



#### **R&D Highlights**

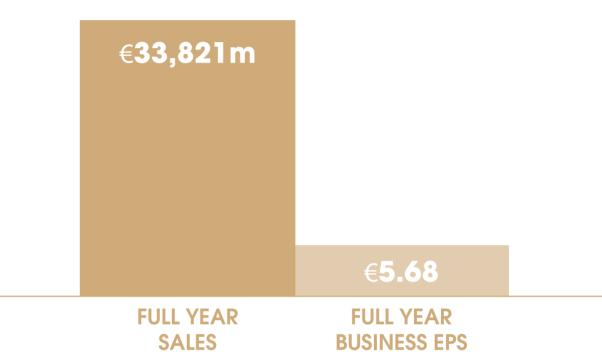
pharmaceutical NMEs and vaccine candidates in clinical development

NMEs and vaccine candidates in Phase III or submitted to regulatory authorities

NMEs started registrational studies in 2016

expected regulatory submissions in 2017

# Net Company Sales & Business EPS



# Sales by Global Business Units

#### GENERAL MEDICINES & EMERGING MARKETS €14,498m

DIABETES & €6,397m

SANOFI GENZYME (SPECIALTY CARE) €5,019m

SANOFI PASTEUR (VACCINES) €4,577m

CONSUMER HEALTHCARE €3,330m

### Sales by Geography

UNITED STATES €8,679

EUROPE EURASIA €1,090m

ASIA €3,109m

E2,503m

AFRICA, MIDDLE EAST & SOUTH ASIA €2,764m

REST OF THE WORLD\* €3,158m

- \* Note that image is illustrative only. Rest of the world sales include Japan, South Korea, Canada, Australia, New Zealand and Puerto Rico.
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