sanofi pasteur is Committed to Remain the Leader in the Influenza Vaccine Market

• sanofi pasteur and its customers share common goals
  • Increase immunization rates
  • Open and transparent communication regarding influenza vaccine

• Long-term commitment to the influenza vaccine market
  • Reliable supply of Fluzone to the U.S. for nearly 40 years
  • Manages *all* aspects of influenza vaccine order fulfillment
  • Constructing new production facility and filling facility

• Provides broad access across customer segments
Unique Challenges Caused Shipping Delays in 2006

- Two strain changes
- The A/Wisconsin strain was a slow growing virus that caused a delay
- First 2 weeks of traditional manufacturing season were used to produce pandemic vaccine for the nation’s stockpile
- Despite these challenges, Fluzone production exceeded plan
  - 54M doses produced Vs. Plan of 50M doses
  - Shipping was complete by Thanksgiving
Distribution Goals Designed to Address Each Season’s Unique Dynamics

• Provide broad access across all customer segments
  • Increase immunization rates in line with CDC’s Healthy People 2010 goals
  • Reach all market segments as equitably as possible
    • High-risk patients are served across multiple access points
  • Support the CDC’s annual influenza recommendations
  • Prepare market for expected supply growth
Sanofi pasteur provides influenza vaccine across all customer segments

**Direct and Indirect Sales***
(% of doses committed)

- Private Office-Based Providers: 32%
- Public Health‡: 30%
- Hospitals/Long-Term Care Facilities/Institutions: 25%
- CIP†/VNAA: 8%
- Retail Pharmacies: 5%

* Source: sanofi pasteur internal estimates of 2006-07 shipping results
† Community Immunization Provider
‡ Historically, Public Health administers approximately 22% of the overall influenza market supply
sanofi pasteur’s Supply Plans for 2007/2008 Influenza Season and Beyond

• Current production plan is 50M doses
  • Additional doses are contingent on production yields and demand throughout the full immunization season
    • For example, in 2006 sanofi pasteur produced 54M doses

• Investing $150M in a new facility that will double capacity for influenza vaccine production
  • 100M dose planned production capacity
  • This new facility is expected to come on-line for the 2008/2009 influenza season
sanofi pasteur’s Fluzone®, Influenza Virus Vaccine Production Update

• All three strains are in production
  • A/Soloman Islands/3/2006
  • A/Wisconsin/67/2005 strain
  • B/Malaysia/2506/2004 like strain

• All strains appear to be performing well

• Sanofi pasteur is on plan to produce 50M doses this year
Influenza Immunization in the U.S.

A new Paradigm is Evolving