

## Q3 2019 RESULTS

SANOFI  Empowering Life

## PAUL HUDSON

CHIEF EXECUTIVE OFFICER, SANOFI



"SINCE JOINING SANOFI, I AM INCREASINGLY EXCITED ABOUT THE STRENGTH OF OUR BUSINESSES, OUR ABILITY TO DEVELOP TRANSFORMATIVE MEDICINES AND THE DIVERSE TALENT OF OUR TEAMS ACROSS THE ORGANIZATION."

## COMPANY SALES & BUSINESS EPS \*

Q3 2019 SALES\*

**€9,499M**

-1.1 % (+1.1%)

Q3 2019 BUSINESS EPS\*

**€1.92**

0.0 % (+4.3%)

\*Growth rates are expressed at constant exchange rates (CER). Growth rate in parentheses are expressed on a reported basis.

## SALES BY GLOBAL BUSINESS UNIT



**€2,185M**

Primary Care



**€1,929M**

Sanofi Pasteur  
(Vaccines)



**€2,359M**

Sanofi Genzyme  
(Specialty  
Care)



**€1,890M**

China &  
Emerging  
Markets



**€1,136M**

Consumer  
Healthcare

## SALES BY GEOGRAPHY

- 1 U.S. **€3,671M**
- 2 EUROPE **€2,157M**
- 3 LATIN AMERICA **€685M**
- 4 EURASIA\* **€318M**
- 5 ASIA **€1,172M**
- 6 AFRICA & MIDDLE EAST **€564M**

\*\*ROW **€886M**

\*Eurasia:  
Russia, Ukraine, Georgia,  
Belarus, Armenia and  
Turkey

\*\*Rest of the world:  
Japan, South Korea,  
Canada, Australia, New  
Zealand and Puerto Rico

## RECOGNITION FOR OUR CSR APPROACH

**RANKED  
#3**

most sustainable  
pharma company  
by Dow Jones  
Sustainability Index

FOR FURTHER INFORMATION ON Q3 2019 RESULTS  
AND DEFINITIONS OF FINANCIAL INDICATORS,  
PLEASE REFER TO THE PRESS RELEASE ISSUED  
ON OCTOBER 31, 2019 AT :

[HTTPS://WWW.SANOFI.COM/EN/INVESTORS](https://www.sanofi.com/en/investors)

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