IN BUSINESS FOR LIFE
Partnering to advance global health

SANOFI
Empowering Life
Sanofi is a global life sciences company committed to pursuing innovative, life-changing treatments that address unmet healthcare challenges. Since business development is a key component of our strategy, we continuously seek innovative collaborations that create value.

Our flexible and unique partnering approach helps us work with you to deliver the best solutions for patients.

Opportunities for collaboration within our areas of interest and expertise are outlined below and detailed on pages 2-14:

- Diabetes
- Cardiovascular
- Rare Diseases
- Neuroscience
- Immunology
- Oncology
- General Medicines & Emerging Markets
- Human Vaccines
- Consumer Healthcare
- Digital Technology
- Drug Discovery & Biologics
- Out-Licensing

Collaborations are one of the crucial elements of our strategy. We are committed to collaborating with innovators in our areas of interest. Our diversity and global reach are supported by a strong presence in both mature and emerging markets.

We are committed to expanding our network and delivering great quality products together.

"Our organization is made up of many talented individuals with varied skills and experiences. Most importantly, everyone has a deep commitment to make Sanofi one of the best pharmaceutical companies in the industry. We all want to bring important healthcare solutions to people in need all over the world. This is core to what we do and think about."

Muzammil Mansuri
Executive Vice President
Strategy & Business Development

Dedicated to preventing and treating diseases around the world.

More than 100,000 employees
Present in 100 countries
Net sales €35.1 BN

Sharing Expertise. Driving Innovation.

SANOFI Empowering Life

Our 5 Global Business Units

• Diabetes & Cardiovascular
• Sanofi Pasteur
  VACCINES
• Sanofi Genzyme
  SPECIALTY CARE
• General Medicines & Emerging Markets
• Consumer Healthcare

Excluding animal health activities. See Form 20-F 2017 p.2.
Diabetes

Sanofi is a global leader in diabetes due to our rich history and pipeline. Our ambition is to expand care to the next level by seeking partnerships and collaborations with those who share our drive.

Our teams are focused on developing treatments that will alter the progression of cardio-metabolic disease and reduce the risk of debilitating complications that are challenging for individuals and healthcare systems.

Furthermore, we strive to deliver integrated solutions that fit into the lives of people living with these chronic illnesses, enabling better disease management, better outcomes and reduced costs.

We deliver innovative Diabetes care solutions to people worldwide through our global commercial and industrial footprint in this area.

Cardiovascular

Cardiovascular disease is the number one cause of mortality globally, accounting for nearly 30% of all deaths.

Sanofi has significant experience in creating innovative brands within this therapeutic area. We remain committed to developing new therapies by partnering with other industry pioneers to innovate and build on our strong legacy.

As a result of our collaboration with Regeneron, we launched Praluent® (alirocumab), a treatment to help adult patients with hypercholesterolemia reduce their levels of LDL cholesterol.
We have and will continue to pioneer the delivery of transformative therapies to people with Rare Diseases, providing hope where there was none before.

Metabolic/Pediatric
- Glycogen storage disorders
- Lysosomal storage disorders
- Leukodystrophies
- Organic acidemias
- Urea cycle disorders
- Bone disorders, including achondroplasia and osteogenesis imperfecta

Nephrology
- Fabry disease
- Alport syndrome and other glomerulopathies
- Polycystic kidney disease and other ciliopathies

Neuromuscular
- Dystrophies, such as Duchenne, alpha-dystroglycanopathy, myotonic and facioscapulohumeral muscular dystrophy
- Pompe disease
- Monogenic neurological disorders, in collaboration with Neuroscience

Hematology
- Hemophilia, sickle cell disease, beta thalassemia
- Amyloidosis
- Gaucher disease

Pulmonary
- Cystic fibrosis

Gene Therapy
- Adeno-associated virus (AAV) capsids with improved tropism for specific organs, including CNS and muscle

Multiple Sclerosis
- Immunomodulation: Differentiated drug candidates targeting lymphocytes with novel mechanisms of action, with potential for high efficacy and improved safety
- Neuroinflammation: Drug candidates targeting CNS inflammatory milieu, including microglia and astrocytes
- Neuroprotection and remyelination: Drug candidates and novel mechanisms of action that prevent irreversible damage to neurons and glia, promote remyelination by oligodendrocytes and enhance regeneration
- Symptom Management: Drug candidates targeting MS-related cognitive and behavioral symptoms, preferably with clinical proof of concept

Genetically Defined Neurological Diseases
- Modulation of gene expression and gene replacement strategies and therapeutics targeting CNS genetic diseases, including Parkinson’s Disease, Huntington’s Disease, and Amyotrophic Lateral Sclerosis

Neurodegeneration
- Small molecules or biologics targeting alpha-synuclein or tau that reduce accumulation and spread of pathology
- Small molecules targeting CNS inflammatory milieu, including microglia and astrocytes
- Normalization of CNS insulin resistivity and glucose metabolism
- Therapeutics and novel targets to normalize lysosomal or mitochondrial function

Translational Neuroscience and Technologies
- Biomarkers predictive of disease progression, treatment response, patient stratification
- PET ligands for misfolded proteins, neuroinflammation, therapeutic target engagement
- AAV capsids for intrathecal or systemic administration, widespread transduction of brain cell types
- Methods of enhancing transit of therapeutics across the blood-brain barrier
- Methods for assessing synaptic plasticity, synaptic loss, neuroprotection, remyelination in vivo

Debilitating neurodegenerative diseases of the central nervous system, including Multiple Sclerosis, Parkinson’s Disease, Amyotrophic Lateral Sclerosis (ALS) and Huntington’s Disease, represent significant unmet medical need around the globe. We seek partners who share our commitment to addressing these diseases.
Overcoming Immunosuppression
• Modulation of immunosuppressive components in the tumor microenvironment
• Suppressive mechanisms within myeloid lineage cell types
• T cell invasion and expansion modalities outside “classical” immune checkpoints

Cancer Dependency Related Therapies
• Drugs or novel targets toward:
  – K-RAS directly or cancers where K-RAS is implicated
  – Oncogenic drivers and pathways currently lacking therapy
  – Co-dependency or synthetic lethality
  – CRISPR/CAS9 based target identification platforms
  • Targeted therapy resistance (induced or intrinsic)
  • Novel lineage targets and drugs targeting them

Active Immunization and Antibody Directed Tumor Targeting
• Stimulation of functional activity of antigen presenting cells
• Redirection of immunity against tumors using cell engagers & immuno-conjugates
• Innovative pattern recognition receptors (PRRs) and agonists and adjuvants
• Devices for direct intra-tumor/intra-nodal injection

Other Interests
• Translational medicine and biomarkers to support pipeline
• Preclinical and clinical immune profiling methodologies (immuno-monitoring)
• Novel-novel combinations
• Preclinical platform to test and validate immuno-oncology combinations
• Molecular entities with potential for transformative benefits
• Commercial opportunities synergistic with current portfolio: prostate cancer, colorectal cancer, gastric cancer, multiple myeloma, breast cancer (hormone receptor positive and triple negative breast cancer (TNBC), non-small cell lung cancer (NSCLC))

We are rebuilding a competitive position in Oncology through a range of innovative collaborations in the emerging fields of immuno-oncology and targeted therapies.
Areas for Potential Partnerships

Mature Markets
Opportunities within Mature Markets include enhancing our portfolio within the therapeutic areas in which we operate. This can be enabled by adding innovative late-stage development or commercialized products, or by acquiring complementary established products.

Emerging Markets
Opportunities within Emerging Markets include late-stage development products or commercialized brands that would complement our broad portfolio in primary care or specialty care.

China
Opportunities within China include earlier-stage products that would complement our broad portfolio, particularly in Oncology, CV/Nephrology, CNS, Dermatology and Respiratory.

We manage established products and generics globally as well as new pharma products across Emerging Markets (Africa, Asia, Eurasia & Middle East, China, Latin America).

Our set of capabilities as a global biopharma company combined with an unparalleled footprint in Emerging Markets makes us the partner of choice. In addition to the commercial footprint, we offer dedicated local organizations in charge of development, manufacturing, registration, market access, marketing, medical, PV and compliance, delivering a proven track record in managing product lifecycle from its launch to the life post patent expiry.

We offer flexible deal terms to accommodate our partners’ strategic needs.

Leadership in Emerging Markets
Emerging markets are a key pillar for Sanofi with 29% of our total 2017 revenues generated from our primary care and specialty care businesses.

• 39% of our global 2017 revenues in general medicines, 27% in oncology, 23% in diabetes and 18% in rare diseases are driven from emerging markets.

• Strong footprint across all key emerging markets
  According to IMS 2017 rankings, Sanofi is the #1 pharma company across Emerging Markets (EM), with #1 position in Latin America and Africa, #2 position in Eurasia and Middle East and the only multinational ranked within the top four multinationals in each of the BRIC countries including #1 ranking overall in Russia and Brazil and #3 ranking among multinational companies in China (with presence over 35 years).

General Medicines & Emerging Markets

• Leading franchises across most therapeutic areas
  Diabetes, Cardiovascular, Thrombosis, CNS, Anti-Infectives, and Specialty Care (especially in Oncology and Rare Diseases).

• Integrated capabilities
  R&D, including clinical research units in countries such as Brazil, Russia, India, China and Argentina. Medical, Regulatory, Market Access, Marketing & Sales, as well as local manufacturing, packaging and distribution are also available in Emerging Markets.

Our leading presence in Emerging Markets is a result of decades of understanding these markets, and a commitment to meeting their unique needs.

1 Ranking according to IMS Calendar Year 2017 sales excluding vaccines.
Human Vaccines

As a world leader in the field of prevention, Sanofi offers a broad range of vaccines protecting against 16 infectious diseases.

We seek partners who are also aggressively developing safe and effective vaccines with a single or combined target against complex diseases.

We provide more than 1 billion doses of vaccines each year, making it possible to immunize more than 500 million people across the globe.

Vaccines, Monoclonal Antibodies & Supporting Technologies

- Novel antigens and methods for antigen discovery
- Carrier proteins and novel conjugation technology
- Vaccine vectors suitable for nasal or oral use
- New ways to administer vaccines

Tools for Improving Vaccine and Monoclonal Antibody Research, Development and Production

- Technology for studying B cell immunology and immunosenescence
- AI, machine learning, machine vision
- Nonionic detergents
- Genomics and proteomics technologies
- Prokaryotic or eukaryotic cell lines for antigen production
- Fermentor and bioreactor technology
- Disposable systems
- Downstream processing
- Process automation
- Preservatives and stabilizers
- Bioinformatics techniques

Vaccine Immune Responses’ Enhancers

- Adjuvants and immunomodulators
- Vaccine vectors and delivery systems
- Biological and immunological studies to further characterize adjuvants and immunomodulators

Characterization and Assay of Immune Responses and Disease Markers

- Epidemiological studies relevant to the use of vaccines and immunotherapeutics
- Animal models of human diseases
- In vitro models of human tissues, including the immune system
- Biological markers

We are among the top global players in Consumer Healthcare, providing new and compelling product choices to consumers worldwide.

Core Categories and Adjacent Subcategories

- Differentiated, consumer relevant innovations that have a significant growth potential in our core categories: Cough, Cold & Allergy, Digestive Health, Nutritional and Pain Care (including pediatric solutions)
  - Licensing and/or R&D collaborations for consumer solutions that address relevant needs and provide differentiated and superior claims
  - Licensing, distribution or acquisition deals for distinctive brands and products on a global, regional or local level which broaden or strengthen our offer to consumers
  - Specific partnering options for superior consumer solutions adjacent to our core categories, including sleep and liver health

White Spaces

- Great choices outside our core categories to enter and shape consumer relevant categories with strong growth perspectives
  - Access to Rx-to-OTC switch candidates including first-in-class switch candidates to address unmet consumer needs
  - Access to superior clinically proven compounds including generic Rx-to-OTC switch candidates and products that allow addressing unmet consumer needs
  - Licensing, distribution or acquisition deals for distinctive brands and products on a global, regional or local level which enlarge our presence in attractive markets and categories without current significant footprint

At Sanofi, we supply our healthcare solutions to over 150 countries across the world and reach more than 1 billion consumers per year.

Our ambition is to partner with you to become the best global Consumer Healthcare business by embracing transformative healthcare solutions and technologies. While pursuing our ambition, we are focusing on developing strong brands within four core categories:

- Pain Care
- Cough, Cold and Allergy
- Digestive Health
- Nutritional Health

We think outside the box, using White Spaces and Digital to enhance our existing portfolio with innovative solutions. We are also a recognized leader in Rx-to-OTC switch competencies with unique track record of switch successes worldwide.

Sanofi, we supply our healthcare solutions to over 150 countries across the world and reach more than 1 billion consumers per year. Our ambition is to partner with you to become the best global Consumer Healthcare business by embracing transformative healthcare solutions and technologies. While pursuing our ambition, we are focusing on developing strong brands within four core categories:

- Pain Care
- Cough, Cold and Allergy
- Digestive Health
- Nutritional Health

We think outside the box, using White Spaces and Digital to enhance our existing portfolio with innovative solutions. We are also a recognized leader in Rx-to-OTC switch competencies with unique track record of switch successes worldwide.

At Sanofi, we supply our healthcare solutions to over 150 countries across the world and reach more than 1 billion consumers per year. Our ambition is to partner with you to become the best global Consumer Healthcare business by embracing transformative healthcare solutions and technologies. While pursuing our ambition, we are focusing on developing strong brands within four core categories:

- Pain Care
- Cough, Cold and Allergy
- Digestive Health
- Nutritional Health

We think outside the box, using White Spaces and Digital to enhance our existing portfolio with innovative solutions. We are also a recognized leader in Rx-to-OTC switch competencies with unique track record of switch successes worldwide.
Digital Technology

At Sanofi, we believe digital technology will transform the way therapies are discovered, developed, and brought to patients, providers, and payers.

Additionally, digital technology represents new ways of improving care at a reduced cost with improved patient/consumer experience.

In particular for diabetes, integrated care solutions can bring critical enablers together and empower people to live the life they want with better care quality and outcomes.

We seek partners who believe in our ambition, our global reach, our deep scientific expertise and our commercial expertise.

Drug Discovery & Biologics

Drug Discovery identifies bioactive synthetic molecules and advances them to the clinic. It covers the fields of lead generation biology, structural biology, computational design, medicinal chemistry and pharmacokinetics.

We seek collaborations that may benefit from our expertise in biologics research, as well as development and manufacturing of recombinant enzymes, mAbs, antibody-drug conjugates, insulins, fusion proteins, gene and nucleic acid therapeutics.

Biologics molecules make up more than 50% of Sanofi’s development pipeline, representing our significant commitment in this area.

We remain on the cutting edge of discovery, development and manufacturing by incorporating external innovation into our internal platforms.

Monoclonal Antibody Technologies

- Technologies to improve the generation and manufacturing of bi- and multispecific mAbs and cell engagers
- Technologies for mAb optimization (Fc engineering, enhancing antibody valency, improving developability, viscosity reduction, extending half-life)
- Computational approaches to generation of mAbs and the prediction of immunogenicity and biophysical liabilities: aggregation, high viscosity, etc.

Drug Discovery

- Next generation screening techniques
- Innovative chemical matter: small molecules, peptides, macrocycles, natural products
- Target validation: gene editing, compound de-orphaning technologies
- Advances in computational chemistry and structural biology
- Novel drug delivery
- Prediction of stability, toxicity and pharmacokinetics in silico, in vitro or in vivo
- Disease relevant 3D tissue cultures
- Systems: biology/pharmacology/toxicology models
- Identification of drug efficacy biomarkers
- Target engagement in living systems

Delivery

- Tissue-specific delivery of nucleic acid therapeutics to organs other than liver
- Delivery of biologics across physiological barriers: BBB, GI, skin, lungs

Development and Manufacturing

- Improving biophysical properties of mAbs: aggregation, viscosity, solubility, etc.
- Mammalian cell technologies to improve expression and production of recombinant proteins
- Predictive tools for biomanufacturing: behavior under process conditions, process simulation, technologies for online analysis and process controls for production of biologics in breakthrough technologies in protein purification
- Production of AAV-based gene therapies, especially expression and packaging

Digital Clinical Trials

- Distributed studies
- Patient recruitment/engagement
- Wearable sensors
- Optimizing site selection and/or study start-up
- Decision support and visibility tools

Drugs Plus Solutions (Consumers, Patients, Providers)

- Patient engagement
- Medication management
- Patient, clinical, population health decision support tools
- Coaching, nursing support
- Disease management
- Telemedicine
- Wearable sensors, connected devices

Data & Analytics from R&D to Real World Evidence (RWE)

- Target identification and disease understanding
- Integrated laboratory solutions
- Predictive modeling
- Patient stratification
- Drug selection
- Comparative effectiveness/value/safety analysis

Diabetes Integrated Care

- Connected drug delivery devices
- Innovative glucose monitoring
- Decision support for patients, healthcare professionals and payers (e.g. titration, treatment adherence, medical algorithms)
- Behavior and food monitoring and coaching
- Engagement, enrollment

Multi-Channel Engagement

- High impact channels and campaigns
- Tailored content and interactions for individuals and groups
- Data and analytics

Digital Factory

- Connected teams, operations, plants
- Data-driven supply chain
- Smart quality
- Product lifecycle management

Digital Clinical Trials

- Distributed studies
- Patient recruitment/engagement
- Wearable sensors
- Optimizing site selection and/or study start-up
- Decision support and visibility tools

Drugs Plus Solutions (Consumers, Patients, Providers)

- Patient engagement
- Medication management
- Patient, clinical, population health decision support tools
- Coaching, nursing support
- Disease management
- Telemedicine
- Wearable sensors, connected devices

Data & Analytics from R&D to Real World Evidence (RWE)

- Target identification and disease understanding
- Integrated laboratory solutions
- Predictive modeling
- Patient stratification
- Drug selection
- Comparative effectiveness/value/safety analysis

Diabetes Integrated Care

- Connected drug delivery devices
- Innovative glucose monitoring
- Decision support for patients, healthcare professionals and payers (e.g. titration, treatment adherence, medical algorithms)
- Behavior and food monitoring and coaching
- Engagement, enrollment

Multi-Channel Engagement

- High impact channels and campaigns
- Tailored content and interactions for individuals and groups
- Data and analytics

Digital Factory

- Connected teams, operations, plants
- Data-driven supply chain
- Smart quality
- Product lifecycle management

We are a leader in Digital Technology, partnering with companies like Science 37, Verily Life Sciences and Voluntis.
Together, we can help bring much-needed treatments to patients and take advantage of the widely recognized quality of Sanofi R&D.

Out-Licensing

Through our long history of creating therapeutic solutions that improve people’s health and empower life, Sanofi has created a large and diversified portfolio of innovations. Some are now outside of our strategic focus and are available for out-licensing.

Sanofi is actively looking at out-licensing these assets in order to help outside partners gain access to novel solutions, speed up time to market and open up unexplored business avenues.

Helping Our Partners Gain Access to Innovative Solutions

Our portfolio of R&D programs, strategically selected for out-licensing, contains a wide range of highly valuable scientific information, especially pre-clinical and clinical data in a number of different therapeutic areas.

Sanofi’s IP portfolio for out-licensing is made of a large number of patents and registered designs on some of the most advanced pharmaceutical and medical device technologies which are global in scope.

Our out-licensing transactions can take many different forms, such as single-asset transactions, platform deals, straight out-licenses, risk-sharing arrangements, opt-ins, spin-outs, and more.

Partnership is in our DNA

We have great expertise and science within Sanofi. By forming external partnerships, we can deliver the best, most innovative solutions for patients.
The corporate partnering arm of Sanofi invests in opportunities that align with Sanofi’s strategic priorities to maximize value creation. Our objective is to seek and execute external growth and collaboration partnerships that reshape our portfolio and support R&D innovation. Business Development & Licensing has global scope, across all business units and therapeutic areas.

Business Development & Licensing has the flexibility to pursue a broad range of deal structures, which support the strategic intent of the partnership; from in- and out-licensing, R&D collaborations and M&A (asset/company acquisitions and divestitures) to models such as joint ventures, commercial collaborations and other types of strategic alliances.

Sanofi Ventures is the corporate venture capital arm of Sanofi and invests in early stage healthcare companies of strategic interest to Sanofi (typically seed or series A). As a strategic investor, Sanofi Ventures makes direct equity investments in innovative start-ups aligned with Sanofi’s areas of strategic focus. Among these areas are rare diseases, vaccines, potential cures in other core areas of Sanofi’s business footprint, and digital health solutions. Sanofi Ventures has an expedited decision-making process enabling flexible, rapid and clear investment decisions.

In addition to equity financing, Sanofi Ventures provides strategic and technical input to portfolio companies through the established expertise of Sanofi teams. The success of Sanofi Ventures is driven by the ability to invest in areas where the fund can provide a unique voice and insight, active portfolio company engagement and the facilitation of future strategic collaborations with Sanofi.

Sanofi’s company co-creation and incubation vehicle has a primary goal of accelerating the delivery of transformative treatments to patients in need while adding innovative products to the Sanofi pipeline. Sunrise partners for innovations that are best developed through focused efforts by entrepreneurs in new start-up biotech companies, and works across all therapeutic areas. Sunrise seeks programs based on novel biological insights and the typical stage of the product opportunities at time of initial investment is 2-4 years to IND.

Sunrise is both an equity investor and a collaborative partner, taking a risk-sharing, science-driven investment approach captured in a jointly developed research and development plan. Direct Sunrise investment in the company focuses on aligned interests of all involved parties. Through Sunrise, Sanofi secures product rights, but notably the new company retains significant rights and independent value creation opportunities. Sanofi’s strategic interests, supported by strong internal sponsorship, drive a close partnership with the entrepreneurs. Further, Sunrise bridges innovative science with expert capabilities and committed resources that offer important validation to any nascent life sciences company.
The listing below is a representative sample of Sanofi BD&L partnerships.

### General Medicines & Emerging Markets

**Collaboration for the development and commercialization of biological therapeutics in China for potential international expansion.**

**Collaboration for the commercialization of Nesina (alogliptin), a dipeptidyl peptidase IV (DPP IV) inhibitor approved in China for patients with type 2 diabetes.**

### Human Vaccines

**Acquisition adds a recombinant, protein-based influenza vaccine to our portfolio.**

**Agreement to develop and commercialize an investigational monoclonal antibody (MEDI8897) for the prevention of Respiratory Syncytial Virus (RSV) associated illness in newborns and infants.**

**Agreement to license cell culture technology for broadly protective influenza vaccine development.**

### Consumer Healthcare

**Agreement to pursue regulatory approval of a non-prescription form of Cialis for men.**

**Strategic alliance to explore consumer healthcare opportunities in China.**

**Extended the joint venture relationship to include a strategic alliance for exploring consumer healthcare opportunities in Japan.**

### Digital Technology

**Agreement to use its Metasite™ model and NORA® technology for digital clinical trials to improve recruitment and reduce trial times.**

**Agreement to use data from electronic health records (demographics, diagnoses, procedures, medications, labs, genomics, oncology data) to reduce the complexity of clinical trial design, increase patient recruitment and streamline work for trial investigators.**

### Drug Discovery & Biologics

**UK-based Exscientia’s artificial intelligence (AI)-driven platform and automated design capabilities is being developed in partnership with Sanofi to identify bispecific small molecules. The collaboration is addressing two separate drug targets to treat both diabetes and its comorbidities.**

**Adds computational design technology that guides drug discovery programs with target analysis and validation for lead identification and lead optimization.**

**Collaboration for Sanofi to develop and commercialize therapeutic antibodies resulting from Adimab’s proprietary platform to generate bispecific molecules against multiple targets.**
Why Partner with Sanofi

Accelerate the development of your ideas and assets. Tap into our deep expertise in developing, registering and bringing products to market. Together, we can deliver the best, most innovative solutions for patients.

**Key capabilities we bring to our collaborations:**

**Global Partnership Network**

Connect with our deeply committed people who are world-renowned experts in science, industry, product development and marketing.

**Worldwide Exposure**

Benefit from our strong presence in Europe, Japan and North America, as well as in the fast-growing emerging markets of Asia Pacific, Latin America, Africa and the Middle East, in which we hold a leadership position. We have the expertise to navigate the way through each region’s highly particular regulatory, economic, cultural, and research environments.

**High-Quality Compounds Collection**

We hold a world-class collection of millions of compounds accumulated over the past 40 years. Accessing this compounds collection provides a unique opportunity to add value to your target portfolios.

**Industrial Base**

Our global industrial network and ability to produce locally is a strong competitive advantage, enabling us to be closer to customers’ needs, to meet local regulations and to be more cost competitive.

**Ongoing Support**

As our partner you have access to our dedicated team of Alliance Managers, working across the globe to fulfill the mission of maximizing the value through collaborative engagement, management of risk, actionable assessment and agile governance.

---

**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 guarantees that the product candidates if approved will be commercially successful, the future approval and commercial success of therapeutic alternatives, Sanofi’s ability to benefit from external growth opportunities and/or obtain regulatory clearances, risks associated with intellectual property and any related pending or future litigation and the ultimate outcome of such litigation, trends in exchange rates and prevailing interest rates, volatile economic conditions, the impact of cost containment initiatives and subsequent changes therein, the average number of shares outstanding as well as those discussed or identified in the public filings with the SEC and the AMP 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, 2017. Other than as required by applicable law, Sanofi does not undertake any obligation to update or revise any forward-looking information or statements.

Become a Success Story with Us.

Learn More.


Email us at Global_Partnering@sanofi.com

Follow us
Seeking innovative collaborations to build alliances that create value for global health.