

# DISCOVER SANOFI

A GLOBAL HEALTHCARE LEADER  
FOCUSED ON PATIENT NEEDS

FACTSHEET  
FEBRUARY 2017

## FOUR STRATEGIC PRIORITIES

### RESHAPE THE PORTFOLIO

- Sustain our leadership in therapeutic areas where we are strong and well positioned: Diabetes and Cardiovascular Disease, Vaccines, Rare Diseases and Emerging Markets
- Build competitive positions in areas with strong growth potential: Multiple Sclerosis, Oncology, Immunology and Consumer Healthcare
- Explore strategic options in business segments that are not considered core to our strategy<sup>1</sup>

#### PORTFOLIO RESHAPE SUCCESSFUL 1<sup>ST</sup> MILESTONE

THE STRATEGIC TRANSACTION WHICH CONSISTED OF AN EXCHANGE OF SANOFI'S ANIMAL HEALTH BUSINESS AND BOEHRINGER INGELHEIM'S CONSUMER HEALTHCARE BUSINESS ELEVATES SANOFI INTO A GLOBAL LEADERSHIP POSITION IN CONSUMER HEALTHCARE.

### DELIVER OUTSTANDING LAUNCHES OF NEW PRODUCTS

- Growth notably driven by the launch of new medicines and vaccines

### SUSTAIN INNOVATION IN RESEARCH & DEVELOPMENT

- Continued strengthening of the R&D portfolio
- Promotion of existing collaborations and strengthening of external innovation capacities

### SIMPLIFY THE ORGANIZATION

- Implementation of 5 Global Business Units
- Evolution of the industrial network
- Expected cost reduction

### 2016 KEY FIGURES

MORE THAN  
**110,000**  
EMPLOYEES  
in more than  
100 countries

NET SALES<sup>2</sup>  
**€33,821M**  
+1.2% (-0.7%)

BUSINESS  
EPS<sup>2,3</sup>  
**€5.68**  
+4.1% (+0.7%)

2016 DIVIDEND<sup>4</sup>  
**€2.96**  
PER SHARE

<sup>1</sup> - Sanofi announced on January 2, 2017 the closing of the transaction which consisted of an exchange of Sanofi's **Animal Health** business and Boehringer Ingelheim's Consumer Healthcare business. On October 28, 2016, Sanofi announced its decision to initiate a carve-out process in order to divest the **EU Generics business** by the end of 2018.

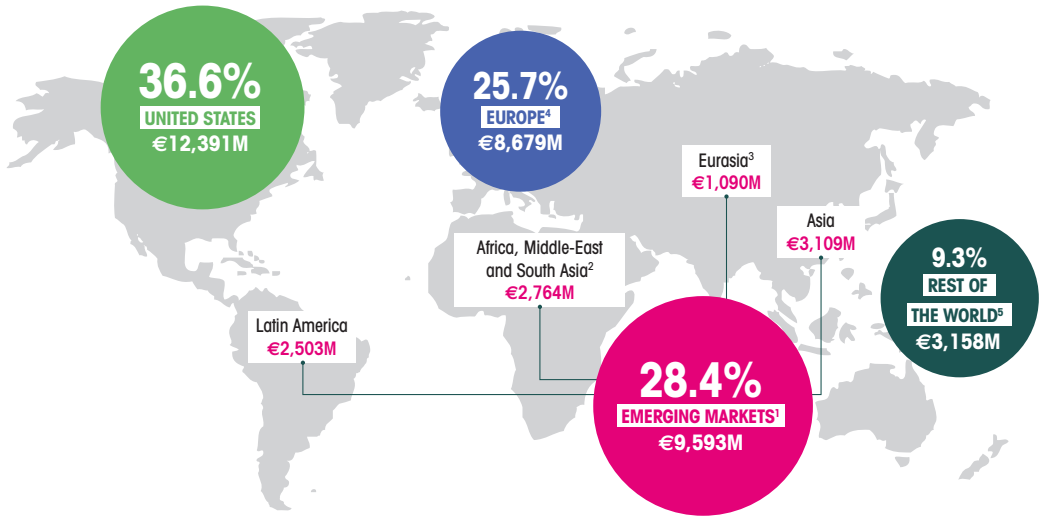
<sup>2</sup> - Growth rates are expressed at constant exchange rates (CER). Growth rates in brackets are expressed on a reported basis. For definitions of financial indicators, please consult the press release issued on February 8, 2017.

<sup>3</sup> - Earnings per share.

<sup>4</sup> - Dividend to be submitted for approval by the Shareholders' General Meeting on May 10, 2017.

## 2016 SALES

### BY GEOGRAPHIC REGION



## 2016 SALES

### BY GLOBAL BUSINESS UNIT



<sup>1</sup> - World excluding the U.S., Canada, Western & Eastern Europe (except Eurasia), Japan, South Korea, Australia, New Zealand and Puerto Rico

<sup>2</sup> - India, Pakistan, Bangladesh and Sri Lanka

<sup>3</sup> - Russia, Ukraine, Georgia, Belarus, Armenia and Turkey

<sup>4</sup> - Western Europe & Eastern Europe (except Eurasia)

<sup>5</sup> - Japan, South Korea, Canada, Australia, New Zealand and Puerto Rico

<sup>6</sup> - Does not include Emerging Markets sales

<sup>7</sup> - Includes Emerging Markets sales for Diabetes & Cardiovascular and Speciality Medicine



## FOURTH QUARTER 2016 RESULTS

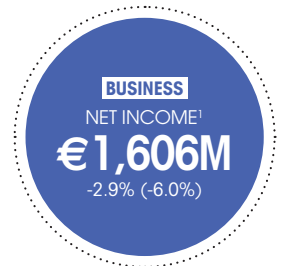
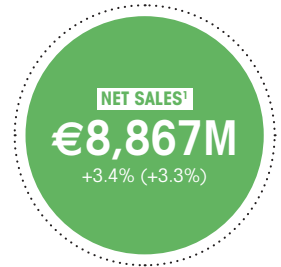
«2016 was a busy year for Sanofi as we progressed on our 2020 strategic roadmap. We successfully closed the Boehringer Ingelheim asset swap, lifting us into a leadership position in Consumer Healthcare. Our streamlined organization started to deliver and supported a stronger financial performance than initially anticipated. At the same time, we completed the filing of our breakthrough innovation Dupixent® for the first indication, atopic dermatitis, in the U.S and Europe. Separately, we recently advanced five new molecules into registrational studies.»

### Olivier Brandicourt

Sanofi Chief Executive Officer

#### Sanofi progresses on its strategic priorities

- **Closing of the Boehringer Ingelheim business swap** elevates Sanofi into a global leadership position in Consumer Healthcare.
- **Sanofi Pasteur and MSD end joint vaccines business** to pursue their European vaccine strategies independently.
- **Soliqua™ 100/33** launched in the U.S. and **Suliqua™** approved in EU for type-2 diabetic patients.
- **Kezara™ (sarilumab)** in rheumatoid arthritis approved in Canada and U.S. resubmission planned in Q1 2017.
- **5 new molecular entities started registrational studies in 2016:** isatuximab and PD-1 in cancer, sotagliflozin in diabetes, olipudase alfa and NeoGAA in rare diseases.



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<sup>2</sup> - Earnings per share.

# 5 REASONS TO BE A SANOFI SHAREHOLDER

## A GLOBAL HEALTHCARE LEADER

Leading products in Diabetes, Vaccines, Rare Diseases and Multiple Sclerosis.

Leadership positions in Consumer Healthcare and Emerging Markets.

## INNOVATIVE RESEARCH & DEVELOPMENT

At the heart of our new strategic roadmap.

A wave of new product launches, meeting unsatisfied medical needs.

## SOLID FINANCIAL PERFORMANCE

Targeted investments to sustain growth while maintaining financial discipline.

## CONSISTENT DIVIDEND INCREASE FOR 23 YEARS

2016 dividend: €2.96<sup>1</sup>

## A RESPONSIBLE COMPANY

Focused on patients' needs and committed to improving access to healthcare for all people across the globe.

<sup>1</sup> - Dividend to be submitted for approval by the Shareholders' General Meeting on May 10, 2017

## SANOFI SHARE PERFORMANCE

### INITIAL CAPITAL INVESTED IN SANOFI SHARES

# X2

OVER A 6 YEAR PERIOD

(FROM 12/31/2010 TO 12/31/2016)

SHARE PRICE CHANGE:	+61%
TOTAL RETURN (DIVIDENDS REINVESTED):	+103%
ANNUALIZED TOTAL RETURN (DIVIDENDS REINVESTED):	+13%

Source : vwdgroup

### SANOFI STOCK

- **Euronext Paris, compartment A**  
Member code: SAN  
ISIN code: FR 0000120578
- **SRD** (deferred settlement service): eligible
- **PEA** (French personal equity plans): eligible
- **New York Stock Exchange**  
Listing in the form of American Depository Shares (ADS)  
Symbol: SNY  
CUSIP number: 80105N105000  
Sponsoring and administration of ADSs: JPMorgan Chase Bank

### SHAREHOLDER RELATIONS



#### SANOFI - Shareholder Relations

54, rue La Boétie - 75008 Paris - France



**Tel. Europe: +33 (0) 800 075 876**

Toll-free tel. U.S.: +1 888 516 3002



Individualshareholders@sanofi.com



www.sanofi.com/shareholders



Mobile app: SANOFI IR

(available in the App Store and Google Play)

#### Forward-looking statement:

This factsheet contains projections and other forward-looking statements that are not historical facts. Although the management of Sanofi believes that these projections and forward-looking statements, and their underlying assumptions, are reasonable as of the date of this factsheet, investors are cautioned that such projections, assumptions, intentions and forward-looking statements are subject to various risks and uncertainties (many of which are difficult to predict and generally beyond the control of Sanofi) that could cause actual results and developments to differ materially from those expressed or implied. These risks and uncertainties include those discussed elsewhere in this factsheet, as well as in the filings of Sanofi with the U.S. Securities and Exchange Commission (SEC) and the French Autorité des marchés financiers (AMF), notably under the caption "Risk Factors" in the company's annual report on Form 20-F. Other than as required by applicable law, Sanofi does not undertake any obligation to update any statement that is not a historical fact.

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# SANOFI

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