



CSR AT SANOFI ISE Presentation

October 24,
2014



SANOFI AT A GLANCE

We are a **global healthcare company** engaged in the research, development, manufacturing and marketing of healthcare solutions.

€33 bn*
In sales in 2013

* €32,951 M

R&D
A major biopharmacy player

- **45%** of revenues generated by biologics
- **80%** of development projects are biologics

present in more than
100
countries

112
Industrial sites
in 41 countries

more than
110 000
employees

A diversified offer
of pharmaceuticals,
vaccines and innovative
therapeutic solutions

Information of December 31st 2013

SANOFI AT A GLANCE

We seek to improve the lives of people everywhere by expanding access to healthcare.

In 2013, **+ 260 programs** implemented in more than **70 countries** worldwide

177 million people benefited, including:

79 million
individuals targeted
by awareness
campaigns

98 million
patients
receiving
diagnosis, vaccination,
treatment, or disease
self-management
training

163,000
healthcare
professionals
trained

WHY IS CSR PART OF OUR COMPANY'S DNA? (1/2)



Sanofi's mission is to **protect the health, improve the quality of life and meet the hopes and potential needs of 7 billion people** in the world. We want to use our expertise and resources in areas where we can make a difference

Part of our business performance could be seen as a **giving back contribution** to patients and communities.



WHY IS CSR PART OF OUR COMPANY'S DNA? (2/2)



Our sustainable growth depends on our responsible behaviors to our patients, customers and all our stakeholders.

- **Create** value for patients by offering increasingly innovative products and services
- **Seize** opportunities for growth and develop new relationships with our stakeholders
- **Adapt** our strategy in line with the evolutions of the needs
- **Deploy** a proactive management of key strategic & operational risks: economic, social, environment
- **Demonstrate** transparency and openness in external relations
- **Develop** new relationships with internal/external stakeholders
- **Unify** employees through shared values
- **Develop** the image of a responsible global Healthcare company

**By addressing these challenges,
CSR generates VALUE**

OUR MISSION: PARTNERING TO PROMOTE ACCESS TO HEALTHCARE



1/3 of the world's population has no access to healthcare

Creating sustainable access to healthcare through the Access to Medicines division:

- Malaria
- Tuberculosis
- Neglected tropical diseases: sleeping sickness, leishmaniasis, lymphatic filariasis, Chagas disease, Buruli ulcer
- Mental health
- Epilepsy

Reducing health inequalities through the Sanofi Espoir Foundation:

- Combat childhood cancers in developing countries
- Combat maternal and neonatal mortality
- Access to healthcare for excluded populations

Promoting quality healthcare, in particular by combating counterfeit medicines

CSR HIGHLIGHTS



Conducting clinical trials worldwide by applying the most stringent quality standards and protecting vulnerable subjects

Committing to the highest ethical standards in the promotion of our products

Selecting goods and services produced and provided in compliance with environmental, social and ethical principles



 **To learn more
[CSR.COM](https://www.sanofi.com/CSR)**

CSR HIGHLIGHTS



+ 97,000 employees

in over **80** countries received training on Sanofi code of ethics in 2013

30 languages

Our code of ethics has been translated into

CSR HIGHLIGHTS



Applying risk prevention strategies to protect the health and safety of our employees

Promoting diversity in our employees

Providing opportunities for our employees to develop professionally



 **To learn more**
CSR.COM

CSR HIGHLIGHTS



45%

women in the total workforce

-10.5%

decrease in motor vehicle accident rate from 2010 to 2013

-23.8%

decrease in lost time injury frequency rate from 2010 to 2013

CSR HIGHLIGHTS



Protecting the environment in order to protect our health

Assessing the environmental fate of pharmaceuticals

Optimizing the energy consumption of our industrial sites



To learn more
CSR.COM

CSR HIGHLIGHTS



-8.7%

decrease in Sanofi's overall energy consumption from 2010 to 2013

-19.8%

decrease in Sanofi's overall water consumption from 2010 to 2013

-14.7%

in CO₂ emissions from the transport of medicines from 2012 to 2013

CSR PERFORMANCE



In 2014, Sanofi included in the DJSI for the **8th consecutive** year (one of 8 pharma companies selected out of 57 evaluated)



Sanofi moved up to **3rd** position in 2012 (among 20 pharma companies assessed)



In 2013, Sanofi score increased to **97/100** from 93/100



Sanofi received the **silver class distinction** as 1 of the 4 top pharma performer within a range of **1% to 5% of the industry leader**



FTSE4Good



CSR DEPARTMENTS

CSR EXCELLENCE



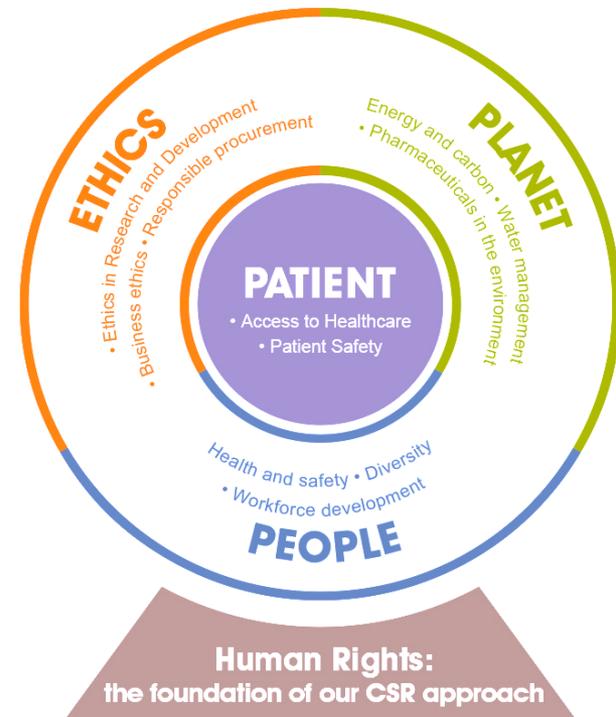
The missions

- **Design and implement the Corporate Social Responsibility strategy** across all Group entities at the global, regional and local levels.

CSR is embedded into Sanofi's core business strategy, focused on the **patient** at the center of our activity. Today the notion of integrated care is increasingly central to our business.

The foundation on which we build our strategy is **respect for human rights** in all our activities. We are committed to following this approach because we are convinced that the principles of human rights apply to people, to nations, and, by extension, to businesses.

In addition to Patient, our CSR strategy has three pillars: **Ethics**, **People** and **Planet**.



CSR DEPARTMENTS

ACCESS TO MEDICINES



The missions

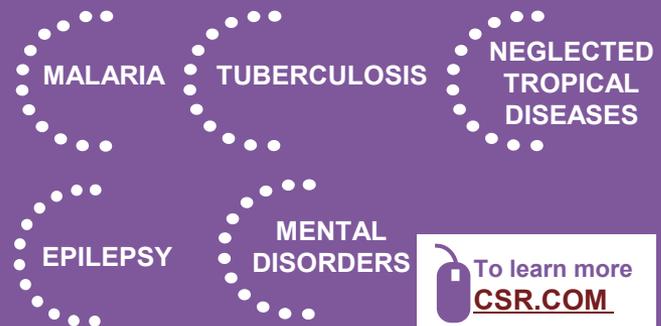
Fulfill our social responsibility towards the **neediest patients in developing countries.**

Promote a **comprehensive management of diseases**, combining prevention, diagnosis and treatment, through **4 strategic levers**:

- Tiered pricing policy for affordable medicines,
- Information and education programs for healthcare professionals, patients, families and communities
- Partnership with local authorities, experts, NGOs
- A dedicated R&D to meet future needs,



Diseases areas



The missions

Creating long-term partnerships that contribute to **sustainably reducing healthcare inequalities** in 3 key areas:

- **Fighting against childhood cancers:**
 - 9 years, 33 projects supported in 45 countries in Asia, Africa and Latin America
- **Fighting against maternal and neonatal mortality:** 14 on-going programs in Asia, Africa and Latin America
- **Access to healthcare** for the most poorest: 4 on-going programs in **France** and **5 health coverage pilot projects** in developing countries

Responding to humanitarian emergencies



In 2013
58 long-term programs

41 beneficiaries countries

4.5 million beneficiaries

803 health facilities networked
139 ministries and health departments
involved



To learn more
[Fondation website](#)

The missions

- **Lead the Diversity Policy implementation** group-wide to prevent discrimination, promote equal opportunity and diversity of people and talents (addressing gender equity, age, social, cultural and religious differences, disability, sexual orientation, etc.)
- Be **a focal point** for expertise on all diversity-related topics
- Work with a **network** of more than **90 diversity delegates worldwide**
- **Ensure Awareness and training** for all employees adapted to local environments
- **Encourage and support countries** to conduct initiatives and share good practices



“Everyone on a team makes a difference. At Sanofi, we are committed to creating an inclusive environment that enables everybody to perform to their best potential ”



To learn more
[Diversity Brochure](#)

CSR DEPARTMENTS

CHILDHOOD MISSION



The mission

- Open to all employees' children worldwide from birth to age 25, who are facing medical, education, social or family difficulties.
- Provide individual support to families worldwide
- Build up collective actions as vaccination, healthcare campaigns, and educational programs.



The mission

- Enables employee's children to *discover other cultures*, leading to mutual enrichment and a better understanding of others.
- Puts employees' families in touch to optimize exchanges with a large choice of destinations.



In 2013

202 individual requests from **34** countries

2 900 children participated in collective actions in **12** countries

CSR DEPARTMENTS GROUP RISK MANAGEMENT



The missions:

- **Consolidate risks** which might have a significant impact on Group's strategy and activities, focusing on emerging & interconnected risks shared by several operational and corporate functions.
- **Assist the Group Risk Committee**
 - Deploy a **consistent risk management approach** within the Group,
 - Ensure that the Group continually **identifies, assesses and updates** its profile of critical risks and the interdependencies between these risks,
 - **Evaluate** regularly the plans taken to proactively manage these transversal risks and allow appropriate assessment of Group Risk Committee,
 - **Ensure** regular communication to the Group Risk Committee.
- **Lead the risk management network** across all organizations & divisions to implement a consistent, pragmatic and robust approach.

