

Q3 2018 RESULTS



OLIVIER BRANDICOURT

Chief Executive Officer

“With the performance we delivered in the third-quarter, Sanofi has returned to growth. We have delivered on our promise to shareholders, while bringing important new medicines and treatments to patients around the world.”

Company sales & business EPS*

€9,392M | +6.3% (+3.7%)

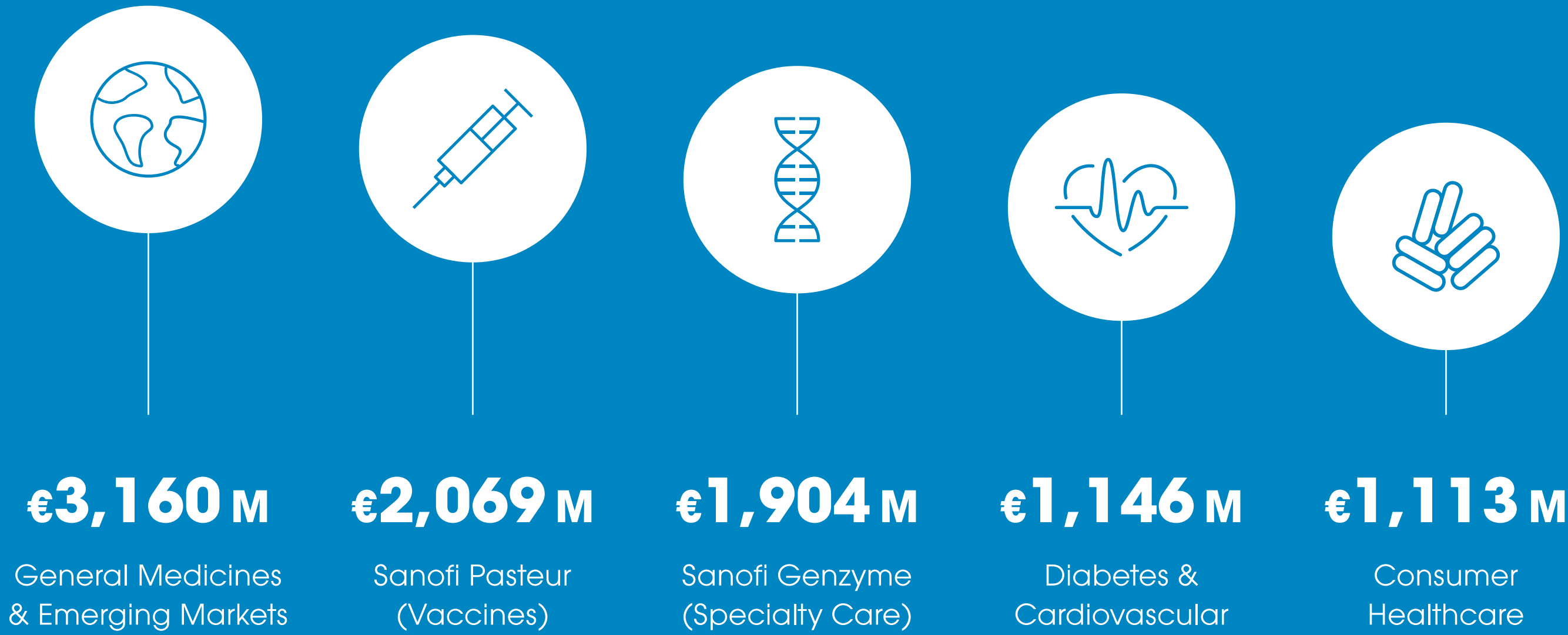
NET SALES*

€1.84 | +11.2% (+8.2%)

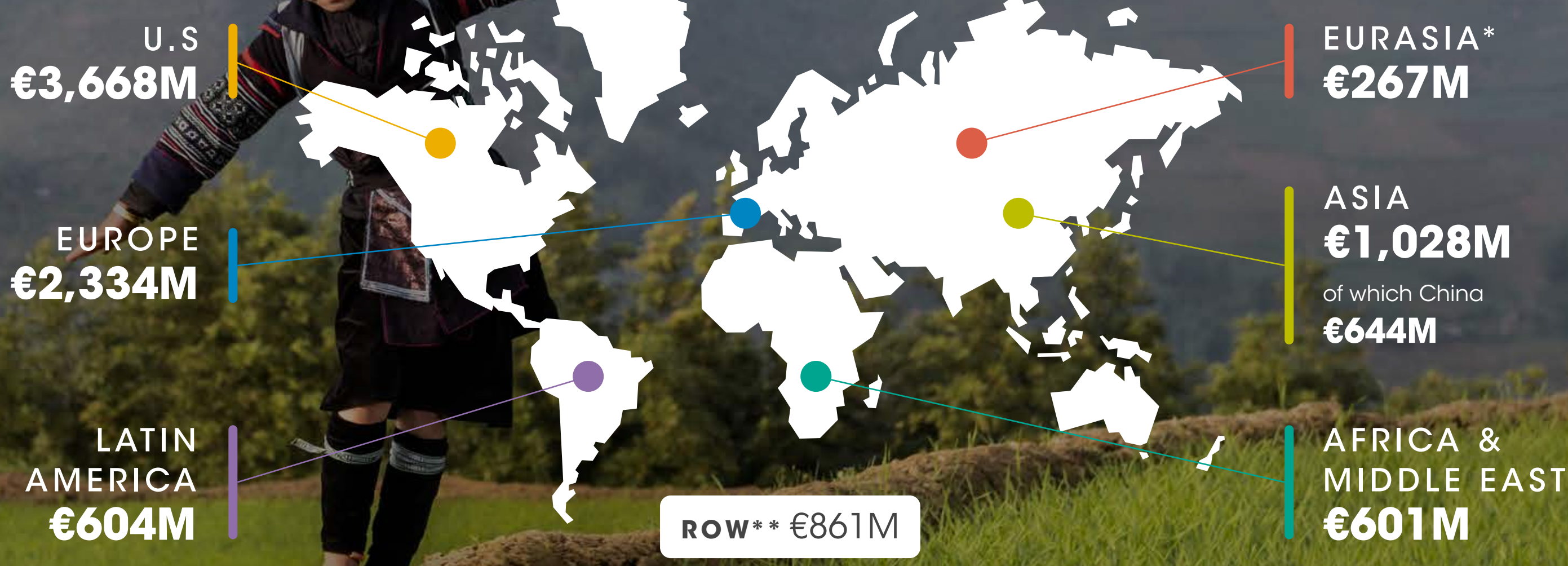
BUSINESS EPS*

*Growth rates are expressed at constant exchange rates (CER). Growth rates in parentheses are expressed on a reported basis

Sales by global business unit



Sales by geography



*Eurasia: Russia, Ukraine, Georgia, Belarus, Armenia and Turkey
**Rest of the World: Japan, South Korea, Canada, Australia, New Zealand and Puerto Rico



94

R&D highlights

projects in development, including new molecular entities & additional indications



40

projects in Phase 3 or submitted for approval

For further information on Q3 2018 results and definitions of financial indicators, please refer to the press release issued on October 31, 2018, at

[HTTPS://WWW.SANOFI.COM/INVESTORS/](https://www.sanofi.com/investors/)

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