

FULL YEAR 2019 RESULTS

"2019 WAS AN IMPORTANT YEAR AS WE TOOK DECISIVE ACTIONS TO REFOCUS THE PORTFOLIO AND EMBARK ON A NEW STRATEGY TO DRIVE INNOVATION AND GROWTH."

PAUL HUDSON

CEO OF SANOFI



COMPANY SALES & BUSINESS EPS 2019*

€36,126 M

+2.8% (+4.8%)
SALES

€5.99

+6.8% (+9.5%)
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



€9,195 M

Sanofi Genzyme
(Speciality Care)



€5,731 M

Sanofi Pasteur
(Vaccines)



€9,076 M

Primary Care



€7,437 M

China &
Emerging Markets



€4,687 M

Consumer
Healthcare

SALES BY GEOGRAPHY

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

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

- 1 U.S. €12,756M
 - 2 EUROPE €8,852M
 - 3 LATIN AMERICA €2,734M
 - 4 EURASIA* €1,312M
 - 5 ASIA €4,393M
 - 6 AFRICA & MIDDLE EAST €2,307M
- REST OF THE WORLD** €3,604M



R&D HIGHLIGHTS

91

projects in development,
including new molecular
entities & additional
indications

39

projects in Phase 3
or submitted for
approval

FOR FURTHER INFORMATION ON FULL YEAR 2019 RESULTS, AND DEFINITIONS OF FINANCIAL INDICATORS, PLEASE REFER TO THE PRESS RELEASE ISSUED ON FEBRUARY 6, 2020 AT:

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

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