



# BofA-ML Healthcare Conference

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# Forward looking statements

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# Next chapter in the evolution of Sanofi R&D



## Vision

- An industry innovation leader bringing transformative solutions to patients



## Strategy

- Allocate resources to priority therapeutic areas
- Leverage multiple therapeutic modalities
- Accelerate early development



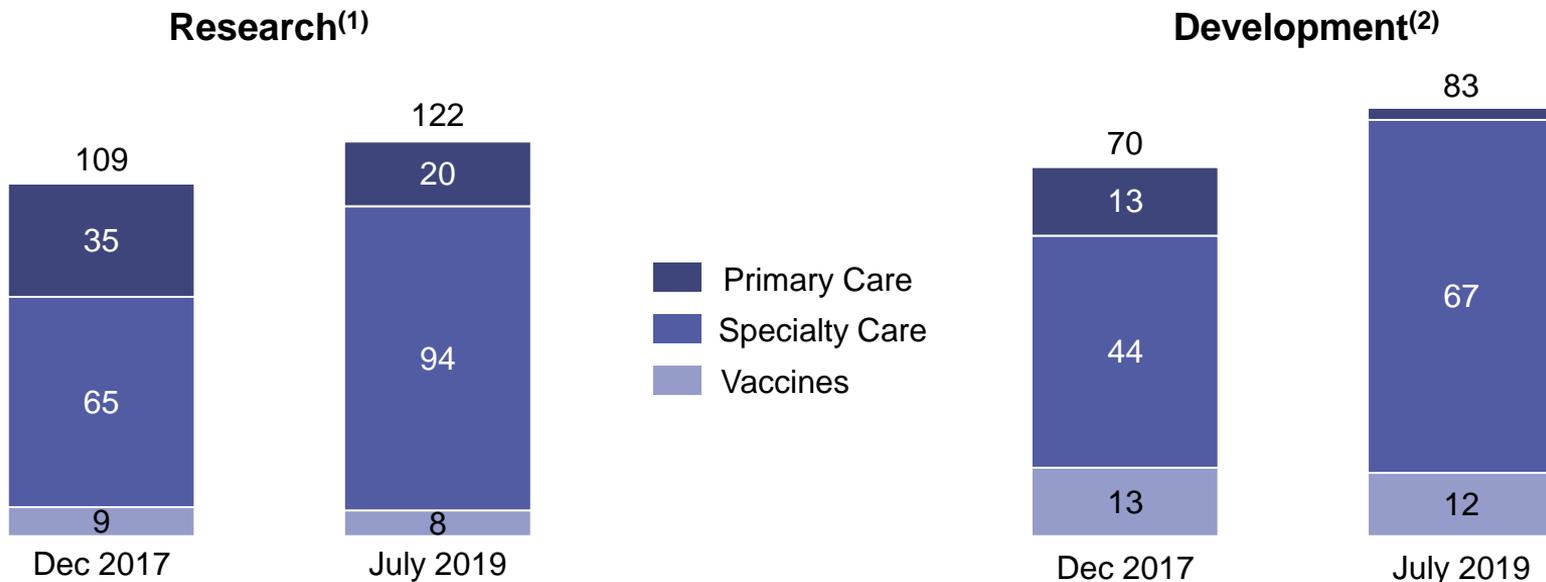
## Long-term objectives<sup>(1)</sup>

- 80% first or best in class
- 70% biologics
- 70% internally derived

**Continued financial discipline**  
**R&D investment ~€6bn<sup>(2)</sup>**

# Increased research focus on Specialty Care and Vaccines while rigorously prioritizing our development spend

## Evolution of pipeline projects



# Significant progress made on executing our R&D strategy in H1 2019

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## Prioritization

- Announced discontinuation of 13 development and 32 research projects
- 95% of development projects now in specialty care and vaccines
- Refocus of CV and diabetes research<sup>(1,2)</sup>
- Restructured Regeneron IO, Alnylam, and Voyager collaborations
- Discontinued Myokardia agreement

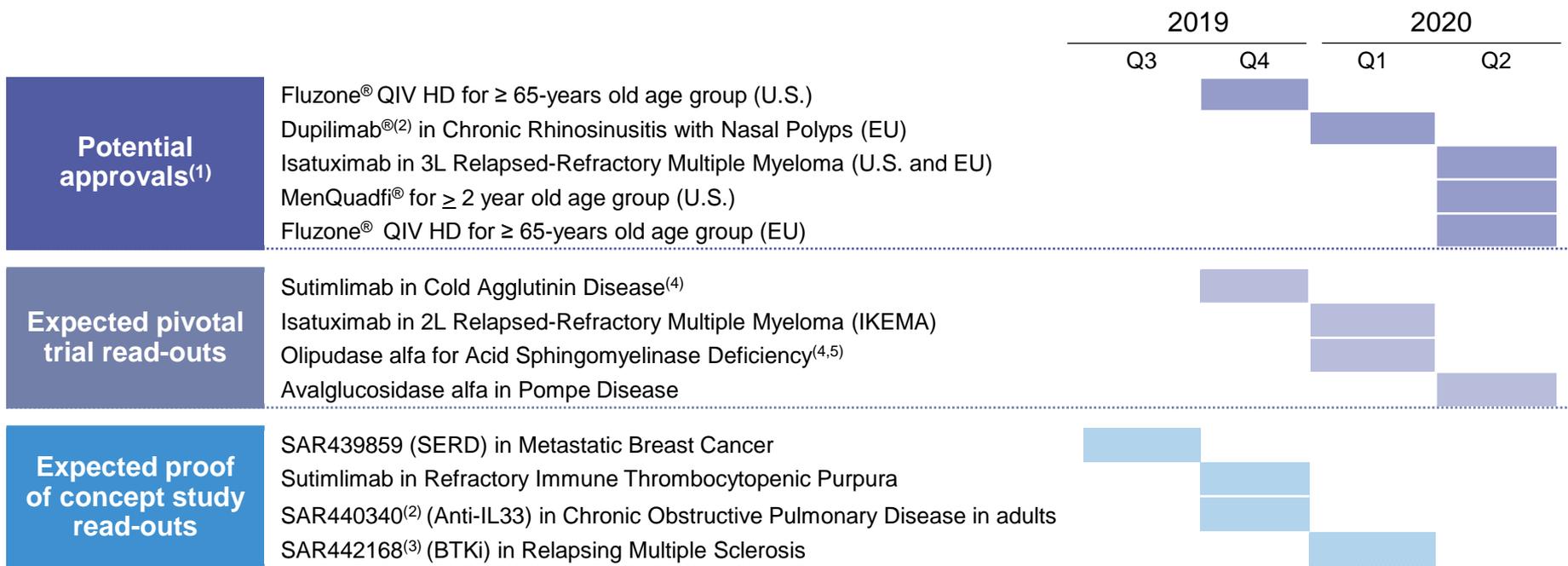
## Capabilities

- Reallocated resources to biologics and gene therapy<sup>(2)</sup>
- Filled vacant position of Head of Development
- Google partnership on Digital Health and RWE
- Partnership with Cegedim on real world data

# Majority of NMEs are wholly-owned and expected to result in improved Corporate profitability

	NME	Mechanism of Action	Initial Indication	Submission Timing (2)
	 isatuximab	anti-CD38 mAb	3L RRMM (ICARIA)	2019
	 fitusiran <sup>(1)</sup>	RNAi therapeutic targeting anti-thrombin	Hemophilia A & B	2020
	 Sutimlimab <sup>(3)</sup>	anti-complement C1s mAb	Cold agglutinin disease	2020
	 avalglucosidase alfa	enzyme replacement therapy	Pompe disease	2020
	 olipudase alfa <sup>(3)</sup>	enzyme replacement therapy	ASMD	2020
	 venglustat	oral GCS inhibitor	ADPKD	2021
	 efpeglenatide	Once weekly	Type 2 diabetes	2021
	 nirsevimab <sup>(1,3)</sup>	anti-RSV mAb	Respiratory syncytial virus	2023
	 SAR440340 <sup>(1)</sup>	anti-IL33 mAb	Asthma, AD, COPD	2023
	 SAR408701	anti-CEACAM5 ADC	Non-squamous NSCLC	2023
	 BIVV001	rFVIIIIFc-vWF-XTEN	Hemophilia A	2023
	 SAR439859	Selective Estrogen Receptor Degradar	Metastatic breast cancer	2023

# Several potential approvals for new drugs and additional indications over next 12 months



QIV: Quadrivalent Influenza Vaccine; HD: High-Dose

# R&D momentum driven by execution on strategy and positive data read-outs

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Accelerating transformation of R&D with shifting focus to specialty care and vaccines



Building capabilities in digital platforms, gene therapy and biologics



Positive data on priority programs in Rare Blood Disorder, Oncology, and Vaccines



Rich news flow of clinical data expected over the next 12 months