



## Sanofi Expands Collaboration with GDF SUEZ to Reduce its Global Energy Consumption

**Paris, France - June 24, 2013** - Sanofi (EURONEXT: SAN and NYSE: SNY) and GDF SUEZ, through its subsidiary Cofely (GDF Suez Energie Services), today announced the signing of an agreement to strengthen their collaboration by implementing projects in the field of energy at Sanofi industrial sites. The five-year contract includes mainly renewable energy production and distribution systems.

Building on the success of the initial agreement signed in March 2012 for Europe and Turkey, the two groups have expanded their collaboration to now include sites in the United States, Canada, Mexico, Brazil, China, and Singapore. All Sanofi's production lines will be covered: chemicals, pharmaceuticals, vaccines, biotechnology and animal health. The initial three-year term contract is extended to five years.

*"Thanks to the global footprint of Sanofi and GDF Suez, this innovative partnership enables us to improve our competitiveness and achieve our environmental objectives,"* said Christopher A. Viehbacher, CEO of Sanofi. *"As part of our Corporate Social Responsibility commitments, our ambition is to reduce by 20% our energy consumption by 2020."*

*"We welcome this collaboration with Sanofi as a perfect illustration of GDF SUEZ's strategy of becoming its customers' energy partner,"* said Gerard Mestrallet, Chairman and CEO of GDF SUEZ. *"This collaboration forms part of GDF SUEZ's approach of providing innovative, energy efficient and environmental solutions to its industrial partners that are both effective and sustainable."*

Since the beginning of their collaboration in 2012, the two groups have launched five projects in France, Italy and Germany covering the installation of cogeneration or trigeneration gas turbines, and the construction of biomass boilers to improve the energy and environmental performance of these industrial sites.

The co-investment related to these projects represents 30 million euros in 2013. In the framework of the expanded collaboration, the total co-investments could reach up to 80 million euros.

### **About Sanofi**

Sanofi, an integrated global 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, consumer healthcare, emerging markets, animal health and the new Genzyme. Sanofi is listed in Paris (EURONEXT: SAN) and in New York (NYSE: SNY).

### **About GDF SUEZ**

GDF SUEZ develops its businesses around a model based on responsible growth to take up today's major energy and environmental challenges: meeting energy needs, ensuring the security of supply, combating climate change and optimizing the use of resources. The Group provides highly efficient and innovative solutions to individuals, cities and businesses by relying on diversified gas-supply sources, flexible and low-emission power generation as well as unique expertise in four key sectors: liquefied natural gas, energy

efficiency services, independent power production and environmental services. GDF SUEZ employs 218,900 people worldwide and achieved revenues of €97 billion in 2012. The Group is listed on the Brussels and Paris stock exchanges and is represented in the main international indices: CAC 40, BEL 20, DJ Euro Stoxx 50, Euronext 100, FTSE Eurotop 100, MSCI Europe, ASPI Eurozone, Vigeo World 120, Vigeo Europe 120 and Vigeo France 20.

### **About GDF SUEZ Cofely**

Key actor in the energy transition issue, Cofely is the brand name of GDF SUEZ Energy Services business line and provides energy efficient solutions to companies and public authorities. From audit mission to operations through installations, Cofely provides its clients with solutions enabling them to reduce their energy consumption and environmental footprint. With 78,000 employees in 30 different countries, GDF SUEZ Energy Services business line achieved €14.7 billion revenue in 2012.

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