Fluzone Vaccine and Influenza Market Update

Phil Hosbach, Vice President Immunization Policy

Agenda

- 2011-12 Fluzone Vaccine Campaign
- Influenza Immunization: Progress report
- Sanofi Pasteur's Commitment to Influenza Education and Immunization
Sanofi Pasteur: A Unique Partner in the Fight Against Influenza

- **Heritage**
  - More than 40 years of experience producing Fluzone vaccine
  - Longstanding investment in influenza education
  - Committed to investigating new technologies including universal vaccines, innovative products, and manufacturing efficiencies

- **Largest Supplier**
  - Two US influenza vaccine manufacturing facilities
  - Consistently meets all customer commitments
  - Capacity to manufacture up to 150 million doses of inactivated vaccine
  - Transitioning to 100% no-preservative presentations

- **Diverse Portfolio – support the right product for the right patient**
  - Fluzone Vaccine indication starting at 6 months of age
  - Fluzone High-Dose Vaccine – 65+
  - Fluzone Intradermal Vaccine – 18-64
  - Plan to introduce quadrivalent vaccine in 2013

2011-2012 Fluzone Vaccine Campaign Highlights

- **Approximately 65M doses were delivered**
  - Delivery completed more than 1 month earlier than in 2010 with ~50% of doses shipped by the end of August
  - Increased pediatric dose production to ensure adequate supply in light of being sole provider of influenza vaccine to children as young as 6 months of age
  - Fluzone High Dose usage increased by ~30%

- **Sanofi Pasteur’s continued longstanding commitment to deliver every dose reserved by customers across all segments**

- **Launched Fluzone Intradermal vaccine into the marketplace for adults 18-64 years of age**
Fluzone High-Dose Vaccine: Helping Prevent Influenza in Older Adults

- People 65 years of age and older suffer disproportionately from influenza related complications
  - Account for 90% of deaths and 63% of hospitalizations
- Aging, weakened immune systems do not allow them to respond as well as younger adults to standard-dose influenza vaccine
- Fluzone High-Dose vaccine was designed to generate a more robust immune response in people 65 years of age and older
  - Up to 80% greater response compared to Fluzone vaccine
  - Does not require introduction of an adjuvant
- ~4M persons 65 years of age and older received Fluzone High-Dose vaccine

Fluzone Intradermal Licensed for Persons 18 through 64 Years of Age

- Ease of administration
  - Pre-filled; no preparation or air-purging needed
  - Well accepted by clinicians
- Patient acceptance
  - Needle is shorter, thinner, and not readily visible
  - May enhance compliance in needle-averse individuals
- Needle shield feature, activated post-vaccination
- Patient and provider survey data suggest experience was positive
  - 94% of patients were satisfied, 91% would get it again and 67% prefer it over IM vaccination (n=2759)
  - 90% of providers were satisfied, 89% will use it again next year, 30% will use it for all of their 18-64 year old patients (n=600)
- Fluzone Intradermal vaccine has the potential to increase immunization rates
- Planning to launch large-scale national consumer advertising campaign to raise product awareness
Raising Immunization Rates Remains a Challenge

- Healthy People 2020 goals:
  - 90% for persons ≥65 years of age, high-risk adults 18-64 years of age, residents of long-term care, health-care personnel; 80% for all others.
  - Inadequate completion rates for the full 2-dose series among children for whom 2 doses are recommended.
  - 2008-09 rates suggest only 25% of 6-23 month olds fully vaccinated.


Lower Disease Incidence Could be Reason Enough for Individuals Not to Seek Immunization

Percentage of Visits for Influenza-like Illness (ILI) Reported by the U.S. Outpatient Influenza-like Illness Surveillance Network (ILINet), Weekly National Summary, September 30, 2008 – April 21, 2012
Visits to Health-Care Providers by Unimmunized Persons During Influenza Season

Immunization Offered More Frequently Earlier in Season, but Decreases Significantly by December

Health Care Provider Visits and Immunization Recommendations for Adults (Average number of visits per person for Sept-Apr = 2.9)

<table>
<thead>
<tr>
<th>Month</th>
<th>38%</th>
<th>37%</th>
<th>34%</th>
<th>35%</th>
<th>35%</th>
<th>36%</th>
<th>37%</th>
<th>41%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Don’t Recall</td>
<td>13%</td>
<td>12%</td>
<td>16%</td>
<td>18%</td>
<td>16%</td>
<td>16%</td>
<td>15%</td>
<td>14%</td>
</tr>
<tr>
<td>Was not Offered a Seasonal Vaccine</td>
<td>44%</td>
<td>46%</td>
<td>34%</td>
<td>56%</td>
<td>57%</td>
<td>57%</td>
<td>72%</td>
<td>74%</td>
</tr>
<tr>
<td>Was Offered a Seasonal Vaccine</td>
<td>43%</td>
<td>41%</td>
<td>30%</td>
<td>16%</td>
<td>18%</td>
<td>17%</td>
<td>13%</td>
<td>12%</td>
</tr>
</tbody>
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BASE: Those who visited their doctor’s office during <month>.

Reference: 2010-2011 National Consumer Influenza Immunization Study
Sanofi Pasteur is Committed to Influenza Education and Increasing immunization rates

- Since 2006, Faces of Influenza campaign, in collaboration with the American Lung Association has been extremely successful
  - For 2011-12 Season the Faces campaign will continue to aid with driving awareness nationally
- NBA Vaccines for Teens continues to gain attention helping to drive teens to be immunized against influenza
- Specific focus to provide education and policy support regarding need for health care worker immunizations
- Immunity campaign developed to educate the public on the value of immunizations

The National Influenza Vaccine Summit Mission is More Important Than Ever

- Education will be critical to increasing influenza immunization rates
  - Low incidence of influenza disease this season making it more difficult to motivate the public to get vaccinated next season.
  - Market research indicates that consumer demand for vaccination may be less than what providers are anticipating
  - Continue to raise awareness regarding universal recommendation
- 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 help prevent influenza
  - Vaccination must begin as soon as vaccine becomes available and continue throughout the full season