



COVID-19 Impact on Immunizations

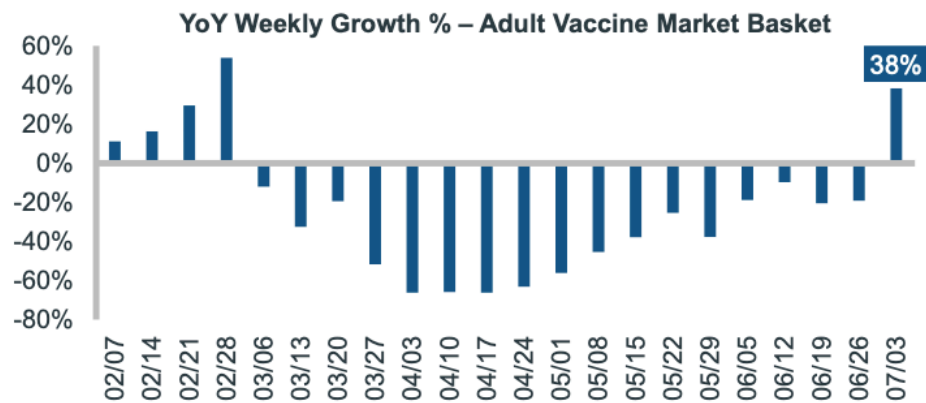
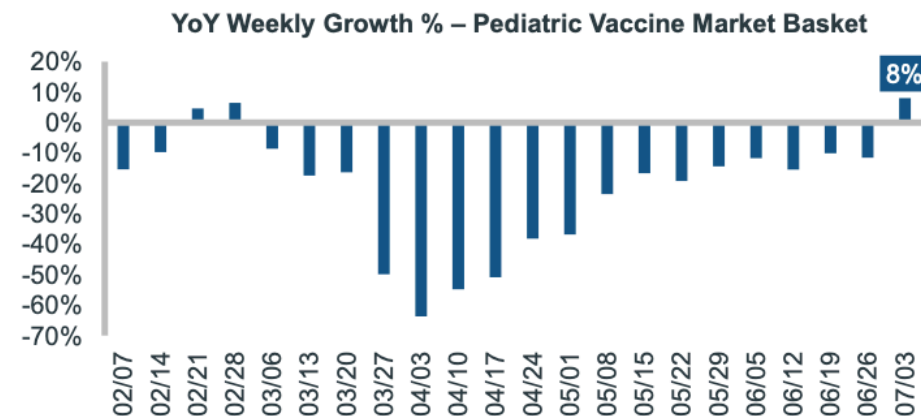
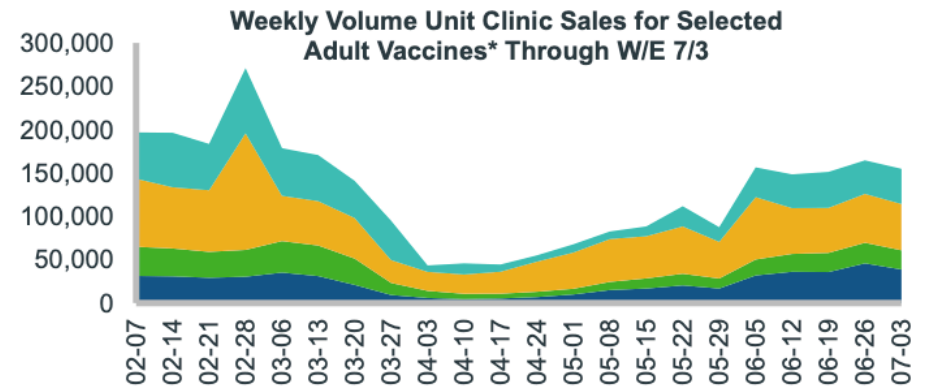
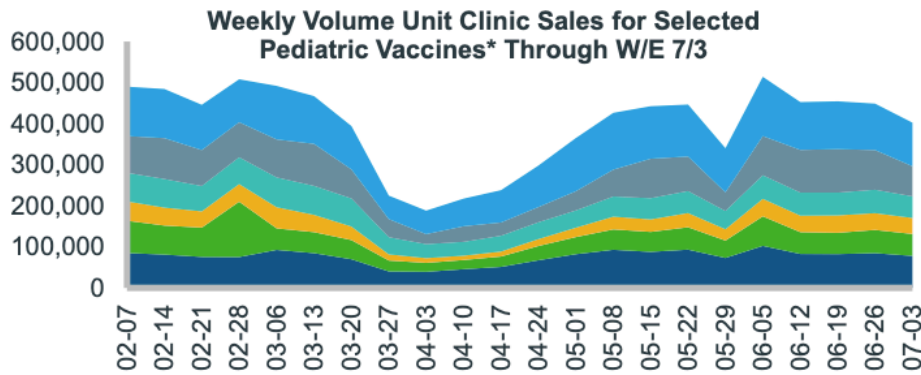
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Sanofi Pasteur

MAT-US-2014368
Non-Leave Behind

Overall utilization remains below pre-COVID levels with the most recent week showing YoY gains due to holiday timing

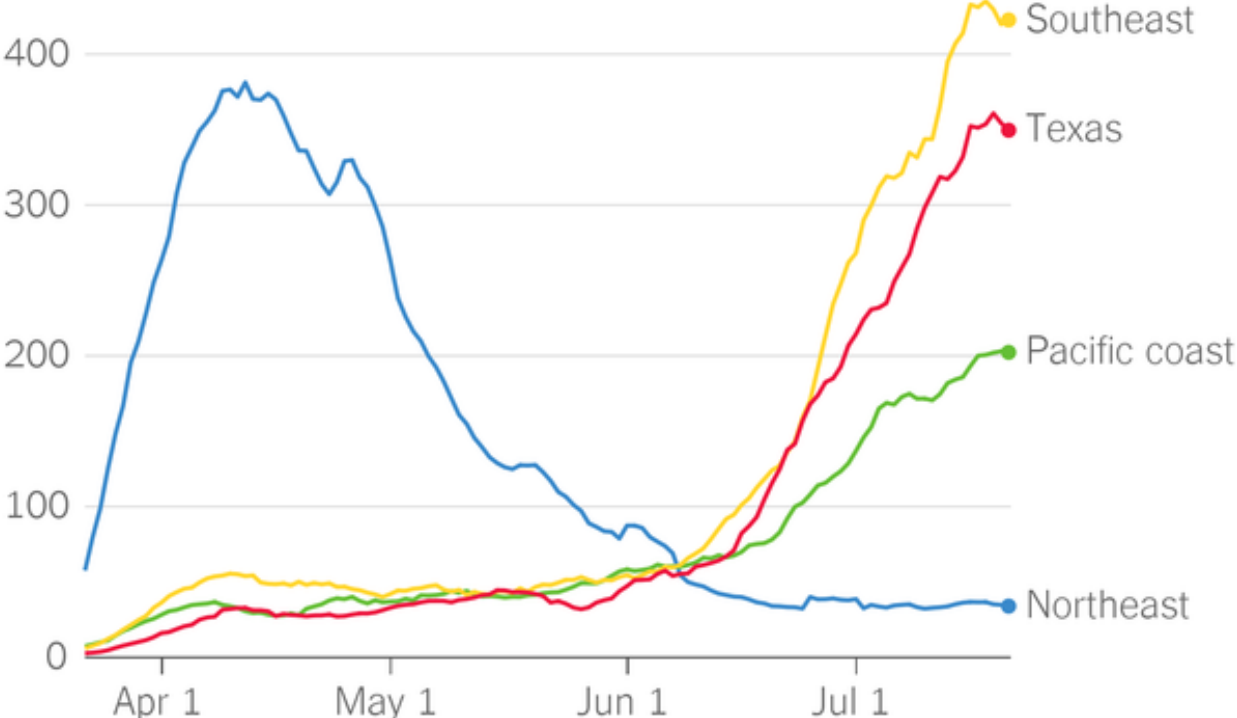


Source: IQVIA Weekly Sales Perspectives (WSP), February – June 2020; Note: Data reflects sales to clinic channel as defined by IQVIA – No methodology has been applied to determine VACCINE USE BY AGE

COVID-19 Market Impact - w/e July 3, 2020
https://www.iqvia.com/-/media/iqvia/pdfs/files/iqvia-covid-19-market-tracking-us.pdf?_id=1595526100851 Accessed 7-23-20



New Daily Coronavirus Cases (per million residents)

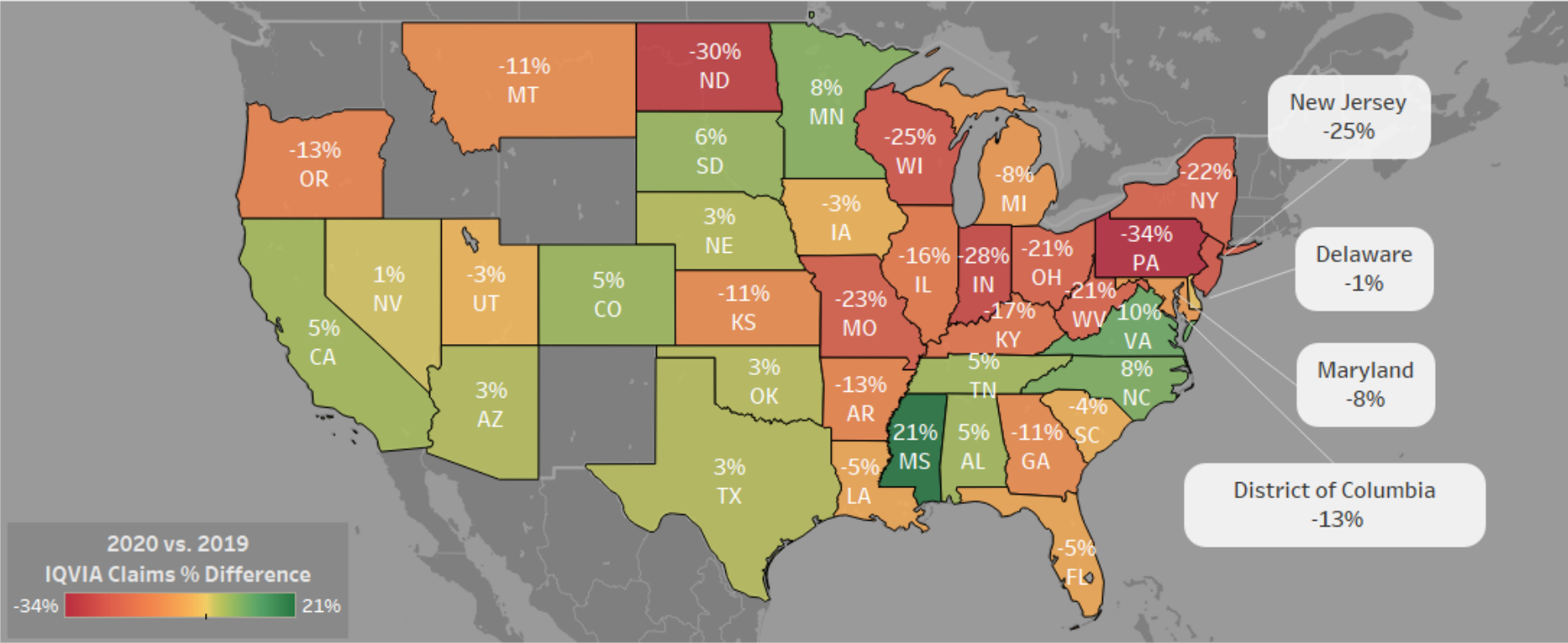


Seven-day moving averages. Southeast covers Fla., Ga, Ala., Miss. and S.C. Pacific coast covers Calif., Ore. and Wash. Northeast covers Me., N.H., Vt., Mass., R.I. Conn., N.Y., N.J. and Del.

By The New York Times | Sources: State and local health agencies and hospitals

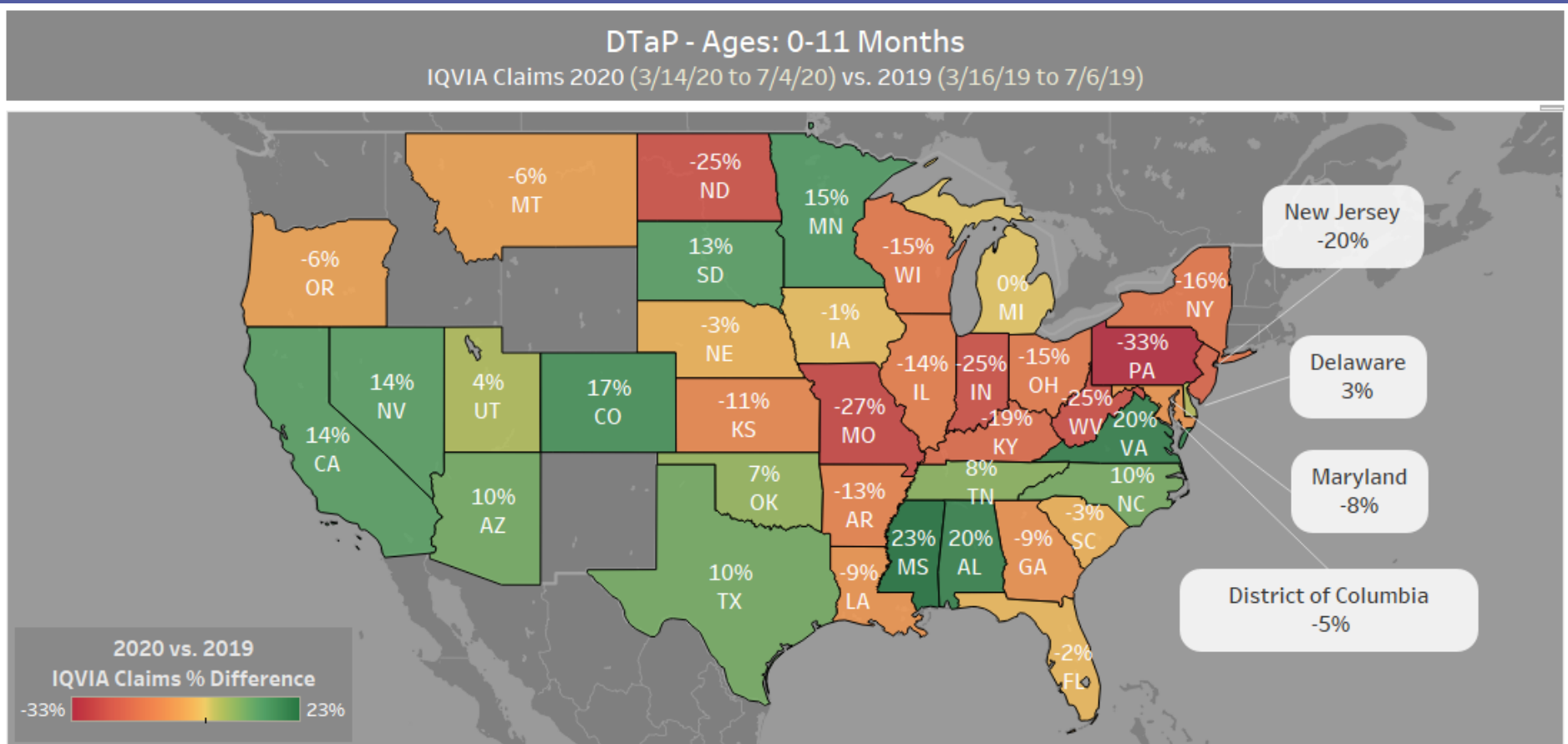
National DTaP Claims (Ages 0-7) Down by 8% Post COVID-19 Lockdown

DTaP - Ages: 0-11 Months, 1-3 Toddlers, 4-7 School Age
 IQVIA Claims 2020 (3/14/20 to 7/4/20) vs. 2019 (3/16/19 to 7/6/19)

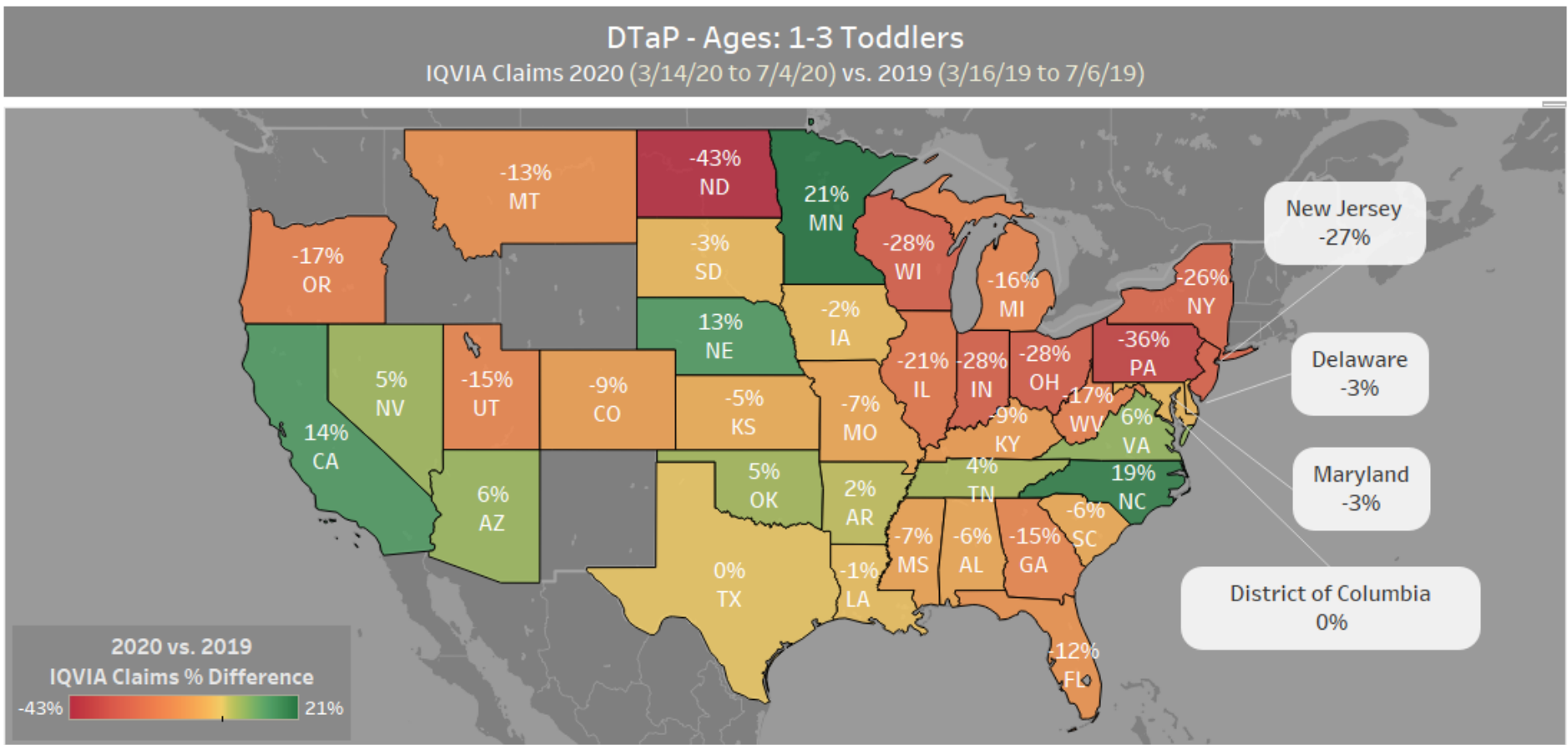


Note: This is based on information licensed from IQVIA: IQVIA Claims Data for the period 3/14/20 – 7/4/20 vs 3/16/19 – 7/6/19 reflecting estimates of real-world US activity. All rights reserved. Study details and information maintained by Sanofi Pasteur. | 4

National DTaP Claims (Primary Series) Down by 3% Post COVID-19 Lockdown

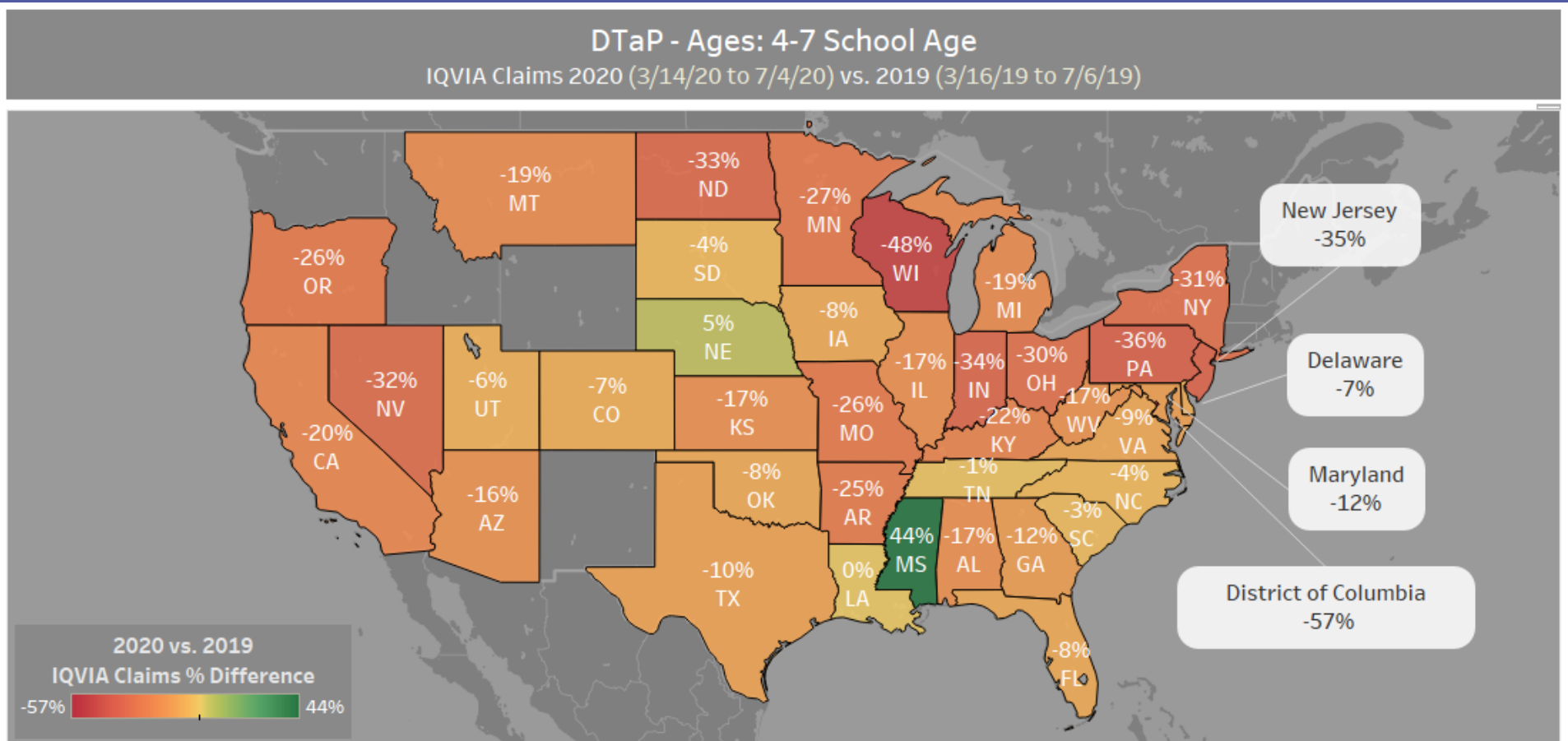


National DTaP Claims (4th Dose) Down by 10% Post COVID-19 Lockdown



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National DTaP Claims (5th Dose) Down by 19% Post COVID-19 Lockdown



Data Insights Provide Clues...and Potentially Concerns

Key Data Takeaways

- Coverage levels vary widely with geography
- Those levels tend to decrease with age
- Pediatrics is having a very different experience than adult immunizers
- Routine immunization rates are returning to pre-COVID levels...in pediatrics; adult rates lag

Considerations

- Localized planning will be key to address different situations and differences in timing
- Pediatric and Adult catch-up remains absent; large numbers remain under-immunized
- Changes/delays in school requirements will create additional provider workload issues
- Coverage gaps may indicate infrastructure challenges that will complicate seasonal influenza

Turning *Vaccine into Vaccination* will require...

Everyone working together

Coordinated messages, multiple stakeholder support, and stamina to finish routine vaccination and start seasonal influenza vaccination

Active provider outreach to instill patient confidence

Messages from the trusted voice of the provider will be most successful at overcoming issues of awareness, distancing, hesitancy, and simple logistics

Creative approaches to address access issues

Alternative delivery approaches are already required to deliver routine vaccination. These learnings will need to be shared and expanded to make influenza vaccine broadly available, address COVID concerns, and combat healthcare inequalities. Provider compensation needs to be increased to support COVID mitigation and encourage this innovation

Provider engagement throughout the vaccination season

To maximize the number of people immunized, vaccination efforts need to remain in full swing until every dose is administered...extending the season into January and beyond