



## Sanofi Supports Launch of the “China Initiative for Diabetes Excellence”

**Public-private partnership to develop patient-centric,  
integrated diabetes management model in China**

**Paris, France - May 11, 2011** - Sanofi (EURONEXT: SAN and NYSE: SNY) announced today its support to the Ministry of Health (MOH), Chinese Center for Disease Control and Prevention (CDC), and the Chinese Diabetes Society (CDS) of the Chinese Medical Association to launch an innovative, integrated diabetes management program called “China Initiative for Diabetes Excellence.”

“China Initiative for Diabetes Excellence” is a five-year initiative led by the Bureau of Disease Prevention and Control of MOH, undertaken by CDC and CDS, and supported by Sanofi. It is an unprecedented program that draws upon Chinese and international best practices to deliver a truly unique, patient-centric model of diabetes management that can succeed at a community and county level.

The program consists of three tiers, starting with developing 500 emerging experts in four successive groups through a two-year longitudinal clinical and research training program taught in person by a world-class faculty from CDS and the International Diabetes Center, a World Health Organization collaboration center for diabetes training. Different from classic continued medical education programs, it takes on a holistic approach and aims to groom future leaders of diabetes care. The curriculum is not only designed to train the emerging experts on global standards of diabetes care, but also designed to equip these future leaders with public health concepts and to build their capabilities of collaborating with grassroots-level doctors in order to deliver best care for diabetic patients.

The second tier of the program aims to train 10,000 community and county doctors, focusing on providing them with tangible skills to optimize resources on the grassroots level and improve diabetes patient education, in particular for high-risk populations. Ultimately, this groundbreaking initiative aims to enhance patients’ self-management capabilities through education and organized peer support groups.

Presiding at the launch ceremony, Mr. Lei Zhenglong, Deputy Director General, Bureau of Disease Prevention and Control of MOH commented, *“This innovative diabetes management program truly marks a milestone in our battle against diabetes which continues to be a major threat to public health in China. It builds upon a unique partnership among top physicians, community and county doctors and patients and is fully aligned with the focus of the ongoing healthcare reforms.”*

Prof. Ji Linong, President of the Chinese Diabetes Society, stated that China is facing a growing epidemic of diabetes with the largest diabetic population in the world. Data shows that direct treatment costs of Type 2 diabetes and complications are RMB 18.75 billion (Euro 2 billion) in urban China alone, accounting for 3.94% of the total healthcare spending.



Christopher A. Viehbacher, Chief Executive Officer of Sanofi said: *“We are proud to support this landmark program as we believe it will have a profound impact on the prevention and control of diabetes in China. We are confident in its success because it builds upon a strong public-private partnership and it truly is an alliance of excellence. Sanofi has been leading diabetes management for nearly 90 years and the ‘China Initiative for Diabetes Excellence’ once again exemplifies our commitment to people with diabetes”.*

### **About Sanofi**

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

### **About sanofi-aventis China**

Sanofi was one of the first foreign pharmaceutical companies to open offices in China. It is also one of the fastest growing healthcare companies in China, with 6,000 people in more than 200 cities across China.

Sanofi-aventis is uniquely positioned to address public health needs in China. Sanofi Pasteur, the vaccines division of Sanofi, is a leading vaccines company in China. Sanofi has built a strong presence in key therapeutic areas including cardiovascular/thrombosis, diabetes, oncology, internal medicine, and central nervous system. With the establishment of Hangzhou Sanofi Minsheng Consumer Healthcare Co., Ltd. and the acquisition of BMP Sunstone, Sanofi has built a strong presence in consumer healthcare in China.

Sanofi currently has six manufacturing facilities in Beijing, Hangzhou, Shenzhen and Tangshan, in order to meet the increasing demand of the Chinese market. The company is also engaged in integrated R&D in China from drug target identification to late stage clinical studies.

For more information, visit [www.sanofi-aventis.cn](http://www.sanofi-aventis.cn).

### **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 labeling and other matters that could affect the availability or commercial potential of such products candidates, the absence of guarantee that the products 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 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, 2010. Other than as required by applicable law, Sanofi does not undertake any obligation to update or revise any forward-looking information or statements.*



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