



Q3 2015 RESULTS

October 29, 2015

Forward Looking Statements

This presentation 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 labeling and other matters that could affect the availability or commercial potential of such product candidates, the absence of guarantee that the product candidates if approved will be commercially successful, the future approval and commercial success of therapeutic alternatives, the Group's ability to benefit from external growth opportunities, trends in exchange rates and prevailing interest rates, the impact of cost containment policies 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, 2014. Other than as required by applicable law, Sanofi does not undertake any obligation to update or revise any forward-looking information or statements.

KEY HIGHLIGHTS

Olivier Brandicourt

Chief Executive Officer



Sanofi Grew Sales and Business EPS in Q3 2015 while Accelerating Investments to Drive Future Growth

1

Delivering solid sales growth

- Sales up +3.4% at CER⁽¹⁾ despite Diabetes sales erosion in the U.S.

2

Posting steady financial results

- Higher OpEx, as expected, driven by investment in launches
- Business EPS up +6.1% at CER⁽²⁾

3

Bringing innovative medicines to market

- Growing contribution from new products⁽³⁾
- Praluent[®] launched in the U.S. and EMA approval granted
- NDA for lixisenatide accepted for review by FDA

4

Building a sustainable path forward

- Plans for implementation of Global Business Unit structure and globalization of functions on track⁽⁴⁾

NDA: New Drug Application
GBUs: Global Business Units

(1) On a reported basis, Q3 2015 sales were up +9.2%

(2) On a reported basis, Q3 2015 Business EPS was up +9.5%

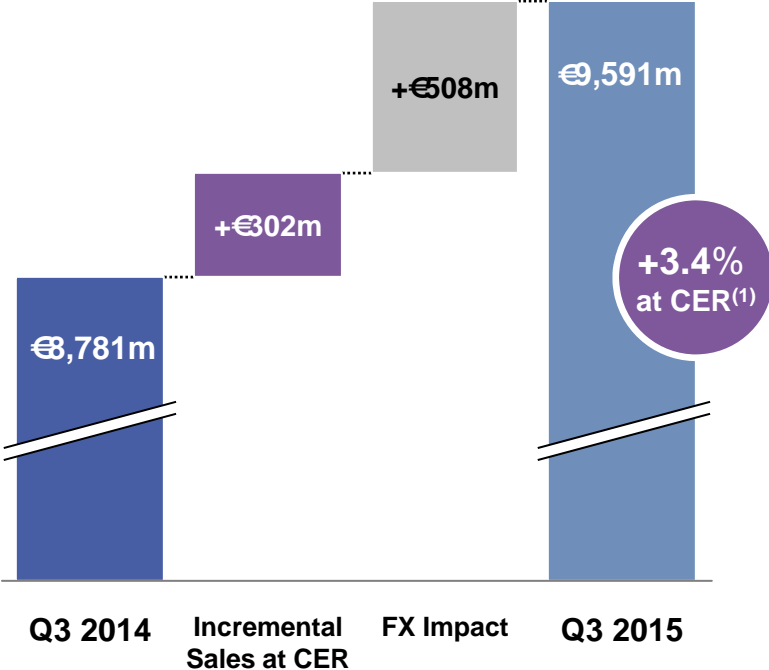
(3) In particular Aubagio[®], NexGard[®], Lemtrada[®] and Toujeo[®]

(4) Scheduled to be effective January 1, 2016

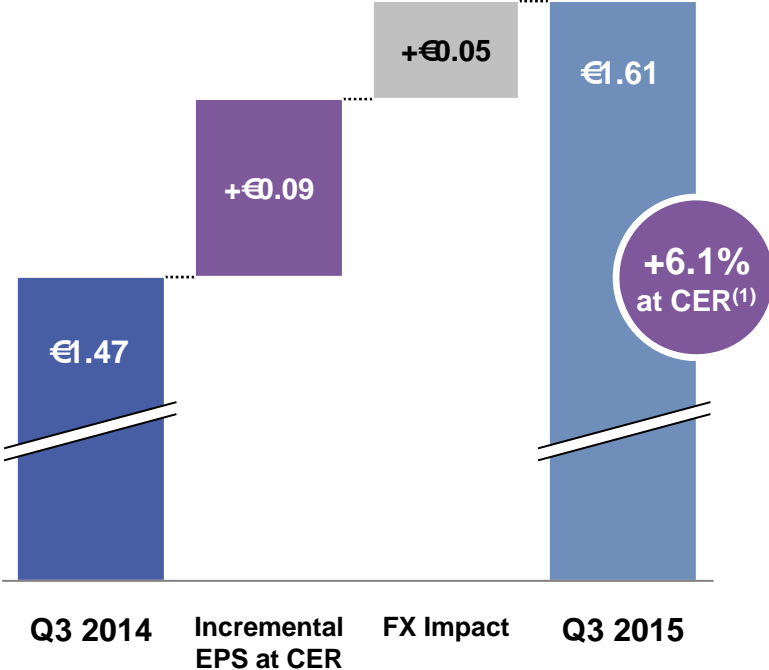


Solid Top and Bottom Lines Growth in Q3 2015

Net Sales



Business EPS



(1) On a reported basis, Q3 2015 sales were up +9.2% and Business EPS was up +9.5%

Broad-based Sales Growth Continues in Q3 2015^(1,2)

Q3 2015 Sales by Business Areas

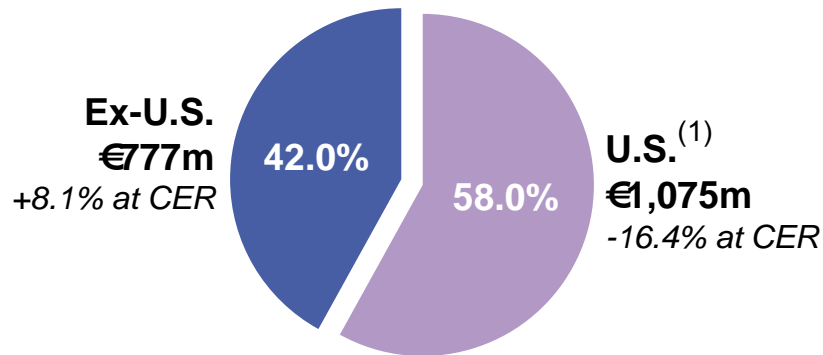
% of Sales			Growth at CER
75.8%	Pharmaceuticals⁽³⁾	€7,267m	+2.6%
19.3%	Diabetes	€1,852m	-6.6%
9.6%	Genzyme	€923m	+32.7%
8.5%	Consumer Healthcare	€814m	+3.2%
4.7%	Generics	€452m	+6.7%
3.9%	Oncology	€376m	+5.4%
29.8%	Established Products	€2,846m	+0.1%
17.9%	Vaccines	€1,717m	+5.5%
6.3%	Animal Health	€607m	+9.3%

Q3 2015 sales growth excluding Diabetes of +6.0% at CER

Diabetes Performance in Q3 2015 Reflects Lower U.S. Sales of Lantus® than Expected

Q3 2015 Diabetes Sales by Geography (€m)

Global Diabetes Sales:
€1,852m, -6.6% at CER



- U.S. Lantus® sales⁽²⁾ impacted by:
 - Higher discounts as compared to last year
 - Slower than expected U.S. basal market
 - Higher than expected proportion of sales to U.S. government channels (e.g. Medicaid)
- Successfully defending U.S. glargine TRx share post Toujeo® launch
- Stable diabetes sales in Western EU⁽³⁾ given biosimilar glargine entry in some countries
- Sustained double-digit diabetes sales growth in Emerging Markets⁽⁴⁾

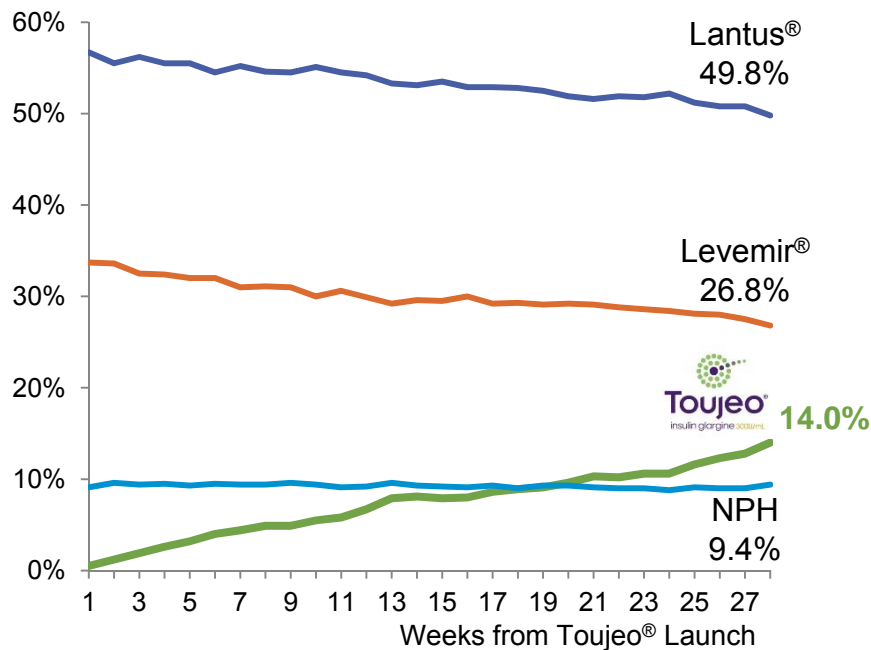
Global diabetes sales expected to be down between 6% and 7% at CER in 2015



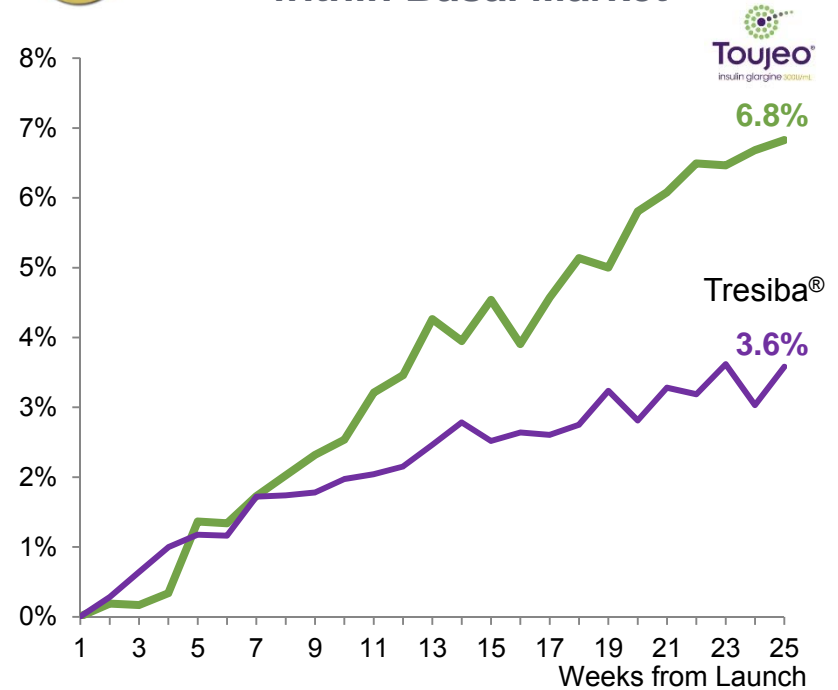
Global Roll-out Underway and Showing Early Promise in Key Markets



Weekly NBRx Share within Basal Market⁽¹⁾



Weekly Sell Out Share (in Units/Packs) within Basal Market⁽²⁾

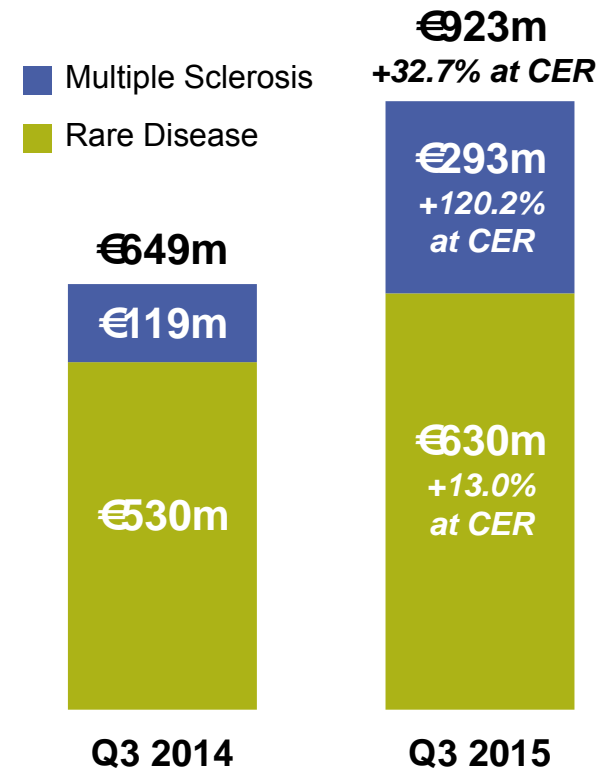


Additional launches in Q3 in Japan, Canada, U.K. and other EU countries

Genzyme Delivers Strong Q3 2015 with MS Franchise Continuing to More than Double vs. Q3 2014

- Strong MS sales in Q3 2015
 - Aubagio® reaching €225m
 - Lemtrada® at €68m, sequentially up +24.0% at CER from previous quarter
 - ECTRIMS data presentations support value proposition of MS products:
 - ➔ Aubagio® favorable impact on brain atrophy⁽¹⁾
 - ➔ Lemtrada® effect maintained over 5 years⁽²⁾
- Sustained Rare Diseases sales growth driven by continued new patient accrual
 - Double digit growth of Gaucher franchise, Fabry and Pompe brands⁽³⁾

Genzyme Quarterly Sales



MS: Multiple Sclerosis

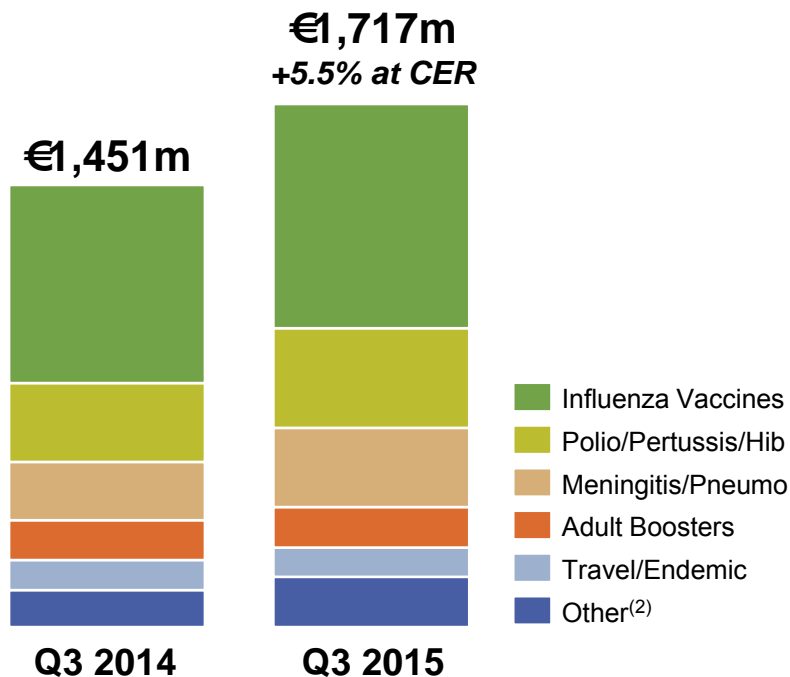
(1) Additional MRI data on brain atrophy from Phase III TEMSO study, Press release October 7th 2015

(2) CARE-MS I&II 5-year extension study, Press release October 8th 2015

(3) Gaucher franchise (Cerezyme®+Cerdelga®) sales were €207m, up +14.3% at CER, while Fabrazyme and Myozyme were €147m and €162m respectively, up +18.1% at CER and +10.9% at CER

Vaccines Showed Good Sales Growth in Q3 2015

Sanofi Pasteur Quarterly Sales

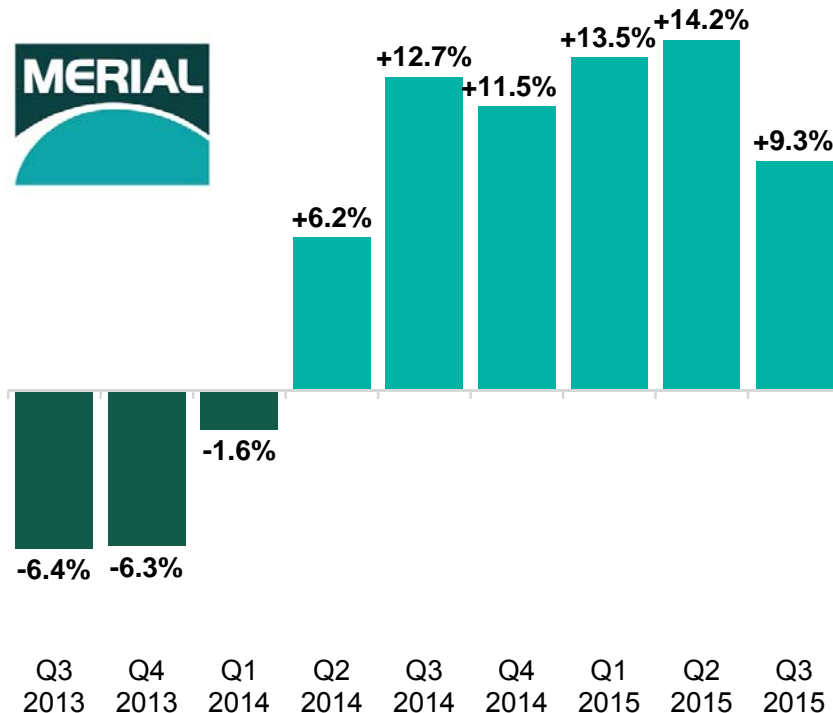


- Stable flu vaccines sales of €736m (+0.3% at CER) in Q3 2015
 - Solid U.S. performance⁽¹⁾, partially offset by delayed supply in Western EU and Mexico
- PPH sales up +17.8% at CER driven by strong delivery pattern in China
- Menactra[®] sales up +17.8% at CER as a result of U.S. public sector purchases
- Dengue vaccine launch preparation on track
 - 1st license anticipated before year-end
 - 1st wave of launches in endemic countries planned for 2016

On track to deliver >65m doses of Flu vaccine in the U.S. in 2015

Sixth Consecutive Quarter of Growth at Merial Driven by Strong Performance in Pets

Quarterly Sales Growth at CER

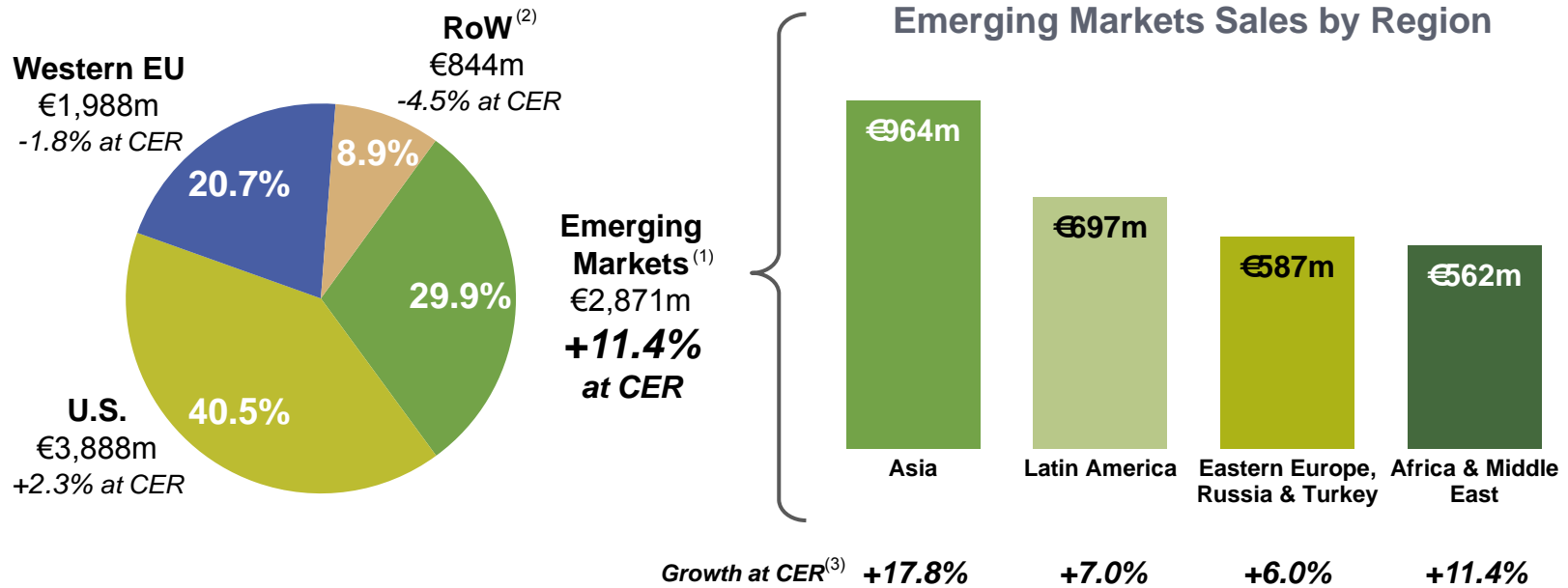


- Q3 2015 sales of €607m, up +9.3% at CER
- Companion Animals sales of €401m, up +13.6% at CER
 - NexGard® U.S. advertising campaign leads to strong performance in Q3 2015
- Production Animals segment sales of €206m, up +2.5% at CER



Double Digit Growth in Emerging Markets and Low Single Digit Growth in the U.S. in Q3 2015

Q3 2015 Sales by Geography (€m)



(1) World excluding U.S., Canada, Western Europe (France, Germany, UK, Italy, Spain, Greece, Cyprus, Malta, Belgium, Luxembourg, Portugal, the Netherlands, Austria, Switzerland, Sweden, Ireland, Finland, Norway, Iceland, Denmark), Japan, South Korea, Australia, and New Zealand
 (2) RoW: Japan, South Korea, Canada, Australia, and New Zealand
 (3) At constant exchange rate

Early Launch Progress Encouraging with Gradual Uptake⁽¹⁾ Consistent with Expectations

- **MyPraluent**[™] U.S. comprehensive support hub tracking in line with expectations
 - Over 4,000 prescribers
- Preferred Tier 2 formulary position granted by ESI (parity for both PCSK9 brands)
 - Formulary status at CVS and UHC pending
- Near-term expansion opportunities:
 - ➔ Driving awareness and adoption
 - ➔ Gaining greater U.S. market access

Available in 2 Doses



Dosage and Administration Options

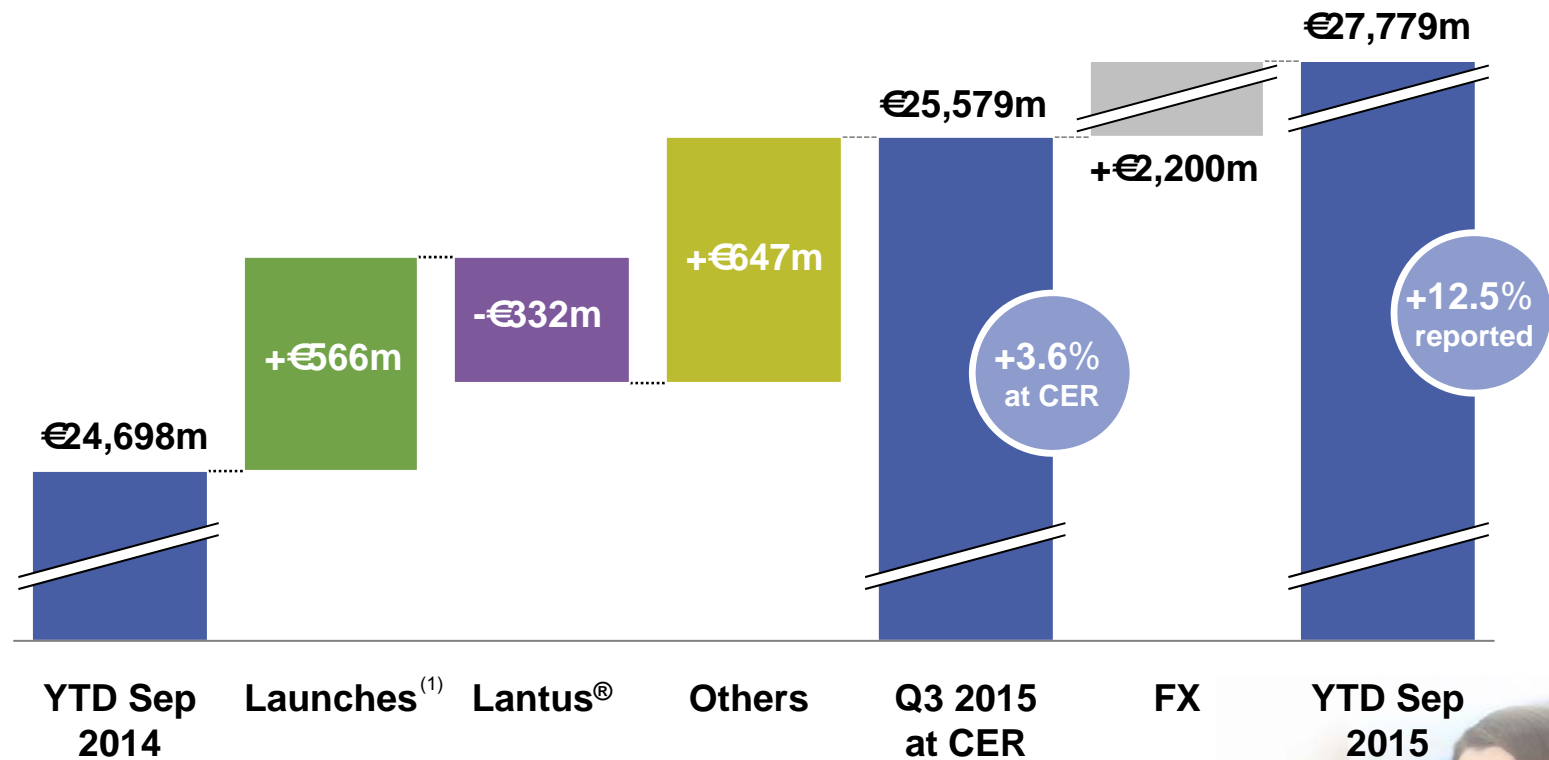


Both doses available in a single-dose, 1-mL, prefilled pen and prefilled syringe

Launches in first EU countries underway

New Launches More than Offset Lantus® Sales Decline in YTD Sep 2015

YTD Sep 2015 Sales



Regulatory Submissions for Two High Potential Products Expected by Year End

Key Regulatory Submissions

1

sarilumab

Rheumatoid Arthritis

- U.S. (Q4 2015)
- EU (Q3 2016)



2

LixiLan

Diabetes

- U.S. (Q4 2015)
- EU (Q1 2016)



FINANCIAL RESULTS

Jérôme Contamine

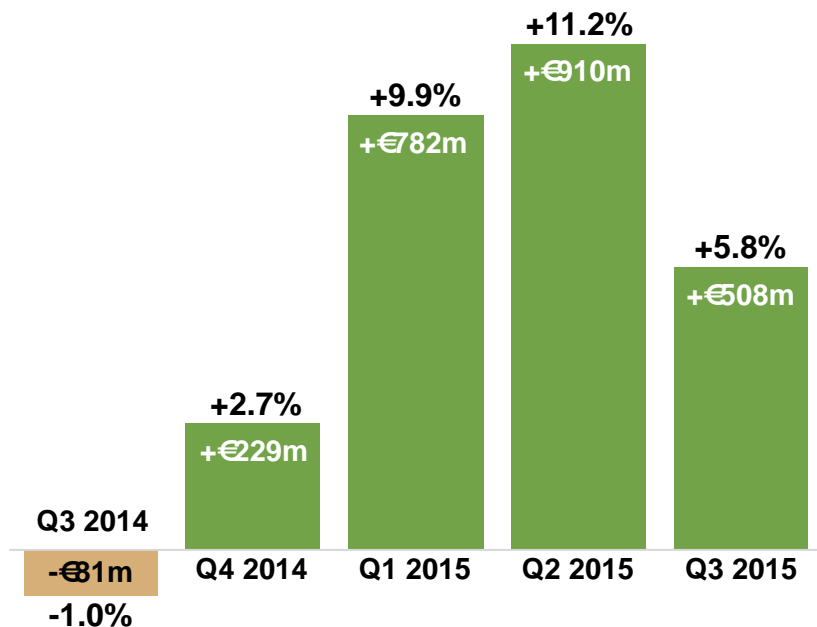
Executive Vice President, Chief Financial Officer



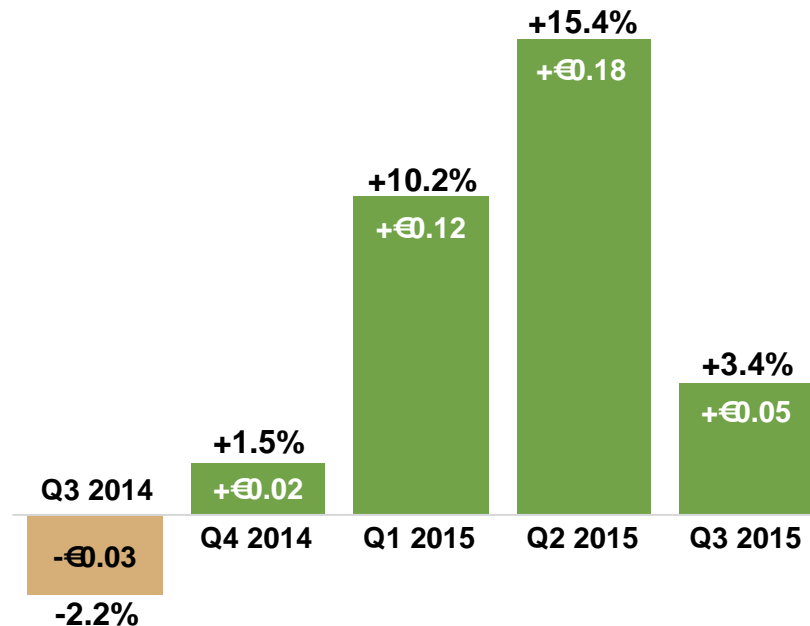
FX Tailwind Easing Due to Emerging Market Currencies in Q3 2015

Quarterly Currency Impact

Net Sales^(1,2)



Business EPS^(1,2)



Q3 2015 Business Operating Income Stable at CER Given Investments to Drive Future Growth

€m	Q3 2015	Q3 2014	% Change (reported €)	% Change (CER)
Net sales	9,591	8,781	+9.2%	+3.4%
Other revenues	89	87	+2.3%	-8.0%
Cost of sales	(2,998)	(2,864)	+4.7%	+2.0%
Gross profit	6,682	6,004	+11.3%	+4.0%
R&D	(1,355)	(1,146)	+18.2%	+9.9%
SG&A	(2,461)	(2,193)	+12.2%	+6.2%
Other current operating income & expenses ⁽¹⁾	(136)	39	-	-
Share of Profit/Loss of associates	78	43	-	-
Minority interests	(25)	(31)	-	-
Business operating income	2,783	2,716	+2.5%	-0.4%
<i>Business operating margin</i>	29.0%	30.9%	-	-

Mid-Single Digit Business Net Income Growth at CER in Q3 2015 Resulting from Lower Tax Rate

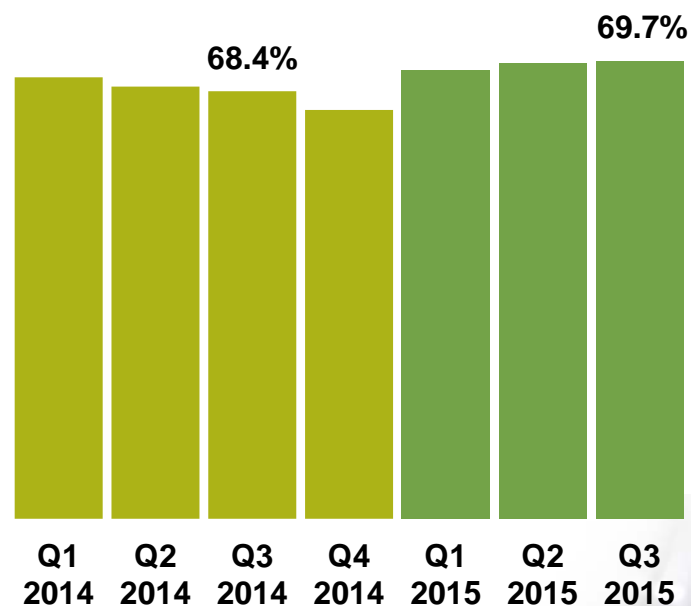
€m	Q3 2015	Q3 2014	% Change (reported €)	% Change (CER)
Business operating income	2,783	2,716	+2.5%	-0.4%
Net financial expenses	(105)	(139)	-	-
Income tax expense	(582)	(642)	-	-
<i>Effective tax rate</i>	-22.2%	-25.0%	-	-
Business net income	2,096	1,935	+8.3%	+5.0%
<i>Net margin</i>	21.9%	22.0%	-	-
Business EPS	€1.61	€1.47	+9.5%	+6.1%
<i>Average number of shares outstanding (m)</i>	1,305.5	1,313.0	-	-



Gross Margin Consistent with FY 2015 Expectations

- Cost of Sales (CoS) of €2,998m in Q3 2015, up +2.0% at CER
- Gross margin of 69.7% in Q3 2015 reflecting 1.3 pt increase over Q3 2014:
 - Positive impact from MS franchise and Vaccines more than offsetting negative impact of Diabetes U.S. and Plavix® LoE in Japan
 - Favorable FX impact (1.0 pt)

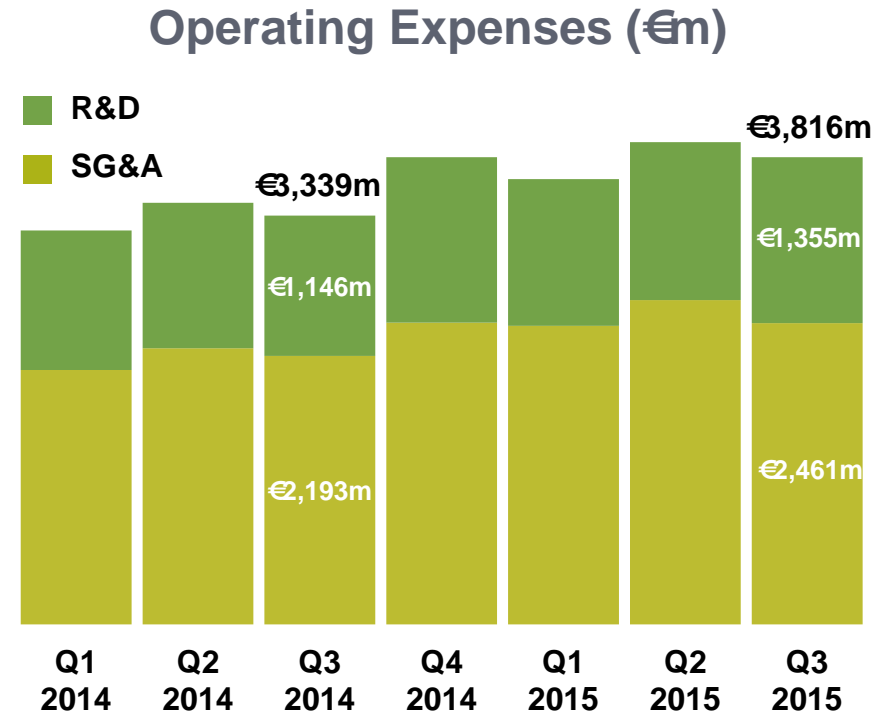
Gross Margin (%)



Gross Margin expected to be around 69% in 2015

OpEx Up +5.0% at CER in YTD Sep 2015 as Expected

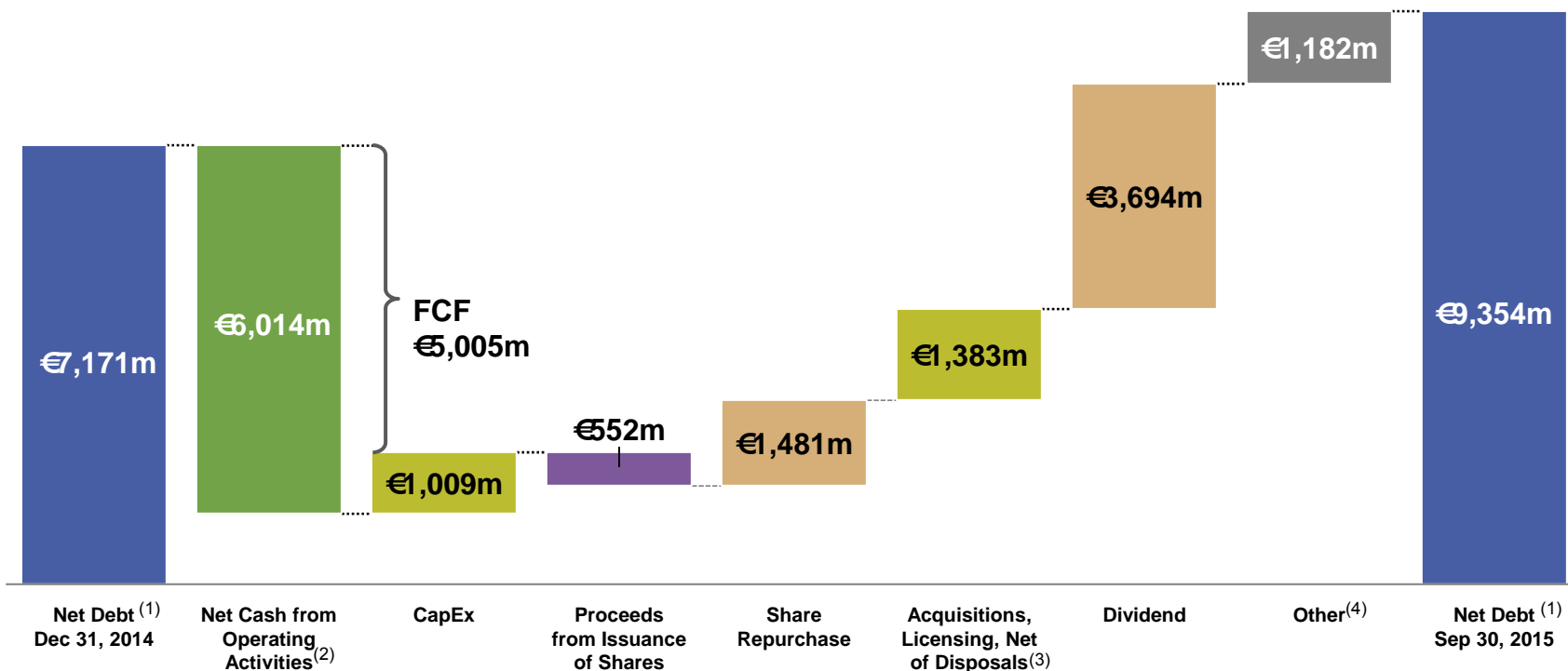
- Q3 2015 OpEx of €3,816m, up +7.5% at CER
 - **R&D** expenses of €1,355m (14.1% of sales), up +9.9% at CER, driven by dupilumab, ODYSSEY CVOT study and immuno-oncology
 - **SG&A** expenses of €2,461m (25.7% of sales), up +6.2% at CER, mainly due to Toujeo® DTC, Praluent® launch, support to MS brands as well as Animal Health



Targeting mid-single digit OpEx growth at CER in 2015

Over €5bn of Free Cash Flow Generated in YTD Q3 2015

Net Debt (€m)



FCF: Free Cash Flow

(1) Including derivatives related to the financial debt +€302m at December 31st 2014 and +€302m at September 30th 2015

(2) Excluding Restructuring costs

(3) Including Regeneron immuno-oncology collaboration of €584m and Caprelsa® rights of €149m

(4) Other including Restructuring costs and Fx impact

Outlook for 2015 Reaffirmed

FY 2015

SANOFI 

Business EPS Growth

Stable to slightly growing at CER^(1,2)

FX impact on Business EPS

Between +6% and +8%⁽³⁾

(1) Barring major unforeseen adverse events

(2) FY 2014 Business EPS of €5.20

(3) Difference between variation on a reported basis and variation at CER, when applying September 2015 average exchange rates to the remaining quarter of the year and including Venezuela impact

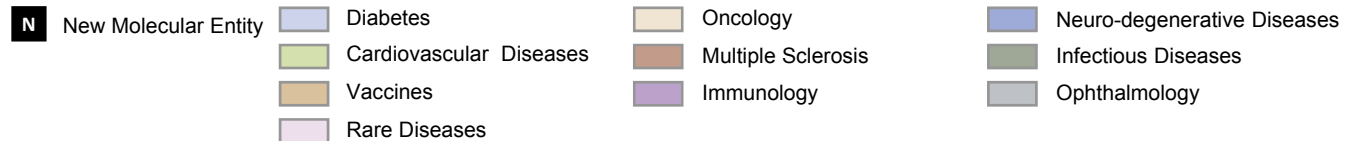
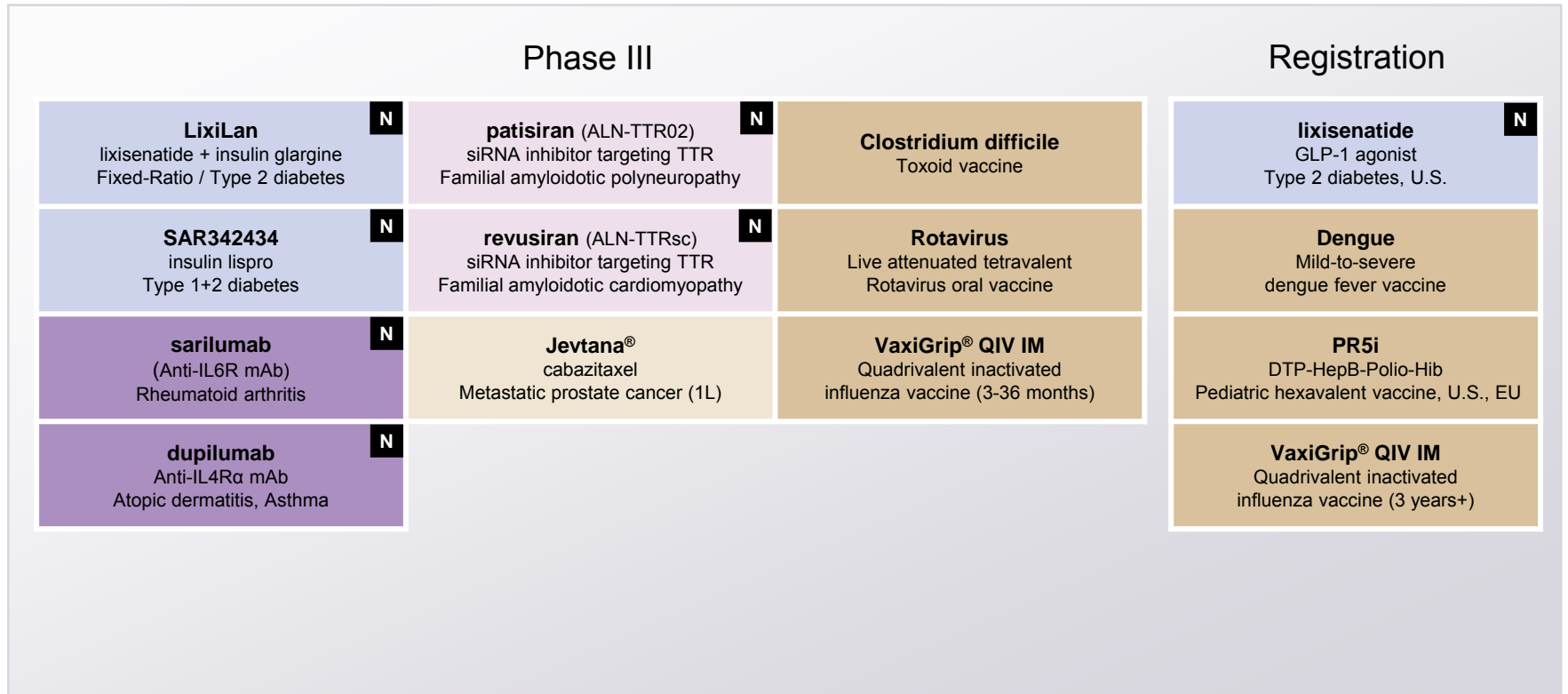


APPENDICES

R&D Pipeline



Late Stage Pipeline – Pharma & Vaccines



Early Stage Pipeline – Pharma & Vaccines

Phase II

dupilumab Anti-IL4R α mAb Nasal polyposis; Eosinophilic oesophagitis	isatuximab Anti-CD38 naked mAb Multiple myeloma	Rabies VRVg Purified vero rabies vaccine
SAR156597 IL4/IL13 Bi-specific mAb Idiopathic pulmonary fibrosis	GZ402671 Oral GCS Inhibitor Fabry Disease	Meningitis ACYW conj. 2 nd generation meningococcal conjugate infant vaccine
sarilumab Anti-IL6R mAb Uveitis	olipudase alfa rhASM Niemann-Pick type B	Tuberculosis Recombinant subunit vaccine
Combination ferroquine / OZ439 Antimalarial		Fluzone[®] QIV HD Quadrivalent inactivated influenza vaccine - High dose

N New Molecular Entity

Diabetes

Cardiovascular Diseases

Vaccines

Rare Diseases

Oncology

Multiple Sclerosis

Immunology

Neuro-degenerative Diseases

Infectious Diseases

Ophthalmology

Early Stage Pipeline – Pharma & Vaccines

Phase I

GZ402668 N GLD52 (anti-CD52 mAb) Relapsing multiple sclerosis	SAR566658 N Maytansin-loaded anti-CA6 mAb Solid tumors	GZ402666 N neo GAA Pompe Disease	SAR422459 N ABCA4 gene therapy Stargardt disease
SAR113244 N Anti-CXCR5 mAb Systemic lupus erythematosus	SAR408701 N Anti-CEACAM5 ADC Solid tumors	GZ389988 N TRKA antagonist Osteoarthritis	UshStat® N Myosin 7A gene therapy Usher syndrome 1B
SAR228810 N Anti-protofibrillar AB mAb Alzheimer's disease	SAR439684 N PD-1 inhibitor Cancer	SAR339375 N Anti-miR21 RNA Alport syndrome	SAR366234 N EP2 receptor agonist Elevated intraocular pressure
SAR425899 N GLP-1R/GCGR dual agonist Diabetes	SAR428926 N LAMP-1 inhibitor Cancer	SAR439774 N ALN-AT3 Haemophilia	Streptococcus pneumonia Meningitis & pneumonia vaccine
SAR438335 N GLP-1R/GIPR dual agonist Diabetes	SAR439152 N Myosin inhibitor Hypertrophic cardiomyopathy		Herpes Simplex Virus Type 2 HSV-2 vaccine

N New Molecular Entity	Diabetes	Oncology	Neuro-degenerative Diseases
	Cardiovascular Diseases	Multiple Sclerosis	Infectious Diseases
	Vaccines	Immunology	Ophthalmology
	Rare Diseases		

R&D Pipeline Summary Table⁽¹⁾

	Phase I	Phase II	Phase III	Registration	TOTAL
Oncology	4	1	0	0	5
Diabetes Solutions	2	0	2	1	5
Cardiovascular / Renal Diseases	1	0	0	0	1
Immune Mediated Diseases	2	1	2	0	5
Infectious Diseases	0	1	0	0	1
Ophthalmology	3	0	0	0	3
Rare Diseases	4	2	2	0	8
Age Related Degenerative Diseases	1	0	0	0	1
Vaccines	2	4	3	3	12
TOTAL	19	9	9	4	41

Expected R&D Milestones

Product	Event	Timing
Dengue vaccine	Expected regulatory decision in endemic countries	Q4 2015
sarilumab	Expected U.S. regulatory submission in Rheumatoid Arthritis	Q4 2015
LixiLan	Expected U.S. regulatory submission in Diabetes	Q4 2015
PR5i vaccine (DTP-HepB-Polio-Hib)	Expected CBER decision on the extended review timeline	Q4 2015
LixiLan	Expected EU regulatory submission in Diabetes	Q1 2016
dupilumab	Expected Phase III top line results in Atopic Dermatitis	Q1 2016
PR5i vaccine (DTP-HepB-Polio-Hib)	Expected EU regulatory decision	Q2 2016
Meningitis ACYW conj. vaccine	Expected start of Phase III trial	Q2 2016
Rotavirus vaccine	Expected regulatory submission in India	Q2 2016
Insulin lispro	Expected Phase III top line results in Diabetes	Q2 2016
lixisenatide	Expected U.S. regulatory decision	Q3 2016
dupilumab	Expected U.S. regulatory submission in Atopic Dermatitis	Q3 2016
sarilumab	Expected MONARCH Phase III results in Rheumatoid Arthritis	Q3 2016

APPENDICES

FINANCE

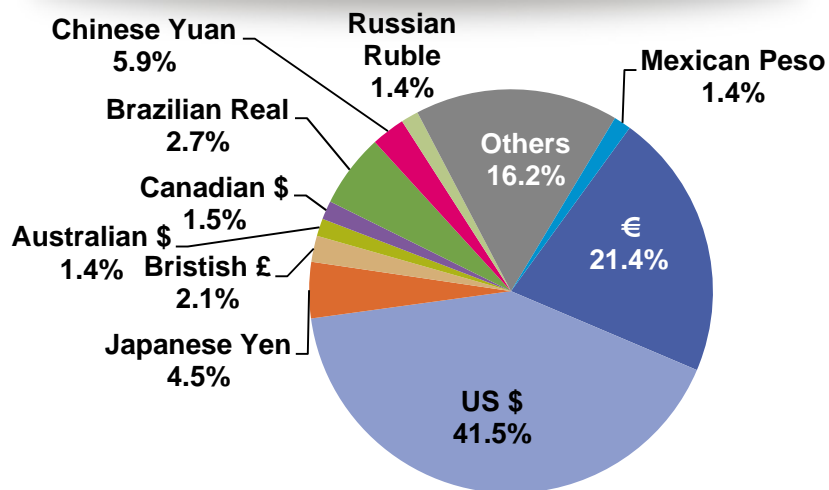


2015 Currency Sensitivity

Business EPS Currency Sensitivity

Currency	Variation	Business EPS Sensitivity
U.S. Dollar	-0.05 USD/EUR	+EUR 0.10
Japanese Yen	+5 JPY/EUR	-EUR 0.03
Russian Ruble	+10 RUB/EUR	-EUR 0.06

Currency Exposure on Q3 2015 Sales



Currency Average Rates

	Q3 2014	Q3 2015	% change
EUR/USD	1.33	1.11	-16.5%
EUR/JPY	137.74	135.89	-1.3%
EUR/CNY	8.17	7.01	-14.2%
EUR/RUB	48,08	70,46	+46.6%

Business Net Income Statement

Third quarter 2015	Group Total			Pharmaceuticals			Vaccines			Animal health			Other	
€million	Q3 2015	Q3 2014	change	Q3 2015	Q3 2014	change	Q3 2015	Q3 2014	change	Q3 2015	Q3 2014	change	Q3 2015	Q3 2014
Net sales	9,591	8,781	9.2%	7,267	6,815	6.6%	1,717	1,451	18.3%	607	515	17.9%	-	-
Other revenues	89	87	2.3%	68	69	(1.4%)	9	9	-	12	9	33.3%	-	-
Cost of sales	(2,998)	(2,864)	4.7%	(2,151)	(2,036)	5.6%	(635)	(629)	1.0%	(212)	(199)	6.5%	-	-
As % of net sales	(31.3%)	(32.6%)		(29.6%)	(29.9%)		(37.0%)	(43.3%)		(34.9%)	(38.6%)		-	-
Gross profit	6,682	6,004	11.3%	5,184	4,848	6.9%	1,091	831	31.3%	407	325	25.2%	-	-
As % of net sales	69.7%	68.4%		71.3%	71.1%		63.5%	57.3%		67.1%	63.1%		-	-
Research and development expenses	(1,355)	(1,146)	18.2%	(1,173)	(987)	18.8%	(140)	(121)	15.7%	(42)	(38)	10.5%	-	-
As % of net sales	(14.1%)	(13.1%)		(16.1%)	(14.5%)		(8.2%)	(8.3%)		(6.9%)	(7.4%)		-	-
Selling and general expenses	(2,461)	(2,193)	12.2%	(2,070)	(1,859)	11.4%	(176)	(170)	3.5%	(215)	(164)	31.1%	-	-
As % of net sales	(25.7%)	(25.0%)		(28.5%)	(27.3%)		(10.3%)	(11.7%)		(35.4%)	(31.8%)		-	-
Other current operating income/expenses	(136)	39		(128)	57		-	2		4	1		(12)	(21)
Share of profit/loss of associates*	78	43		57	22		20	21		1	-		-	-
Net income attributable to non-controlling interests	(25)	(31)		(24)	(31)		(1)	-		-	-		-	-
Business operating income	2,783	2,716	2.5%	1,846	2,050	(10.0%)	794	563	41.0%	155	124	25.0%	(12)	(21)
As % of net sales	29.0%	30.9%		25.4%	30.1%		46.2%	38.8%		25.5%	24.1%		-	-
Financial income and expenses	(105)	(139)												
Income tax expense	(582)	(642)												
Tax rate**	22.2%	25.0%												
Business net income	2,096	1,935	8.3%											
As % of net sales	21.9%	22.0%												
Business earnings per share *** (in euros)	1.61	1.47	9.5%											

(1) Net of tax

(2) Determined on the basis of Business income before tax, associates and non-controlling interests

(3) Based on an average number of shares outstanding of 1,305.5 million in the third quarter of 2015 and 1,313.0 million in the third quarter of 2014

Business Net Income Statement

Nine months 2015	Group Total			Pharmaceuticals			Vaccines			Animal health			Other	
	€ million	9M 2015	9M 2014	change	9M 2015	9M 2014	change	9M 2015	9M 2014	change	9M 2015	9M 2014	change	9M 2015
Net sales	27,779	24,698	12.5%	22,522	20,332	10.8%	3,301	2,797	18.0%	1,956	1,569	24.7%	-	-
Other revenues	252	241	4.6%	197	195	1.0%	23	23	-	32	23	39.1%	-	-
Cost of sales	(8,722)	(7,988)	9.2%	(6,593)	(6,082)	8.4%	(1,461)	(1,329)	9.9%	(668)	(577)	15.8%	-	-
As % of net sales	(31.4%)	(32.4%)		(29.3%)	(29.9%)		(44.3%)	(47.5%)		(34.2%)	(36.8%)		-	-
Gross profit	19,309	16,951	13.9%	16,126	14,445	11.6%	1,863	1,491	24.9%	1,320	1,015	30.0%	-	-
As % of net sales	69.5%	68.6%		71.6%	71.0%		56.4%	53.3%		67.5%	64.7%		-	-
Research and development expenses	(3,844)	(3,473)	10.7%	(3,316)	(3,012)	10.1%	(402)	(351)	14.5%	(126)	(110)	14.5%	-	-
As % of net sales	(13.8%)	(14.1%)		(14.7%)	(14.8%)		(12.2%)	(12.5%)		(6.4%)	(7.0%)		-	-
Selling and general expenses	(7,547)	(6,526)	15.6%	(6,380)	(5,580)	14.3%	(520)	(441)	17.9%	(647)	(505)	28.1%	-	-
As % of net sales	(27.2%)	(26.4%)		(28.3%)	(27.4%)		(15.8%)	(15.8%)		(33.1%)	(32.2%)		-	-
Other current operating income/expenses	(223)	68		(167)	76		2	3		9	18		(67)	(29)
Share of profit/loss of associates*	139	82		118	55		20	27		1	-		-	-
Net income attributable to non-controlling interests	(87)	(96)		(86)	(96)		(1)	-		-	-		-	-
Business operating income	7,747	7,006	10.6%	6,295	5,888	6.9%	962	729	32.0%	557	418	33.3%	(67)	(29)
As % of net sales	27.9%	28.4%		28.0%	29.0%		29.1%	26.1%		28.5%	26.6%		-	-
Financial income and expenses	(314)	(309)												
Income tax expense	(1,771)	(1,678)												
Tax rate**	24.0%	25.0%												
Business net income	5,662	5,019	12.8%											
As % of net sales	20.4%	20.3%												
Business earnings per share*** (in euros)	4.33	3.81	13.6%											

(1) Net of tax

(2) Determined on the basis of Business income before tax, associates and non-controlling interests

(3) Based on an average number of shares outstanding of 1,306.6 million in the first nine months of 2015 and 1,315.8 million in the first nine months of 2014

Reconciliation of Business Net Income to Consolidated Net Income Attributable to Equity Holders of Sanofi

€million	Q3 2015	Q3 2014	Change
Business net income	2,096	1,935	8.3%
Amortization of intangible assets ⁽¹⁾	(598)	(561)	
Impairment of intangible assets	(209)	(35)	
Fair value remeasurement of contingent consideration liabilities	90	(45)	
Restructuring costs	(58)	(163)	
Other gains and losses, and litigation	-	-	
Additional yearly expense related to US Branded Prescription Drug Fee ⁽²⁾	-	(116)	
Tax effect of:	310	261	
<i>amortization of intangible assets</i>	210	188	
<i>impairment of intangible assets</i>	77	13	
<i>fair value remeasurement of contingent consideration liabilities</i>	8	5	
<i>other gains and losses, and litigation</i>	-	-	
<i>restructuring costs</i>	15	55	
Other tax items	-	-	
Share of items listed above attributable to non-controlling interests	2	-	
Restructuring costs of associates and joint ventures, and expenses arising from the impact of acquisitions on associates and joint ventures	(5)	(86)	
IFRS net income reported⁽³⁾	1,628	1,190	36.8%
Consolidated earnings per share⁽⁴⁾ (in euros)	1.25	0.91	

(1) Of which related to amortization expense generated by the remeasurement of intangible assets as part of business combinations: €560 million in the third quarter of 2015 and €540 million in the third quarter of 2014

(2) Annual fee related to 2013 sales following the final IRS regulation issued in July 2014 that has changed the timing of liability recognition and leads to a one-time "double" expense in the year of 2014

(3) Net income attributable to equity holders of Sanofi

(4) Based on an average number of shares outstanding of 1,305.5 million in the third quarter of 2015 and 1,313.0 million in the third quarter of 2014

Reconciliation of Business Net Income to Consolidated Net Income Attributable to Equity Holders of Sanofi

€million	9M 2015	9M 2014	Change
Business net income	5,662	5,019	12.8%
Amortization of intangible assets ⁽¹⁾	(1,827)	(1,862)	
Impairment of intangible assets	(237)	(109)	
Fair value remeasurement of contingent consideration liabilities	161	(177)	
Restructuring costs	(439)	(298)	
Other gains and losses, and litigation ⁽²⁾	-	35	
Additional expense related to US Branded Prescription Drug Fee ⁽³⁾	-	(116)	
Tax effect of:	871	783	
<i>amortization of intangible assets</i>	641	639	
<i>impairment of intangible assets</i>	87	39	
<i>fair value remeasurement of contingent consideration liabilities</i>	(7)	19	
<i>other gains and losses, and litigation</i>	-	(13)	
<i>restructuring</i>	150	99	
Other tax items ⁽⁴⁾	(111)	(110)	
Share of items listed above attributable to non-controlling interests	5	4	
Restructuring costs of associates and joint ventures, and expenses arising from the impact of acquisitions on associates and joint ventures	(132)	(118)	
IFRS net income reported⁽⁵⁾	3,953	3,051	29.6%
Consolidated earnings per share⁽⁶⁾ (in euros)	3.03	2.32	

(1) Of which related to amortization expense generated by the remeasurement of intangible assets as part of business combinations: €1,732 million in the first nine months of 2015 and €1,798 million in the first nine months of 2014

(2) Day one profit on Alnylam shares presented in financial result

(3) Annual fee related to 2013 sales following the final IRS regulation issued in July 2014 that has changed the timing of liability recognition and leads to a one-time "double" expense in the year of 2014

(4) Tax on dividends paid to shareholders of Sanofi

(5) Net income attributable to equity holders of Sanofi

(6) Based on an average number of shares outstanding of 1,306.6 million in the first nine months of 2015 and 1,315.8 million in the first nine months of 2014

Consolidated Income Statements

€million	Q3 2015	Q3 2014	9M 2015	9M 2014
Net sales	9,591	8,781	27,779	24,698
Other revenues	89	87	252	241
Cost of sales	(2,998)	(2,864)	(8,722)	(7,988)
Gross profit	6,682	6,004	19,309	16,951
Research and development expenses	(1,355)	(1,146)	(3,844)	(3,473)
Selling and general expenses	(2,461)	(2,309)	(7,547)	(6,642)
Other operating income	(108)	47	(25)	163
Other operating expenses	(28)	(8)	(198)	(95)
Amortization of intangible assets	(598)	(561)	(1,827)	(1,862)
Impairment of intangible assets	(209)	(35)	(237)	(109)
Fair value remeasurement of contingent consideration liabilities	90	(45)	161	(177)
Restructuring costs	(58)	(163)	(439)	(298)
Operating income	1,955	1,784	5,353	4,458
Financial expenses	(127)	(154)	(394)	(446)
Financial income	22	15	80	172
Income before tax and associates and joint ventures	1,850	1,645	5,039	4,184
Income tax expense ⁽¹⁾	(272)	(381)	(1,011)	(1,005)
Share of profit / loss of associates and joint ventures	73	(43)	7	(36)
Net income	1,651	1,221	4,035	3,143
Net income attributable to non-controlling interests	23	31	82	92
Net income attributable to equity holders of Sanofi	1,628	1,190	3,953	3,051
Average number of shares outstanding (million)	1,305.5	1,313.0	1,306.6	1,315.8
Consolidated earnings per share (in euros)	1.25	0.91	3.03	2.32