



Sanofi Pasteur Influenza Vaccine Update

National Influenza Vaccine Summit
May 17, 2010

Fluzone[®] High-Dose
INFLUENZA VIRUS VACCINE

Fluzone[®]
INFLUENZA VIRUS VACCINE

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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

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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

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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



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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-preserved as demand requires
 - Launched Fluzone High-Dose for 2010-2011 season

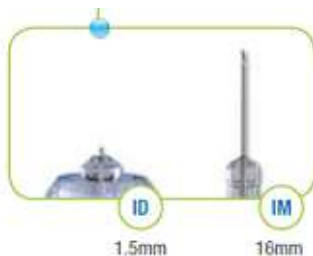


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Sanofi Pasteur is Committed to Influenza Vaccine Innovation

- 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



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Universal Influenza Immunization Recommendations Represent a Significant Step Forward

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

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The National Influenza Vaccine Summit Mission is More Important Than Ever

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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
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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

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