



# Sanofi Pasteur Influenza Vaccine 2008 Update

National Influenza Vaccine Summit  
May 12-13, 2008



## 2007-2008 Shipping Highlights

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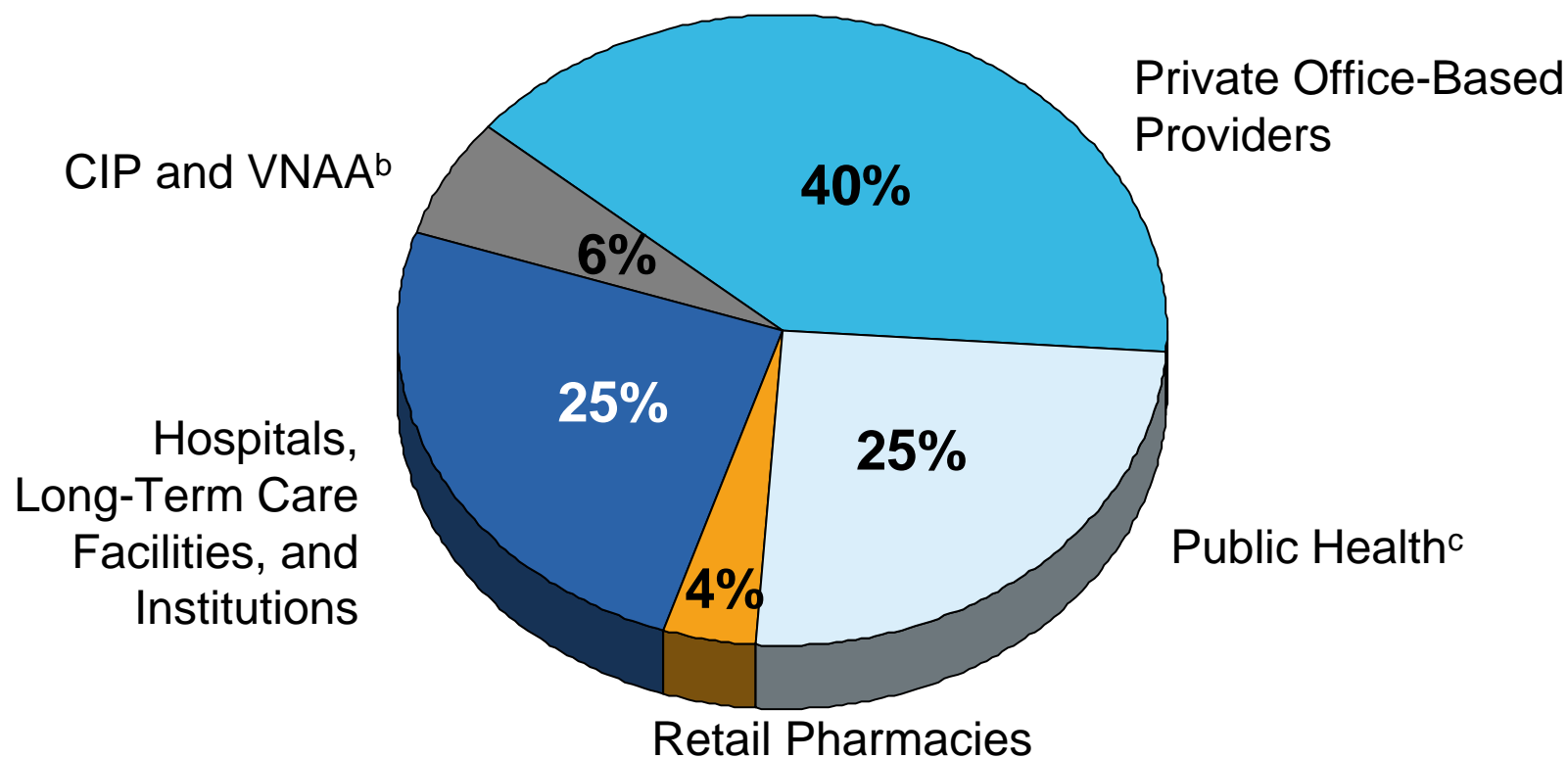
- **Sanofi pasteur supplied 52M doses of Fluzone to customers**
  - ▶ 50M doses were shipped by the end of October
- **Only manufacturer to hold a US pandemic vaccine license**
  - ▶ License granted on April 17<sup>th</sup>, 2007
  - ▶ Pandemic vaccine is manufactured in the US



# Sanofi Pasteur Provides Influenza Vaccine Across all Customer Segments

## 2007-2008 Direct and Indirect Sales<sup>a</sup>

(% of doses committed)



<sup>a</sup> Source: sanofi pasteur internal estimates of 2007-2008 reservation results

<sup>b</sup> Community Immunization Provider and Visiting Nurses Association of America

<sup>c</sup> Historically, Public Health administers approximately 22% of the overall influenza market supply

# Sanofi Pasteur Production Update for the 2008-2009 Influenza Vaccine

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- Production remains on track to manufacture 50M doses for the 2008-2009 season
  - ▶ Additional doses are contingent on production yields and demand throughout the full immunization season
- Shipping is expected to begin in August and be completed in October
- Three strain changes introduces complexity to the manufacturing process that can impact both production capacity and the timing of supply



# Sanofi Pasteur's Commitment to the Future

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- Invested \$150M in a new facility that is expected to double capacity for influenza vaccine production
  - ▶ This new facility is expected to be validated and online for the 2009-2010 influenza season
- Robust R&D program investigating product innovations that:
  - ▶ Address the special medical needs of specific populations
  - ▶ Provide enhanced delivery methods
  - ▶ Help the nation prepare for a potential pandemic



## Immunization Rates have Recovered from the Last Supply Disruption

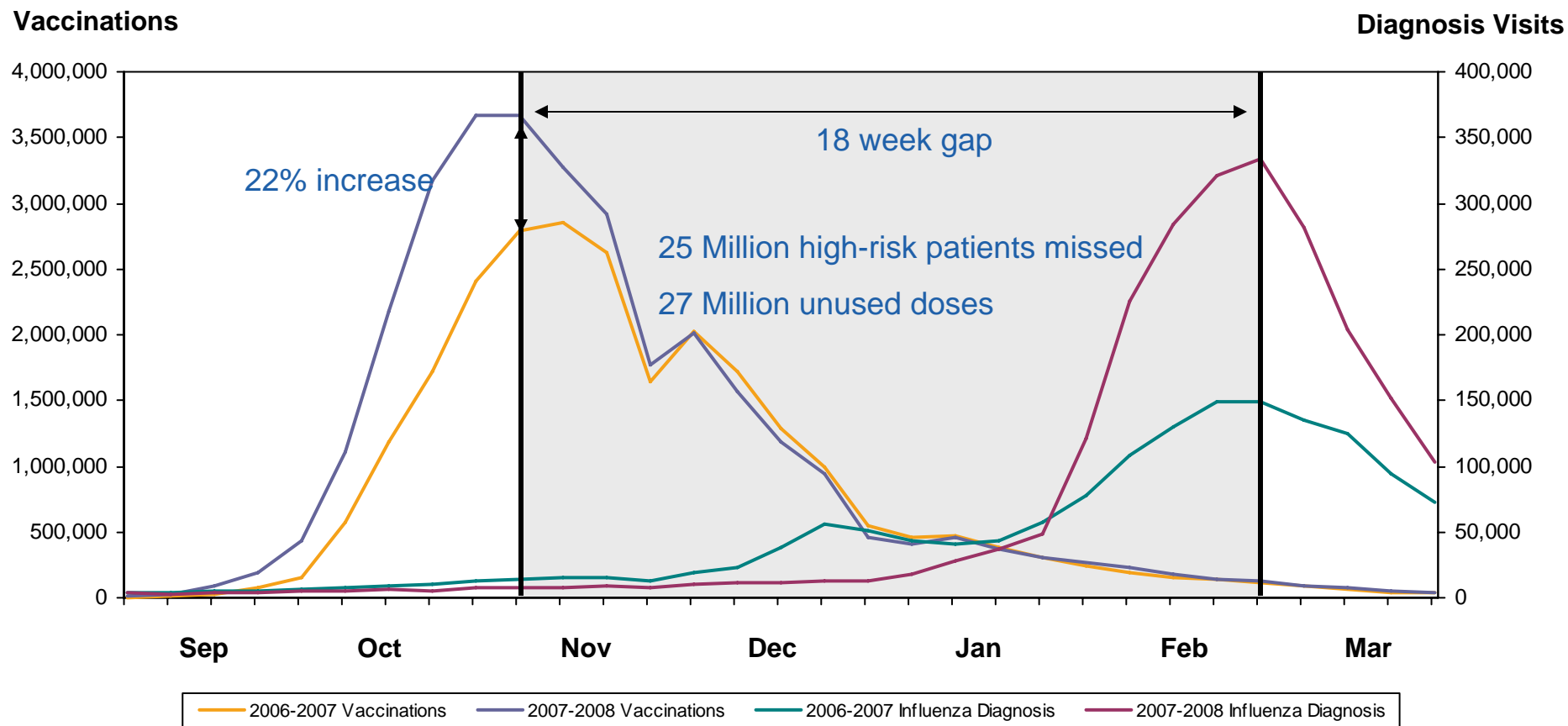
	2003	2004	2005	2006
6-23 Months	41.0%	59.6%	57.9%	59.8%
2-5 Years	29.9%	15.9%	24.3%	41.6%
6-17 Years	20.9%	10.4%	14.8%	19.8%
All Peds < 18 Years	24.9%	17.2%	21.7%	28.4%
18-30 Years	17.2%	12.4%	15.4%	19.6%
31-49 Years	27.5%	15.0%	20.5%	22.7%
50-64 Years	44.8%	26.8%	38.5%	45.2%
65+	71.8%	65.1%	68.4%	74.1%
HCW <sup>a</sup>	40.0%	35.7%	42.0%	N/A

2006 National Consumer Study, June 2007

<sup>a</sup> MMWR July 2006



# Immunization Rates can be Increased by Continuing to Immunize Throughout the Full Season



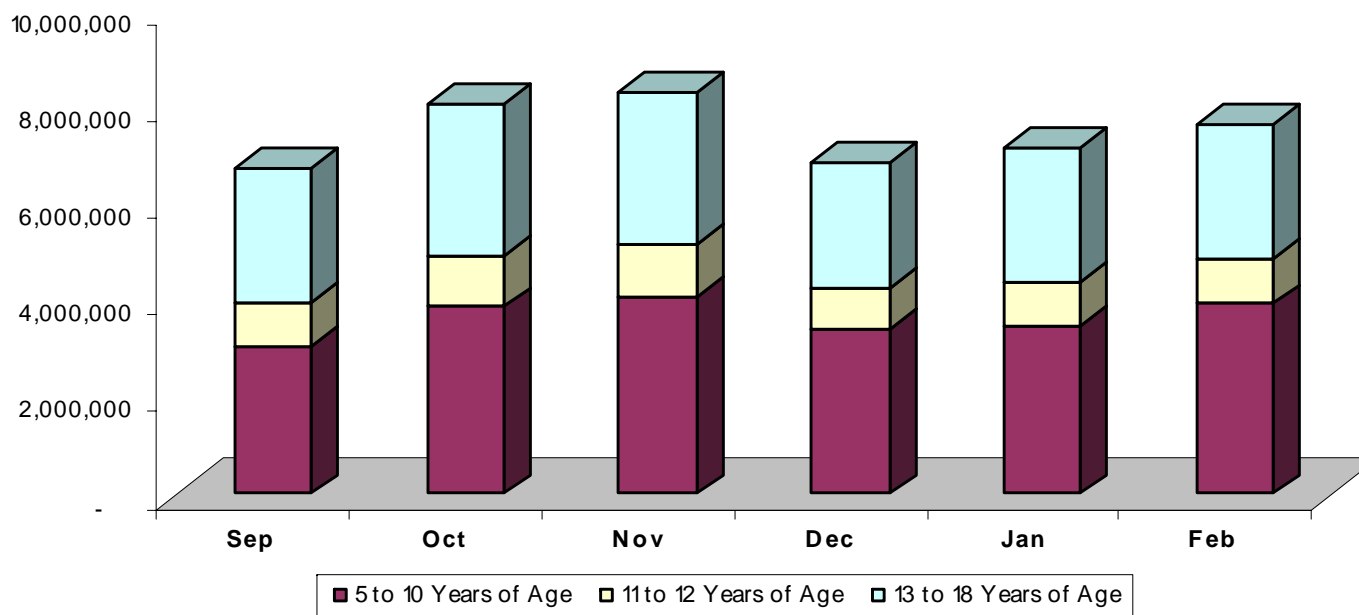
Reference: From medical claims data representing >25% of U.S. vaccinations.  
Surveillance Data, Inc. Data on file (Electronic physician claims database). March 2008.



# Expanded Immunization Recommendations Provide More Influenza Vaccination Opportunities

**39 Million (69%) 5 through 18 year-olds had one or more visits to a primary care physician during the 2007 influenza season<sup>1</sup>**

**Patient Visits**



*(As of July 31, 2007 the US Census Population Estimate for the 5-18 year age group is 57,692,196)<sup>2</sup>*

1. Surveillance Data, Inc. (SDI), February 2008. Ad Hoc Report on Patients Aged 5 to 18 Years, January to December 2007. Based on nationally projected data from physician office electronic medical claims submitted on CMS-1500 forms for third-party reimbursement. 2. Claritas, Inc., a division of The Nielsen Company, 2007 U.S. Population Estimates by Age.





# National Influenza Vaccine Summit is in the Best Position to Drive Change In Immunization Behavior

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- **Supply continues to improve**
- **Need to utilize the full influenza season to increase immunization rates among the 250M people in the targeted groups**
- **The expanded recommendations provide an opportunity to raise immunization rates within the pediatric population**