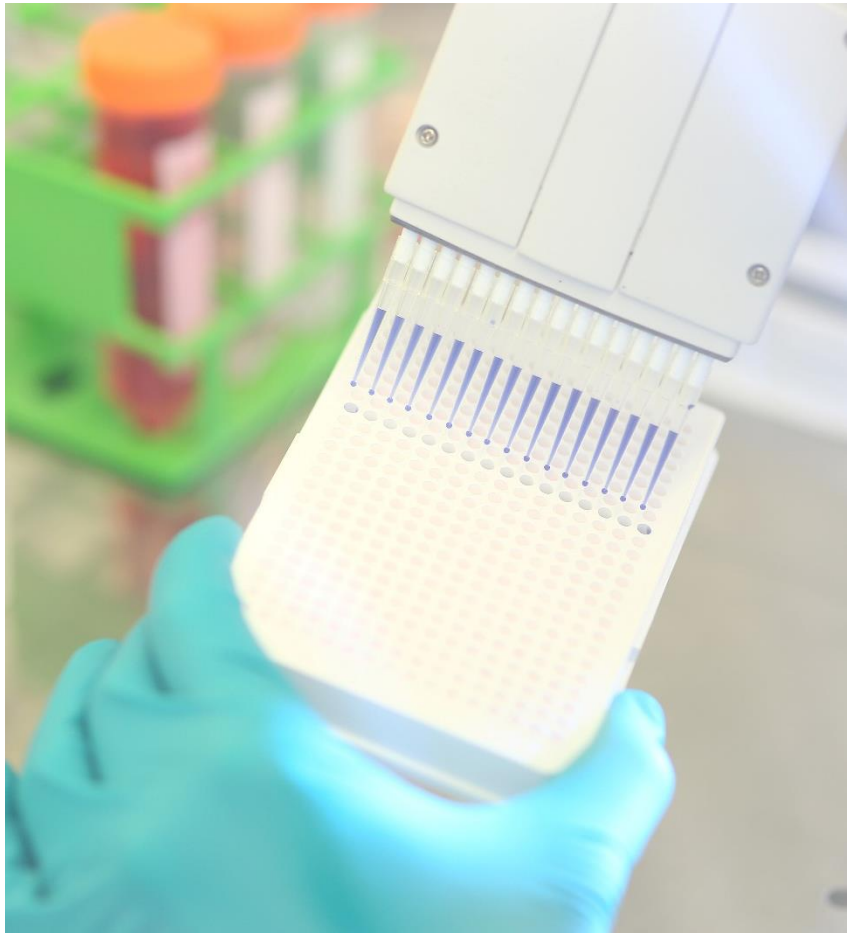

Q1 2020 Results

Play to Win

April 24, 2020

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Forward looking statements

This presentation 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 fact that product candidates if approved may not be commercially successful, the future approval and commercial success of therapeutic alternatives, Sanofi’s ability to benefit from external growth opportunities, to complete related transactions and/or obtain regulatory clearances, risks associated with intellectual property and any related pending or future litigation and the ultimate outcome of such litigation, trends in exchange rates and prevailing interest rates, volatile economic and market conditions, cost containment initiatives and subsequent changes thereto, and the impact that COVID-19 will have on us, our customers, suppliers, vendors, and other business partners, and the financial condition of any one of them, as well as on our employees and on the global economy as a whole. Any material effect of COVID-19 on any of the foregoing could also adversely impact us. This situation is changing rapidly and additional impacts may arise of which we are not currently aware and may exacerbate other previously identified risks. The risks and uncertainties also include the uncertainties 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, 2019. Other than as required by applicable law, Sanofi does not undertake any obligation to update or revise any forward-looking information or statements.

Agenda

Business update	**Paul Hudson**	Chief Executive Officer	
Dupixent® update	**Bill Sibold**	EVP, Specialty Care – Sanofi Genzyme	
Financial update	**Jean-Baptiste de Chatillon**	EVP, Chief Financial Officer	
Conclusion	**Paul Hudson**	Chief Executive Officer	
Q&A session			

Business update

Paul Hudson

Chief Executive Officer

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Sanofi acts on COVID-19

100% of manufacturing sites operational

- Maintaining production and supply to avoid shortages
- Diversity of global sourcing

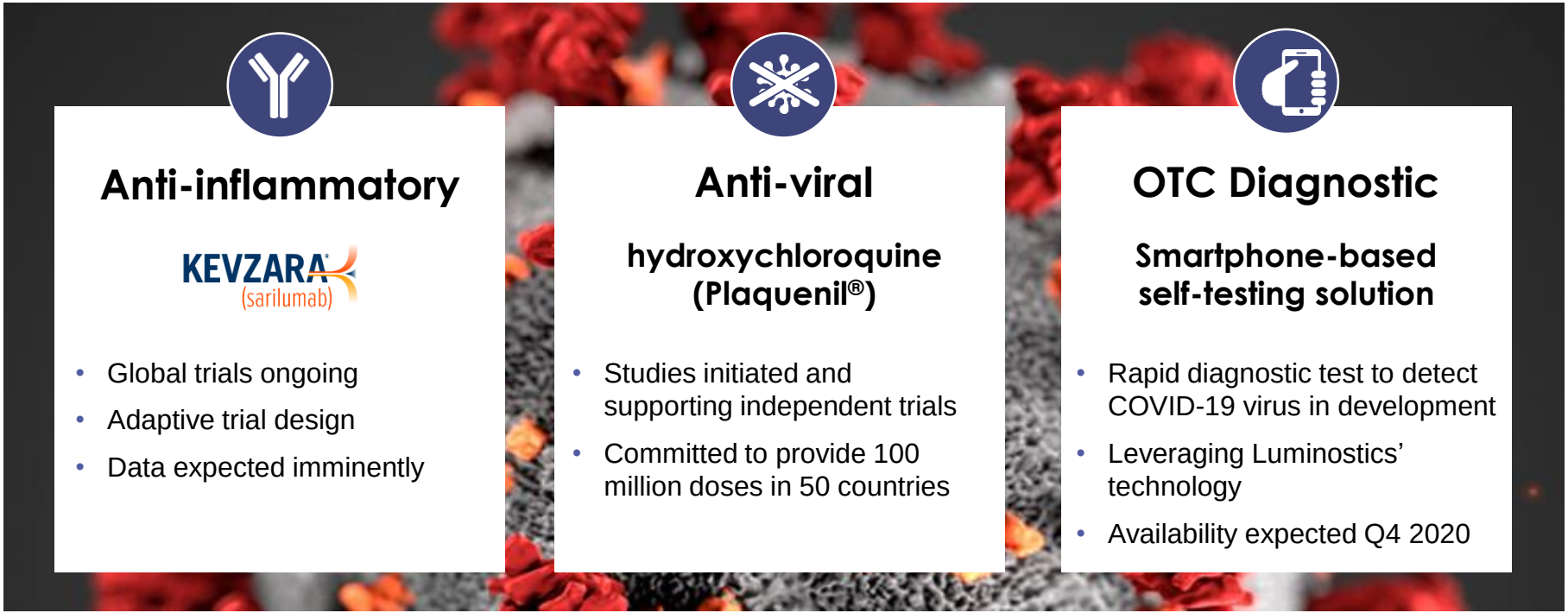
Business continuity secured

- Continuous access to medicines essential to patients' needs
- Clinical trials largely maintained
- Field force fully digitally engaged

Keeping employees safe

- 20,000 employees working every day in all industrial sites
- Enacting all relevant guidelines to safeguard workforce

Sanofi takes on responsibility to fight COVID-19 by investigating therapies for patients now and…



Anti-inflammatory

KEVZARA® (sarilumab)

- Global trials ongoing
- Adaptive trial design
- Data expected imminently

Anti-viral

hydroxychloroquine (Plaquenil®)

- Studies initiated and supporting independent trials
- Committed to provide 100 million doses in 50 countries

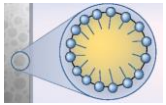
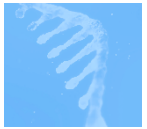
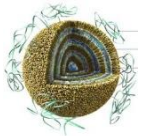
OTC Diagnostic

Smartphone-based self-testing solution

- Rapid diagnostic test to detect COVID-19 virus in development
- Leveraging Luminostics' technology
- Availability expected Q4 2020

Kevzara® is in collaboration with Regeneron

…developing two complementary vaccine approaches with unparalleled pandemic capacity

	1 Baculovirus recombinant vaccine approach	2 mRNA vaccine approach
Platform	Protein Antigen +  Adjuvant	TranslateBIO  mRNA →  Lipid nanoparticle
Advantage	• Licensed recombinant platform(1) • Existing large scale capacity • BARDA collaboration • Collaboration with gsk for proven AS03 adjuvant	• Innovative approach(2) • Potential for accelerated development • Significant existing investment in mRNA capacity to be applied towards vaccine
Expected timelines	• FIH study start: Q4 2020 • Earliest approval: H2 2021	• FIH study start: Q4 2020 • Earliest approval: H2 2021
Capacity	• Existing capacity for 100-600 million doses • Goal to extend to >1 billion doses in 12 months(3)	• Capacity for 90-360 million doses by H1 2021 • Investigating to extend capacity significantly(3)

BARDA: Biomedical Advanced Research & Development Authority; gsk: GlaxoSmithKline; FIH: first in human

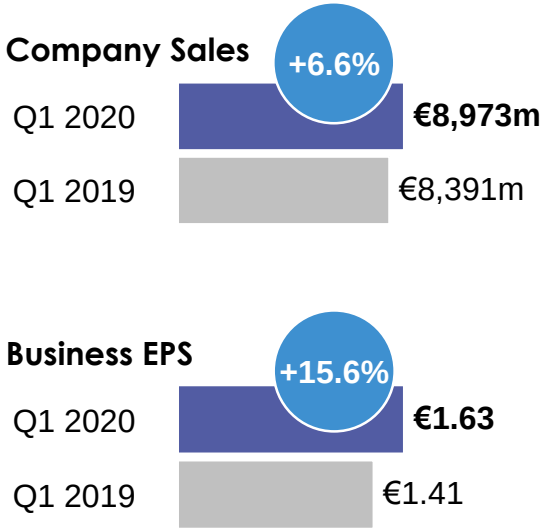
(1) Flublok® is manufactured with this platform and licensed in the U.S.

(2) In collaboration with Translate Bio

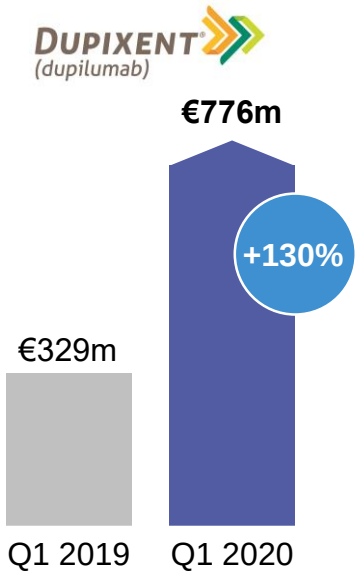
(3) Estimates pending clinical doses and industrial yields outcome

Q1 driven by Dupixent® and COVID-19 impact

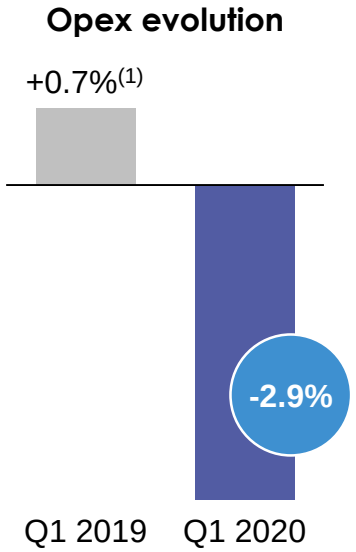
Sales and EPS growth



Dupixent® sales strong



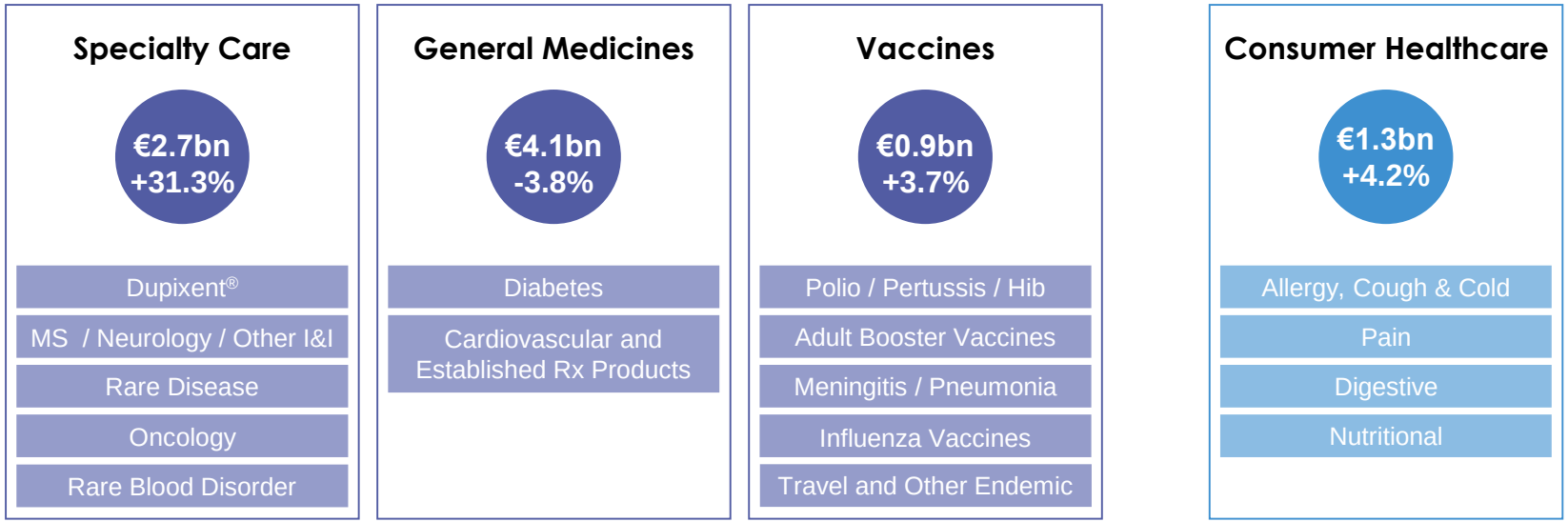
Efficiencies realized



All growth at CER unless footnoted. Dupixent® is in collaboration with Regeneron
(1) Represents operating expense growth at CER ex-acquisitions and EU Generics business and before IFRS 16 impacts

New GBU structure – delivered in Q1

Q1 2020 sales of €9.0bn up 6.6% at CER



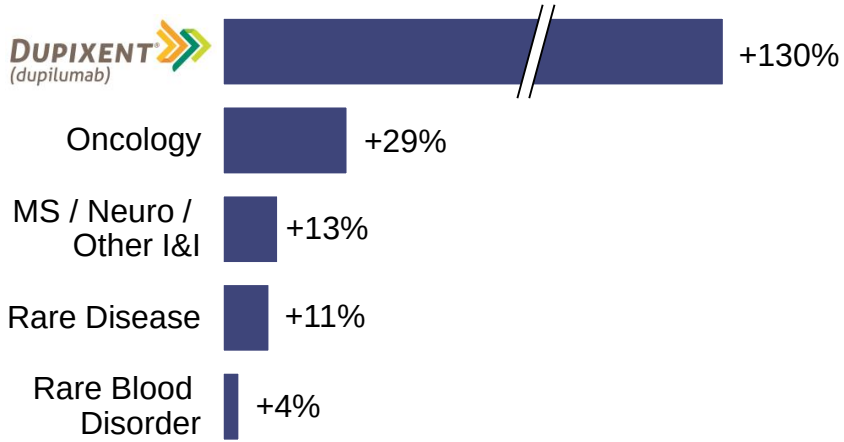
COVID-19 stocking in channels explains about half of sales growth; Dupixent® unaffected

All growth at CER unless footnoted; MS: Multiple Sclerosis; Other I&I: Other Immunology & Inflammation; Hib; Haemophilus influenzae type b

Specialty Care – up 31% with growth across franchises

- Dupixent® strong demand globally
  - Quarterly sales continued to double 3 years after launch
- Sarclisa® U.S. launch ahead of COVID-19 crisis
- Aubagio® (+21%) due to demand & inventory build
- Rare Disease favorable comparison to prior year
  - Gaucher(1) (+12%), Pompe (+12%), Fabry (+15%)
- Eloctate® (-11%) broadly offset by Alprolix® (+12%)

Q1 2020 sales growth by franchise



All growth at CER unless footnoted; MS: Multiple Sclerosis; Neuro: Neurology; Other I&I: Other Immunology & Inflammation

(1) Gaucher: Cerezyme® and Cerdelga®

Dupixent® update

Bill Sibold

EVP, Specialty Care – Sanofi Genzyme

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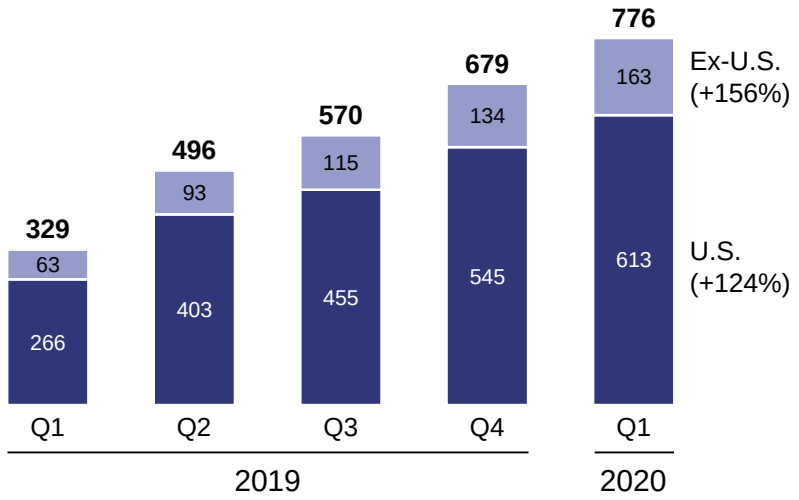
Dupixent® – key growth driver in Q1

- Strong Q1 performance in AD, asthma and CRSwNP
  - U.S. sequential TRx +19% versus sales growth of +12%(1) reflects higher co-pay assistance
  - Ex-U.S. contributed 21% of sales
- Milestones on track
  - May 26th PDUFA date for ages 6-11 years with AD
  - Part A readout of EoE pivotal trial expected in Q2-Q3
  - Pivotal asthma data in 6-11 year-olds expected in Q4
  - Additional indication trials underway

Global Dupixent® quarterly sales (€m)



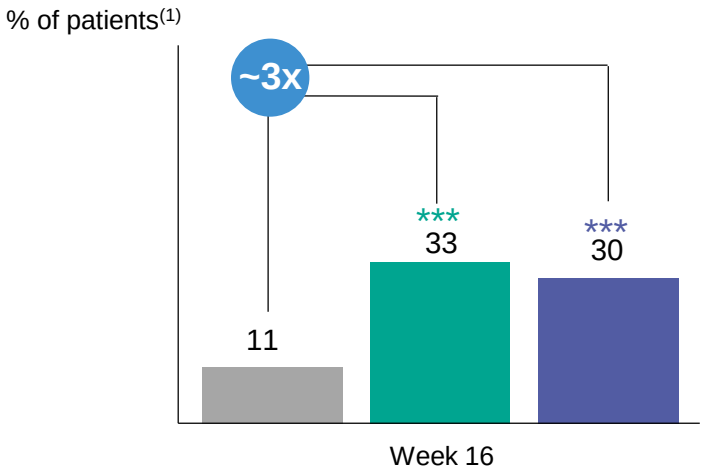
AD: atopic dermatitis, CRSwNP: chronic rhinosinusitis with nasal polyposis; EoE: eosinophilic esophagitis

(1) U.S. growth of Q4 2019 to Q1 2020

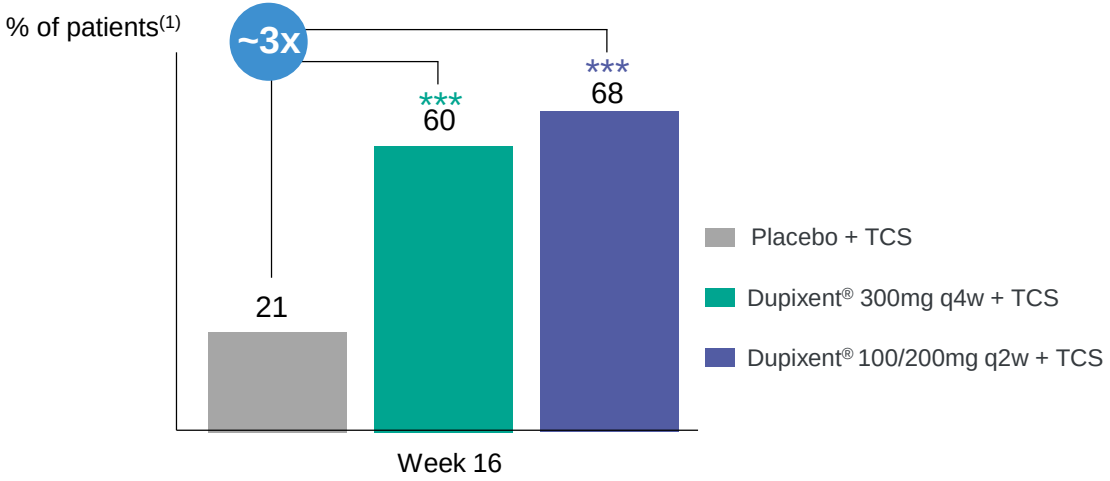
Dupixent® – pediatric data supports best-in-class profile

Approximately 3x as many children aged 6-11 years achieved skin clearance and reduction in itch with Dupixent® and TCS compared to TCS alone

IGA score of 0 or 1



≥3-point improvement in peak pruritus NRS



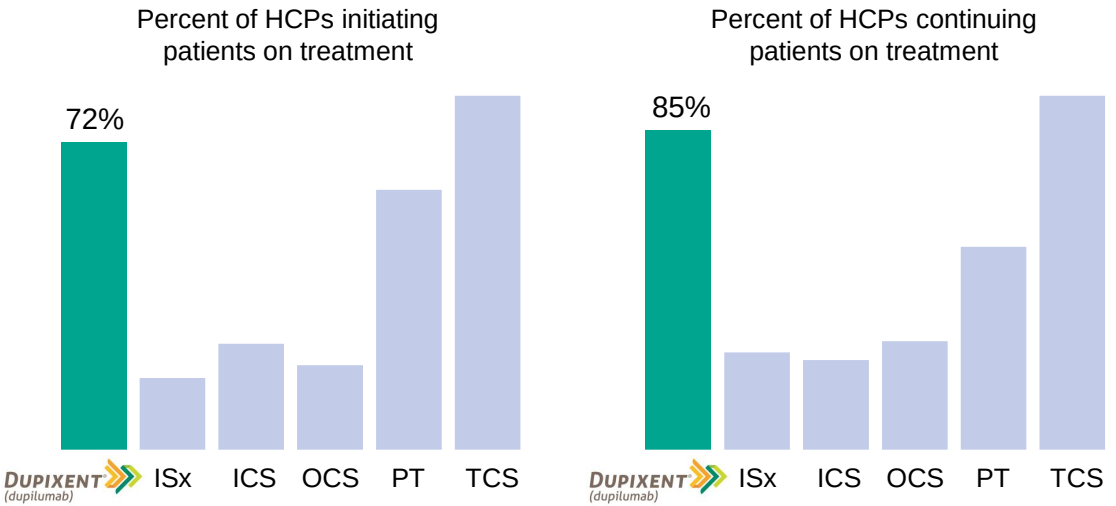
Safety profile consistent with previous studies in adults and adolescents

Dupixent is under review by regulators for AD in children 6-11 years. TCS: topical corticosteroids
*p<0.05; **p<0.01; ***p<0.001: IGA: investigator global assessment scale, N=367 (Q2W + TCS vs pbo+TCS, p=0.0004; Q4W + TCS vs. pbo+TCS, p<0.0001)
*p<0.05; **p<0.01; ***p<0.001: NRS: numeric rating scale, N=367 (Q2W + TCS vs. pbo + TCS, p<0.0001; Q4W + TCS vs. pbo+TCS, p<0.0001)
(1) Children aged 6-11 years with severe atopic dermatitis

Dupixent® – HCPs continue to initiate and maintain patients on therapy during COVID-19

- Type 2 pathway is not involved in viral defense
  - Selectively blocks IL4 and IL13
  - Dupixent® is not an immunosuppressant
- Market research suggests Dupixent® is a preferred systemic option at this time(2)
  - Target prescribers(3) comfortable initiating and maintaining Dupixent® treatment

Impact on prescribing for moderate-to-severe AD(1)



The safety and efficacy of Dupixent® in COVID-19 patients is unknown. ISx: immunosuppressant, ICS: injectable corticosteroid, OCS: oral corticosteroid, PT: phototherapy, TCS: topical corticosteroid. HCP: healthcare providers; AD: atopic dermatitis

(1) Dupixent® COVID-19 Study Internal Market Research with target AD prescribers (n=72, April 2020). Analysis is based on internal market research and is not intended to represent a comparison of the efficacy or safety of Dupixent® to the other products. Market research also considered topicals, Eucrisa® (88% of HCPs initiating patients on treatment and 94% of HCPs continuing patients on treatment) and TCI: topical calcineurin inhibitor (85% of HCPs initiating patients on treatment and 93% of HCPs continuing patients on treatment)

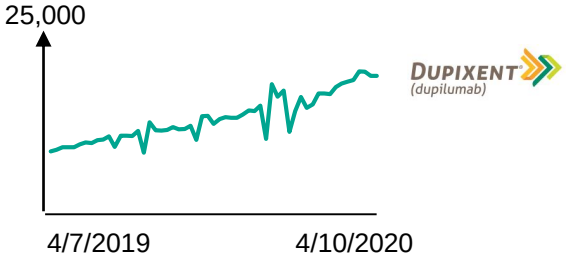
(2) Period covered in market research for AD is April 7, 2020-April 15, 2020

(3) Target prescribers refers to n=72 dermatologists, allergists, and their nurse practitioners/physician assistants who had a Dupixent® sales representative interaction in the last 3 months.

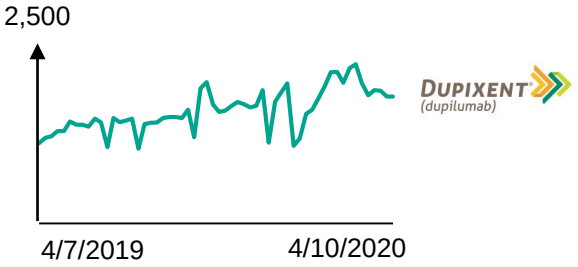
Dupixent® – resilient U.S. TRx trend during COVID-19 crisis

- Patients are being maintained on Dupixent®
  - At-home administration with no requirement for ongoing lab monitoring
  - ~80% of dermatologists are extremely comfortable continuing patients on Dupixent® via telemedicine(2)
  - Length of prescriptions unchanged
  - TRx expected to grow modestly during COVID-19 crisis
- Slower new patient additions
  - Decline of in-person doctor visits by ~60%(3) expected to impact new patients starts, despite increased telemedicine
  - 4-week rolling average(4) NBRx at 86% of pre COVID-19 period(5), recovery expected post crisis

U.S. weekly TRx(1) stable



U.S. weekly NBRx(1) slowing



(1) IQVIA Patient insights
(2) Spherix Global Insights, Wave Four, Dermatology April 14, 2020
(3) Dupixent® COVID-19 Study Internal Market Research with target prescribers (n=146, April 2020), HCPs respondents are allergists, dermatologists, and pulmonologists as well as nurse practitioners and physicians assistants that work with them; HCP: healthcare providers
(4) Average of four weeks ending March 20, 2020 to April 10, 2020 per IQVIA Patient Insights
(5) Average of four weeks ending February 14, 2020 to March 6, 2020 per IQVIA Patient Insights

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Business update

Paul Hudson

Chief Executive Officer

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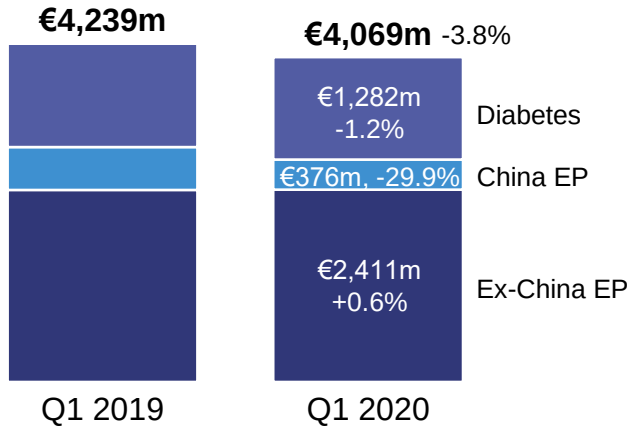
General Medicines – favorable phasing due to COVID-19

- General Medicines down -3.8% to €4,069m
- Resilient performance of chronic therapies
  - Diabetes sales €1.3bn, -1.2%; COVID tailwinds in Europe
  - Established Products ex-China sales of €2.4bn, +0.6%
  - China EP sales of €376m, -29.9% due to VBP impact
- Inventory build in chronic therapies to reverse in Q2
- Progress on streamlining EP portfolio
  - Seprafilm® divestiture completed in February
  - Praluent® restructured agreement simplifies operations

Q1 2020 General Medicines sales



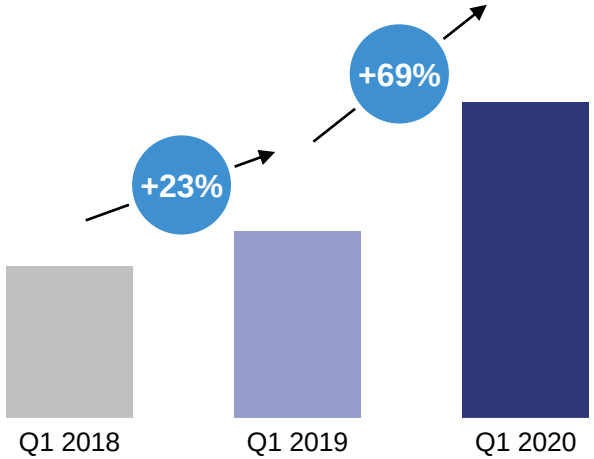
All growth at Constant Exchange Rates (CER); EP: Established Products; VBP: Volume Based Procurement

China – volume growth confirms VBP bidding strategy

- China Q1 sales of €680m, down -14%
- VBP product sales: Plavix® -54%, Aprovel® family -33%
  - Volume growth of >60%(1) on track with guidance for 2020
- COVID-19 impact
  - Longer prescription durations in February which started to normalize in March
  - Negative impact on hospital-initiated drugs
- Praluent® launched; Dupixent® AD review on track

China Plavix® & CoAprovel® strong volume uptake

(millions of boxes)



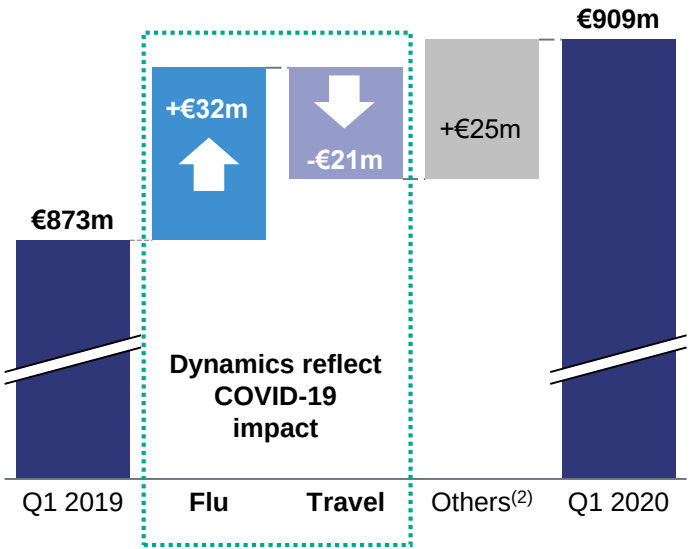
Non-VBP products' solid double-digit growth (+15%) in Q1 driven by Sanofi portfolio strength

All sales growth at Constant Exchange Rates (CER); VBP: Volume Based Procurement; AD: Atopic Dermatitis
(1) Denotes volume growth for Plavix® and CoAprovel® products

Vaccines – solid growth despite high base in Q1

- Vaccines growth of +3.7% to €909m
  - PPH -0.8% due to phasing in Japan in Q1 2019
- Offsetting dynamics of COVID-19 in Q1
  - Flu up +100% driven by global demand; late U.S. season
  - Travel vaccines down -18% due to travel restrictions
- Growth trajectory well on track
  - China Pentaxim® (+33%) due to inventory build ahead of PoV reopening at end of February; recovery ongoing
  - Initial Fluzone®(1) QIV HD approvals in Europe in Q2
  - Prepared for increased flu demand expected in H2

Q1 2020 Vaccines sales by franchise

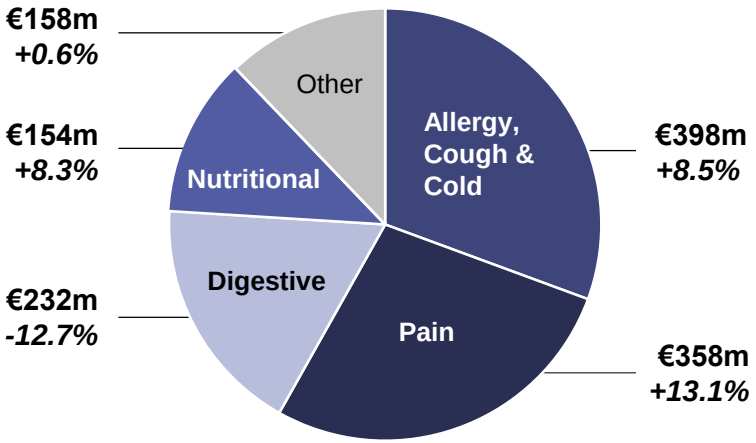


All growth at CER; PoV: point of vaccination; QIV: Quadrivalent Influenza Vaccine; HD: High-Dose
(1) Known as Efluelda™ in Europe, excluding United Kingdom and Ireland
(2) All others includes PPH (Polio, Pertussis, HIB), Menactra® (meningitis vaccine) and adult boosters

CHC – consumer stocking offset anticipated headwinds

- CHC grew +4.2% to €1.3bn in Q1
  - ‘Pantry loading’ drove incremental sales
  - Pain and Allergy, Cough & Cold categories benefitted mainly outside the U.S. from COVID-19
- Excluding COVID-19, Q1 sales down -2%
  - Reflects Zantac® voluntary recall, non-strategic divestments and regulatory requirements
- Development programs moving forward following FDA meetings on Cialis® and Tamiflu® in Q1
- Transition to standalone GBU on track

Q1 2020 CHC sales by category



All growth at CER; CHC: Consumer Healthcare;

Financial update

Jean-Baptiste de Chatillon

EVP, Chief Financial Officer

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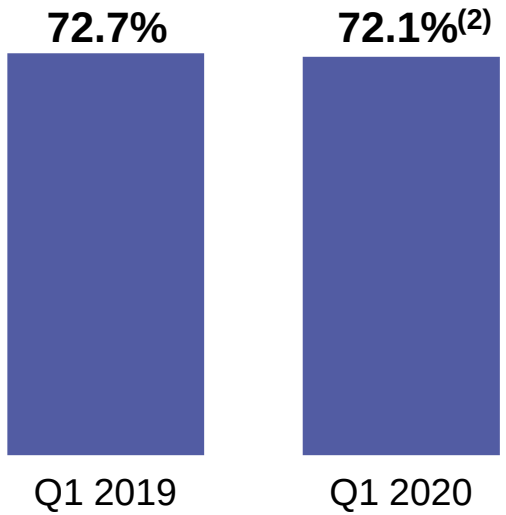
BOI margin up 220bps in Q1, around half due to COVID-19

€m	Q1 2020	Q1 2019	% Change (CER)
Net Sales	**8,973**	**8,391**	**+6.6%**
Other revenues	343	322	+3.4%
Gross Profit	6,469	6,098	+5.5%
Gross margin %	*72.1%*	*72.7%*	
R&D	(1,340)	(1,385)	-4.3%
SG&A	(2,342)	(2,376)	-2.1%
Other current operating income & expenses	(247)	(102)	-
Share of profit/loss from associates	131	71	-
Minority interests	(12)	(10)	-
Business Operating Income	**2,659**	**2,296**	**+15.9%**
Business operating margin	*29.6%*	*27.4%*	

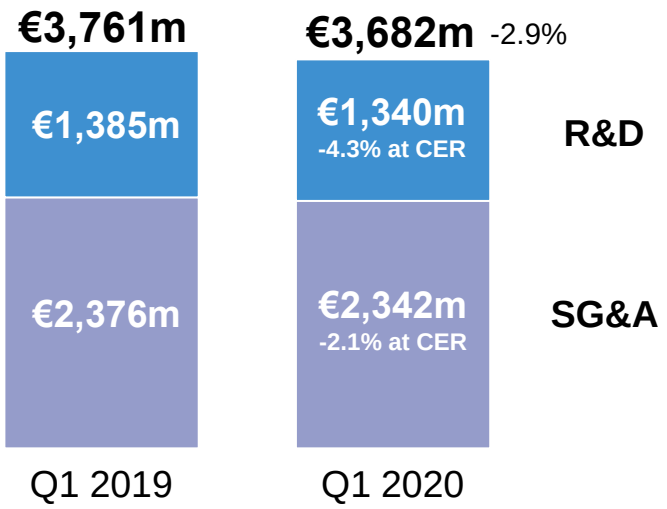
CER: Constant Exchange Rates; BOI: Business Operating Income. BOI is a non-GAAP financial indicator

China VBP lowered GM; Opex reduction on track

Gross margin ratio(1)



Operating expenses



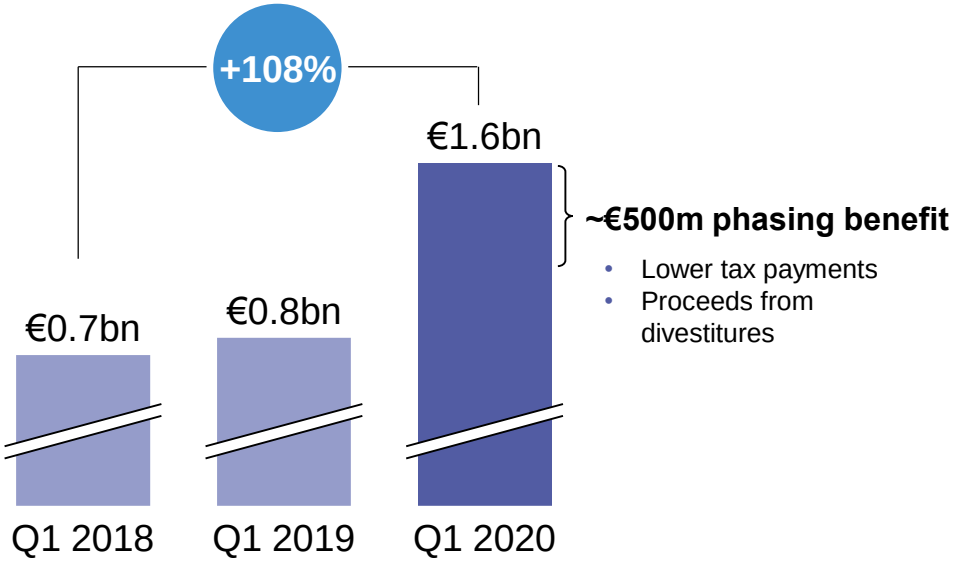
All growth at CER; GM: gross margin

(1) Gross Margin is calculated as the ratio of Gross Profit to Company sales (excluding Other revenues)

(2) Gross Margin at CER was 71.9%

Favorable FCF phasing in Q1

Free Cash Flow[1] evolution



~€500m phasing benefit

- Lower tax payments
- Proceeds from divestitures

Long-term FCF drivers

- Grow net sales
- Improve working capital
- Prioritize investments
- Expand margin

On track to improve FCF by 50%[2] by 2022

(1) Free Cash Flow definition in Financial appendices
(2) From 2018 base, exchange rate at the time of December 2019 Capital Markets Day

Expected business dynamics in Q2 2020 due to COVID-19

Company sales	Low single-digit decline
Pharmaceuticals	Reduction of in-channel inventory build
Vaccines	Travel vaccines and immunizations negatively impacted while China recovery and flu demand expected to continue
Consumer Healthcare	Consumer stocking to unwind and lower pharmacy traffic
Operating Expenses	Continue to deliver on efficiencies

H1 2020 performance expected to be on track to deliver on full-year guidance

FY 2020 business EPS guidance affirmed

Business EPS

Around **+5%** at CER(1,2)

FX impact
on business EPS

Approximately **-1% to -2%**(3)
based on April 2020 average exchange rates

(1) Compared to FY2019 and barring major unforeseen adverse events
(2) Base for FY 2019 Business EPS growth is €5.97 reflecting 2 cents of impact from IFRS 16
(3) Difference between variation on a reported basis and variation at CER

Conclusion

Paul Hudson

Chief Executive Officer

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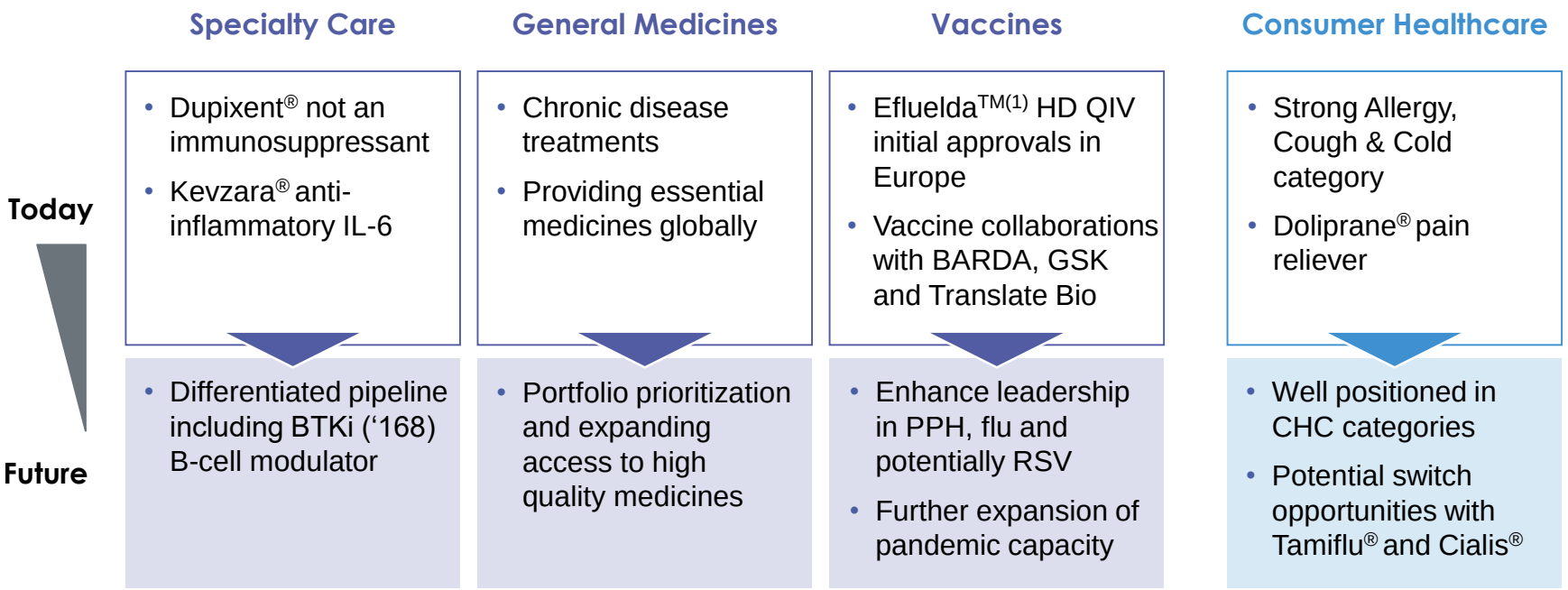
Sanofi expected to emerge strongly from pandemic crisis

Portfolio has unique strengths to deliver on patient needs



RSV: respiratory syncytial virus

(1) Fluzone® HD QIV is known as Efluelda™ in Europe, excluding United Kingdom and Ireland

Brain penetrant BTKi ('168) targets best-in-class profile

Safety	Similar to placebo
Low treatment burden	Oral once-daily, no monitoring
Relapse rate reduction	In line with anti-CD20
Slowing disability in RMS	Only BTKi with demonstrated CNS penetration and engagement of potential markers of disability progression
Efficacy in progressive disease	Accelerated development across full MS spectrum: RMS, PPMS and NR-SPMS, with first target submission in H1 2024

Delivering BTKi ('168) target product profile expected to result in leading market position

BTKi (SAR442168) is an asset under investigation in collaboration with Principia, not approved by regulators; RMS: Relapsing-remitting Multiple Sclerosis; PPMS: Primary Progressive Multiple Sclerosis; NR-SPMS: Non-Relapsing Secondary Progressive Multiple Sclerosis
The BTKi (‘168) target profile is aspirational and comparisons with other therapies cannot be made at this time. No head to head studies have been conducted comparing BTKi (‘168) with any other therapy. Estimated regulatory submission timing has not been reviewed by any regulatory authority.

Pipeline momentum continues into Q2 2020

Recent news flow	**BTKi ('168)**(2) Phase 2 results presented in Relapsing Multiple Sclerosis **Dupixent®**(3) Phase 3 results presented in Atopic Dermatitis for 6-11 year-old age group **Sarclisa®** U.S. FDA approval and positive CHMP opinion with Pd(4) for RRMM
Q2 potential approvals(1)	**Dupixent®**(3) in Moderate-to-Severe Atopic Dermatitis for 6-11 year-old age group (U.S.)(5) **MenQuadfi™** for ≥ 2 year old age group (U.S.) **Efluelda™**(6) QIV HD for ≥ 65 year old age group (EU) **Sarclisa®** with Pd(4) for RRMM (EU)
Q2 expected pivotal trial read-outs	**Cemiplimab**(3) in 2L Basal Cell Carcinoma **Avalglucosidase alfa** in Late Onset Pompe Disease **Isatuximab** in 2L RRMM (IKEMA)

Virtual R&D event on June 23rd

QIV: Quadrivalent Influenza Vaccine; HD: High-Dose; RRMM: Relapsed-refractory multiple myeloma; P: pomalidomide; d: dexamethasone; CHMP: Committee for Medicinal Products for Human Use

(1) Unless specified otherwise, table indicates first potential approval in the U.S. or EU
(2) Developed in collaboration with Principia
(3) Developed in collaboration with Regeneron
(4) With pomalidomide and dexamethasone and ≥2 prior therapies, including lenalidomide and a proteasome inhibitor, with disease progression on last therapy
(5) Granted breakthrough designation and priority review with FDA decision expected May 26, 2020
(6) Fluzone® HD QIV is known as Efluelda™ in Europe, excluding United Kingdom and Ireland. In April, obtained a positive end of procedure from the decentralized European procedure for active immunization in adults aged 65 years of age and older for the prevention of influenza disease, allowing national licenses to be issued.

Q&A session

Paul Hudson
Chief Executive Officer

Olivier Charmeil
EVP, General Medicines

David Loew
EVP, Vaccines – Sanofi Pasteur

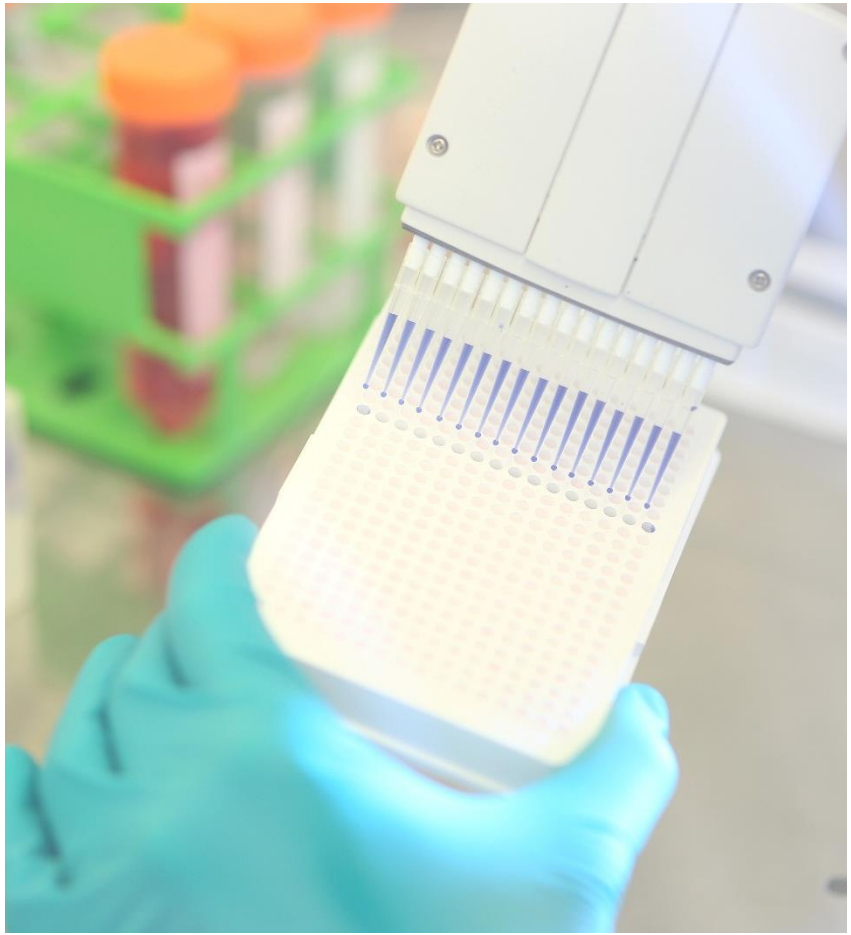
John Reed
EVP, Global Head of R&D

Jean-Baptiste de Chatillon
EVP, Chief Financial Officer

Karen Linehan
EVP, Legal Affairs and General Counsel

Alan Main
EVP, Consumer Healthcare

Bill Sibold
EVP, Specialty Care – Sanofi Genzyme



Financial appendices

Q1 2020 Results

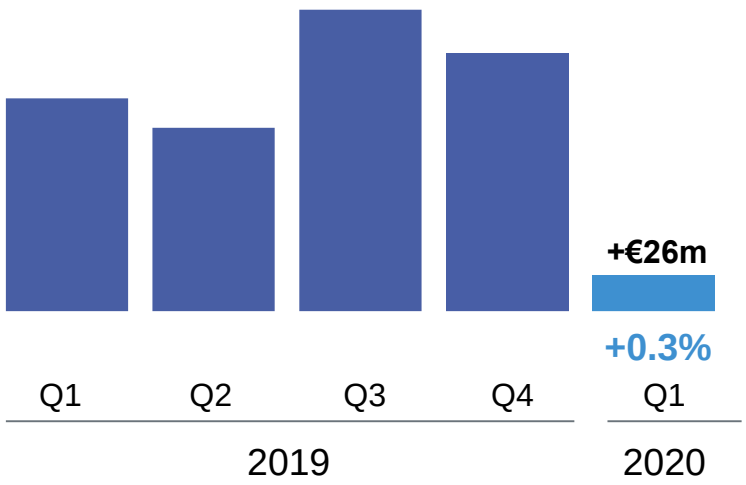
April 24, 2020

SANOFI

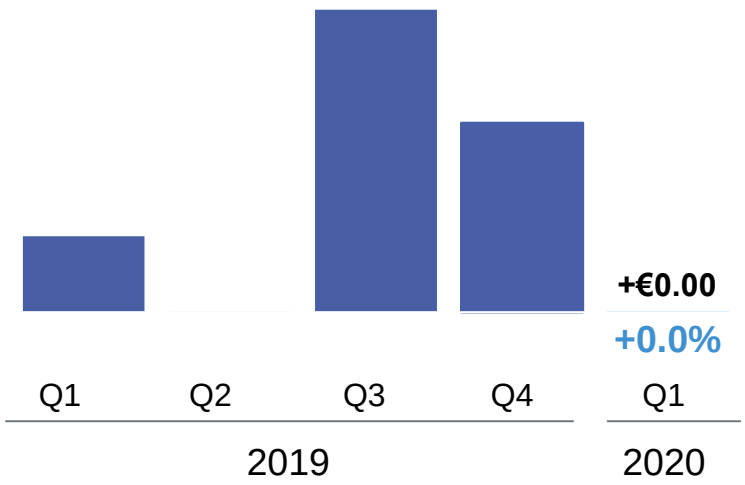
Q1 sales benefitted from strengthening U.S. dollar

Currency impact

Company sales(1)

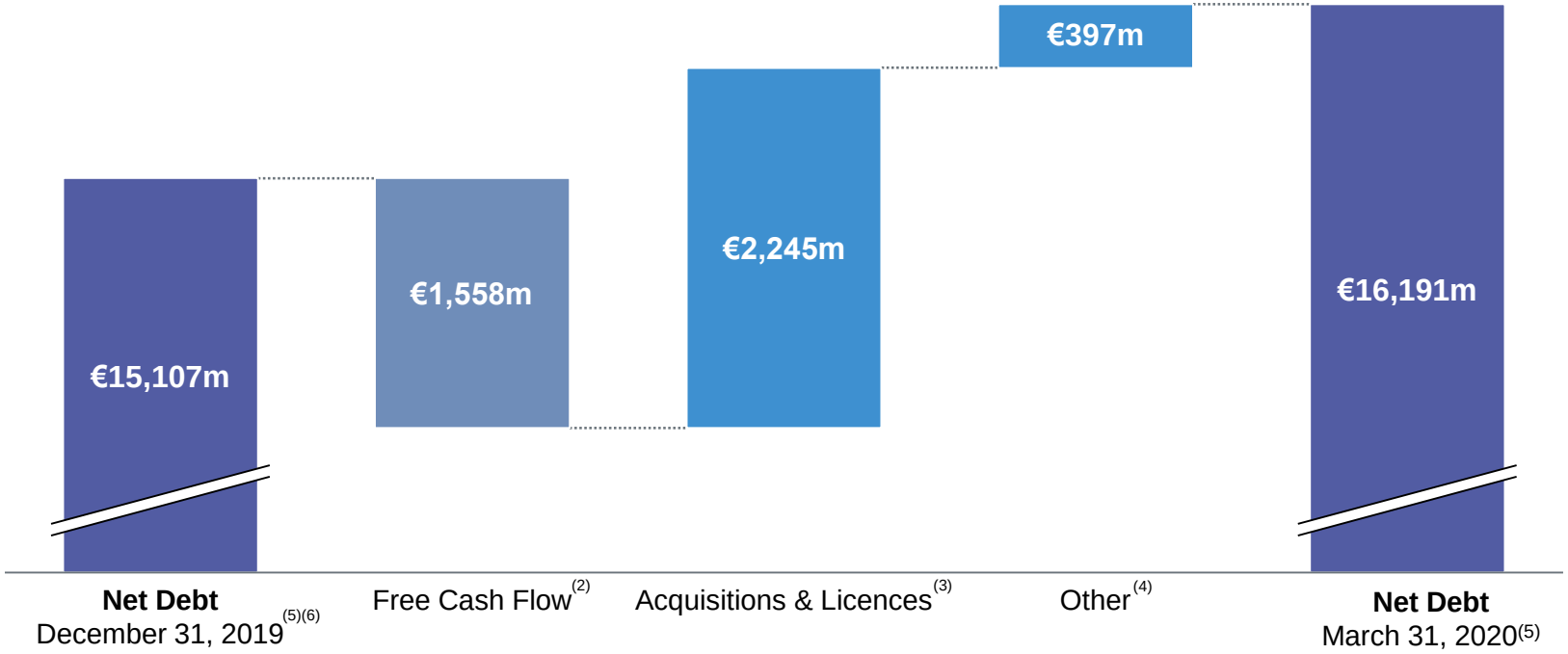


Business EPS



(1) Main currency impact on Company Sales in Q1 2020: US Dollar (+€89m), Argentine Peso (-€31m), Japanese Yen (+€19m), Brazilian Real (-€37m), and Turkish New Lira (-€13m)

Net debt evolution in Q1 2020(1)



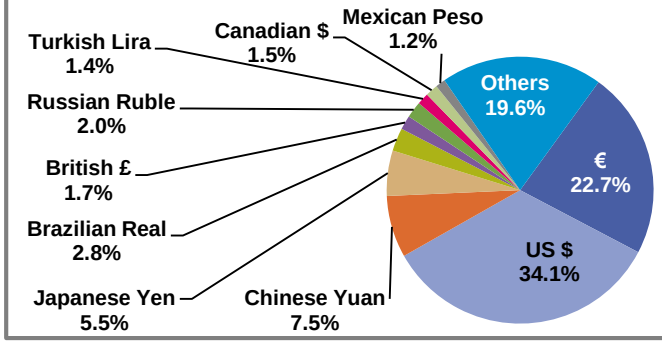
(1) Credit ratings reaffirmed: Moody's A1/stable, S&P AA/negative, Scope AA/stable as of March 31, 2020
(2) Free Cash Flow (FCF) includes restructuring costs cash-out, investments and divestments not exceeding a cap of €500 million per transaction
(3) Related to Synthrorx acquisition
(4) Including €361m from acquisition of treasury shares
(5) Including derivatives used to manage net debt: -€151m at December 31, 2019 and -€172m at March 31, 2020
(6) Effective January 1, 2019, net debt does not include lease liabilities following the first-time application of IFRS 16

2020 currency sensitivity and Q1 2020 currency exposure

2020 Business EPS Currency Sensitivity

Currency	Variation	Business EPS Sensitivity
U.S. Dollar	+ 0.05 USD/EUR	- EUR 0.13
Japanese Yen	+ 5 JPY/EUR	- EUR 0.02
Chinese Yuan	+ 0.2 CNY/EUR	- EUR 0.02
Brazilian Real	+ 0.4 BRL/EUR	- EUR 0.01
Russian Ruble	+ 10 RUB/EUR	- EUR 0.03

Currency Exposure on Q1 2020 Sales



Currency Average Rates

	Q1 2019	Q1 2020	*% change*
EUR/USD	1.14	1.10	*-3.0%*
EUR/JPY	125.12	120.15	*-4.0%*
EUR/CNY	7.67	7.71	*+0.5%*
EUR/BRL	4.28	4.91	*+14.8%*
EUR/RUB	74.91	73.67	*-1.7%*

Business Net Income Statement – Q1 2020

First Quarter	Pharmaceuticals			Consumer Healthcare			Vaccines			Others [2]			Total Group		
€ million	Q1 2020	Q1 2019 [1]	Change	Q1 2020	Q1 2019 [1]	Change	Q1 2020	Q1 2019 [1]	Change	Q1 2020	Q1 2019 [1]	Change	Q1 2020	Q1 2019 [1]	Change
Net sales	**6,764**	**6,259**	***8.1%***	**1,300**	**1,259**	***3.3%***	**909**	**873**	***4.1%***	**-**	**-**	**-**	**8,973**	**8,391**	***6.9%***
Other revenues	40	67	*(40.3%)*	15	13	*15.4%*	288	242	*19.0%*	-	-	-	343	322	*6.5%*
Cost of Sales	(1,745)	(1,578)	*10.6%*	(432)	(401)	*7.7%*	(610)	(571)	*6.8%*	(60)	(65)	*(7.7%)*	(2,847)	(2,615)	*8.9%*
As % of net sales	*(25.8%)*	*(25.2%)*		*(33.2%)*	*(31.9%)*		*(67.1%)*	*(65.4%)*					*(31.7%)*	*(31.2%)*	
Gross Profit	**5,059**	**4,748**	***6.6%***	**883**	**871**	***1.4%***	**587**	**544**	***7.9%***	**(60)**	**(65)**	***(7.7%)***	**6,469**	**6,098**	***6.1%***
As % of net sales	***74.8%***	***75.9%***		***67.9%***	***69.2%***		***64.6%***	***62.3%***					***72.1%***	***72.7%***	
Research and development expenses	(1,069)	(1,130)	*(5.4%)*	(29)	(35)	*(17.1%)*	(158)	(130)	*21.5%*	(84)	(90)	*(6.7%)*	(1,340)	(1,385)	*(3.2%)*
As % of net sales	*(15.8%)*	*(18.1%)*		*(2.2%)*	*(2.8%)*		*(17.4%)*	*(14.9%)*					*(14.9%)*	*(16.5%)*	
Selling and general expenses	(1,253)	(1,284)	*(2.4%)*	(392)	(385)	*1.8%*	(189)	(180)	*5.0%*	(508)	(527)	*(3.6%)*	(2,342)	(2,376)	*(1.4%)*
As % of net sales	*(18.5%)*	*(20.5%)*		*(30.2%)*	*(30.6%)*		*(20.8%)*	*(20.6%)*					*(26.1%)*	*(28.3%)*	
Other operating income/expenses	(191)	(86)		24	11		3	2		(83)	(29)		(247)	(102)	
Share of profit/loss of associates* and joint-ventures	130	67		-	4		1	-		-	-		131	71	
Net income attributable to non controlling interests	(8)	(8)		(4)	(2)		-	-		-	-		(12)	(10)	
Business operating income	**2,668**	**2,307**	***15.6%***	**482**	**464**	***3.9%***	**244**	**236**	***3.4%***	**(735)**	**(711)**	***3.4%***	**2,659**	**2,296**	***15.8%***
As % of net sales	***39.4%***	***36.9%***		***37.1%***	***36.9%***		***26.8%***	***27.0%***					***29.6%***	***27.4%***	
Financial income & expenses													(75)	(54)	
Income tax expenses													(542)	(480)	
*Tax rate***													*22.0%*	*22.0%*	
Business net income													**2,042**	**1,762**	***15.9%***
As % of net sales													***22.8%***	***21.0%***	
Business earnings / share (in €)* **													**1.63**	**1.41**	***15.6%***

* Net of tax.
** Determined on the basis of Business income before tax, associates, and non-controlling interests.
*** Based on an average number of shares outstanding of 1,251.3 million in the first quarter of 2020 and 1,245.8 million n the first quarter of 2019.
(1) In 2019, Change of presentation according to the Group new management reporting 2020 and including the Impact of lease standard IFRS 16, effective January 1, 2019, in order to be reported under IFRS 16 and related interpretations for comparison purposes.
(2) Other includes the cost of global support functions (Finance, Human Resources, Information Solution & Technologies, Sanofi Business Services, etc.…).

Consolidated Income Statements

€ million	Q1 2020	Q1 2019
Net sales	**8,973**	**8,391**
Other revenues	343	322
Cost of sales	(2,865)	(2,618)
Gross profit	**6,451**	**6,095**
Research and development expenses	(1,340)	(1,385)
Selling and general expenses	(2,342)	(2,376)
Other operating income	108	64
Other operating expenses	(355)	(166)
Amortization of intangible assets	(457)	(557)
Impairment of intangible assets [(1)]	(85)	(5)
Fair value remeasurement of contingent consideration	12	60
Restructuring costs and similar items	(66)	(321)
Other gains and losses, and litigation [(2)]	120	-
Operating income	**2,046**	**1,409**
Financial expenses	(98)	(106)
Financial income	23	52
Income before tax and associates and joint ventures	**1,971**	**1,355**
Income tax expense	(434)	(255)
Share of profit/(loss) of associates and joint ventures	158	47
Net income excluding the exchanged/held-for-exchange Animal Health business	**1,695**	**1,147**
Net income/(loss) of the exchanged/held-for-exchange Animal Health business	-	-
Net income	**1,695**	**1,147**
Net income attributable to non-controlling interests	12	10
Net income attributable to equity holders of Sanofi	**1,683**	**1,137**
Average number of shares outstanding (million)	1,251.3	1,245.8
Earnings per share excluding the exchanged/held-for-exchange Animal Health business (in euros)	**1.35**	**0.91**
IFRS Earnings per share (in euros)	**1.35**	**0.91**

(1) In 2020, mainly related to the termination of several Diabetes R&D programs and collaborations agreements as part of Company Strategy announced in December 2019.
(2) In 2020, mainly pre-tax capital gain arising on the divestment of Seprafilm to Baxter according to the contract signed on November 26, 2019 and closed on February 14, 2020.

Reconciliation of Consolidated Net Income Attributable to Equity Holders of Sanofi to Business Net Income – Q1 2020

€ million	Q1 2020	Q1 2019 (1)	Change
Net income attributable to equity holders of Sanofi	**1,683**	**1,137**	***48.0%***
Amortization of intangible assets (2)	457	557	
Impairment of intangible assets (3)	85	5	
Fair value remeasurement of contingent consideration	(12)	(60)	
Expenses arising from the impact of business combinations on inventories	18	3	
Restructuring costs and similar items	66	321	
Other gains and losses, and litigation (4)	(120)	-	
Tax effect of items listed above:	(108)	(226)	
Amortization & impairment of intangible assets	*(142)*	*(138)*	
Fair value remeasurement of contingent consideration	*(5)*	*(4)*	
Expenses arising from the impact of business combinations on inventories	*(3)*	-	
Restructuring costs and similar items	*(20)*	*(95)*	
Other tax effects	*62*	*11*	
Restructuring costs of associates and joint-ventures, and expenses arising from the impact of acquisitions on associates and joint-ventures	(27)	25	
Business net income	**2,042**	**1,762**	***15.9%***
IFRS earnings per share (5) (in euros)	**1.35**	**0.91**	

(1) Business net income 2019 represented including the Impact of lease standard IFRS 16, effective January 1, 2019, in order to be reported under IFRS 16 and related interpretations for comparison purposes.

(2) Of which related to amortization expense generated by the remeasurement of intangible assets as part of business combinations: € 435 million in the first quarter of 2020 and € 527 million in the first quarter of 2019.

(3) In 2020, mainly related to the termination of several Diabetes R&D programs and collaborations agreements as part of Company Strategy announced in December 2019.

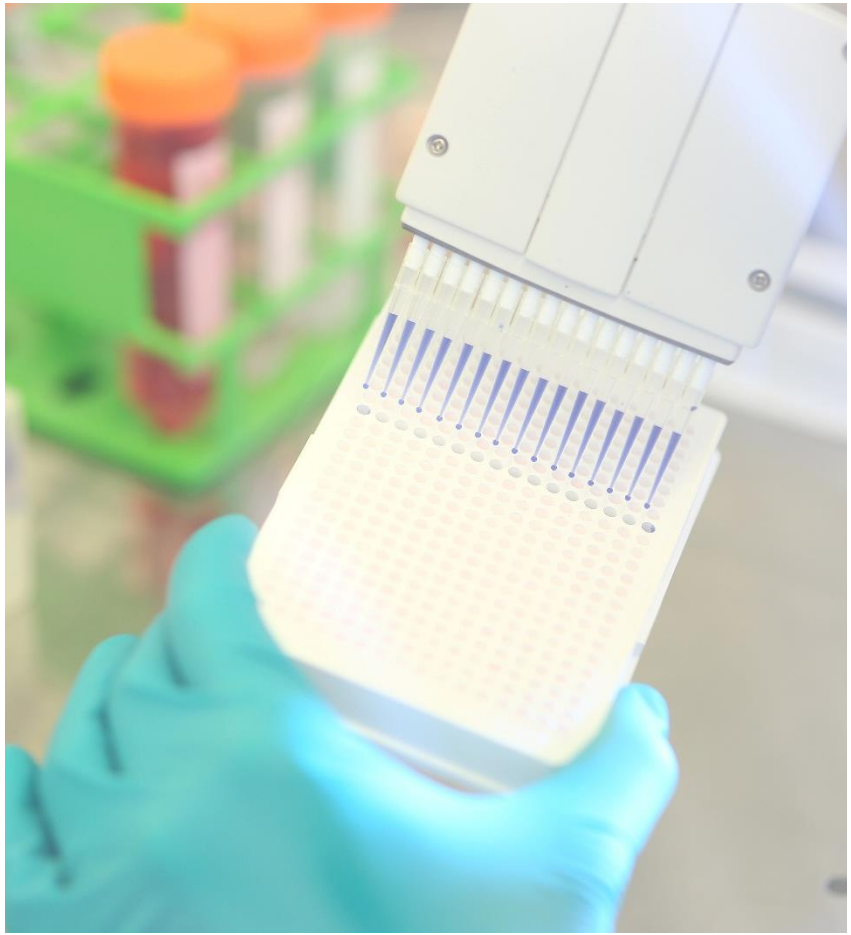
(4) In 2020, mainly pre-tax capital gain arising on the divestment of Seprafilm to Baxter according to the contract signe on November 26th 2019 and closed on February 14th 2020.

(5) Based on an average number of shares outstanding of 1 251,3 million in the first quarter of 2020 and 1 245,8 million in the first quarter of 2019.

Change in Net Debt

€ million	Q1 2020	Q1 2019 [1]
Business net income	**2,042**	**1,762**
Depreciation &amortization & impairment of property, plant and equipment and software	367	355
Other non cash items	(124)	152
Operating cash flow before change in working capital	**2,285**	**2,269**
Changes in Working Capital	(414)	(631)
Acquisitions of property, plant and equipment and software	(319)	(381)
Free cash flow before restructuring, acquisitions and disposals	**1,552**	**1,257**
Acquisitions of intangibles assets, investments and other long-term financials assets [2]	(165)	(116)
Restructuring costs and similar items paid	(277)	(491)
Proceeds from disposals of property, plant and equipment, intangible assets and other non-current assets net of tax net of taxes [2]	448	170
Free cash-flow	**1,558**	**820**
Acquisitions of investments in consolidated undertakings including assumed debt [3]	(2,245)	-
Issuance of Sanofi shares	32	44
Acquisitions of treasury shares	(361)	-
Other items	(68)	(3)
Change in net debt	**(1,084)**	**861**
Beginning of period	**15,107**	**17,628**
Closing of net debt	**16,191**	**16,767**

(1) Including the Impact of lease standard IFRS 16, effective January 1, 2019, in order to be reported under IFRS 16 and related interpretations for comparison purposes.
(2) Free cash flow includes investments and divestments not exceeding a cap of €500 million per transaction.
(3) Includes transactions above a cap of €500 million per transaction.



R&D appendices

Q1 2020 Results

April 24, 2020

SANOFI

R&D Pipeline – New Molecular Entities(*)

Phase 1
(Total : 20)

SAR441344(**)(1)
Anti-CD40L mAb
Multiple Sclerosis

SAR439459, mono & with cemiplimab(**)(11), anti-TGFb mAb
Advanced Solid Tumors

O **REGN5458**(**)(2)
Anti-BCMAxCD3 bispecific mAb
Relapsed Refractory MM

O **REGN4018**(**)(2)
Anti-MUC16xCD3 bispecific mAb
Ovarian Cancer

SAR442720(**)(3)
SHP2 inhibitor
Solid Tumors

SAR440234
T cell engaging multi specific mAb
Leukemia

SAR441000(**)(4), mono & with PD1,
Cytokine mRNA
Solid tumors

SAR442085
Anti CD38 mAb Fc engineered
Multiple Myeloma

O **REGN5459**(**)(2)
Anti-BCMAxCD3 bispecific mAb
Relapsed Refractory MM

SAR444245 (THOR-707), mono & combo, Non-alpha IL-2
Solid tumors

ST400(**)(5)
Ex Vivo ZFN Gene-Edited Cell Therapy, Beta thalassemia

BIVV003(**)(5)
Ex Vivo ZFN Gene-Edited Cell Therapy, Sickle Cell Disease

BIVV020
Complement C1s inhibitor

SAR443060(**)(6)
RIPK1 inhibitor(7)
Amyotrophic Lateral Sclerosis

SAR443122(**)(6)
RIPK1 inhibitor(7)
Inflammatory indications

SAR441169(**)(8)
RORC (ROR gamma T) antagonist,
Psoriasis

SAR441236
Tri-specific neutralizing mAb
HIV

Next Gen PCV(**)(9)
Pneumococcal Conjugate
Vaccines

Herpes Simplex Virus Type 2(**)(10)
HSV-2 therapeutic vaccine

Respiratory syncytial virus
Infants 4-month and older
Vaccines

Phase 2
(Total : 6)

SAR440340(**)(11)
Anti-IL33 mAb
COPD

romilkimab
Anti-IL4/IL13 bispecific mAb
Systemic Scleroderma

R **olipudase alfa**
rhASM
ASMD(12) ad+ped

SAR442168(**)(13)
BTK inhibitor
Multiple Sclerosis

R **SAR439859**
SERD
Metastatic Breast Cancer 2/3L

SAR339375
miRNA-21
Alport Syndrome

Phase 3
(Total : 7)

avalglucosidase alfa
Neo GAA
Pompe Disease

venglustat
Oral GCS inhibitor
ADPKD(14)

fitusiran
RNAi targeting anti-thrombin
Hemophilia A and B

sutimlimab
Anti Complement C1s mAb
Cold Agglutinin Disease

BIVV001(**)(15)
rFVIIIFc – vWF – XTEN(16)
Hemophilia A

nirsevimab(**)(17)
Respiratory syncytial virus
Monoclonal Antibody

SAR408701
Maytansin-loaded anti-CEACAM5
mAb, NSCLC 2/3L

Registration
(Total : 2)

Sarclisa®
Anti-CD38 mAb
3L RRMM (ICARIA) (EU)

SAR341402 (insulin aspart)
Rapid acting insulin
Type 1/2 Diabetes (EU)

R Registrational Study (other than Phase 3)

O Opt-in rights products for which rights have not been exercised yet

- Immuno-inflammation
- Oncology
- Rare Diseases
- Rare Blood Disorders
- MS & Neuro
- Diabetes
- Cardiovascular & metabolism
- Vaccines

(1) Developed in collaboration with Immunext
(2) Regeneron product for which Sanofi has opt-in rights
(3) Developed in collaboration with Revolution Medicines
(4) Developed in collaboration with BioNTech
(5) Developed in collaboration with Sangamo
(6) Developed in collaboration with Denali
(7) Receptor-interacting serine/threonine-protein kinase 1
(8) Developed in collaboration with Lead Pharma
(9) Developed in collaboration with SK
(10) Developed in collaboration with Immune Design/Merck
(11) Developed in collaboration with Regeneron
(12) Acid Sphingomyelinase Deficiency also known as Niemann Pick type B
(13) Developed in collaboration with Principia
(14) Autosomal Dominant Polycystic Kidney Disease
(15) Developed in collaboration with Sobi
(16) Recombinant Coagulation Factor VIII Fc – von Willebrand Factor – XTEN Fusion protein
(17) Developed in collaboration with AstraZeneca
(*) Phase of projects determined by clinicaltrials.gov disclosure timing when relevant
(**) Partnered and/or in collaboration – Sanofi may have limited or shared rights on some of these products

mono = monotherapy; mAb = monoclonal antibody; RRMM = Relapsed Refractory Multiple Myeloma;; GCS = glucosylceramide synthase

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Additional Indications(*)

Phase 1 (Total : 6)

- [O] **cemiplimab(**)(1) + REGN4018(**)(2)** — Ovarian Cancer
- **SAR439859 + palbociclib(3)** — Metastatic Breast Cancer
- **sutimlimab** — Immune Thrombocytopenic Purpura
- **SAR442720(**)(4) + cobimetinib** — Relapsed Refractory solid tumors
- **SAR443060(**)(5)** — Multiple sclerosis
- **Yellow Fever** — Vaccine (Vero cell)

Phase 2 (Total : 17)

- **dupilumab(**)(1)** — Grass pollen allergy
- [R] **sarilumab(**)(1)** — Polyarticular Juvenile Idiopathic Arthritis
- [R] **sarilumab(**)(1)** — Systemic Juvenile Arthritis
- **SAR440340(**)(1)** — Asthma
- **dupilumab(**)(1)** — Peanut Allergy
- [R] **cemiplimab(**)(1)** — 2-L Basal Cell Carcinoma
- **SAR439859** — Breast Cancer adjuvant
- **isatuximab** — 1-2L AML / ALL pediatrics
- **isatuximab** — patients awaiting kidney transplantation
- **isatuximab + cemiplimab(**)(1)** — Relapsed Refractory MM
- **isatuximab + cemiplimab(**)(1)** — Lymphoma
- **isatuximab + atezolizumab(6)** — mCRC
- **isatuximab + atezolizumab(6)** — Solid Tumors
- **venglustat** — Fabry Disease
- **venglustat** — Gaucher Type 3
- **venglustat** — GBA-PD(7)
- **SP0173** — Tdap booster US

Phase 3 (Total : 27)

- **Dupixent®(**)(1)** — Asthma 6 - 11 years old
- **dupilumab(**)(1)** — Eosinophilic Esophagitis
- **Dupixent®(**)(1)** — AD 6 months - 5 years old
- **dupilumab(**)(1)** — COPD
- **dupilumab(**)(1)** — Bullous pemphigoid
- **dupilumab(**)(1)** — Chronic spontaneous urticaria
- **dupilumab(**)(1)** — Prurigo nodularis
- **sarilumab(**)(1)** — Giant Cell Arteritis
- **sarilumab(**)(1)** — Polymyalgia Rheumatica
- **cemiplimab(**)(1)** — 1L NSCLC
- **cemiplimab(**)(1)+ chemotherapy** — 1L NSCLC
- **cemiplimab(**)(1)** — 2L Cervical Cancer
- **cemiplimab(**)(1)** — adjuvant in CSCC
- **isatuximab** — Newly Diag. MM Te(8) (GMMG)
- **isatuximab** — 2L RRMM (IKEMA)
- **isatuximab** — 1L Newly Diag. MM Ti(9) (IMROZ)
- isatuximab — Smoldering multiple myeloma
- **Aubagio®** — Relapsing MS – Pediatric
- **Lemtrada®** — Relapsing Remitting MS - Pediatric
- **Cerdelga®** — Gaucher T1, ERT switch Pediatric
- **venglustat** — GM2 gangliosidosis
- **Praluent® (**)(1)** — LDL-C reduction - Pediatric
- **MenQuadfi™** — 6w+ (US / EU)
- **Pediatric pentavalent vaccine(**)(10)** — Japan
- **Shan 6** — Pediatric hexavalent vaccine
- **VerorabVax® (VRVg)** — Purified vero rabies vaccine
- **fitusiran** — Hemophilia A and B pediatric

Registration (Total : 3)

- **Fluzone® QIV HD** — Influenza vaccine - High dose (EU)
- **MenQuadfi™** — U.S. 2y+ , EU 1y+
- **Dupixent®(**)(1)** — AD 6 – 11 years old (U.S., EU)

[R] Registrational study (other than Phase 3)
[O] Opt-in rights products for which rights have not been exercised yet

(1) Developed in collaboration with Regeneron
(2) Regeneron product for which Sanofi has opt-in rights
(3) Pfizer product (palbociclib)
(4) Developed in collaboration with Revolution Medicines – cobimetinib is a Genentech product
(5) Developed in collaboration with Denali
(6) Studies in collaboration with Genentech Inc. (atezolizumab)
(7) Parkinson's Disease with an associated GBA mutation
(8) Transplant eligible
(9) Transplant ineligible
(10) Developed in collaboration with Kitasato and Daiichi Sankyo (KDSV)
(*) Phase of projects determined by clinicaltrials.gov disclosure timing when relevant
(**) Partnered and/or in collaboration - Sanofi may have limited or shared rights on some of these products

COPD = chronic obstructive pulmonary disease; AML = acute myeloid leukemia; ALL = acute lymphoblastic leukemia; MM = multiple myloma;; RRMS = Relapsing / Remitting Multiple Sclerosis

- Immuno-inflammation
- Oncology
- Rare Diseases
- Rare Blood Disorders
- MS & Neuro
- Diabetes
- Cardiovascular & metabolism
- Vaccines

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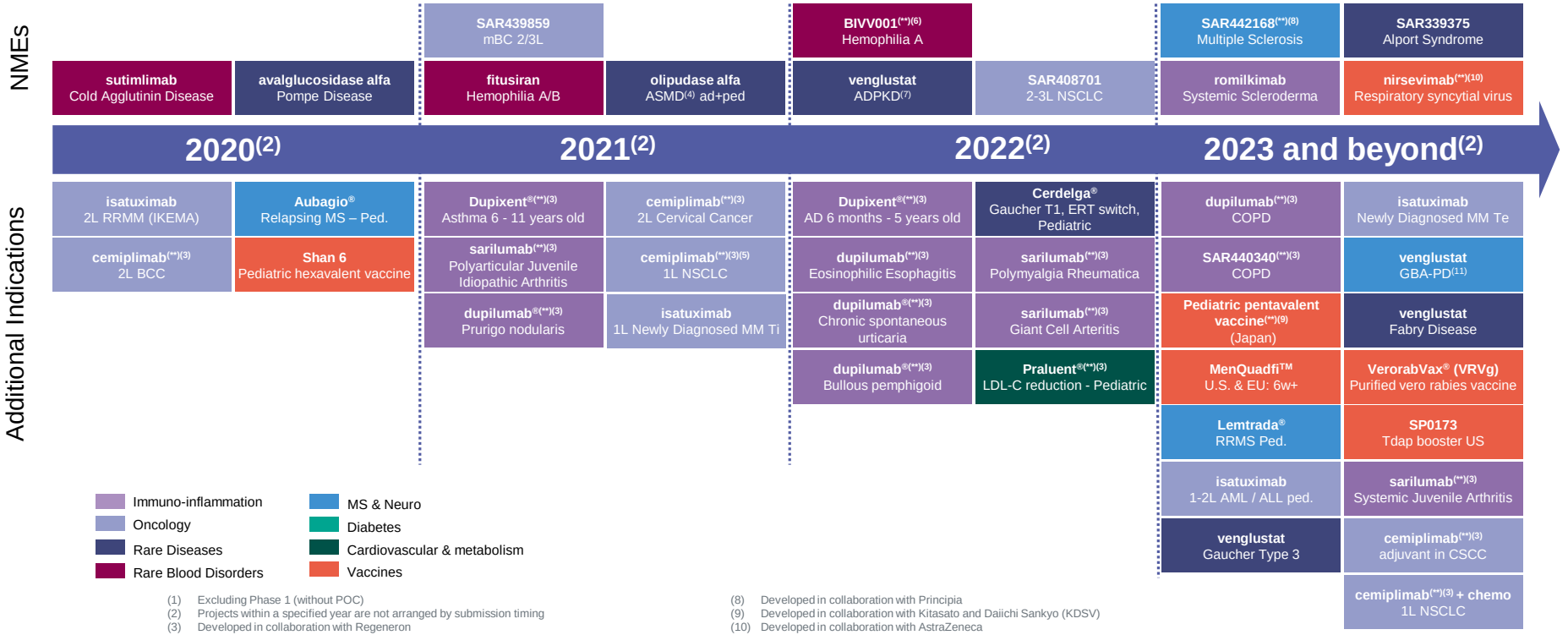
Expected submission timeline(1)



(1) Excluding Phase 1 (without POC)
(2) Projects within a specified year are not arranged by submission timing
(3) Developed in collaboration with Regeneron
(4) Acid Sphingomyelinase Deficiency
(5) cemiplimab 1L NSCLC submission is expected in 2020-2021
(6) Developed in collaboration with Sobi
(7) Autosomal Dominant Polycystic Kidney Disease
(8) Developed in collaboration with Principia
(9) Developed in collaboration with Kitasato and Daiichi Sankyo (KDSV)
(10) Developed in collaboration with AstraZeneca
(11) Parkinson's Disease with an associated GBA mutation
(**) Partnered and/or in collaboration – Sanofi may have limited or shared rights on some of these products

Pipeline movements since Q4 2019

	Additions / Moves	Removals from Sanofi pipeline
Registration		
Phase 3	**isatuximab** Anti-CD38 mAb Smoldering multiple myeloma **venglustat** Oral GCS inhibitor GM2 gangliosidosis	**efpeglenatide**(2) Long-acting GLP-1 agonist Type 2 Diabetes
Phase 2	**isatuximab** patients awaiting kidney transplantation	**SAR440340**(**)(1) Anti-IL33 mAb Atopic Dermatitis **SAR422459**(**)(3) ABCA4 gene therapy Stargardt Disease
Phase 1		

(1) Developed in collaboration with Regeneron
(2) Developed in collaboration with Hanmi – Sanofi has committed to complete ongoing studies – Sanofi is looking for a partner to take over and commercialize efpeglenatide
(3) Identification of out-licensing partner ongoing
(**) Partnered and/or in collaboration – Sanofi may have limited or shared rights on some of these products

R&D pipeline summary – Total projects[1]

	Phase 1	Phase 2	Phase 3	Registration	TOTAL
Immuno-inflammation	3	7	9	1	**20**
Oncology	12	9	9	1	**31**
Rare Diseases	0	3	4	0	**7**
Rare Blood Disorders	4	0	4	0	**8**
Multiple Sclerosis and Neurology	3	3	2	0	**8**
Diabetes	0	0	0	1	**1**
Cardiovascular Disease	0	0	1	0	**1**
Vaccines	4	1	5	2	**12**
TOTAL	**26**	**23**	**34**	**5**	**87**

49 **39** **Total projects**

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(1) Includes 4 Phase 1 products for which Sanofi has Opt-in rights but has not yet exercised these rights

Expected R&D milestones

Products	Expected milestones	Timing
Sarclisa®	EU regulatory decision with Pd(1) for Relapsed-Refractory Multiple Myeloma	**Q2 2020**
Dupixent®(2)(**)	U.S. regulatory decision in Moderate-to-Severe Atopic Dermatitis for 6-11 year-old age group(3)	**Q2 2020**
MenQuadfi™	U.S. regulatory decision for ≥ 2-year old age group	**Q2 2020**
Efluelda™(4) QIV HD	EU regulatory decision for ≥ 65-year old age group	**Q2 2020**
cemiplimab(2)(**)	Pivotal trial read-out in 2L Basal Cell Carcinoma	**Q2 2020**
avalglucosidase alfa	Pivotal trial read-out in Late Onset Pompe Disease	**Q2 2020**
Isatuximab	Pivotal trial read-out in 2L Relapsed-Refractory Multiple Myeloma (IKEMA)	**Q2 2020**
Dupixent®(2)(**)	Part A readout from pivotal trial in Eosinophilic Esophagitis	**Q2 – Q3 2020**
Sutimlimab	U.S. regulatory decision in Cold Agglutinin Disease	**Q3 2020**
SAR439859 (SERD)	Proof of concept study read-out in Breast Cancer (combination, adjuvant)	**Q3-Q4 2020**
Flublok®	EU regulatory decision for ≥ 18-year old age group	**Q4 2020**
Dupixent®(2)(**)	Pivotal trial read-out in Asthma for 6-11 year old age group	**Q4 2020**
MenQuadfi™	EU regulatory decision for ≥ 12-month old age group	**Q1 2021**
venglustat	Proof of concept study read-out in Glucocerebrosidase Parkinson's Disease (MOVE-PD)	**Q1 2021**

(1) With pomalidomide and dexamethasone and >2 prior therapies, including lenalidomide and a proteasome inhibitor, with disease progression on last therapy
(2) Developed in collaboration with Regeneron
(3) Granted breakthrough designation and priority review with FDA PDUFA action date of May 26,2020
(4) Fluzone® HD QIV is known as Efluelda™ in Europe, excluding the United Kingdom and Ireland.. In April, obtained a positive end of procedure from the decentralized European procedure for active immunization in adults aged 65 years of age and older for the prevention of influenza disease, allowing national licenses to be issued.
(**) Partnered and/or in collaboration – Sanofi may have limited or shared rights on some of these products
P: pomalidomide; d: dexamethasone: QIV: Quadrivalent Influenza Vaccine; HD: High-Dose