



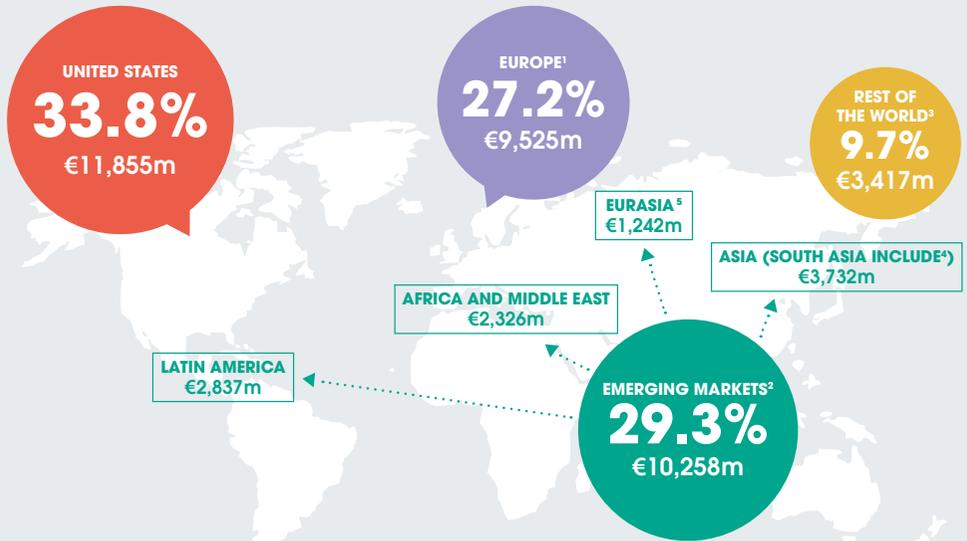
Sanofi – a global healthcare leader

Every day, more than 100,000 employees in more than 100 countries are committed to preventing diseases with vaccines, to offering innovative treatments and to supporting both those with rare diseases and the millions of people with chronic diseases.

2017 KEY FIGURES



2017 SALES BY GEOGRAPHIC REGION



1 - Western Europe + Eastern Europe (except Eurasia).

2 - World excluding the U.S., Canada, Western & Eastern Europe (except Eurasia), Japan, South Korea, Australia, New Zealand and Puerto Rico.

3 - Japan, South Korea, Canada, Australia, New-Zealand and Puerto Rico.

4 - India, Bangladesh and Sri Lanka.

5 - Russia, Ukraine, Georgia, Belarus, Armenia and Turkey.

A STRATEGY BASED ON FOUR PILLARS

RESHAPE THE PORTFOLIO

- \\ Sustain our leadership in therapeutic areas where we are strong
- \\ Build competitive positions in areas with strong growth potential
- \\ Explore strategic options in business segments that are not considered core to our strategy

DELIVER OUTSTANDING LAUNCHES

- \\ Succeed in the launches of new medicines and vaccines

SUSTAIN INNOVATION IN RESEARCH & DEVELOPMENT

- \\ Continue to strengthen R&D our pipeline
- \\ Develop new proprietary technology platforms, multi-targeting molecules and biologics

SIMPLIFY THE ORGANIZATION

- \\ Establish a more agile organization through a cost reduction program
- \\ Unite the different parts of the company behind a single vision, a common set of values and a shared culture



THIRD QUARTER 2018 RESULTS

SANOFI Q3 2018 PERFORMANCE CONFIRMS RETURN TO GROWTH

“In the third quarter, we delivered strong results with double-digit growth in Specialty Care and Emerging Markets, while Vaccines contributed a high-single digit increase in sales. Based on the underlying dynamics demonstrated in the quarter, Sanofi is now well positioned to deliver growth.”

Olivier Brandicourt,
Sanofi Chief Executive Officer

KEY ACHIEVEMENTS IN RESEARCH & DEVELOPMENT

- ✓ Dupixent® approved in the U.S. for the treatment of moderate-to-severe asthma.
- ✓ U.S. Food and Drug Administration (FDA) accepted to review ODYSSEY OUTCOMES results, evaluating Praluent® as potential treatment to reduce major adverse cardiovascular events.
- ✓ Libtayo® approved in the U.S. for the treatment of cutaneous squamous cell carcinoma, the second most common form of skin cancer.
- ✓ Dupixent® submitted in the U.S. and the European Union for the treatment of moderate-to-severe atopic dermatitis in adolescents.
- ✓ Cablivi® approved for acquired thrombotic thrombocytopenic purpura, a rare blood clotting disorder, in the European Union; priority review granted in the U.S.

Net sales^{1,2}

€9,392m
+6.3% (+3.7%)

Business net income¹

€2,299m
+10.3% (+7.6%)

Business EPS^{1,3}

€1.84
+11.2% (+8.2%)

1 - Growth rates are expressed at constant exchange rates (CER). Growth rates in parentheses are expressed on a reported basis.

2 - Sales are up 3.4% at CER/CS (CS: constant structure, adjusted for Bioverativ acquisition).

3 - Earnings per share. For definitions of financial indicators, please consult the press release issued on October 31, 2018.

INNOVATIVE RESEARCH & DEVELOPMENT

At the heart of our strategic roadmap

A GLOBAL BIOPHARMACEUTICAL LEADER

Focused on patient needs

SOLID FINANCIAL PERFORMANCE

Value-creating acquisitions

5

REASONS TO BE A SANOFI SHAREHOLDER

CONSISTENT DIVIDEND INCREASE FOR 24 YEARS AND HIGH DIVIDEND YIELD

2017 dividend: €3.03

A RESPONSIBLE COMPANY

Committed to improving access to healthcare across the globe

SANOFI STOCK

Euronext Paris, compartment A

- \ Member code: SAN
- \ ISIN code: FR 0000120578
- \ SRD (deferred settlement service): eligible
- \ PEA (French personal equity plans): eligible

New York Stock Exchange listing in the form of American Depositary Shares (ADS)

- \ Symbol: SNY
- \ CUSIP number: 80105N105000
- \ Sponsoring and administration of ADSs: JPMorgan Chase Bank

CONTACTS



Sanofi - Shareholder Relations

54 Rue La Boétie – 75008 Paris - France



Tel. Europe: +33 (0) 800 075 876

Toll-free tel. U.S.: +1 888 516 3002



individualshareholders@sanofi.com



sanofi.com/shareholders



Mobile app: SANOFI IR

(available in the App Store and Google Play)

Forward-looking statement: This factsheet contains projections and other forward-looking statements that are not historical facts. Although the management of Sanofi believes that these projections and forward-looking statements, and their underlying assumptions, are reasonable as of the date of this factsheet, investors are cautioned that such projections, assumptions, intentions and forward-looking 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 or implied. These risks and uncertainties include those discussed elsewhere in this factsheet, as well as in the filings of Sanofi with the U.S. Securities and Exchange Commission (SEC) and the French Autorité des marchés financiers (AMF), notably under the caption "Risk Factors" in the company's annual report on Form 20-F. Other than as required by applicable law, Sanofi does not undertake any obligation to update any statement that is not a historical fact.

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Design/production: SEITOSEI