



SANOFI 

A global healthcare company

Health challenges: what is at stake today?

Global **life expectancy** has doubled in average in the last century. Improvements in our living conditions through medicine and better sanitation have markedly increased life expectancy in the past decades.

Some serious diseases have been eliminated.

But, today, chronic diseases, environment and ageing-related diseases are the **new struggle** for our community of 7 billion people.

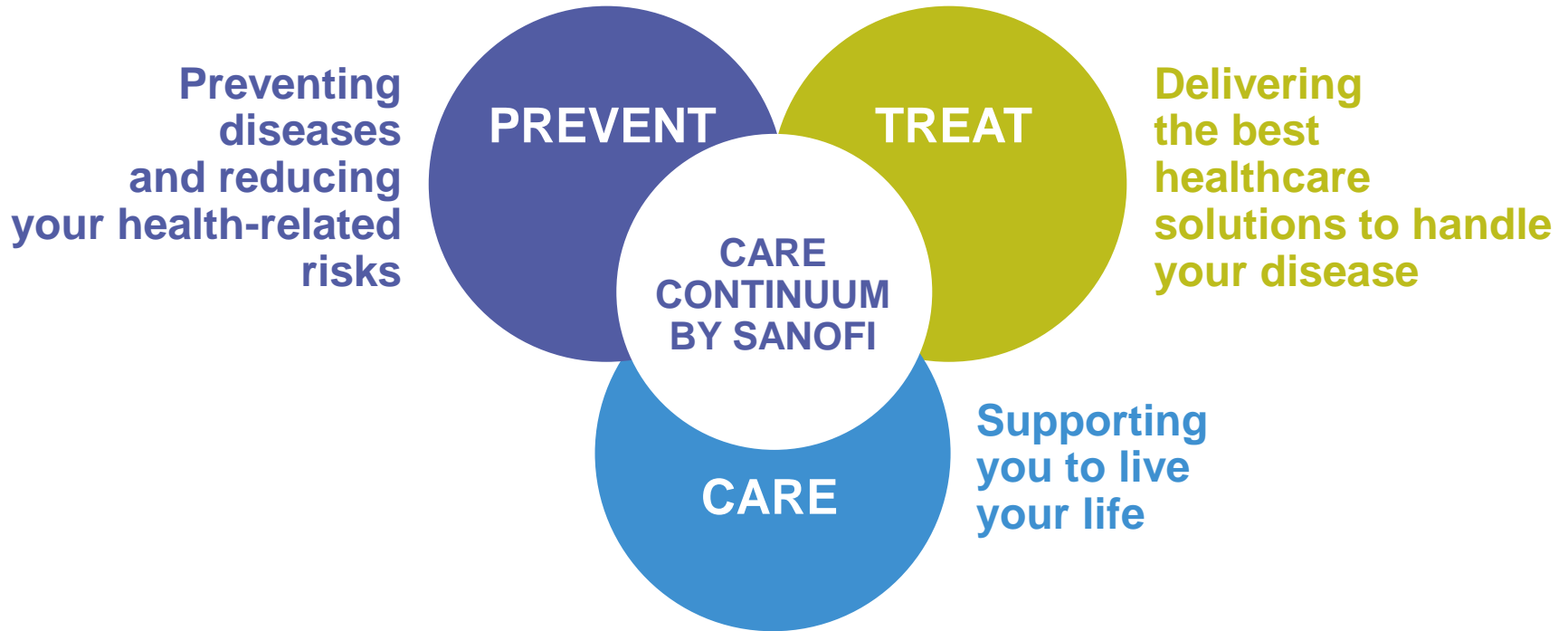


New levers are in our hands

- Easier diagnosis
- Better genomic understanding
- Shift to prevention and better health management
- Digital tools transforming health care
- More proactive patients in managing their health conditions



Our answer: providing you a full continuum of care



From vaccines to medicines: helping you face various health challenges



Florence, Gaucher disease



Dean, Multiple sclerosis



Magali, Flu



Gustavo, Pompe rare disease



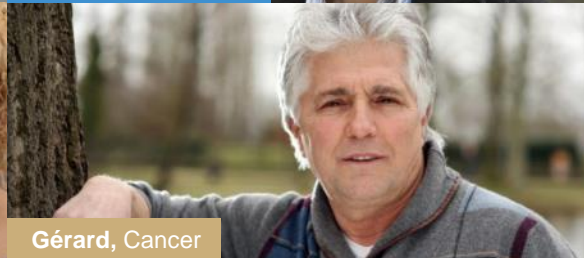
Abdelhadi, Diabetes



In the Philippines, Dengue immunization



Darcus and Vernee, High cholesterol



Gérard, Cancer



Mizutani, Pain

A commitment to your health

Sanofi, a global healthcare company, committed to preventing diseases and treating every person across the globe.

More than

100,000

employees

dedicated to making a difference on people's daily lives.

By your side,
everywhere in the world,
with health solutions
available in

170 countries

Our key therapeutic areas:

- Diabetes & Cardiovascular
- Consumer healthcare
- Specialty Care
 - Rare diseases
 - Multiple sclerosis
 - Oncology
 - Immunology
- Vaccines

Sanofi at a glance

Present in more than

100
countries

€33.8bn
net sales in 2016⁽¹⁾

(1) Excluding animal health activities. See the Form 20-F 2016, p.91.

More than

100,000
employees⁽¹⁾

(1) Excluding animal health activities.

Between
2015 - 2020

6
major
innovations⁽²⁾

(2) Sanofi expects to launch 6 key products and vaccines by 2020.

Dengvaxia

Dengue

Praluent
atiracumab

Cardiovascular

Toujeo
insulin glargine U100

Diabetes

SOLIQUA
insulin glargine and U100 Lixisenatide

Rheumatoid arthritis

SARILUMAB

Atopic dermatitis,
Asthma

DUPIXENT
(dupilumab)

Five Global Business Units

**Diabetes
&
Cardiovascular**

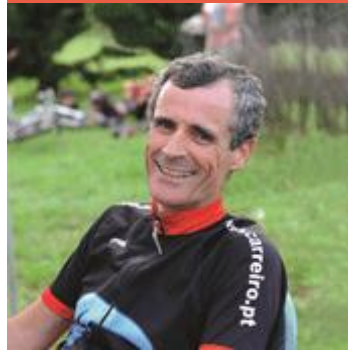


**General Medicines
& Emerging
Markets**



Specialty Care
(Sanofi Genzyme)

Rare Diseases
Multiple Sclerosis
Oncology
Immunology

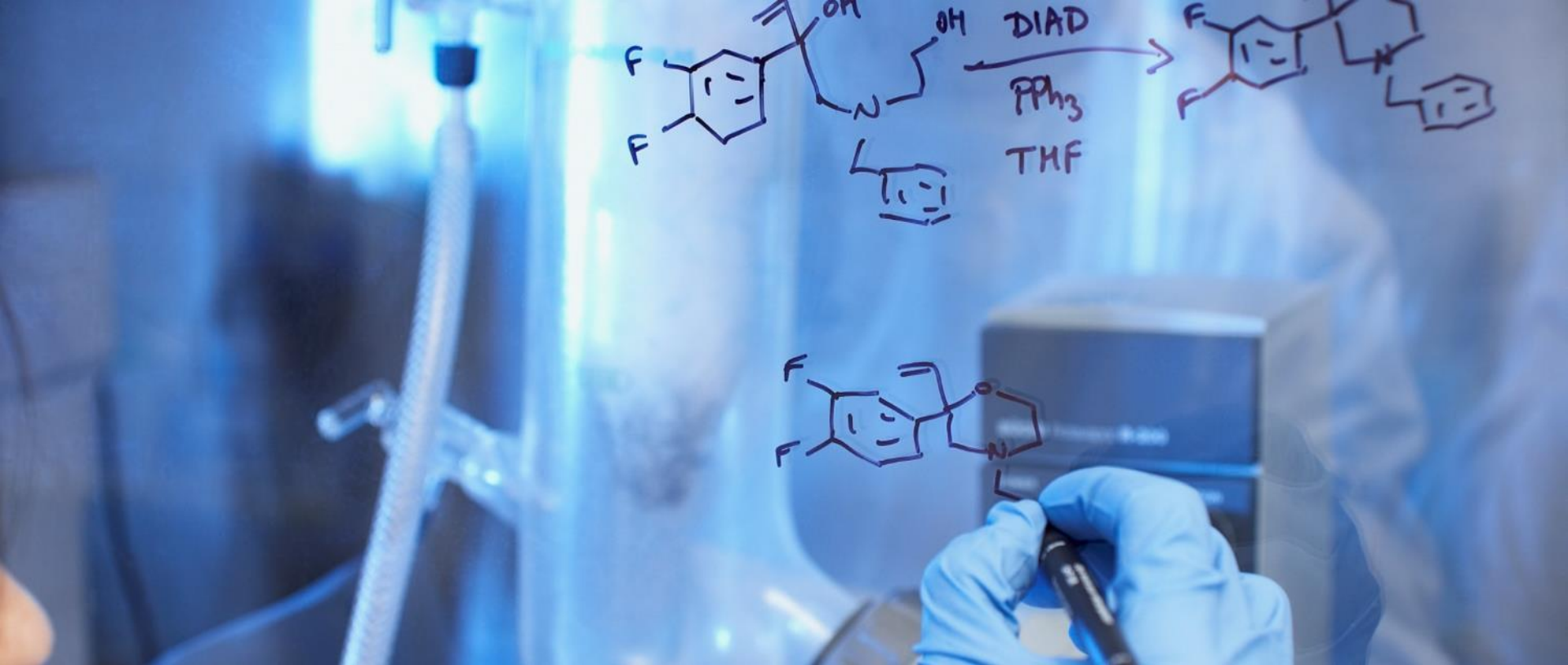


Vaccines
(Sanofi Pasteur)



**Consumer
Healthcare**

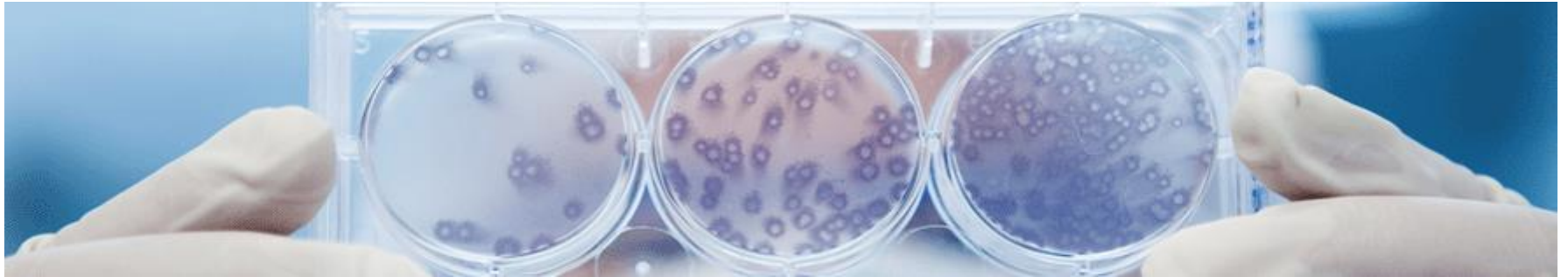




SANOFI 

Pushing for innovation

Innovating for you



Science has made enormous progress over the past 20 years.

With the unlocking of the human genome, we now understand what causes some of the most serious and chronic diseases affecting us, such as cancer, diabetes and heart diseases.

We are entering an era of personalized treatment.

Thanks to the use of very powerful technology, we are getting better at predicting how you will respond to specific treatments.

We are leveraging new biotechnologies to more effectively target disease pathways and bring break through medicines to patients faster.

At Sanofi – relying on our internal expertise and partnering with external specialists – we leverage both cutting-edge technologies and new knowledge to meet your needs as a patient.

Our goal is to contribute to healthier lives and helping you live yours to the fullest.

Our model of innovation

4

R&D Hubs
across Asia, France,
Germany and North America

15.3%

of company sales invested in R&D
Increasing annual R&D investments up to
€6bn by 2020

More than

16,000

employees committed to R&D

**Key
collaborations**



Diabetes⁽¹⁾

Genetic
Diseases

Oncology
& Immunology

(1) With Verily, ex-Google Life Sciences.



SANOFI 

A cutting-edge
manufacturing network

Manufacturing close to you



The Life Sciences industry is changing with the evolution of medicine and **the continuous innovations offering patients new treatments.**

As a result, **biotechnology-produced innovations are increasingly part of our pharmaceutical production.**

That's why, at Sanofi, we have strengthened the efficiency of our industrial resources.

Regardless of where our treatments are manufactured, our industrial network provides both healthcare professionals and patients with the highest quality and maximum safety.

We are in a unique position **with close to 36 sites in emerging markets**, this enables us to offer adapted, region-specific characteristics.

Our industrial network is **a key pillar in enabling us to deliver value to you and to the 7 billion individuals.**

Our industrial network

83

industrial sites

Approximately

€3bn

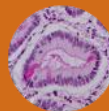
invested over three year

Approximately

40,000

industrial employees

Producing



Biologics



Pills / chemistry



Delivery devices



SANOFI 

Our social responsibility

Promoting access to healthcare for those in need



One-third of the world's population has no access to healthcare.

At Sanofi, we believe solutions emerge through long-lasting commitments with our partners, who work on the ground.

We fight against childhood cancer, malaria and tuberculosis, for example.

Sanofi is committed to reducing health inequalities by listening to its stakeholders and acting in a collaborative and sustainable way.

Our actions adhere to the sustainable development objectives set out by the United Nations.

We contribute to public health by improving access to treatments.

We promote the development of local communities.

And we mitigate the impact of climate change on health and limit our environmental footprint.

Our Corporate Responsibility

Working with partners



samusocial de Paris



Recognized worldwide

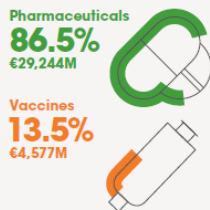


Key figures in 2016

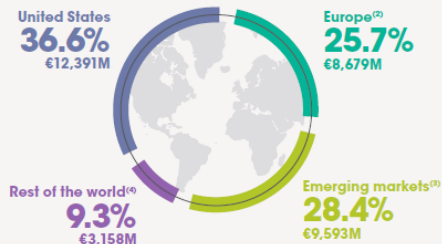
2016 in figures

Net sales⁽¹⁾
€33.8bn

By activities⁽¹⁾



By geographical areas⁽¹⁾



Net sales⁽¹⁾
In million of euros

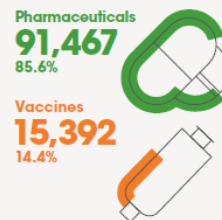


Business net income
In million of euros

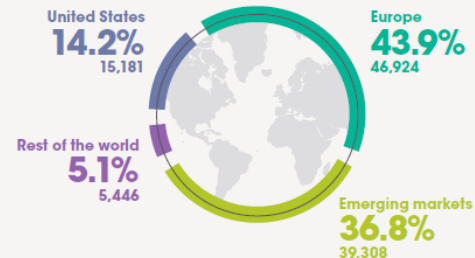


More than **100,000 EMPLOYEES**

By activities⁽¹⁾



By geographical areas⁽¹⁾



- (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.

Governance

Focus on the Executive Committee



Olivier Brandicourt
Chief Executive Officer



Olivier Charmeil
General Medicines
& Emerging Markets



Jérôme Contamine
Finance



Peter Guenter
Diabetes
& Cardiovascular



Karen Linehan
Legal Affairs
& General Counsel



David Loew
Sanofi Pasteur
Vaccines



Philippe Luscan
Global Industrial Affairs



Alan Main
Consumer Healthcare



Muzammil Mansuri
Strategy &
Business Development



David P. Meeker
Sanofi Genzyme
Specialty care



Ameet Nathwani
Chief Medical Officer



Roberto Pucci
Human Resources



Kathleen Tregoning
External Affairs



Elias Zerhouni
Global R&D



We are a global healthcare leader **committed to discover, develops and distribute therapeutic solutions focused on patients' needs.**

Improving access to healthcare and providing the best support to you through **a full continuum of care** - from prevention to treatment including disease management - guide our actions day by day.

In the context of a changing world - from climate issues to longer life expectancy - we are all facing greater health challenges.

We strive to transform scientific innovations into therapeutic solutions that make a difference to your daily life wherever you live and enable you to enjoy a healthier life.

Recommendations

This corporate presentation is available for all employees in the Sanofi Company. It may be used internally or externally for presentations of the Group, either in whole or in part, as needed.

The information is taken from Form 20-F 2016, annual results 2016 and press releases.

Further information is available on www.sanofi.com

Forward-Looking Statements

This document contains forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995, as amended. Forward-looking statements are statements that are not historical facts. These statements include projections and estimates and their underlying assumptions, statements regarding plans, objectives, intentions and expectations with respect to future financial results, events, operations, services, product development and potential, and statements regarding future performance. Forward-looking statements are generally identified by the words “expects”, “anticipates”, “believes”, “intends”, “estimates”, “plans” and similar expressions. Although Sanofi’s management believes that the expectations reflected in such forward-looking statements are reasonable, investors are cautioned that forward-looking information and 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 in, or implied or projected by, the forward-looking information and statements. These risks and uncertainties include among other things, the uncertainties inherent in research and development, future clinical data and analysis, including post marketing, decisions by regulatory authorities, such as the FDA or the EMA, regarding whether and when to approve any drug, device or biological application that may be filed for any such product candidates as well as their decisions regarding labelling and other matters that could affect the availability or commercial potential of such product candidates, the absence of guarantee that the product candidates if approved will be commercially successful, the future approval and commercial success of therapeutic alternatives, Sanofi’s ability to benefit from external growth opportunities and/or obtain regulatory clearances, risks associated with intellectual property and any related pending or future litigation and the ultimate outcome of such litigation, trends in exchange rates and prevailing interest rates, volatile economic conditions, the impact of cost containment initiatives and subsequent changes thereto, the average number of shares outstanding as well as those discussed or identified in the public filings with the SEC and the AMF made by Sanofi, including those listed under “Risk Factors” and “Cautionary Statement Regarding Forward-Looking Statements” in Sanofi’s annual report on Form 20-F for the year ended December 31, 2016. Other than as required by applicable law, Sanofi does not undertake any obligation to update or revise any forward-looking information or statements.

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