



CORPORATE
SOCIAL
RESPONSIBILITY

2015 CSR BROCHURE
PARTNERING TO PROMOTE ACCESS TO HEALTHCARE



HOPE

CSR AT THE HEART OF

Sanofi's ambition is to protect the health and respond to the hopes of 7 billion people. As a leading global healthcare company, we feel a responsibility towards all our stakeholders. We are committed to improving access to innovative and safe healthcare solutions for patients, upholding rigorous professional ethics in all our activities, supporting the development of our workforce and respecting the environment.

■ ■ Our CSR approach has been both a catalyst for innovation and a steadying force in recent years, as Sanofi's senior management and teams have remained resolutely focused on our goals.

The engagement of the women and men of Sanofi—the real drivers of our performance—has kept us on track as we prepare the launch of 18 new drugs and vaccines by 2020. Their motivation reflects our commitment to address the needs of patients and translate our ambitions into reality. ■ ■

*Gilles Lhernould,
Senior Vice President, Corporate Social Responsibility*

SANOFI CSR APPROACH



Embedded into Sanofi's business strategy, CSR drives innovation and contributes to the company's success. We place the patient at the heart of our CSR strategy. In addition, our commitment to human rights provides the foundation for all our initiatives.

Our CSR strategy is organized in four pillars: **Patient**, **Ethics**, **People** and **Planet**. It includes six priority topics which have been defined in collaboration with over 100 stakeholders worldwide. These CSR priorities support, guide and inspire us as we seek to improve access to healthcare and deliver innovative solutions adapted to patients' needs across the globe.

SANOFI AT A GLANCE

2014 KEY FIGURES

€33,770 M
Total sales

107 industrial sites
in 40 countries

€4,834 M
invested in R&D

More than
110,000 employees
worldwide in over 100 countries

Up to 18 drug and vaccine launches
expected between 2014 and 2020

PATIENT

Nearly one-third of the world's population does not have access to quality healthcare. Endeavoring to ensure that as many patients as possible have access to essential medicines, vaccines and a full continuum of care is our responsibility and our greatest challenge.



DIABETES: ACCESS TO INNOVATION IN EMERGING COUNTRIES

AllStar®, the first reusable insulin pen, exemplifies our efforts to develop innovative solutions for people with diabetes that are adapted to emerging markets and accessible to as many people as possible. We already introduced AllStar® in Malaysia, Thailand, Egypt, Bangladesh, South Africa and India. **More than 100,000 Indian patients** have benefitted from our state-of-the-art insulin pen since 2012.

FIGHTING THE DANGER OF COUNTERFEIT DRUGS

It is estimated that counterfeit medicines account for **10% of the global pharmaceutical market***. Because counterfeit drugs endanger patients' health and feed a parallel and freeloading economy, fighting this phenomenon is a key public health challenge. Ensuring that all Sanofi products meet the highest standards of drug quality and safety is an essential part of our commitment to improving access to healthcare. We have created a website and mobile application to **raise public awareness about the dangers of counterfeit drugs**. fakemedicinesrealdanger.com.

* Source: Food and Drug Administration (FDA).

TEACHING CHILDREN TO PREVENT MALARIA

Every minute in Africa, a child dies from malaria. **Prevention is essential to combat malaria**, and from a very young age children can learn how to protect themselves and share this information with their families. The "Schoolchildren against Malaria" program, which uses games and theater to teach prevention, has reached over **7.7 million children in 15 African countries**.

DOUBLE EXPERTISE IN RABIES PREVENTION

Sanofi Pasteur, a world leader in human vaccines, is the only international company to offer a full range of human rabies biologicals and Merial, with a long tradition of developing vaccines to protect pets and livestock, is a forerunner of rabies prevention in animals. In the fight against rabies, we take a complementary approach based on the combined strengths of Sanofi Pasteur and Merial. **Since 1985, 100 million doses of rabies vaccines have been distributed in more than 100 countries**.

SANOFI ACCESS TO HEALTHCARE PROGRAMS IN 2014

More than
300
PROGRAMS
in more than
80 countries

More than
190
MILLION
PEOPLE BENEFITED,
including

more than
89 million
patients received
diagnosis, vaccination,
treatment, or disease
self-management
training

more than
100 million
people targeted by
awareness campaigns

more than
270,000
healthcare
professionals
trained

ETHICS

In both business and R&D activities, Sanofi is committed to upholding high standards of ethical conduct. One of our key priorities is protecting clinical trial participants.



© SANOFI Pasteur/Gabriel Poggalliwagany.

CLINICAL TRIAL PARTICIPANTS' SAFETY AND WELL-BEING

Dengue threatens more than 2.5 billion people in more than 100 different countries. In light of the devastating human and economic burden it brings and because we believed this disease could be prevented, 20 years ago Sanofi began research to develop a vaccine.

Today, Sanofi's vaccine is the most clinically and industrially advanced dengue candidate vaccine. **Our clinical study program involved more than 40,000 people across 15 dengue-endemic countries** in Asia, Latin America and the Caribbean.

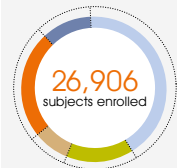
To test the safety and efficacy of our vaccine, we sought to work with communities where the population would remain stable for the full two years of the trial. We selected areas near hospitals where we could improve local infrastructures and strengthen skills, attract qualified investigators and build relations with the community. To develop lasting competencies, we organized **training in regulatory issues and Good Clinical Practices (GCP)**. In addition, we provided guidance and support to local investigators to help break down the barriers of fear and misunderstanding about clinical trials and what they entail.

Furthermore, we worked in close collaboration with the local authorities to set-up independent ethics committees responsible for evaluating and validating the study protocols, which enhanced local capacity building.

We made every effort to protect trial participants, in this case children who received a pediatric dose of the vaccine. Along with their families, they had access to state-of-the-art medical facilities, holistic healthcare, counseling and activities such as soccer tournaments. **The success of the clinical trial program may be measured in the extremely low dropout rate: 1.5% in Asia and 5% in Latin America**, meaning that nearly all the participants stayed in the trial from start to finish.

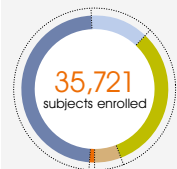
We hope to release the first ever dengue vaccine to the world in 2015.

SANOFI PHARMA CLINICAL TRIALS, BY REGION, IN 2014



- 42% Europe
- 15% North America
- 8% Latin America
- 24% Africa & Middle East
- 11% Asia Pacific/Japan

SANOFI PASTEUR CLINICAL TRIALS, BY REGION, IN 2014



- 13% Europe
- 32% North America
- 6% Latin America
- 1% Africa & Middle East
- 48% Asia Pacific-Japan

PEOPLE

Sanofi is building on the skills and talents of its multicultural workforce. Our challenge is to ensure that our employees' skills keep pace with the healthcare sector's rapidly changing environment, in line with Sanofi's values and people development principles.



HELPING EMPLOYEES ADAPT TO CHANGE

For Sanofi to continue to grow as a company, it is essential to help our workforce adapt to changes in our industry. To this end, in 2011 **we founded the six original learning academies**. In 2014 we focused on broadening the scope of our offering to improve individual, business and organizational competencies with the launch of new academies in the fields of quality, alliance management, medical affairs, LEAN and supply chain. The number of programs went from nearly 30 to over 100, delivering **more than 200,000 hours of training to Sanofi employees worldwide in 2014**.

PROMOTING DIVERSITY

Working in an environment that supports diversity helps individuals feel confident and empowers them to reach their professional potential. In 2014, Sanofi asked employees to speak up about diversity. We invited employees from around the world to share their thoughts and experiences as a way of increasing awareness and encouraging discussion about disability, gender balance and many other topics. Our approach was **"made by employees, for employees."** The resulting videos and websites have met with resounding success.

MAKING LEARNING A WAY OF LIFE

A new platform to promote learning, education and talent development was introduced at Genzyme with a three-fold aim: to link learning to strategic goals, to develop the talent pipeline worldwide, and to gradually integrate all global development initiatives.

The On-Boarding Program provides two days of training to all new employees. "This Is Genzyme: Year One" will be fully launched in 2015 to connect new employees with our mission and values.

The Business Partnering Program helps employees learn to think and act with confidence.

The Organizational Leader Program, delivered in conjunction with Harvard Business Publishing, targets high potential employees worldwide, helping them to become effective leaders.

Learning Navigator provides easy access and overview to all available learning resources, empowering employees to manage their own development.

AWARDS IN 2014

Sanofi received two awards on diversity for its innovative communication approach for giving voice to our employees through a series of videos:

- **Trophées de la Diversité®**
- **Special prize, Deauville Green Awards Festival**

PLANET

Sanofi adopts a proactive approach to preserving the planet by reducing potentially harmful traces of pharmaceuticals in the environment and by limiting our CO₂ emissions to fight climate change. Our environmental strategy spans the entire life cycle of our products.



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TAKE-BACK PROGRAMS FOR UNUSED MEDICINES

To protect local ecosystems, we support **take-back programs** that collect unused drugs from patients and inform consumers about their safe disposal. Sanofi has backed such programs in Belgium, Brazil, Colombia, the Czech Republic, France, Japan, Mexico, the Philippines, Portugal, Saudi Arabia, Spain, Taiwan, Turkey, North America and Venezuela.

France: the largest contributor

To help pharmacies in France, which are required by law to collect unused and expired drugs, the Cyclamed program manages the safe disposal of unused tablets, capsules, syrups, ointments and other pharmaceutical forms. Sanofi makes the biggest financial contribution to the program, representing more than €1.25 million in 2014.

Japan: first take-back initiative

Regulations to prevent the release of pharmaceuticals into the environment are still in the preparatory phase and take-back initiatives are voluntary. Our affiliate took the lead by introducing the country's first program for unused and expired medicines in 2014.

Colombia: Punto Azul ongoing

The Punto Azul program has set up collection points for unused medicines across 23 Colombian states (47.9% of the

country's population). The program, which is funded by manufacturers and importers of medicines, was created in 2010 by the National Association of Colombian Enterprises. Sanofi is one of its 26 founding members.

ADVANCED TECHNOLOGY

Sanofi is committed to making its processes safer and more environmental-friendly. Effluents from our manufacturing sites are treated either in the sites' wastewater treatment facilities and/or municipal treatment stations in accordance with operating permits. In 2014, we used at our Vertolaye (France) manufacturing site an innovative equipment to treat our industrial effluents. This is the first system in the world that this advanced technology has been used.

COMBATTING CLIMATE CHANGE

Sanofi's responsible energy approach focuses on **reducing energy use** and spending while taking measures to **limit our carbon footprint**. Optimizing energy consumption not only enhances our own competitiveness, but it also brings us closer to reaching our energy-focused goals. Our objective is to achieve a 20% reduction in CO₂ emissions for industrial and R&D sites between 2010 and 2020.

OUR PROGRESS IN 2014

3.2%
reduction in water consumption*

3.5%
reduction in direct and indirect CO₂ emissions*

4.4%
reduction in energy consumption*

7.9%
reduction in CO₂ emissions from the transport of medicines*

* Compared to 2013

EXTERNAL RECOGNITION FOR SANOFI CSR PERFORMANCE



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Each day, across the globe, Sanofi's 110,000 employees are working to protect your health and improve access to healthcare for as many patients as possible. As a healthcare company, Sanofi places quality, safety, ethics, and respect for the planet at the heart of our business.

To learn more: csr.sanofi.com



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