



SANOPI PASTEUR

Sanofi Pasteur Influenza Vaccines  
Chris Whitman

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### Our Credo

**Sanofi Pasteur believes in a world in which no one suffers or dies from a vaccine-preventable disease.**

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### We Are Focused on Helping to Prevent as Much Influenza Disease As Possible

**Communication Objectives**

- Increase public awareness of the real impact of flu and the value of influenza vaccines
- Vaccinate as many people as possible and extend the immunization season

- Change the influenza conversation from symptoms to influenza disease and its outcomes
- Increase use and access to vaccines proven to prevent more disease in higher-risk populations

- Grow the availability of flu vaccines proven to help prevent more influenza disease
- Invest in better understanding the impact of current vaccines and development of new solutions

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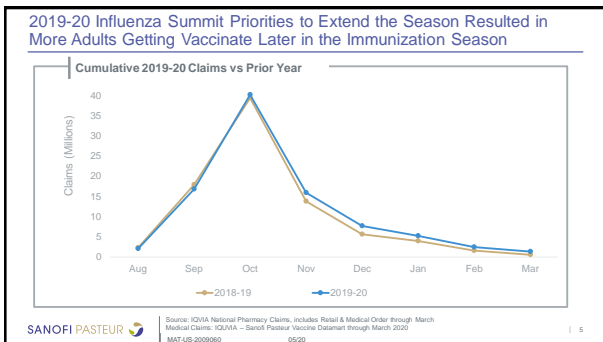
### COVID-19 Pandemic Has Increased Flu Demand and Requires a Shift in Immunization Approaches and Timing of Vaccination

*Driving patient traffic, digitizing customer interactions, and supporting alternate immunization approaches will be required to maximize in-season immunization pull-through*

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### Sanofi Pasteur's Legacy Of Innovating and Investing Continues

- 2019-20 Season: Delivered nearly 70 million doses to the US**
  - Close to 22M Fluzone® High-Dose (Influenza Vaccine), representing nearly 2/3 of immunizations in the targeted population
  - Continued growth Flublok® Quadrivalent (Influenza Vaccine) with 2x increase in distribution
  - Fluzone® Quadrivalent (Influenza Vaccine) continues to be the most used influenza vaccine brand
- 2020-21 Season: Increase production by 10% and manufacturing over 75 million doses to help protect Americans of all ages**
  - Fluzone High-Dose Quadrivalent now approved
  - Continued growth in differentiated flu portfolio, Fluzone High-Dose Quadrivalent and Flublok Quadrivalent vaccines

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