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Appendix 1: 2019 second-quarter net sales by GBU, franchise, geographic region and product

| Q2 2019 <br> (€ million) | Total GBUs |  |  |  |  | United States |  | Rest of the World |  | Emerging $_{\%}$ CER Markets |  | Total Franchises \% CER |  | \% reported |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \% CER | \% reported | Europe | \% CER |  | \% CER |  | \% CER |  |  |  |  |  |
| Aubagio | 456 | 11.5\% | 16.6\% | 105 | 18.0\% | 336 | 10.5\% | 15 | -6.7\% | 10 | -15.4\% | 466 | 10.6\% | 15.3\% |
| Lemtrada | 66 | -32.6\% | -30.5\% | 22 | -51.1\% | 42 | -13.0\% | 2 | -50.0\% | 8 | 28.6\% | 74 | -28.4\% | -27.5\% |
| Total MS | 522 | 2.9\% | 7.4\% | 127 | -5.2\% | 378 | 7.2\% | 17 | -15.8\% | 18 | 0.0\% | 540 | 2.8\% | 6.7\% |
| Cerezyme | 115 | -7.5\% | -4.2\% | 60 | -11.8\% | 45 | 2.4\% | 10 | -20.0\% | 72 | 31.1\% | 187 | 5.5\% | 3.3\% |


| Cerdelga | 49 | 29.7\% | 32.4\% | 18 | 50.0\% | 29 | 17.4\% | 2 | 50.0\% | 1 | 0.0\% | 50 | 28.9\% | 31.6\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Myozyme | 195 | 6.7\% | 8.9\% | 98 | 3.2\% | 83 | 13.0\% | 14 | 0.0\% | 39 | 36.7\% | 234 | 11.0\% | 12.0\% |
| Fabrazyme | 182 | 4.2\% | 8.3\% | 45 | 0.0\% | 105 | 6.5\% | 32 | 3.3\% | 29 | 55.0\% | 211 | 9.6\% | 12.2\% |
| Aldurazyme | 39 | 5.4\% | 5.4\% | 19 | 0.0\% | 14 | 18.2\% | 6 | 0.0\% | 15 | 6.7\% | 54 | 5.8\% | 3.8\% |
| Total Rare Disease | 640 | 3.0\% | 6.0\% | 256 | 0.0\% | 299 | 6.8\% | 85 | 0.0\% | 170 | 31.7\% | 810 | 8.3\% | 9.0\% |
| Jevtana | 118 | 18.6\% | 21.6\% | 44 | 15.8\% | 54 | 18.6\% | 20 | 25.0\% | 8 | 16.7\% | 126 | 18.4\% | 22.3\% |
| Mozobil | 45 | 4.9\% | 9.8\% | 13 | 8.3\% | 28 | 8.3\% | 4 | -20.0\% | 4 | 66.7\% | 49 | 9.1\% | 11.4\% |
| Thymoglobulin | 67 | 14.3\% | 19.6\% | 9 | -10.0\% | 51 | 17.1\% | 7 | 40.0\% | 27 | 50.0\% | 94 | 23.0\% | 27.0\% |
| Taxotere | 8 | -22.2\% | -11.1\% | 1 | 0.0\% | -1 | 200.0\% | 8 | 0.0\% | 34 | 6.3\% | 42 | 0.0\% | 2.4\% |
| Eloxatine | 4 | -55.6\% | -55.6\% | 1 | - | -4 | - | 7 | -22.2\% | 51 | 37.8\% | 55 | 19.6\% | 19.6\% |
| Total Oncology | 302 | 10.2\% | 13.5\% | 93 | 6.9\% | 150 | 12.7\% | 59 | 9.4\% | 129 | 24.3\% | 431 | 14.1\% | 16.8\% |
| Dupixent | 490 | 166.3\% | 180.0\% | 46 | 187.5\% | 403 | 152.3\% | 41 | 387.5\% | 6 | 500.0\% | 496 | 168.2\% | 181.8\% |
| Kevzara | 51 | 145.0\% | 155.0\% | 10 | 233.3\% | 30 | 86.7\% | 11 | 450.0\% | 1 | - | 52 | 150.0\% | 160.0\% |
| Total immunology | 541 | 164.1\% | 177.4\% | 56 | 194.7\% | 433 | 146.4\% | 52 | 400.0\% | 7 | 600.0\% | 548 | 166.3\% | 179.6\% |
| Alprolix | 105 | 23.5\% | 29.6\% | 0 | - | 74 | 4.5\% | 31 | 114.3\% | 0 | - | 105 | 23.5\% | 29.6\% |
| Eloctate | 167 | -10.2\% | -5.1\% | 0 | - | 135 | -16.4\% | 32 | 29.2\% | 4 | - | 171 | -8.0\% | -2.8\% |
| Cablivi | 15 | - | - | 4 | - | 11 |  | 0 | - | 0 | - | 15 |  |  |
| Total Rare Blood Disorder | 287 | 6.2\% | 11.7\% | 4 | - | 220 | -5.5\% | 63 | 63.2\% | 4 | - | 291 | 7.8\% | 13.2\% |
| Sanofi Genzyme (Specialty Care) | 2,292 | 21.8\% | 26.8\% | 536 | 8.1\% | 1,480 | 26.1\% | 276 | 32.2\% | 328 | 30.0\% | 2,620 | 22.9\% | 26.5\% |
| Lantus | 486 | -27.7\% | -24.9\% | 146 | -16.1\% | 284 | -33.7\% | 56 | -21.4\% | 272 | 14.3\% | 758 | -16.2\% | -14.9\% |
| Toujeo | 175 | -6.1\% | -2.8\% | 83 | 10.7\% | 70 | -23.3\% | 22 | 5.3\% | 45 | 24.3\% | 220 | -0.9\% | 1.4\% |
| Apidra | 54 | -16.9\% | -16.9\% | 33 | -5.7\% | 12 | -42.1\% | 9 | -9.1\% | 30 | 14.8\% | 84 | -7.6\% | -8.7\% |
| Amaryl | 11 | -15.4\% | -15.4\% | 4 | 0.0\% | 1 | 0.0\% | 6 | -25.0\% | 70 | -5.4\% | 81 | -6.9\% | -6.9\% |
| Admelog | 77 | - | - | 4 | 300.0\% | 73 | - | 0 | - 100.0\% | 0 | - | 77 | - | - |
| Total Diabetes | 865 | -13.3\% | -10.4\% | 303 | -6.8\% | 461 | -17.5\% | 101 | -12.2\% | 425 | 8.2\% | 1,290 | -7.0\% | -5.6\% |
| Praluent | 61 | -1.7\% | 1.7\% | 32 | 40.9\% | 24 | -37.1\% | 5 | 100.0\% | 5 | 150.0\% | 66 | 3.2\% | 6.5\% |
| Multaq | 80 | -6.1\% | -2.4\% | 10 | 0.0\% | 69 | -5.8\% | 1 | -33.3\% | 2 | 100.0\% | 82 | -4.8\% | -1.2\% |
| Total Cardiovascular | 141 | -4.2\% | -0.7\% | 42 | 28.1\% | 93 | -16.3\% | 6 | 33.3\% | 7 | 133.3\% | 148 | -1.4\% | 2.1\% |
| Plavix | 88 | -11.5\% | -8.3\% | 35 | -7.9\% | 0 | - | 53 | -13.8\% | 274 | -0.7\% | 362 | -3.5\% | -3.2\% |
| Lovenox | 211 | -18.0\% | -17.6\% | 183 | -19.4\% | 9 | 0.0\% | 19 | -9.5\% | 136 | 13.2\% | 347 | -8.0\% | -8.0\% |


| Renagel / Renvela | 43 | -47.6\% | -47.6\% | 13 | -18.8\% | 22 | -65.0\% | 8 | 50.0\% | 23 | 22.2\% | 66 | -35.0\% | -34.0\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Aprovel | 52 | 2.0\% | 2.0\% | 27 | 0.0\% | 7 | 133.3\% | 18 | -14.3\% | 121 | 0.0\% | 173 | 0.6\% | 1.2\% |
| Synvisc / Synvisc one | 71 | -10.5\% | -6.6\% | 8 | 0.0\% | 59 | -13.6\% | 4 | 33.3\% | 16 | -6.3\% | 87 | -9.8\% | -5.4\% |
| Allegra | 26 | -7.1\% | -7.1\% | 4 | 33.3\% | 0 | - | 22 | -12.0\% | 0 | - | 26 | -7.1\% | -7.1\% |
| Stilnox | 41 | -4.9\% | 0.0\% | 9 | 0.0\% | 11 | -8.3\% | 21 | -5.0\% | 14 | 0.0\% | 55 | -3.6\% | 0.0\% |
| Depakine | 44 | -4.3\% | -4.3\% | 40 | -4.8\% | 0 | - | 4 | 0.0\% | 72 | 2.9\% | 116 | 0.0\% | 0.0\% |
| Tritace | 39 | 0.0\% | 2.6\% | 37 | 2.7\% | 0 | - | 2 | -100.0\% | 17 | -10.0\% | 56 | -3.4\% | -3.4\% |
| Generics | 99 | -58.3\% | -57.0\% | 31 | -83.1\% | 42 | 60.0\% | 26 | 13.6\% | 155 | -5.8\% | 254 | -35.8\% | -36.8\% |
| Other other Rx | 561 | -6.1\% | -4.4\% | 421 | -4.3\% | 46 | -18.0\% | 94 | -8.4\% | 303 | 1.3\% | 864 | -3.6\% | -3.5\% |
| Total Established Rx Products | 1,275 | -18.2\% | -16.7\% | 808 | -21.4\% | 196 | -17.4\% | 271 | -6.9\% | 1,131 | 1.0\% | 2,406 | -10.0\% | -9.8\% |
| Primary Care | 2,281 | -15.7\% | -13.5\% | 1,153 | -16.9\% | 750 | -17.4\% | 378 | -7.8\% | 1,563 | 3.1\% | 3,844 | -8.7\% | -8.0\% |
| China and Emerging Markets | 1,891 | 7.0\% | 4.8\% |  |  |  |  |  |  | 1,891 | 7.0\% |  |  |  |
| Total Pharmaceuticals | 6,464 | 1.7\% | 3.4\% | 1,689 | -10.3\% | 2,230 | 7.2\% | 654 | 5.8\% | 1,891 | 7.0\% | 6,464 | 1.7\% | 3.4\% |
| Allergy, Cough and Cold | 249 | 1.7\% | 4.2\% | 62 | -7.5\% | 80 | 11.8\% | 28 | 12.5\% | 79 | -2.5\% | 249 | 1.7\% | 4.2\% |
| Pain | 308 | 1.6\% | 1.3\% | 125 | 2.5\% | 48 | 12.2\% | 34 | 3.3\% | 101 | -3.6\% | 308 | 1.6\% | 1.3\% |
| Digestive | 277 | 10.1\% | 11.7\% | 82 | 5.1\% | 54 | 8.5\% | 15 | 0.0\% | 126 | 15.7\% | 277 | 10.1\% | 11.7\% |
| Nutritional | 162 | -3.0\% | -2.4\% | 29 | 0.0\% | 9 | 0.0\% | 70 | 6.2\% | 54 | -14.3\% | 162 | -3.0\% | -2.4\% |
| Consumer Healthcare | 1,143 | 1.1\% | 2.5\% | 314 | -2.8\% | 284 | 5.5\% | 155 | 4.1\% | 390 | 0.3\% | 1,143 | 1.1\% | 2.5\% |
| Polio / Pertussis / Hib | 502 | 41.5\% | 41.8\% | 78 | 14.7\% | 100 | 44.6\% | 33 | -22.5\% | 291 | 64.6\% | 502 | 41.5\% | 41.8\% |
| Adult Booster Vaccines | 134 | 38.3\% | 42.6\% | 49 | 69.0\% | 73 | 23.2\% | 7 | 16.7\% | 5 | 66.7\% | 134 | 38.3\% | 42.6\% |
| Meningitis/Pneumonia | 136 | 13.8\% | 17.2\% | 0 | - | 101 | 6.7\% | 4 | 33.3\% | 31 | 39.1\% | 136 | 13.8\% | 17.2\% |
| Influenza Vaccines | 85 | -10.2\% | -13.3\% | 1 | - | 2 | - | 17 | -5.3\% | 65 | -13.9\% | 85 | -10.2\% | -13.3\% |
| Travel And Other Endemic Vaccines | 138 | 7.9\% | 9.5\% | 33 | 3.1\% | 41 | -2.5\% | 16 | 30.8\% | 48 | 14.6\% | 138 | 7.9\% | 9.5\% |
| Vaccines | 1,021 | 24.7\% | 25.9\% | 161 | 20.1\% | 337 | 20.4\% | 80 | -6.0\% | 443 | 37.7\% | 1,021 | 24.7\% | 25.9\% |
| Total Company | 8,628 | 3.9\% | 5.5\% | 2,164 | -7.5\% | 2,851 | 8.4\% | 889 | 4.3\% | 2,724 | 10.0\% | 8,628 | 3.9\% | 5.5\% |

2019 first-half net sales by GBU, franchise, geographic region and product

| H1 2019 <br> (€ million) | Total GBUs | \% CER | \% reported | Europe | \% CER | United States | \% CER | Rest of the World | \% CER | Emerging $_{\text {\% CER }}$ <br> Markets |  | Total Franc | \% CER | \% reported |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Aubagio | 877 | 11.2\% | 16.9\% | 203 | 10.3\% | 645 | 11.3\% | 29 | 16.0\% | 26 | 12.0\% | 903 | 11.2\% | 16.5\% |
| Lemtrada | 152 | -25.1\% | -22.1\% | 63 | -31.5\% | 83 | -17.2\% | 6 | -40.0\% | 14 | 33.3\% | 166 | -21.7\% | -19.8\% |
| Total MS | 1,029 | 3.7\% | 8.9\% | 266 | -3.6\% | 728 | 7.1\% | 35 | 0.0\% | 40 | 18.9\% | 1,069 | 4.3\% | 8.9\% |
| Cerezyme | 228 | -6.4\% | -3.4\% | 123 | -8.2\% | 88 | -1.2\% | 17 | -15.8\% | 135 | 30.0\% | 363 | 5.9\% | 2.0\% |
| Cerdelga | 96 | 26.0\% | 31.5\% | 34 | 54.5\% | 57 | 12.8\% | 5 | 25.0\% | 2 | 200.0\% | 98 | 28.4\% | 32.4\% |
| Myozyme | 383 | 6.6\% | 9.7\% | 192 | 2.1\% | 162 | 13.5\% | 29 | 3.6\% | 71 | 37.5\% | 454 | 10.9\% | 12.1\% |
| Fabrazyme | 349 | 4.4\% | 9.1\% | 90 | 3.4\% | 199 | 3.9\% | 60 | 7.4\% | 47 | 36.8\% | 396 | 7.8\% | 10.6\% |
| Aldurazyme | 78 | 7.0\% | 9.9\% | 39 | 2.6\% | 26 | 14.3\% | 13 | 8.3\% | 43 | 43.8\% | 121 | 18.4\% | 17.5\% |
| Total Rare Disease | 1,253 | 3.4\% | 7.1\% | 511 | 1.8\% | 576 | 5.7\% | 166 | 1.3\% | 323 | 34.3\% | 1,576 | 9.2\% | 9.6\% |
| Jevtana | 223 | 12.6\% | 16.8\% | 86 | 10.3\% | 101 | 11.9\% | 36 | 20.7\% | 14 | 27.3\% | 237 | 13.4\% | 17.3\% |
| Mozobil | 87 | 7.8\% | 13.0\% | 24 | 0.0\% | 54 | 11.1\% | 9 | 12.5\% | 6 | 40.0\% | 93 | 9.8\% | 13.4\% |
| Thymoglobulin | 125 | 10.3\% | 16.8\% | 18 | -5.3\% | 95 | 14.1\% | 12 | 10.0\% | 50 | 37.8\% | 175 | 17.4\% | 21.5\% |
| Taxotere | 15 | -17.6\% | -11.8\% | 2 | 0.0\% | -1 | 200.0\% | 14 | -7.1\% | 74 | 9.0\% | 89 | 3.6\% | 6.0\% |
| Eloxatine | 10 | -37.5\% | -37.5\% | 1 | 0.0\% | -4 |  | 13 | -13.3\% | 99 | 32.4\% | 109 | 20.0\% | 21.1\% |
| Total Oncology | 575 | 6.3\% | 10.6\% | 181 | 2.8\% | 287 | 8.1\% | 107 | 8.3\% | 255 | 22.7\% | 830 | 11.0\% | 14.2\% |
| Dupixent | 816 | 173.0\% | 189.4\% | 82 | 215.4\% | 669 | 154.5\% | 65 | 520.0\% | 9 | 800.0\% | 825 | 175.3\% | 191.5\% |
| Kevzara | 81 | 156.7\% | 170.0\% | 18 | 260.0\% | 48 | 95.7\% | 15 | 600.0\% | 1 | - | 82 | 160.0\% | 173.3\% |
| Total immunology | 897 | 171.5\% | 187.5\% | 100 | 222.6\% | 717 | 149.4\% | 80 | 533.3\% | 10 | 900.0\% | 907 | 173.8\% | 189.8\% |
| Alprolix | 200 | 84.3\% | 96.1\% | 0 | - | 144 | 62.7\% | 56 | 178.9\% | 0 | - | 200 | 84.3\% | 96.1\% |
| Eloctate | 337 | 43.8\% | 53.9\% | 0 | - | 272 | 35.8\% | 65 | 90.6\% | 8 | - | 345 | 47.5\% | 57.5\% |
| Cablivi | 20 | - | - | 9 | - | 11 |  | 0 | - | 0 | - | 20 |  |  |
| Total Rare Blood Disorder | 557 | 62.9\% | 73.5\% | 9 | - | 427 | 47.8\% | 121 | 125.5\% | 8 | - | 565 | 65.4\% | 76.0\% |
| Sanofi Genzyme (Specialty Care) | 4,311 | 25.9\% | 31.9\% | 1,067 | 8.3\% | 2,735 | 32.4\% | 509 | 39.1\% | 636 | 31.8\% | 4,947 | 26.7\% | 30.8\% |
| Lantus | 979 | -28.5\% | -25.3\% | 298 | -16.1\% | 568 | -35.2\% | 113 | -20.9\% | 553 | 14.6\% | 1,532 | -16.7\% | -15.0\% |
| Toujeo | 342 | -5.2\% | -2.0\% | 163 | 14.8\% | 139 | -24.0\% | 40 | 5.6\% | 89 | 41.5\% | 431 | 2.2\% | 4.1\% |
| Apidra | 109 | -17.1\% | -15.5\% | 66 | -5.7\% | 25 | -42.5\% | 18 | -5.3\% | 64 | 24.1\% | 173 | -4.9\% | -5.5\% |
| Amaryl | 22 | -8.3\% | -8.3\% | 8 | 0.0\% | 1 | 0.0\% | 13 | -13.3\% | 149 | 1.4\% | 171 | 0.0\% | 0.6\% |


| Admelog | 143 | - | - | 7 | 250.0\% | 136 | - | 0 | $100.0 \%$ | 0 | - | 143 | - | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Diabetes | 1,714 | -14.6\% | -11.1\% | 608 | -6.2\% | 906 | -20.2\% | 200 | -12.2\% | 870 | 11.7\% | 2,584 | -6.9\% | -5.1\% |
| Praluent | 113 | 1.9\% | 5.6\% | 61 | 46.3\% | 44 | -32.8\% | 8 | 60.0\% | 9 | 125.0\% | 122 | 6.3\% | 9.9\% |
| Multaq | 157 | -6.9\% | -1.3\% | 20 | -4.8\% | 135 | -6.7\% | 2 | -33.3\% | 4 | 33.3\% | 161 | -6.2\% | -0.6\% |
| Total Cardiovascular | 270 | -3.4\% | 1.5\% | 81 | 29.0\% | 179 | -14.8\% | 10 | 25.0\% | 13 | 85.7\% | 283 | -1.1\% | 3.7\% |
| Plavix | 169 | -11.8\% | -9.1\% | 69 | -9.2\% | 0 | - | 100 | -13.6\% | 597 | 3.3\% | 766 | -0.4\% | 0.7\% |
| Lovenox | 429 | -19.5\% | -19.4\% | 375 | -20.4\% | 18 | -15.0\% | 36 | -12.2\% | 261 | 11.9\% | 690 | -9.9\% | -10.2\% |
| Renagel / Renvela | 101 | -42.3\% | -39.9\% | 26 | -18.8\% | 59 | -54.5\% | 16 | 6.7\% | 44 | 30.3\% | 145 | -30.3\% | -27.9\% |
| Aprovel | 107 | 5.0\% | 5.9\% | 54 | -1.8\% | 14 | 160.0\% | 39 | -4.9\% | 267 | 9.1\% | 374 | 7.9\% | 9.0\% |
| Synvisc / Synvisc one | 124 | -10.7\% | -5.3\% | 14 | 7.7\% | 103 | -12.6\% | 7 | -14.3\% | 31 | 3.4\% | 155 | -8.1\% | -3.1\% |
| Allegra | 82 | -2.5\% | 2.5\% | 6 | 20.0\% | 0 | - | 76 | -4.0\% | 0 | - | 82 | -2.5\% | 2.5\% |
| Stilnox | 76 | -14.3\% | -9.5\% | 17 | -15.0\% | 18 | -22.7\% | 41 | -9.5\% | 31 | -3.1\% | 107 | -11.2\% | -7.8\% |
| Depakine | 87 | -4.4\% | -4.4\% | 80 | -4.8\% | 0 | - | 7 | 0.0\% | 149 | 7.2\% | 236 | 2.6\% | 2.6\% |
| Tritace | 74 | -1.3\% | -1.3\% | 71 | -1.4\% | 0 |  | 3 | 0.0\% | 35 | -10.0\% | 109 | -4.3\% | -5.2\% |
| Generics | 214 | -57.6\% | -56.0\% | 61 | -83.4\% | 79 | 54.2\% | 74 | 0.0\% | 322 | -3.1\% | 536 | -34.8\% | -36.0\% |
| Other other Rx | 1,119 | -6.0\% | -5.2\% | 835 | -5.7\% | 93 | -16.0\% | 191 | -2.1\% | 593 | -3.5\% | 1,712 | -5.1\% | -5.5\% |
| Total Established Rx Products | 2,582 | -18.5\% | -17.1\% | 1,608 | -22.7\% | 384 | -16.4\% | 590 | -5.5\% | 2,330 | 2.3\% | 4,912 | -9.7\% | -9.4\% |
| Primary Care | 4,566 | -16.3\% | -14.0\% | 2,297 | -17.7\% | 1,469 | -18.6\% | 800 | -7.0\% | 3,213 | 4.9\% | 7,779 | -8.5\% | -7.6\% |
| China and Emerging Markets | 3,849 | 8.7\% | 6.3\% |  |  |  |  |  |  | 3,849 | 8.7\% |  |  |  |
| Total Pharmaceuticals | 12,726 | 2.4\% | 4.3\% | 3,364 | -10.9\% | 4,204 | 8.6\% | 1,309 | 6.8\% | 3,849 | 8.7\% | 12,726 | 2.4\% | 4.3\% |
| Allergy, Cough and Cold | 611 | 2.8\% | 5.3\% | 163 | -2.4\% | 187 | 0.6\% | 88 | 9.0\% | 173 | 7.4\% | 611 | 2.8\% | 5.3\% |
| Pain | 630 | 2.1\% | 0.3\% | 254 | 0.4\% | 93 | 11.5\% | 63 | 3.5\% | 220 | 0.4\% | 630 | 2.1\% | 0.3\% |
| Digestive | 548 | 9.1\% | 10.5\% | 167 | 3.1\% | 103 | 1.1\% | 28 | 0.0\% | 250 | 18.5\% | 548 | 9.1\% | 10.5\% |
| Nutritional | 314 | -5.5\% | -4.8\% | 62 | 1.6\% | 19 | 0.0\% | 122 | -3.3\% | 111 | -11.8\% | 314 | -5.5\% | -4.8\% |
| Consumer Healthcare | 2,399 | 0.8\% | 2.0\% | 680 | -3.4\% | 588 | 1.5\% | 318 | 0.7\% | 813 | 4.2\% | 2,399 | 0.8\% | 2.0\% |
| Polio / Pertussis / Hib | 988 | 33.5\% | 34.6\% | 151 | 7.9\% | 192 | 1.7\% | 110 | 29.6\% | 535 | 61.5\% | 988 | 33.5\% | 34.6\% |
| Adult Booster Vaccines | 234 | 22.0\% | 25.8\% | 85 | 28.8\% | 124 | 19.6\% | 13 | 7.7\% | 12 | 20.0\% | 234 | 22.0\% | 25.8\% |
| Meningitis/Pneumonia | 248 | 17.1\% | 21.0\% | 0 | - | 175 | 4.5\% | 7 | 0.0\% | 66 | 68.3\% | 248 | 17.1\% | 21.0\% |
| Influenza Vaccines | 117 | -5.5\% | -7.9\% | 2 | 100.0\% | 4 | -25.0\% | 20 | -12.5\% | 91 | -4.1\% | 117 | -5.5\% | -7.9\% |


| Travel And Other Endemic Vaccines | 257 | 10.5\% | 12.7\% | 67 | 13.6\% | 74 | 12.9\% | 30 | 7.1\% | 86 | 7.6\% | 257 | 10.5\% | 12.7\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Vaccines | 1,894 | 22.5\% | 24.4\% | 307 | 12.9\% | 609 | 8.8\% | 186 | 13.9\% | 792 | 42.2\% | 1,894 | 22.5\% | 24.4\% |
| Total Company | 17,019 | 4.1\% | 5.9\% | 4,351 | -8.4\% | 5,401 | 7.8\% | 1,813 | 6.3\% | 5,454 | 11.8\% | 17,019 | 4.1\% | 5.9\% |

Appendix 2: Business net income statement

| Second Quarter 2019 | Pharmac | uticals |  | Consume | Healthc |  | Vaccines |  |  | Other |  |  | Total Gro |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| € million | Q2 2019 | Q2 2018 | Change | Q2 2019 | Q2 2018 | Change | Q2 2019 | Q2 2018 | Change | $\begin{aligned} & \text { Q2 } \\ & 2019 \end{aligned}$ | $\begin{aligned} & \text { Q2 } \\ & 2018 \end{aligned}$ | Change | Q2 2019 | Q2 2018 | Change |
| Net sales | 6,464 | 6,250 | 3.4\% | 1,143 | 1,115 | 2.5\% | 1,021 | 811 | 25.9\% | - | - |  | 8,628 | 8,176 | 5.5\% |
| Other revenues | 49 | 76 | (35.5)\% | 1 | - |  | 302 | 229 | 31.9\% | - | - |  | 352 | 305 | 15.4\% |
| Cost of Sales | $(1,661)$ | $(1,643)$ | 1.1\% | (377) | (364) | 3.6\% | (687) | (593) | 15.9\% | (44) | (51) | (13.7)\% | $(2,769)$ | $(2,651)$ | 4.5\% |
| As \% of net sales | (25.7)\% | (26.3)\% |  | (33.0)\% | (32.6)\% |  | (67.3)\% | (73.1)\% |  |  |  |  | (32.1)\% | (32.4)\% |  |
| Gross Profit | 4,852 | 4,683 | 3.6\% | 767 | 751 | 2.1\% | 636 | 447 | 42.3\% | (44) | (51) |  | 6,211 | 5,830 | 6.5\% |
| As \% of net sales | 75.1\% | 74.9\% |  | 67.1\% | 67.4\% |  | 62.3\% | 55.1\% |  |  |  |  | 72.0\% | 71.3\% |  |
| Research and development expenses | $(1,233)$ | $(1,135)$ | 8.6\% | (35) | (30) | 16.7\% | (169) | (142) | 19.0\% | (151) | (168) | (10.1)\% | $(1,588)$ | $(1,475)$ | 7.7\% |
| As \% of net sales | (19.1)\% | (18.2)\% |  | (3.1)\% | (2.7)\% |  | (16.6)\% | (17.5)\% |  |  |  |  | (18.4)\% | (18.0)\% |  |
| Selling and general expenses | $(1,379)$ | $(1,394)$ | (1.1)\% | (383) | (399) | (4.0)\% | (185) | (173) | 6.9\% | (515) | (533) | (3.4)\% | $(2,462)$ | $(2,499)$ | (1.5)\% |
| As \% of net sales | (21.3)\% | (22.3)\% |  | (33.5)\% | (35.8)\% |  | (18.1)\% | (21.3)\% |  |  |  |  | (28.5)\% | (30.6)\% |  |
| Other current operating income/expenses | (147) | 139 |  | 94 | 77 |  | (6) | (2) |  | (32) | (25) |  | (91) | 189 |  |
| Share of profit/loss of associates* and joint ventures | 98 | 75 |  | - | - |  | - | - |  | - | - |  | 98 | 75 |  |
| Net income attributable to non controlling interests | (3) | (26) |  | (2) | (2) |  | - | - |  | - | - |  | (5) | (28) |  |
| Business operating | 2,188 | 2,342 | (6.6)\% | 441 | 397 | 11.1\% | 276 | 130 | 112.3\% | (742) | (777) | (4.5)\% | 2,163 | 2,092 | 3.4\% |

income
As \% of net sales $33.8 \% \quad 37.5 \% \quad 38.6 \% \quad 35.6 \% \quad 25.0 \% \quad 16.0 \%$

| Financial income and expenses | (85) | (107) |  |
| :--- | :--- | :--- | :--- |
| Income tax expenses | $(437)$ | $(427)$ |  |
| Tax rate** | $22.0 \%$ | $22.0 \%$ |  |
| Business net income | 1,641 | 1,558 | $5.3 \%$ |
| As \% of net sales | $19.0 \%$ | $19.1 \%$ |  |
|  |  |  |  |
| Business earnings / share (in euros)*** | 1.31 | $\mathbf{1 . 2 5}$ | $4.8 \%$ |

*** Net of tax.
*** Determined on the basis of Business income before tax, associates, and non-controlling interests.
*** Based on an average number of shares outstanding of 1,248.5 million in the second quarter of 2019 and 1,247.4 million in the second quarter of 2018 .
(1) Other includes the cost of Global Support Functions (Medical Affairs, External Affairs, Finance, Human Resources, Information Solution \& Technologies, Sanofi Business Services, etc...).

| Half year 2019 | Pharmaceuticals |  |  | Consumer Healthcare |  |  | Vaccines |  |  | Others ${ }^{(1)}$ |  |  | Total Group |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| € million | H1 2019 | H1 2018 | Change | H1 2019 | H1 2018 | Change | H1 2019 | H1 2018 | Change | H1 2019 | H1 2018 | Change | H1 2019 | H1 2018 | Change |
| Net sales | 12,726 | 12,199 | 4.3\% | 2,399 | 2,353 | 2.0\% | 1,894 | 1,522 | 24.4\% |  | - |  | 17,019 | 16,074 | 5.9\% |
| Other revenues | 129 | 134 | (3.7)\% | 1 | - |  | 544 | 399 | 36.3\% |  | - |  | 674 | 533 | 26.5\% |
| Cost of Sales | $(3,242)$ | $(3,230)$ | 0.4\% | (773) | (763) | 1.3\% | $(1,259)$ | $(1,068)$ | 17.9\% | (111) | (105) | 5.7\% | $(5,385)$ | $(5,166)$ | 4.2\% |
| As \% of net sales | (25.5)\% | (26.5)\% |  | (32.2)\% | (32.4)\% |  | (66.5)\% | (70.2)\% |  |  |  |  | (31.6)\% | (32.1)\% |  |
| Gross Profit | 9,613 | 9,103 | 5.6\% | 1,627 | 1,590 | 2.3\% | 1,179 | 853 | 38.2\% | (111) | (105) |  | 12,308 | 11,441 | 7.6\% |
| As \% of net sales | 75.5\% | 74.6\% |  | 67.8\% | 67.6\% |  | 62.2\% | 56.0\% |  |  |  |  | 72.3\% | 71.2\% |  |
| Research and development expenses | $(2,306)$ | $(2,113)$ | 9.1\% | (70) | (58) | 20.7\% | (302) | (268) | 12.7\% | (295) | (316) | (6.6)\% | $(2,973)$ | $(2,755)$ | 7.9\% |
| As \% of net sales | (18.1)\% | (17.3)\% |  | (2.9)\% | (2.5)\% |  | (15.9)\% | (17.6)\% |  |  |  |  | (17.5)\% | (17.1)\% |  |
| Selling and general expenses | $(2,654)$ | $(2,648)$ | 0.2\% | (777) | (788) | (1.4)\% | (358) | (326) | 9.8\% | $(1,053)$ | $(1,047)$ | 0.6\% | $(4,842)$ | $(4,809)$ | 0.7\% |
| As \% of net sales | (20.9)\% | (21.7)\% |  | (32.4)\% | (33.5)\% |  | (18.9)\% | (21.4)\% |  |  |  |  | (28.5)\% | (29.9)\% |  |
| Other current operating | (234) | 132 |  | 105 | 82 |  | (6) | - |  | (58) | (56) |  | (193) | 158 |  |

income/expenses

| Share of profit/loss of associates* and jointventures | 169 | 150 |  | - | - |  | - | (1) |  | - | - |  | 169 | 149 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income attributable to non controlling interests | (9) | (52) |  | (6) | (6) |  | - | - |  | - | - |  | (15) | (58) |  |
| Business operating income | 4,579 | 4,572 | 0.2\% | 879 | 820 | 7.2\% | 513 | 258 | 98.8\% | $(1,517)$ | $(1,524)$ | (0.5)\% | 4,454 | 4,126 | 7.9\% |
| As \% of net sales | 36.0\% | 37.5\% |  | 36.6\% | 34.8\% |  | 27.1\% | 17.0\% |  |  |  |  | 26.2\% | 25.7\% |  |
|  |  |  |  |  |  |  | Financial income and expenses |  |  |  |  |  | (130) | (105) |  |
|  |  |  |  |  |  |  | Income tax expenses |  |  |  |  |  | (918) | (865) |  |
|  |  |  |  |  |  |  | Tax rate** |  |  |  |  |  | 22.0\% | 22.0\% |  |
|  |  |  |  |  |  |  | Business net income |  |  |  |  |  | 3,406 | 3,156 | 7.9\% |
|  |  |  |  |  |  |  | As \% of net sales |  |  |  |  |  | 20.0\% | 19.6\% |  |
|  |  |  |  |  |  |  | Busine | earning | share ( | euros)* |  |  | 2.73 | 2.53 | 7.9\% |

*** Net of tax.
*** Determined on the basis of Business income before tax, associates, and non-controlling interests.
*** Based on an average number of shares outstanding of 1,247.2 million in the first half 2019 and 1,247.8 million in the first half 2018.

1. Other includes the cost of Global Support Functions (Medical Affairs, External Affairs, Finance, Human Resources, Information Solution \& Technologies, Sanofi Business Services, etc...).

## Appendix 3: Consolidated income statements

| € million | Q2 2019 | Q2 2018 | H1 2019 | H1 2018 |
| :--- | :--- | :--- | :--- | :--- |
| Net sales | $\mathbf{8 , 6 2 8}$ | $\mathbf{8 , 1 7 6}$ | $\mathbf{1 7 , 0 1 9}$ | $\mathbf{1 6 , 0 7 4}$ |
| $\quad$ Other revenues | 352 | 305 | 674 | 533 |
| Cost of sales | $(2,767)$ | $(2,720)$ | $(5,385)$ | $(5,265)$ |
| Gross profit | $\mathbf{6 , 2 1 3}$ | $\mathbf{5 , 7 6 1}$ | $\mathbf{1 2 , 3 0 8}$ | $\mathbf{1 1 , 3 4 2}$ |


| Research and development expenses | $(1,587)$ | $(1,475)$ | $(2,972)$ | $(2,755)$ |
| :---: | :---: | :---: | :---: | :---: |
| Selling and general expenses | $(2,459)$ | $(2,507)$ | $(4,835)$ | $(4,819)$ |
| Other operating income | 209 | 298 | 273 | 323 |
| Other operating expenses | (300) | (109) | (466) | (165) |
| Amortization of intangible assets | (559) | (541) | $(1,116)$ | (999) |
| Impairment of intangible assets | $(1,835)$ | (98) | $(1,840)$ | (101) |
| Fair value remeasurement of contingent consideration | 130 | 66 | 190 | 10 |
| Restructuring costs and similar items | (426) | (416) | (747) | (607) |
| Other gains and losses, and litigation ${ }^{(1)}$ | 317 | (18) | 317 | (67) |
| Operating income | (297) | 961 | 1,112 | 2,162 |
| Financial expenses | (138) | (107) | (244) | (202) |
| Financial income | 42 | - | 94 | 97 |
| Income before tax and associates and joint ventures | (393) | 854 | 962 | 2,057 |
| Income tax expense | 242 | (110) | (13) | (297) |
| Share of profit/(loss) of associates and joint ventures | 69 | 45 | 116 | 75 |
| Net income excluding the exchanged/held-for-exchange Animal Health business | (82) | 789 | 1,065 | 1,835 |
| Net income/(loss) of the exchanged/held-for-exchange Animal Health business | - | 1 | - | - |
| Net income | (82) | 790 | 1,065 | 1,835 |
| Net income attributable to non-controlling interests | 5 | 28 | 15 | 57 |
| Net income attributable to equity holders of Sanofi | (87) | 762 | 1,050 | 1,778 |
| Average number of shares outstanding (million) | 1,248.5 | 1,247.4 | 1,247.2 | 1,247.8 |
| Earnings per share excluding the exchanged/held-for-exchange Animal Health business (in euros) | (0.07) | 0.61 | 0.84 | 1.42 |
| IFRS Earnings per share (in euros) | (0.07) | 0.61 | 0.84 | 1.42 |

1. In 2019, net gain of $€ 317$ million mainly related to litigation. In 2018, separation costs for the European Generics business divestiture.

## Appendix 4: Reconciliation of Net income attributable to equity holders of Sanofi to Business net income

| € million | Q2 2019 | Q2 2018 | Change |
| :--- | :--- | :--- | :--- |
| Net income attributable to equity holders of Sanofi | (87) | $\mathbf{7 6 2}$ | (111.4)\% |
| Amortization of intangible assets ${ }^{(1)}$ | 559 | 541 |  |
| Impairment of intangible assets ${ }^{(2)}$ | 1,835 | 98 |  |


| Fair value remeasurement of contingent consideration | (130) | (66) |
| :--- | :--- | :--- |
| Expenses arising from the impact of acquisitions on inventories | - | 69 |
| Other expenses related to business combinations | - | 8 |
| Restructuring costs and similar items | 426 | 416 |
| Other gains and losses, and litigation ${ }^{(3)}$ | $(317)$ | 18 |
| Effects of IFRS 16 on Lease contracts ${ }^{(4)}$ | 5 | $(290)$ |
| Tax effect of the items listed above : | $(678)$ | $(153)$ |
| Amortization and impairment of intangible assets | $(573)$ | 17 |
| Fair value remeasurement of contingent consideration | 28 | $(17)$ |
| Expenses arising from the impact of acquisitions on inventories | - | 1 |
| Other expenses related to business combinations | - | $(131)$ |
| Restructuring costs and similar items | $(31)$ | $(7)$ |
| Other tax effects | - | $(27)$ |
| Other tax items ${ }^{(5)}$ | $\mathbf{2 8}$ | 30 |
| Restructuring costs of associates and joint ventures, and expenses arising from the impact of | - | $(1)$ |
| acquisitions on associates and joint ventures | $\mathbf{1 , 6 4 1}$ | $\mathbf{1 , 5 5 8}$ |
| Animal Health items | $\mathbf{1 0 . 0 7 )}$ | $\mathbf{0 . 6 1}$ |

1. Of which related to amortization expense generated by the remeasurement of intangible assets as part of business combinations: $€ 533$ million in the second quarter of 2019 and $€ 509$ million in the second quarter of 2018.
2. In 2019, of which Eloctate impairment.
3. In 2019, net gain of $€ 317$ million mainly related to litigation. In 2018 , separation costs for the European Generics business divestiture.
4. Impact of new lease standard IFRS 16, is effective January 1, 2019 using the modified retrospective transition method (no restatement of prior periods), since Business.
5. In 2018, mainly due to US tax reform.
6. Based on an average number of shares outstanding of $1,248.5$ million in the second quarter of 2019 and $1,247.4$ million in the second quarter of 2018 .

| € million | H1 2019 | H1 2018 | Change |
| :--- | :--- | :--- | :--- |
| Net income attributable to equity holders of Sanofi | $\mathbf{1 , 0 5 0}$ | $\mathbf{1 , 7 7 8}$ |  |
| Amortization of intangible assets ${ }^{(1)}$ | 1,116 | 999 |  |
| ${\text { Impairment of intangible assets }{ }^{(2)}}^{1,840}$ | 101 |  |  |


| Fair value remeasurement of contingent consideration | (190) | (10) |
| :---: | :---: | :---: |
| Expenses arising from the impact of acquisitions on inventories | 3 | 99 |
| Other expenses related to business combinations | - | 10 |
| Restructuring costs and similar items | 747 | 607 |
| Other gains and losses, and litigation ${ }^{(3)}$ | (317) | 67 |
| Effects of IFRS 16 on Lease contracts ${ }^{(4)}$ | 9 | - |
| Tax effect of the items listed above: | (905) | (475) |
| Amortization and impairment of intangible assets | (711) | (275) |
| Fair value remeasurement of contingent consideration | 24 | 11 |
| Expenses arising from the impact of acquisitions on inventories | - | (23) |
| Restructuring costs and similar items | (197) | (183) |
| Other tax effects | (21) | (5) |
| Other tax items ${ }^{(5)}$ | - | (93) |
| Share of items listed above attributable to non-controlling interests | - | (1) |
| Restructuring costs of associates and joint ventures, and expenses arising from the impact of acquisitions on associates and joint ventures | 53 | 74 |
| Business net income | 3,406 | 3,156 |
| IFRS earnings per share ${ }^{(6)}$ (in euros) | 0.84 | 1.42 |

1. Of which related to amortization expense generated by the remeasurement of intangible assets as part of business combinations: $€ 1,060$ million in the first half 2019 and $€ 934$ million in the first half 2018.
2. In 2019, of which Eloctate impairment.
3. In 2019, net gain of $€ 317$ million mainly related to litigation. In 2018 , separation costs for the European Generics business divestiture.
4. Impact of new lease standard IFRS 16, is effective January 1, 2019 using the modified retrospective transition method (no restatement of prior periods), since Business Net Income remains reported as previously under IAS 17 and related interpretations for comparison purposes.
5. In 2018, mainly due to US tax reform
6. Based on an average number of shares outstanding of 1,247.2 million in the first half 2019 and 1,247.8 million in the first half 2018.

## Appendix 5: Change in net debt

| € million | H1 2019 | H1 2018 |
| :--- | :--- | :--- |
| Business net income | 3,406 | 3,156 |


| Depreciation, amortization and impairment of property, plant and equipment and software | 647 | 591 |
| :---: | :---: | :---: |
| Gains and losses on disposals of non-current assets, net of tax | (63) | (216) |
| Other non cash items | 377 | 151 |
| Operating cash flow before changes in working capital ${ }^{(1)}$ | 4,367 | 3,682 |
| Changes in working capital ${ }^{(1)}$ | (833) | $(1,139)$ |
| Acquisitions of property, plant and equipment and software | (684) | (689) |
| Free cash flow ${ }^{(1)}$ | 2,850 | 1,854 |
| Acquisitions of intangible assets excluding software | (115) | (77) |
| Acquisitions of investments in consolidated undertakings including assumed debt | (122) | $(12,872)$ |
| Restructuring costs and similar items paid | (705) | (414) |
| Proceeds from disposals of property, plant and equipment, intangible assets and other non-current assets net of tax | 868 | 489 |
| Issuance of Sanofi shares | 58 | 19 |
| Dividends paid to shareholders of Sanofi | $(3,834)$ | $(3,773)$ |
| Acquisition of treasury shares | (9) | (730) |
| Transactions with non-controlling interests including dividends | (9) | (18) |
| Foreign exchange impact | (60) | (210) |
| Net cash-flow from the swap between BI-CHC and Sanofi Animal Health business | - | 5 |
| Other items | 1 | (322) |
| Change in net debt | $(1,077)$ | $(16,049)$ |

(1) Excluding restructuring costs and similar items.

Appendix 6: Simplified consolidated balance sheet

| ASSETS | June 30, | Dec 31, | LIABILITIES \& EQUITY | June 30, | Dec 31, |
| :--- | :--- | :--- | :--- | :--- | :--- |
| € million | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | € million | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ |
|  |  |  | Equity attributable to equity holders of Sanofi | 56,353 | 58,876 |
|  |  |  | Equity attributable to non-controlling interests | 165 | 159 |
|  |  | Total equity | $\mathbf{5 6 , 5 1 8}$ | $\mathbf{5 9 , 0 3 5}$ |  |


| Property, plant and equipment - Owned assets |  |  | Long-term debt | 21,087 | 22,007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9,606 | 9,651 | Long-term lease liability | 958 | - |
| Right of use | 1,105 | - | Non-current liabilities related to business combinations and to non-controlling interests | 739 | 963 |
| Intangible assets (including goodwill) | 63,516 | 66,124 | Provisions and other non-current liabilities | 9,099 | 8,613 |
| Non-current financial assets \& investments in associates and deferred tax assets | 10,934 | 10,986 | Deferred tax liabilities | 2,938 | 3,414 |
| Non-current assets | 85,161 | 86,761 | Non-current liabilities | 34,821 | 34,997 |
|  |  |  | Accounts payable \& Other current liabilities | 14,282 | 14,402 |
|  |  |  | Current liabilities related to business combinations and to non-controlling interests | 273 | 341 |
| Inventories, accounts receivable and other current assets | 18,572 | 17,654 | Short-term lease liability | 240 | - |
| Cash and cash equivalents | 6,742 | 6,925 | Short-term debt and current portion of long-term debt | 4,411 | 2,633 |
| Current assets | 25,314 | 24,579 | Current liabilities | 19,206 | 17,376 |
| Assets held for sale or exchange | 70 | 68 | Liabilities related to assets held for sale or exchange | - | - |
| Total ASSETS | 110,545 | 111,408 | Total LIABILITIES \& EQUITY | 110,545 | 111,408 |

## Appendix 7 : currency sensitivity

2019 Business EPS currency sensitivity

| Currency | Variation | Business EPS Sensitivity |
| :--- | :--- | :--- |
| U.S. Dollar | +0.05 USD/EUR | -EUR 0.10 |
| Japanese Yen | +5 JPY/EUR | - EUR 0.02 |
| Chinese Yuan | +0.2 CNY/EUR | -EUR 0.02 |
| Brazilian Real | +0.4 BRL/EUR | - EUR 0.01 |
| Russian Ruble | +10 RUB/EUR | -EUR 0.03 |

## Currency exposure on Q2 2019 sales

| Currency |  | Q2 2019 |  |
| :---: | :---: | :---: | :---: |
| US \$ |  | 34.2\% |  |
| Euro € |  | 22.5\% |  |
| Chinese Yuan |  | 8.2\% |  |
| Japanese Yen |  | 5.2\% |  |
| Brazilian Real |  | 2.6\% |  |
| Russian Ruble |  | 1.9\% |  |
| Australian \$ |  | 1.7\% |  |
| Mexican Peso |  | 1.6\% |  |
| British Pound |  | 1.5\% |  |
| Canadian \$ |  | 1.5\% |  |
| Others |  | 19.1\% |  |
| Currency average rates |  |  |  |
|  | Q2 2018 | Q2 2019 | Change |
| €/\$ | 1.19 | 1.12 | -5.7\% |
| €/Yen | 130.15 | 123.48 | -5.1\% |
| €/Yuan | 7.60 | 7.68 | +1.1\% |
| $€ /$ Real | 4.30 | 4.40 | +2.5\% |
| €/Ruble | 74.02 | 72.56 | -2.0\% |

## Appendix 8: R\&D Pipeline

| Immuno-inflammation | Rare Blood Disorders | Cardiovascular \& metabolism |
| :--- | :--- | :--- |
| Oncology | MS \& Neuro | Vaccines |
| Rare Diseases | Diabetes |  |

## New Molecular Entities ${ }^{* *}$ )

| Phase 1 <br> (Total : 19) |  | Phase 2 <br> (Total: 7) |  | Phase 3 <br> (Total : 6) | Registration <br> (Total : 2) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| SAR441344 ${ }^{(* *)(1)}$ <br> Anti-CD40L mAb <br> Multiple Sclerosis | BIVV001 ${ }^{(* *)(5)}$ <br> rFVIIIFc - vWF - XTEN ${ }^{(6)}$ <br> Hemophilia A | SAR440340 ${ }^{(* *)(12)}$ <br> Anti-IL33 mAb <br> Atopic Dermatitis | SAR422459 ${ }^{(* *)(14)}$ <br> ABCA4 gene therapy <br> Stargardt Disease | avalglucosidase alfa Neo GAA Pompe Disease | isatuximab <br> Anti-CD38 mAb <br> 3L RRMM (ICARIA) <br> (U.S.,EU) |
| SAR408701 <br> Maytansin-loaded antiCEACAM5 mAb, Solid Tumors | ST400 ${ }^{(* *)(7)}$ <br> Ex Vivo ZFN Gene-Edited Cell Therapy, Beta thalassemia | SAR156597 <br> IL4/IL13 bispecific mAb Systemic Scleroderma | SAR442168 ${ }^{(* *)(15)}$ <br> BTK inhibitor <br> Multiple Sclerosis | venglustat <br> Oral GCS inhibitor ADPKD ${ }^{(16)}$ | SAR341402 (insulin aspart) <br> Rapid acting insulin Type 1/2 Diabetes (EU) |
| SAR439459 <br> anti-TGFb mAb <br> Advanced Solid Tumors | BIVV003 ${ }^{(* *)(7)}$ <br> Ex Vivo ZFN Gene-Edited Cell Therapy, Sickle Cell Disease | R olipudase alfa rhASM AS Deficiency ${ }^{(13)}$ | HIV <br> Viral vector prime \& rgp120 boost vaccine | fitusiran <br> RNAi targeting antithrombin Hemophilia A and B |  |
| O REGN5458 ${ }^{(* *)(2)}$ <br> Anti-BCMA-CD3 <br> bispecific mAb <br> Relapsing Refractory <br> MM | SAR443060 ${ }^{(* *)(8)}$ <br> RIPK1 inhibitor ${ }^{(9)}$ <br> Amyotrophic Lateral Sclerosis | SAR339375 <br> miRNA-21 <br> Alport Syndrome |  | sutimlimab <br> Anti Complement C1s <br> mAb <br> Cold Agglutinin Disease |  |
| 0 REGN4018 ${ }^{(* *)(2)}$ <br> Anti-MUC16-CD3 <br> bispecific mAb <br> Ovarian Cancer | Next Gen PCV ${ }^{* * *(10)}$ <br> Pneumococcal Conjugate Vaccines |  |  | efpeglenatide ${ }^{(* *)(17)}$ <br> Long-acting GLP-1 <br> agonist <br> Type 2 Diabetes |  |
| SAR439859 <br> SERD <br> Metastatic Breast Cancer | Herpes Simplex Virus <br> Type 2 <br> HSV-2 therapeutic vaccine |  |  | nirsevimab ${ }^{(* *)(18)}$ <br> Respiratory syncytial <br> virus <br> Monoclonal Antibody |  |
| SAR442720 ${ }^{(* *)(3)}$ <br> SHP2 inhibitor <br> Solid Tumors | Respiratory syncytial virus <br> Infants 4-month and older Vaccines |  |  |  |  |
| SAR440234 <br> T cell engaging multi spe mAb | SAR441169 ${ }^{(* *)(11)}$ RORC (ROR gamma T) antagonist, Psoriasis |  |  |  |  |

Leukemia

|  | SAR441255 |
| :--- | :--- |
| SAR441000 |  |
| Cytokine mRNA | Trigonal |
| Solid tumors | GLP1R/GIPR/GCGR |
|  | agonist, Obesity / T2 |
|  | Diabetes |

## SAR441236

Tri-specific neutralizing
mAb
HIV

1. Developed in collaboration with Immunext
2. Regeneron product for which Sanofi has opt-in rights
3. Developed in collaboration with REVOLUTION Medicines
4. Developed in collaboration with BioNtech
5. Sanofi product for which Sobi has opt-in rights in SOBI territories
6. Recombinant Cogulation Factor VIII Fc - von Willebrand Factor - XTEN Fusion protein
7. Developed in collaboration with Sangamo
8. Developed in collaboration with Denali
9. Receptor-interacting serine/threonine-protein kinase 1
10. Developed in collaboration with SK
11. Developed in collaboration with Lead Pharma
12. Developed in collaboration with Regeneron
13. Acid Sphingomyelinase Deficiency also known as Niemann Pick type B
14. Identification of out-licensing partner ongoing
15. Developed in collaboration with Principia
16. Autosomal Dominant Polycystic Kidney Disease
17. Developed in collaboration with Hanmi
18. Developed in collaboration with AstraZeneca
$\mathbf{O}$ : Opt-in rights products for which rights have not been exercised yet
R: Registrational Study (other than Phase 3)
(*) Phase of projects determined by clinicaltrials.gov disclosure timing
${ }^{(* *)}$ Partnered and/or in collaboration - Sanofi may have limited or shared rights on some of these products

## Additional Indications ${ }^{(*)}$

| Phase 1 <br> (Total : 5) | Phase 2 <br> (Total : 17) |  | Phase 3 <br> (Total : 23) |  | Registration <br> (Total : 4) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| SAR439459 + cemiplimab ${ }^{(* *)(1)}$ | dupilumab ${ }^{(* *)(1)}$ | isatuximab + cemiplimab ${ }^{(* *)(1)}$ | Dupixent ${ }^{\circ}{ }^{(* *)(1)}$ | isatuximab | Dupixent ${ }^{\circ{ }^{(* *)(1)}}$ |
| Anti-TGFb mAb + PD-1 inh | Anti-IL4R $\alpha$ mAb | Anti-CD38 mAb + PD-1 inh | Anti-IL4R $\alpha$ mAb | Anti-CD38 mAb | dupilumab |
| mAb <br> Advanced Solid Tumors | Grass Immunotherapy | mAb | Asthma 6-11 years old | Newly Diag. MM $\mathrm{Te}^{(9)}$ (GMMG) | AD 12-17 years old (EU) |
| 0 cemiplimab ${ }^{(* *)(1)}+$ REGN4018 ${ }^{(2)\left({ }^{* *}\right)}$ PD-1 inh | R sarilumab ${ }^{(* *)(1)}$ | isatuximab + <br> cemiplimab ${ }^{(* *)(1)}$ | dupilumab ${ }^{(* *)(1)}$ | isatuximab | dupilumab ${ }^{(* *)(1)}$ |
| mAb + Anti-MUC16-CD3 | Anti-IL6R mAb | Anti-CD38 mAb + PD-1 inh | Anti-IL4R $\alpha$ mAb | Anti-CD38 mAb | Anti-IL4R $\alpha$ mAb |
| bispe mAb-Ovarian | Polyarticular JIA ${ }^{(6)}$ | mAb | Eosinophilic Esophagitis | 1-3L RRMM (IKEMA) | CRSwNP ${ }^{(10)}$ (EU) |
| Cancer |  | Advanced Malignancies |  |  |  |
| SAR439859 + palbociclib ${ }^{(3)}$ | sarilumab ${ }^{(* *)(1)}$ | isatuximab + cemiplimab ${ }^{(* *)(1)}$ | Dupixent ${ }^{\left({ }^{(* *)(1)}\right.}$ | Aubagio ${ }^{\circ}$ | Fluzone ${ }^{\circ}$ QIV HD |
| SERD + CDK4/6 inh | Anti-IL6R mAb | Anti-CD38 mAb + PD-1 inh | dupilumab | teriflunomide | Quadrivalent inactivated |
| Metastatic Breast Cancer | Systemic Juvenile Arthritis | mAb <br> Lymphoma | AD 6-11 years old | RMS - Pediatric | dose |
| sutimlimab |  | isatuximab + |  |  | MenQuadfi ${ }^{\text {TM }}$ |
| Anti Complement C1s mab | SAR440340 ${ }^{(1)}$ <br> Anti-ll 33 mAb | atezolizumab ${ }^{(7)}$ | Dupixent | Lemtrada | Adv. Gen. Meningococcal ACYW |
| ImmuneThrombocytopenic Purpura | COPD | inh mAb <br> mCRC | AD 6 months - 5 years old | RRMS - Pediatric | conjugate vaccine, $2 \mathrm{y}+$ <br> (U.S.) |
| SAR443060 ${ }^{(4)}$ | dupilumab ${ }^{(* *)(1)}$ | isatuximab + atezolizumab ${ }^{(7)}$ | sarilumab ${ }^{(* *)(1)}$ | Cerdelga ${ }^{\circ}$ <br> eliglustat |  |
| RIPK1 inhibitor ${ }^{(5)}$ | Anti-IL4R $\alpha$ mAb | Anti-CD38 mAb + PD-L1 | Anti-IL6R mAb |  |  |
| Multiple sclerosis | Peanut Allergy - Pediatric | inh mAb Solid Tumors | Giant Cell Arteritis | Gaucher T1, ERT switch Pediatric |  |
|  | SAR440340 ${ }^{(* *)(1)}$ | venglustat | sarilumab ${ }^{(* *)(1)}$ | Praluent ${ }^{\bullet}{ }^{(* *)(1)}$ |  |
|  | Anti-IL33 mAb | Oral GCS inhibitor | Anti-IL6R mAb | alirocumab |  |
|  | Asthma | Fabry Disease | Polymyalgia Rheumatica | LDL-C reduction - Pediatric |  |
|  | R |  |  | MenQuadfi ${ }^{\text {TM }}$ |  |
|  | cemiplimab ${ }^{(* *)(1)}$ | venglustat | dupilumab ${ }^{(* *)(1)}$ | Adv. Gen. Meningococcal |  |
|  | PD-1 inhibitor mAb 2L | Oral GCS inhibitor | Anti-IL4Ra mAb | ACYW |  |
|  | Basal Cell Carcinoma | Gaucher Type 3 | COPD | conjugate vaccine, EU 1y+, US/EU 6w+ |  |



1. Developed in collaboration with Regeneron
2. Regeneron product for which Sanofi has opt-in rights

Pfizer product (palbociclib)
Developed in collaboration with Denali
Receptor-interacting serine/threonine-protein kinase 1
6. JIA: Juvenile Idiopathic Arthritis
7. Studies in collaboration with Roche (atezolizumab)
8. Transplant ineligible
9. Transplant eligible
10. Chronic rhinosinusitis with nasal polyps
(*) Phase of projects determined by clinicaltrials.gov disclosure timing
${ }^{* *}$ ) Partnered and/or in collaboration - Sanofi may have limited or shared rights on some of these products

O: Opt-in rights products for which rights have not been exercised yet
R: Registrational Study (other than Phase 3)
Expected Submission Timeline ${ }^{(1)}$


2L BCC
1L NSCLC
Gaucher Type 3 Arthritis
Ped

| sarilumab ${ }^{(* *)(3)}$ <br> Anti-IL6R mAb <br> Polyarticular JIA | SP0173 <br> Tdap booster US | Cerdelga ${ }^{\circ}$ <br> Eliglustat, <br> Gaucher T1, ERT <br> switch, Ped | Pediatric pentavalent vaccine DTP-Polio-Hib (Japan) | VerorabVax ${ }^{\circledR}$ (VRVg) <br> Purified vero rabies vaccine |
| :---: | :---: | :---: | :---: | :---: |
| Polyarticular JIA |  | Praluent ${ }^{\circ}{ }^{(* *)(3)}$ alirocumab LDL-C reduction Ped | MenQuadfi ${ }^{\text {TM }}$ <br> Adv. gen meningococcal U.S.\& EU 6w+ | dupilumab ${ }^{(* *)(3)}$ <br> Anti-IL4Ra mAb <br> Eosinophilic <br> Esophagitis |
|  |  |  | Lemtrada ${ }^{\circ}$ <br> alemtuzumab RRMS ped | dupilumab ${ }^{(* *)(3)}$ Anti-IL4Ra mAb COPD |
|  |  |  | isatuximab |  |
|  |  |  | Anti-CD38 mAb |  |
|  |  |  | 1-2L AML / ALL ped |  |

1. Excluding Phase 1
2. Projects within a specified year are not arranged by submission timing
3. Developed in collaboration with Regeneron
4. Acid Sphingomyelinase Deficiency
5. Developed in collaboration with Hanmi
6. Autosomal Dominant Polycystic Kidney Disease
7. Developed in collaboration with AstraZeneca
8. Gaucher related Parkinson's Disease
(**) Partnered and/or in collaboration - Sanofi may have limited or shared rights on some of these products

Pipeline Movements Since Q1 2019

| Registration | \|isatuximab <br> Anti-CD38 mAb <br> 3L RRMM (ICARIA) (U.S.,EU) <br> MenQuadfif ${ }^{\text {TM }}$ <br> Advanced generation meningococcal <br> ACYW conjugate vaccine $2 \mathrm{y}+$ (U.S.) | SAR341402, insulin aspart Rapid acting insulin Type 1/2 Diabetes (EU) | Zynquista ${ }^{\text {TM }}{ }^{(* *)(3)}$ (sotagliflozin) Oral SGLT-1\&2 inhibitor Type 1 Diabetes (U.S.) |
| :---: | :---: | :---: | :---: |
| Phase 3 | dupilumab ${ }^{(* *)(1)}$ <br> Anti-IL4R $\alpha$ mAb <br> COPD <br> nirsevimab ${ }^{(* *)(2)}$ <br> Respiratory syncytial virus Monoclonal Antibody <br> fitusiran <br> RNAi targeting anti-thrombin Hemophilia A and B pediatric | cemiplimab ${ }^{(* *)(1)}$ <br> PD-1 inhibitor mAb <br> adjuvant in CSCC <br> VerorabVax ${ }^{\circ}$ (VRVg) <br> Purified vero rabies vaccine | sotagliflozin ${ }^{(* *)(3)}$ <br> Oral SGLT-1\&2 inhibitor <br> Type 2 Diabetes <br> sotagliflozin ${ }^{\left({ }^{(*)} \mid(3)\right.}$ <br> Oral SGLT-1\&2 inhibitor <br> Worsening Heart Failure in Diabetes |
| Phase 2 |  |  |  |
| Phase 1 | SAR441236 <br> Tri-specific neutralizing mAb HIV | SAR441255 <br> Trigonal GLP1R/GIPR/GCGR agonist Obesity / Type 2 Diabetes |  |

1. Developed in collaboration with Regeneron
2. Developed in collaboration with AstraZeneca
3. Developed in collaboration with Lexicon
(**) Partnered and/or in collaboration - Sanofi may have limited or shared rights on some of these products

## Appendix 9: Expected R\&D milestones

## Products

SAR439859 (SERD)
Dupixent ${ }^{\circ}{ }^{(* *)(1)}$
sutimlimab

| Expected milestones | Timing |
| :--- | :--- |
| Proof of concept study read-out in metastatic Breast Cancer | Q3 2019 |
| EU regulatory decision in Atopic Dermatitis in Adolescent patients | Q3 2019 |
| Proof of concept study read-out in refractory ITP ${ }^{(2)}$ | Q4 2019 |

Expected milestones
Q3 2019
Q3 2019
Q4 2019

| Fluzone ${ }^{\circ}$ QIV HD | U.S. regulatory decision for $\geq 65$-year old age group | Q4 2019 |
| :---: | :---: | :---: |
| sutimlimab | Pivotal trial read-out in Cold Agglutinin Disease | Q4 2019 |
| Dupixent ${ }^{* * * *)(1)}$ | Pivotal trial read-out in Atopic Dermatitis in 6-11 years | Q4 2019 |
| SAR440340 (anti-IL33 mAb) ${ }^{(*)(1)}$ | Proof of concept study read-out in Chronic Obstructive Pulmonary Disease | Q4 2019 |
| dupilumab ${ }^{(* *)(1)}$ | EU regulatory decision in Chronic Rhinosinusitis with Nasal Polyps | Q1 2020 |
| isatuximab | Pivotal trial read-out in 1-3L RRMM (IKEMA) | Q1 2020 |
| olipudase alfa | Pivotal trial read-out in Acid Sphingomyelinase Deficiency | Q1 2020 |
| isatuximab | U.S. regulatory decision in 3L Relapsed-Refractory Multiple Myeloma | Q2 2020 |
| isatuximab | EU regulatory decision in 3L Relapsed-Refractory Multiple Myeloma | Q2 2020 |
| MenQuadfirm | U.S. regulatory decision for $>2$ year old age group | Q2 2020 |
| Fluzone ${ }^{\text {Q }}$ IV HD | EU regulatory decision for $\geq 65$-years old age group | Q2 2020 |
| avalglucosidase alfa | Pivotal trial read-out in Pompe Disease | Q2 2020 |

1. Developed in collaboration with Regeneron
2. Immune Thrombocytopenic Purpura
${ }^{(* *)}$ Partnered and/or in collaboration - Sanofi may have limited or shared rights on some of these products

## Appendix 10: Definitions of non-GAAP financial indicators

## Company

"Company" corresponds to Sanofi and its subsidiaries

Company sales at constant exchange rates (CER)

When we refer to changes in our net sales "at constant exchange rates" (CER), this means that we exclude the effect of changes in exchange rates.

We eliminate the effect of exchange rates by recalculating net sales for the relevant period at the exchange rates used for the previous period.
Reconciliation of net sales to Company sales at constant exchange rates for the second quarter and first half 2019

| Net sales | $\mathbf{8 , 6 2 8}$ | $\mathbf{1 7 , 0 1 9}$ |
| :--- | :--- | :--- |
| Effect of exchange rates | 131 | 289 |
| Company sales at constant exchange rates | $\mathbf{8 , 4 9 7}$ | $\mathbf{1 6 , 7 3 0}$ |

Business net income

Sanofi publishes a key non-GAAP indicator.
Business net income is defined as net income attributable to equity holders of Sanofi excluding:

- amortization of intangible assets,
- impairment of intangible assets,
- fair value remeasurement of contingent consideration related to business combinations or to disposals,
- other impacts associated with acquisitions (including impacts of acquisitions on associates and joint ventures),
- restructuring costs and similar items ${ }^{(1)}$,
- other gains and losses (including gains and losses on disposals of non-current assets ${ }^{(1)}$ ),
- effects of IFRS16 on lease accounting,
- costs or provisions associated with litigation ${ }^{(1)}$,
- tax effects related to the items listed above as well as effects of major tax disputes,
- net income attributable to non-controlling interests related to the items listed above,

1. Reported in the line items Restructuring costs and similar items and Gains a losses on disposals, and litigation, which are defined in Notes B.19 and B.20. to our consolidated financial statements.

## Attachment

- Q22019Results

