Sanofi Pasteur
Influenza Vaccine Update
National Influenza Vaccine Summit
May 17, 2010

2009 Performance: Balancing the Public Health Needs For Seasonal and Pandemic Vaccine

- 2 US Manufacturing facilities allowed for simultaneous production of 2 vaccines

- Delivered on all Fluzone vaccine commitments in full
  - Supplied 52M doses well before the typical peak of disease
    - 2M doses more than commitment at the 2009 NIVS
    - Worked with NIVS and CDC to fulfill unmet long-term care needs

- Produced 87M doses of Influenza A (H1N1) Monovalent Vaccine for US Government
  - Maintained delivery schedule agreed upon with HHS
  - Initially awarded 30% of US Gov’t order, but represented:
    - 60% of total doses delivered by year end
    - 75% of injectable doses delivered by year end
2010-2011 Fluzone Vaccine Reservation Process Remains Open to Meet Demand

- Public focus on H1N1 pandemic and ACIP Universal recommendation have driven increased provider demand

- Production of over 70 million doses of Fluzone and Fluzone High-Dose for 2010-2011 season is underway
  - Fluzone High-Dose production plan designed to support earlier demand which is typical for the 65+ population

- 2 US Manufacturing facilities allow for increased supply in the normal delivery timeframe
  - Up to 50 million doses to be delivered by end of September, with the balance through November
  - Increased capacity to meet demand for no-preservative vaccine

Fluzone High-Dose Gives Patients and Healthcare Providers a New Opportunity to Prevent Influenza

- People 65 years of age and older suffer disproportionately from influenza
  - 90% of deaths and 63% of hospitalizations

- Aging, weakened immune systems do not allow them to respond as well to the standard dose vaccine as younger adults

- Fluzone High-Dose was designed to generate a more robust immune response in people 65 years of age and older
  - Up to 80% greater response

- There has been strong demand for Fluzone High-Dose
  - Sufficient supply will be produced to meet demand
  - We are working with CMS on a communication of reimbursement
Sanofi Pasteur is Committed to Influenza Vaccine Innovation

- Investment in manufacturing capacity and product development can be seen in expanding Fluzone portfolio
  - Two US production facilities with up to 150M doses of capacity
  - Ability to convert to No-preservative as demand requires
  - Launched Fluzone High-Dose for 2010-2011 season

Sanofi Pasteur is Committed to Influenza Vaccine Innovation

- New vaccines on the horizon to help address the need for growth in immunizations and improvements in effectiveness
  - Fluzone Intradermal will present an exciting option for adults
  - Quadrivalent vaccine in development to protect against both B-strain lineages
  - Investigating Universal Influenza A vaccine
Universal Influenza Immunization Recommendations Represent a Significant Step Forward

Everyone is at-risk and every case of influenza can lead to serious medical outcomes
- **Children** - “More kids die from influenza than all other vaccine-preventable diseases combined” – Andrew Kroger, CDC
- **Adults** - Pandemic Influenza A (H1N1) strain, which is included in the 2010 vaccine, was responsible for the deaths of 11,000 people under 65 years of age
- **Older adults** – 90% of the approximately 36,000 deaths each year occur in the 65+ population

Healthcare providers are preparing to immunize more patients this year
- Demand for vaccine has increased by 15% across specialty types

The National Influenza Vaccine Summit Mission is More Important Than Ever

The education of consumers will be critical to increasing immunization rates
- Market Research indicates that consumer demand for vaccination may be less than what providers are anticipating
- H1N1 immunization rates were lower than seasonal for almost all groups
- Most H1N1 vaccine recipients were the same patients that receive seasonal each year

To ensure that we achieve growth in immunization rates, we must make sure our messages are clear
- Influenza is a serious disease and everyone is at risk
- Vaccination is a safe and effective way to prevent influenza
- Vaccination must begin as soon as vaccine becomes available and continue through the full season
  - Disease typically does not peak until February
Thank You