

## GENERAL MEETING OF APRIL 28, 2020

### WRITTEN QUESTIONS

Written questions may be submitted to the Company, pursuant to the rules established by law, with respect to any General Meeting. In conformity with the legislation in force, an answer is deemed to have been given to a written question provided it has been displayed on the Company's website.

On April 22, 2020 the Board received two questions from Mrs. Sandrine CARISTAN, member of SUD CHIMIE:

#### 1<sup>st</sup> question:

*“In 2018, Sanofi abandoned its research into infectious diseases and gave it to EVOTEC along with its research unit located in Marcy and one hundred trained staff, its expertise and its portfolio of products.*

*Amongst other things this unit was working on virology.*

*Given the situation that we are currently living in and the absence of an effective cure for SARS-CoV-2, does Paul Hudson believe that it was the correct strategy for the Company to rid itself of its virology research unit? Do you believe that Sanofi has honored its responsibilities in terms of public healthcare by completely pulling out of this crucial area of research?*

*In regard to the future, we believe that it is both urgent and necessary to re-create an infectious diseases business. Certainly Sanofi has a great presence in the area of vaccines but prophylactic and curative treatments are also required to fight against a pandemic.*

*What are your intentions in this area? When, how and with what human and financial resources will you re-create sustainable and ambitious research into infectious diseases?”*

#### Response to the written question:

*“For numerous years, Sanofi Pasteur has been a key element in the Company's strategy in infectious diseases, with a strong focus on prevention. Since the commencement of the COVID-19 pandemic, Sanofi has mobilized its significant know-how in vaccine development – in particular its expertise in flu viruses, and its work on the virus responsible for severe acute respiratory syndrome (SARS) – to forge several collaborations that are studying various novel approaches to finding a sure and effective vaccine.*

*In addition, the Company's R&D portfolio includes **antivirals developed using biologic methods**, in particular a monoclonal antibody against human respiratory syncytial virus and a tri-specific monoclonal antibody against HIV.*

The Company is also maintaining its commitment to the **development of treatments for infectious diseases** where the focus should be on **antibacterial agents**. In 2018, Evotec AG and Sanofi decided to accelerate R&D in this area by creating a new open innovation platform under Evotec's management based near Lyon. To support the creation of this platform, Sanofi licensed most of its infectious disease research and early-stage development portfolio and transferred its infectious disease research unit to Evotec. Recourse to external innovation constitutes an efficient model which permits the conduct of preclinical research through to a stage where Sanofi can decide whether to exercise an option to take over development.

Sanofi's internal research portfolio currently includes five projects for antibacterial medicines or vaccines.

The organization of the Company's strategy around four global business units, supported by transversal research structures, permits coverage of the therapeutic and prophylactic treatments when / if they are necessary, in particular in the area of virology."

## **2<sup>nd</sup> question:**

"In February 2020 the Sanofi group announced that it envisaged divesting its manufacturing business for active pharmaceutical ingredients consisting of six European manufacturing plants and 3,100 employees who now find themselves at the mercy of some unknown foreign investor.

Sanofi claims, in a completely contradictory manner, that this project is aimed at ensuring "independence and security for the European healthcare sector in the face of the Coronavirus epidemic"<sup>1</sup>.

If the goal actually being pursued is to "ensure a greater stability in supplying drugs to millions of patients in Europe and beyond"<sup>2</sup>, why outsource this business?

Don't you think that in the current situation it is more crucial than ever to retain control over the manufacturing of key active pharmaceutical ingredients within the country in order to ensure the therapeutic independence that is currently so cruelly lacking?"

## **Response to the written question:**

"On February 24, 2020, Sanofi announced its ambition to create, within the next two years, a major leading European company dedicated to the production and marketing to third parties of active pharmaceutical ingredients.

This should not be viewed as outsourcing but as organizing the emergence of an independent entity that will be headquartered in France and that will control six of Sanofi's current European production plants. Sanofi will continue to hold a minority stake of approximately 30% in the new company and has committed to establishing a long-term relationship with the new entity as an important customer.

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<sup>1</sup> Interview conducted in French on Europe 1 on February 27, 2020

<sup>2</sup> Global Press Release of February 24, 2020 - quote from P. Luscan

*The aim is to capitalize on the expertise acquired over the course of many years to unlock the growth potential of these plants so as to permit them to expand their production of active pharmaceutical ingredients for customers around the world. The SARS-CoV-2 virus has emphasized the risk of an excessive dependence on third world countries, which could threaten the supply of medicines in the event of a crisis. The new entity is going to expand the capacity to obtain supplies in Europe.*

*Furthermore, Sanofi will retain 5 chemical plants dedicated to its own portfolio of products, and in particular the molecules identified as priorities within the framework of the Company's strategic roadmap."*

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