Dedicated to preventing and treating diseases around the world.

Present in around 90 countries

Workforce: almost 100,000 employees

--- SANOFI PROFILE ---

Our 2020 performance

- €36.0bn
  - Vaccines +4.8%
  - Specialty Care +12.4%
  - €14.7bn
  - Generics / biosimilars +7.6%
  - Consumer Healthcare -1.3%

2020 Company sales

- €14.8bn
  - Vaccines +22.4%
  - Specialty Care +8.8%
  - €11.0bn
  - Sales Force -1.9%
  - €4.4bn
  - General Healthcare -7.6%
  - €6.0bn
  - Marketing & Support -8.2%

Why partner with SANOFI?

Sharing expertise can fast-track innovation.
We are a global life sciences company committed to pursuing pioneering, life-changing treatments that address unmet healthcare challenges. Innovative collaborations are one of the fulfilling ways we meet those goals and create value for all involved. We are prioritizing our research efforts on delivering first - and best-in-class medicines - those with the potential to change people’s lives.

Accelerate the development of your ideas and assets. Tap into our deep expertise in developing, registering and bringing products to market. Together, we have the ability to go further faster and touch more people with the most innovative initiatives.

“Our Mission: We aim to actively seek transformational ideas and be key contributors in bringing them to patients worldwide.

Our Objectives: To be a partner of choice and enable the acceleration of our Strategic roadmap.”

Alban de La Sablière
Head of Sanofi Partnering
Our areas of Business and Expertise

- Specialty Care
- Vaccines
- General Medicines
- Consumer Healthcare
- Digital
- Technology Platforms
- Out-licensing
- Key capabilities
Acquisition of Kymab Group Ltd., to add first-in-class OX40L antagonist antibody (KY1005) to strengthen Sanofi’s leadership position in type 2 immunology.

Building on the success of Dupixent® in Atopic Dermatitis and Asthma, we aspire to become a global leader in immunology. We aim to bring life-changing and life-saving therapies to patients suffering with debilitating immuno-dermatological, rheumatic, respiratory and gastrointestinal diseases. We undertake this endeavor with a combination of deep biological pathway expertise, a suite of technology platforms that enable modality agnostic drug discovery, a proven precision-medicine driven approach to clinical development and a robust commercial organization that ensures global reach of our life-saving medicines. We actively welcome partners with cutting-edge technologies and transformative assets in immuno-inflammation to join us in our quest to deliver transformative therapies to patients in need.

— SUCCESS STORIES —

### ImmuNext

Agreement focused on the development of a novel, investigational CD40L monoclonal antibody (NX-021) as a treatment for a range of autoimmune diseases, including lupus and multiple sclerosis.

### REGENERON

Global collaboration that produced multiple products including Dupixent, a novel biologic approved for atopic dermatitis and severe asthma, and in development for a range of additional potential indications.

### KYMAB

Acquisition of Kymab Group Ltd., to add first-in-class OX40L antagonist antibody (KY1005) to strengthen Sanofi’s leadership position in type 2 Immunology.

### KYMERA

Agreement focused on the development and commercialization of first-in-class protein degrader therapies targeting IRAK4 in patients with immune-inflammatory diseases.
Dermatological and Pulmonary Disorders
- Atopic Dermatitis
- Psoriasis
- Severe Asthma
- Chronic Rhinosinusitis
- Idiopathic Pulmonary Fibrosis
- Chronic Obstructive Pulmonary Disease (COPD)
- Scleroderma
- Hidradenitis Suppurativa

Rheumatological Disorders
- Rheumatoid Arthritis
- Psoriatic Arthritis
- Ankylosing Spondylitis
- Systemic Lupus Erythematosus
- Autoimmune Disease
- Sjögren’s Syndrome

Gastrointestinal Disorders
- Eosinophilic Esophagitis
- Inflammatory Bowel Disease (Crohn’s Disease, Ulcerative Colitis)

Technologies to Increase Mechanistic Understanding of Autoimmune and Inflammatory Diseases
Identification, characterization and validation of biomarkers for patient stratification and monitoring of clinical responses

Novel Approaches for Modulation of the Immune Response in Autoimmune and Inflammatory Diseases
- Normalization of aberrant immune responses in allergic disease, including “atopic march”
- Adaptive immunity, Th1, Th2, Th17 lymphocyte biology and cytokine signaling pathways
- Anti-fibrotic therapies
- Tregs and tolerance induction
- Immuno-metabolism
- Immune checkpoint receptors
- Innate immunity including danger signal sensing pathway macrophage and Innate Lymphoid Cell biology
- Novel approaches for Immunomodulation in T1D

Areas of Interest for Partnering
The Digital Partnering team supports efforts specific to our therapeutic area – see page 19 for more information about their areas of focus.
Off-the-shelf NK cell technology platform with broad application against liquid and solid tumors.

Nurix Therapeutics and Sanofi are collaborating to discover, develop and commercialize a pipeline of innovative targeted protein degradation drugs for patients with challenging diseases in multiple therapeutic areas.

While cancer is still a leading cause of death worldwide, we are fueled by the promise of a future where that is no longer the case. Our strong heritage in oncology research continues as we pursue curative approaches, with a focus on novel therapeutic solutions. To ensure we continue our accelerated pace, our focus remains fixed on innovative collaborations in the emerging fields of immuno-oncology and targeted therapies.

Oncology

— SUCCESS STORIES —

Nurix Therapeutics and Sanofi are collaborating to discover, develop and commercialize a pipeline of innovative targeted protein degradation drugs for patients with challenging diseases in multiple therapeutic areas.

Off-the-shelf NK cell technology platform with broad application against liquid and solid tumors.

Exclusive worldwide license agreement for the development and commercialization of a first-in-class LILRB1 blocking mAb (BND-22) to treat several tumor indications with high unmet need.
Oncology
Areas of Interest for Partnering

Overcoming Immunosuppression
• Modulation of immunosuppressive components in the tumor microenvironment
• Suppressive mechanisms within myeloid lineage cell types
• T cell invasion and expansion modalities outside “classical” immune checkpoints

Cancer Dependency Related Therapies
• Drugs or novel targets toward:
  – K-RAS directly or cancers where K-RAS is implicated
  – Oncogenic drivers and pathways currently lacking therapy
  – Co-dependency or synthetic lethality
• CRISPR/CAS9 based target identification platforms

Targeted therapy resistance (induced or intrinsic)
Novel lineage targets and drugs targeting them

Active Immunization and Antibody Directed Tumor Targeting
• Stimulation of functional activity of antigen presenting cells
• Redirection of immunity against tumors using cell engagers & immuno-conjugates
• Innovative pattern recognition receptors (PRRs) and agonists and adjuvants

Other Interests
• Translational medicine and biomarkers to support pipeline
• Preclinical and clinical immune profiling methodologies (immuno-monitoring)
• Novel-novel combinations
• Preclinical platform to test and validate immuno-oncology combinations
• Molecular entities with potential for transformative benefits
• Commercial opportunities synergistic with current portfolio: prostate cancer, colorectal cancer, gastric cancer, multiple myeloma, breast cancer (hormone receptor positive and triple negative breast cancer [TNBC]), non-small cell lung cancer (NSCLC)
• Molecular glue degraders, small molecules targeting RNA.

The Digital Partnering team supports efforts specific to our therapeutic area – see page 19 for more information about their areas of focus.
A field where the unmet need significantly outweighs current medical solutions is debilitating neurodegenerative diseases of the central nervous system, including Multiple Sclerosis, Parkinson’s Disease, Amyotrophic Lateral Sclerosis (ALS) and Huntington’s Disease. We actively seek partners who share our commitment to addressing these diseases and shaping a different future for those living with them. We are committed to slowing down or halting neurodegeneration, modulating neuroinflammation and facilitating neuroprotection, repair and remyelination.

Building upon our original partnership, the acquisition of Principia provides the opportunity to expand the development of the oral BTK inhibitor Tolebrutinib, which has successfully completed Phase 2 for the treatment of multiple sclerosis to other central nervous system diseases.

Denali Therapeutics and Sanofi are collaborating to develop RIPK1 Inhibitors for the treatment of neurological and inflammatory diseases. Candidate RIPK1 inhibitor molecules have the potential to treat Alzheimer’s disease, amyotrophic lateral sclerosis (ALS), multiple sclerosis (MS), and systemic inflammatory diseases.

— SUCCESS STORIES —
Multiple Sclerosis
• Immunomodulation: Differentiated drug candidates targeting lymphocytes with novel mechanisms of action, with potential for high efficacy and improved safety
• Neuroinflammation: Drug candidates targeting CNS inflammatory milieu, including microglia and astrocytes
• Neuroprotection and remyelination: Drug candidates and novel mechanisms of action that prevent irreversible damage to neurons and glia, promote remyelination by oligodendrocytes and enhance regeneration

Genetically Defined Neurological Diseases
• Modulation of gene expression and gene replacement strategies and therapeutics targeting CNS genetic diseases, including Parkinson's Disease, Huntington's Disease, Friedreich's ataxia and Amyotrophic Lateral Sclerosis

Neurodegeneration
• Small molecules or biologics targeting alpha-synuclein or tau that reduce accumulation and spread of pathology
• Small molecules targeting CNS inflammatory milieu, including microglia and astrocytes
• Therapeutics and novel targets to normalize lysosomal or mitochondrial function

Translational Neuroscience and Technologies
• Biomarkers predictive of disease progression, treatment response, patient stratification
• PET ligands for misfolded proteins, neuroinflammation, therapeutic target engagement
• AAV capsids for intrathecal or systemic administration, with widespread or region/cell specific transduction and minimal DRG impact
• Methods of enhancing transit of therapeutics across the blood-brain barrier
• Methods for assessing synaptic plasticity, synaptic loss, neuroprotection, remyelination in vivo

The Digital Partnering team supports efforts specific to our therapeutic area – see page 19 for more information about their areas of focus.
Sanofi and Sobi™ collaborate on the development and commercialization of ELOCTATE®/Elocta® and ALPROLIX® for the treatment of hemophilia. In 2019, Sanofi and Sobi extended the collaboration to include joint development and commercialization of BIVV001, the rFVIIIFc-VWF-XTEN fusion molecule for hemophilia A, while maintaining an option agreement for rFIXFc-XTEN in hemophilia B.

Rare Diseases

Sanofi Genzyme has been working to discover and develop transformative therapies for people with rare diseases for over 30 years. Focusing on disorders with well-defined mechanisms and high unmet medical need, we work closely with our partners and colleagues to deliver therapeutics that have a real and meaningful impact on the lives of patients. Our track record speaks for itself. We will continue to pioneer the delivery of transformative therapies to people with rare diseases, providing hope with every breakthrough and every partnership.

— SUCCESS STORIES —

Sanofi and Sobi™ collaborate on the development and commercialization of ELOCTATE®/Elocta® and ALPROLIX® for the treatment of hemophilia. In 2019, Sanofi and Sobi extended the collaboration to include joint development and commercialization of BIVV001, the rFVIIIFc-VWF-XTEN fusion molecule for hemophilia A, while maintaining an option agreement for rFIXFc-XTEN in hemophilia B.

Global R&D and commercialization collaboration and license agreement using Sangamo’s zinc finger ex vivo genome editing technology for treating beta thalassemia (BT) and sickle cell disease (SCD) by reactivating production of fetal hemoglobin.

SIRION and Sanofi collaborate on the development of next-generation, tissue-selective adeno-associated virus (AAV) vectors to realize effective gene therapy treatments. The resulting gene therapies are aiming to be efficient, low-dose and scalable, which will help to bring gene therapies to new patients.
Rare Diseases
Areas of Interest for Partnering

**Metabolic/Pediatric**
- Lysosomal storage disorders
- Leukodystrophies
- Phenylketonuria
- Inborn errors of metabolism (IEM), including organic acidemias, urea cycle disorders
- Achondroplasia and other bone disorders

**Nephrology**
- IgA and other complement mediated nephropathies
- Fabry disease
- Alport syndrome and other glomerulopathies
- Polycystic kidney disease and other ciliopathies

**Neuromuscular**
- Pompe disease
- Dystrophies, including congenital type 1A, Duchenne, facioscapulohumeral and myotonic type 1

**Gene Therapy**
- Adeno-associated virus (AAV) with improved tropism for specific organs, including neuromuscular disorders
- Promoters with context dependent efficiency
- Alternative delivery systems that enable re-administration or treatment of pediatric patients
- CMC and manufacturing technologies

**Rare Blood Disorders**
- Hemophilia
- Immune mediated blood disorders
- Blood cell and bone marrow disorders

The Digital Partnering team supports efforts specific to our therapeutic area – see page 19 for more information about their areas of focus.
Human Vaccines

Currently offering a broad range of vaccines that protect against 16 infectious diseases, we are gratified by our leadership role in the field of prevention – because it makes a difference. Providing more than 1 billion doses of vaccines each year, we make it possible to protect more than 500 million people across the globe. If you share our ambition to develop safe and effective vaccines with a single or combined target against complex diseases, we would like to explore partnering with you.

— SUCCESS STORIES —

Agreement to develop and commercialize nirsevimab for the prevention of Respiratory Syncytial Virus (RSV) associated illness in newborns and infants.

Collaboration and license agreement to develop novel mRNA vaccines to broadly address current and future infectious diseases.
Human Vaccines

Areas of Interest for Partnering

**Vaccines, Monoclonal Antibodies & Supporting Technologies**
- Novel antigens and methods for antigen discovery
- Carrier proteins and novel conjugation technology
- Vaccine vectors suitable for nasal or oral use
- New ways to administer vaccines
- mRNA delivery technology

**Tools for Improving Vaccine and Monoclonal Antibody Research, Development and Production**
- Technology for studying B cell immunology and immunosenescence
- AI, machine learning, machine vision
- Nonionic detergents
- Genomics and proteomics technologies
- Prokaryotic or eukaryotic cell lines for antigen production
- Fermentor and bioreactor technology
- Disposable systems
- Downstream processing
- Process automation
- Preservatives and stabilizers
- Purification and aseptic filling processes
- Anti-counterfeiting technology

**Vaccine Immune Response Enhancers**
- Adjuvants and immunomodulators
- Vaccine vectors and delivery systems
- Biological and immunological studies to further characterize adjuvants and immunomodulators

**Characterization and Assay of Immune Responses and Disease Markers**
- Epidemiological studies relevant to the use of vaccines and immunotherapeutics
- Animal models of human diseases
- In vitro and ex vivo animal models of human tissues, including the immune system
- Biological markers

The Digital Partnering team supports efforts specific to our therapeutic area – see page 19 for more information about their areas of focus.
As Sanofi’s largest Global Business Unit representing half of the company’s revenues, General Medicines offers a broad portfolio of solutions across cardio-metabolic-renal diseases, including diabetes, cardiovascular diseases and Transplant. Our portfolio of established medicines includes some of the world’s most trusted brands that now form the cornerstone of standards of treatment. Our ambition is to reverse the course of chronic diseases by 2030. In bringing together the strength of our portfolio with the power of digital and technology, our goal is to redefine health outcomes for the millions of lives we touch and set new standards of care. We seek to work with partners driven by the same entrepreneurial spirit in pioneering new possibilities in healthcare.

— SUCCESS STORIES —

Collaboration in designing, developing and distributing a connected cap that clips onto an injection pen, for use with SoloStar™ range of pre-filled insulin pens. This solution will help people with diabetes to collect and adapt the insulin doses to optimize their daily treatment.

Agreement to leverage glucose sensing technology of the FreeStyle Libre and smart insulin pen technologies for an integrated approach to diabetes management via new insulin titration apps and cloud to cloud data exchange.
China & Emerging Markets

Sanofi has worked to provide better access to healthcare in all parts of the world, developing medical treatments adapted for each market. Sanofi is a world leader in China & Emerging Markets. China is our second biggest market globally. We have been continuously strengthening our links with China’s healthcare ecosystem. With the inauguration of the Sanofi Institute for Biomedical Research (SIBR) in Suzhou, Sanofi will be actively involved in China’s R&D ecosystem and elevate its early research capabilities in oncology and immuno-inflammation. Sanofi is among the first healthcare companies to launch its own virtual healthcare services, Amulet Health Technology, which provides integrated care for chronic disease patients, leveraging a network of partnerships that combines Sanofi’s deep disease management expertise with partners’ digital platforms and online ecosystem. We aim to continue developing our leading presence in China and Emerging Markets with partnerships that meet their unique needs.

— SUCCESS STORIES —

CATHAYCAPITAL

Strategic investment to engage further in innovative healthcare technologies in China.

华润医药

C R Pharmaceutical

Strategic alliance to explore consumer healthcare opportunities in China.

SERVIER

Collaboration for the commercialization in China of Trastal (piribedil) for Parkinson’s disease and Valdoxan (agomelatine) for major depressive disorder.

平安健康

Ping An Health

Collaboration to develop and implement innovative solutions to improve patient outcomes and reduce medical cost, leveraging Ping An’s AI and Cloud capabilities; the first solution, Trio 2.0, is a patient-centric, multi-stakeholder engagement platform that delivers real-time, personalized diabetes support for patients.
Leadership in China & Emerging markets

- China & Emerging Markets are a key pillar of Sanofi’s growth story with over $\frac{1}{3}$ of the revenues being generated in these geographies.
- Sanofi has been present in China for ~40 years since 1982 and is among the top multinationals in the country.
- We are committed to introducing innovative medicines and leading digital innovations in China & Emerging Markets.

Leading franchises across our therapeutic areas

- Specialty Care: Oncology, Immunology, RD/RBD, Neurology/MS
- General Medicines: Diabetes, Cardiovascular, Established products

Unparalleled integrated capabilities

- Combination of unique local footprint with access to global resources and expertise.
- Proven capabilities in R&D, Medical, Regulatory, Market Access, Marketing & Sales, local manufacturing, packaging and distribution in China & Emerging Markets
- We have 12 offices, 4 R&D facilities, 3 production sites and 1 digital innovation hub in China.

Areas of interest

- Geographic collaborations in China & Emerging Markets for assets and healthcare solutions corresponding to our Global Areas of Interests and regional unmet needs.
- From a product portfolio standpoint, this can range from earlier stage differentiated assets (particularly in the field of Oncology, Immunology) to late stage and marketed products across our therapeutic areas of presence.
- Digital: Geographically relevant digital health opportunities to transform Pharma operations and Patient experience in General Medicines and specialty care areas.

(1) 2020 ex EU & US sales.
Our healthcare solutions are available in over 150 countries across the world, reaching more than 1 billion consumers each year. We have a clear ambition: to become the best global Consumer Healthcare business by embracing transformative healthcare solutions and technologies. We can only achieve this goal with partners who share the same ambition, the same dedication. Our focus is on developing strong brands within four core categories: - Pain Care - Cough, Cold and Allergy - Digestive Health - Nutritional Health. Though global, we still think outside the box, using White Space and Digital to enhance our existing portfolio with innovative solutions. We are also a recognized leader in Rx-to-OTC switch competencies with a unique track record of switch successes worldwide. Among the top global players in Consumer Healthcare, we pride ourselves in the strength of our partnerships and on providing new and compelling product choices to consumers worldwide.

--- SUCCESS STORIES ---

**Lilly**
Agreement to pursue regulatory approval of a non-prescription form of Cialis for men in the United States, Europe, Canada and Australia.

**Tamiflu**
Secured Rx-to-OTC switch rights for Tamiflu (Oseltamivir) from Roche in the US in the treatment and prevention of flu.

**Rappi**
Strategic partnership with RAPPI, a last mile delivery/digital solution for pharmaceuticals in Latin America.
Core Categories and Adjacent Subcategories

- Differentiated, consumer relevant innovations that have a significant growth potential in our core categories: Cough, Cold & Allergy, Digestive Health, Nutritional and Pain Care (including innovative pain care “Beyond the pill”)
  - Licensing and/or R&D collaborations for consumer solutions that address relevant needs and provide differentiated and superior claims
  - Licensing, distribution or acquisition deals for distinctive brands and products on a global, regional or local level which broaden or strengthen our offer to consumers
  - Specific partnering options for superior consumer solutions adjacent to our core categories, including sleep, stress and liver health

White Spaces

- Great choices outside our core categories to enter and shape consumer relevant categories with strong growth perspectives
  - Access to Rx-to-OTC switch candidates including first-in class switch candidates to address unmet consumer needs
  - Access to superior clinically proven compounds including generic Rx-to-OTC switch candidates and products that allow addressing unmet consumer needs
  - Licensing, distribution or acquisition deals for distinctive brands and products on a global, regional or local level which enlarge our presence in attractive markets and categories without current significant footprint

The Digital Partnering team supports efforts specific to our therapeutic area – see page 19 for more information about their areas of focus.
Digital

Sanofi’s digital ambition is to be the leading digital healthcare platform for patients, providers, payers, and researchers. We believe digital solutions can transform how we discover, develop and deliver therapies through novel data insights and accelerated approaches. Digital can also unlock engaging experiences which improve outcomes by empowering people to live the life they want with better care at a reduced cost. We seek partners who believe in our ambition, our global reach, and our deep scientific and commercial expertise. We are a leader in Digital partnering to solve critical challenges and pioneer new business models in this rapidly evolving space.

— SUCCESS STORIES —

**AETION**

A collaboration to use Aetion’s technology with the objectives of advancing more efficient use of real-world evidence (RWE), facilitating regulatory-grade studies with deep transparency, and leveraging these same tools to engage payers in a new approach to value-based contracts.

**Health2Sync**

Our collaboration with Health2Sync in Taiwan supports patients in insulin management via an innovative patient app and HCP population health tools. The partnership is an example of our flexible approach to realizing a connected ecosystem through the use of regional digital platform solutions to support our global strategy.

**sema4**

Collaboration to conduct a first-of-its-kind digitally enabled & real-world-based longitudinal study of asthma to obtain one of the richest asthma data sets (including clinical, immunological, environmental, and sensor data), and build a networked disease model enabling new insights on biological mechanisms and other factors implicated in asthma.
Digital
Areas of Interest for Partnering

**Patient Experiences**
Scalable platforms enabling a holistic and seamless approach to shorten the diagnostic journey, provide patient care for the full spectrum of diseases from large, chronic to diseases treated by specialists (e.g., especially in chronic diseases such as diabetes, atopic dermatitis and asthma)

- Connected devices for patient monitoring and engagement
- Digital therapeutics
- Disease and medication management solutions
- Services such as telemedicine
- Backbone infrastructure to harmonize modular solutions
- Unified data and analytics to enable personalized interventions throughout the patient journey

**Data & Analytics**
Interests span full spectrum of operational activity. Below are a few highlights in particular

- In silico drug discovery, research
- Clinical trial design with modeling and simulation and patient recruitment
- Classical and decentralized trial operations
- Digital biomarkers
- Comparative effectiveness, safety, and value
- Cross-functional deployment of real world data / evidence methodologies

**Operational Excellence**
This includes digital transformation of each function and integrated across functions

- Precision marketing
- Sales operations
- Manufacturing and quality
- Customer driven supply chain
Collaboration for Sanofi to develop and commercialize therapeutic antibodies resulting from Adimab’s proprietary platform to generate specific molecules against multiple targets.

Evotec is a drug discovery and development company with whom we created a global strategic innovative and highly diversified partnership under which we collaborate to discover and develop new treatments throughout multiple therapeutic areas.

Technology Platforms

Drug Discovery identifies bioactive synthetic molecules and advances them to the clinical stage. It covers the fields of lead generation biology, structural biology, computational design, medicinal chemistry and pharmacokinetics. We openly pursue collaborations that could benefit from our expertise in biologics research, as well as development and manufacturing of recombinant enzymes, mAbs, antibody-drug conjugates, insulins, fusion proteins, gene and nucleic acid therapeutics. Biologics molecules make up more than 50% of our development pipeline. Our significant commitment in this area is clear. We remain on the cutting edge of discovery, development and manufacturing. Sharing expertise and incorporating external innovation can only lead to more advancements.
Technology Platforms
Areas of Interest for Partnering

**Biologics/Large Molecules**
- Conditional activation technologies to increase tissue specific exposure and reduce systemic exposure
- Innovative approaches to immune cell engagers
- Nanobody drug conjugates
- Degrader technologies
- Technologies for complex targets such as GPCRs and ion channels
- Screening technologies to increase the throughput of antibody/nanobody identification
- Production technologies, such as algorithms to simulate behaviors under process conditions and technologies for online analyses and in-process controls

**Small Molecules**
- High-throughput *in silico* and machine learning/augmented intelligence-driven lead discovery and design processes
- ML/AI-driven multiparameter optimization of small molecules
- Novel approaches for target identification and screening
- Prediction of stability, toxicity and pharmacokinetics *in silico*, *in vitro* or *in vivo*

**Gene & Cell Therapy**
- Technologies to enhance the discovery and development of gene therapies based on adeno-associated virus (AAV) including cell engineering, upstream and downstream processes
- Targeted gene delivery using non-viral gene delivery systems
- Context dependent engineered cell and gene therapy systems

**Delivery Technologies**
- Genomic engineering approaches for *ex vivo* and *in vivo* applications
- Non-viral delivery of nucleic acids (DNA, RNA)
- Oral delivery of large biological molecules: delivery of antibodies and antibody fragments via the oral route for local action and systemic delivery
- Alternative delivery methods that are highly innovative and that can increase the therapeutic window of biologics, such as transdermal delivery or sublingual delivery
- Technologies that can delivery antibodies or antibody fragments inside the cell

The Digital Partnering team supports efforts specific to our therapeutic area – see page 19 for more information about their areas of focus.
We entered into an agreement with Global Blood Therapeutics, Inc. (GBT) to exclusively out-license worldwide rights to two early stage research programs in sickle cell disease (SCD): one that pursues a novel anti-sickling mechanism and another that leverages a new approach to reduce inflammation and oxidative stress. The programs, from our Bioverativ subsidiary, supplement GBT’s existing pipeline and support the company’s strategy to address SCD from multiple approaches.

We were proud to finalize, in July 2020, a transaction under which Atsena Therapeutics, a clinical-stage gene therapy company focused on bringing the life-changing power of genetic medicine to reverse or prevent blindness, licensed from Sanofi exclusive rights to a gene therapy targeting GUCY2D-associated Leber congenital amaurosis (LCA1), a genetic eye disease that affects the retina and is a leading cause of blindness in children.
Helping Our Partners Gain Access to Innovative Solutions

Our portfolio of R&D programs, strategically selected for out-licensing, contains a wide range of highly valuable scientific information, especially pre-clinical and clinical data in a number of different therapeutic areas. Some out-licensing transactions recently entered into by Sanofi Partnering aim at facilitating the continuation by our licensee of the considered program in the same indication as previously developed by Sanofi; some other arrangements are based on the proposed repositioning of the initial Sanofi innovation in a totally different therapeutic area, or the targeting of specific patient subpopulations.
Partnership is in our DNA. We have great expertise and science within Sanofi. By forming external partnerships, we can deliver the best, most innovative solutions for patients.
Sanofi Ventures is the corporate venture capital arm of Sanofi and invests in early stage healthcare companies of strategic interest to Sanofi. As a strategic investor, Sanofi Ventures makes direct equity investments in innovative start-ups aligned with Sanofi’s areas of strategic focus. Among these areas are rare diseases, vaccines, oncology, immunology, potential cures in other core areas of Sanofi’s business footprint, and digital health solutions.

Sanofi Ventures has an expedited decision-making process enabling flexible, rapid and clear investment decisions. In addition to equity financing, Sanofi Ventures provides strategic and technical input to portfolio companies through the established expertise of Sanofi teams. The success of Sanofi Ventures is driven by the ability to invest in areas where the fund can provide a unique voice and insight, active portfolio company engagement and the facilitation of future strategic collaborations with Sanofi.

Sanofi Partnering invests in opportunities that align with Sanofi’s strategic priorities to maximize value creation. Our objective is to seek and execute external growth and collaboration partnerships that reshape our portfolio and support R&D innovation. Business Development & Licensing has global scope, across all business units and therapeutic areas. Business Development & Licensing has the flexibility to pursue a broad range of deal structures, which support the strategic intent of the partnership; from in- and out-licensing, R&D collaborations and M&A (asset/company acquisitions and divestitures) to models such as joint ventures, commercial collaborations and other types of strategic alliances.
Industrial Infrastructure
Our global industrial network and ability to produce locally is a strong competitive advantage, enabling us to be closer to customers’ needs, to meet local regulations and to be more cost competitive.

Continuous Support
As our partner, you have access to our dedicated team of Alliance Managers, working across the globe to fulfill the mission of maximizing the value through collaborative engagement, management of risk, actionable assessment and agile governance.

Integrated Organization
As an organization embedded in a complex, constantly evolving environment, we strive to anticipate and adapt to the challenges and opportunities driving change across the healthcare industry. Our Integrated R&D, Commercial and Global Functions support our ambition to deliver on our Play To Win Strategy.

Worldwide Exposure
Benefit from our strong presence in Europe, Japan and North America, as well as in the fast-growing emerging markets of Asia Pacific, Latin America, Africa and the Middle East, in which we hold a leadership position. We have the expertise to navigate the way through each region’s highly particular regulatory, economic, cultural, and research environments.

Research world-class expertise
Our Research organization capabilities and world-class expertise drives our ambition to translate deep understand of human disease biology into breakthrough medicines. Innovative and enabling technologies drive the discovery of high-quality synthetic compounds and the discovery, design and generation of novel biologics for the R&D portfolio.

Digital Expertise
Our Digital Office includes end-to-end support from partnering, Agile integration and implementation, post-deal success optimization to fully leverage capabilities in data, analytics, and other digital transformation initiatives.

Key capabilities we bring to our collaborations

Development Capabilities
Our Integrated Development organization provides expertise, capabilities, and resources to support the entire project portfolio throughout the R&D value chain enabling industry-leading performance in bringing transformative medicines to patients.

Worldwide Exposure
Benefit from our strong presence in Europe, Japan and North America, as well as in the fast-growing emerging markets of Asia Pacific, Latin America, Africa and the Middle East, in which we hold a leadership position. We have the expertise to navigate the way through each region’s highly particular regulatory, economic, cultural, and research environments.
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 fact that product candidates if approved may not be commercially successful, the future approval and commercial success of therapeutic alternatives, Sanofi’s ability to benefit from external growth opportunities, to complete related transactions 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 and market conditions, the impact of global disruptions, including pandemics, 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, 2020. Other than as required by applicable law, Sanofi does not undertake any obligation to update or revise any forward-looking information or statements.