



Sanofi Unleashes the Power of Regional Innovation with First Integrated Asia Pacific R&D Hub

Announcement of two strategic partnerships bolsters commitment to improving health worldwide

Shanghai, China – September 25, 2014 – Sanofi today officially launched the Asia Pacific R&D Hub (AP Hub), the first in the region to fully integrate capabilities across biopharmaceuticals (Sanofi Biopharma), rare diseases (Sanofi Genzyme), vaccines (Sanofi Pasteur) and animal health (Sanofi Merial). Partnerships with The GPCR Institute and Zai Lab were also announced, highlighting Sanofi’s commitment to regional collaboration and accelerating local scientific discoveries that translate into therapeutic solutions for patients in Asia and beyond.

“Asia Pacific is home to a wide spectrum of healthcare needs that are just as diverse and unique as the region itself,” said Dr. Frank Jiang, Vice President and Head of the Asia-Pacific R&D Hub, Sanofi. “Integrating all our R&D activities in the region, the Asia Pacific hub will operate as one to accelerate the introduction of innovative solutions to the region while driving Sanofi’s global efforts to improve health across the world. We are excited to enhance our ability to capture opportunities from this dynamic region with greater flexibility to respond to changing needs.”

Bringing together 12 countries in Asia Pacific, the hub will be headquartered in Shanghai. Over 200 guests attended the launch, including Chris Viehbacher, Sanofi’s Chief Executive Officer, renowned thought leaders, government officials and world-leading academicians. The new hub will play a key role in accelerating regional innovation by maximizing synergies with partners both inside and outside the organization.

“Asia Pacific plays an important role in Sanofi’s global R&D strategy and today’s launch marks a milestone in our continued efforts to transform R&D and ensure sustainable growth in the coming years,” said Dr. Elias Zerhouni, President of Global R&D, Sanofi. “By strengthening our scientific network, we can now tap into the best scientific resources here while enabling greater regional access to global R&D assets. We plan to bring all projects in our global R&D pipeline to the region as quickly as possible to drive forward scientific discoveries guided by patient needs.”

Two groundbreaking partnerships with The GPCR Institute and ZAI Lab to be performed mainly in China are set to bring Sanofi closer to the region’s leading R&D communities. Focusing on diabetes and chronic respiratory diseases respectively, two medical areas growing at alarming rates across Asia Pacific, these partnerships are poised to stimulate open innovation while accelerating the development of therapeutic solutions that meet medical needs globally.

“Sanofi is passionate about improving health worldwide and to deliver on that, we are committed to collaborating with the world’s best researchers and scientists. With global diabetes sufferers expected to increase to 592 million before 2035, and the rates in Asia Pacific region set to soar, I am confident that our partnership with The GPCR Institute will combine our strengths and insights and bring us one step closer to a breakthrough in treatment benefiting the regional and global diabetes patients,” Dr. Frank Jiang continued.

Sanofi’s partnership with The GPCR Institute, a network of research centers dedicated to driving breakthroughs in activators and inhibitors regulating the body’s cellular and organ system, plays a significant role in Sanofi’s drive to embed into the regional R&D ecosystem. The GPCR Institute has invited Sanofi to be a founding member of the GPCR (G-Protein-Coupled Receptor) Industry Consortium.

Sanofi also recently entered into a global licensing agreement with ZAI Lab, an innovative biotech company in China, bringing global innovation to the Asia Pacific region. Providing ZAI Lab the global right to develop, manufacture and commercialize two novel compounds, the partnership is focused on developing breakthrough treatments for chronic respiratory diseases, a major global problem that is also becoming alarmingly prevalent in the region.

Sanofi’s five R&D hubs globally share capabilities and provide access to regional expertise inside and outside of the company. While being integrated with the global network, each hub is locally managed to facilitate connections outside the hub and within the region, as well as with other hubs. Joining Boston, North America, France and Germany, the AP Hub reinforces Sanofi’s commitment to developing regional capabilities and underscores the critical role of AP in shaping Sanofi’s global business.

About Sanofi

Sanofi, a global and integrated health care leader, discovers, develops and distributes therapeutic solutions focused on patients’ needs. Sanofi has core strengths in the field of health care with seven growth platforms: diabetes solutions, human vaccines, innovative drugs, consumer health care, emerging markets, animal health and the new Genzyme. Sanofi is listed in Paris (EURONEXT: SAN) and in New York (NYSE: SNY).

In commemoration of the 50th anniversary of diplomatic relations between France and the People’s Republic of China, Sanofi affirms its commitment to economic development and public health in China. As one of the commemoration’s major sponsors, Sanofi will participate in scientific events throughout the year in France and China.

About Chronic Respiratory Diseases

Chronic respiratory diseases are a group of chronic diseases affecting the airway and the other structures of the lungs. Hundreds of millions of people around the world suffer from these diseases. In China, according to WHO, chronic respiratory diseases are the second leading cause of death. It is estimated that over 50% of Chinese men smoke and the worsening pollution levels is also a major contributor.

About Diabetes

Diabetes is a chronic disease that occurs in two main clinical presentations: type 1 diabetes, which is an autoimmune disease characterized by the lack of insulin, and type 2, a metabolic

disorder in which there are two main biological defects: a deficient production of insulin and reduced ability of the body to respond to the insulin being produced. Diabetes is growing at an alarming rate in Asia Pacific, with over 200 million people living with diabetes throughout the region. China has the highest number of diabetes patients, with 11.6% of the adult population, or 114 million, suffering from diabetes.

Forward Looking Statements

This press release 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 labelling and other matters that could affect the availability or commercial potential of such product candidates, the absence of guarantee that the product candidates if approved will be commercially successful, the future approval and commercial success of therapeutic alternatives, the Group’s ability to benefit from external growth opportunities, trends in exchange rates and prevailing interest rates, the impact of cost containment policies and subsequent changes thereto, the average number of shares outstanding as well as those discussed or identified in the public filings with the SEC and the AMF 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, 2013. Other than as required by applicable law, Sanofi does not undertake any obligation to update or revise any forward-looking information or statements.