



Sanofi Pasteur Influenza Vaccine 2008 Update

National Influenza Vaccine Summit
May 12-13, 2008



2007-2008 Shipping Highlights

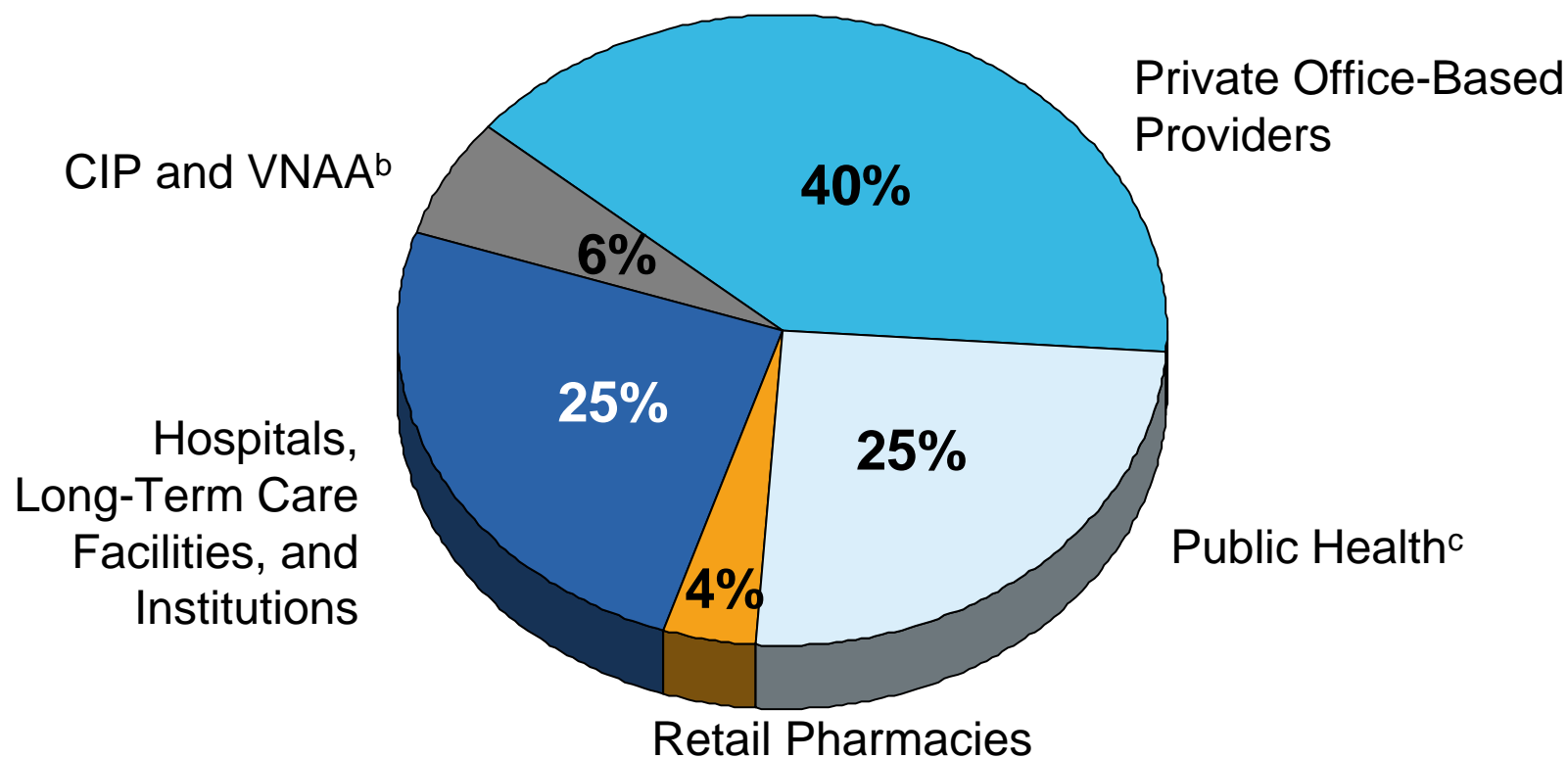
- **Sanofi pasteur supplied 52M doses of Fluzone to customers**
 - ▶ 50M doses were shipped by the end of October
- **Only manufacturer to hold a US pandemic vaccine license**
 - ▶ License granted on April 17th, 2007
 - ▶ Pandemic vaccine is manufactured in the US



Sanofi Pasteur Provides Influenza Vaccine Across all Customer Segments

2007-2008 Direct and Indirect Sales^a

(% of doses committed)



^a Source: sanofi pasteur internal estimates of 2007-2008 reservation results

^b Community Immunization Provider and Visiting Nurses Association of America

^c Historically, Public Health administers approximately 22% of the overall influenza market supply

Sanofi Pasteur Production Update for the 2008-2009 Influenza Vaccine

- Production remains on track to manufacture 50M doses for the 2008-2009 season
 - ▶ Additional doses are contingent on production yields and demand throughout the full immunization season
- Shipping is expected to begin in August and be completed in October
- Three strain changes introduces complexity to the manufacturing process that can impact both production capacity and the timing of supply



Sanofi Pasteur's Commitment to the Future

- Invested \$150M in a new facility that is expected to double capacity for influenza vaccine production
 - ▶ This new facility is expected to be validated and online for the 2009-2010 influenza season
- Robust R&D program investigating product innovations that:
 - ▶ Address the special medical needs of specific populations
 - ▶ Provide enhanced delivery methods
 - ▶ Help the nation prepare for a potential pandemic



Immunization Rates have Recovered from the Last Supply Disruption

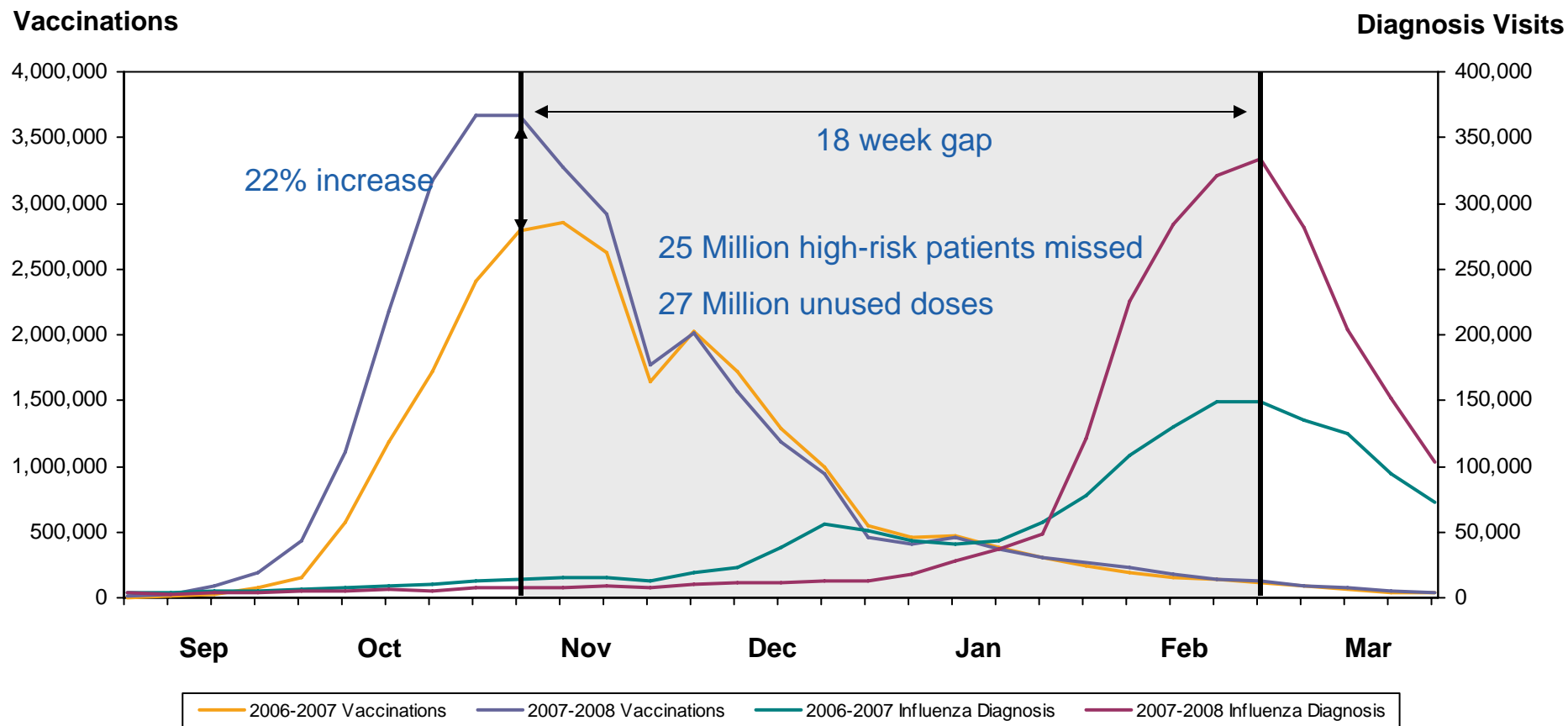
| | 2003 | 2004 | 2005 | 2006 |
|---------------------|-------|-------|-------|-------|
| 6-23 Months | 41.0% | 59.6% | 57.9% | 59.8% |
| 2-5 Years | 29.9% | 15.9% | 24.3% | 41.6% |
| 6-17 Years | 20.9% | 10.4% | 14.8% | 19.8% |
| All Peds < 18 Years | 24.9% | 17.2% | 21.7% | 28.4% |
| | | | | |
| 18-30 Years | 17.2% | 12.4% | 15.4% | 19.6% |
| 31-49 Years | 27.5% | 15.0% | 20.5% | 22.7% |
| 50-64 Years | 44.8% | 26.8% | 38.5% | 45.2% |
| 65+ | 71.8% | 65.1% | 68.4% | 74.1% |
| HCW ^a | 40.0% | 35.7% | 42.0% | N/A |

2006 National Consumer Study, June 2007

^a MMWR July 2006



Immunization Rates can be Increased by Continuing to Immunize Throughout the Full Season



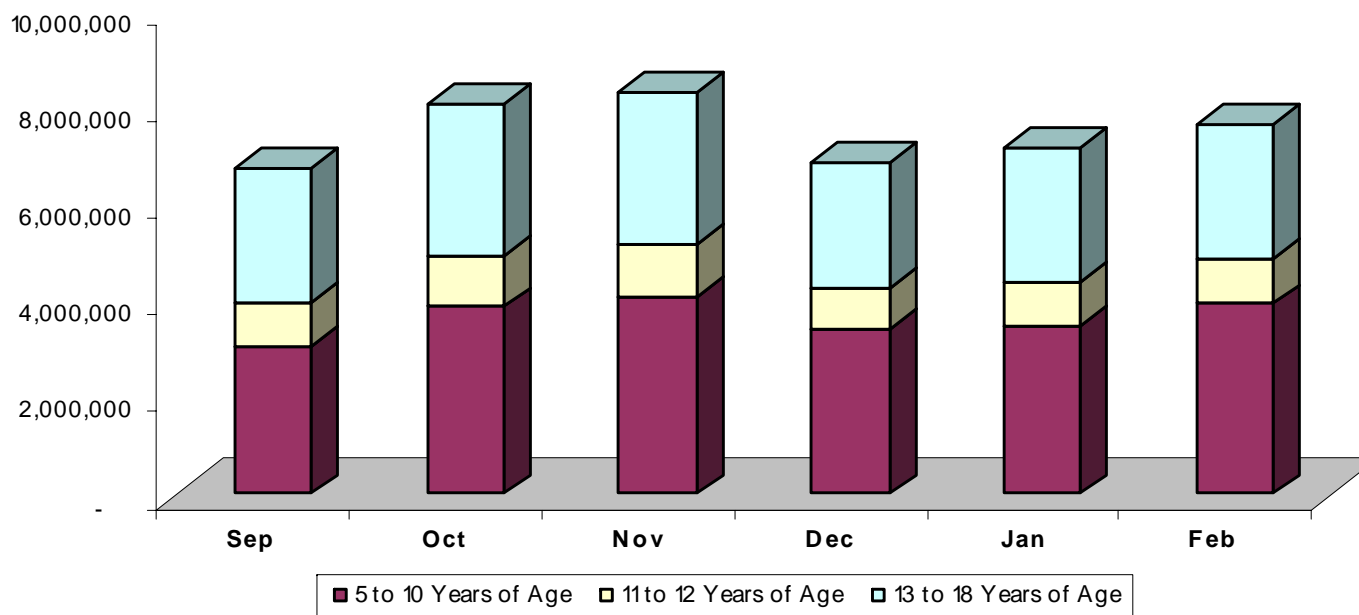
Reference: From medical claims data representing >25% of U.S. vaccinations.
Surveillance Data, Inc. Data on file (Electronic physician claims database). March 2008.



Expanded Immunization Recommendations Provide More Influenza Vaccination Opportunities

39 Million (69%) 5 through 18 year-olds had one or more visits to a primary care physician during the 2007 influenza season¹

Patient Visits



(As of July 31, 2007 the US Census Population Estimate for the 5-18 year age group is 57,692,196)²

1. Surveillance Data, Inc. (SDI), February 2008. Ad Hoc Report on Patients Aged 5 to 18 Years, January to December 2007. Based on nationally projected data from physician office electronic medical claims submitted on CMS-1500 forms for third-party reimbursement. 2. Claritas, Inc., a division of The Nielsen Company, 2007 U.S. Population Estimates by Age.



National Influenza Vaccine Summit is in the Best Position to Drive Change In Immunization Behavior

- **Supply continues to improve**
- **Need to utilize the full influenza season to increase immunization rates among the 250M people in the targeted groups**
- **The expanded recommendations provide an opportunity to raise immunization rates within the pediatric population**