



**SANOFI** 

**Corporate Analyst Briefing 2020**  
October 20, 2020 | Karachi

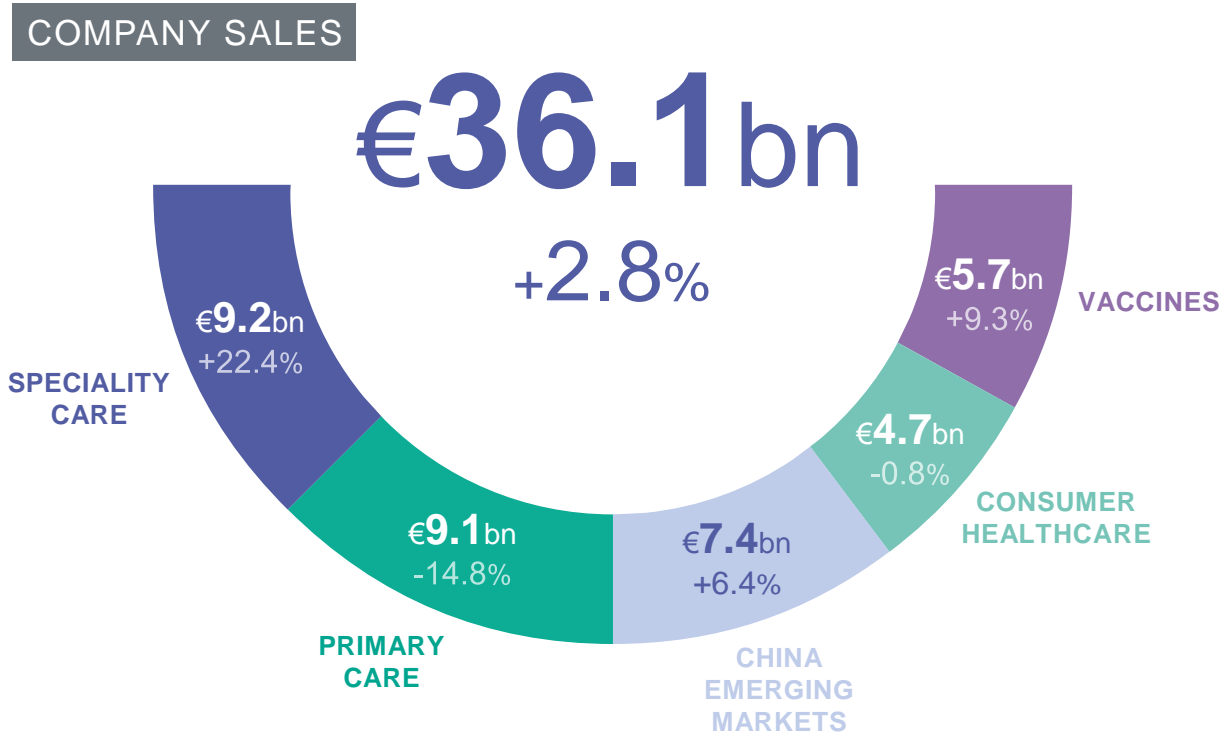


At Sanofi, our passion is to prevent, treat and cure illness and disease throughout life. We are driven to improve the health of communities and to find new solutions for patients by combining breakthrough science with advanced technology.

Inspired by the resilience of our patients and strengthened by our heritage, we are always working for new ways to fight chronic, complex and rare diseases with medicines that offer hope for patients and the future of healthcare.



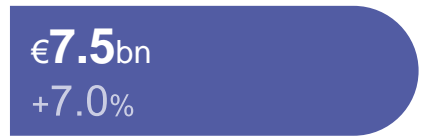
# Sanofi Global Sales 2019



Source: Press release issued on February 6, 2020

All growth rates at constant exchange rates

**BUSINESS NET INCOME**



**BUSINESS EARNINGS PER SHARE**



All growth rates at constant exchange rates

**ORGANIZATION BY GLOBAL BUSINESS UNIT (GBU).**

In 2019, our Primary Care and Specialty Care GBUs were focused exclusively on mature markets. Sales of Specialty Care and Primary Care products in emerging markets were included within the net sales of our China & Emerging Markets GBU. In December 2019, Sanofi announced plans for a new GBU organization. From the first quarter of 2020, Sanofi will be organized into three core GBUs (subject to completion of consultation with employee representatives): Specialty Care, Vaccines, and General Medicines. The Consumer Healthcare GBU will become a standalone business unit

# Global Business Unit (GBU) organization

## 3 CORE GBUs FOCUSED ON PRIORITIZED PORTFOLIO

### Specialty Care



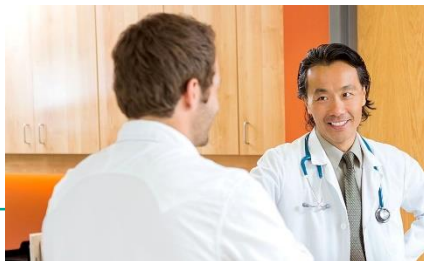
- Immunology
- Rare Diseases / Rare Blood Disorders
- Neurology / Multiple Sclerosis
- Oncology



### General Medicines



- Diabetes
- Cardiovascular
- Established Products



### Vaccines



- Influenza vaccines
- Polio Pertussis & Hib, Boosters
- Meningitis, others



## STANDALONE GBU

### Consumer Healthcare

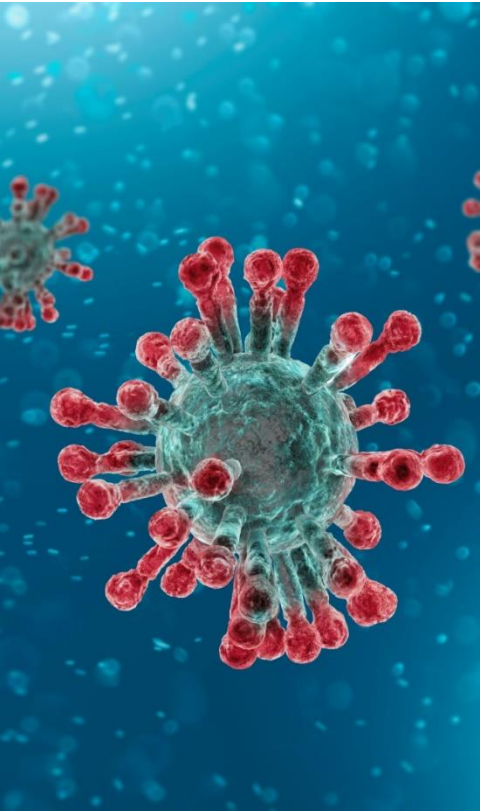


- Allergy, Cough & Cold
- Pain
- Digestive
- Nutritionals





# Sanofi committed to the fight against COVID-19



## Developing complementary vaccine approaches

- **Collaborating with BARDA** to develop a vaccine based on Sanofi's COVID-19 antigen
- **Joining forces with GSK** which will contribute its pandemic adjuvant technology to the vaccine
- **Collaborating with Translate Bio** to develop novel mRNA vaccine

## Investigating treatments and diagnostic solutions

- **Investigating anti-inflammatory medicine Kevzara®** (sarilumab) in global trials
- **Studying anti-viral therapy Plaquenil®** (hydroxychloroquine) in the treatment of COVID-19
- **Partnering with Luminostics** on smartphone based self-testing solution

## Supporting patients, healthcare workers and health authorities

- **Cooperating with European authorities** to monitor the impact on supply of vaccines and medicines
- **Joining forces** with French university hospital center AP-HP
- **Donating 100 million doses of hydroxychloroquine** across 50 countries
- **Dedicating €100 million** to the national solidarity effort in France

## Securing business continuity, manufacturing and delivery of medicines and vaccines

- **Largely maintaining clinical trials**
- **~20,000 employees** working every day in all industrial sites
- **100% of manufacturing sites operational**, ensuring production and supply to avoid shortages of critical medicines

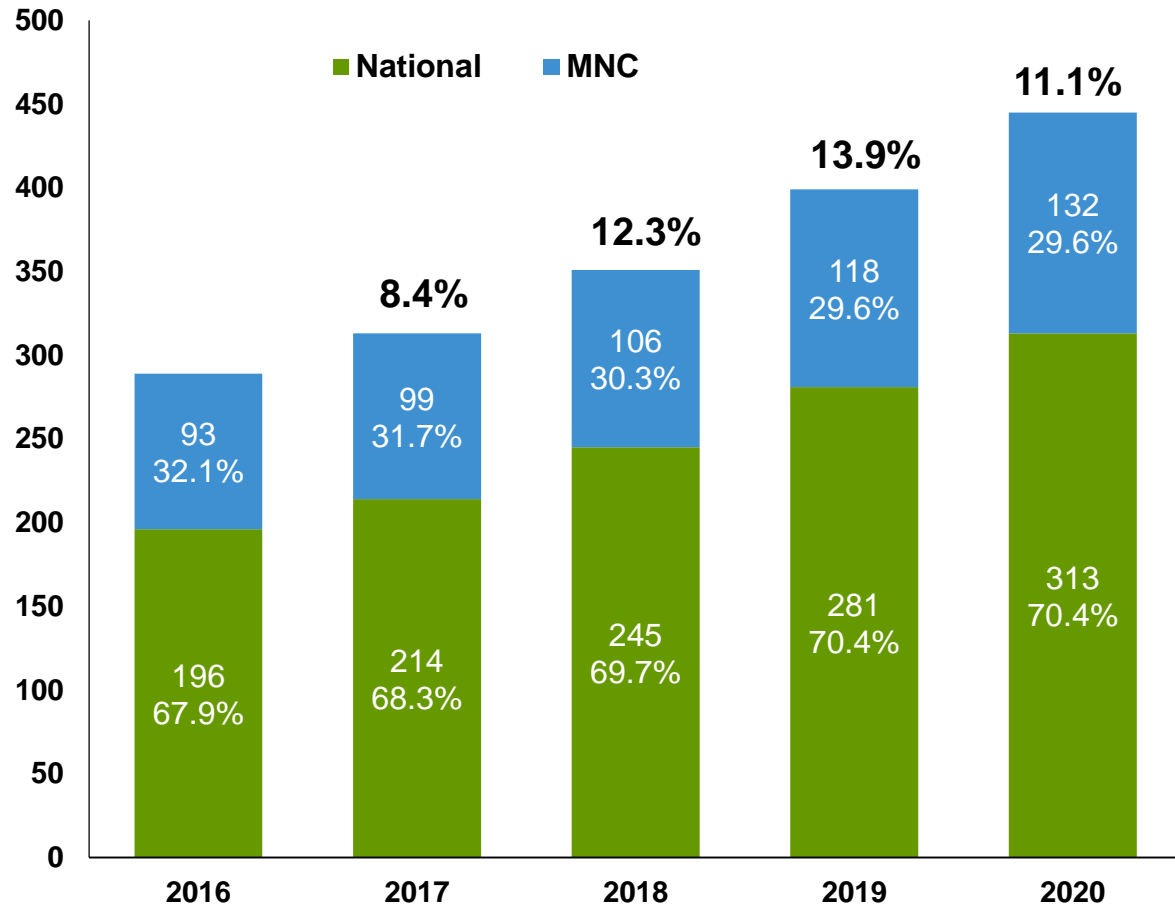
Note: BARDA: Biomedical Advanced Research And Development Authority; mRNA: messenger ribonucleic acid  
Source: Q1 2020 investor presentation, press releases issued on February 18, March 27, March 30, April 10, April 14, April 16, 2020



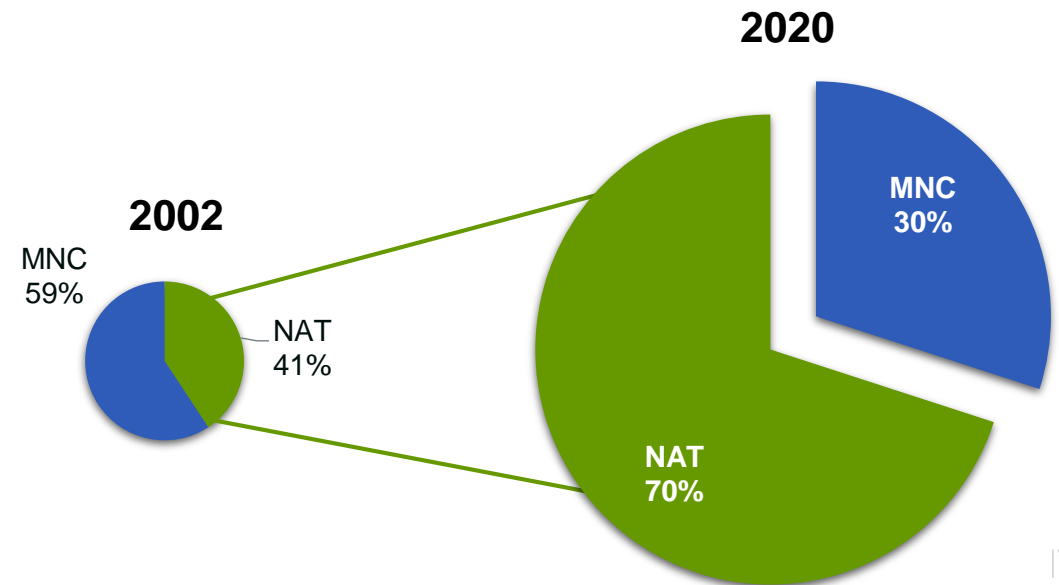
Pakistan Pharmaceutical Market

# Total Market PKR 444.2 Billion Gr. 11.1%

## BPKR



	CORP	MS	Growth	CAGR
<b>MNCs</b>	24	29.6%	11.3%	9.2%
<b>NCs</b>	587	70.4%	11.0%	12.4%
<b>Total Market</b>	611	100.0%	11.1%	11.4%



# Only “8” MNCs out of 20 are growing with double digit, In Q2`20 “8” companies have higher growth than the Total MNCs growth.

Top 20 MNCs – MAT Q2 - 2020 Basis





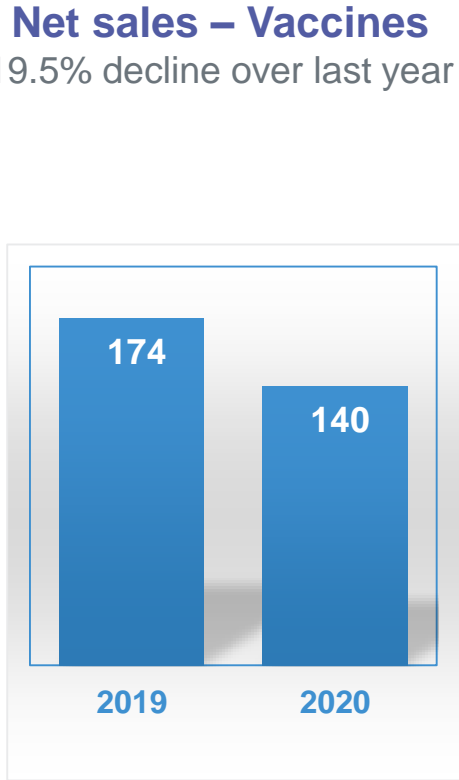
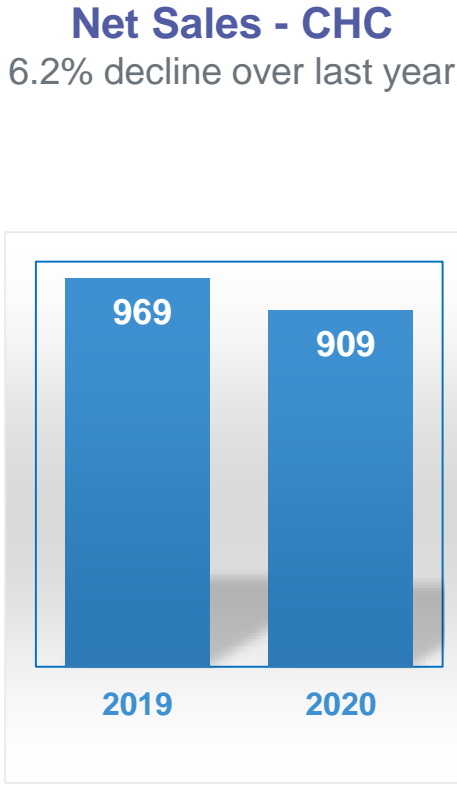
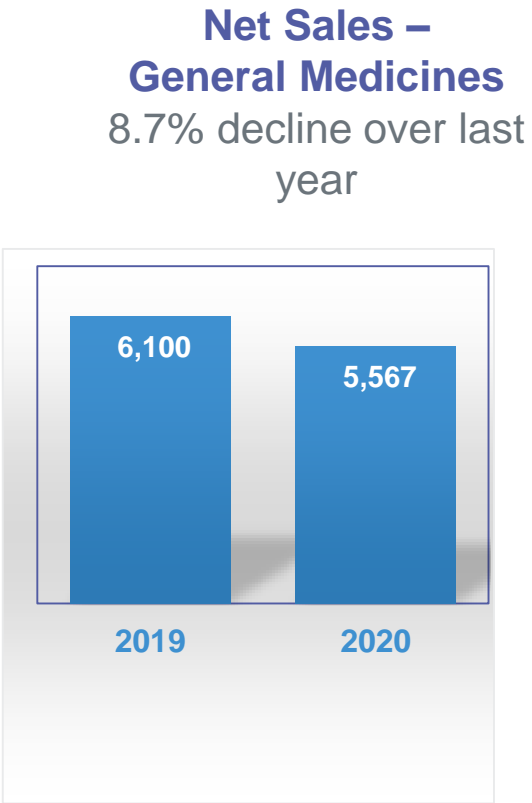
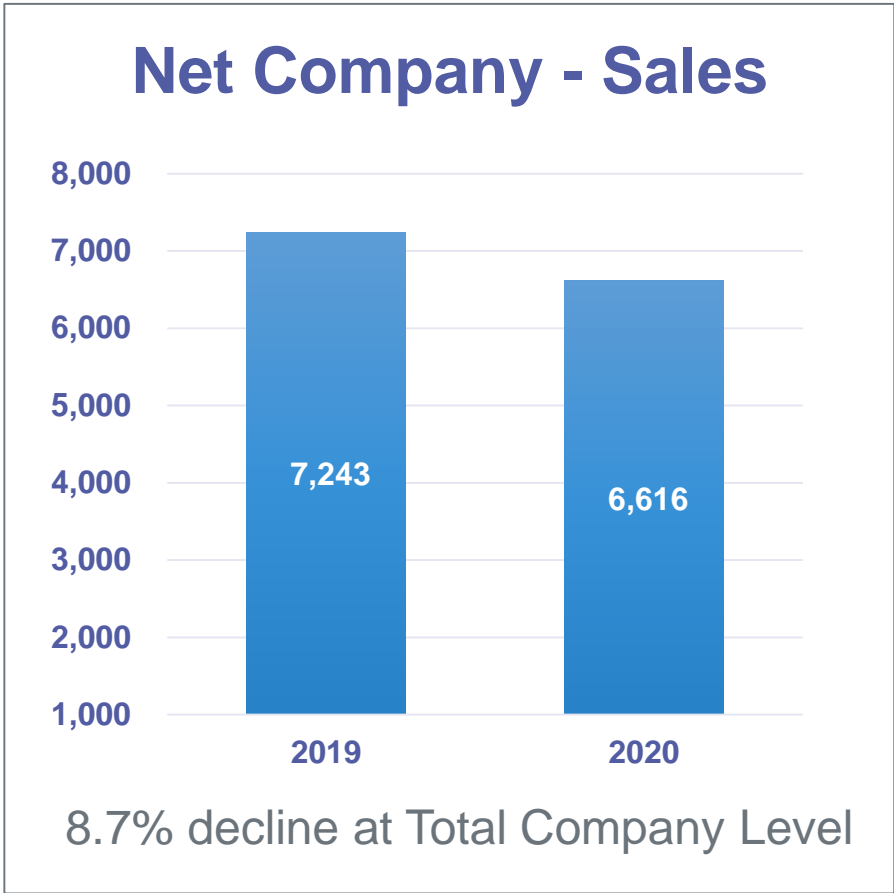
# Sanofi-Aventis Pakistan Limited





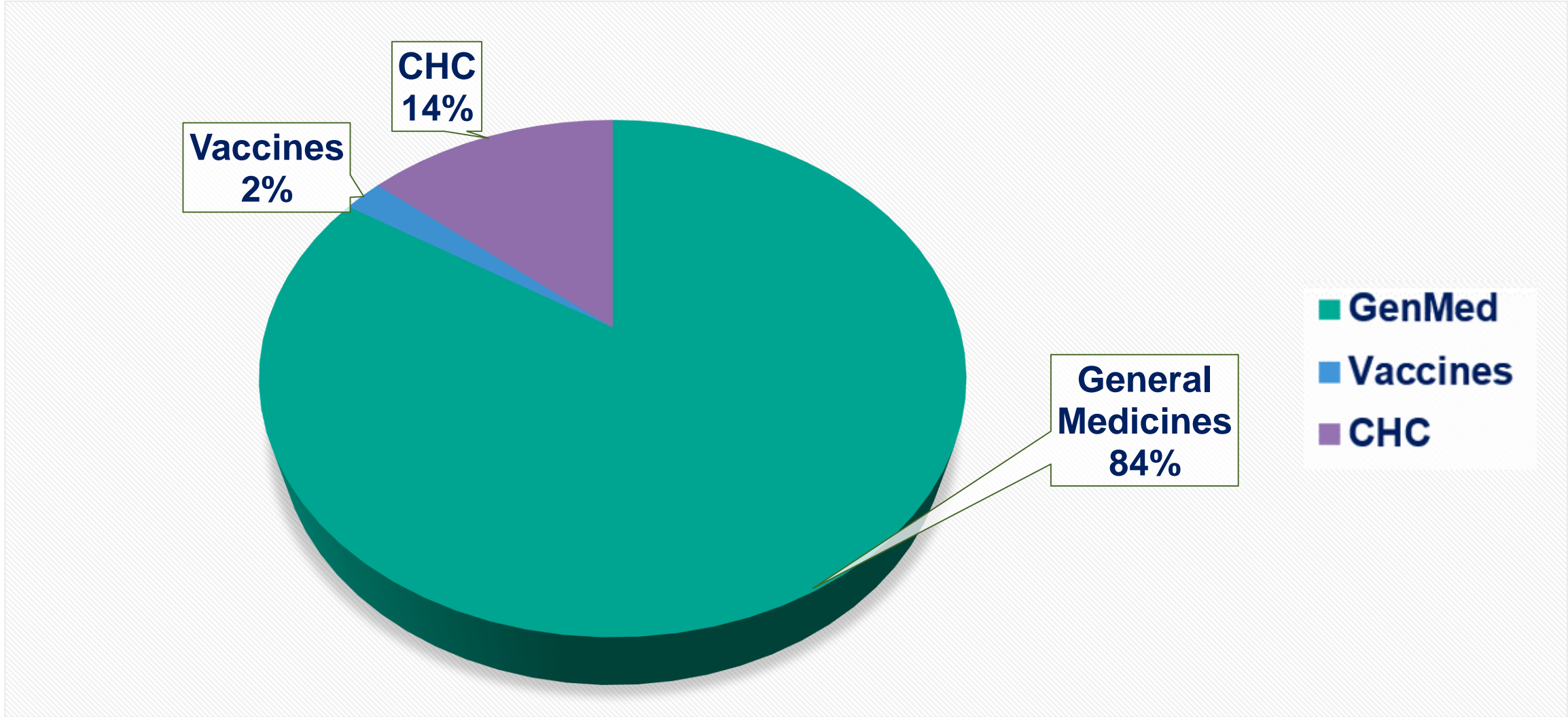


# Financials June 2020

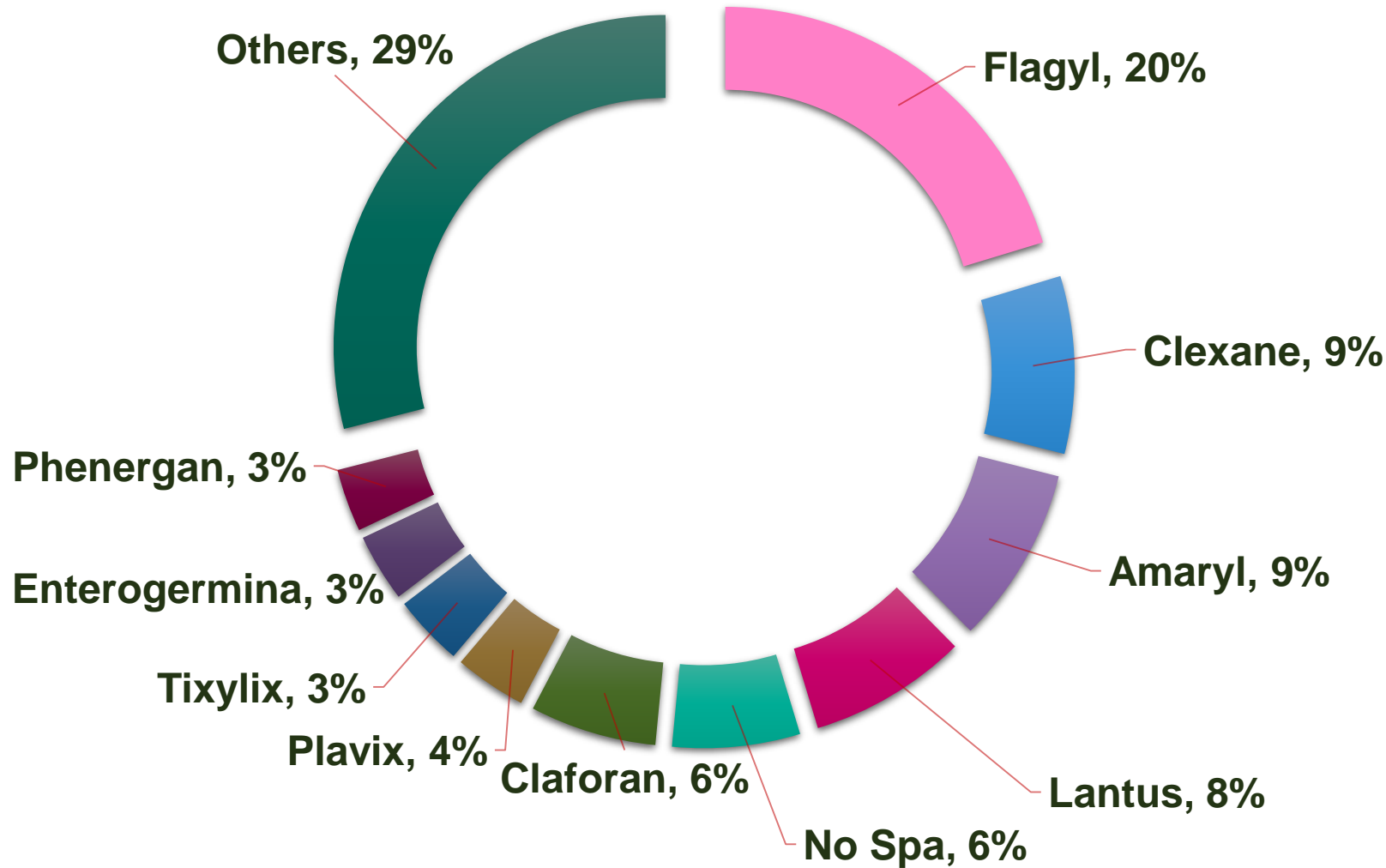




# Net Sales contribution by Business Units – YTD June 2020



# Key Highlights –Top 10 product sales – YTD June 2020



**Flagyl<sup>®</sup>**  
Metronidazole

**Sales 1,345 m**



**Sales 572 m**

**Amaryl<sup>®</sup>**  
amlodipine besylate

**Sales 571m**

# Key Highlights– YTD June 2020

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## YTD JUNE 2020

Net Sales

**6,616**

Million

Decline in Sales

**8.7%**

Profit before tax

**14.3**

Million

Loss per share (Rs)

**(10.7)**

## YTD JUNE 2019

Net Sales

**7,243**

Million

Growth in Sales

**7%**

Profit before tax

**100**

Million

Loss per share (Rs)

**(7.31)**



# Dealing with COVID-19



# Challenges during COVID-19



Sanofi faced disruption in manufacturing and supply of medicines because of the unavailability of essential raw materials as a result of the lockdown in several countries supplying API.



Challenge was to ensure continuity of plant operations and supply of quality medicines to patients.



Enable continuity of operations without putting the lives of our employees and their families at risk

# Sanofi's response on COVID-19

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## **Management of Business Operations**

Alternate channels and vendors were explored, where possible, to minimize disruption due to unavailability of API's due to lock down in Europe.

## **Continuity of Plant Operations and Supplies**

Arrangements were made to operate plant and supply chain channels throughout the lockdown period by implementing SOP's so that quality medicines were available at hospitals and for patients at retail level, wherever possible.

## **Work from home**

All employees were kept engaged and equiped with digital aids to stay connected and be able to work from home. Few employees who had to physically work from office, were provided safe environment and assistance for their safety and wellbeing.



# Thank You