



**2016 AGM**

**WRITTEN QUESTION**

Within the context of a general meeting, written questions can be sent to the Company under the conditions set by law. In accordance with the law, the answer to a written question is deemed provided if posted on the Company website.

The Company has received a written question from Nicolas Gottry, the Chairman of the Association IPAC (*Initiative Pour un Actionnariat Citoyen*).

The question is as follows:

"Our competitor GSK announced late March that they would stop patenting molecules in emerging or low income markets and adopt a more tailored market access approach for these markets. Could this strategy also be applied by our Group?"

The Board's answer to this written question is as follows:

"Sanofi has a global policy not to file patent applications in emerging countries or LIC ("Low Income Country" index which includes around 50 countries) except in very limited cases.

Beyond this position, Sanofi is engaged in improving Access to Medicine. As an illustration, in fighting against malaria, Sanofi has developed a treatment called ASAQ Winthrop<sup>®</sup> (ArteSunate AmodiaQuine Winthrop<sup>®</sup>), in a partnership with Drugs for Neglected Diseases initiative (DNDi) an independent non-profit organization and did not file a patent to protect the drug. ASAQ Winthrop<sup>®</sup> is distributed for a three day treatment at a price US\$ 1 for adults and US\$ 0.50 for children. Out of the 34 countries where this drug has received a Marketing Authorization from the local Health Authorities, 31 are African. To date, around 400 million treatments have been distributed. In 2015, more than 50 million ASAQ Winthrop<sup>®</sup> treatments were administered".

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