



CORPORATE
SOCIAL
RESPONSIBILITY

PARTNERING TO IMPROVE ACCESS
TO HEALTHCARE

CSR Brochure 2013–2014



Our global reach



“The main area where we can and do have an impact is in healthcare. We have the expertise and resources to make a real difference.”

Christopher A. Viehbacher, CEO of Sanofi

External recognition

In recognition of our corporate and social responsibility (CSR) performance, we were included on global CSR indices in 2012, such as the Dow Jones Sustainability World Index (for the sixth consecutive year), the FTSE4Good and the Ethibel Sustainability Index Global. We were also one of the top three companies listed by the 2012 Access to Medicine Index.

Dow Jones Sustainability Indexes
Member 2012/13

FTSE4Good

ETHIBEL SUSTAINABILITY INDEX
EXCELLENCE Global

access to medicine index

For more information on our CSR performance and achievements, go to <http://csr.sanofi.com>



OUR RESPONSIBILITY

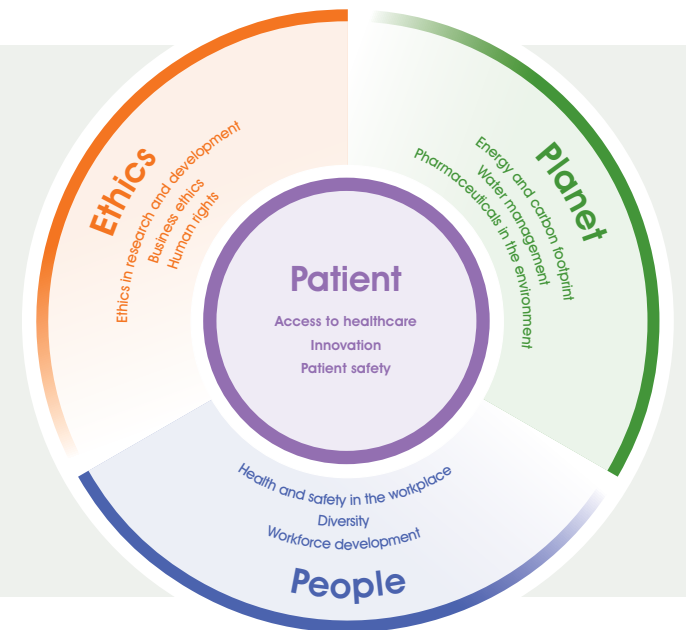
Ensuring healthcare for all is one of the most pressing challenges facing society today. As a leader in global healthcare, we want to use our expertise and resources to improve access to healthcare for people in need around the world.

We are doing this by working closely with patients, healthcare professionals, non-governmental organizations (NGOs), public health authorities, employees, investors, and many others.

Present in more than 100 countries with more than 110,000 employees, Sanofi proposes products and innovative therapeutic solutions that respond to the needs of patients. We believe that acting responsibly and driving forward our sustainability performance is not only the right thing to do ethically, but also makes sound business sense.

Each time we respond to a challenge, we also try to seize a business opportunity and reduce risks – ultimately finding solutions that improve our overall performance as a responsible corporate citizen.

Sanofi's sustainability approach places the patient at the heart of the way the Group conducts its business. Our strategy has four key areas: Patient, Ethics, People and Planet. These areas are at the center of our development strategy because we firmly believe that our long-term sustainability depends on them.



PATIENT

Approximately one third of the global population still does not have access to essential medicines and vaccines. We want to improve access to quality medicines and vaccines for as many patients as possible in developing, emerging and developed countries.

To promote access for the neediest patients in resource-poor countries, Sanofi created Access to Medicines, a department focusing on our areas of expertise in malaria, tuberculosis, epilepsy, mental disorder and some neglected tropical diseases. Sanofi Pasteur continues to work to make vaccines accessible to as many people as possible.

Innovation helps improve access to healthcare worldwide, enabling us to develop new treatments and solutions for patients in need. Ensuring patient safety is also critical, which is why we uphold the same rigorous standards of quality right across the globe.

To respond to these public health challenges, we have established a large number of partnerships. We closely work with organizations such as the World Health Organization, the Bill and Melinda Gates Foundation, UNICEF, and many others.

AllStar™: a state-of-the-art insulin pen for patients in emerging markets

Nearly 63 million people in India have diabetes. To help meet their needs, in 2012 Sanofi India Limited launched the first re-usable insulin pen manufactured by a global company in India. Innovative yet affordable, the AllStar™ re-usable pen is a clear example of our commitment to improve access to healthcare in emerging markets by taking a regionalized approach to product development; the pen will be launched in other emerging markets in due course.

Rare diseases, bringing hope to patients

Of the 7,000 rare diseases currently identified, only 400 benefit from the availability of a treatment. The unmet medical needs in these serious and debilitating diseases, often of genetic origin, create an immense opportunity to innovate for the considerable number of patients worldwide who are waiting for therapeutic solutions. Via Genzyme, Sanofi is intensifying its efforts in rare diseases through an original approach combining innovation and proximity with patients.

Sanofi Espoir Foundation

Launched in 2010 with a budget of €33.7 million over five years, the Sanofi Espoir Foundation is dedicated to reducing healthcare inequalities among the world's poorest communities. It focuses on three key areas: childhood cancer; maternal and neonatal mortality; and healthcare access for vulnerable patients.

FOR THE FUTURE

On January 30, 2012, we signed the London Declaration on Neglected Tropical Diseases (NTDs), alongside public and private partners, with the explicit goal of eliminating 10 NTDs, such as sleeping sickness and elephantiasis, by 2020.

In 2012, **230 programs** were organized in more than **65 countries** across the globe, primarily in developing countries but also in developed countries, where all communities do not have access to healthcare.

OUR PROGRAMS BENEFIT AN ESTIMATED **277 MILLION** PEOPLE INCLUDING:

OVER **77 MILLION** PATIENTS RECEIVING DIAGNOSIS, VACCINATION, TREATMENT OR DISEASE SELF-MANAGEMENT TRAINING

ABOUT **400,000** HEALTHCARE PROFESSIONALS TRAINED

OVER **199 MILLION** INDIVIDUALS TARGETED BY AWARENESS CAMPAIGNS

OUR CODE OF ETHICS HAS BEEN TRANSLATED INTO **30 LANGUAGES**

BY THE END OF 2012, MORE THAN **85,000** EMPLOYEES IN OVER 80 COUNTRIES HAD RECEIVED TRAINING ON THE SANOFI CODE OF ETHICS



ETHICS

Sanofi is committed to acting ethically and responsibly across all aspects of its activities, an approach that guides interactions with our key partners and stakeholders including employees, patients, customers and suppliers.

We are committed to the highest ethical standards in the promotion of our products and the safeguarding of human rights across our operations and our supply chain. We also take very seriously issues related to the ethics in R&D, such as the ethics of clinical trials.

Every picture tells a story: consent for clinical trials in Brazil

Informed consent documents are very often too complicated for patients to understand, as they may include technical terms and are very detailed to meet regulatory requirements. Helping to make consent documents for clinical trials more informative for potential volunteers, Sanofi's Brazilian affiliate has developed a comic-book format. It is designed to help people to understand what clinical studies involve and to decide whether they wish to participate. The document was approved in 2012 by the Brazilian authorities and is distributed to health centers.

Identifying risk: monitoring supplier performance

Our Suppliers' Code of Conduct was developed to ensure that all suppliers are aware of the Group's CSR principles, setting out the standards to meet with respect to human rights and labor practices, health and safety, the environment and ethics.

In 2012, we designed a specific risk methodology to identify suppliers that should receive priority attention for CSR evaluation and monitoring. In 2012, over 350 suppliers were selected to undergo CSR evaluations. Sanofi's purchases from these suppliers account for over 20% of our total expenditure for the 34 procurement categories identified as having the highest CSR risk.



PEOPLE

Sanofi's employees are the real drivers of its performance. Ensuring their health, safety and well-being is a top priority. We value the diversity of our workforce and we seek to provide opportunities for our employees to develop professionally. As a global healthcare company, the rich diversity of our workforce makes us more innovative, effective and competitive because it helps us understand our stakeholders better.

Better together: establishment of diversity councils in the U.S., and in Australia and New Zealand

In 2012, Sanofi affiliates in the U.S., and in Australia and New Zealand created diversity councils to integrate this important issue into every area of the business. In Australia and New Zealand, the council has already strengthened its commitment to flexible work arrangements and initiated a mentoring program with a focus on women in Sanofi.

Accelerated learning: pilot eco-driving program in Ukraine

Medical sales representatives and regional directors must drive a great deal as part of their jobs. For these professionals, Sanofi's Ukrainian affiliate organized an eco-driving pilot program in 2012. Six months after the pilot was launched, preliminary findings revealed reduced driver fatigue and calmer driving styles, and that the accident rate had reduced four-fold. Following these results, Sanofi plans to expand the program to a number of other affiliates starting in 2013.

HEALTH AND SAFETY OBJECTIVES

2010–2015:

30% reduction in the lost time injury frequency rate

15% reduction in the motor vehicle accidents rate

45.4%
WOMEN IN THE WORKFORCE

-14%
LOST-TIME INJURY FREQUENCY
RATE BETWEEN 2010 AND 2012

-5.8%
MOTOR VEHICLE ACCIDENT
RATE BETWEEN 2010 AND 2012



-14%
SANOFI'S OVERALL WATER
CONSUMPTION BETWEEN
2010 AND 2012

-9.4%
SANOFI'S OVERALL ENERGY
CONSUMPTION BETWEEN
2010 AND 2012

PLANET

To safeguard the health of communities everywhere, we continually seek to limit the environmental impact of our activities for the entire life cycle of our products, from development through marketing.

As a large global business, we are focused on reducing our carbon footprint, using energy responsibly and preserving important natural resources such as water. In addition, we seek to analyze the environmental fate of pharmaceuticals.

Green futures: using renewable energies

Sanofi strongly supports the use of renewable energies. In India, the "Use of biomass for steam generation" project used agro waste to create "briquettes" burnt in the furnace of the boiler to generate steam. This initiative created employment in rural India, reduced costs of steam and supported renewable energies.

We have also invested significantly in geothermal and green energy projects. In Veresegyaz (Hungary), we shifted 40% of natural gas consumption to hot water produced using geothermal techniques. Since 2011, 25% of the electricity purchased by 19 Sanofi sites in France is based on renewable sources of energy, saving 8,339 tons of CO₂ emissions.

Water matters: a Palestinian-Israeli research program

Sanofi is participating in a unique research project, managed by the NGO Peres Center for Peace, which brings together Israeli and Palestinian researchers to assess the efficiency of different treatments to remove impurities from waste water.

The teams have reported initial promising findings from this study, which may ultimately help contribute to improving the quality of drinking and irrigation water across the Middle East. If successful, these technologies could potentially be used to treat effluents from pharmaceutical sites.

OBJECTIVES

2010–2020:

20% reduction in the combined emissions for industrial and R&D sites

25% reduction in the Group's water consumption



Each day, across the globe, Sanofi's 110,000 employees are working to protect your health and improve access to healthcare for as many patients as possible. As a healthcare company, Sanofi places quality, safety, ethics and respect for the planet at the heart of our business.

