

sanofi



# ESG investor roadshow



June 26, 2025

# Forward-Looking Statements

This presentation contains certain statements and other information that constitute forward-looking statements under applicable securities laws, including the U.S. 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, strategies, objectives, intentions, and expectations with respect to future financial results, product development, goals, objectives, aspirations, plans and targets regarding environmental, social and governance (ESG) and sustainability matters, roll-out of sustainability and renewable projects, prospects and opportunities, and advancement of strategic growth initiatives, and other statements regarding future performance. Forward-looking statements are generally identified by the words “expects”, “anticipates”, “believes”, “intends”, “estimates”, “plans”, “predicts”, “forecast”, “seeks”, “strives”, “ambition”, “goal”, “target”, “objective,” or the negative of these terms 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 or are even unknown, 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, Sanofi’s ability to successfully implement its ESG efforts or meet its goals, targets and objectives, or whether the changes it implements in connection with its ESG efforts generate the intended effects; risks related to climate change, which could have an adverse effect on global temperatures; weather patterns and the frequency and severity of extreme weather and natural disasters; the risk that climate change or legal, regulatory or market measures to address climate change may negatively affect Sanofi’s business and results of operations or ability to carry out or meet its sustainability plans; increasing scrutiny and rapidly evolving expectations, including by governmental and non-governmental organizations, consumer advocacy groups, third-party interest groups, investors, consumers, customers, employees and other stakeholders, regarding Sanofi’s ESG practices and performance; and increased regulatory requirements around ESG in various jurisdictions around the world, including new and emerging standards for tracking and reporting on ESG matters, which have not been harmonized and continue to evolve. Moreover, such risks and uncertainties also include the technically complex manufacturing of Sanofi’s products and the impact of supply interruptions, product recalls or inventory losses caused by unforeseen events; risks from Sanofi’s handling of hazardous materials; reputational issues related to ESG matters or our inability to successfully implement ESG strategies, reach ESG goals, or meet the expectations of stakeholders; volatile economic, geopolitical and market conditions; and the impact that global crises may have on Sanofi, its customers, suppliers, vendors, and other business partners, and the financial condition of any one of them, as well as on its employees and on the global economy as a whole.

In light of the significant uncertainties inherent in the statements and other information contained in this presentation, investors should not regard these statements as a representation or warranty by Sanofi or any other person that Sanofi will achieve its goals, objectives, aspirations, metrics, plans or targets in any specified time frame or at all, including with respect to ESG and sustainability matters. In addition, historical, current, and forward-looking environmental and other ESG or sustainability-related statements may be based on standards for measuring progress that are still developing, internal controls and processes that continue to evolve, and assumptions that are subject to change in the future, including future laws and rulemaking. Sanofi plans to continue to evaluate its goals, objectives, aspirations, metrics, plans and targets and its approach to them and may make adjustments it deems necessary in light of such considerations.

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, 2024. The forward-looking statements in this presentation are made as of the date hereof, and other than as required by applicable law, Sanofi does not undertake any obligation to update or revise any forward-looking information or statements.

# ESG investor roadshow *agenda*

- 01 • **Our sustainability strategy**  
Audrey Duval and Sandrine Bouttier-Stref
- 02 • **Access to healthcare**  
Christelle Saghbini and Jon Fairest
- 03 • **Environmental impact**  
Annabelle Harreguy and Tarja Stenvall
- 04 • **Q&A**
- 05 • **Resilience of healthcare systems**  
Sandrine Bouttier-Stref and Marta Diez
- 06 • **Taking the lead in inclusion**  
Jennifer Veevers
- 07 • **Q&A**



# Speakers



**Audrey Duval**

*Executive Vice President, Corporate Affairs*



**Sandrine Bouttier-Stref**

*Head of Corporate Social Responsibility/Sustainability*

*Access to  
healthcare*



**Christelle Saghini**

*Head of International Pharma*



**Jon Fairest**

*Head of Global Health Unit*

*Environmental  
impact*



**Annabelle Harreguy**

*Head of Global Health, Safety and Environment, Manufacturing & Supply*



**Tarja Stenvall**

*Head of Established Products Franchise, General Medicines*

*Resilience of  
healthcare systems*



**Marta Diez Torca**

*Global Manager Vaccines Iberia*

*Taking the lead  
in inclusion*



**Jennifer Veevers**

*Head of Culture*

# Execution of the *social impact* strategy since 2021



## *Affordable access*

-  Global Health Unit launched
-  Global access plans initiated
-  Vials donated for rare disease patients



## *Innovation for unmet medical needs*

-  33m IPV doses supplied to UNICEF and GAVI countries in 2024
-  3 Childhood cancer medicines in pre-clinical assessment, 1 in clinical study



## *Planet care*

-  47% Reduction of GHG emissions (Scope 1&2)
-  85% Of renewable electricity on Sanofi sites
-  55% Of syringe vaccines are blister free



## *In and beyond the workplace*

-  43% Of our executives and 46% of our senior leaders are women
-  105K Volunteering hours completed by Sanofi employees in 2024

All figures from Q4 2024. For abbreviations, please see slide 46.

# Advancing our *sustainability strategy*, creating value through broad engagement

## *Building on achievements to raise ambitions*

Flagship time-bound commitments reached or well-advanced in 2025

Build on progress to level up ambitions

## *Moving from flagships to One Sanofi ambition*

Involve all GBUs and functions in new strategic approach

Move from diversified commitments to a more integrated, holistic effort

## *Creating value for the business*

Further embed sustainability in the Group strategy and business way of working

Ensure sustainability fundamentals are in place across the value chain to drive responsible business

# We feel an urgency to act on the impact of the *environmental crisis on health*

Environmental challenges impact human health and healthcare systems' resilience by...

- ...exacerbating certain diseases
- ...putting healthcare systems under stress
- ...impacting especially vulnerable populations



## *We need to act now.*

- Sanofi established leadership on topic of environment and health
- Urgency of the climate crisis becoming more apparent

1. "The Lancet Commission on pollution and health." The Lancet 462-512. 2. World Health Organization

Globally,  
air pollution alone  
is responsible for

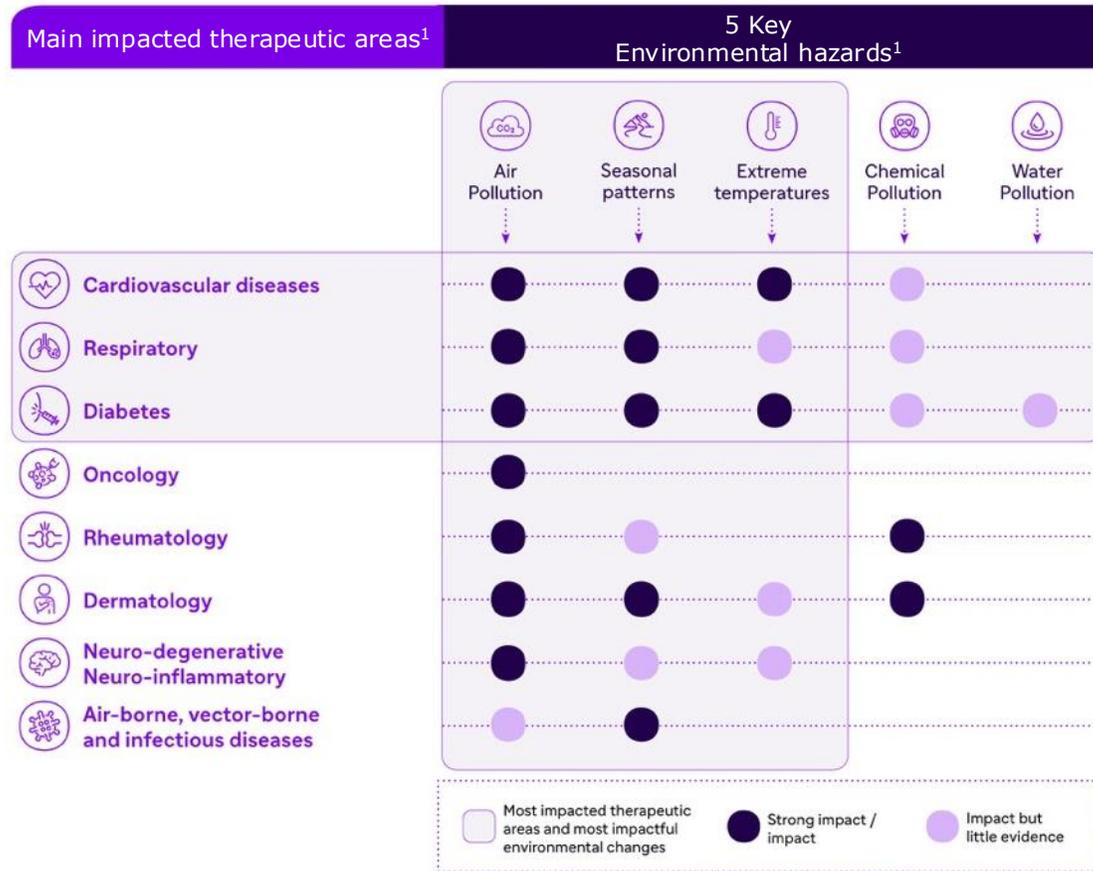
*7 million*  
*premature deaths*  
*annually<sup>1</sup>.*



*3.6 billion*  
people live in areas  
highly susceptible to  
climate change<sup>2</sup>.

# Environmental crisis is also a *health crisis*

A growing body of evidence supports the critical impact climate change is having on human health.



Climate change, air pollution and biodiversity loss disproportionately affect patients with *respiratory and cardiovascular conditions*

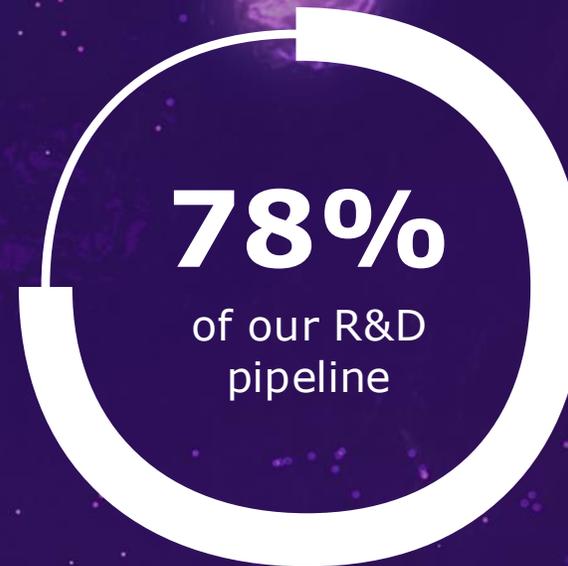


Research shows that various environmental factors put the human metabolism and immune system under stress often resulting in inflammatory conditions, which already contribute to more than half of deaths worldwide<sup>2</sup>

1. According to availability and robustness of literature review (Dec. 2023). / Illustrative link between environmental factors, symptoms of environmental change and impacted disease areas (non-exhaustive). For more information, see our Document Center: Climate-related Financial Disclosures on Risks and Opportunities related to Climate Change (TCFD) Factsheet. 2. Furman, D., Campisi, J., Verdin, E., Carrera-Bastos, P., Targ, S., Franceschi, C., Ferrucci, L., Gilroy, D., Fasano, A., Miller, G., Miller, A., Mantovani, A., Weyand, C., Barzilai, N., Goronzy, J., Rando, T., Effros, R., Lucia, A., Kleinstreuer, N. and Slavich, G., 2019. Chronic inflammation in the etiology of disease across the life span. Nature Medicine, 25(12), pp.1822-1832.

# Our portfolio and pipeline is already tackling diseases *exacerbated by environmental change*

*As a leading immunology company, we will leverage our medicines and vaccines to address these challenges*



are targeted at diseases exacerbated by at least one environmental hazard

# *Sanofi's ambition:* tackle the impact of environmental challenges on health and healthcare

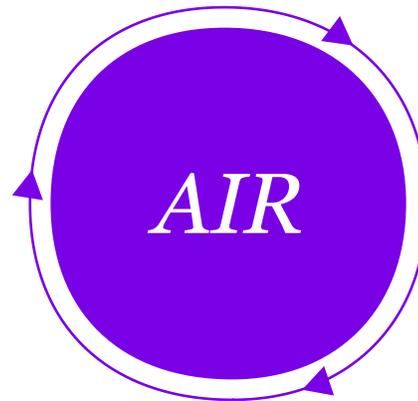
## *Access to Healthcare*

**Building access to care programs for populations most affected by diseases exacerbated by environmental challenges**

Engage company-wide *respiratory care program*

Expand access to *diabetes care*

Evidence the link of environment and health through *scientific knowledge*



## *Environmental Impact*

**Reducing environmental impact across the value chain while adapting to climate change**

Fight climate change with *Net Zero 2045*

Lead in *sustainable* resource use and circularity

Foster *sustainability* by design via eco-design

*Adapt* to climate and nature-related challenges

## *Resilience of healthcare systems*

**Reducing healthcare environmental footprint while improving resilience**

Understand how our treatments can support *decarbonization* of patient care pathways

Drive *collective efforts* to reduce healthcare systems' environmental footprints

Sanofi's refreshed *sustainability strategy*: a breath of fresh AIR

sanofi



# Sustainable and equitable access to healthcare



*ESG investor roadshow*

*June 2025*

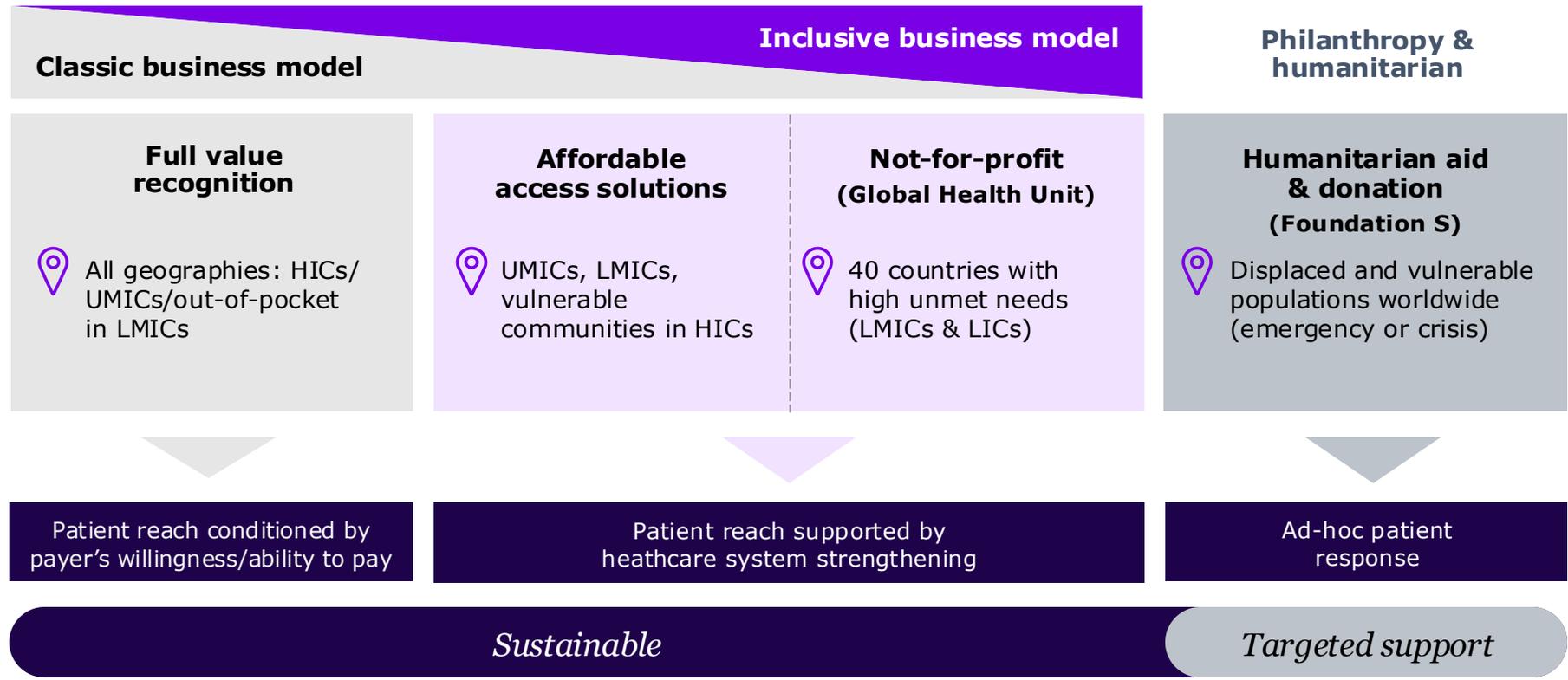


# *Sustainable* and *equitable* access to healthcare at Sanofi

Access to healthcare for *vulnerable communities within and across countries*

## *Business approaches*

## *Non-business approaches*



### Primary objectives for Sanofi

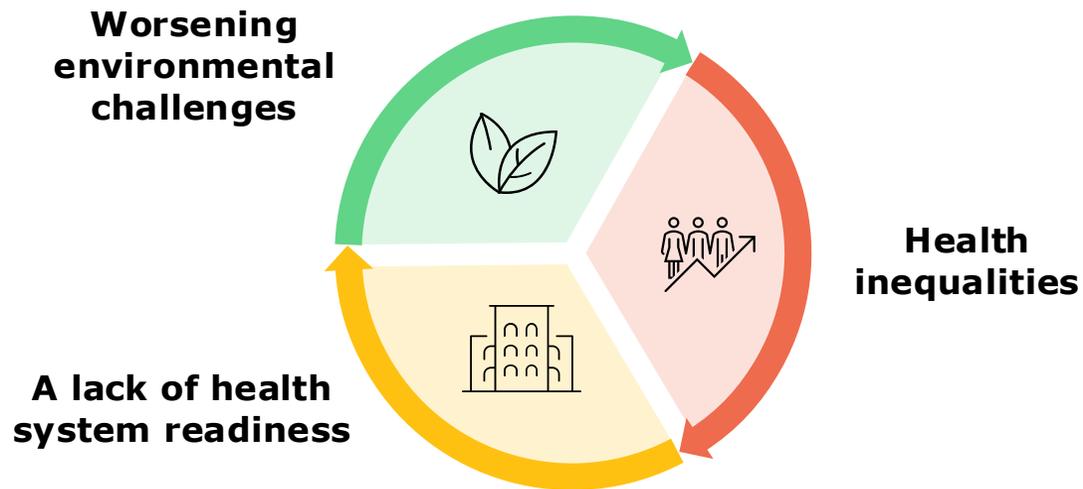
- > Sustainable *patient* impact
- > Sustainable *business* impact
- > *Focused effort* through a systematic data-driven approach

For abbreviations, please see slide 46.

# *Environmental challenges* are disproportionately affecting the health of vulnerable populations

Global Health organizations have emphasized the need to take action to mitigate the *impact of respiratory diseases on vulnerable populations*

## The triple threat for vulnerable populations



## The impact on respiratory health

- Respiratory diseases caused over **8 million deaths** worldwide in 2021<sup>1</sup>
- The COPD burden is **1.5-3 times** greater in disadvantaged populations<sup>2</sup>
- **Nearly 90%** of COPD deaths in those under 70 years of age occur in low- and middle-income countries (LMIC)<sup>3</sup>

1. World Health Organization newsroom/fact sheet on climate change/key facts Oct 12,2023 2. PubMed (2016), "Health inequalities in respiratory conditions" 3. World Health Organization Oct 12,2023. For abbreviations, please see slide 46.

# Sanofi *One Respiratory* access to healthcare program

Enforcing the *prevention and management* of chronic and infectious *respiratory diseases* in vulnerable populations impacted by environmental change



*Preparing and shaping markets and healthcare systems*

# Sanofi in the *US* piloting equitable access programs for respiratory conditions

## *Driving Equity in Flu Vaccination*

- › Aims to improve influenza and COVID vaccination rates in underserved communities
- › Amplifies trusted voices that deliver trusted messages on the importance of vaccination
- › Improved local vaccine coverage rate by 10% year-on-year<sup>1</sup>

**>28**  
states

**>85**  
clinics

**30,000+**  
Local health  
champions

**100+**  
community  
pharmacists

**>50**  
Faith-based  
organizations

## *Community Health Center Innovation Awards*

- › Uncover innovative solutions to respiratory and lung health in vulnerable communities
- › Launch of an Innovation Awards program with Community Health Centers



1. For entities with two seasons of data provided, period of analysis 2023-24 vs 2022-23. For abbreviations, please see slide 46.

# Access to *Diabetes Care*: holistic access solutions



## Comprehensive care programs



- Access to diabetes care for vulnerable populations
- Capacity building and provision of high-quality analogue insulins
- Engaged in Ghana, Nigeria and South Africa in partnership with Ministries of Health

**>500**  
HCP trained

**>116k**  
Patients reached

## Kids and Diabetes in School Program (KiDS)



- Diabetes prevention and education at school in 20+ countries
- Partnership with the International Diabetes Federation (IDF) for over 12 years
- Policy shaping in India and Egypt

**687k**  
children reached

**27k**  
teachers trained

## Mobile medical units



- Mobile diabetes and hypertension diagnosis and oral cancer screening units
- Prevention of NCDs
- Deployed in 500 villages in India

**500k**  
Beneficiaries  
(51% women)

**45k**  
Referred to health  
centers

For abbreviations, please see slide 46.

# Global Health Unit, *an integrated not-for-profit business model...* focusing on non-communicable diseases



- **Unique go-to-market** model to improve access
- Shaping **sustainable market**
- **Partnering across the value chain** to ensure improved access for patients
- **Margin reinvested at 100%**

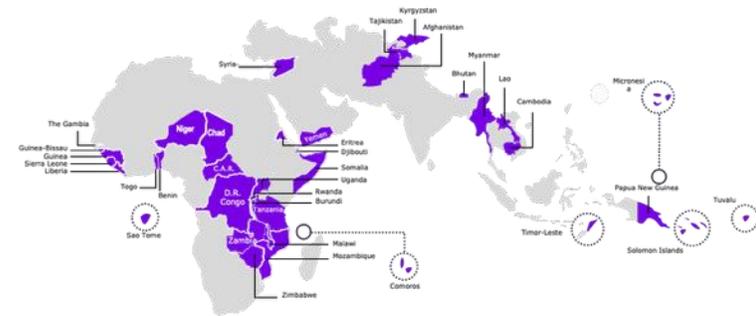


- **Co-designing and financing programs**
- Treatment & value chain
- Patient care
- HCP Empowerment



- **Impact investment fund**
- Technical assistance through employee engagement

**3** strategic pillars      **40** countries



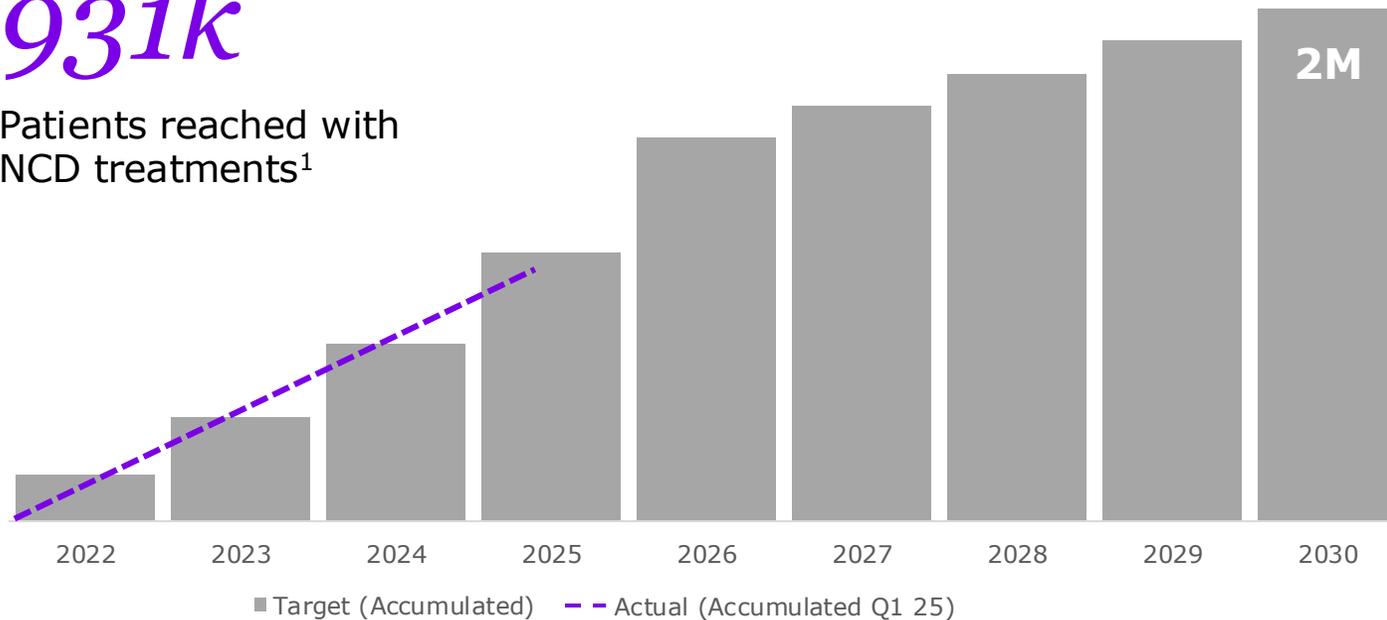
Source: Sanofi DDD CDC & others. For abbreviations, please see slide 46.

# Treatments available at *accessible prices*

*Making a difference for our patients in LMICs*

**931k**

Patients reached with NCD treatments<sup>1</sup>



*... in 33 out of the 40 GHU countries*



*Impact, our dedicated brand*

**159**

Regulatory approvals across 18 countries

**~126k**

Packs sold (single pack technology)

Source: Internal Sales 2022-April 2025.

1. These objectives are tied our inaugural 2022 Sustainability linked bond. The coupon amounts are linked to achieving at least 1.5 million patients provided with essential medicines by Sanofi's Global Health Unit for treating non-communicable diseases in 40 of the world's poorest countries between 2022-2026.

For abbreviations, please see slide 46.

# Strengthening health system

*Leveraging 76 partnerships to deliver “Impact” where it’s needed most*

117

Projects across 40 countries



254

**Health facilities** upskilled to optimize access & availability of NCD treatments<sup>1</sup>



2,335k

**Beneficiaries** reached with NCD Patient Care Programs<sup>1</sup>



18k

**HCPs & CHWs** received NCD training<sup>1</sup>

## Project spotlight



Tanzania

Optimizing NCD Supply Chains and tracking for Treatment Success

- > Improve supply chain management for NCD medicines (**38 Facilities**)
- > Patient tracking to ensure treatment adherence (**2100 Patients**)



supported by CEO Round Table

1. Source - SmartSheet Project results 2022 - Q1 2025 (\*2022 - Q4 2024 reach). For abbreviations, please see slide 46.

# Impact Investment Fund: supporting the *scale up of inclusive businesses* improving care at the last mile



**9.6m\$** invested in **7 companies** operating in **> 15 countries**



**> 10m** patients indirectly reached with improved access to treatments through facilities



**Additionality:** Beyond capital, strong non-financial support provided



**Impact first** long-term capital playing a significant catalytic role

## Investees highlights



Leading tech platform in South-East Asia supporting fragmented pharmacies in improving patient care and availability of affordable medicines.



Transforming community pharmacies into primary care providers in Sub Saharan Africa by providing innovative services, including screening and teleconsultation.



Digital platform leveraging a vast agents network to improve access to essential health products and services in underserved communities in East Africa



B2B pharmaceutical marketplace offering convenient order taking, and fast delivery of medicines to the last mile facilities in Tanzania

sanofi



# Environmental Impact



*ESG investor roadshow*

*June 2025*



# How we minimize our *environmental impact*

*With purpose and determination, we are driving a meaningful change that embeds environmental sustainability in our day-to-day operations and across our value chain.*



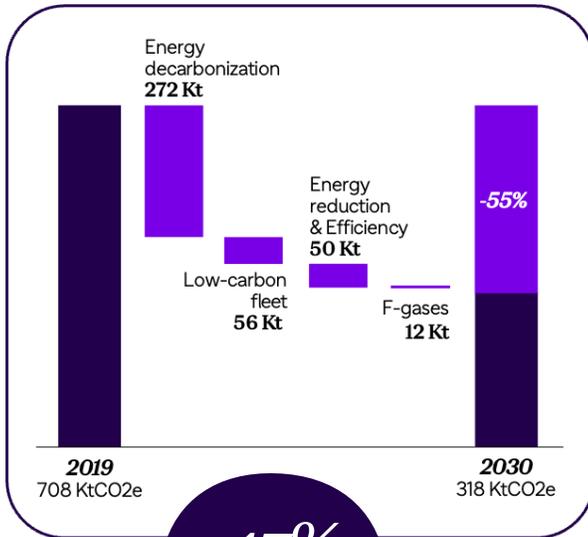
*While adapting our business to the complex climate and nature-related challenges that we face*

1. 90% reduction of greenhouse gas emissions across our value chain by 2045 compared to 2019



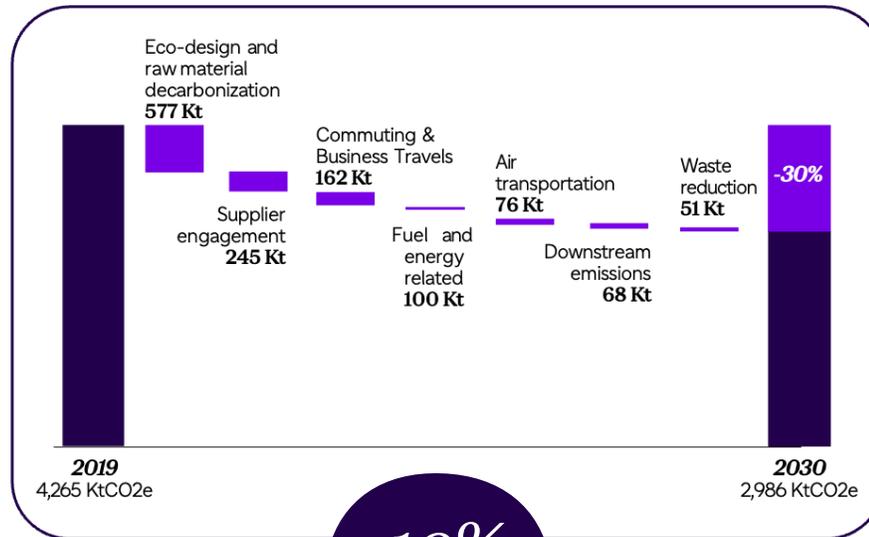
# Reducing our GHG emissions *towards net zero by 2045*

*SBTi reduction targets:*  
**-55% for scopes 1 & 2 by 2030**



**-47%**  
in 2024  
vs. 2019

*SBTi reduction targets<sup>1</sup>:*  
**-30% for scope 3 by 2030**



**-10%**  
in 2024  
vs. 2019

**TOWARD NET ZERO:**  
**-90%**  
reduction of greenhouse gas emissions across our value chain by 2045 compared to 2019

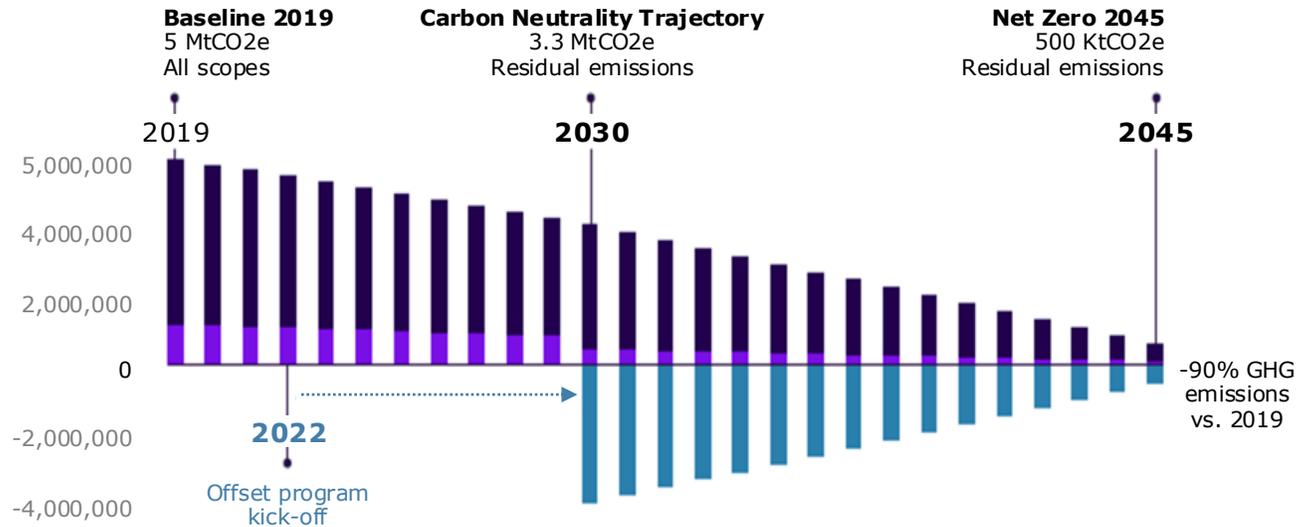


DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

1. Absolute scope 3 GHG from purchased goods and services, capital goods, fuel and energy related activities, upstream transportation and distribution, waste generated in operations, business travel and employee commuting. Vs. a 2019 baseline. For abbreviations, please see slide 46.



# Offsetting our residual emissions from 2030 through our *community-focused carbon offsetting program*



### Key Points

- Estimated emissions are based on actual data from 2019-2024.
- Reduction trajectory pathway is in line with SBTi requirements
- We'll be updating our roadmap over time as new technologies become available and carbon market trends evolve

- Scopes 1 & 2
- Scope 3
- Carbon offsetting projects

### Main guiding criteria for offsetting projects<sup>1</sup>:

- High-quality projects aligned with latest methodologies
- Reputed certification standards (e.g Gold Standard, Verra, and co-benefits double certification through CCB)
- Delivery of co-benefits for communities and environment

5 projects in 4 countries<sup>2</sup>

### Examples of projects (signed in 2025):

#### NEPAL

100,000

#### energy-saving biomass cookstoves

- Avoids ~1,2 MtCO<sub>2</sub>e<sup>3</sup>
- Prevents deforestation
- Improves health
- Creates jobs

#### INDIA

20,000

#### Hectares of Agroforestry

- Sequesters ~4,5 MtCO<sub>2</sub>e<sup>3</sup>
- Reinforces food security
- Improves climate resilience
- Prevents deforestation

1. Ongoing contractualization to develop additional carbon avoidance and sequestration programs For abbreviations, please see slide 46. 2. India, Nepal, Kenya, Mozambique. 3. Forecasted carbon avoidance/sequestration across the project lifespan of 10 to 20 years



# Fostering *sustainable resource* use and circularity



*Optimize and turn waste into resources*

2024 results

**89%**

Reused, recycled or recovered

**1%**

Landfill rate



*Think of water as a valuable local resource*

2024 results

**-22%**

Freshwater withdrawal vs. 2019

**60%**

Priority sites with water efficiency plans and context-based targets



*Preserve biodiversity*

2024 results

**70%**

Progress on priority sites Biodiversity Management Plan

Impact and dependency analysis ongoing



*Pharmaceuticals in the environment*

2024 results

**85%**

of top-100 selling medicines assessed for PIE

For abbreviations, please see slide 46.



# Adapting our business to the *complex climate and nature-related challenges* we face

*Leveraging prospective modelling and regular financial impacts assessment:*

- **Mitigate our dependencies** to increasingly scarce nature-based raw material and water resources
- Solve **climate-related disruptions in logistics flows**
- **Protect our facilities** against the growing number of natural disasters

Target 2025

**100%**

sites located in areas of water stress, covered by CAPA (corrective and preventive action)

Target 2040

**80%**

exposed logistics hubs to be covered by a mitigation plan vs **climate-related weather events**

Target 2040

**80%**

exposed industrial sites to be covered by a mitigation plan vs **heavy precipitation**

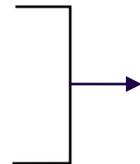


# Assessing our impact and dependencies on biodiversity

*Nature resilience analysis ongoing using the LEAP approach in line with TNFD recommendations*



**Commodities risks'**  
**Tier 1 suppliers**  
**Own operations**



**Locate**  
**Evaluate**  
**Assess**

## Ongoing mitigation actions

- Switch to sourcing certified cellulose/carton/paper
- Started substitution of horseshoe crab with synthetic alternatives for endotoxin tests
- Relocation of sourcing pig derivatives to lower-risk geographies

**Analysis will determine materiality for future actions**



# Environmental sustainability by design for our medicines and vaccines through Eco-design

## Our objectives

### Adopt an Eco-design approach

- **From 2025** for 100% of our new products ✓
- **By 2030** for our 20 top-selling products

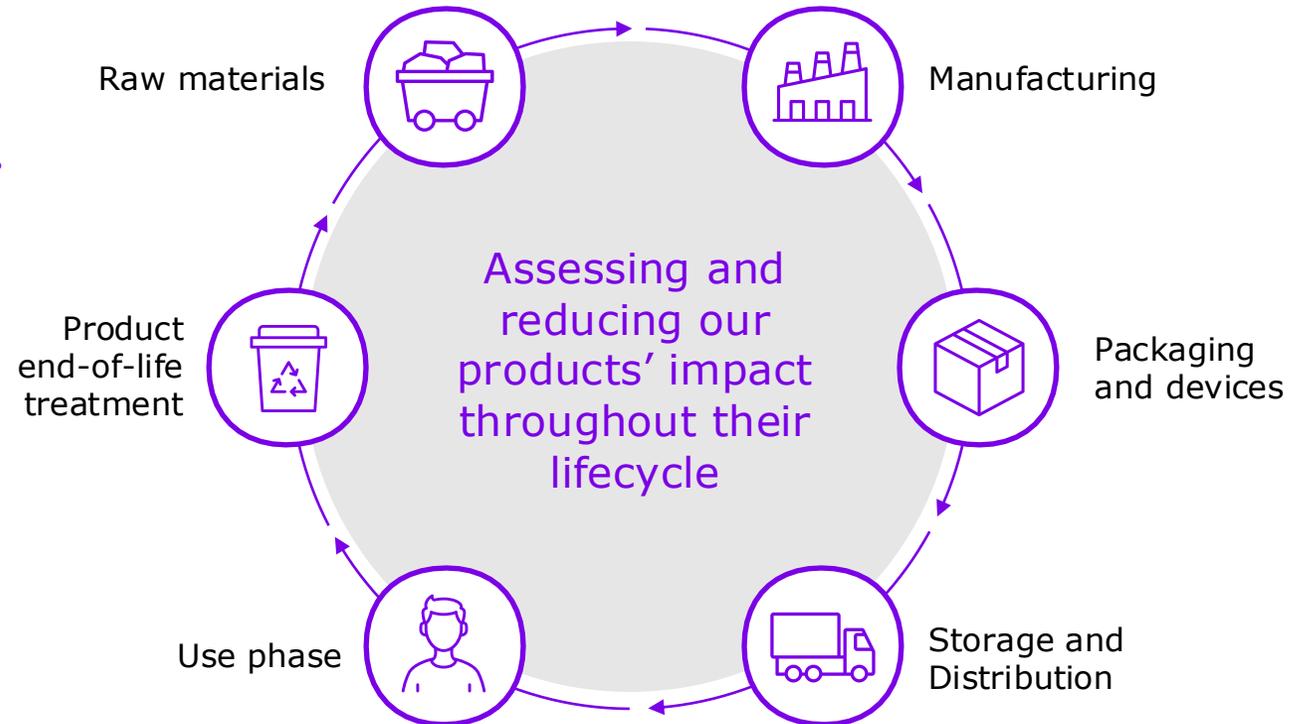
## Our 2024 results

# 27

Environmental Life-Cycle Assessments completed (out of which 14 in 2024)

# 30%

of our 20 top-selling medicines and vaccines are following an eco-design approach





450

Million insulin pens manufactured in 2024

# With our insulins, we are serious about *championing sustainability* through Eco-Design and Circularity



<b>Reusable Pens</b> Approx. equivalent to 60 disposable pens <sup>1</sup>	AllStar® (Lantus)		2025	2026	2027	2028	2029	2030	
	TouStar® (Toujeo)				2027	2028	2029	2030	
	EcoStar Connect					2028 (Toujeo)	2028 (Lantus)	2029	2030
<b>Eco-Design</b>	Eco-Claim		Toujeo Eco-Claim issued in 2025 with significant reduction in carbon footprint, water and resource use						
<b>Take Back Programs</b>	RePen				2027				

- Pilots in several European countries
- On-going discussions with industry

**Launch**
**Ramp up**
**Pilot Program**

1. Lantus

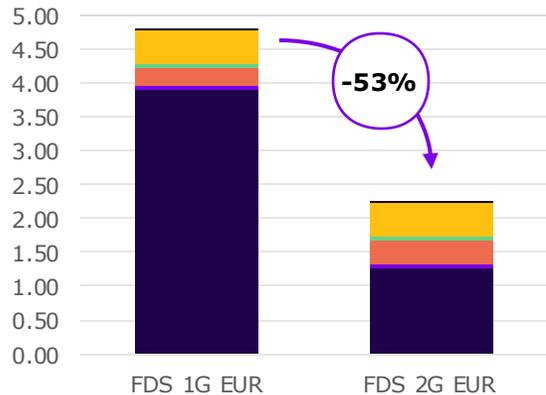


# Creating *business value* through continuous improvement

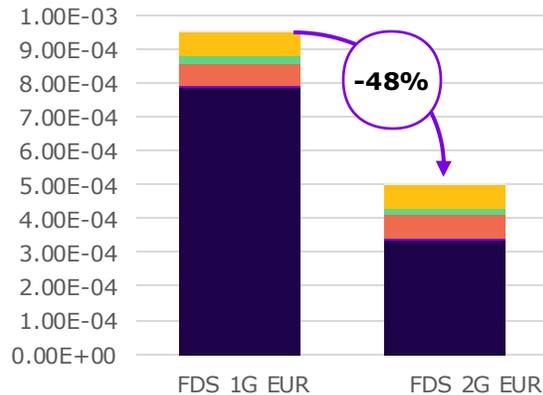
## Dupixent -53% CO2 impact vs 2019

2<sup>nd</sup> vs. 1<sup>st</sup> generation

Climate change (kgCO2eq)  
Dupixent, 1 dose



Ecotox freshwater (CTUe)  
Dupixent, 1 dose



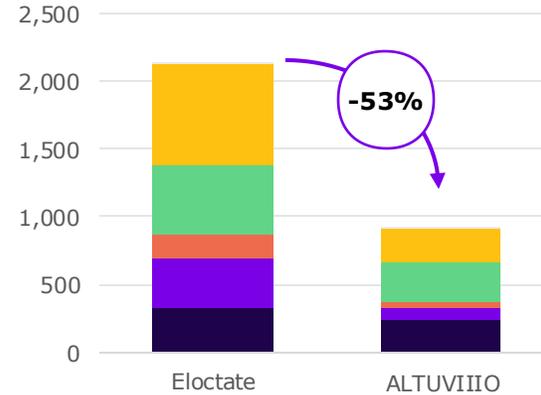
■ DS ■ DP ■ Device ■ Packaging ■ Storage and distribution ■ Use ■ End of life

## ALTUVIIIIO -53% CO2 impact vs Eloctate

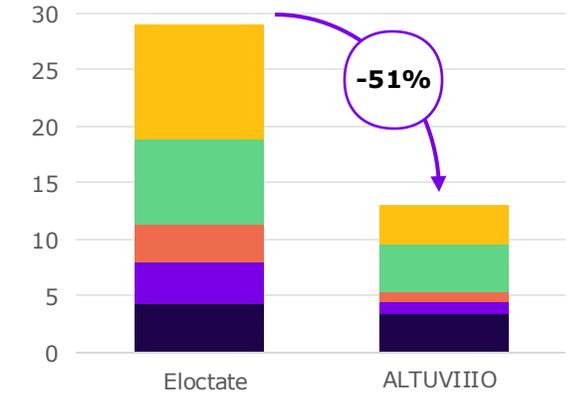
API, energy, device and solvents

Results for 1 year of treatment

Climate change (kgCO2eq)



Non-Renewable Energy Use (GJ)



■ DS ■ DP ■ Device and packaging ■ Storage and distribution ■ Use ■ End of Life

ALTUVIIIIO not critically reviewed. For abbreviations, please see slide 46.

# Q&A session part 1



**Audrey Duval**

*Executive Vice President, Corporate Affairs*



**Sandrine Bouttier-Stref**

*Head of Corporate Social Responsibility/Sustainability*

*Access to  
healthcare*



**Christelle Saghbini**

*Head of International Pharma*



**Jon Fairest**

*Head of Global Health Unit*

*Environmental  
impact*



**Annabelle Harreguy**

*Head of Global Health, Safety and Environment, Manufacturing & Supply*



**Tarja Stenvall**

*Head of Established Products Franchise, General Medicines*

*Resilience of  
healthcare systems*



**Marta Diez Torca**

*Global Manager Vaccines Iberia*

*Taking the lead  
in inclusion*



**Jennifer Veevers**

*Head of Culture*

sanofi



# Resilience of Healthcare systems



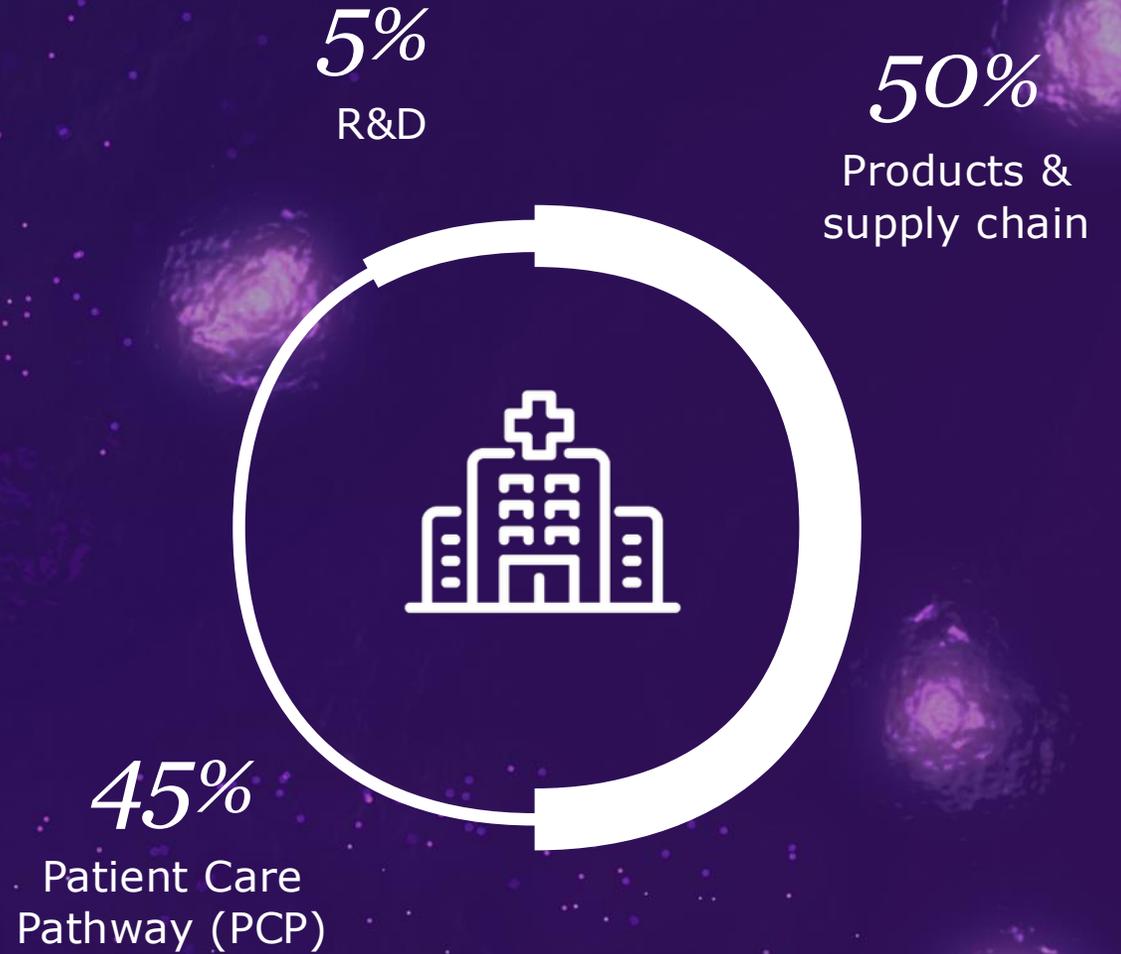
*ESG investor roadshow*

*June 2025*



What's at stake?

# Healthcare sector *emissions*



# Driving decarbonization in healthcare: Sanofi is leading the SMI Patient Care Pathway Decarbonization Working Group



For abbreviations, please see slide 46.

## 1 Healthcare policies

Encouraging the +90 countries that are part of the WHO ATACH Alliance to prioritize healthcare policies aligned with 2030 and 2045 goals.



## 2 Developing a common framework

to measure carbon emissions reductions throughout the patient journey.



## 3 Recognition of environmental factors

in the evaluation of medicines, vaccines, and programs.

## 4 Working together for greater impact

Working closely with representatives of patients, hospitals, academics, NGOs, payers, insurers and others.

# Patient care pathway action levers

## Seven levers of decarbonization

Improving prevention and care

Delivering care differently



### Decarbonizing fleets

Reducing heat and power emissions in fleets and facilities.



### Diagnosing early

Early diagnosis reduces the burden on health systems and subsequently lowers emissions.



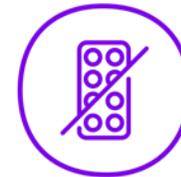
### Preventing disease onset

Preventing disease is the most cost-effective way to reduce the burden of disease.



### Optimizing disease management

Avoiding disease progression helps reduce the burden on health systems.



### Improving intervention efficiency

Reducing unnecessary or inappropriate prescriptions.



### Delivering care remotely

Reducing the need for patient travel helps lower emissions.



### Using lower emissions treatments

Limiting treatments and procedures with a large carbon footprint.

# Integrating *environmental insights* into our R&D tools

*With a comprehensive understanding of the implications of a changing environment on human health we are better equipped to consider environment factors as a part of our strategy.*



**Better understanding  
of environmental impacts on  
human health**



**Comprehensive dataset on  
environmental changes and  
impacted therapeutic areas**



**Integrated into our existing  
R&D assessment tools**



**Using insights for strategic and  
informed decisions throughout  
the R&D process**

# Beyfortus: simplifying and expanding *RSV protection to all infants*

**RSV is a leading cause of hospitalization in infants<sup>1-2</sup> born before or during the RSV season<sup>3-4</sup>**



- Long-acting monoclonal antibody approved by the EMA in 2022 to prevent serious lower respiratory tract disease caused by RSV in infants during their 1<sup>st</sup> RSV season<sup>5</sup>
- Beyfortus is currently available in **~25 countries**
- Beyfortus was used in 2023-24 season in Spain at population level, reaching **92.3%** coverage in infants born during the season and **87.8%** in infants under 6 months born before the RSV season<sup>6</sup>

## palivizumab



**~1.5% eligible population**  
~4,800 infants (high-risk)<sup>7</sup>

## Beyfortus - nirsevimab

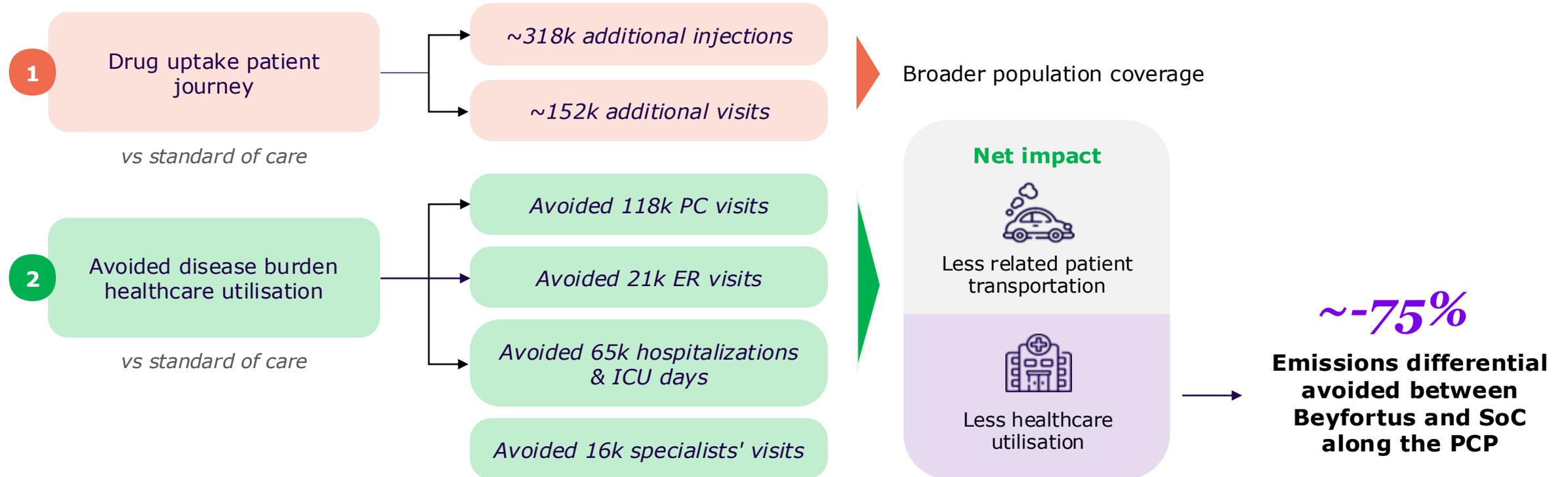


**100% eligible population**  
338,000 infants < 1 yo<sup>7</sup>

1. Leader S et al. The Journal of pediatrics. 2003;143(5 Suppl):S127-32. 2. Sanchez-Luna M. et al. Curr Med Res Opin. 2016;32(4):693-8. 3. Demont C et al. BMC Infect Dis 2021; 21(1):730. 4. Mira-Iglesias A et al. Influenza Other Respir Viruses 2022; 16(2): 328-339 5. Kean SJ. Drugs. 2023 Feb;83(2):181-187. 6. Spanish Ministry of Health (2024). Available at: [https://www.sanidad.gob.es/areas/promocionPrevencion/vacunaciones/comoTrabajamos/docs/VRS\\_infantil.pdf](https://www.sanidad.gob.es/areas/promocionPrevencion/vacunaciones/comoTrabajamos/docs/VRS_infantil.pdf). 7. Gil-Prieto R, et al. BMC Infect Dis. 2024 Sep 6;24(1):924. For abbreviations, please see slide 46.

# Assessing *Beyfortus Net GHG impact* along the Patient Care Pathway

## Patient care pathway of Beyfortus vs SoC

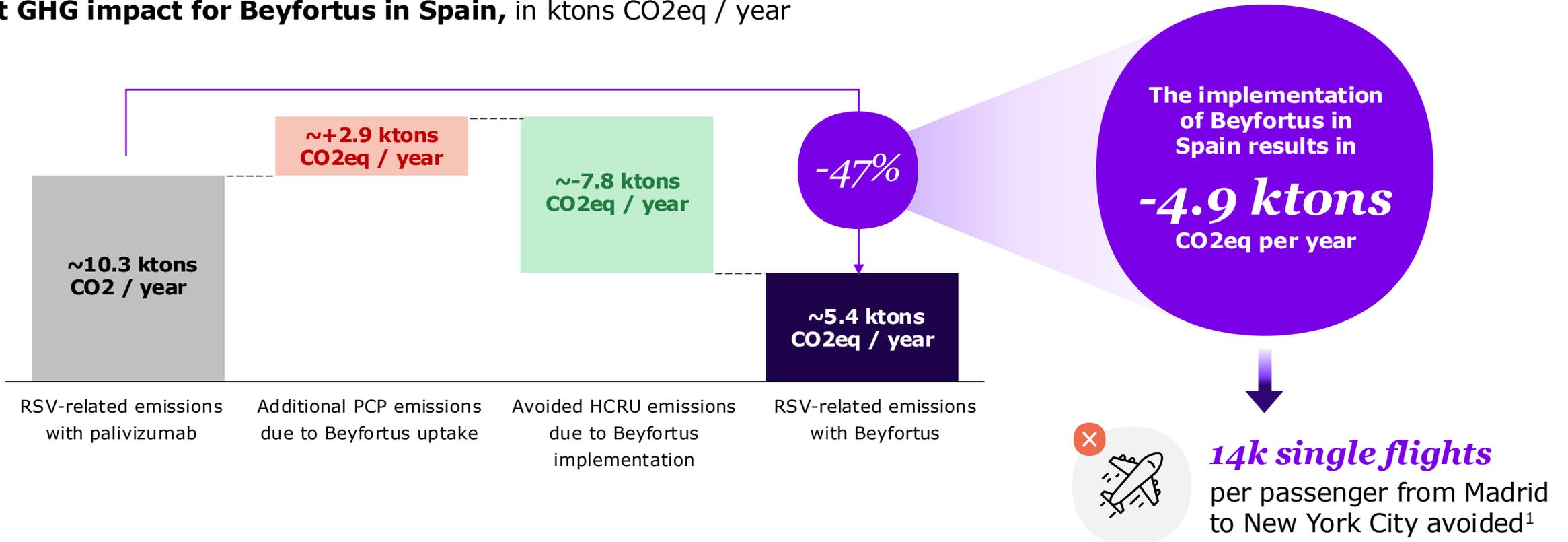


*Additional emissions linked to Beyfortus broader population coverage vs SoC are offset by the significant reduction of RSV burden of disease*

Sources: Sanofi Beyfortus health-economic model, CVA analysis. Gil-Prieto et al. 2024 (link). For abbreviations, please see slide 46.

# Beyfortus allows to reduce the RSV-related emissions by 47% when applied to the whole infant population < 1y.o. in Spain

**Net GHG impact for Beyfortus in Spain, in kttons CO2eq / year**

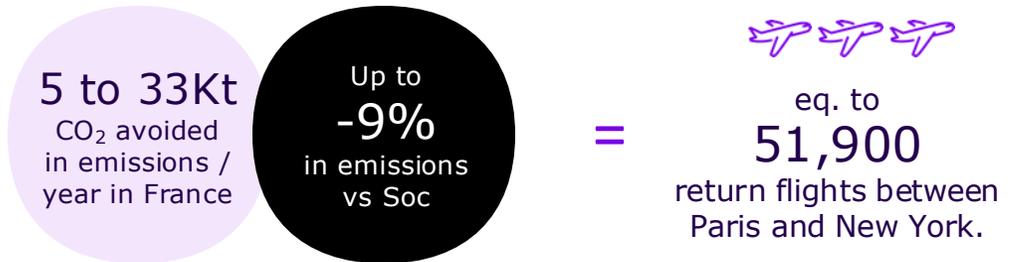


Sources: Sanofi Beyfortus health-economic model, Gil-Prieto et al. 2024 (link), CVA analysis: ICAO 2024 data, CVA analysis  
 1. Equivalent CO2eq emissions per passenger of 0.344 t CO2eq /flight. [ICAO](#) 2024 data, For abbreviations, please see slide 46.

# Other examples of Sanofi PCP action levers for decarbonization

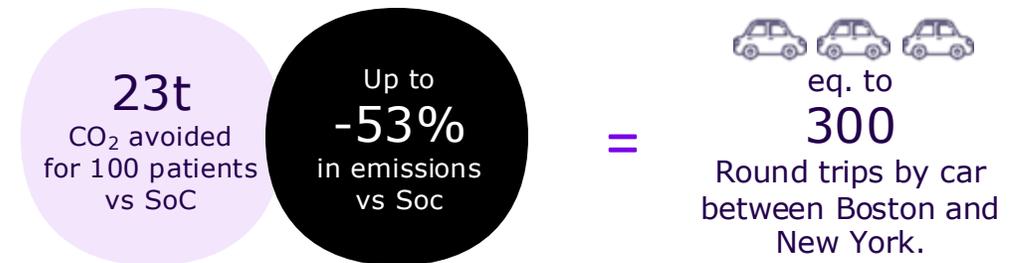
## FR Efluelda

The high-dose flu vaccine for the elderly could reduce CO2 emissions up to 9% compared to the standard dose<sup>1</sup>.



## US Dupixent

Dupixent for atopic dermatitis in the US could reduce CO2 emissions by avoiding outpatient consultations and patient travel.



1. Bricout H. et al. Modelling the impact on carbon emissions of using a high dose influenza vaccine instead of standard dose among 65 years and older adults in France, SFSE 2023, 23-25 October 2023, Paris, France. For abbreviations, please see slide 46.

sanofi



# Taking the lead in inclusion



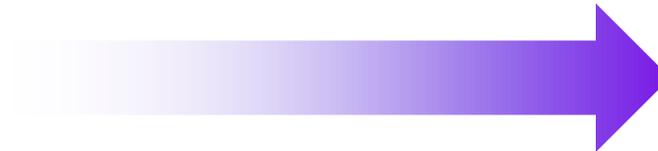
*ESG investor roadshow*

*June 2025*



# We are continually pushing forward

*From competence to confidence*



**Dec 2024 – July 2025**  
 Designing the next chapter with >200 Sanofians, interviews, focus groups, and workshops.



# Belong. Beyond Boundaries

By 2030 we will have *inclusion embedded into every decision and process*, fostering belonging that drives innovation, trust, and better outcomes for patients.

## Patients

### Build fairness for all in healthcare

Lead the industry with inclusive research, access, and advocacy to ensure patients, across different markets, can see themselves in the future of medicine.

## People

### Ensure widespread ownership

Make inclusion a shared, everyday responsibility driven by data, modelled by leaders and supported across all levels.

## Places

### Create a Sanofi standard of inclusion in our workplaces and communities

Hardwire inclusion into how we develop, design and deliver.

Rebuilding trust in healthcare	Access to healthcare	Representation in clinical trials	Active inclusion felt across Sanofi	Inclusive leadership is embedded	Fair representation in our workforce	Being psychologically safe at work	Accessibility for all	Building opportunities for individuals and businesses
% evolution to close the healthcare trust gap in each "A Million Conversations" country	2M NCD patients treated in low- and middle-income countries	100% of our studies will implement inclusive strategies <sup>1</sup>	Upper quartile of high performing companies	Upper quartile of high performing companies	Reflecting the demographics of each country and qualified workforce <sup>2</sup>	Trust and psychological safety Index in TRT is at best-in-class level	Physical and digital access in the workplace is in upper quartile	16,000 jobs created within small and medium enterprises <sup>3</sup>

1. That proportionally reflect the patient population demographics in each respective regions/country. 2. Subject to local laws/regulation. (vs OECD / census data / self-ID campaigns) 3. Based on every \$1M spent = 10 jobs. For abbreviations, please see slide 46.

# Key take aways

Sanofi's refreshed sustainability strategy, AIR, tackles the impact of environmental challenges on health and healthcare

- *Access to healthcare*

We tackle access to care for conditions exacerbated by environmental change, including respiratory conditions and diabetes and via our Global Health Unit

- *Environmental Impact*

We aim to minimize the environmental impact of products and activities across our value chain and adapt our business to climate- and nature-related challenges

- *Resilience of healthcare systems*

We lead collective efforts and product studies to reduce healthcare systems' environmental footprint

*Inclusion:* Our new strategy "Belong. Beyond Boundaries" aims to embed fairness, opportunity and respect in decisions and processes at Sanofi, for patients, employees and our communities

# Q&A session Part 2



**Audrey Duval**

*Executive Vice President, Corporate Affairs*



**Sandrine Bouttier-Stref**

*Head of Corporate Social Responsibility/Sustainability*

*Access to  
healthcare*



**Christelle Saghbini**

*Head of International Pharma*



**Jon Fairest**

*Head of Global Health Unit*

*Environmental  
impact*



**Annabelle Harreguy**

*Head of Global Health, Safety and Environment, Manufacturing & Supply*



**Tarja Stenvall**

*Head of Established Products Franchise, General Medicines*

*Resilience of  
healthcare systems*



**Marta Diez Torca**

*Global Manager Vaccines Iberia*

*Taking the lead  
in inclusion*



**Jennifer Veevers**

*Head of Culture*

# Abbreviations

<b>AIR</b>	Access, Impact, Resilience (Sanofi's sustainability strategy)
<b>ARR</b>	Afforestation, Reforestation and Revegetation
<b>ATACH</b>	Alliance for Transformative Action on Climate and Health
<b>BDP</b>	Bulk Drug Substance
<b>CO2eq</b>	Carbon dioxide equivalent
<b>COPD</b>	Chronic Obstructive Pulmonary Disease
<b>CSR</b>	Corporate Social Responsibility
<b>CTUe</b>	Comparative Toxic Unit ecotoxicity
<b>DS</b>	Drug Substance
<b>DP</b>	Drug Product
<b>EMA</b>	European Medicines Agency
<b>ER</b>	Emergency Room
<b>FDS</b>	Finished Drug Substance
<b>GAVI</b>	Global Alliance for Vaccines and Immunization
<b>GBU</b>	Global Business Unit
<b>GHG</b>	Greenhouse Gas
<b>GHU</b>	Global Health Unit
<b>GJ</b>	Gigajoule
<b>HCP</b>	Healthcare Professional
<b>HIC</b>	High Income Countries
<b>HCRU</b>	Healthcare Resource Utilization
<b>ICU</b>	Intensive Care Unit
<b>IDF</b>	International Diabetes Federation

<b>IPV</b>	Inactivated Polio Vaccine
<b>KiDS</b>	Kids and Diabetes in School Program
<b>KtCO2e</b>	Kilotonne of CO2 equivalent
<b>LCA</b>	Life Cycle Assessment
<b>LEAP</b>	Locate, Evaluate, Assess, Prepare (TNFD approach)
<b>LIC</b>	Low Income Countries
<b>LMIC</b>	Lower Middle Income Countries
<b>MOH</b>	Ministry of Health
<b>MtCO2e</b>	Megatonne of CO2 equivalent
<b>NCD</b>	Non-Communicable Disease
<b>PC</b>	Primary Care
<b>PCP</b>	Patient Care Pathway
<b>PIE</b>	Pharmaceuticals in the Environment
<b>R&amp;D</b>	Research and Development
<b>RSV</b>	Respiratory Syncytial Virus
<b>SBTi</b>	Science Based Target initiative
<b>SMI</b>	Sustainable Markets Initiative
<b>SoC</b>	Standard of Care
<b>TNFD</b>	Taskforce on Nature-related Financial Disclosures
<b>UMIC</b>	Upper Middle Income Countries
<b>VCR</b>	Vaccine Coverage Rate
<b>WHO</b>	World Health Organization
<b>2G</b>	Second Generation

**sanofi**