Sanofi Pasteur Influenza Vaccine 2008 Update

National Influenza Vaccine Summit
May 12-13, 2008
2007-2008 Shipping Highlights

- 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 17th, 2007
  - Pandemic vaccine is manufactured in the US
Sanofi Pasteur Provides Influenza Vaccine Across all Customer Segments

2007-2008 Direct and Indirect Sales\(^a\) (% of doses committed)

- Private Office-Based Providers: 40%
- Hospitals, Long-Term Care Facilities, and Institutions: 25%
- Public Health\(^c\): 25%
- CIP and VNAA\(^b\): 6%
- Retail Pharmacies: 4%

\(^a\) Source: sanofi pasteur internal estimates of 2007-2008 reservation results
\(^b\) Community Immunization Provider and Visiting Nurses Association of America
\(^c\) Historically, Public Health administers approximately 22% of the overall influenza market supply
Sanofi Pasteur Production Update for the 2008-2009 Influenza Vaccine

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

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

<table>
<thead>
<tr>
<th>Age Group</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>6-23 Months</td>
<td>41.0%</td>
<td>59.6%</td>
<td>57.9%</td>
<td>59.8%</td>
</tr>
<tr>
<td>2-5 Years</td>
<td>29.9%</td>
<td>15.9%</td>
<td>24.3%</td>
<td>41.6%</td>
</tr>
<tr>
<td>6-17 Years</td>
<td>20.9%</td>
<td>10.4%</td>
<td>14.8%</td>
<td>19.8%</td>
</tr>
<tr>
<td>All Peds &lt; 18 Years</td>
<td>24.9%</td>
<td>17.2%</td>
<td>21.7%</td>
<td>28.4%</td>
</tr>
<tr>
<td>18-30 Years</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>31-49 Years</td>
<td>17.2%</td>
<td>12.4%</td>
<td>15.4%</td>
<td>19.6%</td>
</tr>
<tr>
<td>50-64 Years</td>
<td>27.5%</td>
<td>15.0%</td>
<td>20.5%</td>
<td>22.7%</td>
</tr>
<tr>
<td>65+</td>
<td>44.8%</td>
<td>26.8%</td>
<td>38.5%</td>
<td>45.2%</td>
</tr>
<tr>
<td>HCW&lt;sup&gt;a&lt;/sup&gt;</td>
<td>71.8%</td>
<td>65.1%</td>
<td>68.4%</td>
<td>74.1%</td>
</tr>
</tbody>
</table>

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

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\(^1\)

(As of July 31, 2007 the US Census Population Estimate for the 5-18 year age group is 57,692,196)\(^2\)

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

- 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