

sanofi pasteur Influenza Vaccine Update

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The vaccines business of sanofi-aventis Group

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

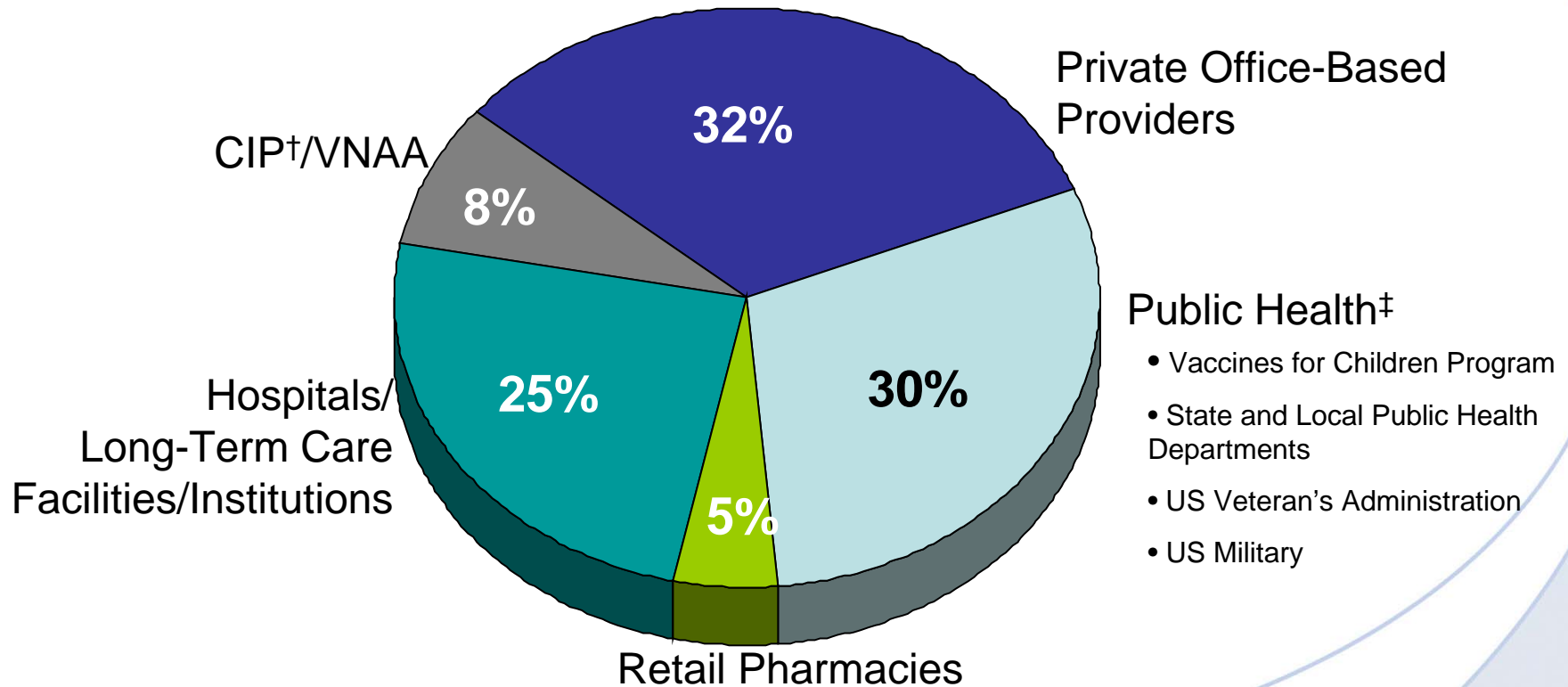
Distribution Goals Designed to Address Each Season's Unique Dynamics

- 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)



* 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

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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

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