

Q3 2023 *Results* and Next Chapter of *Play to Win* Strategy



“Our strong performance since launching our Play to Win strategy, further exemplified by the progress of our growth drivers in Q3 and recent pipeline news flow, has given us an opportunity to take important steps for the future of our company.”

Paul Hudson

Chief Executive Officer, Sanofi

Q3 2023 company sales

€11,964m (+3.2% at constant exchange rates, -4.1% on a reported basis)

Q3 2023 business earnings per share

€2.55 (-2.1% at constant exchange rates, -11.5% on a reported basis)

Sales by global business unit



Specialty Care

€4,635m



Vaccines

€3,098m



General Medicines

€2,986m



Consumer Healthcare

€1,245m

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Sales by geography

US
€5,648m

Europe
€2,707m

Rest of the World
€3,609m

Sanofi enters next chapter of Play to Win strategy



Doubling down in science and innovation



Intention to separate Consumer Healthcare business

For further information on Q3 2023 results and definitions of financial indicators, please refer to the press release issued on October 27, 2023 at: www.sanofi.com/en/investors