



Corporate Analyst Briefing 2020

October 20, 2020 | Karachi

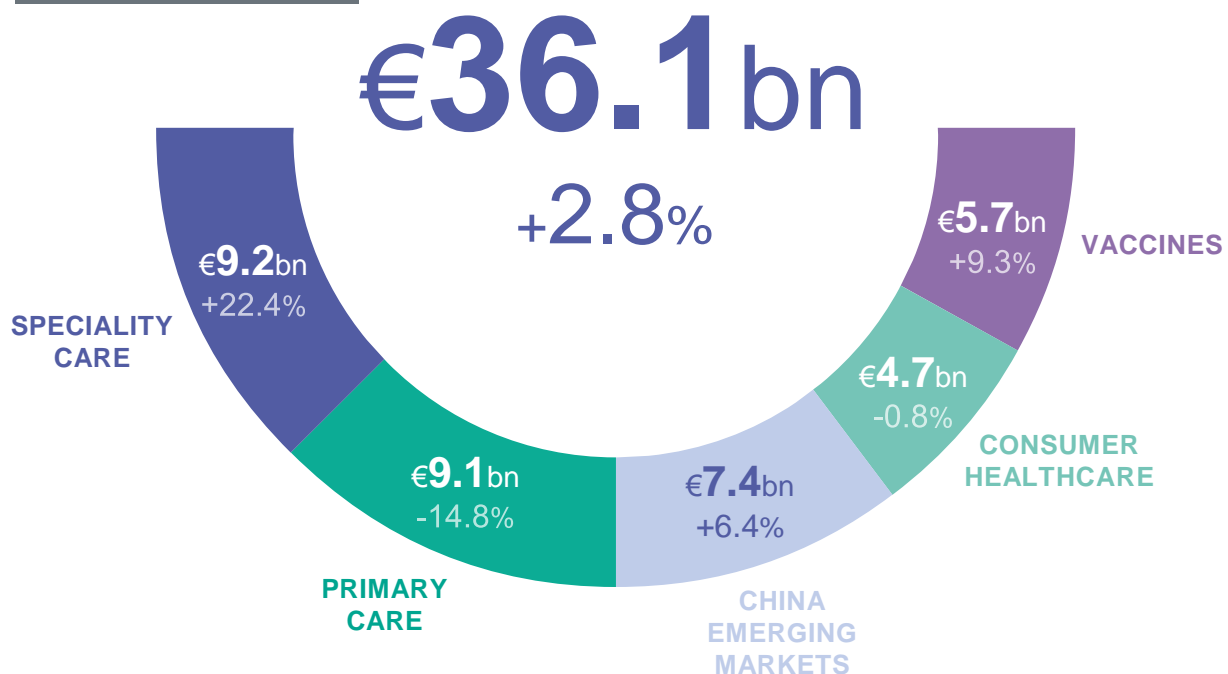
At Sanofi, our passion is to prevent, treat and cure illness and disease throughout life. We are driven to improve the health of communities and to find new solutions for patients by combining breakthrough science with advanced technology.

Inspired by the resilience of our patients and strengthened by our heritage, we are always working for new ways to fight chronic, complex and rare diseases with medicines that offer hope for patients and the future of healthcare.



Sanofi Global Sales 2019

COMPANY SALES



Source: Press release issued on February 6, 2020

All growth rates at constant exchange rates

BUSINESS NET INCOME

€7.5bn
+7.0%

BUSINESS EARNINGS PER SHARE

€5.99
+6.8%

All growth rates at constant exchange rates

ORGANIZATION BY GLOBAL BUSINESS UNIT (GBU).

In 2019, our Primary Care and Specialty Care GBUs were focused exclusively on mature markets. Sales of Specialty Care and Primary Care products in emerging markets were included within the net sales of our China & Emerging Markets GBU. In December 2019, Sanofi announced plans for a new GBU organization. From the first quarter of 2020, Sanofi will be organized into three core GBUs (subject to completion of consultation with employee representatives): Specialty Care, Vaccines, and General Medicines. The Consumer Healthcare GBU will become a standalone business unit

Play to Win Strategy



In December 2019, CEO Paul Hudson unveiled the company's new strategic framework, **Play to Win**, to **drive growth and unleash fresh inspiration** across all Sanofi's activities.

A STRATEGY BASED ON FOUR KEY PRIORITIES



Focus on growth



Portfolio prioritization
to strengthen profile



Lead with innovation



Bring transformative therapies
to patients



Accelerate efficiency



Decisive actions to expand
margins



Reinvent how we work



Empowerment
and accountability

Global Business Unit (GBU) organization

3 CORE GBUs FOCUSED ON PRIORITIZED PORTFOLIO

Specialty Care



- Immunology
- Rare Diseases /
Rare Blood Disorders
- Neurology /
Multiple Sclerosis
- Oncology



General Medicines



- Diabetes
- Cardiovascular
- Established Products



Vaccines



- Influenza vaccines
- Polio Pertussis & Hib,
Boosters
- Meningitis, others



STANDALONE GBU

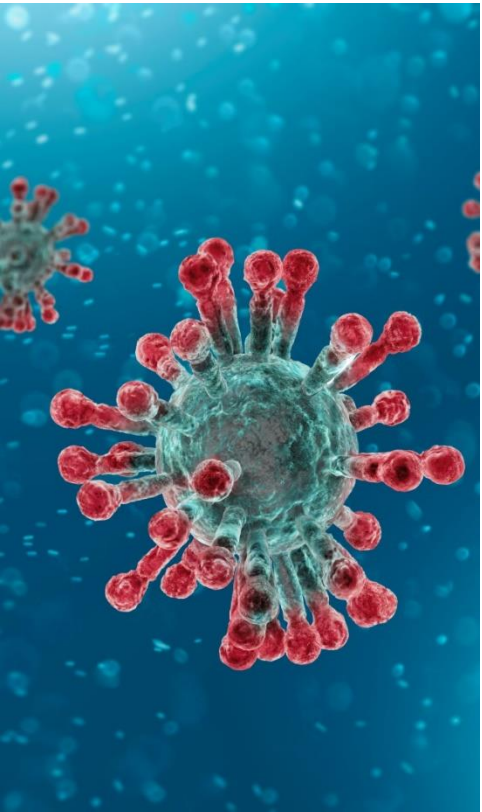
Consumer Healthcare



- Allergy, Cough & Cold
- Pain
- Digestive
- Nutritionals



Sanofi committed to the fight against COVID-19



Developing complementary vaccine approaches

- **Collaborating with BARDA** to develop a vaccine based on Sanofi's COVID-19 antigen
- **Joining forces with GSK** which will contribute its pandemic adjuvant technology to the vaccine
- **Collaborating with Translate Bio** to develop novel mRNA vaccine

Investigating treatments and diagnostic solutions

- **Investigating anti-inflammatory medicine Kevzara®** (sarilumab) in global trials
- **Studying anti-viral therapy Plaquenil®** (hydroxychloroquine) in the treatment of COVID-19
- **Partnering with Luminostics** on smartphone based self-testing solution

Supporting patients, healthcare workers and health authorities

- **Cooperating with European authorities** to monitor the impact on supply of vaccines and medicines
- **Joining forces** with French university hospital center AP-HP
- **Donating 100 million doses of hydroxychloroquine** across 50 countries
- **Dedicating €100 million** to the national solidarity effort in France

Securing business continuity, manufacturing and delivery of medicines and vaccines

- **Largely maintaining clinical trials**
- **~20,000 employees** working every day in all industrial sites
- **100% of manufacturing sites operational**, ensuring production and supply to avoid shortages of critical medicines

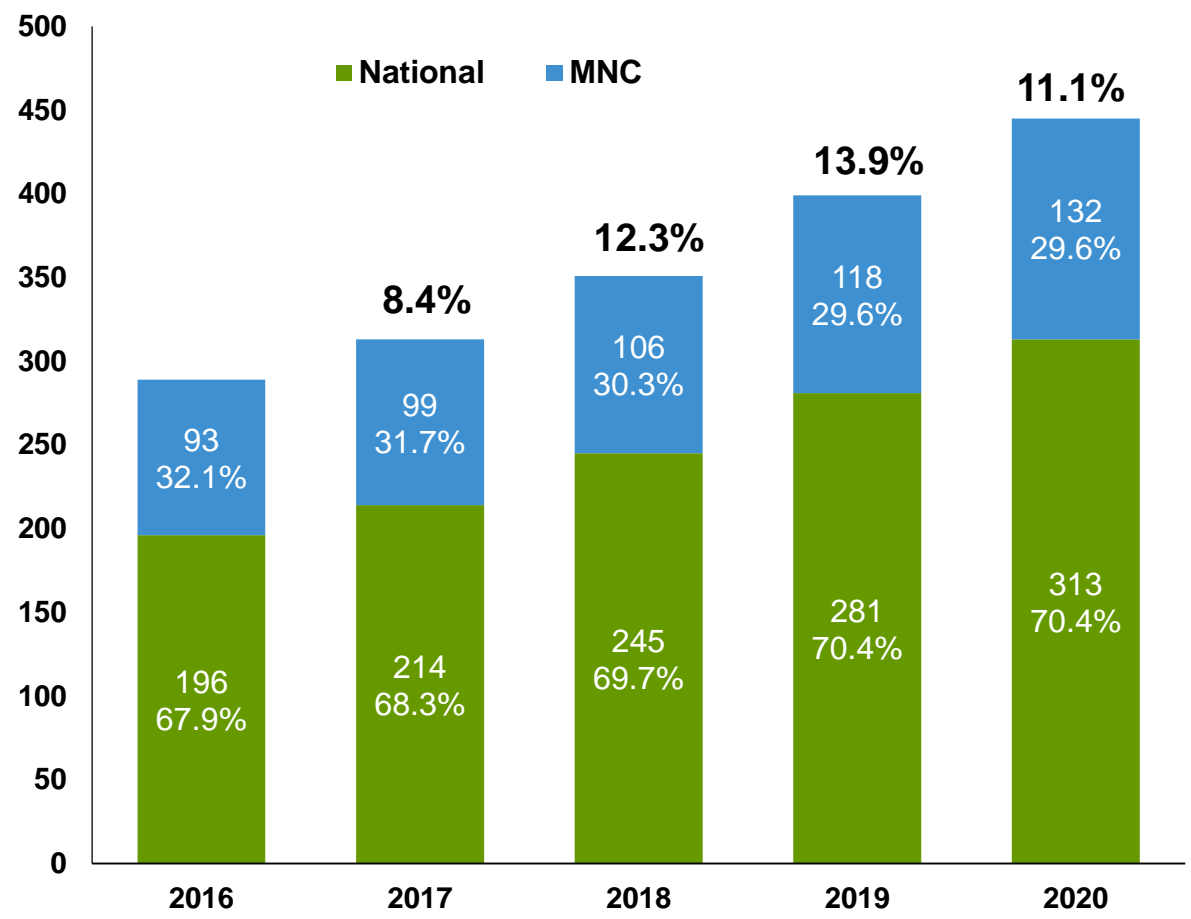
Note: BARDA: Biomedical Advanced Research And Development Authority; mRNA: messenger ribonucleic acid
Source: Q1 2020 investor presentation, press releases issued on February 18, March 27, March 30, April 10, April 14, April 16, 2020



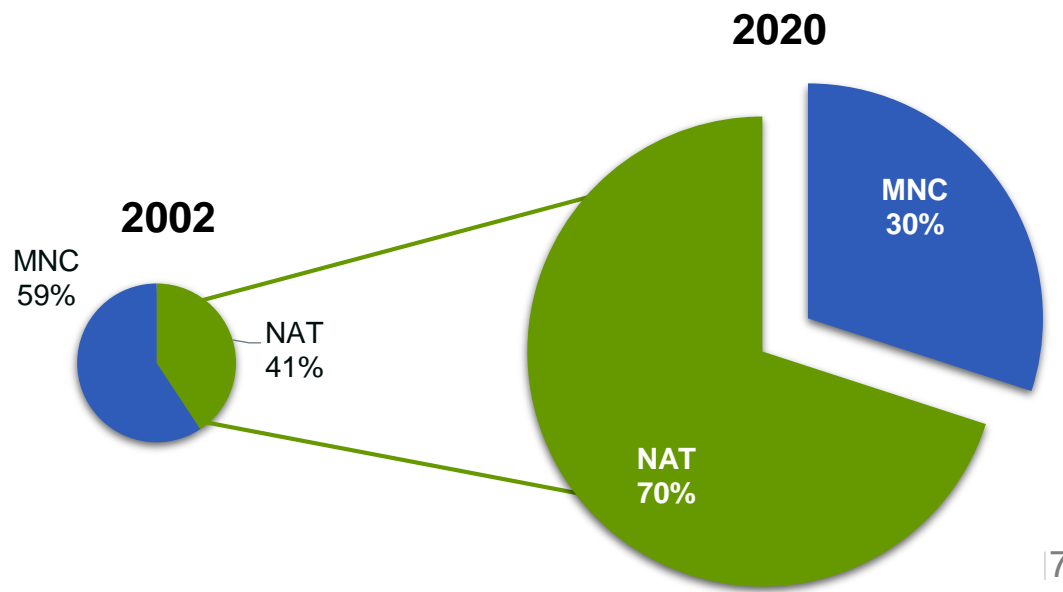
Pakistan Pharmaceutical Market

Total Market PKR 444.2 Billion Gr. 11.1%

BPKR

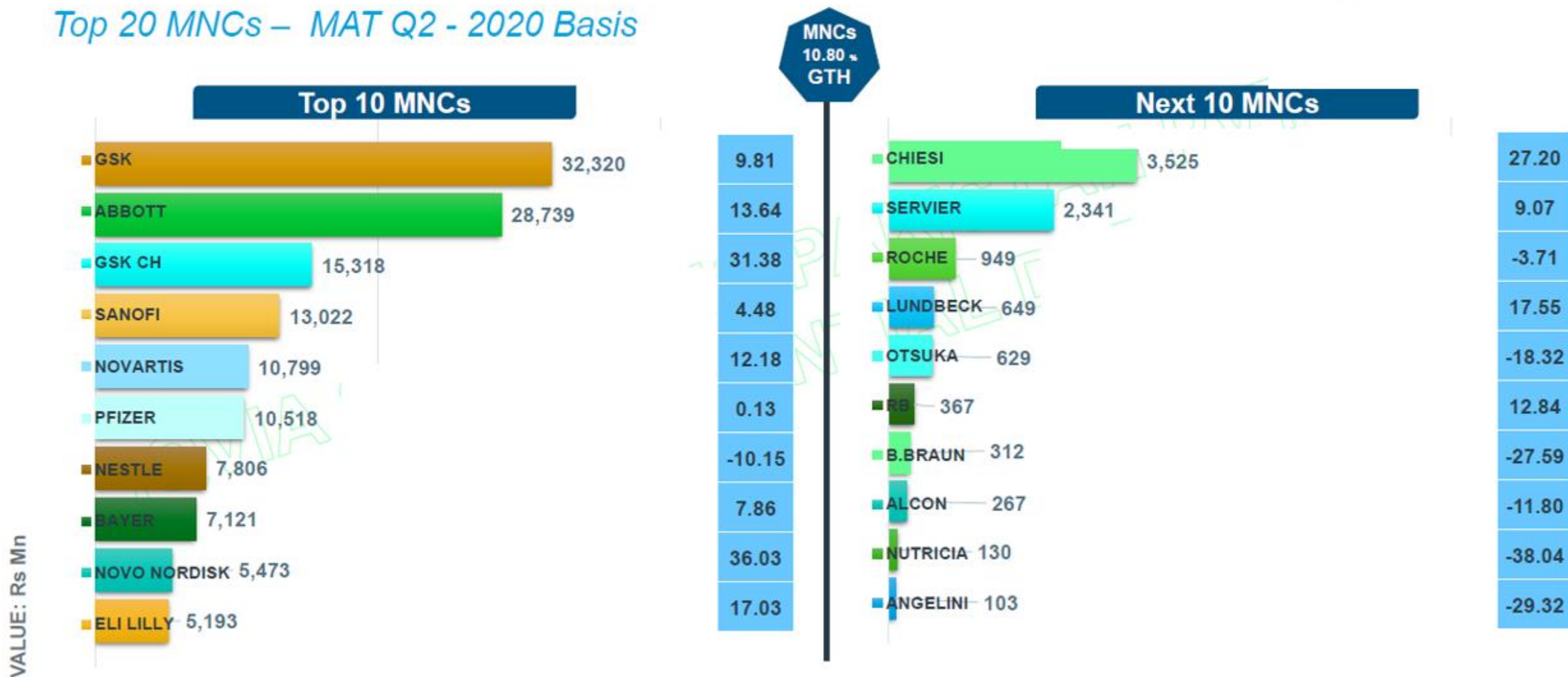


	CORP	MS	Growth	CAGR
MNCs	24	29.6%	11.3%	9.2%
NCs	587	70.4%	11.0%	12.4%
Total Market	611	100.0%	11.1%	11.4%



Only “8” MNCs out of 20 are growing with double digit, In Q2`20 “8” companies have higher growth than the Total MNCs growth.

Top 20 MNCs – MAT Q2 - 2020 Basis



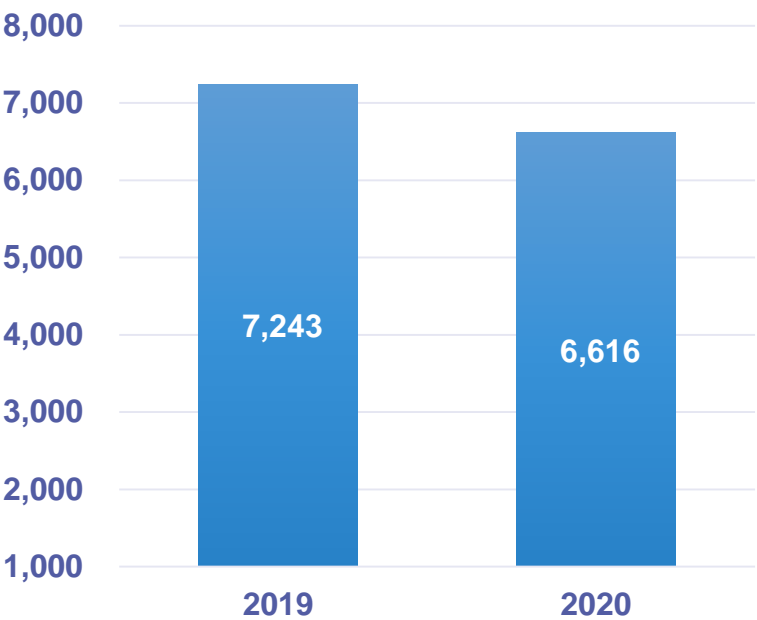
Sanofi-Aventis Pakistan Limited





Financials June 2020

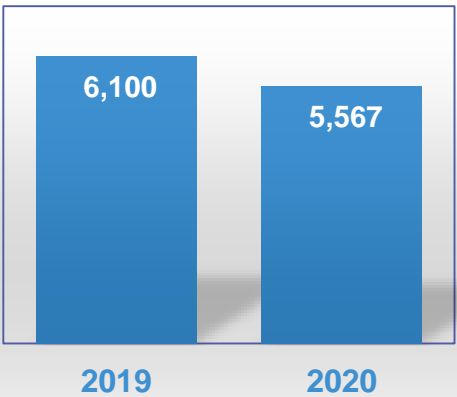
Net Company - Sales



8.7% decline at Total Company Level

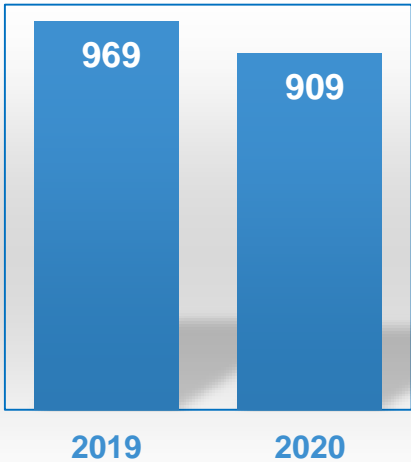
Net Sales – General Medicines

8.7% decline over last year



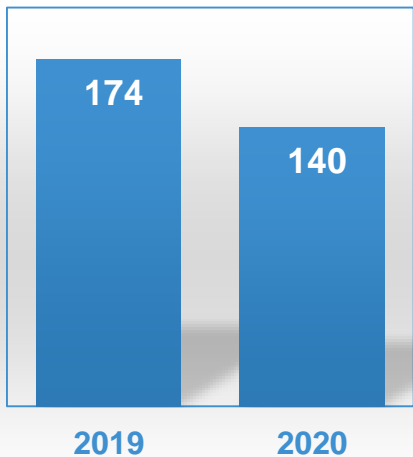
Net Sales - CHC

6.2% decline over last year

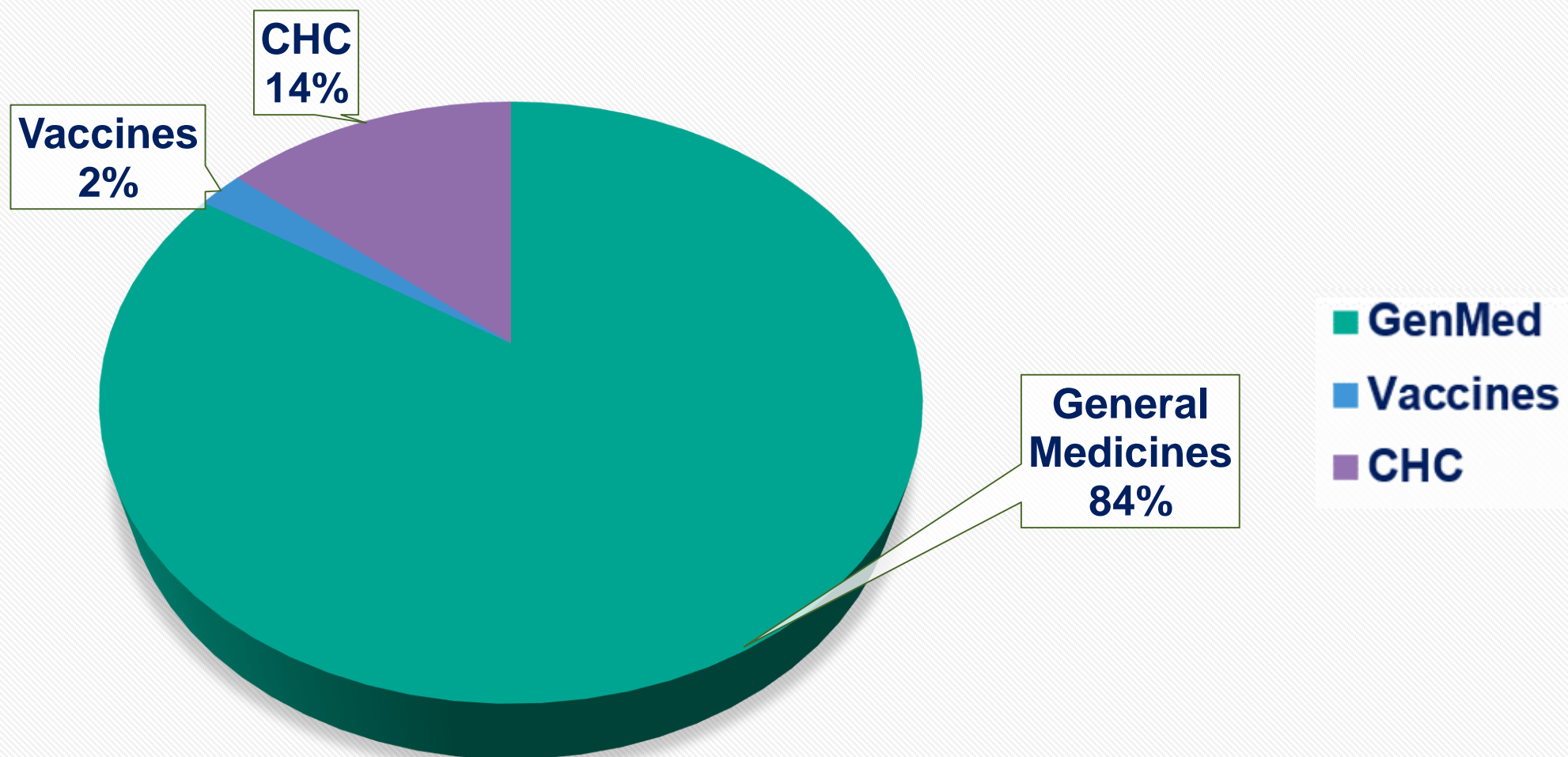


Net sales – Vaccines

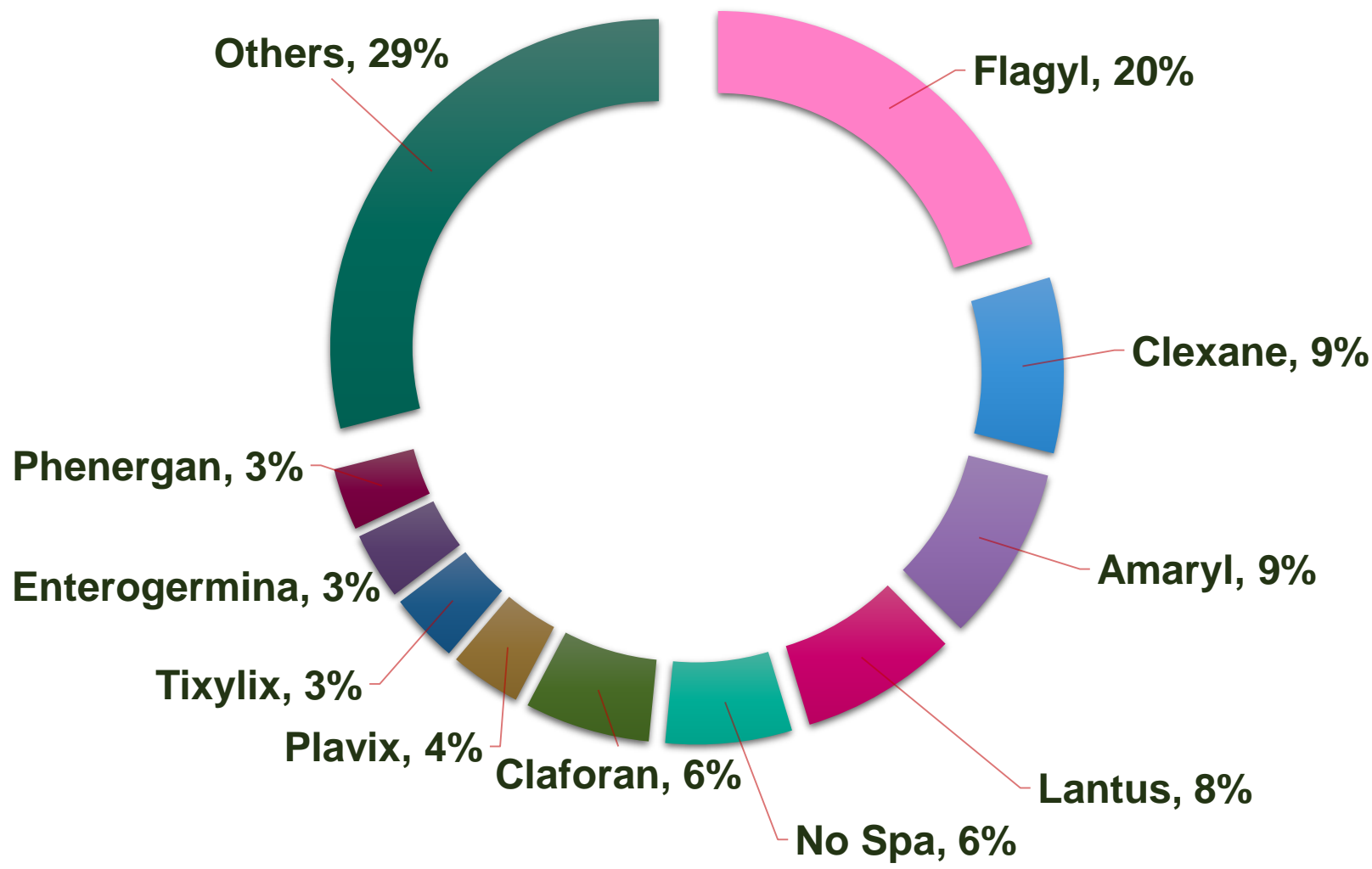
19.5% decline over last year



Net Sales contribution by Business Units – YTD June 2020



Key Highlights –Top 10 product sales – YTD June 2020



Flagyl®
Metronidazole
Sales 1,345 m

CLEXANE
enoxaparin
Sales 572 m

Amaryl®
glimepiride
Sales 571m

Key Highlights– YTD June 2020

YTD JUNE 2020

Net Sales

6,616
Million

Decline in Sales

8.7%

Profit before tax

14.3
Million

Loss per share (Rs)

(10.7)

YTD JUNE 2019

Net Sales

7,243
Million

Growth in Sales

7%

Profit before tax

100
Million

Loss per share (Rs)

(7.31)

Dealing with COVID-19



Challenges during COVID-19



Sanofi faced disruption in manufacturing and supply of medicines because of the unavailability of essential raw materials as a result of the lockdown in several countries supplying API.



Challenge was to ensure continuity of plant operations and supply of quality medicines to patients.



Enable continuity of operations without putting the lives of our employees and their families at risk

Sanofi's response on COVID-19

Management of Business Operations

Alternate channels and vendors were explored, where possible, to minimize disruption due to unavailability of API's due to lock down in Europe.

Continuity of Plant Operations and Supplies

Arrangements were made to operate plant and supply chain channels throughout the lockdown period by implementing SOP's so that quality medicines were available at hospitals and for patients at retail level, wherever possible.

Work from home

All employees were kept engaged and equipped with digital aids to stay connected and be able to work from home. Few employees who had to physically work from office, were provided safe environment and assistance for their safety and wellbeing.

Thank You