

FULL YEAR 2018 RESULTS



OLIVIER BRANDICOURT

Chief Executive Officer, Sanofi

"In 2019 we will continue to build on the momentum achieved last year."

Company sales & business EPS 2018

€34,463M
+2.5% (-1.7%)
SALES

€5.47
+5.1% (-0.9%)
BUSINESS EPS

Growth rates are expressed at constant exchange rates (CER).
Growth rates in parentheses are expressed on a reported basis.

Sales by global business unit



€12,948 M

General Medicines
& Emerging Markets



€7,226 M

Sanofi Genzyme
(Specialty Care)



€5,118 M

Sanofi Pasteur
(Vaccines)



€4,660 M

Consumer
Healthcare



€4,511 M

Diabetes &
Cardiovascular

Sales by geography

U.S.
€11,540M

EUROPE
€9,434M

LATIN AMERICA
€2,612M

ROW €3,377M**

EURASIA*
€1,152M

ASIA
€3,962M
OF WHICH CHINA €2,464 M

AFRICA & MIDDLE EAST
€2,232M

*Eurasia: Russia, Ukraine, Georgia, Belarus, Armenia and Turkey

**Rest of the World: Japan, South Korea, Canada, Australia, New Zealand and Puerto Rico.



81

R&D highlights

projects in development, including new molecular entities & additional indications



35

projects in Phase 3 or submitted for approval

For further information on Full Year 2018 Results and definitions of financial indicators, please refer to the press release issued on February 7, 2019, at:

[HTTPS://WWW.SANOFI.COM/EN/INVESTORS/](https://www.sanofi.com/en/investors/)

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