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## EXTERNAL FORCES DRIVING TRANSFORMATION IN LIFE SCIENCES AND HEALTHCARE



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Claire Biot, PhD



3DEXPERIENCE®



# WHAT LIFE SCIENCES COMPANIES VALUE THE MOST



**Innovation  
& Excellence**

**Patient Centricity  
Caregiver Centricity**

**Sustainability**

# WHAT LIFE SCIENCES COMPANIES VALUE THE MOST

## Patient Centricity / Caregiver Centricity

*“Power **Healthier People**”*

*“Foster a Seamless **Patient Journey**”*

*“Unburden **Healthcare Workers**”*

## Innovation & Excellence

*“Do **Breakthrough Science**”*

*“Put **Tech in MedTech**”*

*“Propose the **Right treatment**  
at the **Right patient** at the **Right time**”*

*“Deliver **Healthcare as a Service**”*

## Sustainability

*“Never compromise on **Quality, Cybersecurity, Data privacy**”*

*“Protect **our Planet**”*

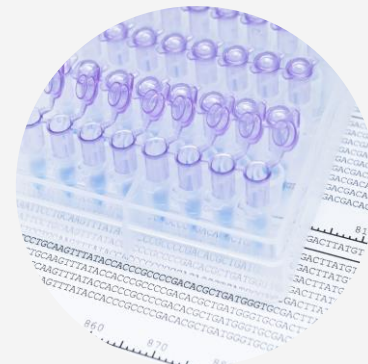
*“No **Patient left behind**”*

# Industry Business Drivers

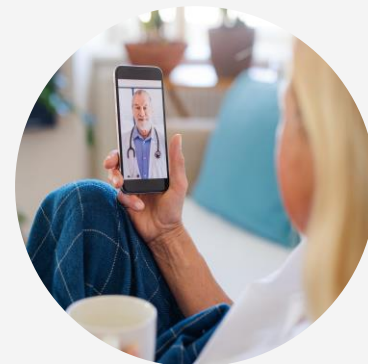
Addressing the business challenges of Life Sciences & Healthcare Industry



Multifactorial  
Complex Diseases



Access to Science &  
Technology  
Breakthroughs



Patient Autonomy



Cost Pressure



Intense Competition,  
New Players



Supply Chain  
Complexity



Regulatory Pressure



Sustainability  
Mandate

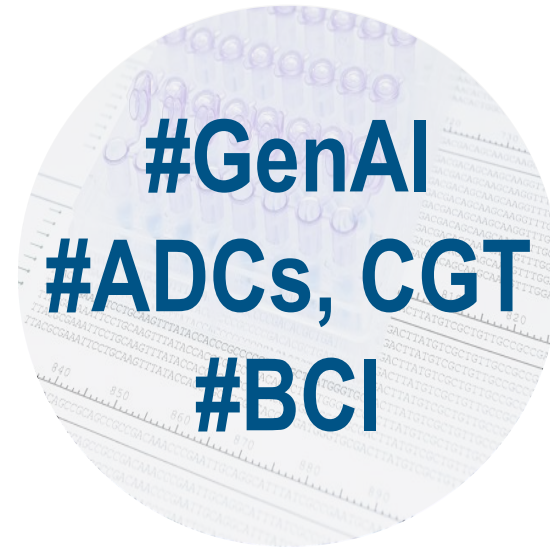


# Industry Business Drivers

Addressing the business challenges of Life Sciences & Healthcare Industry



Multifactorial  
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Technology Breakthroughs



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Intense Competition,  
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Sustainability  
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# Sustainability Mandate | A zoom on SBTi Initiative



The Science Based Targets initiative (SBTi) was established to help companies to set **emission reduction targets** in line with climate sciences and the Paris Agreement goals.

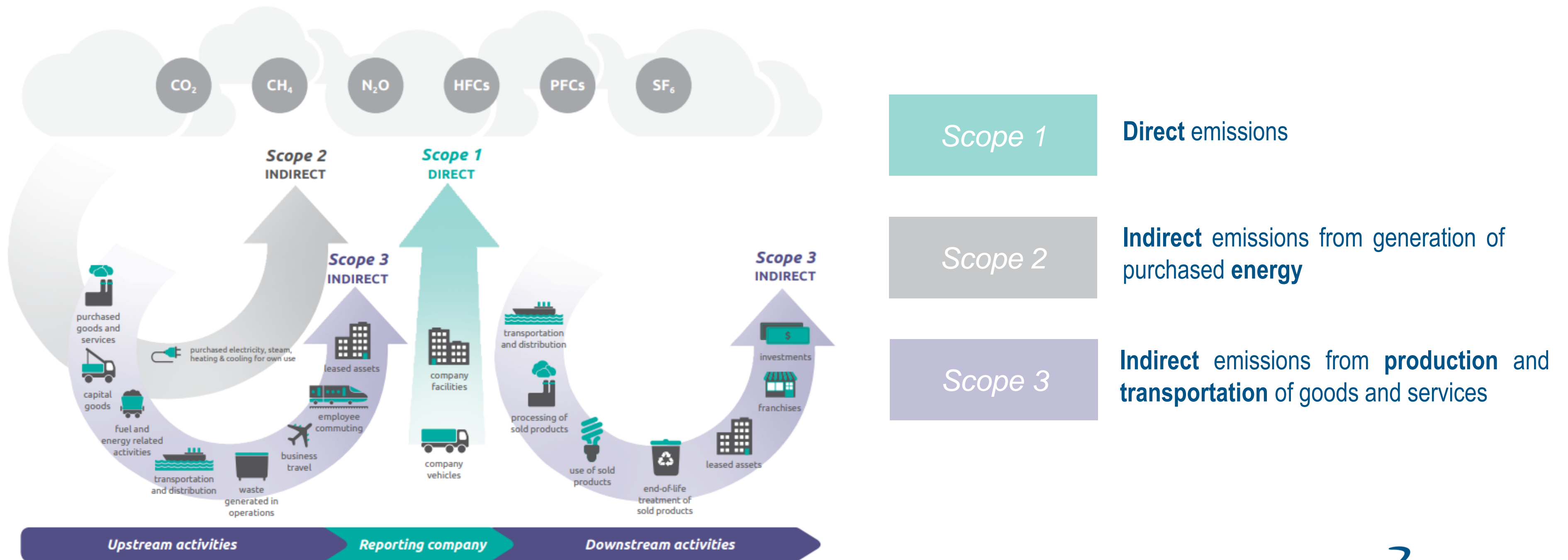


United Nations  
Global Compact



SBTi's founding members

Figure [5.2] Overview of GHG Protocol scopes and emissions across the value chain



Source: [World Economic Forum](https://www.weforum.org/)

# #SBTI: SCIENCE-BASED TARGET INITIATIVE

Reducing the life sciences industry carbon footprint



Sustainability  
Mandate



## *Climate Action*

**282** companies set SBTi-compliant actions in 2023 vs **90** companies in 2022



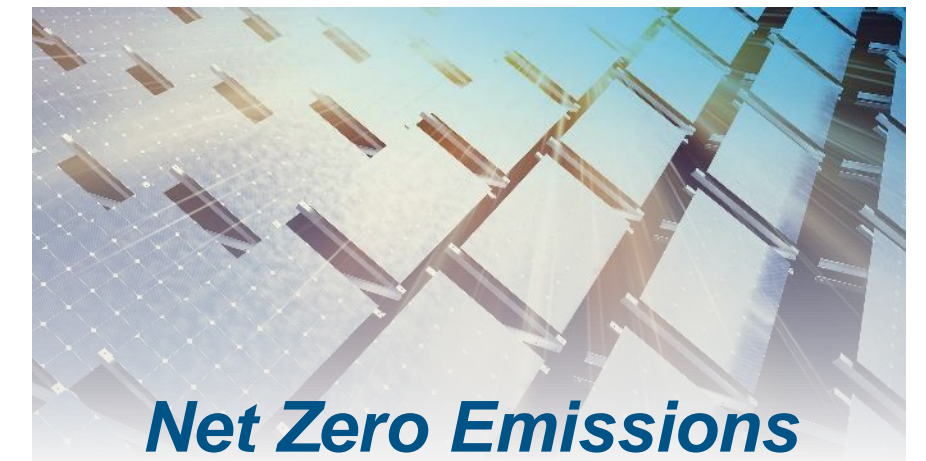
## *Global Impact*

**Half** of Top 50 BioPharmas and Top 50 Medtechs\* set SBTi compliant actions



## *Ambitious Targets*

Average scope 1 & 2 reduction was **62%** in 2023 vs **53%** in 2022



## *Net Zero Emissions*

**26** companies had a SBTi validated net zero target in 2023

\*Top 50 Life Sciences companies by revenue in 2023

8 Source: [SBTi data](#) extracted end of December 2023, 3DS internal analysis



# ROAD TO NET-ZERO



Sustainability  
Mandate

## Core activities

### Inhalers

- Finding **greener propellants** in metered-dose inhalers



### Eco-design

- In drugs: using **greener chemicals** and **minimize hazardous chemicals**
- In medical devices: reducing the **use of plastics**, designing **recyclable** devices



## Non-core activities

### Photovoltaic park construction & renewable energy use



### Eco-building

- **LEED\*** and **ISO 50001:2018\*\*** certified buildings.



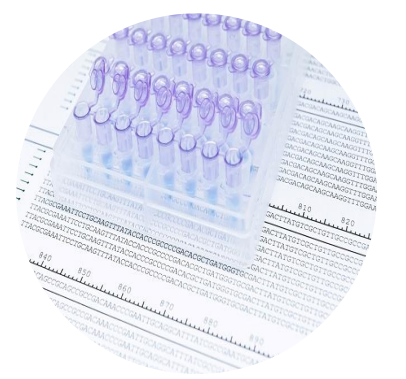
### Reforestation

- **Offsetting remaining carbon emission** by supporting reforestation



# #GENERATIVE AI

Transforming the whole Life Sciences industry



Access to Science & Technology Breakthroughs



## *Drug Discovery*

Gen AI represents an annual opportunity of **\$15B-\$28B** in Research & Early Discovery



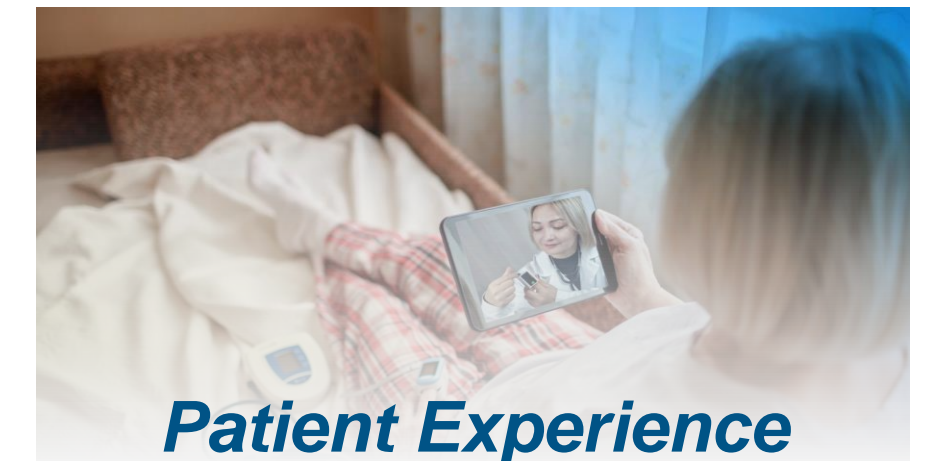
## *Clinical Development*

Gen AI can lead to **-30% writing time** in regulatory filings



## *Augmented Sourcing*

Gen AI can reduce by **10% procurement management costs**



## *Patient Experience*

Gen AI can decrease patient drop-offs by **10-15%**

# WELCOMING SANOFI ON STAGE!

Can PLM Solutions Accelerate the Launch of New Medicines?

#Immunology

#GenAI  
#Nanobodies

#Patient  
Communities

#Margins

#BestInClass  
#FirstInClass

#Standardization  
#Flexibility

#Regulatory  
Flexibility

#Planet  
#AccessTo  
Care

THANK YOU FOR YOUR INTEREST

