sector governance; support the transformation of the healthcare financing model; strengthen the professional workforce; enhance transparency, accountability and responsiveness of the healthcare system; and improve service delivery system at all levels.

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 and compliance efforts.

I do appreciate your vote and will be most honored to serve your interests, sharing our common purpose to drive business growth and positive changes in my host county and your native one - Ukraine.
