

GENERAL MEETING OF MAY 2, 2018
WRITTEN QUESTION

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 25 April 2018 the Board received a written question from Mr. Nicolas Gottry of IPAC:

« The World Health Organization has warned the international community on a regular basis about antibiotic resistance, which could become one of the primary causes of mortality in the world in the next few years.

Furthermore, in January of this year, The Access to Medicine Foundation published a detailed analysis of the pharmaceutical industry's efforts to fight microbial resistance. It found that these efforts were still insufficient given the issues at stake. Without being the ranked the worst, Sanofi was behind other major pharmaceutical companies and according to this study was capable of improvement. Could you please indicate the measures Sanofi has undertaken since the beginning of this year to respond to the comments made by the Foundation? »

Response to the written question:

As you are probably aware, Sanofi is actively engaged in the fight against antimicrobial resistance. This commitment is demonstrated by a number of public positions, in association with other major players. Sanofi is a signatory to the AMR Declaration [AMR for Antimicrobial Resistance] presented in January 2017 at the World Economic Forum, Industry AMR Roadmap 2020, submitted to the UN General Assembly in September 2017 and a board member of the Industry AMR Alliance. According to the report of the Access to Medicine Foundation (ATM Foundation) that you mention, Sanofi is among the top 3 major companies active on this topic.

Since the beginning of 2018, in line with our commitments and with the recommendations of the ATM Foundation, several measures have been put in place:

- On environmental issues, we are working within the framework of the AMR Industry Alliance Manufacturing Work Group, which has defined good practices in the manufacturing of antibiotics (ours as well as those of our suppliers). We are working with scientists to establish methods which will make it possible to define the thresholds of emissions likely to generate resistance.*
- We are also working with our antibiotic suppliers by offering training and implementing HSE (Health, Safety & Environment) audits. By the end of 2018, we will have audited the practices of 90% of our suppliers of antibiotics active pharmaceutical ingredients. We are also a member of Pharmaceutical Supply Chain Initiative (PSCI), a group of 29 pharmaceutical companies. Through this network, this year we have trained 28 of our Indian suppliers on green chemistry during a 2-day seminar.*

- *In France our teams are aware of the appropriate use of antibiotics. We have developed an internet portal on this topic for the general public. These approaches will be disseminated in several countries this year, and marketing activities and awareness campaigns will be implemented with strict public health objectives.*

Finally, as already mentioned, we entered into exclusive negotiations with Evotec to create an open innovation R&D platform in infectious diseases, to accelerate the research and development of innovative antibiotics. Evotec, a company totally focused on research in infectious diseases, is a partner of choice to advance in this key area for public health.

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