Sanofi, a global healthcare leader, is committed to preventing and treating diseases and supporting people around the world.

More than 100,000 employees

Present in more than 100 countries

Net sales: €33.8bn

Sanofi Pasteur
VACCINES

Sanofi Genzyme
RARE DISEASES
MULTIPLE SCLEROSIS
IMMUNOLOGY
ONCOLOGY

Our 5 Global Business Units

Diabetes & Cardiovascular

General Medicine and Emerging Markets
GENERICS
MATURE PRODUCTS

Consumer Healthcare
Sanofi, a healthcare partner for 7 billion people worldwide.

Message from Serge Weinberg, Chairman of the Board of Directors.
Message from Olivier Brandicourt, Chief Executive Officer
pages 2-3

Music to sooth a chronic itch
Focus on Atopic Dermatitis
page 4

Innovating in the battle against a major public health concern: diabetes
Focus on Diabetes
page 10

Pediatric vaccination
Focus on combination vaccines for protection against several diseases
page 16

An athlete’s personal challenge
Focus on allergies
page 22

Giving children with cancer everywhere the same access to healthcare
Focus on Corporate Social Responsibility Commitment
page 28

Sanofi at a glance
page 34
2016 in figures
page 36
Message from Serge Weinberg, Chairman of the Board of Directors

Better healthcare has changed the lives of millions of people across the globe: infant mortality continues to decline, vaccine programs prevent once deadly childhood diseases, and new medicines coming to market offer hope to patients with unmet medical needs.

Nevertheless, major challenges remain - they include climate change and the modifications in living standards it will bring.

In this context, Sanofi’s role in daily healthcare has become more important than ever. A number of factors make Sanofi unique, particularly our global presence and the breadth and depth of our portfolio of therapeutic solutions. This gives us the ability to accompany people everywhere to protect and improve their health with solutions ranging from prevention to treatment.

The year 2016 was very important in the life of our company. We achieved significant results in terms of the innovation we can bring to patients and the implementation of our strategic roadmap. We now have a more efficient, streamlined organization with five Global Business Units. In 2016, our Vaccines and Specialty Medicine GBUs have supported our performance. The most recent of these business units, Sanofi Consumer Healthcare, was created from the exchange of our animal health business with Boehringer Ingelheim’s consumer healthcare business.

In 2017, we have already launched new products that are strategic for your future growth, including Dupixent® (dupilumab) and Soliqua™ 100/33 in the United States. As of April 2017, our R&D pipeline contained 46 new molecular entities (excluding Life Cycle Management) and vaccine candidates in clinical development.

We continue to pursue our objective of making Sanofi one of the world’s most innovative pharmaceutical companies, bringing new healthcare solutions to patients all over the world.

Serge Weinberg
Chairman of the Board of Directors
Message from Olivier Brandicourt, Chief Executive Officer

What are the challenges that you are addressing with Sanofi’s new strategic roadmap?
Sanofi’s mission is to understand and solve healthcare needs of people across the world.
The first challenge is our ability to respond to the changing medical landscape. Driven by advances in genomics, pharmaceuticals, technology and the digital revolution (eHealth), we are moving from a world in which medicine was used to treat symptoms, to a world in which healthcare professionals can anticipate and even take action before diseases affect patients.
An additional challenge is to develop healthcare in a way that positively impacts as many people as possible: today, one third of the population lacks access to healthcare. At the same time, longer life expectancy, increase in chronic diseases, and the consequences of climate change are creating new health imperatives. We are continuing our work in prevention and vaccination to address these needs, and we will pursue innovation to improve the quality of patients’ life.
Our strategic roadmap was designed to help us meet these challenges more efficiently by reshaping our activities, strengthening our R&D pipeline and simplifying our organizational structure; and we are already seeing some results.

With Dupixent® (dupilumab), we were recently (March 2017) able to offer an innovative therapy to patients in the United States. It is the first and only biologic medicine approved by the U.S. Food and Drug Administration for the treatment of adults with inadequately controlled moderate-to-severe Atopic Dermatitis. Let us also highlight Soliqua™ 100/33, a product designed to treat adults with type 2 diabetes who need help controlling their blood sugar levels even after treatment with basal insulin.

It was launched in the United States in January and approved in Europe under the brand name Suliqua™. In January, we closed the business swap with Boehringer Ingelheim (BI), which consists of exchanging our animal health business for BI’s consumer health-care business (CHC) in all countries except China.

How would you summarize the reasons for the Boehringer Ingelheim swap?
Our CHC business had been significantly outperforming market growth. However, there was consolidation in the market and we needed to get on-board. In Consumer Healthcare, scale matters: in this market, one must lead key categories geographically in order to be successful. Following our business swap with Boehringer Ingelheim, we now have a very complementary portfolio, competitive positions in our four global categories (pain care, cough, cold & allergy, digestive health and nutritionals) and five additional “super brands” (i.e., products that earn €100 million or more), which can be likened to blockbusters on the pharmaceutical market.
Sanofi is now one of the top three companies in the CHC market segment. Integrating BI CHC has also given us a meaningful presence in Japan and Germany, and we will now look at opportunities to strengthen our position in the U.S.

What are your priorities for 2017?
On the R&D side, we are assessing further indications for dupilumab beyond Atopic Dermatitis such as severe asthma but also nasal polyposis. We are also strengthening our position in oncology, with new products including isatuximab, our monoclonal antibody for multiple myeloma, which is now in Phase III. We are strengthening our capabilities in biologics and vaccine production.
We can be proud of what we are doing. I praise the commitment of the 100,000 Sanofi employees who work hard every day, contributing to a better and longer life for millions of patients.

Olivier Brandicourt
Chief Executive Officer
Music to soothe a chronic itch

A PIANIST RETURNS TO THE CONCERT HALL THANKS TO A RESPITE IN HER ATOPIC DERMATITIS
As the final notes of the Mozart concerto float in the air, there’s a pause, and then the audience in the John F. Kennedy Center for the Performing Arts bursts into applause. Sara slowly takes her hands off the keys of her piano. She can hardly believe it; she has just performed on stage. She is grateful that she was able to play tonight. This is not always the case. Sometimes, a painful rash that makes it impossible for her to play her instrument covers her fingers. On those days, her piano sits in a corner of the living room, untouched, she has to cancel her piano lessons, and can’t practice.

Sometimes, a painful rash that makes it impossible for her to play her instrument covers her fingers.

Since her early twenties, Sara has been suffering from a mild/moderate Atopic Dermatitis, the most common form of eczema and a chronic inflammatory skin disease. The disease often starts in infancy - 90% of cases are diagnosed before the fifth birthday – but it is also highly prevalent in adults. In the United States, 10-20% of children and 1-3% of adults are affected, making it one of the most common skin conditions. Research is ongoing into its causes, but studies indicate the condition may be associated with persistent underlying inflammation in the body’s immune system.
Sara thinks back to her last outbreak. Sometimes, a painful rash that makes it impossible for her to play her instrument covers her fingers. Atopic Dermatitis patients can have good and bad days. The agonizing itching and soreness on her hands is sometimes so severe that she has to wear gloves to bed. Tossing and turning at night, the lack of sleep can make her irritable. Music has always been her most faithful companion and helps her deal with the frustrations of her chronic disease. Tonight, Sara is energized by the audience and proud that she didn’t give up her passion despite her Atopic Dermatitis.
FOCUS ON ATOPIC DERMATITIS

Causes of Atopic Dermatitis: a combination of genetic (hereditary) and environmental factors.

ATOPIc DERMATITIS (AD), A DEBILITATING DISEASE

AD, the most common form of eczema, is a chronic inflammatory disease with symptoms often appearing as a rash on the skin. Moderate-to-severe AD is characterized by lesions often covering much of the body, and can include intense, persistent itching and skin dryness, cracking, redness, crusting, and oozing. Itch is one of the most burdensome symptoms for patients and can be debilitating.

Of the adults with moderate-to-severe atopic dermatitis that are not adequately controlled with topical prescription therapy and/or for whom these treatments are not appropriate, it is estimated that 300,000 are most in need of new treatment options.

DUPIXENT® (dupilumab)

Our treatment has been granted “breakthrough therapy” designation by the U.S. Food and Drug Administration (FDA).

The U.S. Food and Drug Administration has granted Breakthrough Therapy designation to dupilumab for the treatment of adults with moderate-to-severe atopic dermatitis (AD) that are not adequately controlled with topical prescription therapy and/or for whom these treatments are not appropriate. “Breakthrough therapy” designation was created by the FDA to expedite the development and review of drugs developed for serious or life-threatening conditions. On March 28, the U.S. Food and Drug Administration approved Dupixent® (dupilumab) Injection, the first and only biologic medicine approved for the treatment of adults with moderate-to-severe Atopic Dermatitis (AD) whose disease is not adequately controlled with topical prescription therapies, or when those therapies are not advisable.

A WINNING ALLIANCE

From early development to commercial collaboration, Sanofi has always counted on external alliances as a way of reinforcing and enlarging its portfolio of products.

These collaborations include biotech companies, academic centers, hospitals, research centers, and other pharmaceutical companies. Regeneron, a leading U.S. biopharmaceutical company, is a striking example. Since 2007, we have worked together to develop new products that promise to have a tremendous impact on the lives of patients. They include:
- Praluent® (alirocumab) subcutaneous Injection, a next-generation cholesterol-lowering treatment;
- Kevzara® (sarilumab) subcutaneous injection, for adults with moderately to severely active Rheumatoid Arthritis;
- Dupixent® (dupilumab) subcutaneous Injection, for adults with moderate-to-severe Atopic Dermatitis.
Innovating in the battle against a major public health concern: diabetes

WHEN TECHNOLOGY’S BEST AND BRIGHTEST JOIN FORCES WITH A LEADING HEALTHCARE COMPANY TO MANAGE DIABETES
As any one of the world’s 415 million(1) diabetics can tell you, managing the disease is tedious and time-consuming. Testing blood sugar levels, eating healthy food while avoiding others, coordinating meals and medicine, as well as injecting the correct dose of medicine can take more than two hours a day. Not to mention getting in the right amount of exercise and scheduling regular doctor’s appointments. As diabetes management has a serious impact on our life and dreams, it is so devastating for people to be diagnosed with diabetes.

Managing the disease is tedious and time-consuming. All of that may be about to change.

All of that may be about to change. A good and effective diabetes management is a 24/7 job. The management of diabetes goes far beyond the treatment itself, it also includes taking extra care around food and exercise, monitoring their blood sugar levels throughout the day, and taking the time to prevent or manage common related health problems with their eyes, feet, kidneys or heart. One day soon, patients with diabetes will be outfitted with sophisticated sensors or other miniaturized electronic devices that will give them and their physicians access to more accurate data and help them for a better management of their blood sugar fluctuations. This is the idea behind Onduo, the joint venture Sanofi has created with Verily Life Sciences LLC (formerly Google Life Sciences).

(1) http://www.diabetesatlas.org.
Onduo, the partnership of Sanofi and Verily in diabetes, will develop holistic solutions to improve diabetes management by bringing together existing resources, including data, analytics, drug delivery and sensor devices. Onduo intends to adopt an innovative multi-stakeholder approach to diabetes management by involving the entire diabetes community, including clinicians, payers and healthcare professionals in the product development process.

Sutter Health of Northern California and Allegheny Health Network of Western Pennsylvania are among the first health-care networks to sign up with Onduo to test the platform in a clinical care setting with healthcare professionals and type 2 diabetes sufferers.

Diabetes’ early symptoms could start with something as simple as blurry vision or cuts and bruises that are slow to heal. You may have a dry mouth and itchy skin, need to drink more water than usual, feel tired and hungry all the time. The signs are so subtle they are easy to ignore or dismiss as the result of overwork or stress. Yet contrary to popular belief, no less than three quarters of diabetics live in low- and middle-income countries, where both obesity and sedentary lifestyles have become more prevalent.
DIABETES: A GLOBAL PANDEMIC

415 million adults have diabetes. By 2040 this will rise to 642 million(1).

(1) http://www.diabetesatlas.org

HOW SANOFI IS SHAPING THE FUTURE OF DIABETES CARE
Sanofi has long been in the forefront of the quest to find new, innovative solutions to diabetes, with a successful and expanding portfolio that includes the world’s most prescribed basal insulin – Lantus® and a new-generation basal insulin Toujeo® insulin glargine 300 Units/mL.

Lantus® (insulin glargine 100 Units/mL) has been introduced in 2001 providing treatment for more than 10 million patients in 120 countries. Lantus® was followed by lixisenatide to support patients uncontrolled by existing treatments by targeting a mealtime glucose with a GLP-1 receptor agonist. Now Sanofi is going even further. Since many people living with diabetes also have cardiovascular disease, Sanofi has created a new global Diabetes & Cardiovascular business unit in order to go beyond blood sugar lowering to treating the whole patient. In addition we focus on an integrated care approach which goes “beyond the pill”, combining medicines, services, devices and data management to enable people to take care of their own health. Delivering improved outcomes will also reduce the overall cost of care, for the benefit of evolving healthcare systems. We bring together all enablers and complement them with new tools to deliver better care quality, in addition to our offering of high quality medicines.

TOUJEO®: A NEW GENERATION BASAL INSULIN THERAPY
Toujeo®, a new generation basal insulin for the treatment of diabetes in adults living with of Type 1 and 2 diabetes, is currently marketed in more than 40 countries, including the U.S., Germany, Spain, France, Italy, U.K., Japan, Russia, Brazil, Taiwan, Mexico...

SOLIQUA™ 100/33 /SULIQUA™
Sanofi’s fixed-ratio combination for adults living with type 2 diabetes received marketing authorization in the US (November 2016) and Europe (January 2017).
Soliqua™ 100/33 or Suliqua™ is a once-daily fixed-ratio combination of insulin glargine 100 Units/mL, a long-acting analog of human insulin, and lixisenatide, a GLP-1 receptor agonist. It has been studied in a Phase III program of more than 1,900 patients.
Pediatric vaccination

COMBINATION VACCINES FOR PROTECTION AGAINST SEVERAL DISEASES
Birgit holds her breath as the doctor carefully administers the shot to her four-month old daughter, Hannah. During this brief instant, her eyes search out those of her husband Peter’s over the doctors head... she notices how Peter’s business suit looks oddly out of place in the small, gaily decorated medical clinic in Düsseldorf. Then her attention moves back to Hannah, remembering the tips she received from other parents to help ease this experience for her daughter. She learned that swaddling Hannah in warm blankets immediately after the shot, making comforting, shushing noises in her ear, and giving her a pacifier filled with a sugar water solution, could help. It was working! As Peter looks on in amazement, Birgit gently swings her daughter, now dozing peacefully in her arms after being vaccinated.

A combined vaccine for protection against several diseases.

Hannah is now well on her way to being protected against several diseases for which vaccination is recommended in infants. Vaccination has greatly reduced the burden of infectious diseases. For example in Germany, the introduction of vaccination against Haemophilus has led to a dramatic decrease in the cases of invasive Haemophilus Influenzae type b infections, and polio has been totally eliminated but it wasn’t so long ago that parents or doctors lived in fear of them. It's easy to understand why: Haemophilus was the most common cause of bacterial meningitis in children aged less than five years. Regarding Polio, older generations...
have not forgotten the dreaded polio that struck down so many children in the 1950s. Hannah is now set for another six months, when, according to the calendar set by the STIKO, or German health authorities, she will be due for a 4th shot to initiate long-term protection against these diseases that will be prolonged by the recommended booster doses.

Unfortunately, many children are not as lucky as Hannah. Despite progress made in worldwide leading to more infants being immunized today than ever before, nearly 2.5 million children still do not get vaccinated each year. Millions of children remain at risk, particularly in the poorest nations and communities, where preventable diseases take their deadliest toll. Vaccines continue to play a critical role in preventing communicable diseases but they are only effective when implemented in vaccination programs capable of reaching the most vulnerable communities.
FOCUS ON VACCINATION

The World Health Organization estimates that 2 to 3 million lives are saved yearly thanks to vaccination.

HEXAXIM®, HEXYON®/HEXACIMA®, SANOFI PASTEUR’S 6 IN 1 VACCINE

A pioneer in the field of pediatric vaccines, Sanofi Pasteur has been producing combination vaccines for more than 40 years. Hexaxim®, Hexyon® or Hexacima® in Europe, a 6 in 1 combination vaccine, was first made available to doctors in 2013. Combining protection against 6 illnesses in one liquid, ready-to-use vaccine is no easy task: each batch takes 24 to 36 months to manufacture, with 70% of this time spent on quality tests. Hexaxim® is the only combination vaccine with acellular pertussis (acP) and inactivated poliovirus vaccine (IPV) currently prequalified by the World Health Organization (WHO).

SANOFI PASTEUR AND ERADICATING POLIO

Eradicating polio (poliomyelitis) is one of the major public health battles of all times.
WHO, along with UNICEF, the Centers for Disease Control and Prevention in United States and Rotary International, launched the initiative in 1988 and received more recent support from the Bill and Melinda Gates Foundation. As the frontline supplier of polio vaccine, Sanofi Pasteur has been an important industrial partner in helping to achieve the goal of worldwide polio eradication. From the initial 350,000 cases in 1988, the number has decreased to only 34 in 2016. The next challenge will be to eliminate the last cases of the disease from Afghanistan and Pakistan.

LEVERAGING OUR EXPERTISE IN DENGUE AND OTHER FLAVIVIRUSES TO DEVELOP A VACCINE AGAINST ZIKA

In response to the World Health Organization (WHO)’s global call to action, Sanofi Pasteur launched a zika vaccine development project.
The Zika virus belongs to the flavivirus family which includes yellow fever, Japanese encephalitis and dengue fever. Our hope is to build on the clinical, research and industrial expertise from dengue vaccine to facilitate zika vaccine development. We will also leverage established public health partnerships to contribute to global zika prevention. With regards to dengue, the WHO has reported that it is the fastest-growing mosquito-borne disease in the world today, causing nearly 400 million new infections annually. There is no specific treatment for dengue and it is a disease that can deteriorate unpredictably to a potentially fatal form known as dengue hemorrhagic fever. The WHO has set 2020 objectives for reduction of dengue. The WHO’s position paper on Sanofi Pasteur’s dengue vaccine recognizes the public health value of introducing the vaccine as part of integrated disease prevention efforts in endemic countries.

INFLUENZA

Influenza kills 250,000 to 500,000 people every year.
Along with tuberculosis and pneumonia, it is one of the world’s largest killers that can be prevented by vaccination. In 2016, Sanofi Pasteur completed a production of around 200 million doses of seasonal influenza vaccine, or approximately 40% of the influenza vaccines distributed worldwide, confirming its global leadership. To meet the constant and rapid evolution of influenza viruses and to maintain the highest level of protection, we are progressively switching our influenza portfolio to quadrivalent influenza vaccines (QIV), including an additional strain of influenza virus (from B lineage). Our ambition is to shape the future of influenza vaccines. Among potential areas of innovation, we are actively exploring the development of a more-broadly protective influenza vaccine.
An athlete’s personal challenge — RUNNING DESPITE POLLEN-INDUCED ALLERGIES
Alex can’t suppress a grin as the Victorian Gothic structure of New York’s famed Tavern on the Green comes into view. The irony is not lost on him: this is the finish line of the New York Marathon he has long dreamed of running. “Get real, dude,” he tells himself. True, he has jogged here from his apartment on Central Park West, 11 minutes by his watch. This is a good day for Alex, a 36-year-old Wall Street investment banker who has suffered from allergies from childhood. His symptoms are in check, and that has allowed him to make this brief but exhilarating run.

Running the marathon vicariously is better than nothing.

It’s not always like this. Many days Alex’s symptoms are so bad he must stay indoors. Like other allergy patients, he has been hit particularly hard by a higher than usual pollen count in New York, which ranks 31st on the list of “most challenging” cities to live in for spring allergy sufferers, according to the Asthma and Allergy Foundation of America. Warmer winters have triggered pollen eruptions as early as February, increasing the length of the hay fever and respiratory allergy season. Spanning 843 acres, Central Park is filled with a large variety of flowers, plants, grass, weeds, and trees - all of which produce a very fine yellow powder that can mean misery for New York’s seasonal allergy sufferers.
Like Alex, many people have an adverse immune response when they breathe in pollen because their immune system mistakenly identifies the powder as a harmful intruder (allergen) and produces chemicals mediators (histamine) to counter it. This triggers an allergic reaction with all the troublesome allergic rhinitis symptoms (hay fever), such as sneezing, stuffy and itchy nose, and watery eyes. And yet every October Alex stations himself somewhere along the 26-mile course of the New York Marathon to watch the race. He looks for colleagues from work and cheers them on as they pass by, sweat pouring off their foreheads. Running vicariously is better than nothing, he thinks. Alex knows that today was a fluke. Tomorrow he may have trouble getting out of bed – let alone venturing outdoors. No matter, he tells himself. There will be other good days, and other runs, however short. He will savor every minute of them.
FOCUS ON ALLERGY

Over 400 million people suffer from allergic rhinitis around the world(1).

A NEW GLOBAL BUSINESS UNIT TO MEET A STRATEGIC PRIORITY

Sanofi Consumer Healthcare (CHC) is the newest of our Global Business Units (GBUs), established in January 2017.

Throughout 2016, in preparation of the new organization, considerable progress was made on one of the strategic priorities of our 2020 roadmap: to build a competitive position in Consumer Healthcare globally. In June 2016, an agreement was signed between Sanofi and Boehringer Ingelheim (BI), wherein we exchanged Sanofi’s Animal Health business and BI’s CHC business in most markets. We achieved a milestone on January 1st, 2017, with the closing of the transaction. The deal enhanced our position in our four strategic categories (Nutritionals, Digestive Health, Pain and Allergy, Cough and Cold) and enabled us to achieve critical scale in key geographies. As a result we are now one of the top 3 players in the industry. The next step is to deliver on the ambition to be the best consumer healthcare organization and continue our commitment to provide consumers with innovative self-care solutions to manage their personal health and live healthier, fuller lives.

FDA APPROVAL FOR OTC USAGE OF Xyzal® ALLERGY 24HR

On February 1, 2017, the U.S. Food and Drug Administration approved Xyzal® Allergy 24HR as an over-the-counter (OTC) treatment for the relief of symptoms associated with seasonal and year-round allergies. Xyzal® adds another option to our successful portfolio of OTC allergy medications in the United States.

STRATEGIC PRODUCT CATEGORIES

Our new portfolio means that we now cover essential needs across key categories including:

- Digestive health: No Spa®, Essentiale®, Enterogermina®, Dulcolax®, Maalox®,
- Pain Care: Doliprane®, Buscopan®, Aspercreme®, Icy Hot®,
- Allergy, Cough & Cold: Allegra®, Nasacort®, Xyzal®, Mucosolvan®, Bisolvon®, Mucoangin®, Lysopaïne®,
- Nutritionals: Magné B6®, Pharmaton®.

A BROAD GEOGRAPHICAL FOOTPRINT

Sanofi CHC is present throughout the world with leadership positions in many regions.

The addition of the Boehringer Ingelheim brands will enhance our position globally and in particular in Germany and Japan, where our presence was limited in CHC. We are now the leader on the European and Latin American markets and number 2 in the Asia-Japan-Pacific region. Our CHC business will further expand in the United States, where we move from rank 7 to rank 6 on the OTC market.

(1) http://www.worldallergy.org/professional/allergic_diseases_center/rhinitis/rhinitis_indepth.php.
Giving children with cancer everywhere the same access to healthcare

EARLY DETECTION MEANS A BETTER CHANCE FOR CHILDREN WITH CANCER
Maria Fernanda sensed something was wrong during a warm summer evening when her 7-year-old daughter, Antonia, complained of severe leg pains. Usually high-spirited and eager to play with other children in this modest, working-class neighborhood of Santa María, a south-eastern small town in Paraguay, Antonia had recently become withdrawn, preferring to stay inside. It wasn’t like her, but her mother had chalked up the fatigue to a school-related bug, or even just growing pains. This, however, was something different. When the following day brought no relief – at one point Antonia began limping around the house – María Fernanda and her husband, Alonso, decided it was worth consulting a doctor. This was no easy task. Only an unpaved road connected Santa María to the nearest medical centers in San Juan Bautista, 46 kilometers away.

Encouraging the early detection of childhood cancer is one of the key elements of “My Child Matters” initiative.

As the battered family’s car bumped along the road, Maria Fernanda fought a rising wave of panic as she sought to reassure Antonia that all would be well soon. Once at the hospital, the medical team began a long series of blood tests on Antonia. The pediatrician suspected that Antonia might have acute leukemia and needed a referral to a
cancer center in Asunción, the capital city of Paraguay, and 243 kilometers away from her hometown. Once in Asunción, it was confirmed that this was no case of mere exhaustion but the early stages of acute lymphocytic leukemia (ALL), a type of cancer in which the bone marrow makes too many immature lymphocytes, a type of white blood cell. Fortunately, Antonia’s case had been detected in time to start a treatment program that would include several rounds of chemotherapy.

It would be a long road to full recovery, the doctor said, but she was convinced Antonia would come through. Encouraging early detection and referral of childhood cancer is one of the key elements of the “My Child Matters” initiative, which Sanofi set up in 2006 in collaboration with international and local organizations, to give children the same access to healthcare, regardless of where they live. While the cure rate for the 300,000 children and adolescents diagnosed each year with cancer is over 80% in developed countries, the rates in countries with limited resources range from 40% to as low as 10% in some sub-Saharan areas.

With 60 projects in 45 countries, “My Child Matters” distributes relevant information about pediatric cancer, provides training for healthcare professionals, and improves access to treatment and care. To date, it has enabled treatment for 50,000 children. “The originality of ‘My Child Matters’ is allowing local teams to build projects that are adapted to their specific needs,” says Anne Gagnepain-Lacheteau, Medical Director of the Sanofi Espoir Foundation, which runs the program. “Here in Paraguay, for example, the strong point is the decentralization, or the establishment of ‘satellite clinics’ for referrals and follow-ups throughout the country so that children can be cared for as close as possible to home.” The hospital in San Juan Bautista, with a satellite clinic, has made it possible for even the poorest families, who lacked the financial means to travel to Asunción, to access early care for their children afflicted with cancer. This has made a huge difference in how the disease is treated. Some 25 years ago, 70% of children with cancer abandoned their treatment before completion, according to Paraguayan hospital officials. Today, that figure has plummeted to zero.
FOCUS ON NON-COMMUNICABLE DISEASES

Sanofi is also engaged in the battle to improve access to care for the 450 million people worldwide who suffer from mental disorders.

Through "FAST (Fight Against Stigma)", set up with the World Association of Social Psychiatry in 2008, Sanofi has been working to improve access to mental healthcare in low and middle-income countries, with programs running in Armenia, Bolivia, Cameroon, Madagascar, Morocco and Myanmar.

In these countries, limited access to treatment because of a shortage of trained professionals is combined with a misunderstanding of the symptoms of mental disorders. The stigmatization of these diseases is an additional burden for patients to bear. Since the start of the program, 827 health professionals across 7 countries have been trained, offering new hope for these patients.

SANOFI, AS A RESPONSIBLE COMPANY, IS COMMITTED BESIDE MORE THAN 20 PHARMACEUTICAL COMPANIES in the Access Accelerated Initiative to improve primary healthcare access for Non Communicable Diseases patients.

Since three quarters of these deaths occur in low and lower-middle income countries, where access to healthcare is limited, Sanofi has joined forces with more than 20 healthcare and pharmaceutical companies in a new coalition for health. Through the "Access Accelerated Initiative", Sanofi and its partners will share best practices, design and set up targeted pilot projects, and work to improve primary care delivery for patients.

A STRONG COMMITMENT

Treating childhood cancer through "My Child Matters" is one aspect of Sanofi’s engagement in the battle against non-communicable diseases.

These diseases, which include diabetes, cardiovascular diseases, chronic respiratory diseases and mental disorders, are responsible for 36 million deaths each year. They constitute a major public health threat that has reached crisis proportions.

THE FAST PROGRAM

THE FAST PROGRAM

Sanofi is also engaged in the battle to improve access to care for the 450 million people worldwide who suffer from mental disorders.

Through "FAST (Fight Against Stigma)", set up with the World Association of Social Psychiatry in 2008, Sanofi has been working to improve access to mental healthcare in low and middle-income countries, with programs running in Armenia, Bolivia, Cameroon, Madagascar, Morocco and Myanmar.

In these countries, limited access to treatment because of a shortage of trained professionals is combined with a misunderstanding of the symptoms of mental disorders. The stigmatization of these diseases is an additional burden for patients to bear. Since the start of the program, 827 health professionals across 7 countries have been trained, offering new hope for these patients.

SANOFI, AS A RESPONSIBLE COMPANY, IS COMMITTED BESIDE MORE THAN 20 PHARMACEUTICAL COMPANIES in the Access Accelerated Initiative to improve primary healthcare access for Non Communicable Diseases patients.

Since three quarters of these deaths occur in low and lower-middle income countries, where access to healthcare is limited, Sanofi has joined forces with more than 20 healthcare and pharmaceutical companies in a new coalition for health. Through the "Access Accelerated Initiative", Sanofi and its partners will share best practices, design and set up targeted pilot projects, and work to improve primary care delivery for patients.

A STRONG COMMITMENT

Treating childhood cancer through "My Child Matters" is one aspect of Sanofi’s engagement in the battle against non-communicable diseases.

These diseases, which include diabetes, cardiovascular diseases, chronic respiratory diseases and mental disorders, are responsible for 36 million deaths each year. They constitute a major public health threat that has reached crisis proportions.

THE FAST PROGRAM

Sanofi is also engaged in the battle to improve access to care for the 450 million people worldwide who suffer from mental disorders.

Through "FAST (Fight Against Stigma)", set up with the World Association of Social Psychiatry in 2008, Sanofi has been working to improve access to mental healthcare in low and middle-income countries, with programs running in Armenia, Bolivia, Cameroon, Madagascar, Morocco and Myanmar.

In these countries, limited access to treatment because of a shortage of trained professionals is combined with a misunderstanding of the symptoms of mental disorders. The stigmatization of these diseases is an additional burden for patients to bear. Since the start of the program, 827 health professionals across 7 countries have been trained, offering new hope for these patients.

KIDS AND DIABETES IN SCHOOLS

Every 6 minutes, a child is diagnosed with diabetes.

KIDS is a partnership with the International Diabetes Federation (IDF) and the International Society for Pediatric and Adolescent Diabetes (ISPAD) that aims to support children with type 1 diabetes manage their disease and avoid their discrimination in a school setting, and raise awareness on the benefits of healthy lifestyle among all schoolchildren.

This educational program currently launched in India, Brazil, United Arab Emirates and Pakistan is primarily targeted at teachers, school nurses and other staff, schoolchildren (6-14 years old) and their parents. The ultimate aim is to achieve sustainable change in those countries by working closely with partners and policy-makers to introduce education around diabetes and healthy living habits in the national teachers’ curriculum.

Initiatives such as KIDS are equally essential for improving the understanding of diabetes and promoting healthy living at an early age, potentially helping in the prevention of type 2 diabetes.

(1) Leading causes of death worldwide.
Sanofi Genzyme focuses on developing specialty treatments for debilitating diseases that are often difficult to diagnose and treat. In 2016, Sanofi Genzyme expanded its scope to include Sanofi’s programs in oncology and immunology while continuing to focus on rare diseases. We also established ourselves as a leader in the field of Multiple Sclerosis.

Sanofi Pasteur, the vaccines division of Sanofi, provides more than 1 billion doses of vaccines each year, making it possible to immunize more than 500 million people across the globe. Sanofi Pasteur is the largest company entirely dedicated to vaccines. Every day, Sanofi Pasteur invests more than EUR 1 million in research and development.

Diabetes and cardiovascular disease affect millions of people worldwide, with many managing the complex challenges of both. Building on our portfolio evolution, heritage and expertise, Sanofi has a focused business unit dedicated to delivering innovative, value-based medicines and integrated solutions in these therapeutic areas.

Sanofi is present in Consumer Healthcare (CHC) with a broad range of products. On January 1, 2017, the company acquired Boehringer Ingelheim’s CHC business in all countries except China and enhanced its position in four of its strategic categories: Vitamins, Minerals and Supplements, Cough & Cold Care, Digestive Health, and Pain Care.

This Global Business Unit accounted for 40% of Sanofi’s sales in 2016. It comprises all of Sanofi’s products in Emerging Markets, in which it is No. 1, excluding Vaccines and Consumer Healthcare products. It commercializes all of its Established Products and Generics everywhere in the world.
OUR RESEARCH AREAS

Vaccines & infectious diseases  
Rare diseases  
Immunology & inflammation  
Cardiovascular & Diabetes  
Oncology  
Multiple sclerosis, neuroscience

More than 16,000 employees committed to R&D

15.3% of company sales invested in R&D

Increasing annual R&D investments up to €6bn by 2020

46 projects in the R&D pipeline, as of April 2017

Focus on Industrial Affairs

Healthcare solutions available in 170 countries

83 industrial sites in 37 countries

Approximately 40,000 industrial employees

Approximately €3bn invested over three years
2016 in figures

**Net sales (1)**

€33.8bn

**By activities (1)**

Pharmaceuticals 86.5%

Vaccines 13.5%

**By geographical areas (2)**

United States 36.6%

Europe (2) 25.7%

Rest of the world (3) 9.3%

Emerging markets (2) 28.4%

**Net sales (1)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Million of euros</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>31,380</td>
</tr>
<tr>
<td>2015</td>
<td>34,060</td>
</tr>
<tr>
<td>2016</td>
<td>33,821</td>
</tr>
</tbody>
</table>

**Business net income**

<table>
<thead>
<tr>
<th>Year</th>
<th>Million of euros</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>6,847</td>
</tr>
<tr>
<td>2015</td>
<td>7,371</td>
</tr>
<tr>
<td>2016</td>
<td>7,308</td>
</tr>
</tbody>
</table>

(1) Following the closing of the business swap with Boehringer Ingelheim, which consisted of an exchange of Sanofi’s animal health business and Bi’s consumer healthcare business, those figures are presented excluding Animal Health Business.

(2) Western Europe + Eastern Europe (except Eurasia).

(3) World excluding U.S., Canada, Western & Eastern Europe (except Eurasia), Japan, South Korea, Australia, New Zealand and Puerto Rico.

(4) Japan, Canada, South Korea, Australia, New Zealand, Puerto Rico.

More than 100,000 EMPLOYEES

**By activities (1)**

Pharmaceuticals 91,467 85.6%

Vaccines 15,392 14.4%

**By geographical areas (3)**

United States 14.2%

Europe 43.9%

Rest of the world 5.1%

Emerging markets 36.8%