



## Sanofi Pasteur Announces Vaccine Discovery Collaboration with the Bill & Melinda Gates Foundation

*- Accelerated development and more effective approaches to R&D expected -*

**Lyon, France and Rio de Janeiro, Brazil - October 29, 2013** - Sanofi Pasteur, the vaccines division of Sanofi (EURONEXT: SAN and NYSE: SNY), announced today a partnership with the Bill & Melinda Gates Foundation to explore and develop new platforms and methods intended to accelerate vaccine R&D, particularly in areas of global health. The announcement was made at the *Grand Challenges in Global Health* meeting in Rio de Janeiro, Brazil during a session focused on affordable technologies for the developing world. The conference initiated by the Gates Foundation was first held in 2003 to focus on persistent challenges in improving health and development in poor countries.

The Vaccine Discovery Partnership (VxDP) is a newly created, formal mechanism by which the Gates Foundation can directly collaborate with Sanofi Pasteur and other vaccine-pharmaceutical companies across disease areas of interest. It provides an integrated, straight-forward and sustained relationship based on a memorandum of understanding (MOU).

*“The MOU with the Gates Foundation facilitates our working together to de-risk novel concepts, technologies, platforms, and approaches of mutual interest,”* explained John Shiver, PhD, Senior VP of R&D for Sanofi Pasteur. *“This program provides a mechanism to pursue R&D of new candidate vaccines for global health in the preclinical and clinical phases up to and including Phase IIa clinical trials,”* he continued.

According to Shiver, the partnership allows the Gates Foundation and its pharmaceutical partners to accelerate the development of candidate vaccines for use in developing countries, while allowing the pharmaceutical partners to develop and test new technologies that also will advance their other R&D programs. This VxDP spearheaded by the Gates Foundation is expected to result in decreased cost and time required to develop successful vaccines.

*“Vaccines are one of the most powerful tools to save and improve lives,”* said Trevor Mundel, president of Global Health at the Bill & Melinda Gates Foundation. *“This partnership will help accelerate research and development of effective and affordable vaccines that will ultimately benefit the world’s poorest people, and I’m pleased that Sanofi is contributing their expertise and resources.”*

Sanofi Pasteur has already been working with the Gates Foundation on other projects such as HIV vaccine development and distributing inactivated (as opposed to oral) polio vaccines globally to eradicate the disease.

*“These challenging projects would be difficult for any one organization to fund without the Partnership,”* continued Shiver. *“The Gates Foundation is committed to supporting these pilots while we will contribute matching resources and expertise, as well as commit to guaranteeing that advances will support those who need them most through global access provisions.”*



## 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).

Sanofi Pasteur, the vaccines division of Sanofi, provides more than 1 billion doses of vaccine each year, making it possible to immunize more than 500 million people across the globe. A world leader in the vaccine industry, Sanofi Pasteur offers the broadest range of vaccines protecting against 20 infectious diseases. The company's heritage, to create vaccines that protect life, dates back more than a century. Sanofi Pasteur is the largest company entirely dedicated to vaccines. Every day, the company invests more than EUR 1 million in research and development. For more information, please visit: [www.sanofipasteur.com](http://www.sanofipasteur.com) or [www.sanofipasteur.us](http://www.sanofipasteur.us)

## 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, 2012. 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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