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# R&D Day

*Play to Win*

New York, NY



December 7, 2023

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# Agenda

R&D Day – December 7<sup>th</sup>

8:30-8:35	<ul style="list-style-type: none"> <li>● Introduction</li> <li>Eva Schaefer-Jansen</li> </ul>	10:45-11:15	<ul style="list-style-type: none"> <li>● Transforming COPD treatment paradigm</li> <li><b>Expanding leadership in respiratory</b></li> <li>Manuela Buxo</li> <li><b>Physician perspective on COPD</b></li> <li>MeiLan Han, Elizabeth Laws, Brian Foard</li> </ul>
8:35-9:00	<ul style="list-style-type: none"> <li>● Play to Win - Next Chapter of Growth</li> <li><b>Leveraging innovation to drive growth</b></li> <li>Paul Hudson</li> <li><b>Transforming R&amp;D to become an Immunology powerhouse</b></li> <li>Houman Ashrafian</li> </ul>	11:15-11:30	<ul style="list-style-type: none"> <li>● Q&amp;A</li> </ul>
9:00-9:40	<ul style="list-style-type: none"> <li>● Unlocking the full value of Sanofi Immunology (Part 1)</li> <li><b>Addressing key pathways in Immuno-Inflammation to transform the practice of medicine</b></li> <li>Naimish Patel</li> <li><b>Multi-indication assets to drive future growth</b></li> <li>Shaju Backer</li> </ul>	11:30-11:45	<ul style="list-style-type: none"> <li>● Break</li> </ul>
9:40-10:00	<ul style="list-style-type: none"> <li>● Q&amp;A</li> </ul>	11:45-12:20	<ul style="list-style-type: none"> <li>● Charging our R&amp;D engine to step-up productivity</li> <li><b>Leading in Immunology Research</b></li> <li>Frank Nestle</li> <li><b>Advancing a productive and maturing development pipeline</b></li> <li>Dietmar Berger</li> <li><b>Employing AI to increase R&amp;D productivity</b></li> <li>Helen Merianos</li> </ul>
10:00-10:15	<ul style="list-style-type: none"> <li>● Break</li> </ul>	12:20-12:25	<ul style="list-style-type: none"> <li>● Concluding remarks</li> <li>Houman Ashrafian</li> </ul>
10:15-10:45	<ul style="list-style-type: none"> <li>● Unlocking the full value of Sanofi Immunology (Part 2)</li> <li><b>Physician perspective on MS</b></li> <li>Sharon Stoll</li> <li><b>Addressing high unmet needs in neuro-inflammation through innovative mechanisms</b></li> <li>Erik Wallstroem</li> </ul>	12:25-12:45	<ul style="list-style-type: none"> <li>● Q&amp;A</li> </ul>
		12:45-14:00	<ul style="list-style-type: none"> <li>● Lunch with Sanofi senior management</li> </ul>
		14:00-15:50	<ul style="list-style-type: none"> <li>● Scientific deep-dive sessions</li> <li><b>Immunology and Neurology discussions with R&amp;D leadership</b></li> </ul>

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Leveraging innovation  
to drive growth

*Paul Hudson*

Chief Executive Officer

















## *Topics* for discussion today

1. Greater insight into our *pipeline priorities and growth drivers*
2. Data that underpin our decision to *invest strategically in R&D*
3. Actions we are taking to *improve R&D productivity*
4. Progress towards our ambition to become the first pharma company *powered by AI at scale*

We are a *development-driven,*  
*tech-powered* biopharma company  
committed to *servicing patients*  
and *accelerating growth.*

# Looking back at *Play to Win 2019* priority assets

	Planned submission as shown in CMD 2019	Status
<b>BIVV001</b> (ALTUVIIIIO)	 <b>2022e</b>	 Approved on time
<b>fitusiran</b>	 <b>2021e</b>	 Potential U.S. submission in 2024
<b>SERD</b> (amcenestrant)	 <b>2021e</b>	 <i>Stopped early</i>
<b>venglustat</b>	 <b>2022e</b>	 <i>Stopped early (ADPKD)</i>
<b>nirsevimab</b> (Beyfortus)	 <b>2023e</b>	 Approved on time
<b>BTKi</b> (tolebrutinib)	 <b>2024e</b>	 Phase 3 on-going

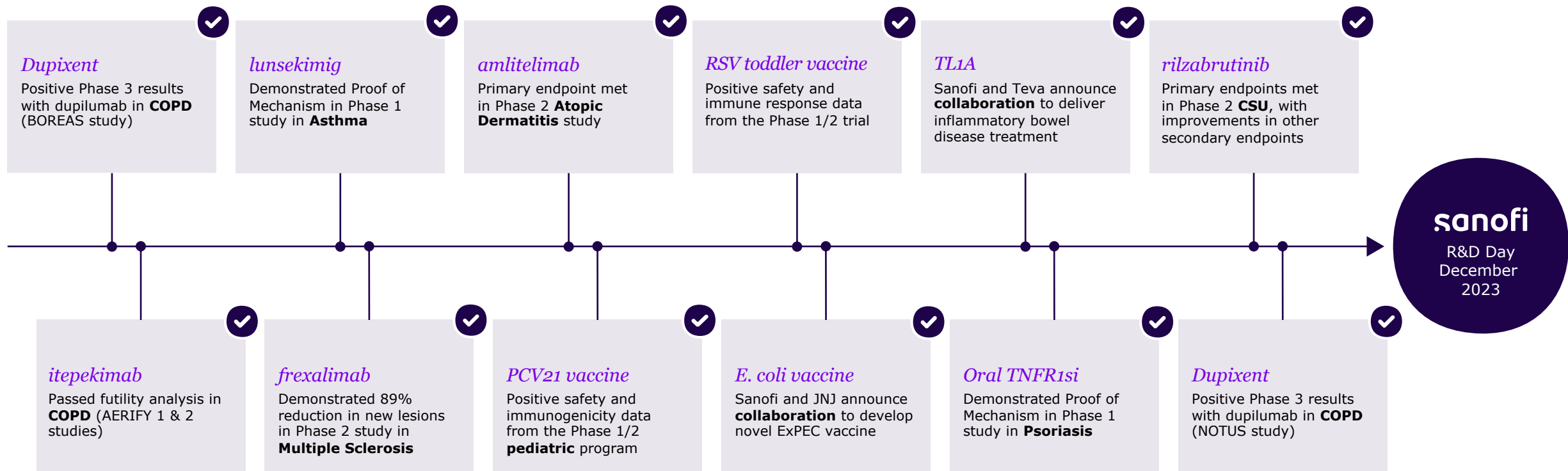
# Strategic R&D portfolio transformation propelling an industry-leading immunology pipeline

Immunology & Inflammation				Neuro-inflammation	Transplant & Type 1 Diabetes
<p><i>Atopic dermatitis</i></p> <ul style="list-style-type: none"> <li>- amltelimab</li> <li>- IRAK4 degrader</li> <li>- lunsekimig</li> </ul>	<p><i>HS</i></p> <ul style="list-style-type: none"> <li>- amltelimab</li> <li>- IRAK4 degrader</li> <li>- Anti TNFa/OX40L</li> </ul>	<p><i>Psoriasis</i></p> <ul style="list-style-type: none"> <li>- Oral TNFR1si</li> </ul>	<p><i>PN/CSU</i></p> <ul style="list-style-type: none"> <li>- Dupixent</li> <li>- rilzabrutinib</li> </ul>	<p><i>Multiple Sclerosis</i></p> <ul style="list-style-type: none"> <li>- tolebrutinib</li> <li>- frexalimab</li> <li>- SAR443820 (RIPK1i)</li> </ul>	<p><i>Transplant</i></p> <ul style="list-style-type: none"> <li>- Rezurock</li> <li>- riliprubart</li> </ul>
<p><i>Asthma</i></p> <ul style="list-style-type: none"> <li>- amltelimab</li> <li>- lunsekimig</li> <li>- rilzabrutinib</li> </ul>	<p><i>COPD</i></p> <ul style="list-style-type: none"> <li>- Dupixent</li> <li>- itepekimab</li> <li>- lunsekimig</li> </ul>	<p><i>CRSwNP</i></p> <ul style="list-style-type: none"> <li>- lunsekimig</li> </ul>	<p><i>IBD</i></p> <ul style="list-style-type: none"> <li>- Dupixent</li> <li>- Anti-TL1A</li> <li>- eclitasertib</li> <li>- Oral TNFR1si</li> </ul>	<p><i>ALS</i></p> <ul style="list-style-type: none"> <li>- SAR443820 (RIPK1i)</li> </ul>	<p><i>Type 1 Diabetes</i></p> <ul style="list-style-type: none"> <li>- Tzield</li> <li>- frexalimab</li> </ul>
<p><i>RA</i></p> <ul style="list-style-type: none"> <li>- Oral TNFR1si</li> </ul>	<p><i>SLE/Sjogren's</i></p> <ul style="list-style-type: none"> <li>- frexalimab</li> </ul>			<p><i>CIDP</i></p> <ul style="list-style-type: none"> <li>- riliprubart</li> </ul>	

Includes indications currently explored.



# Outstanding pipeline news flow in 2023



# Unprecedented pipeline of *blockbuster opportunities*

*Potential pipeline-in-a-product*

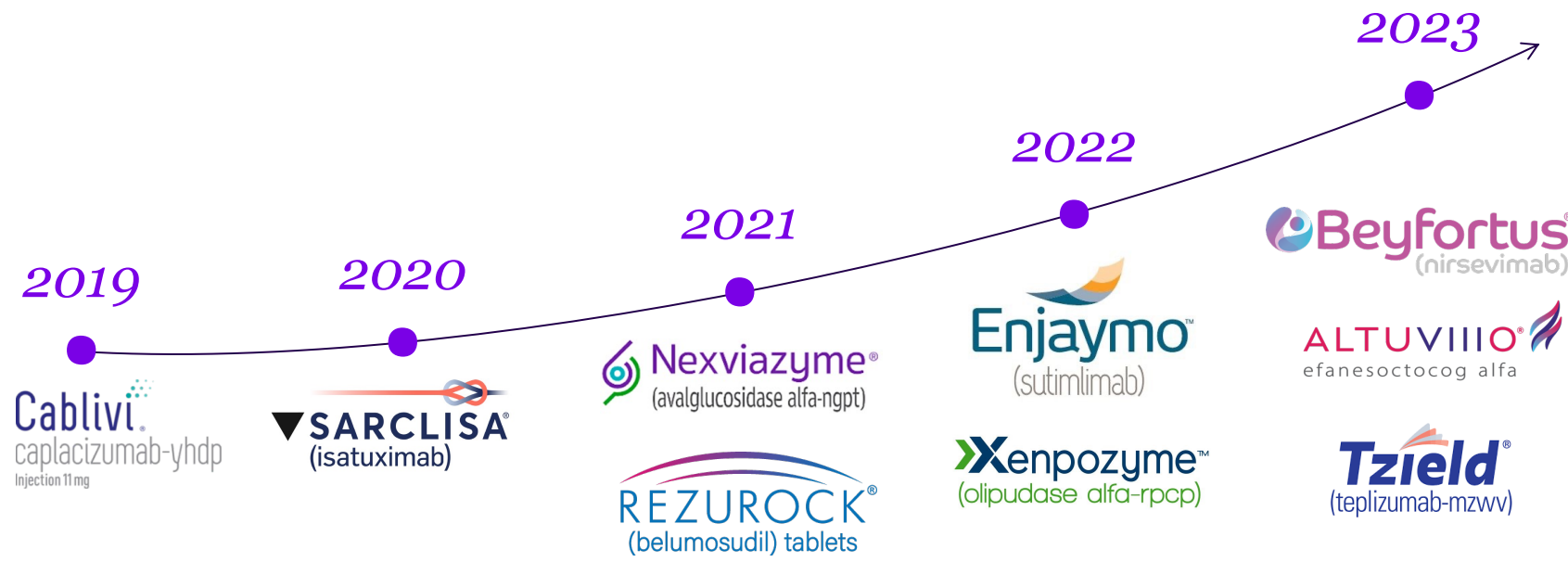
**€2-5bn** peak sales potential each

**€5bn+** peak sales potential each

Pipeline asset	Indication(s)	Expected first submission	Pipeline asset	Expected submission	Pipeline asset	Main indications	Expected first submission
<i>tolebrutinib</i> (BTKi)	Full spectrum of MS - Ph. 3	2024	<i>ExPEC vaccine</i> - Ph. 3	2027+	<i>amlitelimab</i> (Anti-OX40L)	Atopic dermatitis - Ph. 3	2027
<i>rilzabrutinib</i> (BTKi)	ITP - Ph. 3 Asthma - Ph. 2	2024 (ITP)	<i>RSV mRNA OA combo vaccine</i> - Ph. 1/2	2027+		Asthma - Ph. 2b	
<i>itepekimab</i> (Anti-IL-33)	COPD former smokers - Ph. 3	2025	<i>Acne mRNA vaccine</i> - Ph. 1/2	2027+	<i>frexalimab</i> (Anti-CD40L)	RMS, SPMS - Ph. 3	2027 (RMS)
<i>lunsekimig</i> (Anti-IL13/TSLP)	Asthma - Ph. 2b	2027+				Type 1 Diabetes - Ph. 2b	
<i>IRAK4 degrader</i>	AD, HS - Ph. 2	2027+			<i>SAR441566</i> (Oral TNFR1si)	Rheumatoid arthritis, Psoriasis - Ph. 2b	2027+
<i>Anti-TL1A</i>	IBD - Ph. 2	2027+				IBD	

Note: non-exhaustive, non-risk-adjusted peak sales estimates, at CER, barring unforeseen events.

# *Steady stream of launches* will drive sustained growth



Proven ability to accelerate and *execute on development* for internal & external assets

*Leading commercial platform* in immunology, vaccines and rare diseases to maximize opportunities & patient access

# Building an *Immunology Powerhouse* driven by new launches, Dupixent and Vaccines

>€10bn

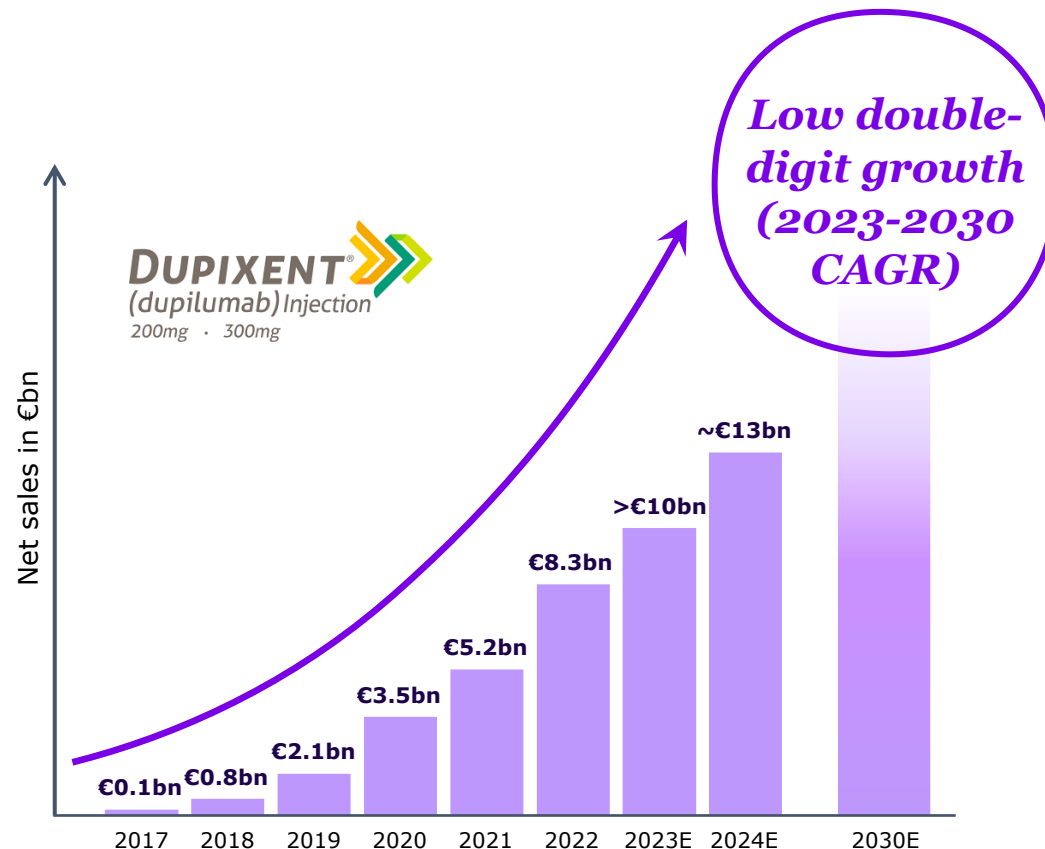
Sales contribution from Pharma launches by 2030<sup>1</sup>

*Potential launches*

tolebrutinib, itepekimab, amlitelimab, frexalimab, rilzabrutinib, lunsekimig, Oral TNFR1si

*Already launched*

ALTUVIIIO, TZIELD, Sarclisa, Nexvazyme, Rezurock



>€10bn

Sanofi Vaccines sales by 2030

*Already launched*

Beyfortus



Vaccines Investor Event, June 29, 2023

Barring unforeseen events. <sup>1</sup> Risk-adjusted net sales, at CER. Pharma already launched also includes net sales from Xenpozyme, Enjaymo, Cablivi.



# A development-driven, tech-powered biopharma company committed to serving patients and *accelerating growth*

## *Execute Play to Win*

Continue to deliver on *Dupixent*

Reducing our cost structure, plans to save up to €2bn for reallocation by end-2025

Pharma launches contributing *>€10bn sales<sup>1</sup>* by 2030

## *Industry-leading immunology pipeline*

*12 new molecular entities* with €2-5bn or €5bn+ peak sales potential

## *Driving long-term value*

Intention to *separate Consumer Healthcare* at the earliest Q4 2024

*Strong EPS rebound* expected in 2025

Disciplined *capital allocation* strategy

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Transforming R&D  
to become an Immunology  
powerhouse

*Houman Ashrafian*

Head of Research and Development



# Introducing the team



*Houman Ashrafian*

Head of R&D



*Naimish Patel*

Head of Global  
Development for I&I



*Shaju Backer*

Global Franchise Head  
of Immunology



*Erik Wallstroem*

Head of Development,  
Neurology



*Manuela Buxo*

Global Head of  
Dupixent Franchise



*Frank Nestle*

Global Head of Research,  
Chief Scientific Officer



*Dietmar Berger*

Global Head of Development,  
Chief Medical Officer



*Helen Merianos*

Global Head of R&D  
Portfolio Strategy

# *Impressions* from my first months at Sanofi R&D



*Exciting pipeline* with potential *FIC/BIC* late-stage assets, particularly building on our *I&I capabilities*



Broad array of *leading-edge technology platforms* and deep understanding of *biological pathways*



Proven track record in *combining internal and external innovation* with our leading *development capabilities*



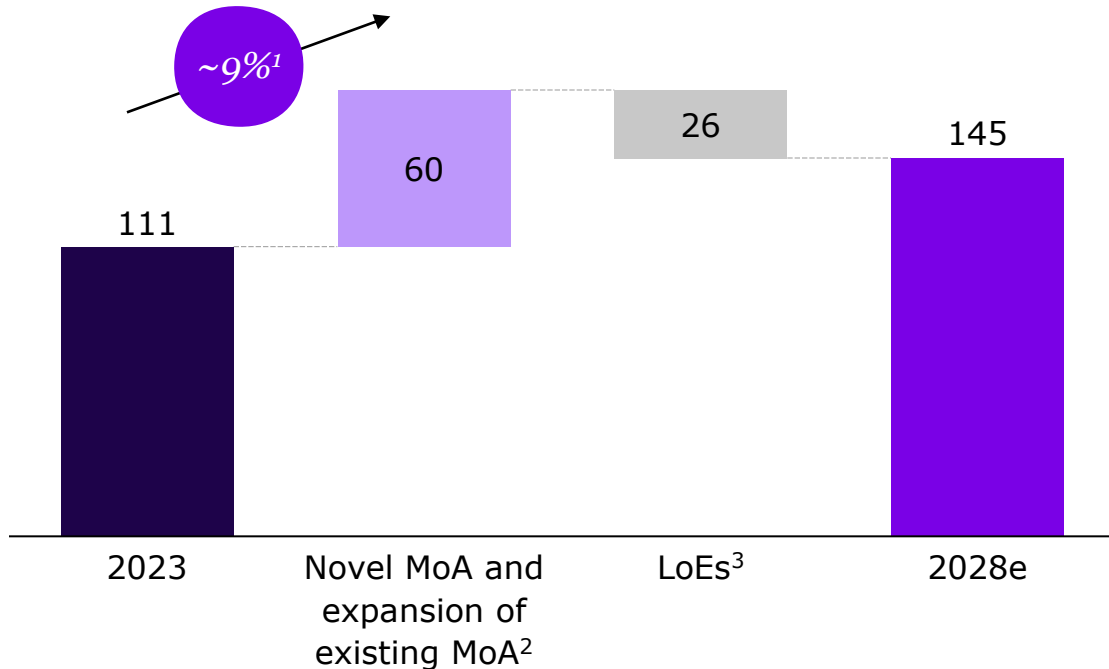
Early adopter of *Digital / AI at scale* across R&D value chain



# We are uniquely positioned to win in the *I&I* market

## *Immunology & Inflammation market*

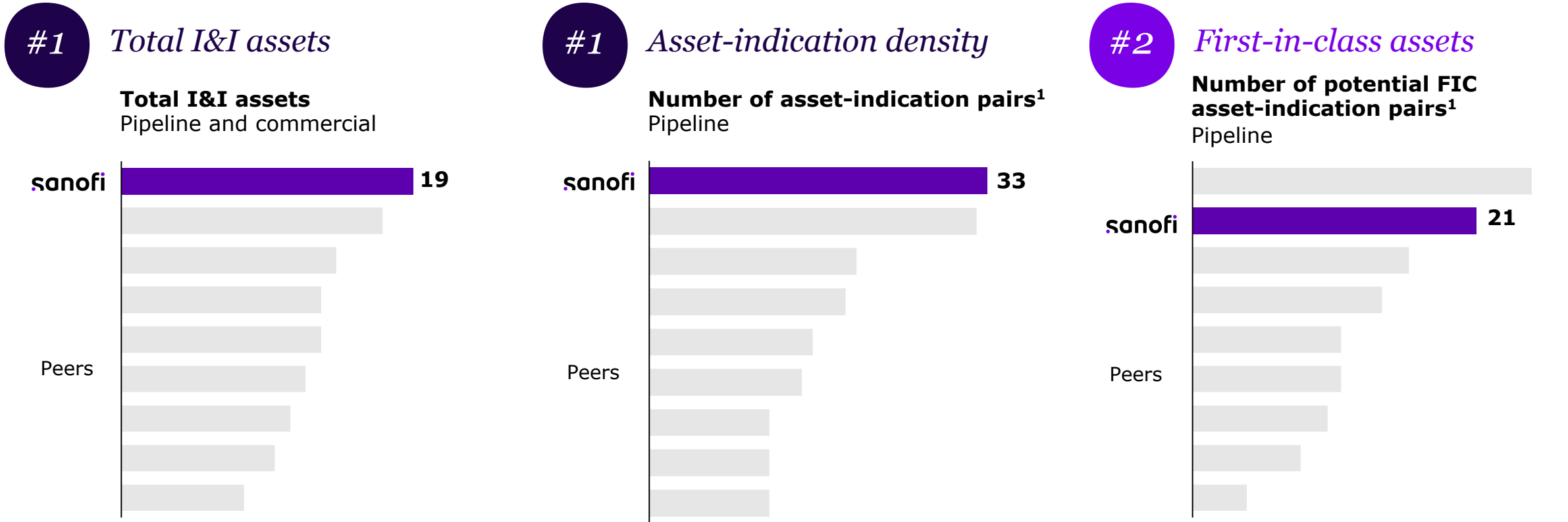
(WW revenues – Advanced therapy \$bn, 2023-2028e)



- > *>70% of assets* achieve blockbuster status in large indications<sup>4</sup>
- > *Multiple blockbusters* can coexist in the same indications
- > Novel MoAs drive higher *biologics penetration*
- > *Pipeline-in-a-product* opportunities

1. CAGR 2023-2028. 2. Novel MoAs: generate initial revenue in 2023+. 3. Declining revenue from 2023 to 2028. 4. Blockbuster is defined as an asset generating >\$1bn revenue in a particular indication, only including assets that have launched by 10/24/2023 in the U.S. in specified indications. Indications surveyed: Rheumatoid arthritis, Psoriasis, Crohn's disease, Ulcerative colitis, Asthma, Atopic dermatitis. Note: advanced therapy only for traditional I&I markets (Rheumatology, Dermatology, Respiratory, Gastroenterology). Includes key biosimilar forecasts (TNF, IL-12/23, CD20, IL-6) from DataMonitor. Source: Evaluate Pharma consensus forecasts (as of October 2023), Datamonitor.

# Sanofi portfolio positioned as *leading* I&I franchise



1. Counting asset-indication pairs (an individual asset may be counted multiple times) and includes FIC in LCM (asset-indication pair is only counted if mechanism and indication are publicly known and that asset is the latest in development in that mechanism-disease); I&I indications include those within Dermatology, Respiratory, Rheumatology, GI and close adjacency disease areas. Source: L.E.K. analysis based on company publicly disclosed pipelines on website or investor materials.

# We are *all-in on* Immunology, across therapeutic areas



*Sustain leadership* in I&I and Vaccines

*Build up scale* in areas where we can leverage our I&I strengths

*Pursue opportunistically* building upon existing strength & capabilities

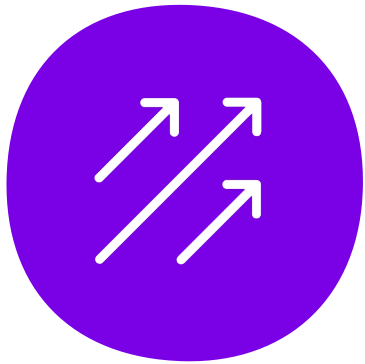
Potential *expansion* where *biologically & commercially* relevant, predominantly leveraging our *internal pipeline*

~80% of late-stage assets<sup>1</sup>

Focus on *FIC / BIC*

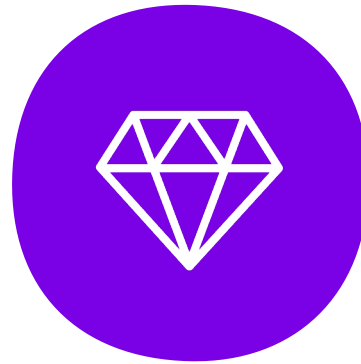
1. With at least one indication in I&I, Vaccines, Neuro-inflammation.

# Key topics to prepare for the *future*



## *Peak investment*

Multiple Phase 3 trials  
launching in parallel



## *Focus*

Breadth of platforms, sites  
and therapeutic areas



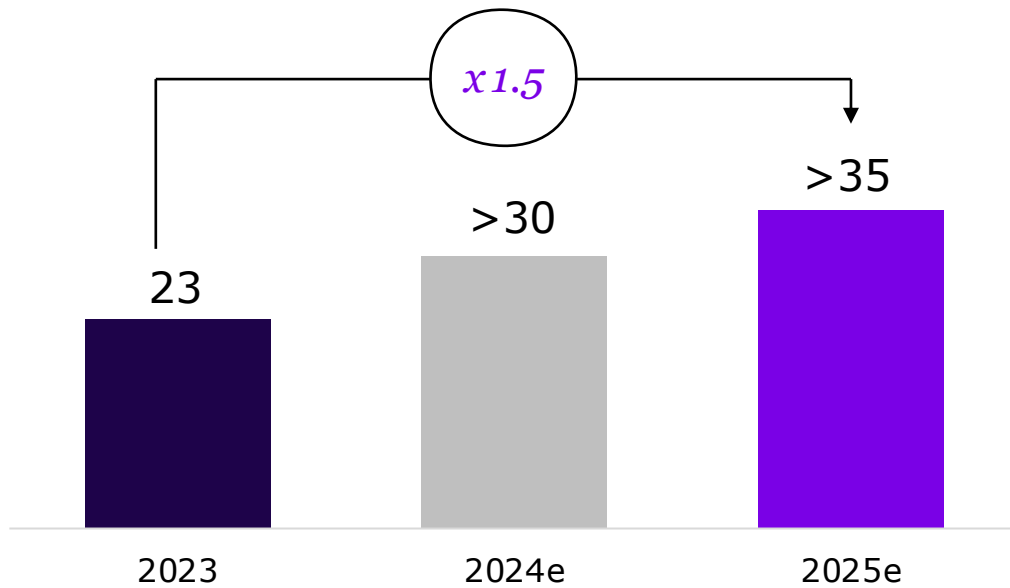
## *Pipeline sustainability*

Fueled by in house  
research and external  
innovation



# Launching *multiple Phase 3* trials in Immunology

## Phase 3 projects<sup>1</sup>



## Planned Phase 3 studies starts in 2024<sup>2</sup>

Name	Description	Indication
<b>amlitelimab</b>	Anti-OX40L mAb	AD
<b>rilzabrutinib</b>	BTKi	PN
<b>rilzabrutinib</b>	BTKi	CSU
<b>frexalimab</b>	Anti-CD40L mAb	RMS
<b>frexalimab</b>	Anti-CD40L mAb	nrSPMS
<b>riliprubart</b>	C1s inhibitor	CIDP
<b>riliprubart</b>	C1s inhibitor	CIDP – IVIg
<b>SP0202</b>	Next Generation Conjugate Vaccine	PCV21
<b>SP0125</b>	Live Attenuated Virus Vaccine	RSV toddler
<b>SP0282<sup>3</sup></b>	Bioconjugate Vaccine	ExPEC

Barring unforeseen events. 1. A project can consist of 2 or several trials. 2. Study start defined as First Patient In. 3. Phase 3 costs to start in 2024 due to partnership closing in Q4 2023.

# First impression where Sanofi oncology has a *right to win*

Our strategy  
in Oncology



Highest unmet  
needs of patients

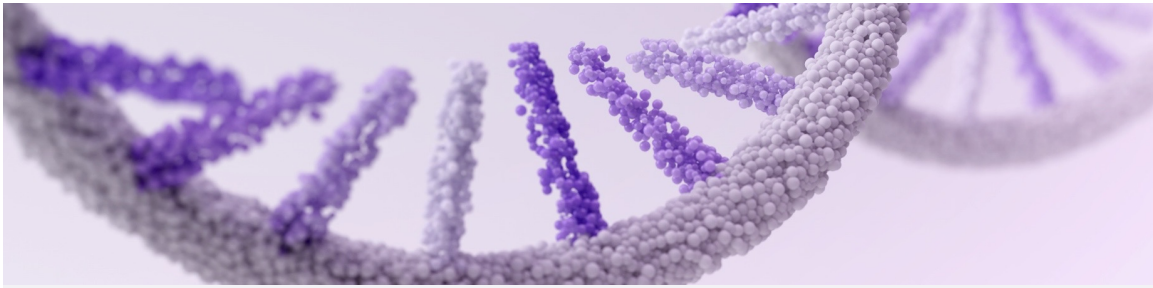
Immune–  
mediated MoAs

New & differentiated  
platforms

## Select examples

- › *Sarclisa*: Building a pipeline in Multiple Myeloma
- › *NK cell engagers*: Harnessing the power of immune-mediated MoA (e.g., CD123 NKCE)
- › *Differentiated ADCs*: Expanding our presence in GI and Lung (e.g., CEACAM5-TOPO1)

# Sustainable pipeline fueled by *in house research* and *external innovation*



- *Differentiated technology platforms*  
From small molecules to antibodies, mRNA, genomic medicine
- *First-in-class target combinations*  
Hitting multiple core pathways
- *Deep understanding of pathway biology*  
Strength in target identification and Precision Medicine



- *Strong track record in sourcing and launching external innovation*  
E.g., ALTUVIIIIO, amlitelimab, Beyfortus, Rezurock, Tziel
- *Deeply rooted in the innovative healthcare ecosystem within France and across Europe*  
E.g., Strategic partnerships and academic alliances

# Continued pipeline momentum driven by Immunology

	2024			2025		
Key pivotal readouts	<i>tolebrutinib</i>	Brain-penetrant BTKi for full spectrum of MS	RMS, nrSPMS	<i>itepekimab</i>	First-in-class IL-33 in COPD former smokers	COPD
Pipeline-in-a-product Phase 2 readouts	<i>amlitelimab</i> (Anti-OX40L)	Durable disease modification in I&I diseases	Asthma	<i>SAR441566</i> (Oral TNFR1si)	Potential foundational oral regimen in I&I diseases	Psoriasis RA
				<i>amlitelimab</i> (Anti-OX40L)	Durable disease modification in I&I diseases	HS
Key Phase 2 readouts	<i>rilzabrutinib</i>	Asthma (HD)		<i>IRAK4 degrader</i>	AD, HS	
	<i>Anti-TL1A</i>	IBD (IA)		<i>Anti-TNF<math>\alpha</math>/OX40L</i>	HS	

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Addressing key pathways  
in Immuno-Inflammation  
to transform the practice  
of medicine

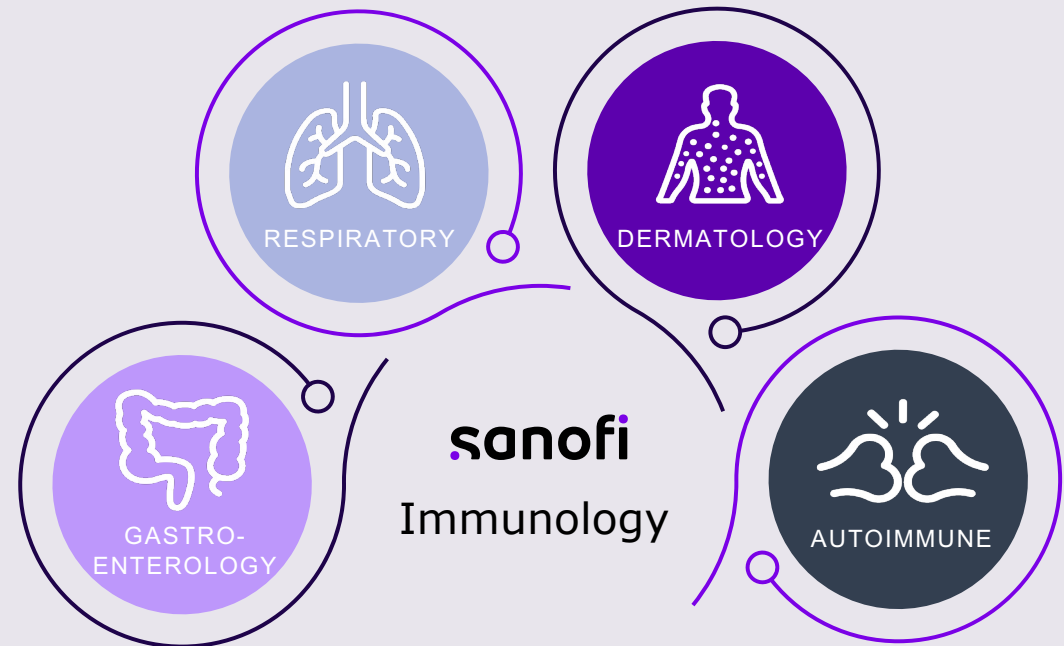
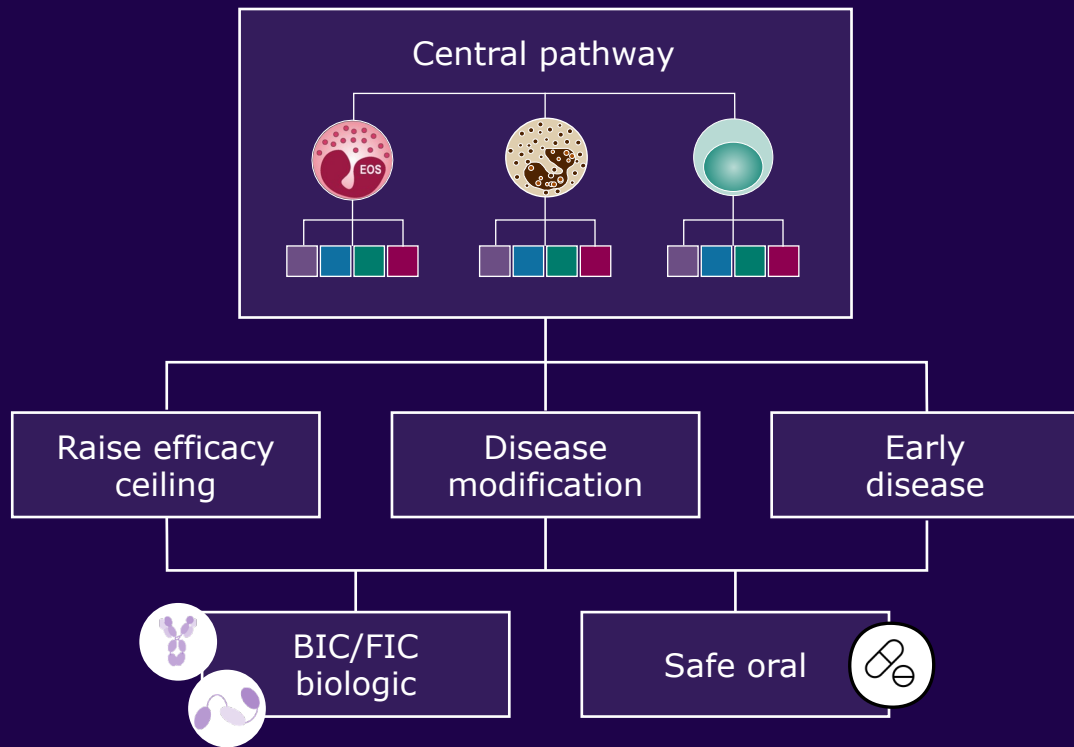
*Naimish Patel*

Global Head of Development  
for Immunology and Inflammation

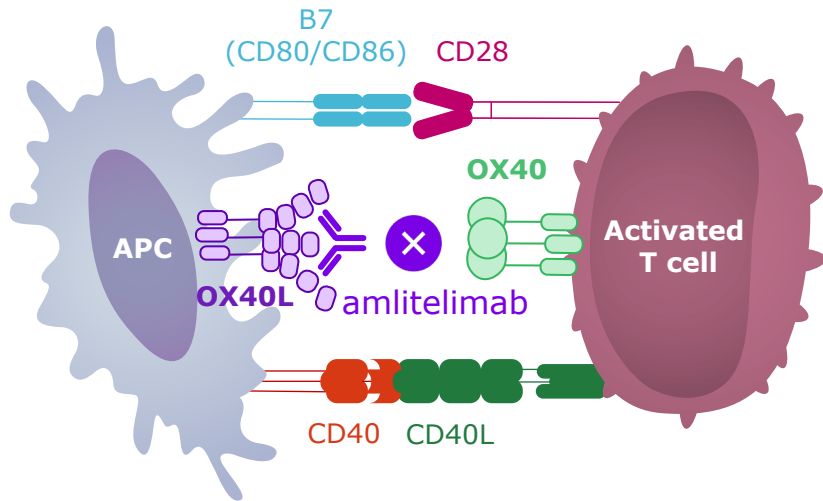


# Unlocking the full value of Sanofi Immunology

## Our scientific approach in I&I



# Amlitelimab: Potential *best-in-class* OX40L pathway blockade, a key pathway in immune diseases



Blocking OX40L on antigen presenting cells, inhibits T-cell dependent inflammation *without immunosuppressive cell depletion*

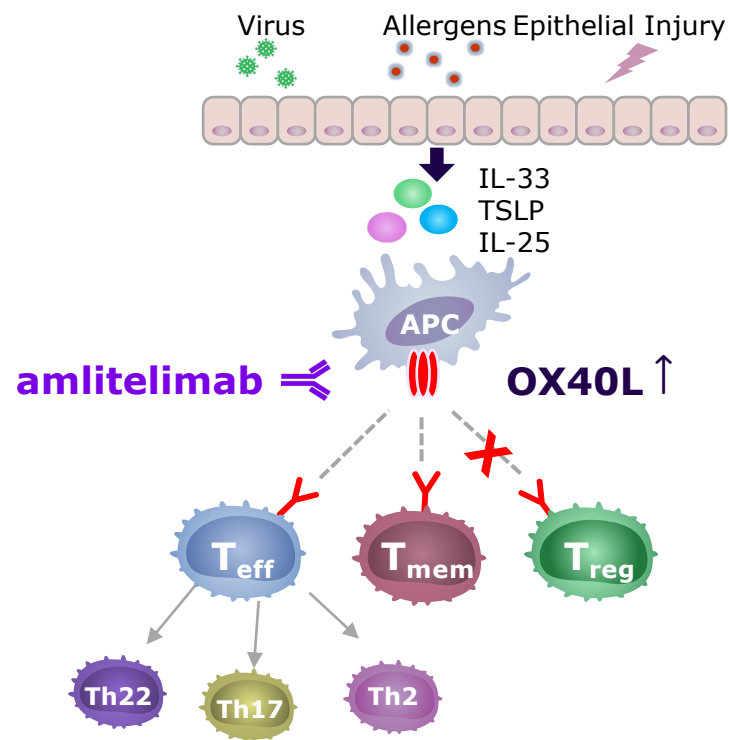
Efficacy across both Type 2 and non-Type 2 pathways, *broadly* eligible population

Pursuing durable *disease modification and long-term control* for best-in-disease Q12W dosing in AD

Central controller of inflammation, with potential for pipeline-in-a-product, leading to a *€5bn+ peak sales potential*

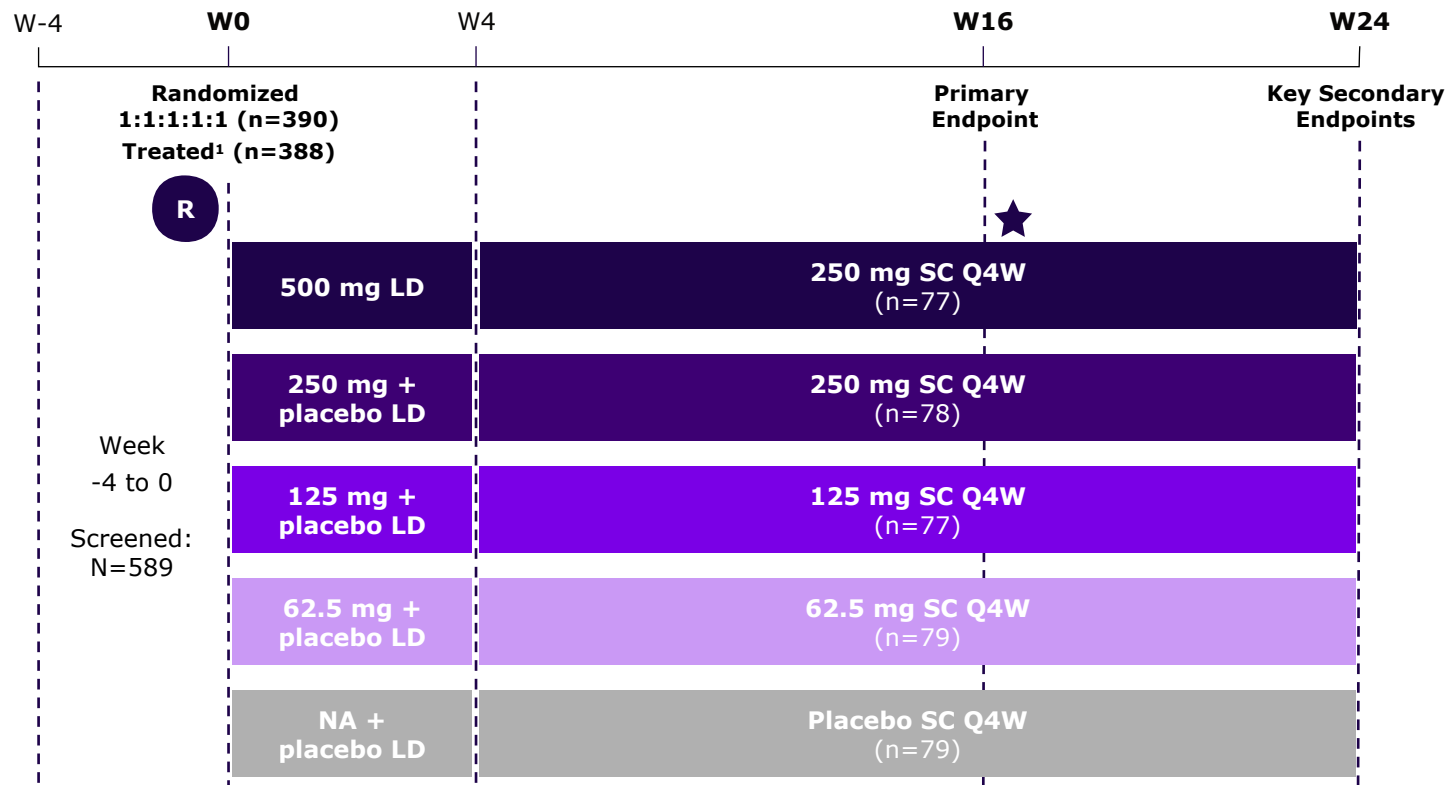


# Amlitelimab: *Unique MoA* of blocking OX40L has clear advantages versus blocking OX40



- > Anti-OX40L on APC, rebalancing the immune system without *target cell depletion*
- > Targets Th2/Th17/Th22 for *broad indication* profile
- > *OX40L blockade advantages over OX40 depletion*
  - OX40L expression limited to sites of inflammation,
  - Preserves T<sub>eff</sub>, T<sub>mem</sub> cells,
  - Preserves and activates T<sub>reg</sub>,
  - Avoids cytokine release (fever, chills).

# Comprehensive amlitelimab Phase 2b trial design in AD



## Primary endpoint

Percentage change in EASI from baseline to Week 16

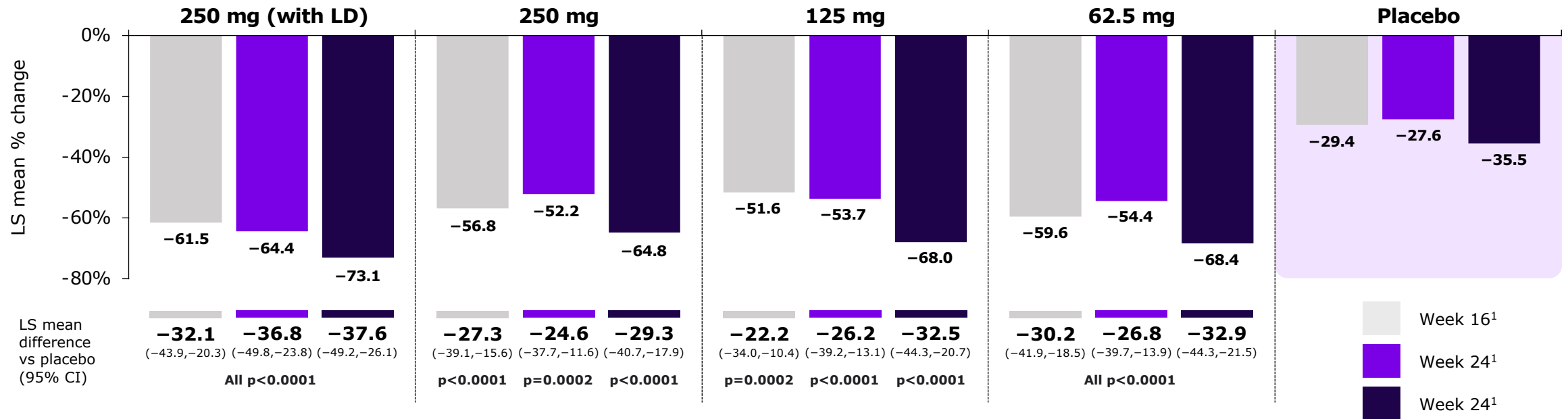
## Secondary endpoints include

- Percentage change in EASI from baseline to Week 24
- Percentage of patients with EASI-75 at Week 16/24
- Percentage of patients with IGA 0/1 at Week 16/24
- Incidence of TEAEs
- Change in soluble protein blood biomarkers
- ADA titers and incidence

STREAM-AD (NCT05131477). 1. Two patients found to be not eligible after randomization. Amlitelimab is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Amlitelimab: Significant *efficacy* across doses, suggesting target saturation and potential for durable response

## Percentage Change in EASI From Baseline at Weeks 16 and 24



- Study met primary and key secondary endpoints (percentage change in EASI), regardless of how rescue treatment was statistically handled and with the largest placebo-adjusted difference demonstrated using 'treatment policy' data across all doses
- 250 mg Q4W with LD dose showed greatest placebo-adjusted difference at Week 16, that continued to improve through Week 24

1. Week 16 and Week 24 data collected after early treatment discontinuation due to reasons other than lack of efficacy prior to endpoint timepoint are included. Data on or after rescue medication or prohibited medications impacting efficacy start date or after the date of treatment discontinuation due to lack of efficacy prior to endpoint timepoint, were set to missing and imputed by WOCF. Any other unobserved values or other missing data are imputed by multiple imputation. Data using treatment policy: all data are used for analysis, regardless of treatment discontinuation, regardless of rescue/prohibited concomitant medications use. Missing data are imputed by multiple imputation based on all patient's data. Amlitelimab is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Generally *well-tolerated* across all dose arms

TEAEs through Week 24	amlitelimab pooled dose groups	Placebo
<b>Number (%) unique patients (N=388)</b>	<b>N=310</b>	<b>N=78</b>
<b>Any TEAEs</b>	209 (67.4%)	47 (60.3%)
<b>Deaths</b>	0	0
<b>Any TEAE leading to treatment discontinuation</b>	14 (4.5%)	5 (6.4%)

Most frequent TEAEs by PT through Week 24 (≥5% in pooled amlitelimab groups)	amlitelimab pooled dose groups	Placebo
<b>Number (%) unique patients (N=388)</b>	<b>N=310</b>	<b>N=78</b>
<b>Worsening AD</b>	53 (17.1%)	30 (38.5%)
<b>Nasopharyngitis</b>	34 (11.0%)	7 (9.0%)
<b>COVID-19</b>	24 (7.7%)	5 (6.4%)
<b>Headache</b>	19 (6.1%)	2 (2.6%)

Of patients who reported a TEAE: in the pooled amlitelimab groups 196 (93.8%) were mild or moderate, and in the placebo group 44 (93.6%) were mild or moderate

No reports of serious infections<sup>1</sup>, severe injection site reactions or aphthous ulcers. No chills, pyrexia or influenza/influenza-like illness within 72 hours of injection

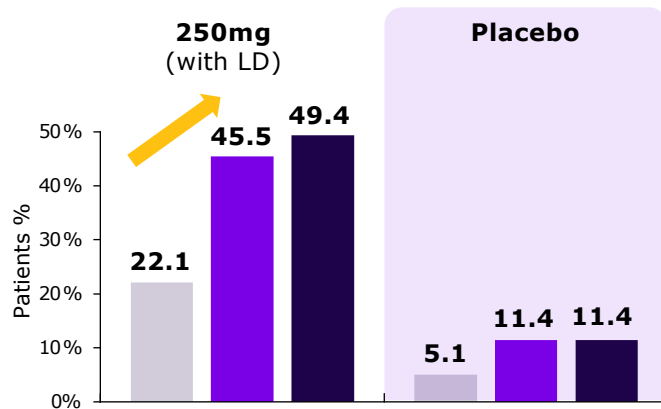
Low incidence of conjunctivitis<sup>2</sup>, balanced across treatment arms

Anti-drug antibodies levels were generally low and not found to impact the PK of amlitelimab

1. Pooled PTs of "oral herpes", "herpes simplex reactivation", "herpes dermatitis" and "eczema herpeticum". 2. Including PTs of "conjunctivitis allergic", "conjunctivitis", "conjunctivitis bacterial". Amlitelimab is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

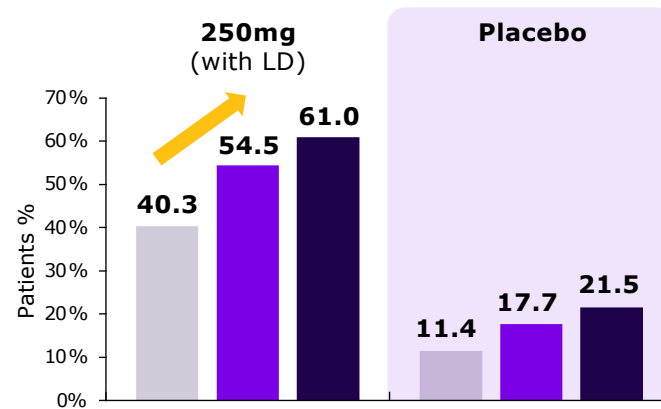
# Amlitelimab shows significant *improvements* in signs and symptoms of atopic dermatitis

Percentage of patients achieving IGA 0/1 at Weeks 16 and 24



Proportion difference vs. placebo (95% CI)	17 (6,27)	34 (21,47)	38 (25,51)
	p=0.0022	p<0.0001	p<0.0001

Percentage of patients achieving EASI-75 at Weeks 16 and 24



Proportion difference vs. placebo (95% CI)	29 (16,42)	36 (23,50)	39 (25,53)
	All p<0.0001		

■ Week 16<sup>1</sup> ■ Week 24<sup>1</sup> ■ Week 24<sup>2</sup>

Results support the clinically *meaningful efficacy* with regards to regulatory accepted endpoints

*Best efficacy* observed in high dose regimen with loading dose, showing progressive improvements to Week 24

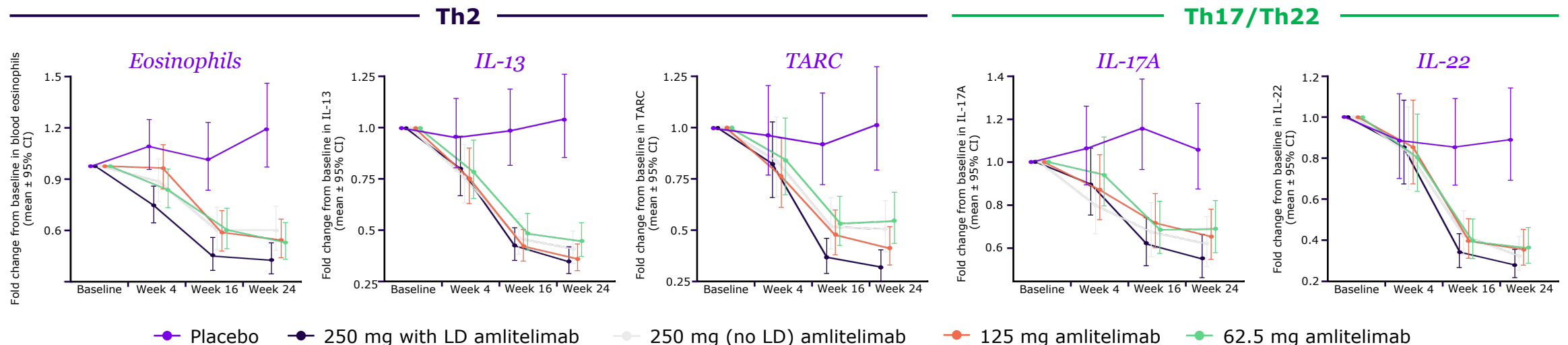
Opportunity for *reducing treatment dosing frequency*

1. Data collected after early treatment discontinuation due to reasons other than lack of efficacy prior to endpoint timepoint are included. Data on or after rescue medication or prohibited medications impacting efficacy start date or after the date of treatment discontinuation due to lack of efficacy prior to endpoint timepoint, were considered as non-responders. Any other unobserved values or other missing data are considered as non-responders at Week 16 and Week 24. 2. All data are used for analysis regardless of treatment discontinuation, regardless of rescue/prohibited concomitant medications use. Missing data are considered as non-responders at Week 16/Week 24. Amlitelimab is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Amlitelimab demonstrates a *potent* effect on key biomarkers elevated in atopic dermatitis

- Amlitelimab treatment reduced biomarkers elevated in AD including Th2-related IL-13 and TARC, Th17/Th22-related IL-17A and IL-22 and notably led to decreased eosinophil counts
- Amlitelimab treatment substantially reduced these biomarkers across all doses at Weeks 16 and 24
- Greatest observed reduction in the 250 mg with LD arm, with consistent dose-dependent trend, and a substantial decrease in eosinophils as early as Week 4

## Fold-change from Baseline to Week 24



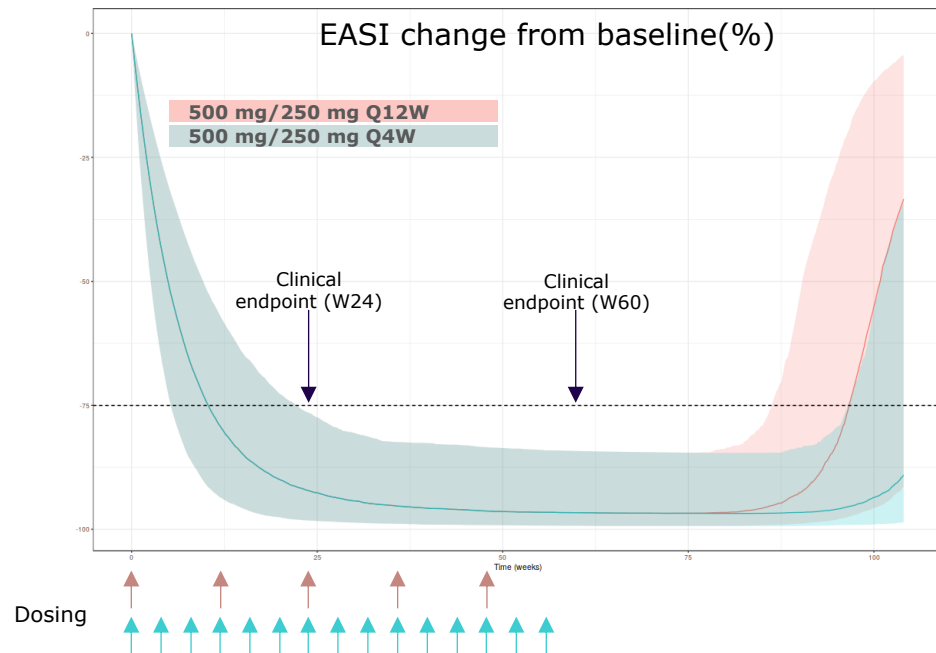
Amlitelimab is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Amlitelimab: Durable disease control with potential for *best-in-disease* dosing at Q12W

## *Best-in-disease dosing with Q12W:*

Q12W efficacy predicted equivalence to Q4W

### Population Pharmacokinetic/EASI model



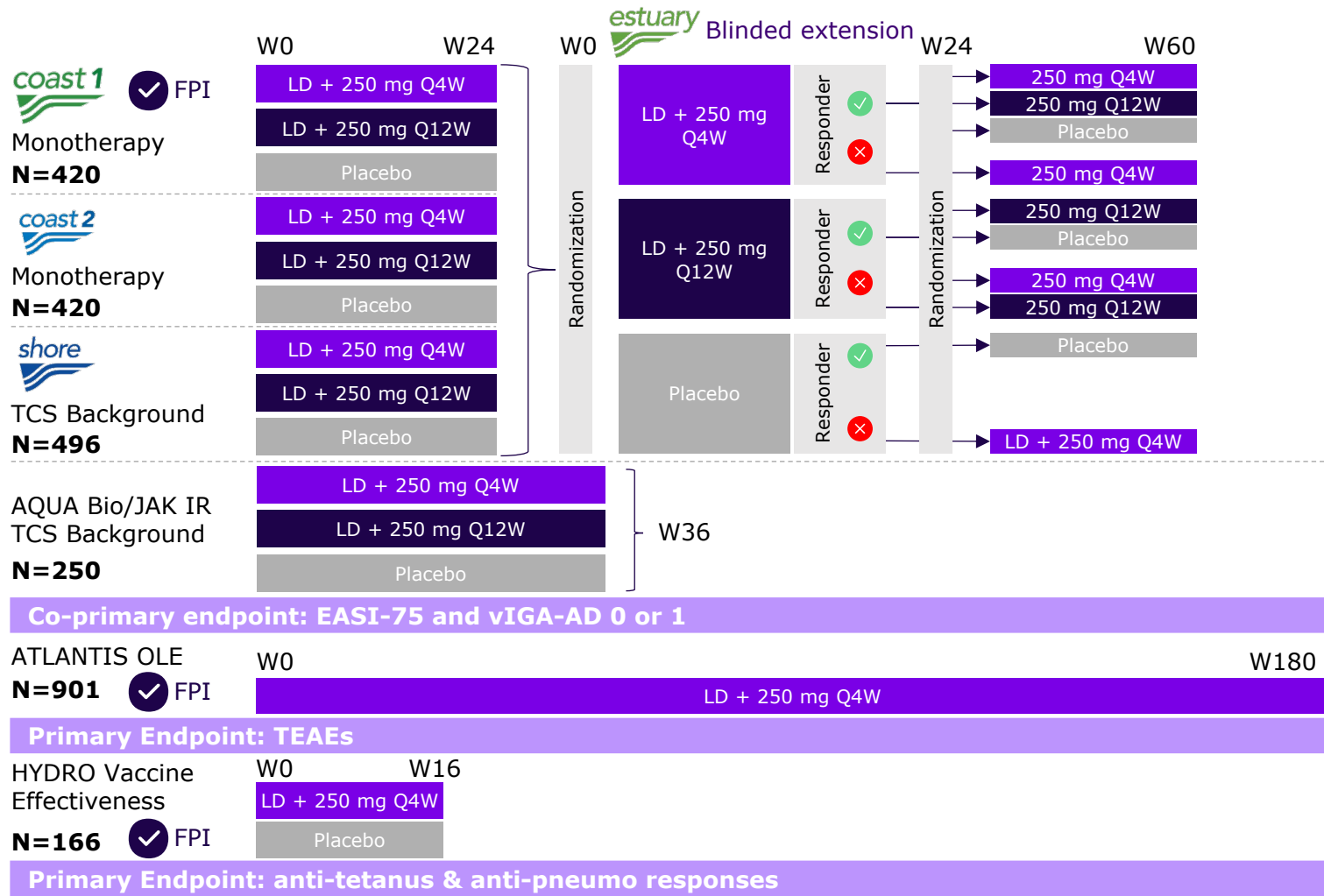
Amlitelimab is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

Additional data from Part B follow-up predicts *sustained effect* when dosing is stopped

Pharmacokinetic/Pharmacodynamic modeling suggests the highest dose plus loading dose followed by Q12W dosing will give *equivalent efficacy* to the highest dose given Q4W

PK/PD modeling also predicts *sustained effect* when dosing is stopped suggesting potential for durable disease control

# Amlitelimab: Comprehensive AD development program ensures *robust data package* at launch



- Unprecedented *Q12W extended* interval dosing from initiation & as maintenance therapy
- Dedicated study in *Bio- or -JAKi-IR patients*
- Combined investigation in *adults & adolescents*
- Most *extensive biomarker* plan in AD
- Up to *5-year safety* data at launch

Amlitelimab is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.



# Amlitelimab: Potential *Pipeline-in-a-product* targeting core central pathway

Indication	Status	Clinical evidence	Eligible population	Next milestone
AD	Phase 3	Statistically significant improvements in overall efficacy on EASI and IGA scores at 24w	<b>3.0M</b>	Phase 3 data in 2026 Submission in 2027
Asthma	Phase 2b	Effect on T2 and non-T2 biomarkers in AD	<b>1.9M</b>	Phase 2b data in H2 2024
HS <sup>1</sup>	Phase 2	Target residual B-cell signature <sup>2</sup> after TNF	<b>0.4M</b>	Phase 2 data in 2025

*More than 5.3M eligible patients*

Other indications currently explored adding potentially *another ~1.0M*

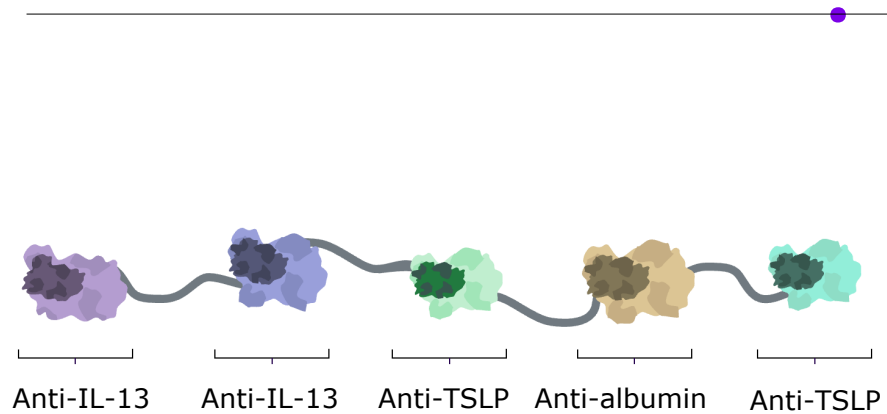
Indication	Preliminary evidence	Eligible population	Next milestone
Alopecia Areata	↑ Expression correlated with AA severity (SALT)	<b>0.6M</b>	Phase 2 start in <b>2024</b>
Celiac disease	Potential to modulate gluten-specific CD4 T cells	<b>0.2M</b>	
Systemic Sclerosis	↑ Soluble Ox40L predictive of pulmonary worsening	<b>0.2M</b>	

- ✓ Strong science with potential for best-in-class efficacy
- ✓ Fully owned
- ✓ Potential pipeline-in-a-product

*>€5bn peak sales potential*

Advanced therapy eligible patients across U.S., EU5 (France, Germany, UK, Spain, Italy) and Japan. Additional details in Epidemiology Appendix. 1. Moderate to severe patients. 2. <https://pubmed.ncbi.nlm.nih.gov/36689500/>. Amlitelimab is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Lunsekimig: Anti-IL-13/TSLP Nanobody® VHH shows potential to break *efficacy ceilings* in type 2 inflammation and beyond



Combining both mechanisms could potentially lead to *synergistic effects*

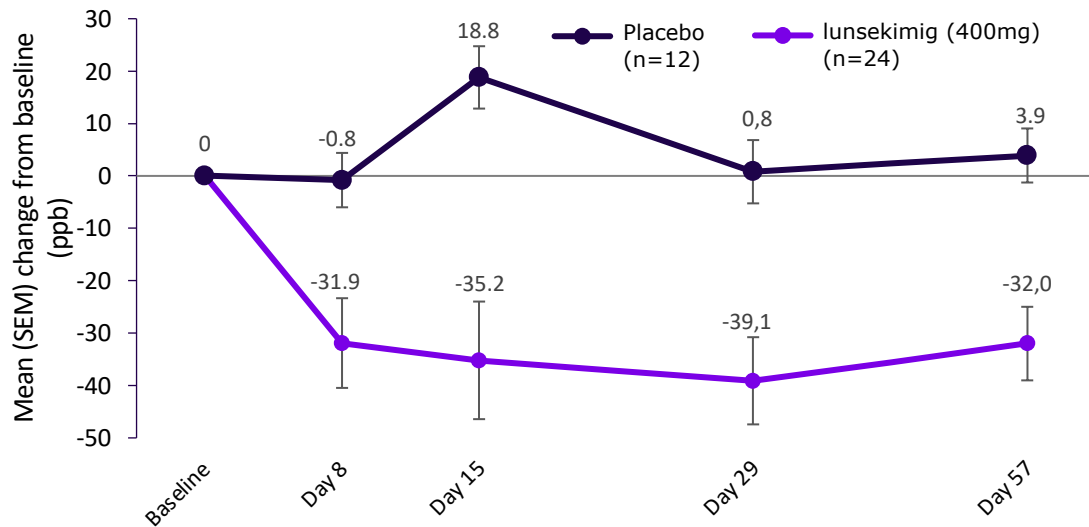
Exploring *multiple* respiratory indications and beyond

*Potential* to suppress airway inflammation and preserve airway function in asthma

Best-in-disease potential with *€2-5bn peak sales*

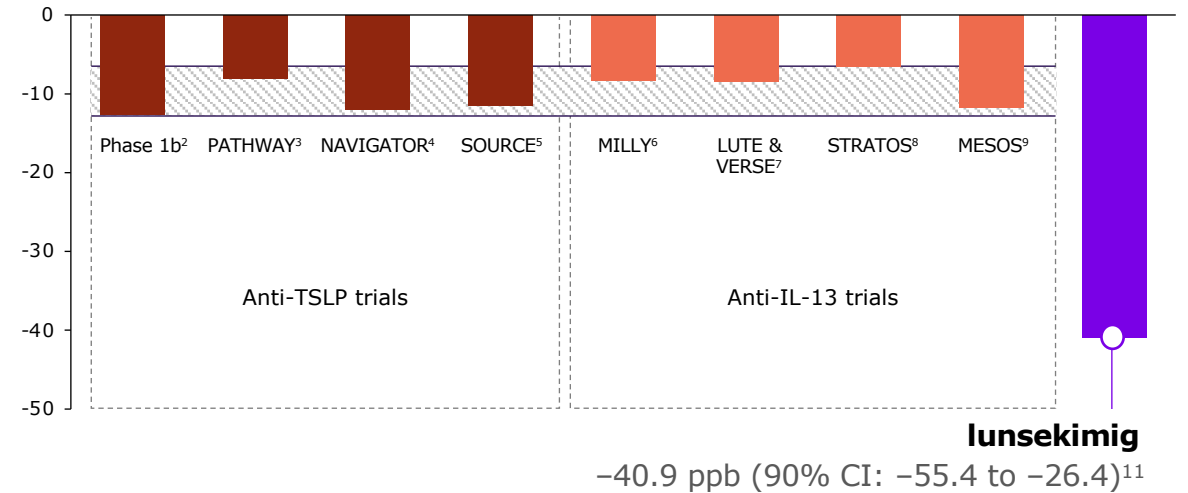
# Lunsekimig: Phase 1b data in asthma supports potential *best-in-class* profile in airways diseases

## FeNO change from baseline to Day 57



*Confirmed improvement in FeNO, clinically relevant biomarker for type 2 airway inflammation<sup>1</sup>*

## Results of lunsekimig on FeNO suggest a synergistic effect of combining TSLP or IL13<sup>2-10</sup>

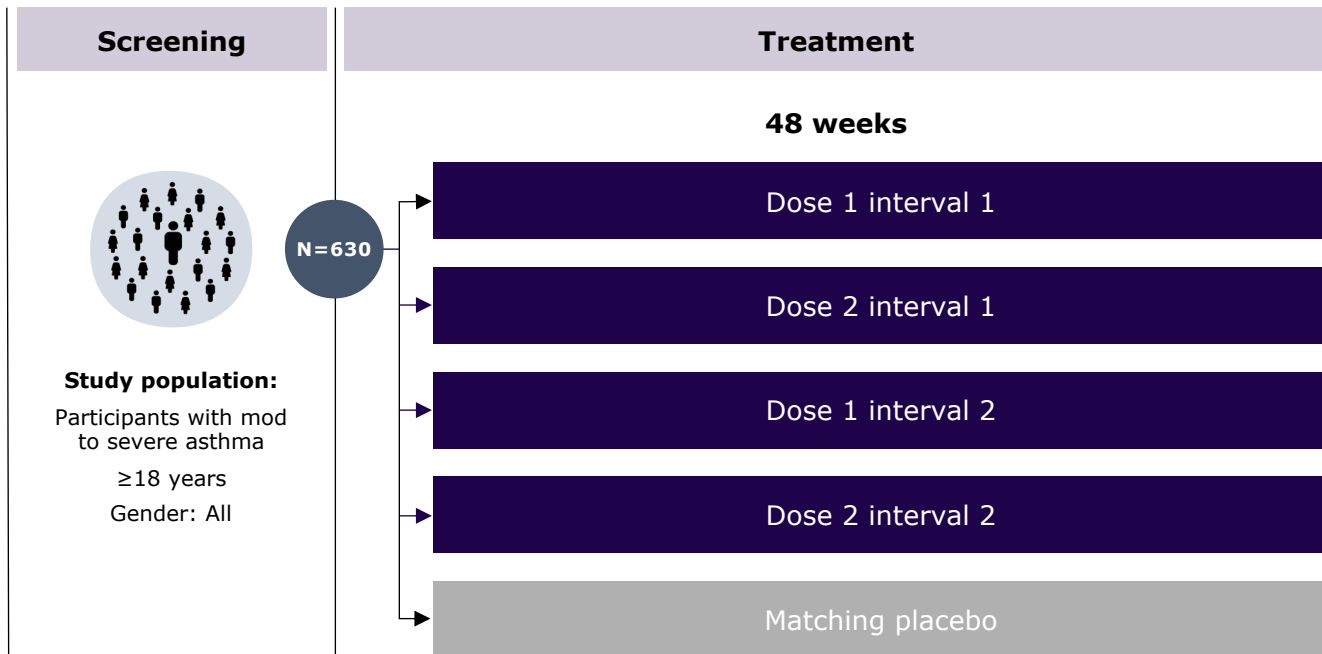


*Reductions in FeNO far greater than what has been observed in trials of anti-IL13 or anti-TSLP alone in asthma<sup>12</sup>*

1. Raw data of FeNO change from baseline. 2. Gavreau GM, et al NEJM. 2014;370:2102-10. 3. Corren JC, et al. NEJM. 2017;377:936. 4. Menzies-Gow A, et al. NEJM. 2021;384:1800-09. 5. Weschler M, et al. Lancet Respir Med. 2022;10:650-60. 6. Corren JC, et al. NEJM. 2011;365:1088-98. 7. Austin CD, et al. Clin Exp Allergy. 2020;50:1342-51. 8. Hanania NA, et al. Thorax. 2015;70:748-56. 9. Panettieri RA, et al. Lancet Respir Med. 2018;6:511-25. 10. Russell RJ, et al. Lancet Respir Med. 2018;6:499-510. 11. Difference vs. placebo estimate from a mixed-effects model over time taking into account baseline FeNO and sex as co-variables. 12. The clinical significance of FeNO is under investigation. Not head-to-head comparisons, patient populations and baseline characteristics may differ between studies. Estimates of FeNO change from baseline versus placebo derived from published data. Lunsekimig is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Lunsekimig: Asthma Phase 2b *first-patient-in achieved*, with data expected in 2026

Phase 2b, double-blind, placebo-controlled, parallel-group, 5-arm study **AIRCULES**



## Primary endpoint

Annualized rate of asthma exacerbation events from baseline to Week 48

## Secondary endpoints include

- Change from baseline in pre- and post-bronchodilator FEV1 from baseline to Week 48
- The absolute change in the percent predicted FEV1 from baseline (pre-BD and post-BD)
- Change from baseline in FeNO
- Annualized rate of loss of asthma control events (LOAC) events
- Proportion of participants with ≥ 0.5-point reduction in ACQ-5 score
- Monitoring of serum concentrations and Anti-drug antibodies

AIRCULES (NCT06102005). ACQ-5 is Asthma control questionnaire assessing symptoms, with lower score shows better asthma control. Lunsekimig is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Lunsekimig: Strong science suggests *best-in-disease efficacy* for respiratory conditions

Indication	Status	Clinical data	Eligible population	Next milestone
Asthma	Phase 2b	-40.9 ppb FeNO reduction, best-in-disease data	<b>1.9M+</b>	Phase 2b data <b>in 2026</b>
High risk asthma	Phase 2			Study initiation <b>in 2024</b>
CRSwNP	Phase 2a	Tissue evidence of elevated TSLP and IL13 activity in nasal polyps <sup>1</sup>	<b>0.2M</b>	Study initiation <b>in 2024</b>

*More than 2M eligible patients*

Other indications currently explored adding potentially *another ~5M*

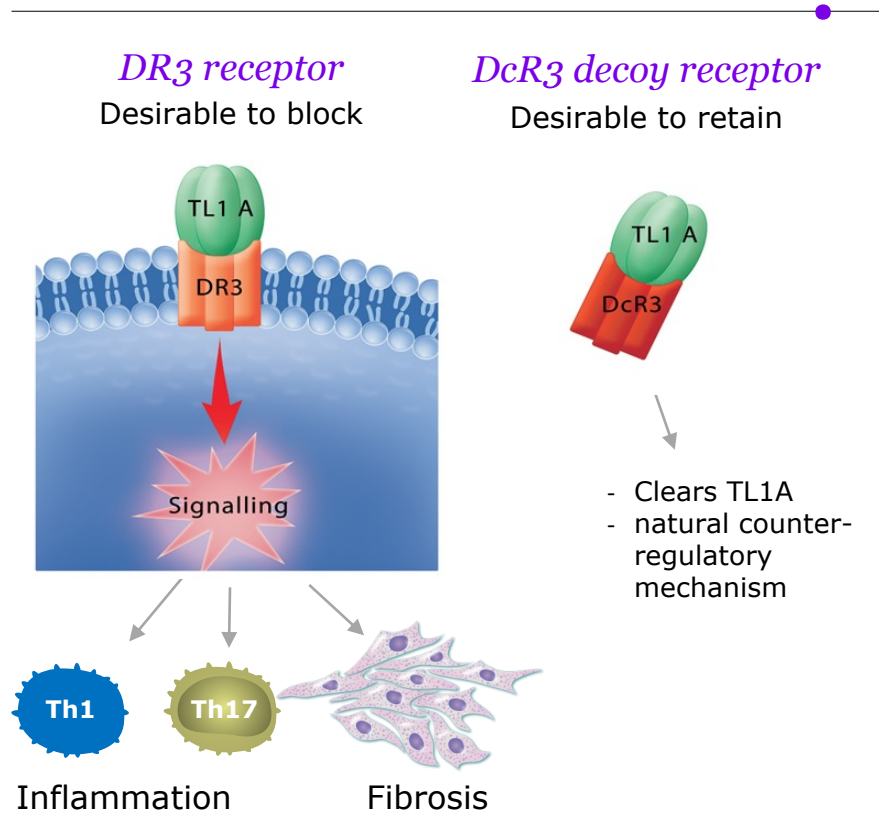
Indication	Eligible population	Next milestone
COPD <sup>2</sup>	<b>1.7M</b>	Phase 2b Asthma dose data to trigger COPD program
AD	<b>3.0M</b>	Phase 2b to start <b>in H2 2024</b>

- ✓ Leveraging proprietary Nanobody® platform to combine proven pathways
- ✓ Synergistic effect observed in Phase 1
- ✓ Fully owned
- ✓ Potential to work across respiratory diseases

*€2-5bn peak sales potential*

Advanced therapy eligible patients across U.S., EU5 (France, Germany, UK, Spain, Italy) and Japan. Additional details in Epidemiology Appendix. 1. [https://www.jaci-global.org/article/S2772-8293\(23\)00048-6/pdf](https://www.jaci-global.org/article/S2772-8293(23)00048-6/pdf). 2. Biologics eligible regardless of phenotype. Lunsekimig is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Potential *best-in-class* anti-TL1A profile with differentiated antibody design



TL1A blockade is an emerging MOA in IBD and beyond with anti-inflammatory and anti-fibrotic activity

BIC potential due to greater in vitro potency and selectivity for DR3 receptor

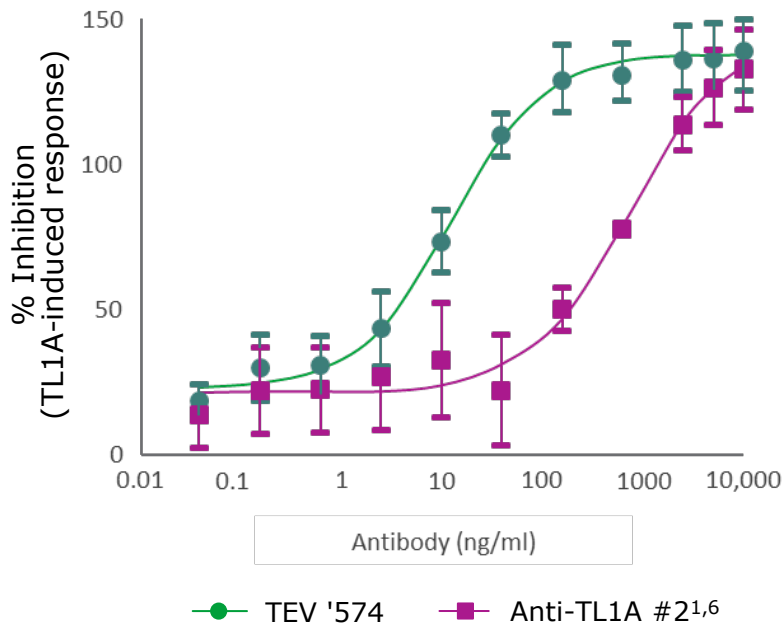
*Favorable* safety and tolerability profile, with low anti-drug antibody

*Collaboration* with Teva<sup>1</sup> Pharmaceuticals

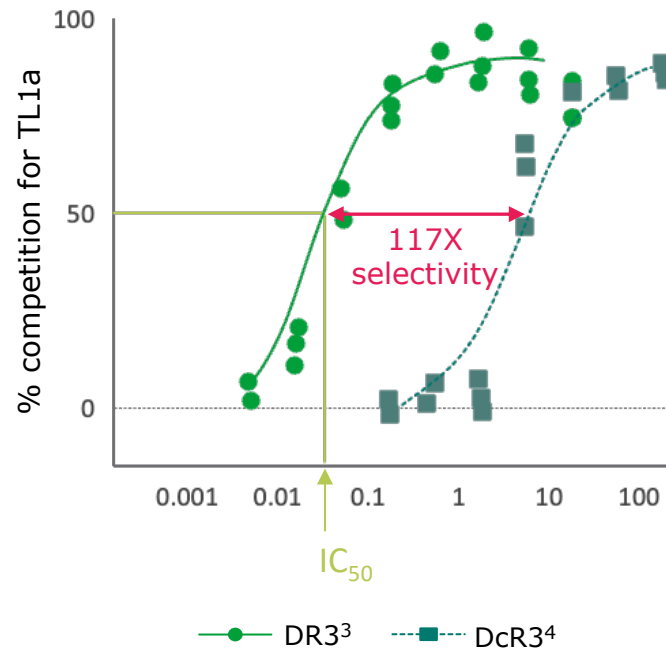
1. Presentation available here [https://s24.q4cdn.com/720828402/files/doc\\_presentations/2023/10/TL1A-Teva-Presentation-2023-10-04-website.pdf](https://s24.q4cdn.com/720828402/files/doc_presentations/2023/10/TL1A-Teva-Presentation-2023-10-04-website.pdf). The Anti-TL1A is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Greater in vitro *potency and selectivity* for DR3 receptor

TEV '574 vs. Anti-TL1A #2<sup>1,6</sup>



TEV '574 DR3:DcR3



Higher *potency*<sup>1,5</sup> and *selectivity*<sup>1,2</sup> compared to competitors

Provides potential for *potent* anti-inflammatory effect with competitive dosing regimen

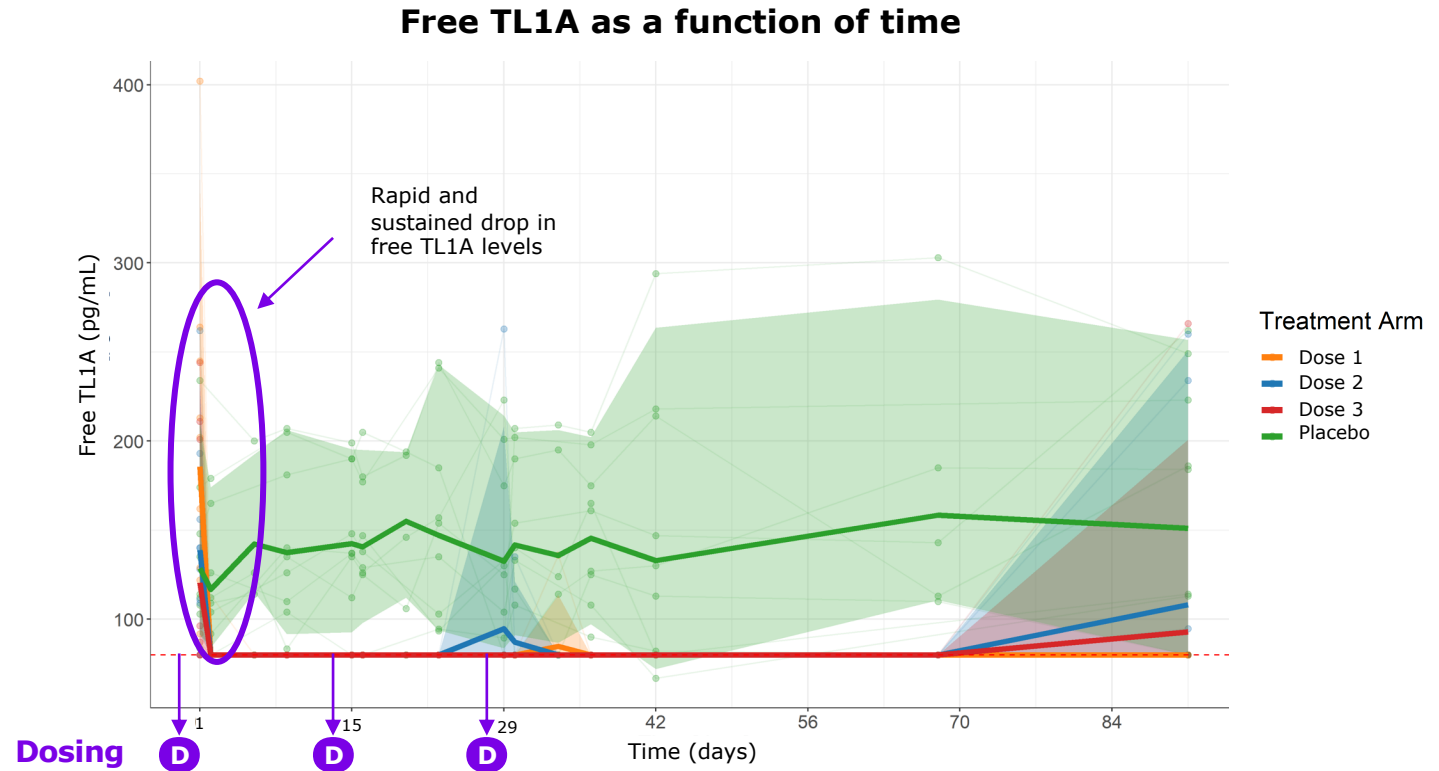
1. Comparative reagents generated from sequences in publicly available patent publications, in in-house experimental comparison. 2. DR3:DcR3 selectivity (functional inhibition) in vitro. 3. DR3: pro-inflammatory signaling. 4. DcR3: natural TL1A antagonist (soluble decoy). 5. Inhibition of TL1A-induced apoptosis (TF-1 cells) in vitro. 6. Patent No. WO2021081365. The Anti-TL1A is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.



# Anti-TL1A: Potent *target engagement* demonstrated in a multi-ascending dose study in asthma patients

*Significantly low concentration of Free TL1A at all dose levels, including ~40 days after last dose*

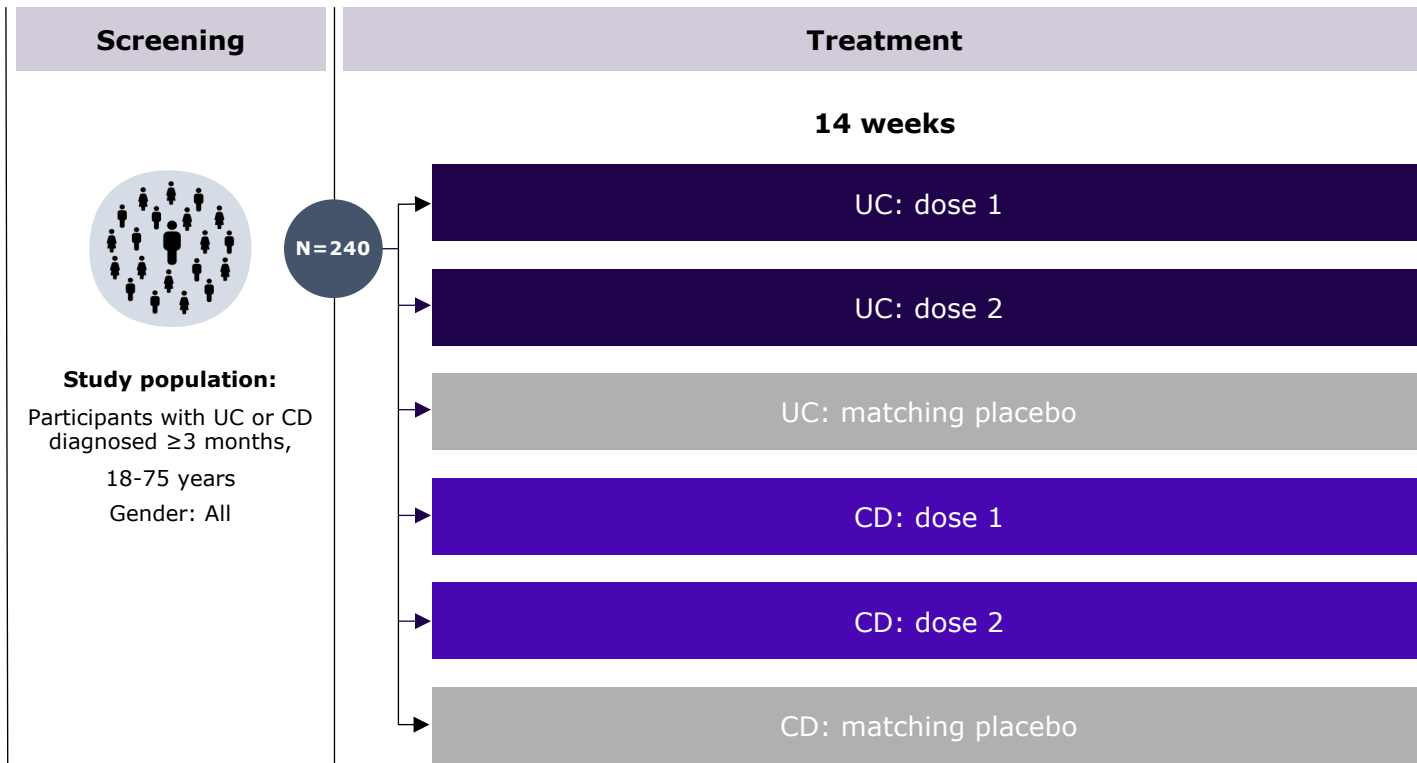
- MAD study mild asthmatic patients, with potent target engagement
- TEV'574 dosing: days **1, 15, 29**



Simoa-based assay method was concluded as fit for purpose for target engagement. The method showed BLLQ of 80 pg/mL and some matrix interference. New assay developed with BLLQ of 2pg/mL. Assay is ongoing validation. Thick lines represent geometric mean. Shaded area represents 95% PI. Red dashed line represents LLOQ= 80 pg/mL.

# Anti-TL1A: Phase 2b trial designed to address both *major IBD indications*

Phase 2b, randomized, double-blind, placebo-controlled, parallel-group study



## Overall outcome measures

- UC: Number of participants who show clinical remission as defined by the Mayo score
- CD: number of participants who show response as defined by Simple Endoscopic Score for Crohn Disease (SES-CD)
- Safety

# Potentially *best-in-class* profile in a highly promising class of innovative TL1A therapies

Indication	Status	Data	Eligible population	Next milestone
Crohn's Disease	Phase 2b	High selectivity to DR3 and high potency <i>in vitro</i>	<b>1.0M</b>	Phase 2b IA data <b>in H2 2024</b>
Ulcerative Colitis	Phase 2b		<b>1.3M</b>	Phase 2b IA data <b>in H2 2024</b>

*Around 2.3M eligible patients*

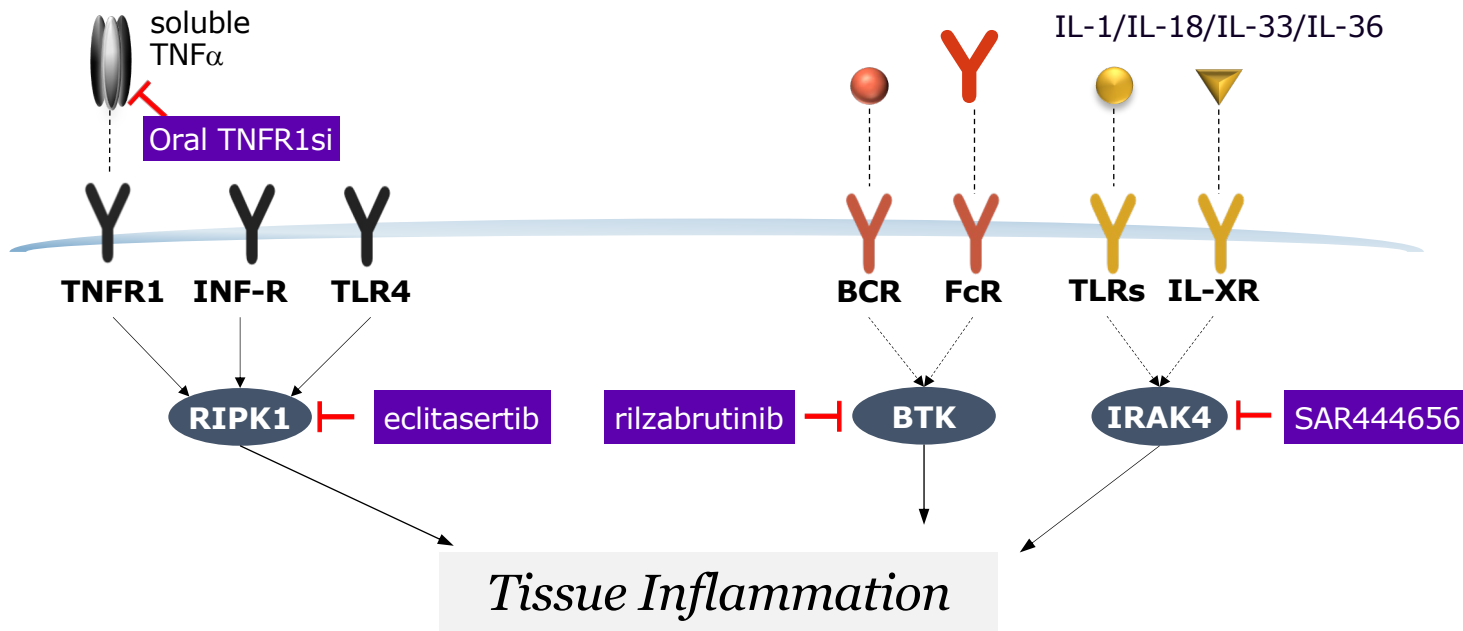
- ✓ Potential best-in-class efficacy
- ✓ Risk sharing
- ✓ Potentially addressing the \$28bn+ WW IBD market<sup>1</sup>

*€2-5bn peak sales potential*

Advanced therapy eligible patients across U.S. and EU5 (France, Germany, UK, Spain, Italy). Additional details in Epidemiology Appendix. The Anti-TL1A is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

1. Source: EvaluatePharma, does not include biosimilars.

# Next-generation of *oral* pathway medicines



Dermatology | Respiratory | Gastroenterology | Rheumatology

*Antibody-like efficacy with oral convenience tackling core central pathway targets*

- **Rilzabrutinib (BTKi covalent reversible)** targets a key step in B cell activation and in innate Type 2 cells
- **SAR444656 (IRAK4 Degradator)** blockade of kinase and scaffold function for maximal disease impact
- **SAR441566 (Oral TNFR1 Signaling Inhibitor)** selectively blocks TNFR1

*Clear opportunity for oral therapies to move in front of biologics and significantly expand the number of treated patients*

These products are currently under clinical investigation and their safety and efficacy have not been evaluated by any regulatory authority.

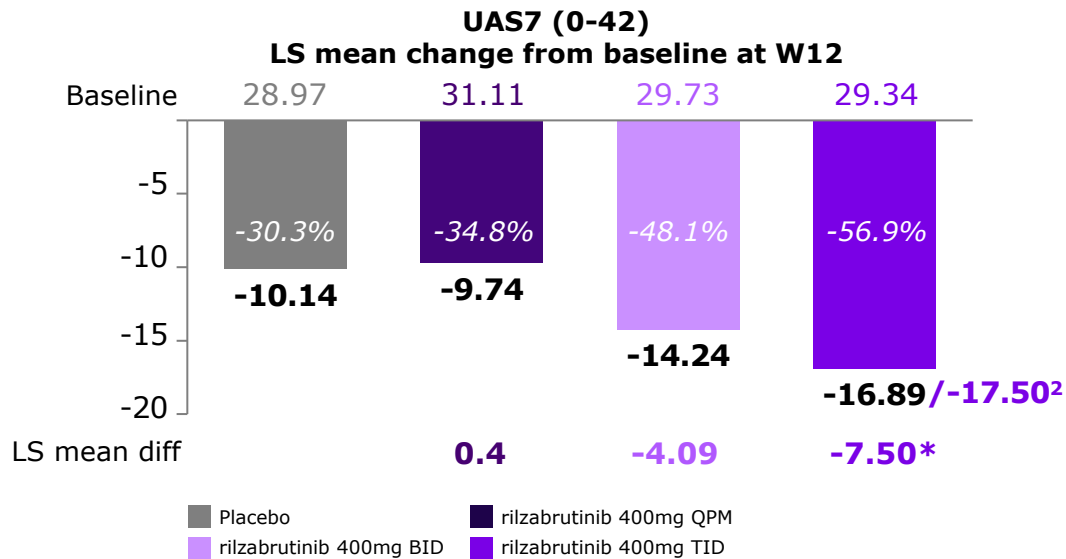
# Rilzabrutinib is being evaluated in multiple Phase 2 clinical trials across a *range of indications*

	AD	CSU	Asthma	IgG4
<b>Target Population</b>	Inadequately controlled with topicals; adults 18 or older; moderate-severe	Moderate-severe disease; inadequate response to oral anti-H1	Add-on to ICS and second controller; adults 18-70 yrs, moderate-severe	Adult patients with IgG4-RD
<b>Clinical Trial Design</b>	<ul style="list-style-type: none"> <li>- Placebo-controlled, 2 dose levels</li> <li>- N=120</li> <li>- Primary efficacy evaluated at week 16</li> </ul>	<ul style="list-style-type: none"> <li>- Placebo-controlled, 3 dose levels</li> <li>- N=152</li> <li>- Primary efficacy evaluated at week 12</li> </ul>	<ul style="list-style-type: none"> <li>- Placebo-controlled, 2 dose levels</li> <li>- N=192</li> <li>- Primary efficacy at week 12</li> </ul>	<ul style="list-style-type: none"> <li>- 2 arms, open label</li> <li>- N=25</li> <li>- Primary efficacy evaluated at week 12</li> </ul>
<b>Primary Endpoint</b>	- Change in EASI Score	- ISS7/UAS7	- Loss of Asthma Control	- IgG4-RD RI
<b>Status</b>	<b>% change in EASI score not met, improvements in itch observed</b>	<b>Primary endpoints met, data to be presented</b>	<b>Interim results encouraging, final Ph2 H1 2024</b>	<b>Ph2 data in H2 2024</b>

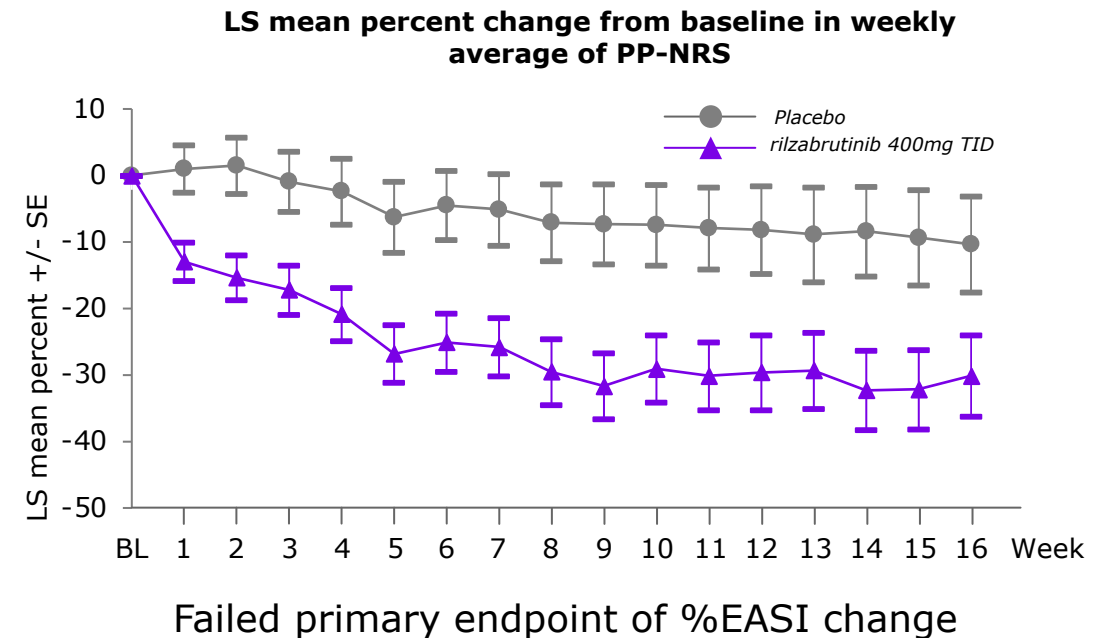
Rilzabrutinib is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Rilzabrutinib potentially first safe<sup>1</sup> oral to *rapidly control* recalcitrant itch

*CSU: positive for all domains (itch, hives, urticaria) in Phase 2*



*AD: positive itch data in Phase 2*

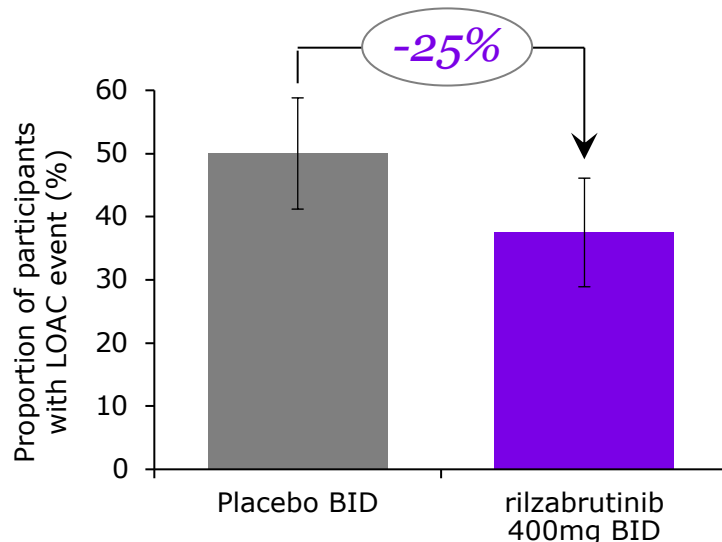


*Potential to target neuroinflammatory axis in dermatology and respiratory*

1. Well tolerated: no cytopenia, no bleeding/no petechiae, no cardio-vascular side effects. 2. p=0.0159/0.0079 (excluding outlier UAS7/ISS7=0 at baseline by error). Rilzabrutinib is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

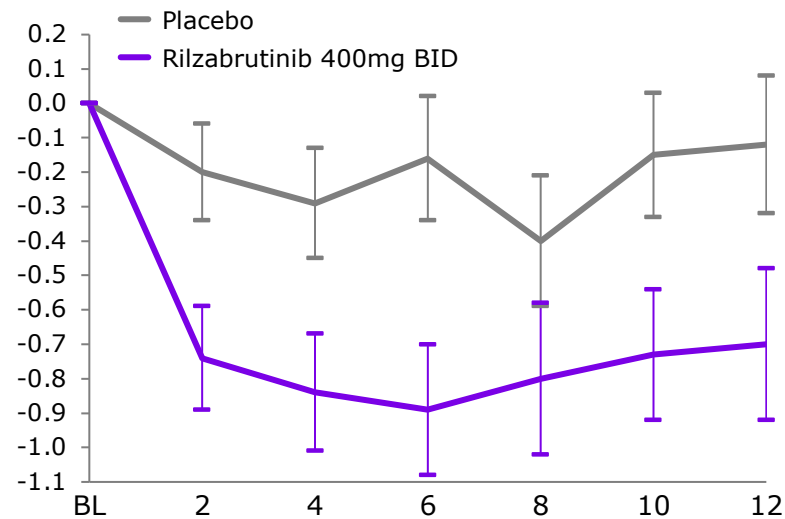
# Rilzabrutinib shows marked symptomatic improvement in asthma patients with *trend toward reduction in LOAC*

*Trend toward reduction in LOAC (loss of asthma control)<sup>1</sup>*



*Relative Risk Reduction 25%*

*Improvement in asthma symptoms (ACQ-5) at Week 12*



*LS mean difference -0.59; p-value=0.0184*

- > Low dose asthma cohort readout from Ph2 study
- > Dramatic improvement in symptoms regardless of Type 2 status
- > Higher dose cohort to readout **in H1 2024**

Potential for treating moderate asthma patients

A. Adjusted for baseline IgE stratum level, region, and number of exacerbation events within 2 years prior to screening. Rilzabrutinib is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.



# Rilzabrutinib: Attractive *oral* treatment option investigated across a broad spectrum of patients

Indication	Status	Clinical evidence	Eligible population	Next milestone
Asthma	Phase 2	Improvement in asthma symptoms regardless of Type 2 status	<b>1.9M+</b>	Phase 2b data <b>in H1 2024</b>
PN	Phase 3	Itch improvement in AD and CSU	<b>0.2M</b>	Phase 3 starts <b>in 2024</b>
CSU	Phase 3	Improvement from baseline in UAS7	<b>0.7M</b>	Phase 3 starts <b>in 2024</b>
IgG4-RD	Phase 2	N/A	<b>45K</b>	Phase 2b data <b>in H2 2024</b>

*More than 2.8M eligible patients*

Potential RBD indications currently under development

Indication	Status	Clinical evidence	Eligible population	Next milestone
ITP	Phase 3	Rapid and durable increase in platelet count <sup>1</sup>	<b>50K</b>	Phase 3 data Submission <b>in H2 2024</b>
wAiHA <sup>2</sup>	Phase 2b	N/A	<b>20K</b>	Phase 2b <b>in H2 2024</b>

- ✓ Potential for first and/or best-in-class oral BTKi
- ✓ Fully owned
- ✓ Potential to work across dermatology and respiratory diseases

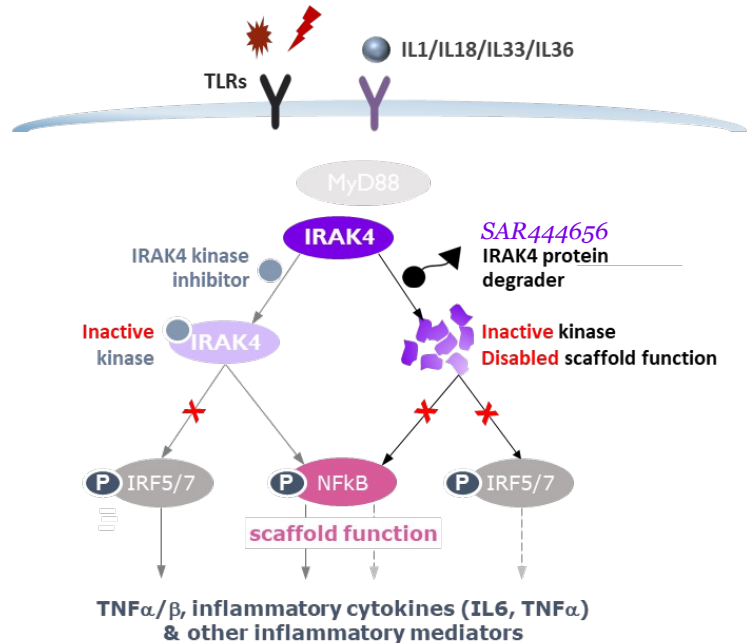
*€2-5bn peak sales potential*

Advanced therapy eligible patients across U.S., EU5 (France, Germany, UK, Spain, Italy) and Japan. Additional details in Epidemiology Appendix. Rilzabrutinib is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

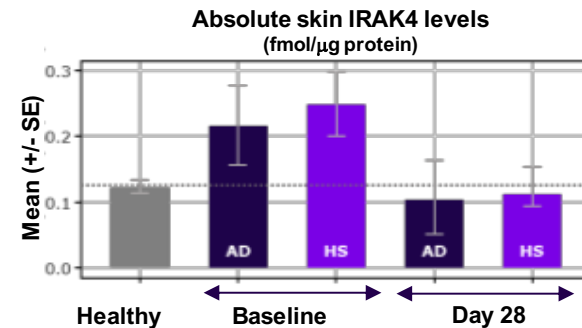
1. <https://www.nejm.org/doi/full/10.1056/NEJMoa2110297>.

2. Excludes Japan.

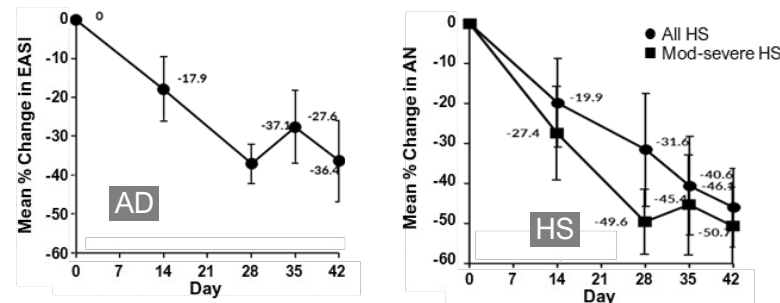
# SAR444656: Potent *orally* bioavailable IRAK4 protein degrader



## Robust IRAK4 degradation in skin



## IRAK4 degradation improves AD and HS



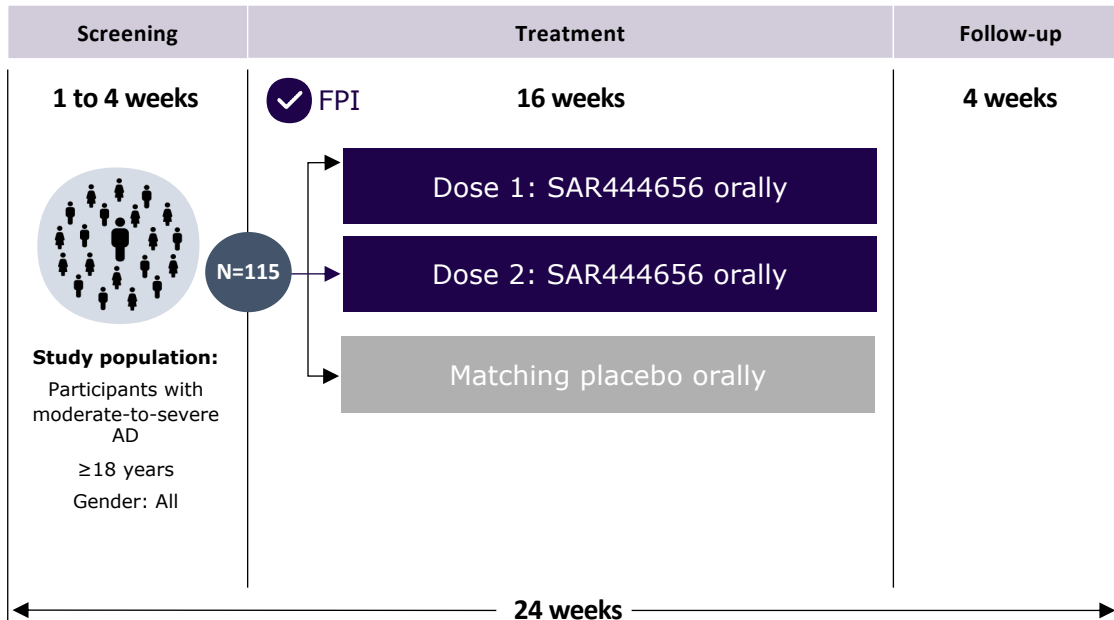
- > Potential for *oral* immunology pathway drug across multiple indications
- > *Promising* clinical activity in a small cohort of AD and HS patients<sup>1</sup>
- > Impacted *multiple disease* outcomes, including skin lesions, inflammatory nodules, pruritus<sup>1</sup> and pain<sup>1</sup>
- > Self-reported *clinical benefit* and improvement in skin lesions beyond dosing

1. Ackerman, L. et al. Nature Medicine, 2023. SAR444656 is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# SAR444656: Potential *first-in-class oral* IRAK4 degrader progressing into multiple inflammatory diseases

## Atopic Dermatitis

Phase 2, double-blind, placebo-controlled, parallel-group study

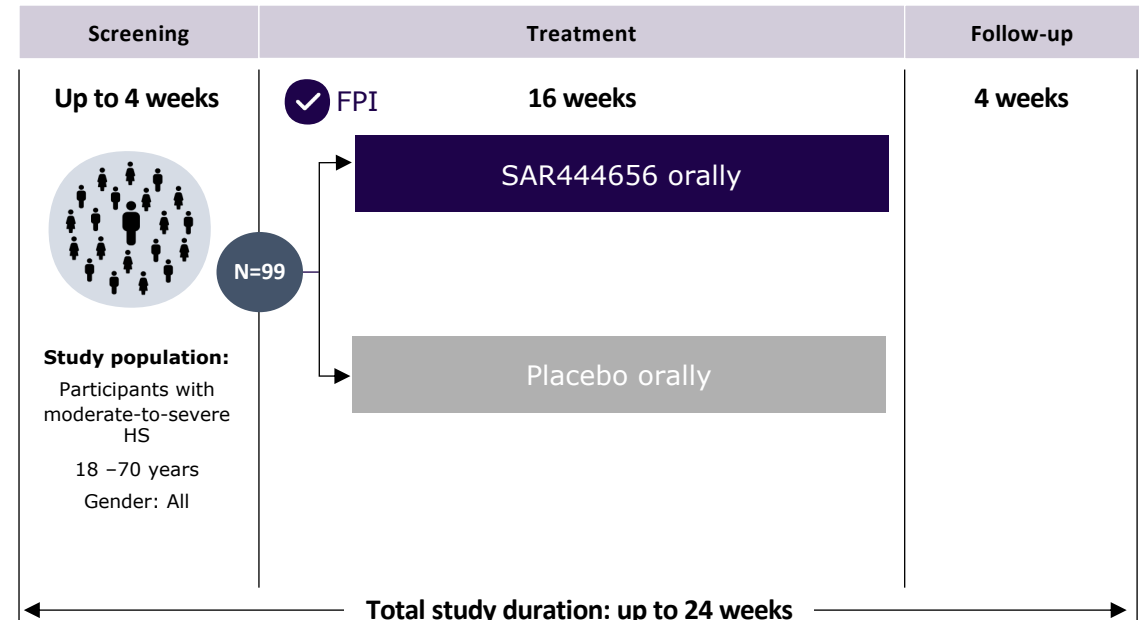


*Primary outcome measure*

Percentage change from baseline in EASI to Week 16

## Hidradenitis Suppurativa

Phase 2, double-blind, parallel-group, placebo-controlled study



*Primary outcome measure*

Percentage change from baseline in total abscess and inflammatory nodules (AN) count to Week 16

# SAR444656: *Robust* response drives additional indication opportunity of IRAK4 degrader

Indication	Status	Clinical evidence	Eligible population	Next milestone
AD <sup>1</sup>	Phase 2	Reduction of disease relevant inflammatory biomarkers in blood and skin of HS and AD patients	<b>3.0M</b>	Phase 2 data <b>in H1 2025</b>
HS <sup>1</sup>	Phase 2		<b>0.4M</b>	Phase 2 data <b>in H1 2025</b>

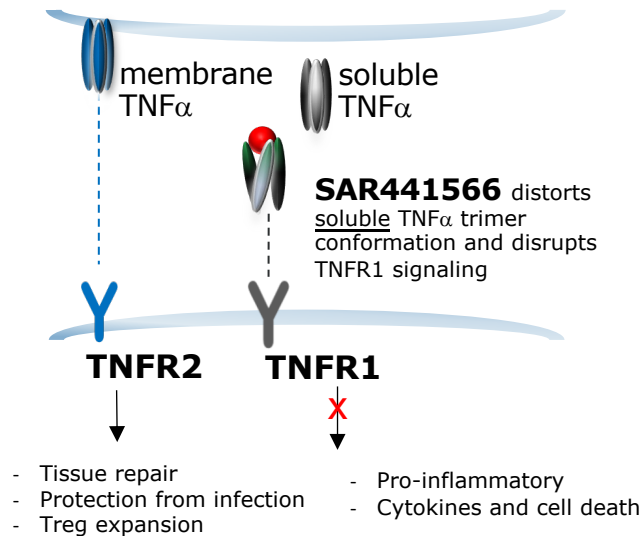
*Around 3.4M eligible patients*

- ✓ Potential first-in-class with oral convenience
- ✓ Risk sharing
- ✓ Progressing across immunology indications

*€2-5bn peak sales potential*

Advanced therapy eligible patients across U.S., EU5 (France, Germany, UK, Spain, Italy) and Japan. Additional details in Epidemiology Appendix. 1. Moderate to severe patients. SAR444656 is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# SAR441566: Differentiated *oral TNFR1* signaling inhibitor with potential for antibody-like efficacy



SAR441566 inhibits TNFR1 signal but allows membrane-bound TNF $\alpha$  (mTNF $\alpha$ ) to bind to TNFR2 and executes its homeostatic functions<sup>1,2</sup>

*Selective* inhibitor of TNF R1 signaling offering potential for lower infection risk and improved efficacy

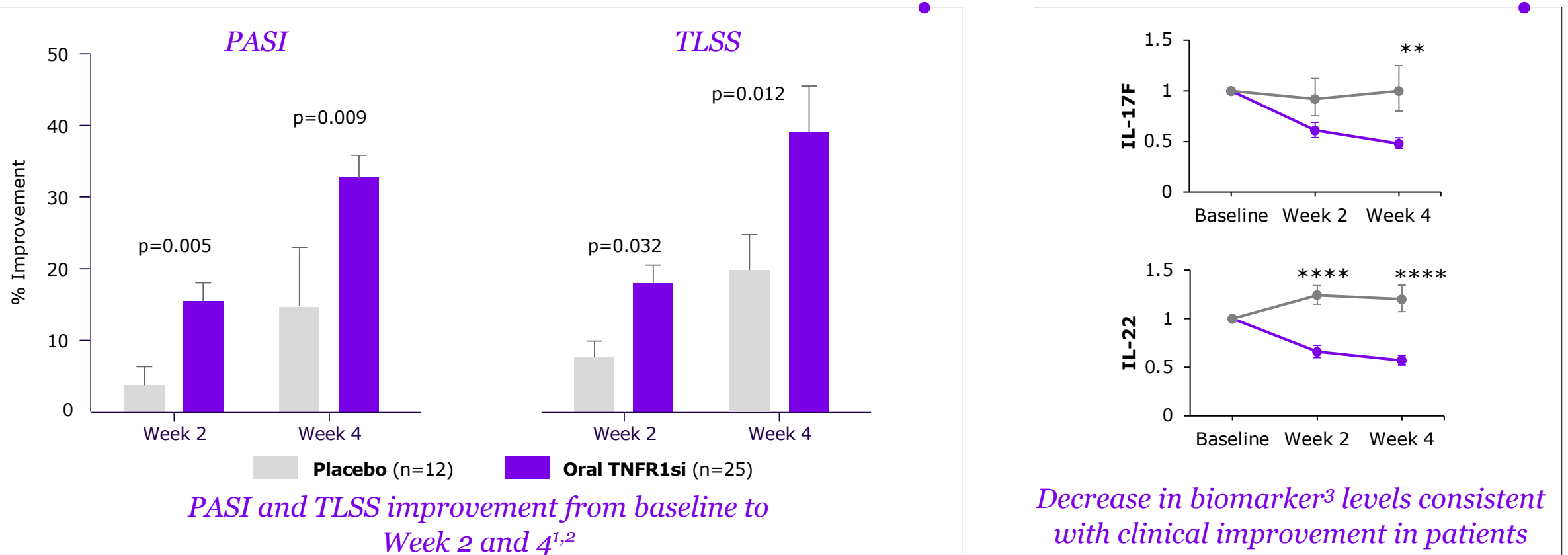
Could meet patient needs *across multiple large markets*, including RA, psoriasis and IBD

Phase 1b psoriasis data demonstrates efficacy and is well tolerated with *no serious adverse event*

Compelling profile as a potential foundation of all-oral *combination* therapies

1. Vugler A, et al. Front Pharmacol. 2022;13:1037983.    2. McMillan D, et al. Nat Commun. 2021;12:582.    SAR441566 is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Oral TNFR1si: Safe and well tolerated with efficacy in mild-to-moderate *psoriasis* in Phase 1b



1. Efficacy and safety of a small molecule with innovative inhibition of TNFR1 signaling in plaque psoriasis: A double-blind, randomized, placebo-controlled study. T. Matos, M. Kohlmann. 2. p-values were provided for one sided test at 5% significant level comparing the adjusted means of the two groups from linear model (Mixed Model with Repeated measurements [MMRM]). 3. \*\*p≤0.01; \*\*\*\*p≤0.0001. Data represent geometric mean ratio from baseline values (x/±) geometric SEM. A two-sample t-test at significance alpha level of 5% was used for calculation of the p-values. SAR441566 is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Oral TNFR1si: Phase 2 program investigating *large market indications* with first-patient-in already achieved

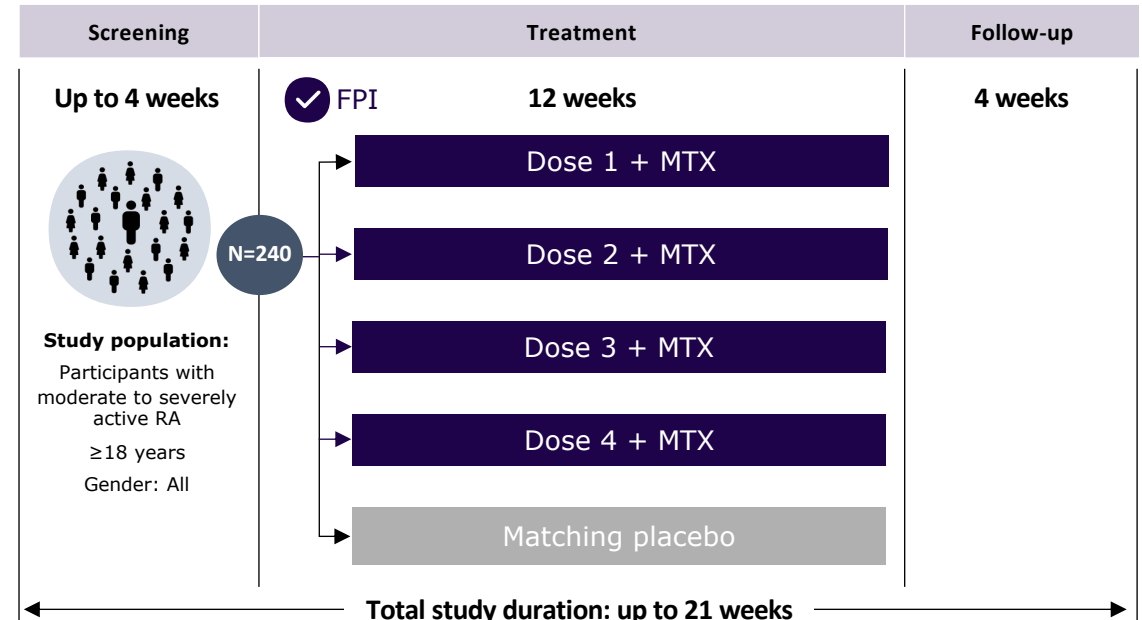
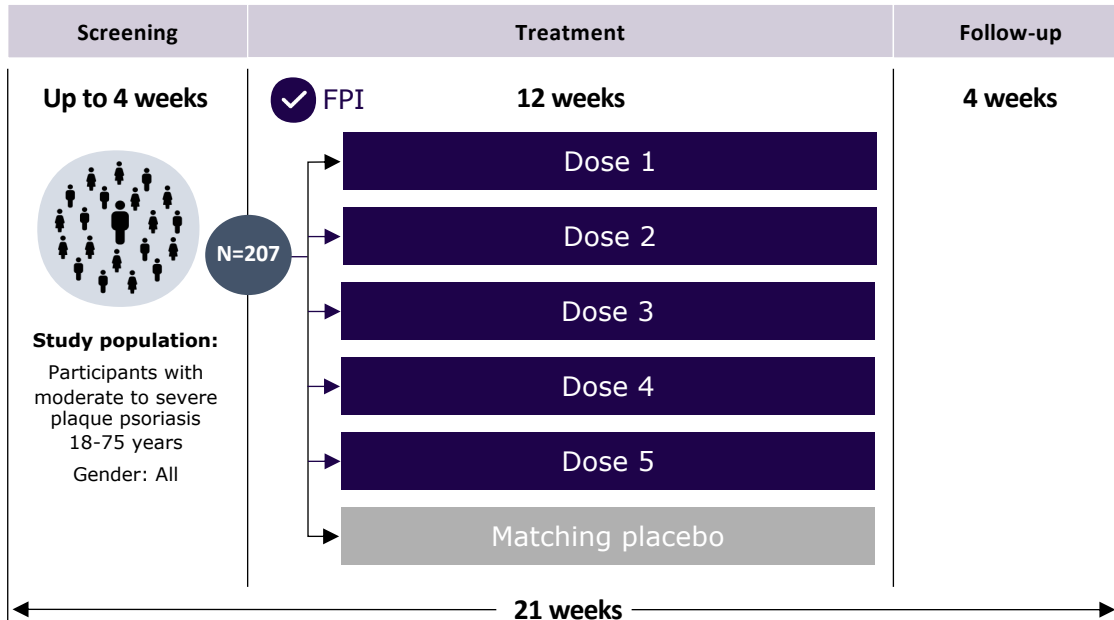
*Psoriasis*

SPECIFI--PSO

*Rheumatoid Arthritis* SPECIFI--RA

**Phase 2b, double-blind, placebo-controlled, dose-ranging study**

**Phase 2b, double-blind, placebo-controlled, dose-ranging study**



*Primary outcome measure*

Proportion of participants with a PASI75 score improvement from baseline at Week 12

*Primary outcome measure*

Proportion of participants achieving at least 20% improvement from baseline in ACR at Week 12

SPECIFI-PSO (NCT06073119). SPECIFI-RA (NCT06073093). SAR441566 is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.



# Oral TNFR1si: Potential foundational oral regimen for large immune-mediated inflammatory diseases

Indication	Status	Clinical evidence	Population	Next milestone
Psoriasis	Phase 2b	Clinical efficacy sustained over treatment period Safe and well-tolerated	<b>2.4M</b>	Phase 2b data <b>in H1 2025</b>
Rheumatoid Arthritis	Phase 2b	Anti-TNF biologics indicated for this disease with proven efficacy	<b>2.4M</b>	Phase 2b data <b>in H2 2025</b>
IBD (Crohn's Disease, Ulcerative Colitis)			<b>2.3M</b>	Phase 2b to start <b>in 2024/2025</b>

*More than 7.0M eligible patients*

Adding potentially *another ~1.0M*

Indication	Eligible population	Next milestone
Psoriatic Arthritis	<b>1.0M</b>	Potential for straight to Phase 3 following positive outcomes of Pso/RA Phase 2b studies

- ✓ Oral with potential for antibody-like efficacy, further derisking in Phase 2b
- ✓ Fully owned
- ✓ Broad indication potential as monotherapy and combination

*€5bn+ peak sales potential*

Advanced therapy eligible patients across U.S. and EU5 (France, Germany, UK, Spain, Italy). Additional details in Epidemiology Appendix. SAR441566 is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

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Multi-indication assets  
to drive future growth

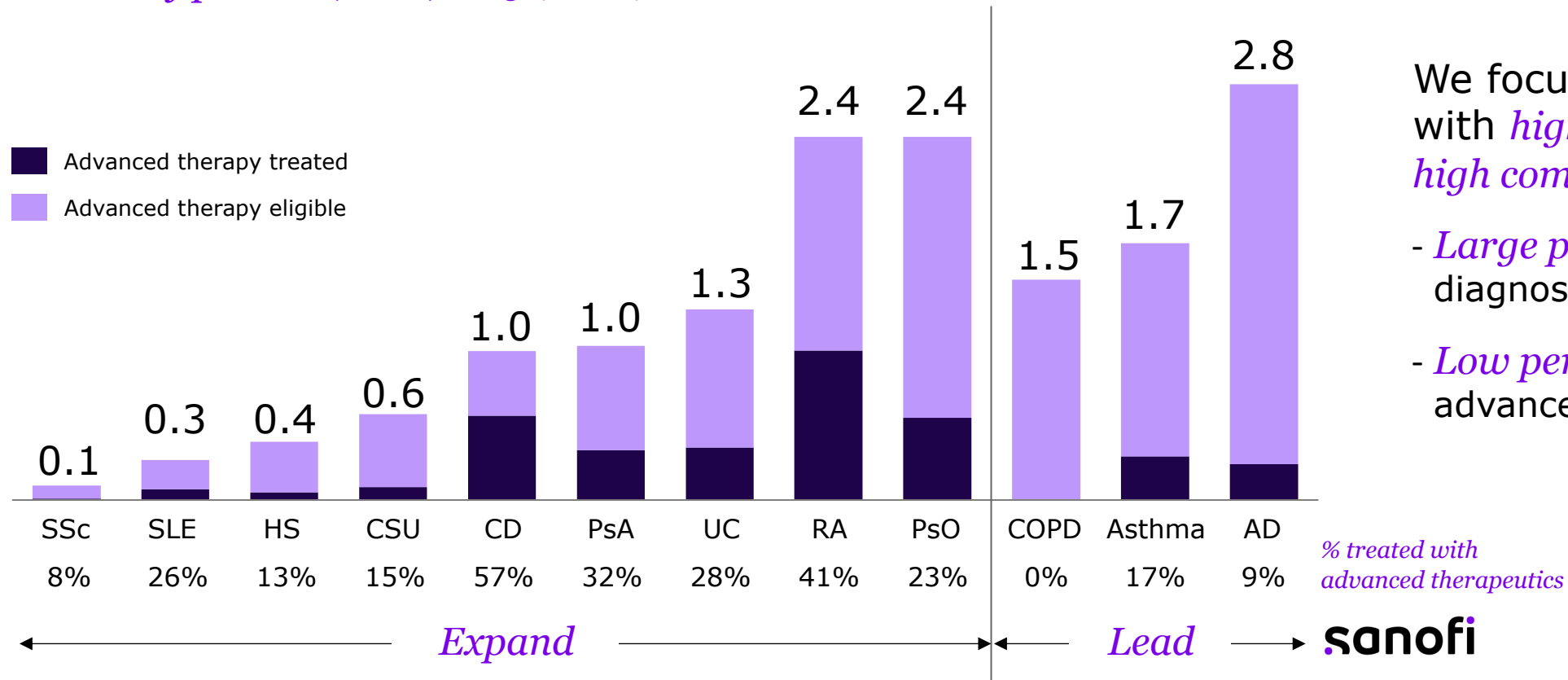
*Shaju Backer*

Global Head of Immunology Franchise



# Key immunology markets remain *underpenetrated*

Millions of patients, U.S., EU5 (2022)



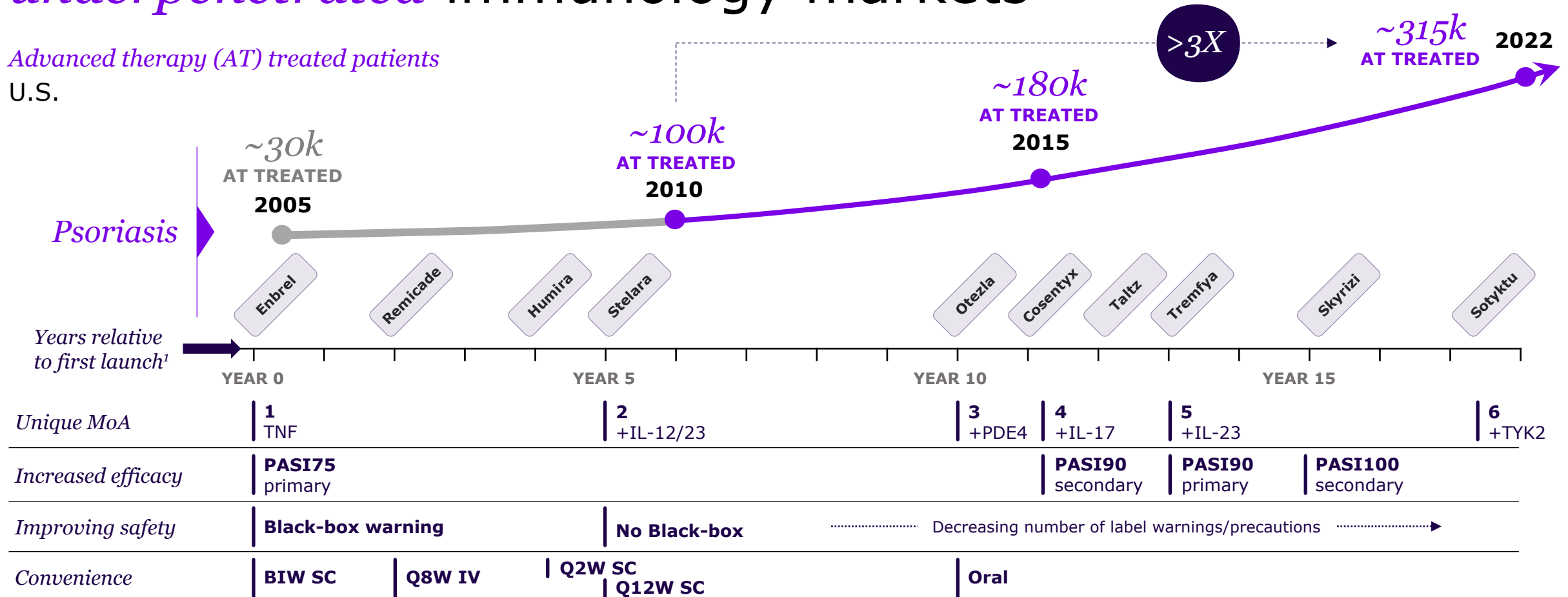
We focus on diseases with *high unmet need* and *high commercial potential*:

- *Large patient populations / diagnosed prevalence*
- *Low penetration* of advanced therapeutics

Note: Asthma includes epidemiology data for 12+y. population and COPD for 40+y population, all other diseases 18+. Source: Sanofi estimates. See Appendix for additional details on epidemiology.

# Psoriasis market evolution - Novel therapy entries grow *underpenetrated* immunology markets

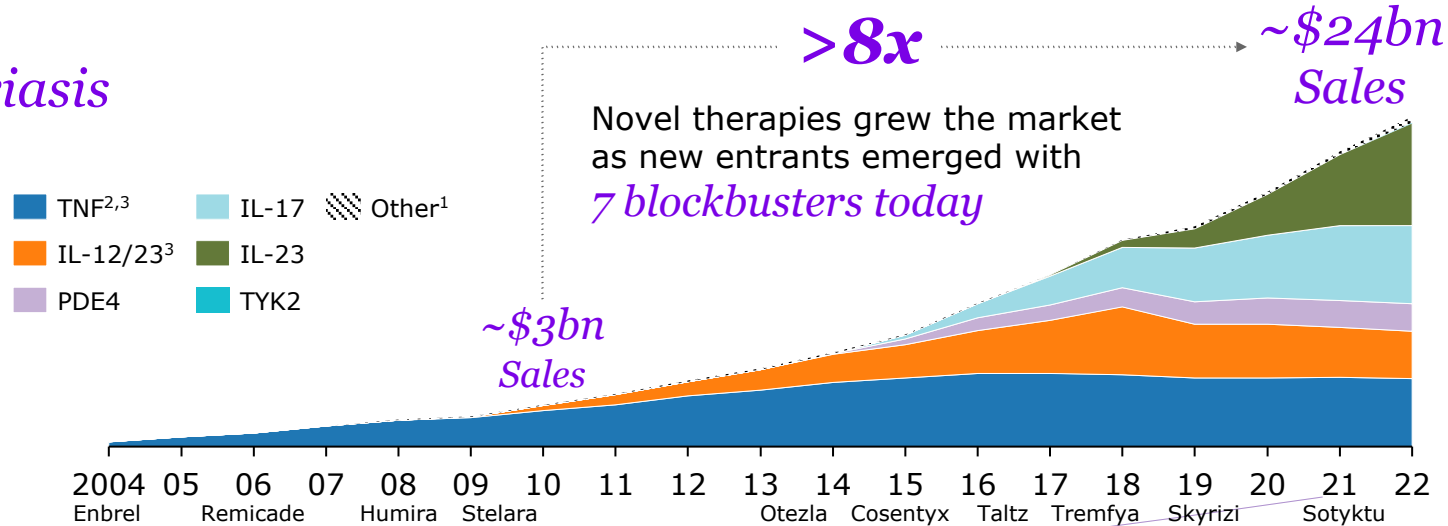
Advanced therapy (AT) treated patients  
U.S.



1. Enbrel, 2004 in psoriasis. Source: Evaluate analysis for Sanofi for epidemiology.

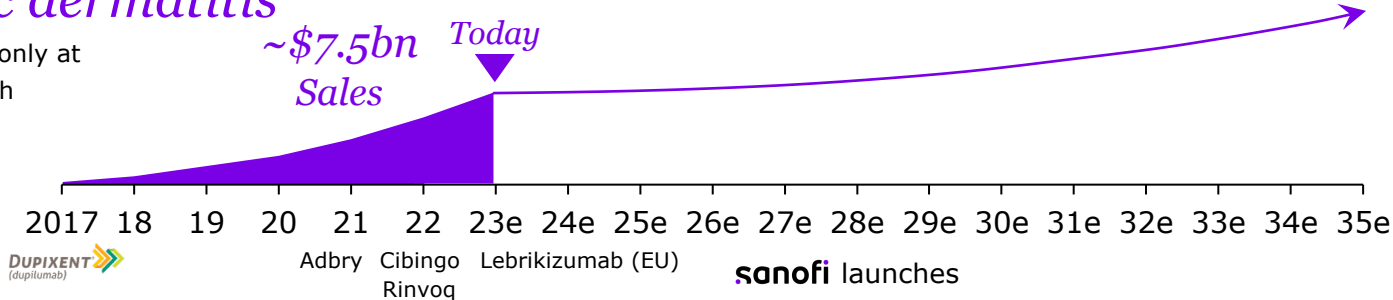
# AD market is only starting its *growth journey* as psoriasis analogue shows

## Psoriasis



## Atopic dermatitis

AD market only at Y6 of growth



AD market expected to grow in a similar way to psoriasis

Atopic dermatitis is the *newest advanced therapy market* and is expected to grow with new MOAs

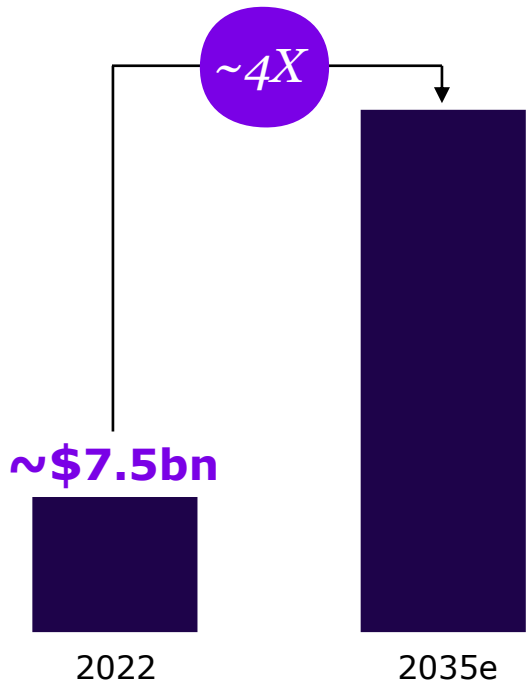
- 6 years since *1st AT launch*
- 5 products, 3 MOAs
- Only *1 blockbuster* to date

1. Includes AhR, GCR, Nrf2. 2. Revenues in 2010 extrapolated due to apparent EP artifact in Remicade revenues. 3. Includes biosimilar revenues where applicable. Note: Enbrel, 2004 in psoriasis. Source: Evaluate Pharma October 2023.






# Sanofi to maintain *leadership in growing AD market*

## Global AD Advanced Therapy Market



## Potentially truly differentiated assets

<p><b>amlitelimab</b> <i>Anti-OX40L</i> Phase 3</p> 	<ul style="list-style-type: none"> <li>✓ Pursuing BIC durable efficacy across heterogenous population</li> <li>✓ Option for patients preferring less frequent dosing</li> </ul>
<p><b>SAR444656</b> <i>IRAK4 degrader</i> Phase 2</p> 	<ul style="list-style-type: none"> <li>✓ New pre-biologic option</li> <li>✓ Increase advanced therapies penetration with a safe, high-efficacy oral</li> </ul>
<p><b>lunsekimig</b> <i>Anti-IL13/TSLP</i> Phase 2 ready</p> 	<ul style="list-style-type: none"> <li>✓ High efficacy option for cycling</li> <li>✓ Retain long-term AD leadership</li> </ul>

Sanofi poised to drive and benefit from *continued market expansion with differentiated therapies*

Source: Evaluate Pharma (Oct 2023) for 2022 number, Sanofi projection for 2035 (note Evaluate Pharma 2028 estimate ~€21bn). These products are currently under clinical investigation and their safety and efficacy have not been evaluated by any regulatory authority.

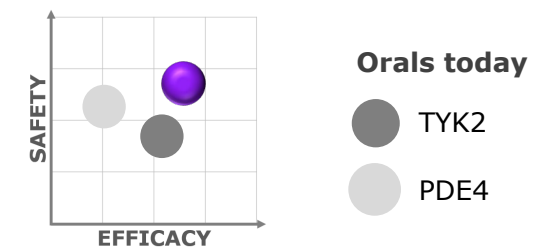
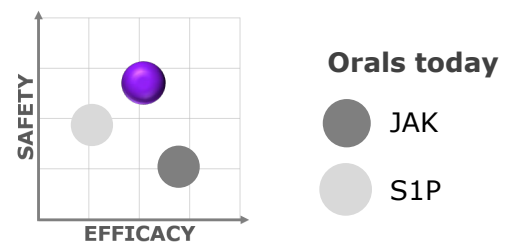
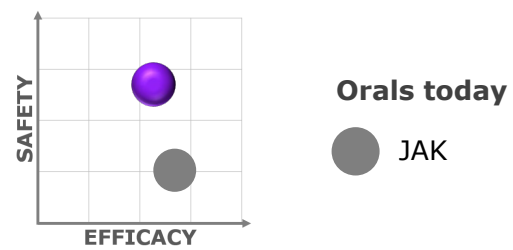
# Oral TNFR1 signaling inhibitor could meet patient needs across *multiple large markets*

## Rheumatoid Arthritis

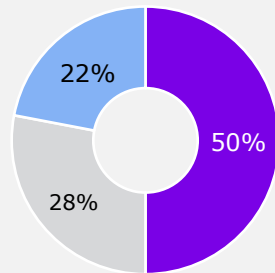
## IBD (UC & CD)

## Psoriasis

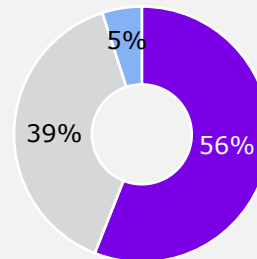
● Aspiration for TNFR1si



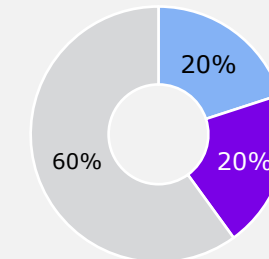
2022 TNF and oral market share



**JAK:** black box, limited to 2L per label in U.S.



**JAK:** black box, limited to 2L per label in U.S.  
**S1P:** Require baseline ECG and ocular exams



**PDE4:** Modest efficacy  
**TYK2:** JAK class warnings in label

Positioning strategy

Pre-biologic
Monotherapy (1L, 2L)
Combination Therapy

*Potential to be the only safe oral option in RA*

Pre-biologic

Pre-biologic
Monotherapy (1L, 2L)
Combination Therapy

*Strong strategic fit in portfolio as a safe 1L oral option*

Pre-biologic

Pre-biologic
Monotherapy (1L, 2L)

*Leveraging strong Immunodermatology commercial footprint*

Sources: Sanofi analysis for positioning, Datamonitor 2023 (U.S.+EU5) for share estimates.

# *Leading in Immunology* in the next decade and beyond



*Significant unmet need*  
and opportunity remains



Aggressive *parallel development*  
plans



*Innovative science* - breakthrough  
differentiated therapies



*World-class team experienced*  
in Development & Commercialization



*Multiple Multi-indication assets*  
with blockbuster potential



# Q&A session (Part 1)



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Physician perspective  
on MS

*Sharon Stoll, DO, MS*

Director of Neurology  
Stoll Medical Group



# Priority for people with MS: minimize risk of long-term disability

*A global survey assessing the impact of RMS and disability*



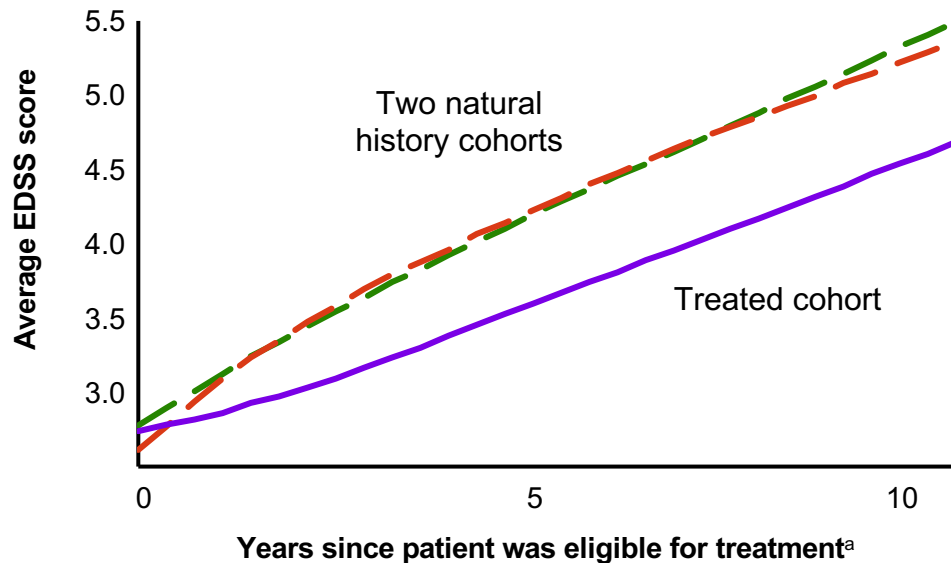
**>70% of PwMS** are concerned about **disease progression** and **future disability**<sup>1</sup>



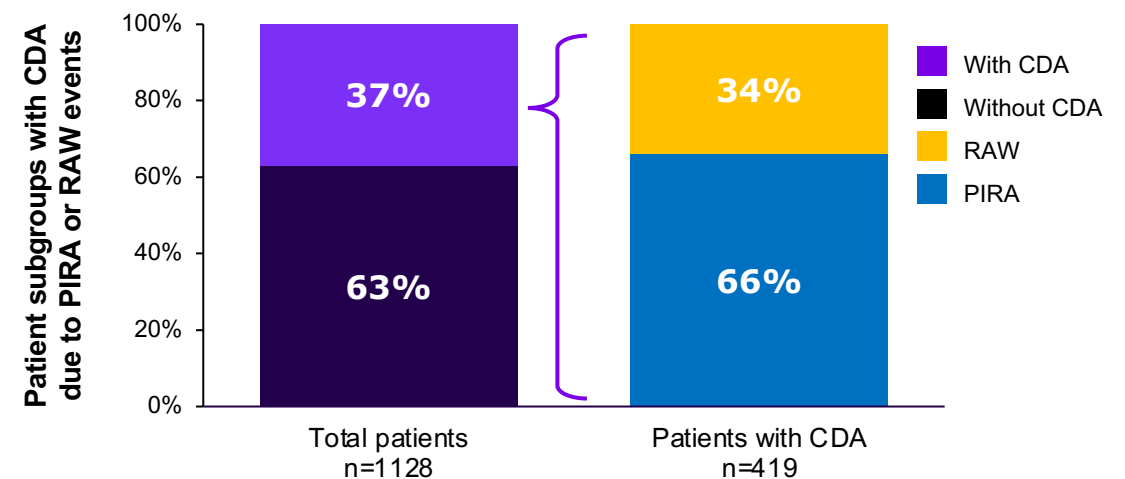
**>50% of PwMS** reported **worsening physical functioning** since diagnosis<sup>1</sup>

# Many pwMS continue to experience disability accumulation with current therapies

## Continued disability accumulation<sup>1</sup>



## Retrospective single-cohort analysis: 66% of overall disability accumulation in treated pwMS was independent of relapse activity<sup>2,b</sup>



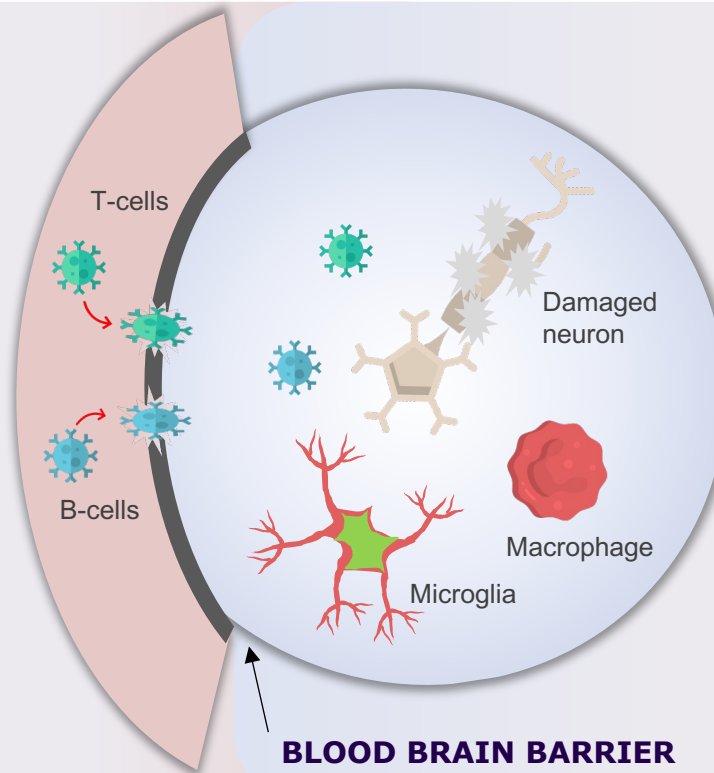
<sup>a</sup>Criteria for eligibility: age  $\geq 18$  years, EDSS score  $\leq 6.5$ , occurrence of  $\geq 2$  relapses in the previous 2 years. <sup>b</sup>Retrospective analysis of data from patients prospectively included in the deeply phenotyped Barcelona cohort of patients with a first demyelinating attack from a single MS center. CDA=confirmed disability worsening; EDSS=Expanded Disability Status Scale; PIRA=progression independent of relapse activity; pwMS=people with MS; RAW=relapse-associated worsening; SPMS=secondary progressive MS. 1. Tilling K, et al. Health Technol Assess. 2016;20:1-483. 2. Tur C, et al. JAMA Neurol. 2023;80:151-60.

# Our understanding of MS is evolving<sup>1,2</sup>

## Acute neuroinflammation

### Historical Focus<sup>3-5</sup>

- Acute neuroinflammation, acute lesions
- Mainly early in the disease course
- Progression happens later; relapse triggers progression



PERIPHERY

## Smoldering neuroinflammation

### Evolving Focus<sup>6-9</sup>

- Neurodegeneration, chronic active lesions, brain volume loss
- Smoldering neuroinflammation starts before clinical symptoms
- Progression happens in absence of relapse

CNS

1. Li R et al. *Nat Immunol.* 2018;19:696-707. 2. Ahn JJ et al. *Cells.* 2021;10(7):1605. 3. Reich DS et al. *N Engl J Med.* 2018;378:169-80. 4. Häusser-Kinzel S, et al. *Front Immunol.* 2019;10:2015. 5. Gandhi R et al. *J Neuroimmunol.* 2010;221:7-14. 6. Guerrero BL, Sicotte NL. *Front Immunol.* 2020;11:374. 7. Elliott C, et al. *Brain* 2019;142:2787-99. 8. Maggi P, et al. *Ann Neurol.* 2020;88(5):1034-1042. 9. Dal-Bianco A, et al. *Brain* 2021;144:833-47.

# MS is associated with loss of brain volume

*Normal brain density  
in a 20y with MS*



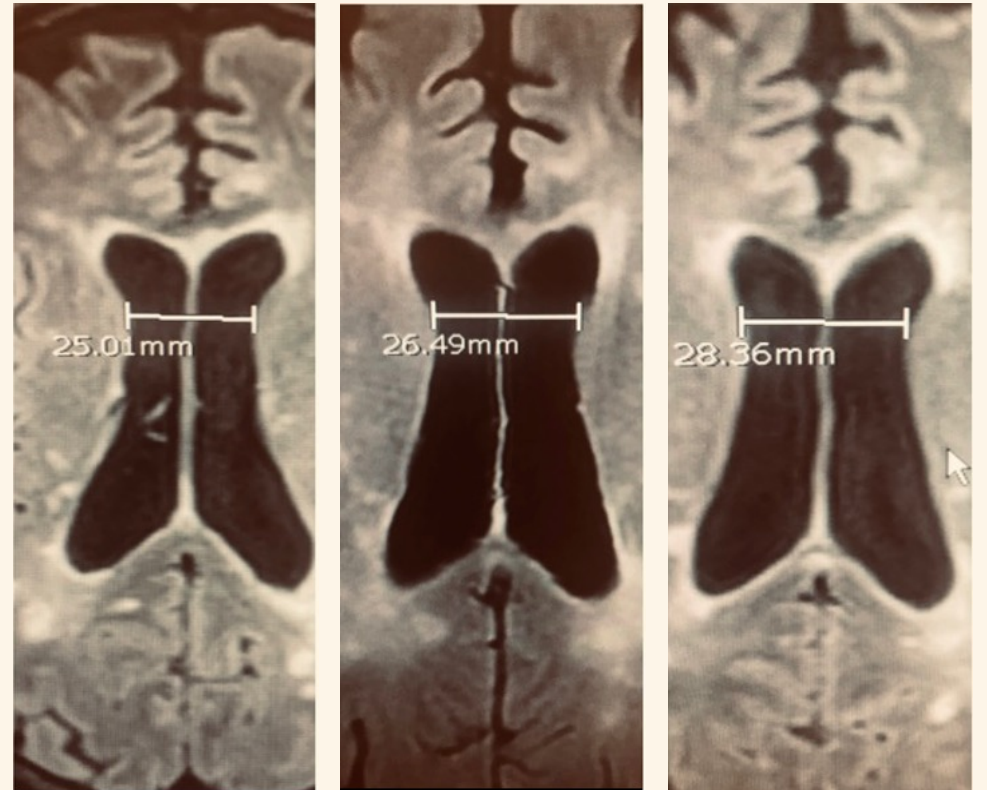
*Severe atrophy  
in a 55y with MS*





# Brain volume loss in MS can happen rapidly, even in “stable” patients

Atrophy over time



2016

2018

2020



# Unmet need in Chronic Inflammatory Demyelinating Polyneuropathy (CIDP)

CIDP is the most common immune-mediated peripheral neuropathy

Characterised by demyelination of motor and sensory nerves<sup>1</sup>

Prevalence<sup>2</sup>  
**0.8–8.9**  
Cases per  
100,000 persons

Incidence<sup>2</sup>  
**0.2–1.6**  
Cases per 100,000  
persons per year

Symptoms:  
motor/sensory deficits in >1 limb;  
weakness in proximal and distal muscles<sup>3</sup>

*The current treatment algorithm in CIDP has limitations<sup>4–9</sup>:*

## Efficacy rates

>30% of patients may be refractory to IVIg, steroids or PLEX<sup>5–9</sup>

## Response to treatment

Of the ~ 70% of responders, the response is sometimes incomplete<sup>4,5,7,9</sup>

## Route of administration

Treatments involves frequent infusions<sup>4,9</sup>

## Sustained effects

there is often a “wearing off” effect<sup>9</sup>

## Disease progression

Axonal degeneration slowly continues despite therapies<sup>5,7</sup>

1. Querol LA, et al. Neurotherapeutics. 2022;19(3):864–873. 2. Bragazzi NL, et al. J Neuroinflammation. 2021;18(1):264. 3. Dalakas MC. Chapter 67 - Autoimmune Peripheral Neuropathies. In: Rich R, et al. Clinical Immunology (Fifth Edition). Elsevier; 2019. 903–915.e1. 4. Querol LA, et al. Neurotherapeutics. 2022;19(3):864–873. 5. Dalakas MC. Chapter 67 - Autoimmune Peripheral Neuropathies. In: Rich R, et al. Clinical Immunology (Fifth Edition). Elsevier; 2019. 903–915.e1. 6. Said G. Neuromuscul Disord. 2006;16(5):293–303. 7. Said G, Krarup C. Chapter 22 - Chronic inflammatory demyelinating polyneuropathy. In: Handbook of Clinical Neurology. 2013;115:403–413. 8. Dalakas MC. Neurology. 2002;59(12 Suppl. 6): S13–S21. 9. Dalakas MC. Nat Rev Neurol. 2011;7(9):507–517.

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Addressing high unmet needs  
in neuro-inflammation through  
innovative mechanisms

*Erik Wallstroem*

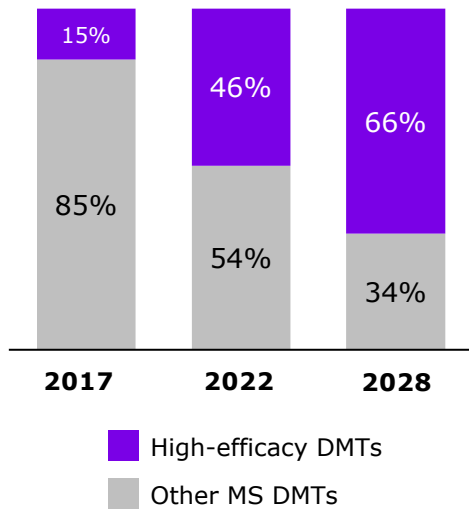
Head of Development, Neurology



# Despite current treatments, *more high-efficacy* options needed in MS

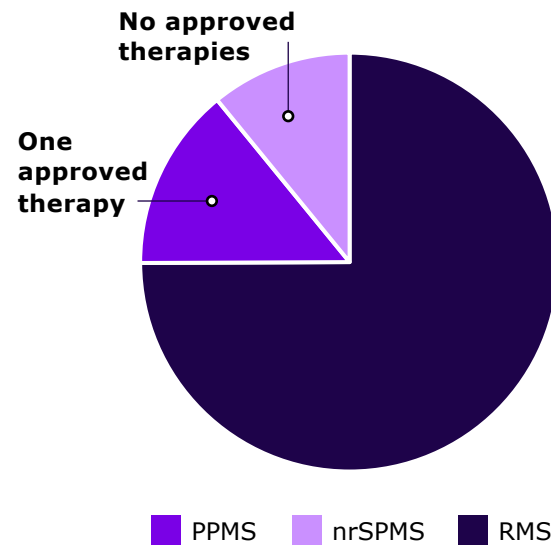
*Only Anti-CD20s are driving the high efficacy segment, more MoAs needed*

**Treated RMS patients by DMT category (U.S.)**



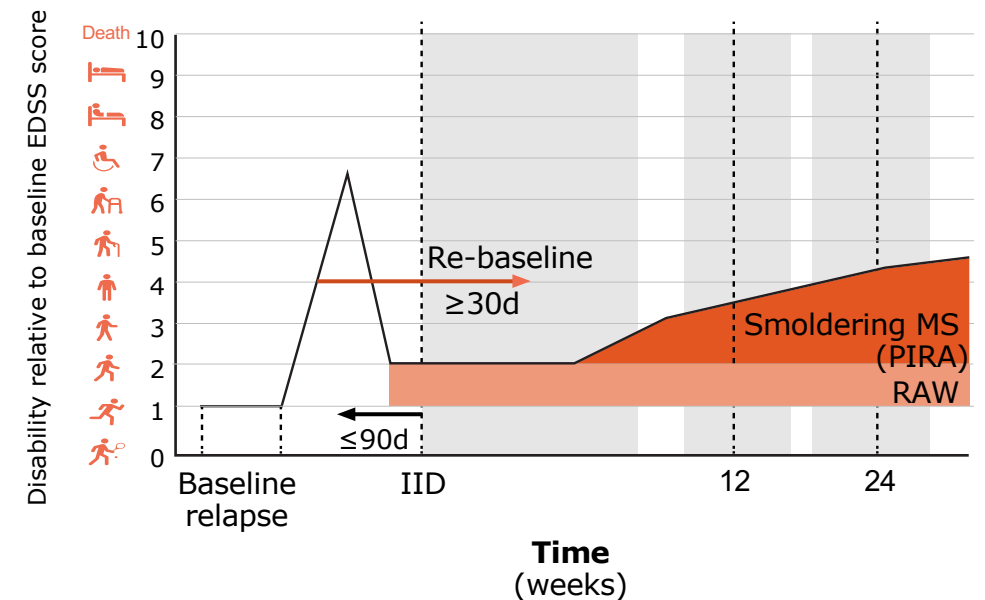
*Few to no treatments for progressive MS*

**MS patients by subtype (U.S.)**



*Smoldering MS drives disability across the disease spectrum*

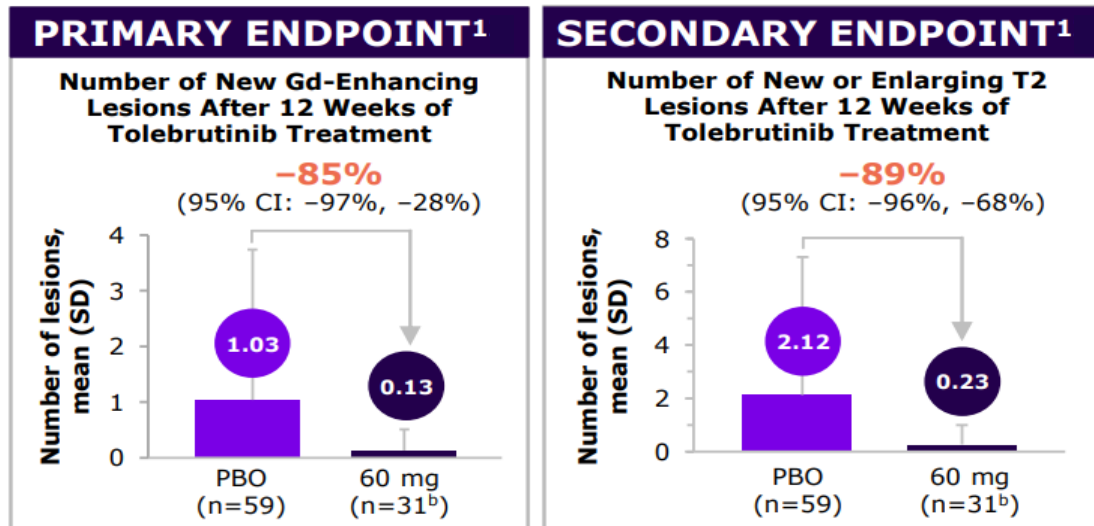
**Contributions of RAW and PIRA to disability in OPERA<sup>1</sup>**



Source: Evaluate Pharma. Note: Platform injectables: IFN/GA, Orals: Aubagio, Fumarates, Gilenya, S1Ps, Other smaller HE: Lemtrada, Mavenclad; Briumvi PDUFA Dec 2022. 1. Adapted from Giovannoni G, et al. Ther Adv Neurol Disord 2022;15:1-18.

# Tolebrutinib Ph2b results indicate *high-efficacy potential* and acting on smoldering neuroinflammation in the CNS

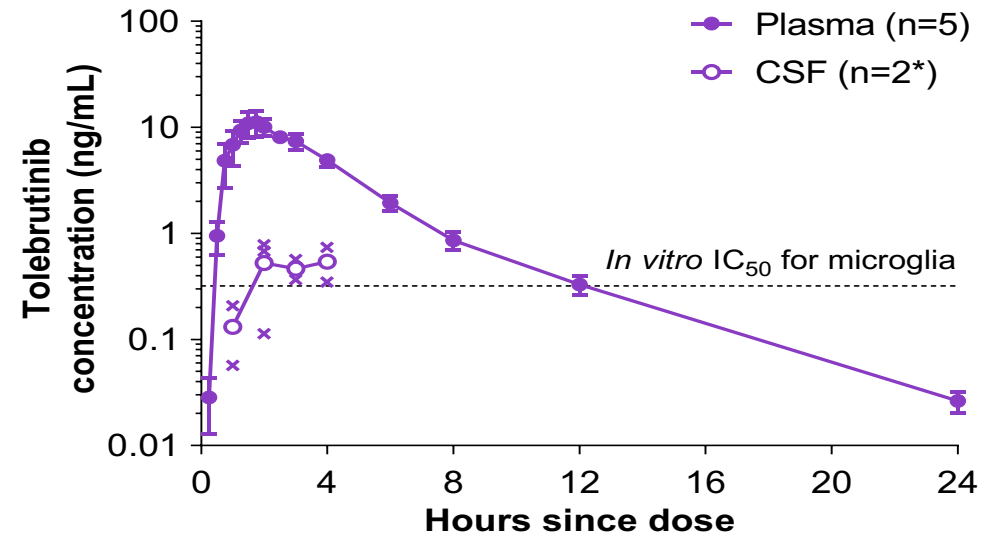
*Significantly reduced disease activity associated with MS*



<sup>a</sup>Data from participants in the placebo-treated period of cohort 2, who started tolebrutinib treatment at Week 4 after the placebo run-in. <sup>b</sup>1 patient withdrew in the 60 mg group due to contraception requirements and was not included in the efficacy analysis.

NEW

*Brain penetration at pharmacologically active levels*

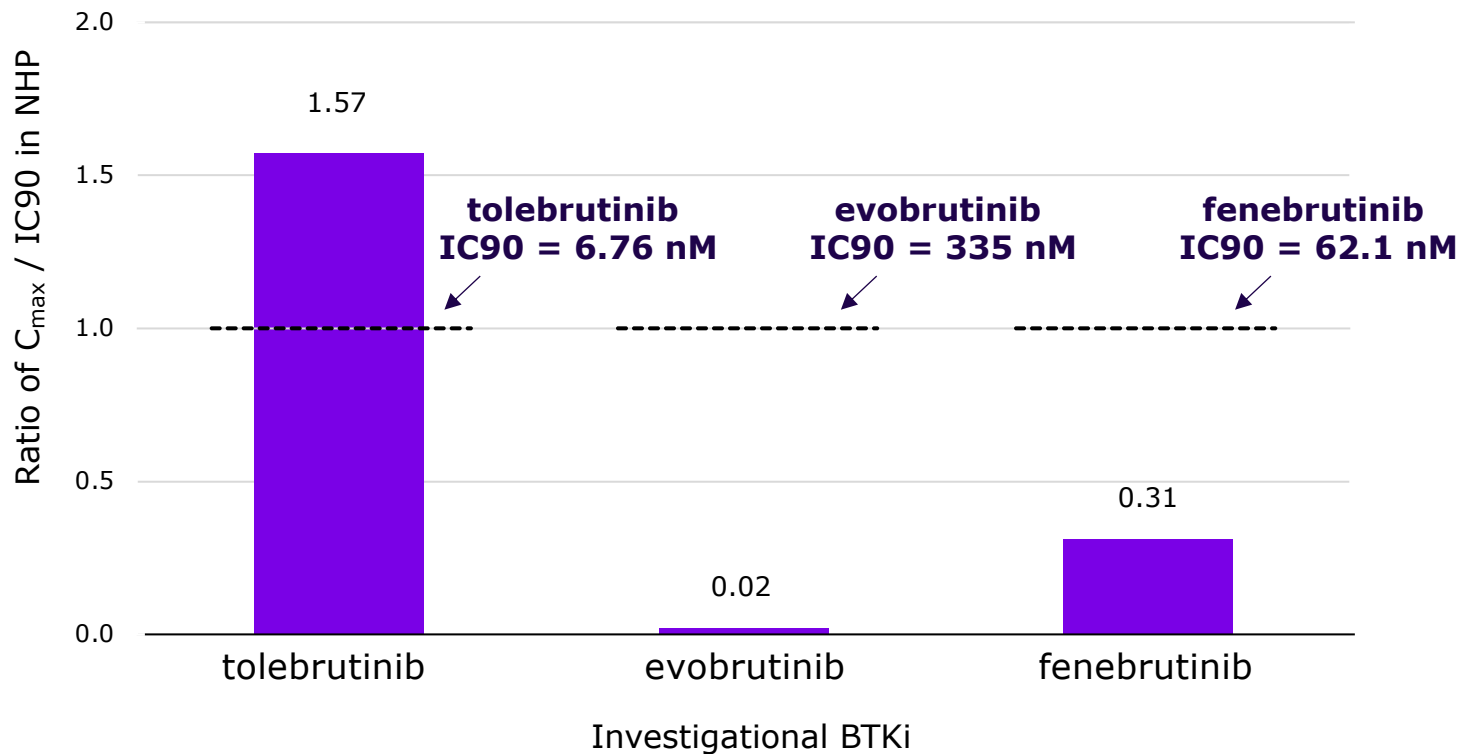


**Tolebrutinib 60mg CNS In Vitro Cellular Potency in healthy humans<sup>2</sup>**

For plasma, data are mean ± standard error. For CSF, data are mean, with crosses representing individual measurements. The sample size indicated for CSF represents the minimum number of participants sampled at each timepoint. \*n=2 for all time points except t=2 hours which is n=3. 1. Reich, Lancet Neurology, 2021. 2. Nicolas O et al. ACTRIMS 2023, P151. All measured CSF concentrations exceed tolebrutinib's previously reported in vitro IC50 (0.32 ng/mL) for microglia, except for the concentration measured at the 1-hour timepoint for the 60 mg dose. Tolebrutinib is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Direct comparison supports *differentiation*

*Only tolebrutinib exceeded the IC90 value in CSF*



Tolebrutinib was *more potent* in terms of BTK inhibition than evobrutinib (*50x*) or fenebrutinib (*9.3x*). Relative potency to inhibit B-cell activation was consistent with biochemical results.

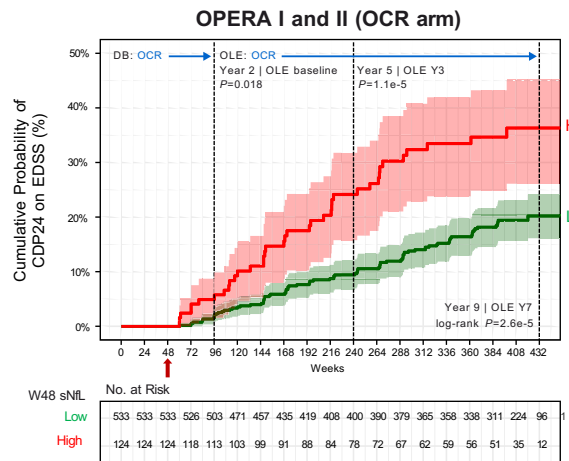
Tolebrutinib demonstrated *intrinsic CNS penetrance* in non-human primates, based on the unbound partition coefficient (*0.397*), approximately *3x* higher than evobrutinib (*0.131*), fenebrutinib (*0.147*).

The combination of high potency, reaction rates, and CNS exposure suggested that tolebrutinib inhibits BTK signaling in the CNS by *>90%*, consistent with *pharmacological activity in the brain and spinal cord*.

# Biomarker data suggest tolebrutinib acts in CNS *addressing disability accumulation*

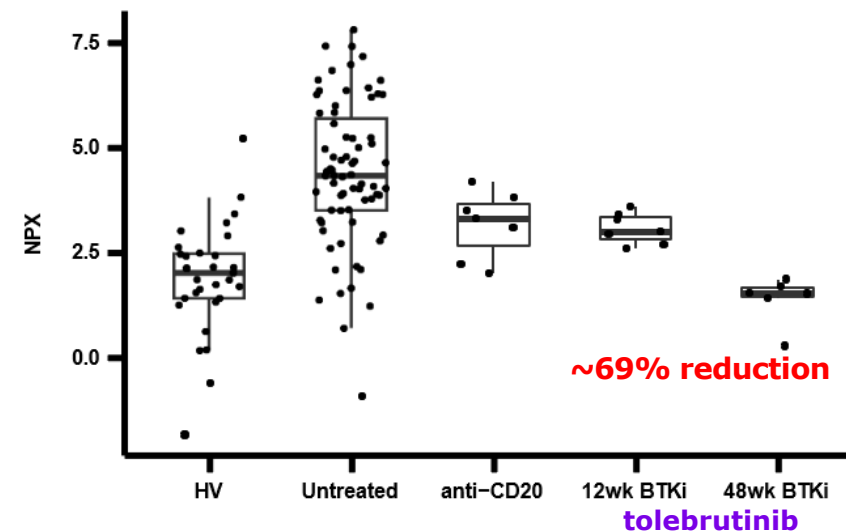
NEW

*High NfL levels correlated with more disability accumulation after 9 years*



**NfL levels after 48 weeks of ocrelizumab treatment correlates with disability accumulation<sup>1</sup>**

*Tolebrutinib reduced NfL in CSF after switch from anti-CD20*



Olink proteomic data expressed as "Normalized Protein eXpression" as units of 2-fold change

- Tolebrutinib *significantly reduced* NfL beyond levels achieved with anti-CD20 in MS patients switched to tolebrutinib treatment<sup>2</sup>
- Data supports that tolebrutinib has CNS *bioactivity*

1. Bar-Or A, Thanei GA, Harp C, et al. Blood neurofilament light levels predict non-relapsing progression following anti-CD20 therapy in relapsing and primary progressive multiple sclerosis: findings from the ocrelizumab randomised, double-blind phase 3 clinical trials. EBioMedicine. 2023;93:104662. 2. Blazier et al, P645,ECTRIMS 2023). Tolebrutinib is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.



# Continued confidence in tolebrutinib as a potentially *transformative oral* treatment option for people with MS

## FDA **positive feedback** to address the partial clinical hold

- Multiple workstreams to *mitigate* DILI risks
- Monitoring, and point-of-care ALT test, AI-enabled patient stratification options

## FDA **to modify** the partial clinical hold for nrSPMS (HERCULES) and PPMS (PERSEUS)

- Sanofi will *resume enrollment of PPMS* participants from the U.S. to support WW enrollment
- Sanofi will provide *open-label* tolebrutinib to participants from the U.S. who are in the PERSEUS and HERCULES trials who reach the 6-month confirmed disability progression endpoint
- Participants from the U.S. who are in HERCULES and PERSEUS and who complete the double-blind treatment period will have the option to receive tolebrutinib treatment in the *open-label LTS* trial beginning in 2024

Continued dialogue with the FDA to *resolve the partial clinical hold on RMS* participants which currently remains in place (RMS trials GEMINI I & II fully recruited)

# Broadest BTKi Phase 3 development program underway with tolebrutinib across all forms of MS

## Relapsing-remitting multiple sclerosis

	Screening Period Recruitment Status	Treatment Period: approximately 18 to 36 months (event driven trials)	Expected readout
<b>GEMINI 1</b> RMS <b>N=974</b>		<div style="background-color: #1a237e; color: white; padding: 5px; text-align: center;">1 tablet daily tolebrutinib</div> <div style="background-color: #808080; color: white; padding: 5px; text-align: center;">1 tablet daily teriflunomide</div>	<b>Mid 2024</b>
<b>GEMINI 2</b> RMS <b>N=899</b>		<div style="background-color: #1a237e; color: white; padding: 5px; text-align: center;">1 tablet daily tolebrutinib</div> <div style="background-color: #808080; color: white; padding: 5px; text-align: center;">1 tablet daily teriflunomide</div>	<b>Mid 2024</b>

## Progressive forms of multiple sclerosis

	Screening Period Recruitment Status	Treatment Period: 24 to 48 months (event driven trials)	Expected readout
<b>HERCULES</b> nrSPMS <b>N=1131</b>		<div style="background-color: #1a237e; color: white; padding: 5px; text-align: center;">1 tablet daily tolebrutinib</div> <div style="background-color: #808080; color: white; padding: 5px; text-align: center;">1 tablet daily placebo</div>	<b>Mid 2024</b>
<b>PERSEUS</b> PPMS <b>N=~700</b>		<div style="background-color: #1a237e; color: white; padding: 5px; text-align: center;">1 tablet daily tolebrutinib</div> <div style="background-color: #808080; color: white; padding: 5px; text-align: center;">1 tablet daily placebo</div>	<b>2025</b>

Three out of the four trials are *fully recruited*

Enrollment of PPMS participants *to resume* in the U.S.

Weekly liver *monitoring* during months 2 and 3 to ensure safe treatment initiation

GEMINI 1 (NCT04410978). GEMINI 2 (NCT04410991). HERCULES (NCT04411641). PERSEUS (NCT04458051). Tolebrutinib is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.



# Tolebrutinib Phase 3 trials address the *full spectrum of MS*

Indication	Status	Clinical evidence	Eligible population	Next milestone
RMS	Phase 3	85% reduction in new Gd+ lesions (Ph2b)	<b>910k</b>	Phase 3 data <b>mid 2024</b> Submission <b>in 2024</b>
nrSPMS	Phase 3	Brain penetrance and bioactivity suggesting direct effect on disease-associated microglia	<b>170k</b>	Phase 3 data <b>mid 2024</b> Submission <b>in 2024</b>
PPMS	Phase 3	Brain penetrance and bioactivity suggesting direct effect on disease-associated microglia	<b>120k</b>	Phase 3 data <b>in 2025</b>

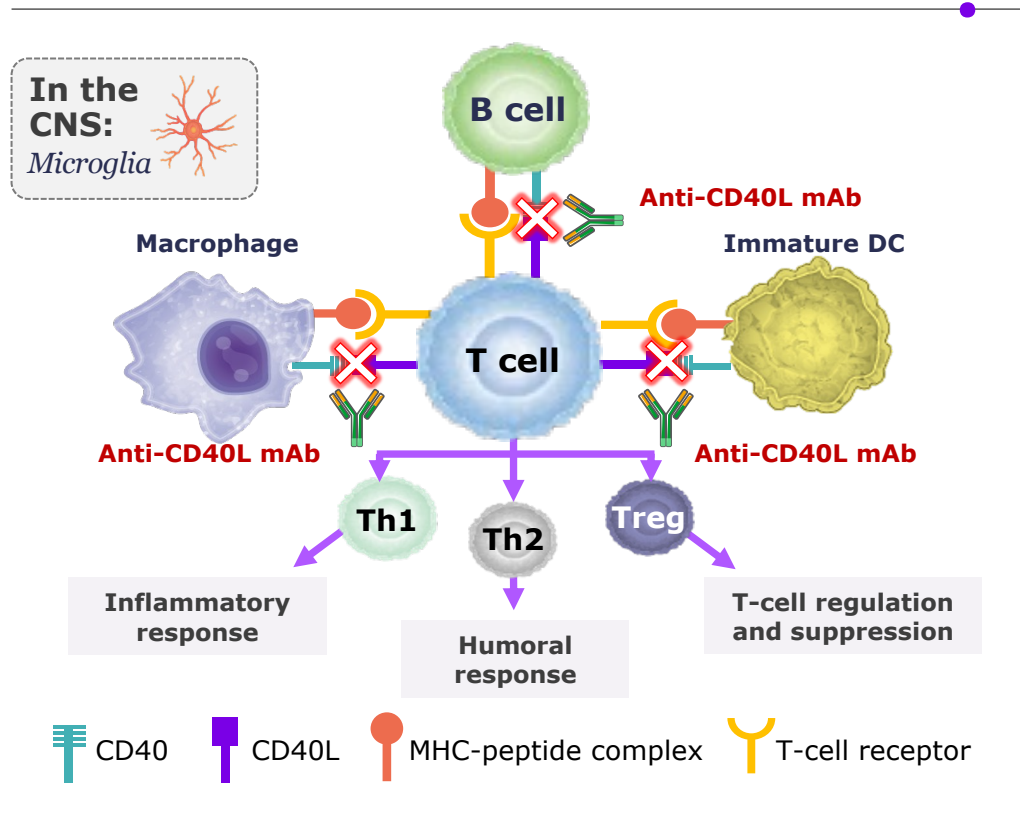
*More than 1.2M eligible patients*

- ✓ Strong science with potential for best-in-class efficacy
- ✓ Fully owned
- ✓ Broadest BTKi Phase 3 development program including nrSPMS where no approved therapies exist

*€2-5bn peak sales potential*

Diagnosed patients across U.S. and EU5 (France, Germany, UK, Spain, Italy). Additional details in Epidemiology Appendix. Tolebrutinib is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Frexalimab *pleiotropic approach to MS therapy* targeting adaptive and innate immune mechanisms



*Novel* MoA with adaptive and innate immune effects

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Clinical and pathological evidence suggest a key role of CD40/CD40L in the development and progression of MS, with possible links to *peripheral tolerance*

Potential as *high-efficacy, non-lymphocyte depleting* MS therapy

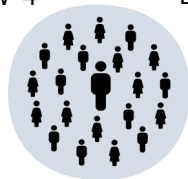
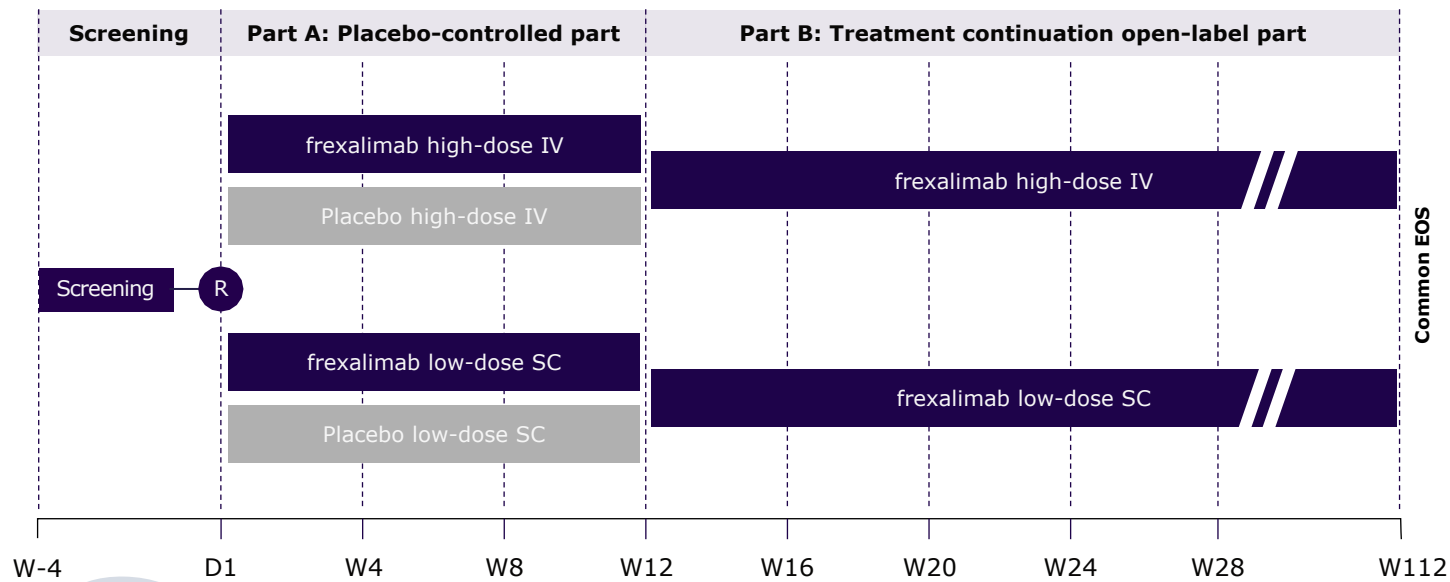
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Key pathway in immune diseases, with potential for *pipeline-in-a-product*

Frexalimab is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Phase 2 trial design *explored high-dose IV and low-dose SC*

*Phase 2, double-blind, randomized, placebo-controlled study RMS*



N=129

### Patient Eligibility Criteria

- Adult participants aged  $\geq 18$  to  $\leq 55$  years
- Diagnosis of RMS
- $\geq 1$  documented relapse in previous year, or  $\geq 2$  documented relapses in prior 2 years, or  $\geq 1$  active Gd+ lesion within 6 months

### Primary objective

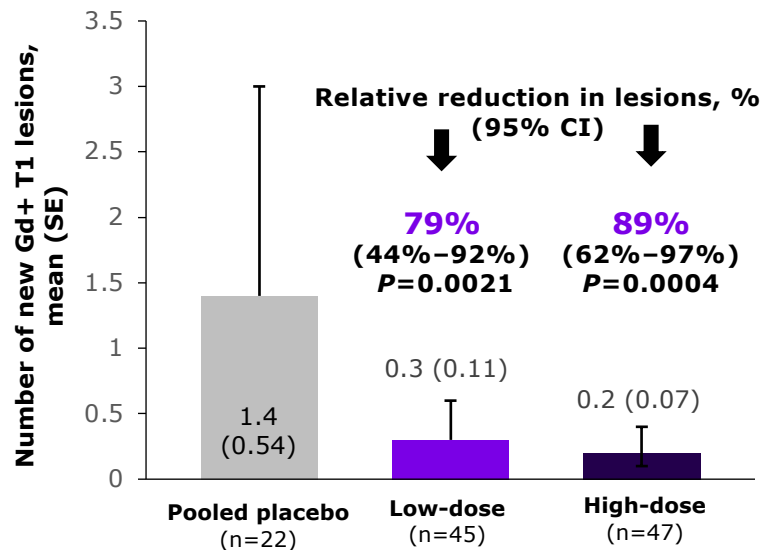
Number of new gadolinium-enhancing (Gd+) T1-hyperintense lesions at Week 12

### Secondary objectives

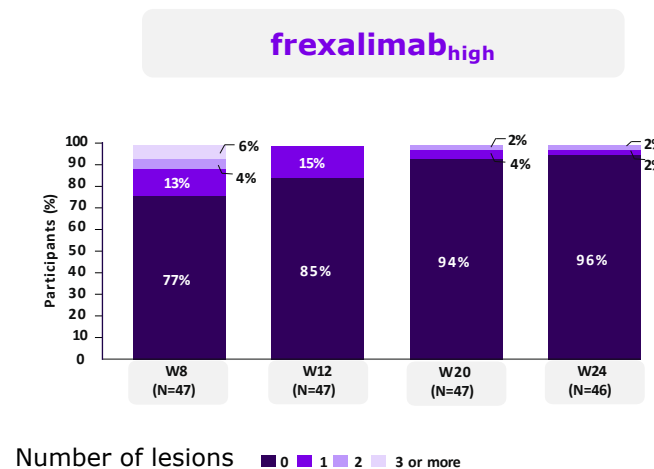
- Number of new or enlarging T2 lesions at Week 12
- Total number of Gd+ T1 lesions at Week 12
- Number of patients with antidrug antibodies
- Safety and tolerability
- PK:  $C_{max}$ ,  $T_{max}$ ,  $AUC_{0-\tau}$ ,  $t_{1/2z}$ , until Week 112

# Strength of Phase 2 data demonstrates *high-efficacy potential* for frexalimab in MS

*Significant reductions in new Gd+ lesions at Week 12*



*96% of participants free of new Gd+ lesions at Week 24*



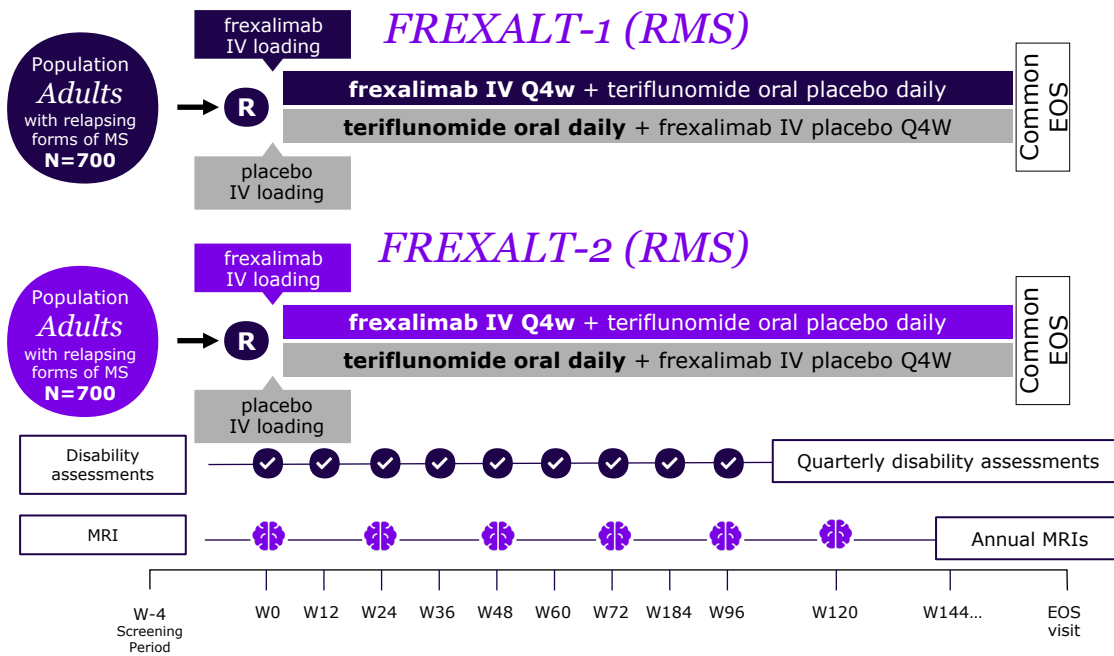
96% of participants showed sustained reduction of disease activity over Week 24 in the high-dose group and 80% in the low-dose group being free of new Gd+ T1 lesions at Week 24

Rapid and marked *reduction* at Week 24 in the number of lesions in the placebo group upon switching to high group at Week 12

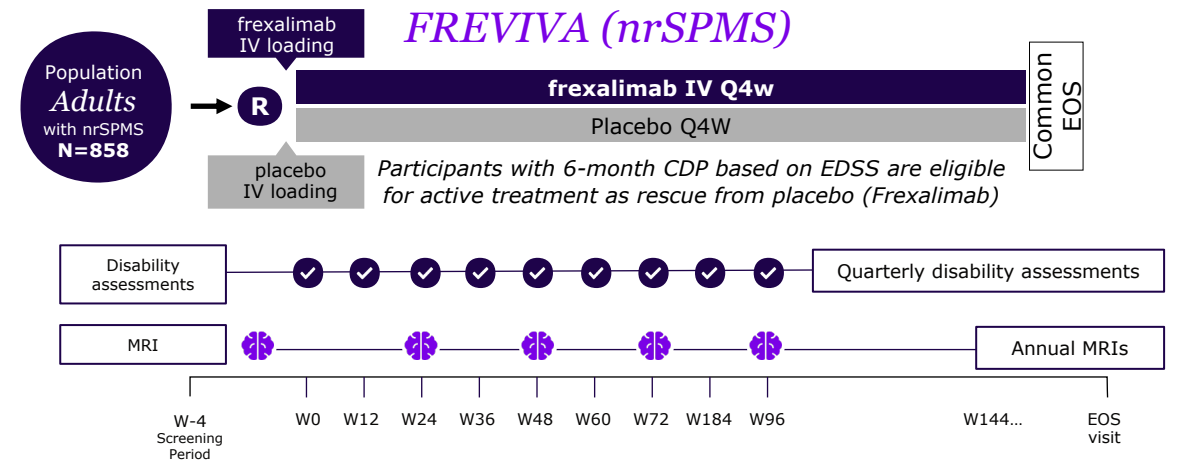
*Safe* and generally *well-tolerated* over Week 24, no serious or severe TEAEs were reported  
*Continued* monitoring in the open-label Part B

Source: Vermersch P, et al. Frexalimab, a CD40L Inhibitor, in Relapsing Multiple Sclerosis: Results from a Randomized Controlled Phase 2 Trial. LB02 presented at Consortium of Multiple Sclerosis Centers (CMSC), Colorado, May 31–June 3, 2023. Frexalimab is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Phase 3 program initiated to confirm frexalimab as high-efficacy, *non-lymphocyte depleting* MS therapy



**Primary endpoint**  
 Adjudicated annualized relapse rate (ARR) during the study period assessed by confirmed protocol-defined adjudicated



**Primary endpoint**  
 Time to onset of 6m-cCDP as assessed by the composite of:

- Increase of  $\geq 1.0$  point from the baseline EDSS score when the baseline score is  $< 5.5$ , OR increase of  $\geq 0.5$  points when the baseline EDSS score is  $\geq 5.5$
- Or  $\geq 20\%$  increase from baseline score in the 9-HPT test or T25-FW test

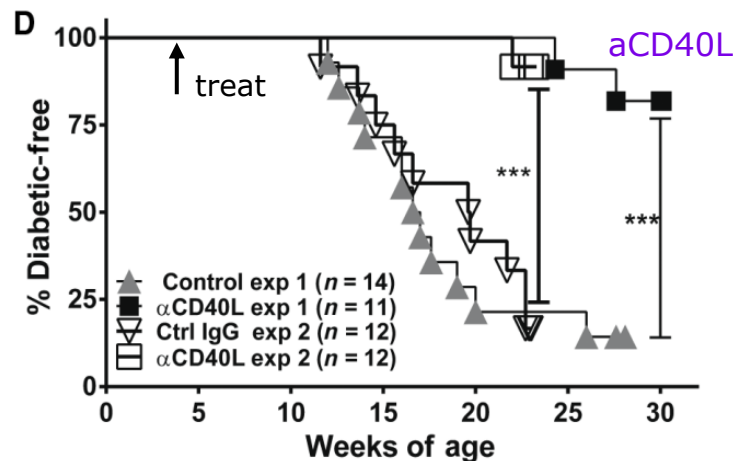
Disability assessments refer to EDSS, T25FW, 9HPT and SDMT, at screening only EDSS will be assessed. Continued development of SubQ dosing in parallel. FREXALT (NCT06141473). FREVIVA (NCT06141486). Frexalimab is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Frexalimab: Potential *disease modification* of type 1 diabetes through protection of pancreatic $\beta$ -cells

- Type 1 diabetes is an autoimmune disorder in which cytotoxic CD8 T cells kill the pancreatic  $\beta$ -cells leading to a life-long dependency on insulin treatment
- Frexalimab acts by blocking a key amplification step between T- and B-cells minimizing T-cell activation and protecting further loss of  $\beta$ -cells

## Mouse model data

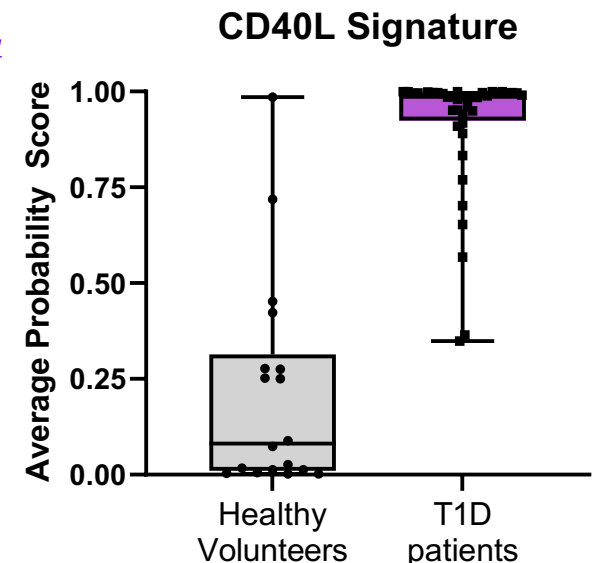
Female NOD/LtDvs mice treated with a single dose of anti-CD40L mAb at 4 weeks-of-age show significantly reduced progression to Type 1 diabetes



**Non-obese diabetic (NOD) mice are an autoimmune strain of mice that develop spontaneous T1D as well as autoantibodies such as anti-insulin autoantibodies**

## Human gene expression data

Sanofi integrative analysis of CD40L pathway gene expression shows a highly significant enrichment in gene score in the blood of T1D patients ( $p < 0.0001$ )



1. Mahmoud T.I. et al, Autoimmune manifestations in aged mice arise from early-life immune dysregulation, Sci Trans Med, 2016 Oct 19;8(361) 2016. 2. <https://www.finngen.fi/en>. 3. <https://innodia.cpr.ku.dk/>. Frexalimab is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Frexalimab: *Pipeline-in-a-product* with significant indications under development

Indication	Status	Clinical evidence	Eligible population	Next milestone
MS	Phase 3	Significant reduction in new lesions at Week 12	<b>1.1M<sup>1</sup></b>	Phase 3 data RMS Submission <b>in H2 2027</b>
T1D	Phase 2b	Circulating CD40L pathway gene expression significantly upregulated in T1D patients <sup>3</sup>	<b>2.8M<sup>2</sup></b>	Phase 2b data <b>in 2027</b>

*More than 3.9M eligible patients*

Additional indications being explored adding potentially *another ~0.5M*

Indication	Status	Preliminary clinical evidence	Eligible population	Next milestone
Sjogren's syndrome <sup>4</sup>	Phase 2a	Potent pharmacological activity on a disease related biomarker (CXCL13) <sup>5</sup>	<b>0.2M</b>	Phase 2a data <b>in H1 2024</b>
SLE <sup>6</sup>	Phase 2a	Supportive data from other CD40L program <sup>7</sup>	<b>0.3M</b>	Phase 2a data <b>in H2 2025</b>

✓ Potential first-in-class

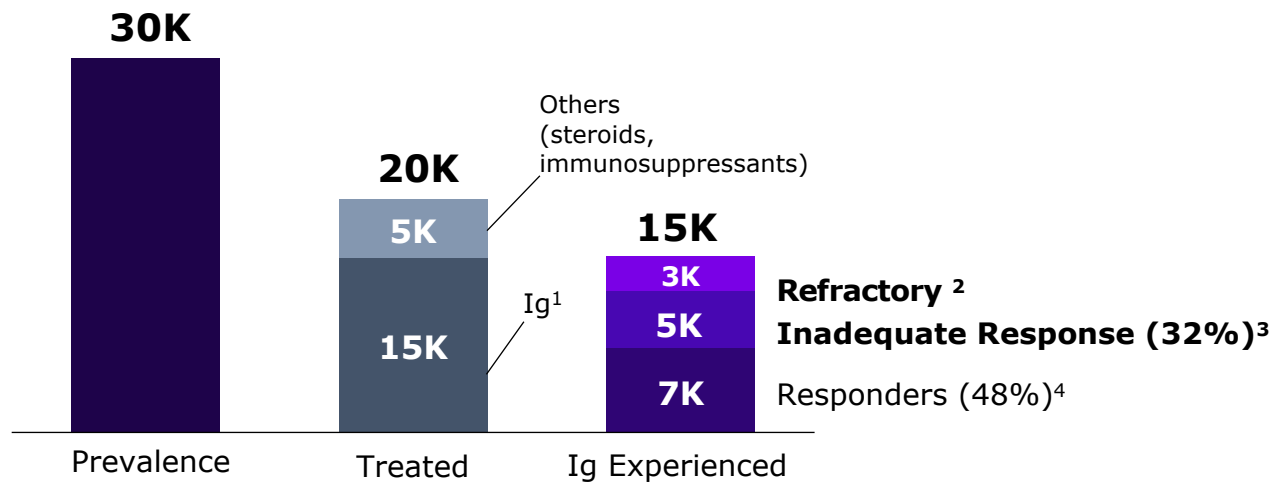
✓ Potential pipeline-in-a-product

*€5bn+ peak sales potential*

Advanced therapy eligible patients across U.S. and EU5 (France, Germany, UK, Spain, Italy). Additional details in Epidemiology Appendix. 1. MS includes RMS and nrSPMS diagnosed patients. 2. Prevalence all ages; Prevalence <20y 0.3M (U.S. 0.168M + EU5 0.136M), Incidence <20y 30k (U.S. 19k + EU5 14k). 3. Sanofi internal analysis. 4. Moderate to severe patients. 5. Based on internal interim analysis. 6. Excludes Lupus Nephritis, treated patients. 7. <https://pubmed.ncbi.nlm.nih.gov/33956056/>  
 Frexalimab is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Significant *unmet need* in Chronic Inflammatory Demyelinating Polyneuropathy

*Highest unmet need remains in CIDP for patients with partial or no response to SOC*



**2023 U.S. CIDP Patients**

Most common peripheral autoimmune demyelinating condition, ~30% of patients becoming *wheelchair bound*

*30 to 40%* of patients do not respond or respond inadequately to SOC IVIg

More effective and convenient treatments *needed*

1. Includes IVIg: Intravenous Immunoglobulin, SCiG: Subcutaneous Ig, patients treated with Ig + steroids in combination. 2. Ig-refractory: patient who is no longer undergoing Ig treatment due to failure or inadequate response (INCAT 2-9), or unable to take IG due to side effects. 3. Ig Treated with remaining disability (i.e., INCAT 2): patient on Ig treatment with remaining disability (with an INCAT higher or equal to 2). 4. Fully responding to Ig without remaining disability (i.e. INCAT 0-1): patient fully responding to Ig treatment and stable without remaining disability (with an INCAT score of 0-1). Details in Epidemiology Appendix.



# Phase 2 in CIDP *met primary* and secondary endpoints at planned interim analysis

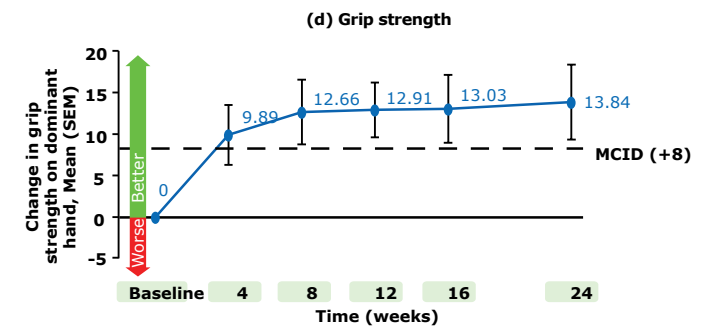
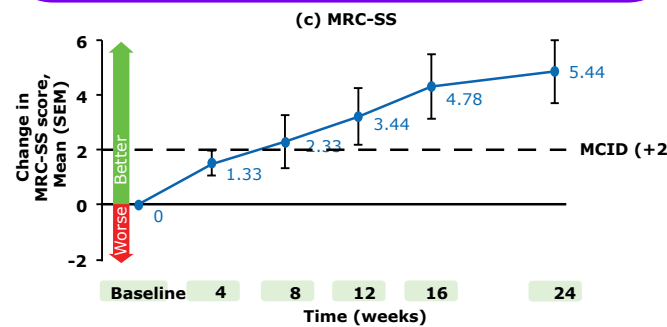
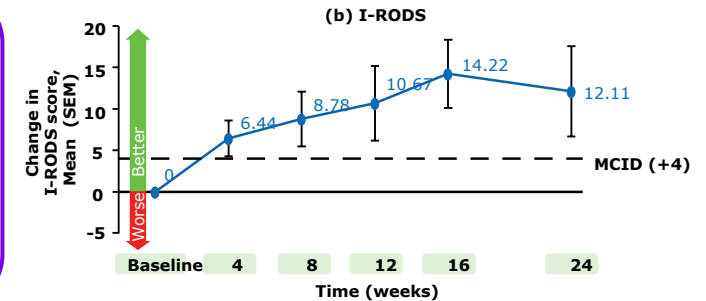
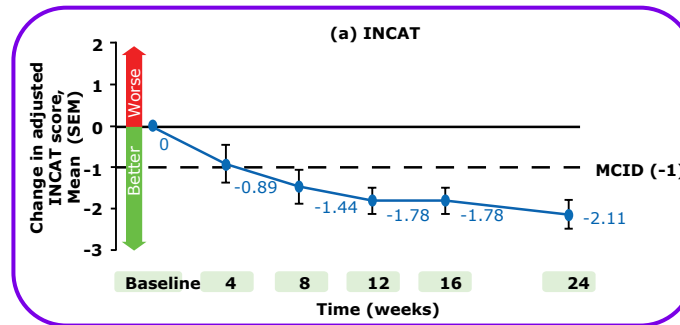
NEW

*riliprubart* is a subcutaneously administered humanized monoclonal Ab that targets active C1s in the classical complement pathway

Potential to *block* key inflammatory mechanisms causing demyelination and axonal damage in CIDP

Positive endpoints were *met* in both refractory and SOC treated patients

50% of participants<sup>1</sup> experienced a meaningful improvement in function and muscle strength observed ( $\geq 1$  point decrease in INCAT) in **SOC-Refractory group** N=18

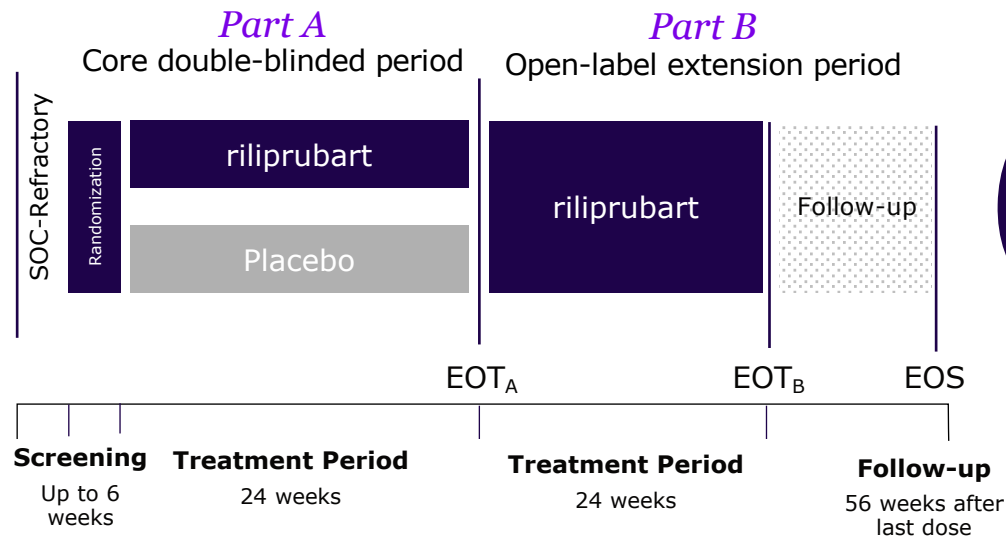


1. Out of 18 participants, 14 completed 24 weeks, while 4 discontinued (due to Pneumonia klebsiella, muscular weakness, death, visit schedule burden). Riliprubart is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# Riliprubart Phase 3 *program* in CIDP

## Mobilize (SOC-Refractory CIDP)

**Population**  
CIDP patients who either failed or had inadequate response (refractory) to Igs (85%) or refractory to corticosteroids (15%)  
**N=120**



### Primary Endpoint

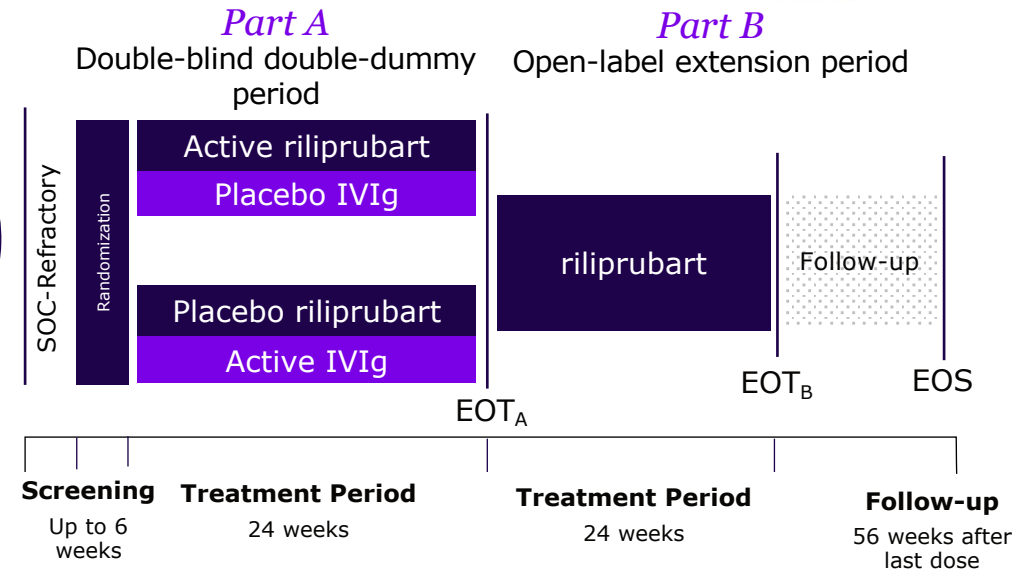
- Percentage of participants achieving 1-point decrease in adjusted INCAT disability score at Week 24, compared to baseline

### Secondary Endpoint

- Improvement in functional disability monitored (I-RODS, INCAT), muscle strength measured by MRC-SS, quality of life (EQ-5D-5L), and fatigue (R-FSS)
- Safety and Immunogenicity

## Vitalize (IVIg-Treated CIDP)

**Population**  
CIDP patients who have responded to and are being treated with IVIg  
**N=140**



### Primary Endpoint

- Percentage of participants achieving 1-point decrease in adjusted INCAT disability score at Week 24, compared to baseline

### Secondary Endpoint

- Improvement in functional disability monitored (I-RODS, INCAT), muscle strength measured by MRC-SS, quality of life (EQ-5D-5L), and fatigue (R-FSS)
- Safety and Immunogenicity

Riliprubart is currently under clinical investigation, and its safety and efficacy have not been evaluated by any regulatory authority.

# *Maximizing* the value of multiple late-stage assets in neuroinflammation

## *Neuroinflammation*

Compound	Description	Target indication	Phase	Planned submission
tolebrutinib	BTK inhibitor	RMS	3	H2 2024
tolebrutinib	BTK inhibitor	nrSPMS	3	H2 2024
tolebrutinib	BTK inhibitor	PPMS	3	2025
frexalimab	Anti-CD40L mAb	RMS, nrSPMS	3	2027 (RMS)
riliprubart	Complement C1s inhibitor	CIDP	3	2026
SAR443820	RIPK1 inhibitor	MS	2	

## *Neurodegeneration*

Compound	Description	Target indication	Phase
SAR443820	RIPK1 inhibitor	ALS	2
SAR443820	RIPK1 inhibitor	Alzheimer's Disease	1 (opt-in)
SAR446159 <sup>1</sup>	Anti-alpha-synuclein and IGF1R bispecific Ab	Parkinson's Disease	1

1. Also known as ABL301, developed in collaboration with ABL Bio. These products are currently under clinical investigation and their safety and efficacy have not been evaluated by any regulatory authority.

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Expanding leadership  
in respiratory

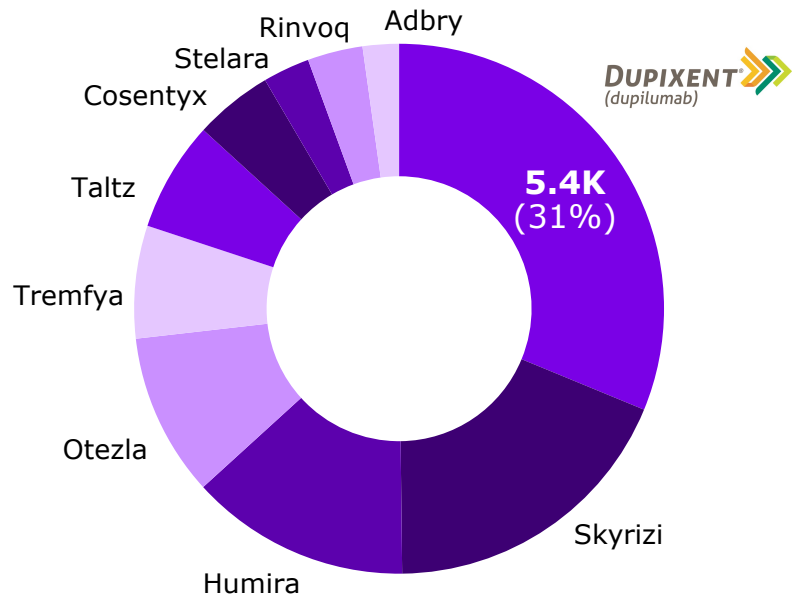
*Manuela Buxo*

Global Head of Dupixent Franchise

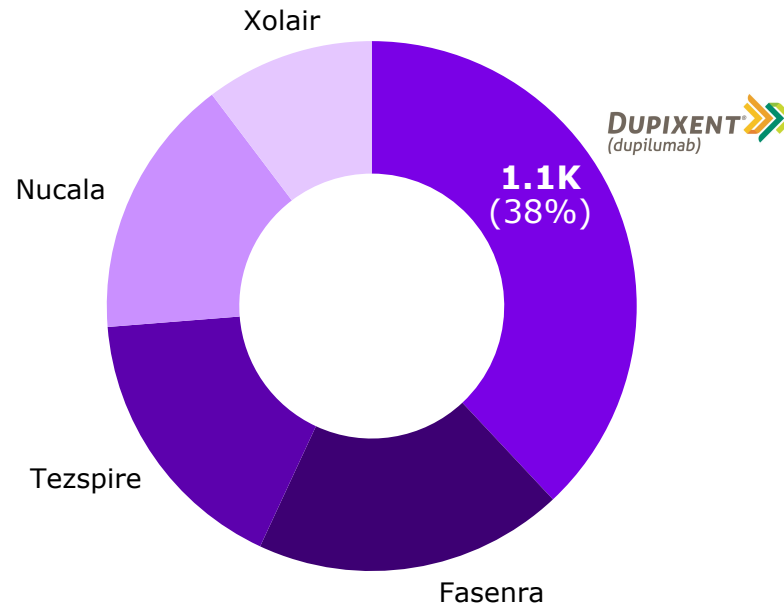


# DUPIXENT® Building a *superbrand*

Leading with *Dermatologist* Weekly NBRx<sup>1</sup>



Leading with *Pulmonologist* Weekly NBRx<sup>1</sup>



9 Approved indications<sup>2</sup>

- Adults
- Adolescents
- Pediatric to 6mo+

>750k Patients treated<sup>3</sup>

#1 U.S. NBRx share across all indications<sup>4</sup>

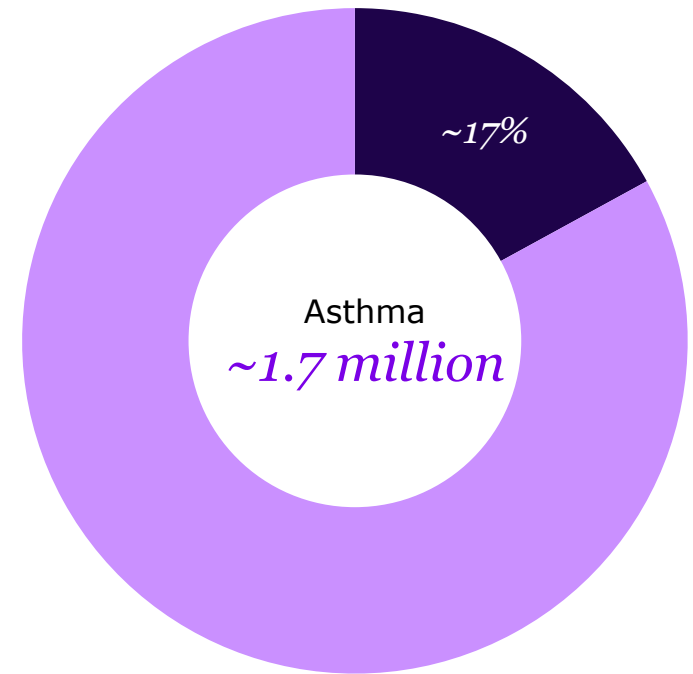
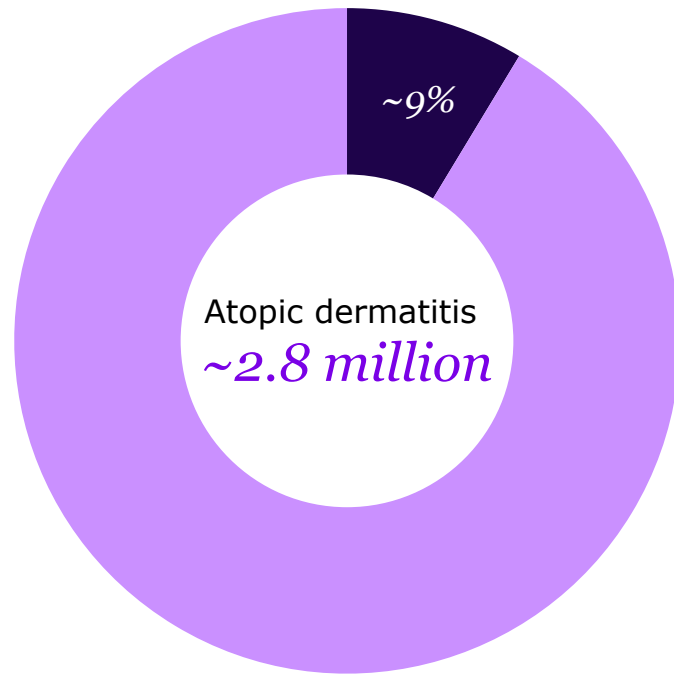
>7 m Biologics eligible patients in major markets<sup>5</sup>

1. IQVIA SMART – Patient Insights Edition (Nov 2023 Extract). 2. AD (4), Asthma (2), CRSwNP, PN, EoE. 3. Across >50 geographies where currently approved in at least one indication. 4. IQVIA NSOB, Nov 2023. 5. Japan, Germany, France, Italy, Spain, and UK.

# Dupixent: addressing *large patient populations* in markets with low penetration of advanced therapies

*Estimated patients (18+) in U.S., EU5 (2022)*

- Advanced therapy treated
- Advanced therapy eligible

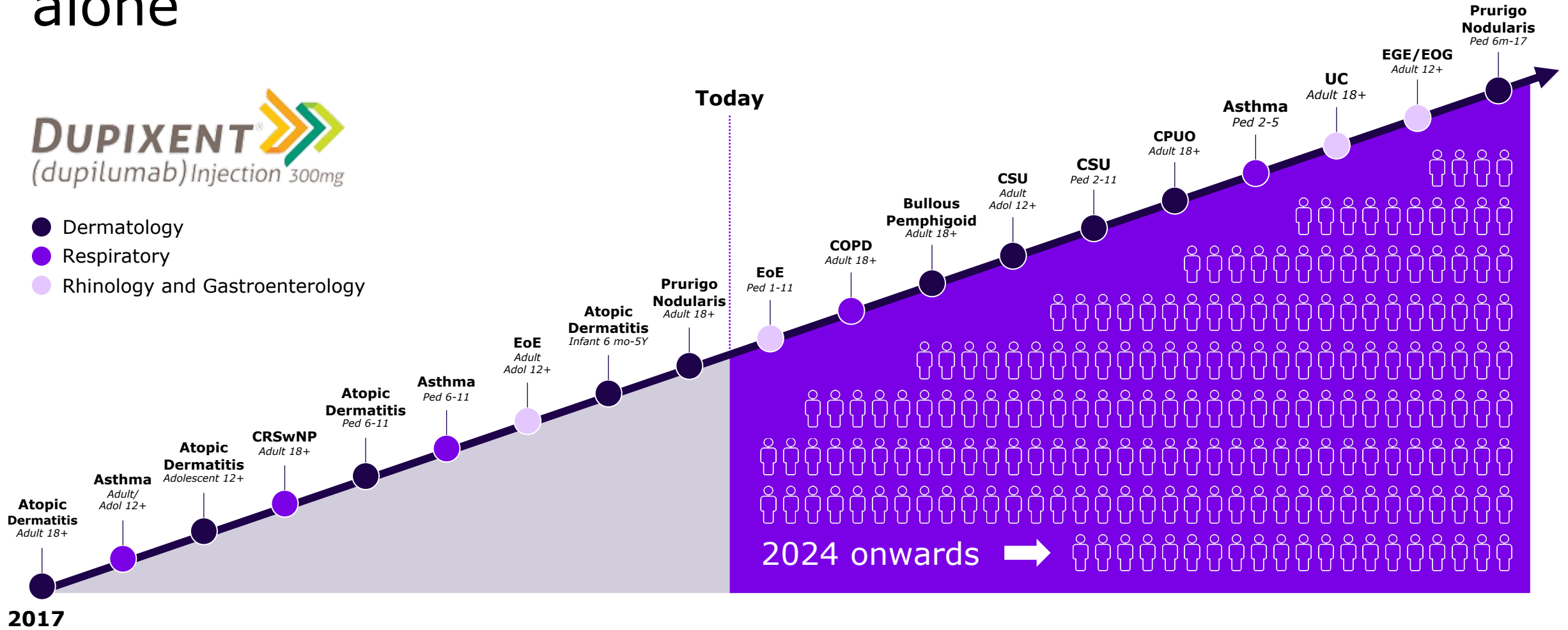


Advanced therapy eligible patients across U.S. and EU5 (France, Germany, UK, Spain, Italy). Additional details in Epidemiology Appendix.

# Opportunity to add *1 million* eligible patients in the U.S. alone



- Dermatology
- Respiratory
- Rhinology and Gastroenterology

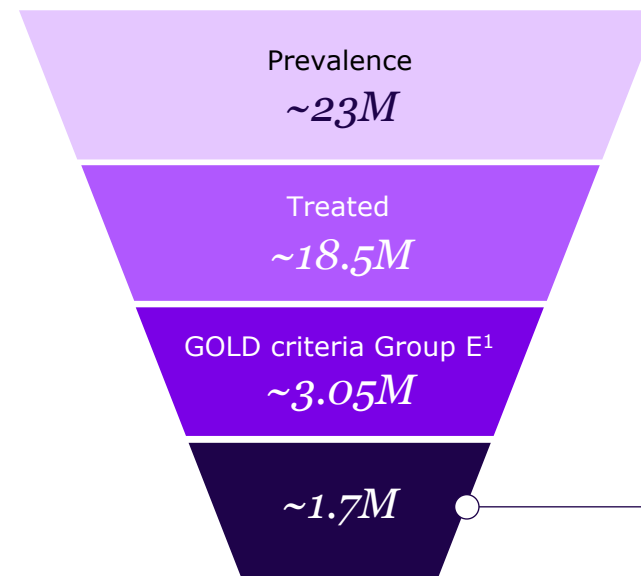


# Sanofi develops first advanced therapy addressing *unmet need in COPD* with huge burden for society

*No new treatment options were approved in more than 10 years*

- 3<sup>rd</sup> leading cause of death worldwide, ~150K annual deaths in U.S.
- Significant impact on quality of life
- Leading to 1.5m hospitalizations in the U.S. per year
- Major driver of healthcare costs, ~\$50bn of economic cost annually in U.S.
- **No biologics treatment approved**

**COPD patients in U.S., EU5, Japan**



Highest unmet need in *patients uncontrolled* on triple therapy or double therapy (LAMA/LABA)

*Sanofi is deploying a phenotype-driven approach with Dupixent and itepekimab to tackle the burden of uncontrolled COPD*

Advanced therapy eligible patients across U.S., EU5 (France, Germany, UK, Spain, Italy) and Japan, 2023 estimate. Additional details in Epidemiology Appendix. 1. GOLD criteria: Global Initiative for Chronic Obstructive Lung Disease - Group E defined as high risk (≥2 exacerbations / year, or one+ requiring hospitalization). Sources: WHO, cfah, American Lung Association, ATS, GOLD



# Dupixent – 2<sup>nd</sup> Phase 3 trial *confirms* results of landmark BOREAS pivotal trial in uncontrolled COPD

## *Dupixent COPD Phase 3 program*

- NOTUS and BOREAS are replicate Phase 3 trials enrolling a total of 1,874 patients
- All patients had uncontrolled COPD and *evidence of type 2 inflammation* (blood eosinophils  $\geq 300$  cells/ $\mu$ L)
- Dupixent was added to maximal standard-of-care inhaled therapy<sup>1</sup>
- The primary endpoint for NOTUS and BOREAS evaluated the annualized rate of acute moderate or severe COPD exacerbations

## *Key findings in phase 3 NOTUS trial*

*Significant, clinically meaningful, 34% reduction* in moderate or severe exacerbations compared with placebo

*Significant improvements in lung function* relative to the placebo at 12 weeks

*Safety findings* consistent with known safety profile of Dupixent

## *Next steps:*

Full data to be presented at an upcoming scientific meeting

Data to be submitted, along with positive results from the Phase 3 BOREAS trial, to the FDA *by the end of the year*

Under review by EMA, based on results from the BOREAS trial; discussions with other regulatory authorities around the world ongoing

## itepekimab (anti-IL 33)

Potent IL-33 blocker with *best-in-class* and *first-in-class* potential

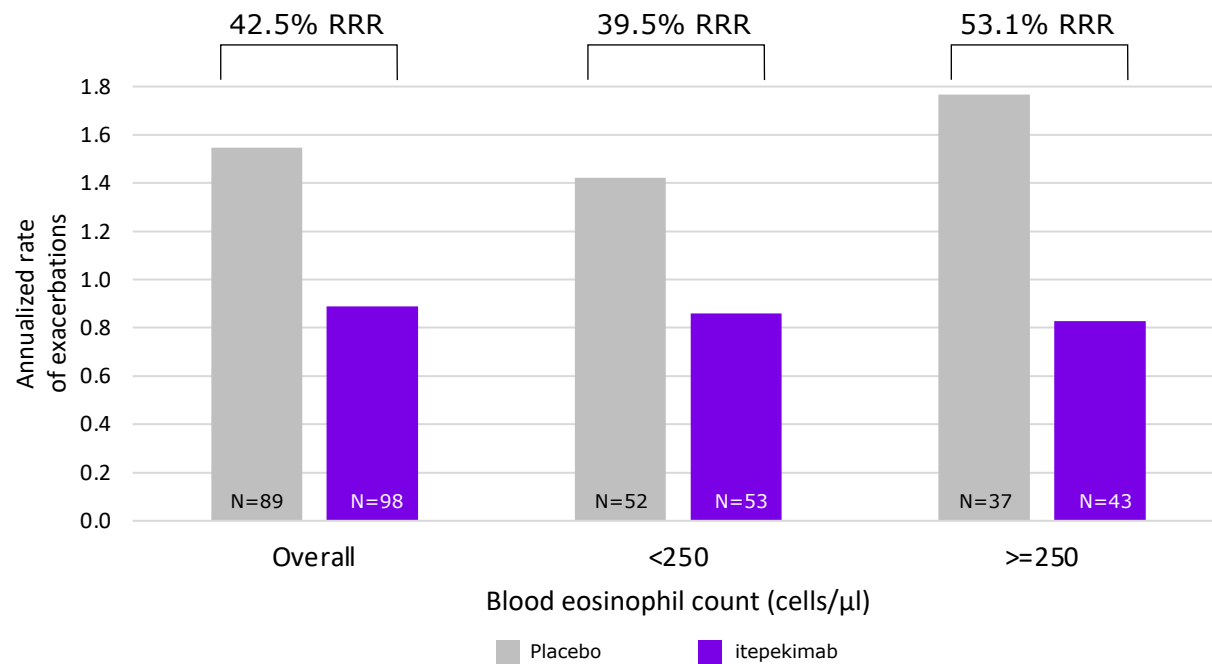
### Phase 2a results in uncontrolled COPD patients fully published

- Numerically lower rate of exacerbations in all patients (not statistically significant)
- >40% reduction in exacerbations in COPD *in former smoker population*
- Generally well tolerated, with an acceptable safety profile

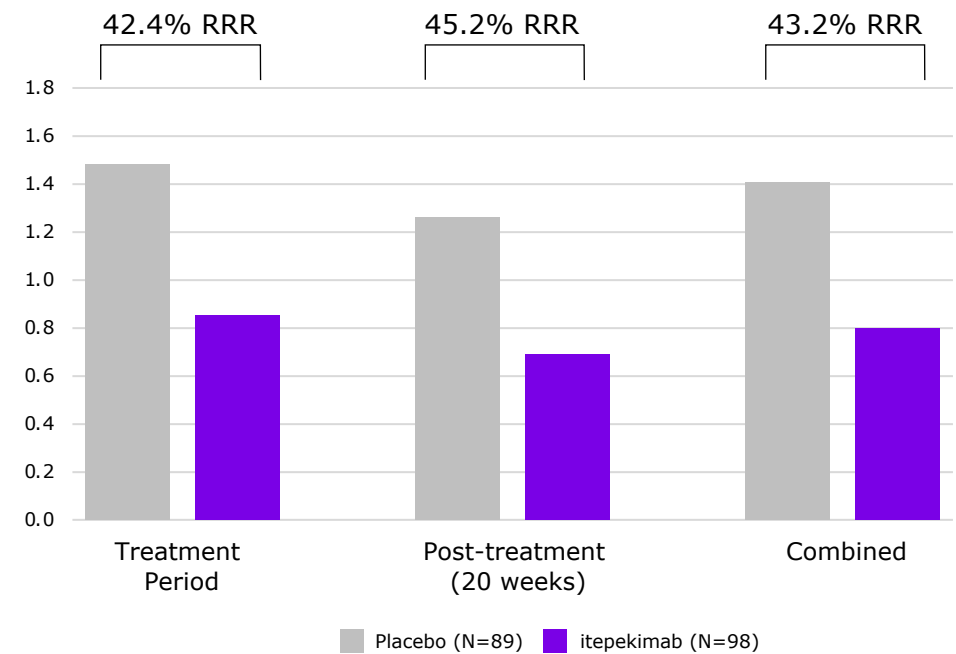
THE LANCET  
Respiratory Medicine

# Itepekimab: unprecedented impact in COPD *former smokers* (Phase 2a)

Effect present in *both high and low eosinophil* population

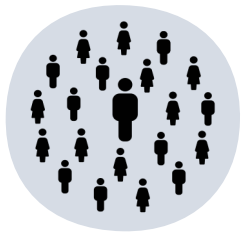


*Sustained efficacy* 20 weeks post treatment



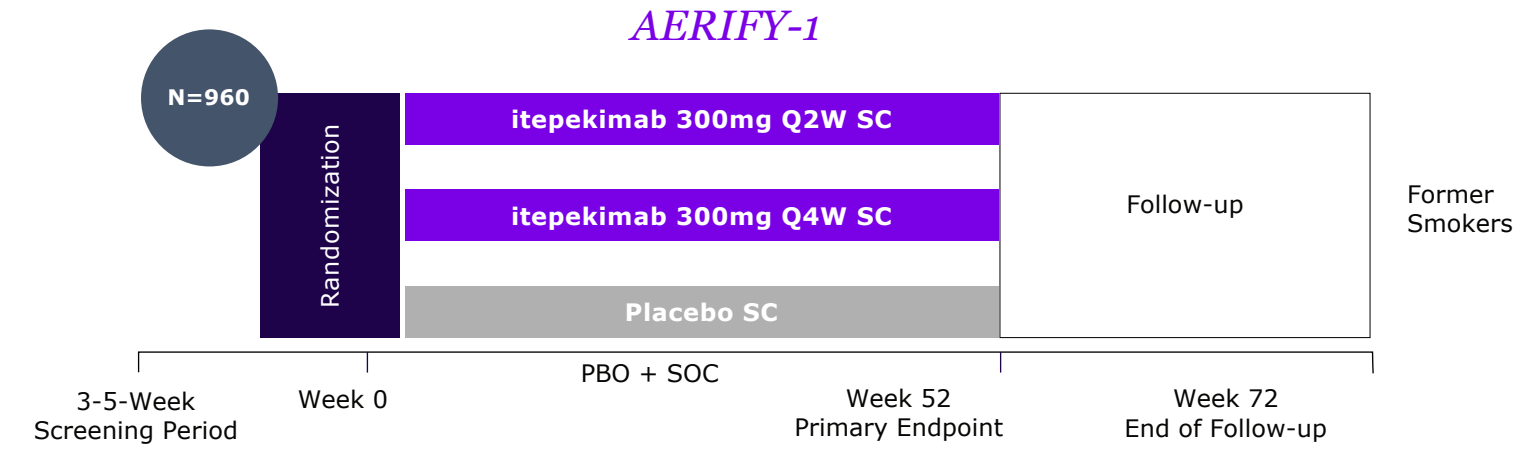
itepekimab Significantly Reduced Hospitalizations and Emergency Department Visits in Former Smokers With Moderate-to-Severe Chronic Obstructive Pulmonary Disease, Klaus F. Rabe. Rabe et al. Lancet Respir Med. 2021 (Post-hoc analysis). Itepekimab is under investigation and not yet approved by any regulatory agency. Itepekimab was generally well tolerated. Treatment emergent adverse events occurred in 78% of itepekimab patients and 80% of placebo patients. Left graph is showing adjusted values, right graph is showing unadjusted values.

# Itepekimab: Phase 3 data expected *in 2025*

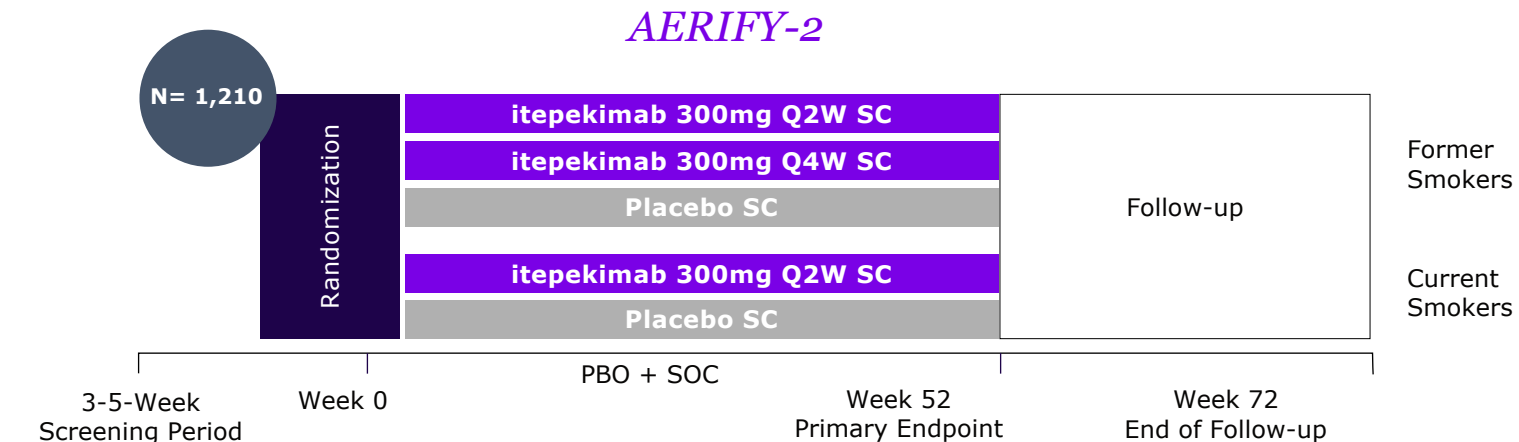


**Study population:**

Mod-to-severe COPD  
w/smoking history of  
≥10 pack-years  
≥40-85 yrs  
Gender: All



✓  
FDA Fast Track Designation<sup>1</sup>



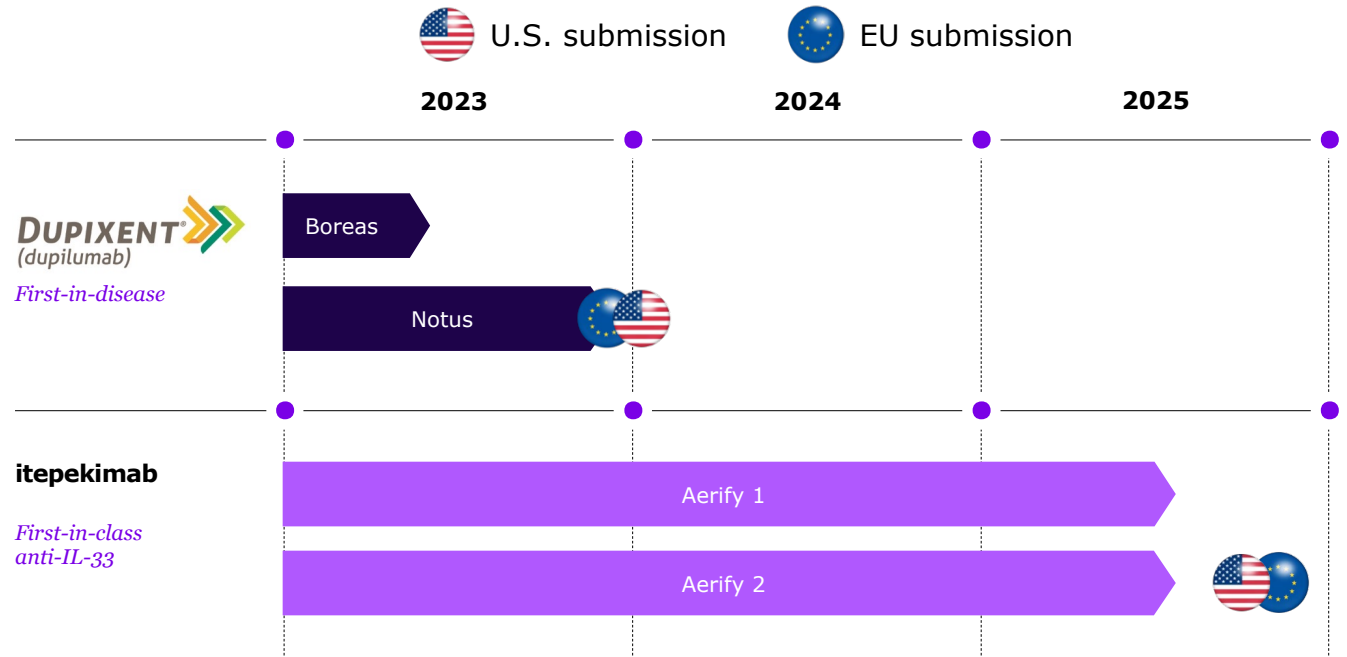
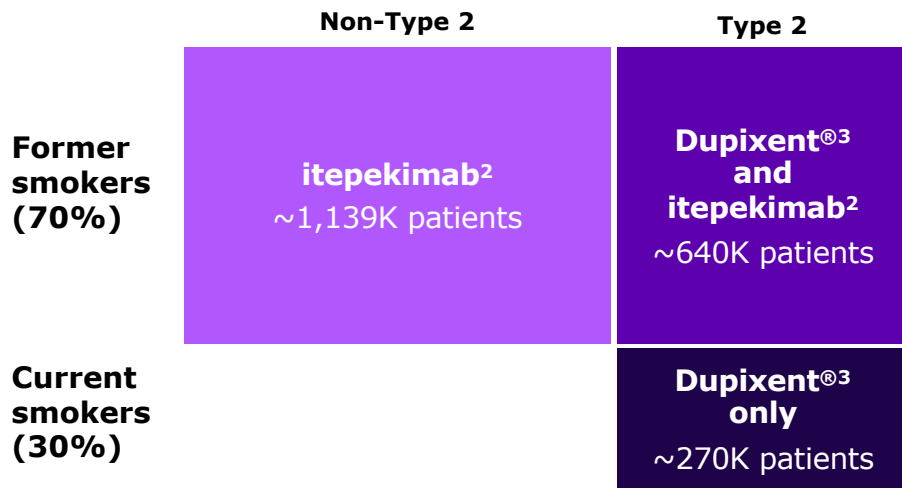
✓  
Passed futility analysis

Itepekimab is under investigation and not yet approved by any regulatory agency. 1. For COPD in former smokers.

# Peak sales potential for Dupixent and itepekimab in COPD of >€5bn combined



Patient population G7<sup>1</sup> – 2035e



*Dupixent and itepekimab have both the potential to address different COPD populations with limited overlap*

1. G7 countries: U.S., France, Germany, Italy, Japan, UK, Canada; GOLD criteria Group E and uncontrolled with triple therapy or LAMA/LABA contraindicated to ICS. 2. Itepekimab not yet approved by any regulatory agency. 3. Dupixent is under investigation and not yet approved for COPD and is being studied in patients with uncontrolled COPD treated with current SoC triple therapy among GOLD E. Patient populations exclude never smokers.

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## Physician perspective on COPD

*Brian Foard*

Global Head of Specialty Care ad interim

*Elizabeth Laws*

Global Program Head, Dupixent

*MeiLan Han*

Chief, Division of Pulmonary & Critical Care  
at the University of Michigan



Q&A session (Part 2)





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Leading in Immunology  
Research

*Frank Nestle*

Global Head of Research, Chief Scientific Officer



# Building a *leading* Research organization

*Generation of differentiated FIC/BIC molecules to sustainably fuel our R&D pipeline*

## Establish strategic innovation engines



## Build enablers and capabilities



## Capitalize on the breadth of external innovation



## Value delivery

*Industry-leading I&I pipeline<sup>1</sup>*

- ✓ 12 I&I FIH in 3 years<sup>2</sup>
- ✓ Disciplined prioritization; "fast-track" project proof points (idea to FIH in 3-4 years)

*External partnerships to capture innovation*

- ✓ ~25% of projects leverage external capabilities

*Innovative technologies*

- ✓ Flywheel Platform technologies
- ✓ Automation, digital enablement, and AI
- ✓ AI supported target and indication ID engine

*Doubling research productivity & FIH entries / year<sup>3,4</sup>*

1. According to KMR benchmarking report, 33% of Sanofi development pipeline are I&I NMEs vs 15% industry median. 2. # FIH 2021-2023. 3. # clinical candidates/investment (triennial average, 2015-2023e). 4. FIH entries (triennial average, 2015-2023e).

# *Strategic pillars* for leadership in Immunology Research

*Ambition: break efficacy ceilings, achieve a durable response, expand into new indications*



Pathway  
science

*Focus on...*

Multiple Cytokines, Co-stimulators,  
Transcription Factors



Technology  
innovation

*Breaking new frontiers...*

Next Gen. Biologics, AI-driven Drug Discovery,  
RNA-Targeting, Protein Degraders

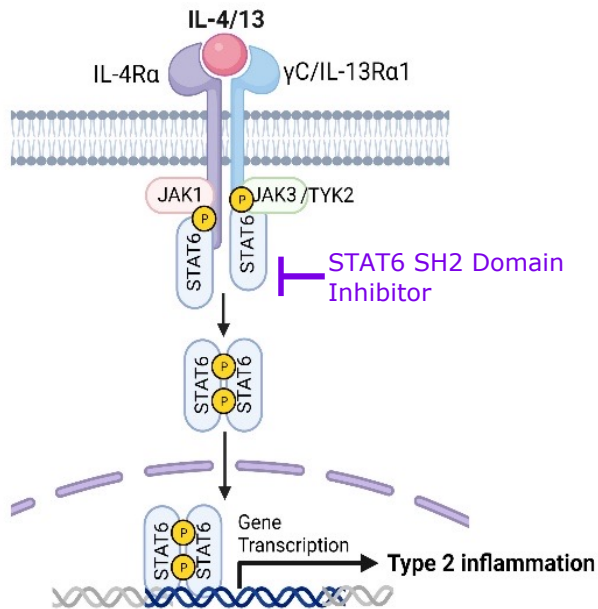


Precision  
immunology

*Leverage...*

Target Discovery Engines, Single Cell Genomics,  
Virtual Patient Engines

# STAT6 pathway inhibitor: an *oral* small molecule that blocks type 2 IL-4 and IL-13 pathways



*STAT6 SH2 domain inhibitors selectively target type 2 cellular responses and differentiate from JAK inhibitors*

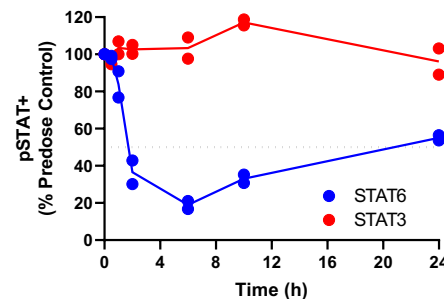
### T Cell Function (IC50)

	STAT6 inhibitor	IL-4/13 antagonist <sup>1</sup>	JAK inhibitor <sup>1</sup>
Th2	26nM	26nM	4nM
Th17	>100X	>35X (highest tested)	2X
Th1	>100X	>35X	9X

### Hematological homeostasis

EPO-STAT5	>300X	>35X	17X
TPO-STAT5	>300X	>35X	5X

*Durable and selective pSTAT6 inhibition following single oral dose of STAT6 SH2 domain inhibitor in preclinical model*



STAT6 inhibitor offers potential for *antibody-like efficacy* with oral convenience in type 2 diseases

Strong human *genetic evidence* for critical role of STAT6 with associated GWAS and gain of function mutations driving allergic disease<sup>2,3,4,5</sup>

Entered strategic collaboration with Recludix Pharma to advance novel oral STAT6 SH2 domain inhibitors with *IND projected in 2025*

1. Corporate presentation, Recludix Pharma, JPM HealthCare Conference, Jan 2023.

2. Baris et al., JACI 152, 2023.

3. Sharma et al., J Exp Med 220, 2023.

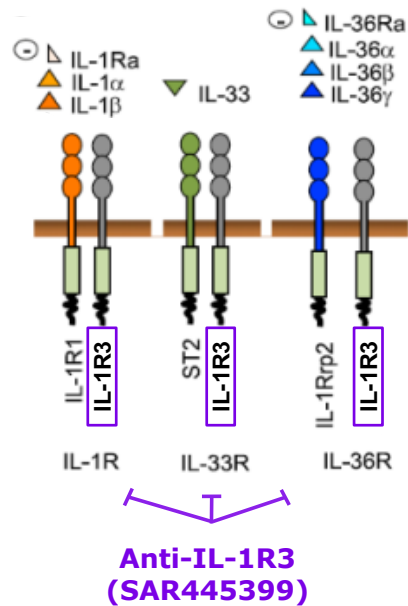
4. Takeuchi et al., JACI 151, 2023.

5. Suratannon et al., JACI 151, 2023.

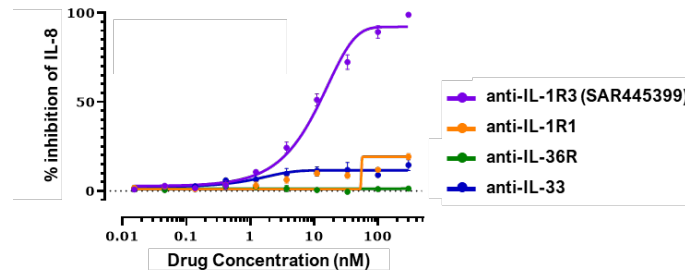
# Anti-IL-1R3 (SAR445399): a *multi-pathway* targeting Ab

Targeting 3 cytokine pathways with one molecule for potent IL-1, IL-33 and IL-36 family inhibition

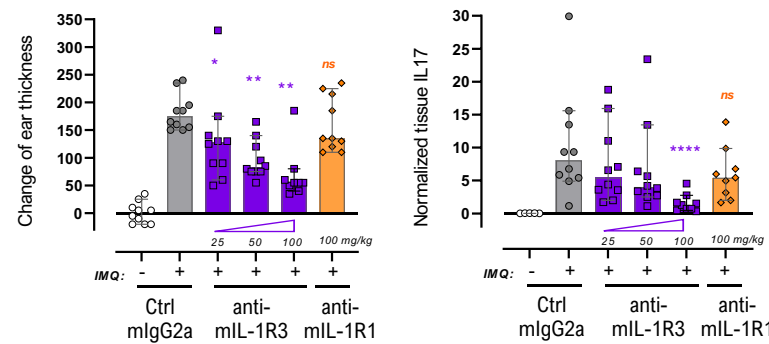
IL-1R3 shared co-receptor for IL-1, 33, 36



SAR445399 blocks IL-1, IL-33 and IL-36 cytokine activity  
IL-1β + IL-36γ + IL-33 triple stimulation



Anti-IL-1R3 blocks imiquimod-induced skin inflammation



Co-inhibition of 3 validated cytokine pathways to boost anti-inflammatory efficacy

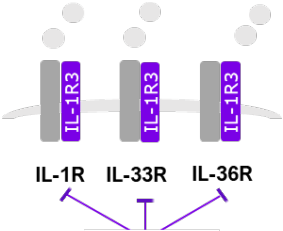
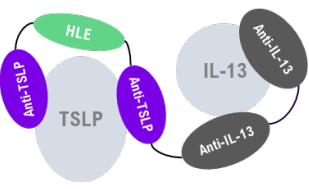
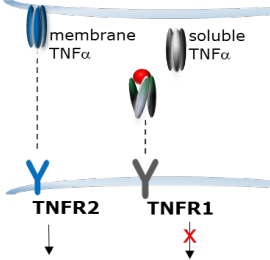
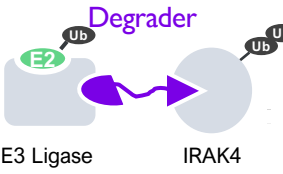
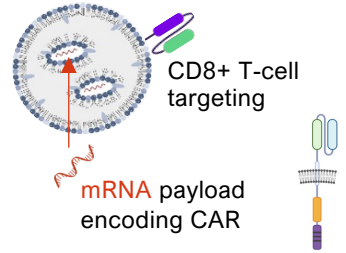
Target *innate cytokines* driving and perpetuating inflammation of barrier tissues (e.g. skin, lung, gut)

Pipeline-in-a-drug potential across multiple inflammatory indications

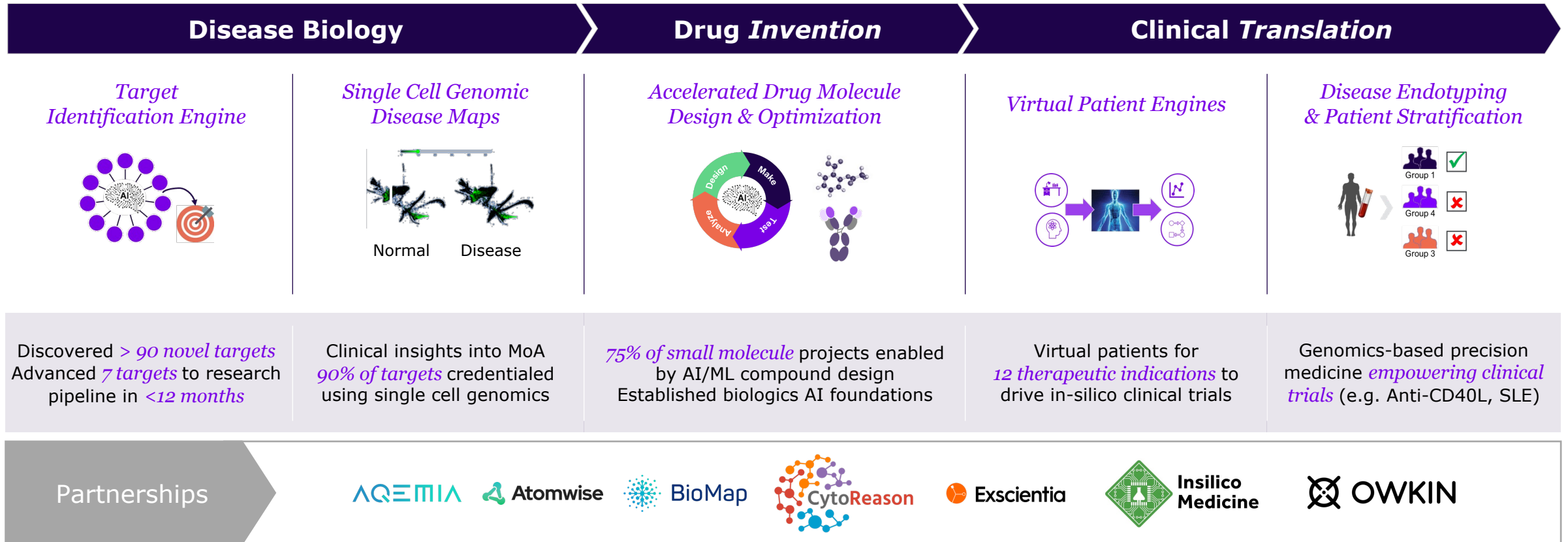
Phase 1 SAD/MAD study ongoing, expecting readout in 2024; multiple inflammatory indications



# Technology innovation driving Immunology pipeline

Next Generation Antibody	Multi-specific Nanobody® VHH	Next Generation Small Molecule	Targeted Protein Degradator	<i>In Vivo</i> Cell Reprograming
<i>Program highlights</i>				
 <p><i>Anti-IL-1R3</i></p>	 <p><i>Anti-IL-13/TSLP</i></p>	 <p><i>TNFR1 signaling inhibitor</i></p>	 <p><i>IRAK4 degrader</i></p>	 <p><i>in vivo CAR-T</i></p>
<i>Pipeline programs</i>				
<p><b>Phase 3</b> - amltelimab (AD)</p> <p><b>Phase 2</b> - frexalimab (SjS, T1D, MS, SLE) - amltelimab (Asthma, HS) - Anti-TL1A (UC, CD)</p> <p><b>Phase 1</b> - Anti-IL-1R3</p> <p><b>Discovery</b> - 11 Programs</p>	<p><b>Phase 2</b> - Anti-TNF<math>\alpha</math>/OX40L Nanobody® VHH (HS) - Anti-IL-13/TSLP Nanobody® VHH (Asthma)</p> <p><b>Phase 1</b> - Anti-CX3CR1 Nanobody® VHH</p> <p><b>Discovery</b> - 13 programs</p>	<p><b>Phase 3</b> - rilzabrutinib (ITP)</p> <p><b>Phase 2</b> - rilzabrutinib (CSU, Asthma, IgG4-RD) - Oral TNFR1si (Pso, RA) - RIPK1i (UC)</p> <p><b>Discovery</b> - STAT6i - 17 programs</p>	<p><b>Phase 2</b> - IRAK4 degrader (AD, HS)</p> <p><b>Discovery</b> - 4 programs</p>	<p><b>Discovery</b> - <i>in vivo</i> CAR-T (Oncology) - 3 programs</p>

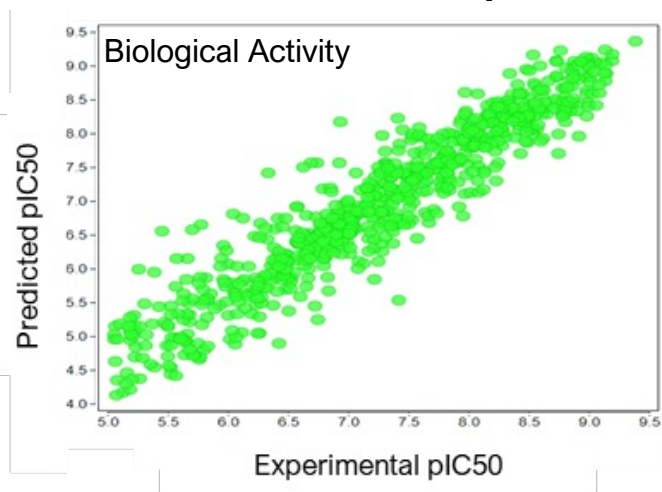
# AI Research Factory: Artificial Intelligence *empowered* drug discovery and development



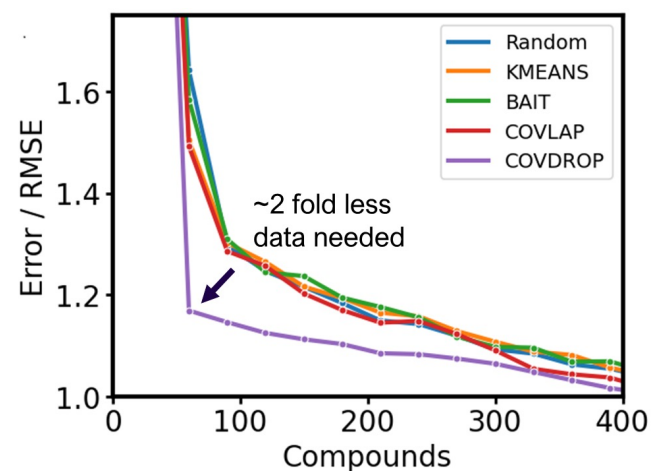
# Leveraging GenAI to improve *quality and speed* of Small Molecule Drug Discovery

*Key AI models achieve >80% predictivity while active learning improves AI model training*

**Predictivity of AI models vs. cell-based assay<sup>1</sup>**

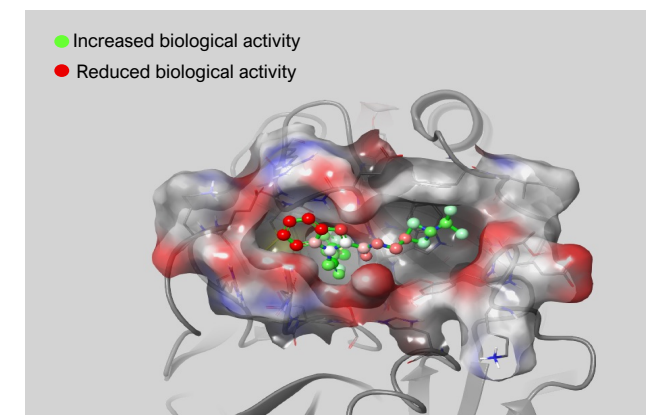


**Amount of data required to reduce AI model errors<sup>2</sup>**



*Explainable AI and Virtual Reality to apply AI learnings*

**Highlighting key structural elements to guide design cycles<sup>3</sup>**



*75% of small molecule projects enabled by AI/ML compound design*

1. Example molecule data. 2. Michael, B. et al, 2023, eLife. 3. Harren, T. et al. J. Chem. Inf. Model. 2022.



# Patients at the *center* of Immunology Research

*Matching disease mechanisms with novel modalities*






## Precision Immunology

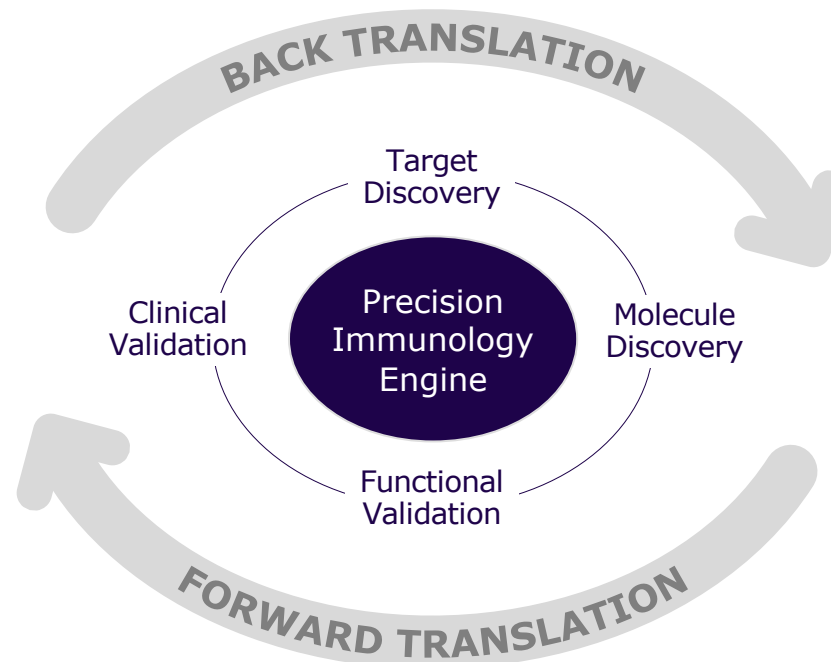
*Focus on patients and human immune biology*



## Precision Immune Therapies

*Utilize novel technology platforms*

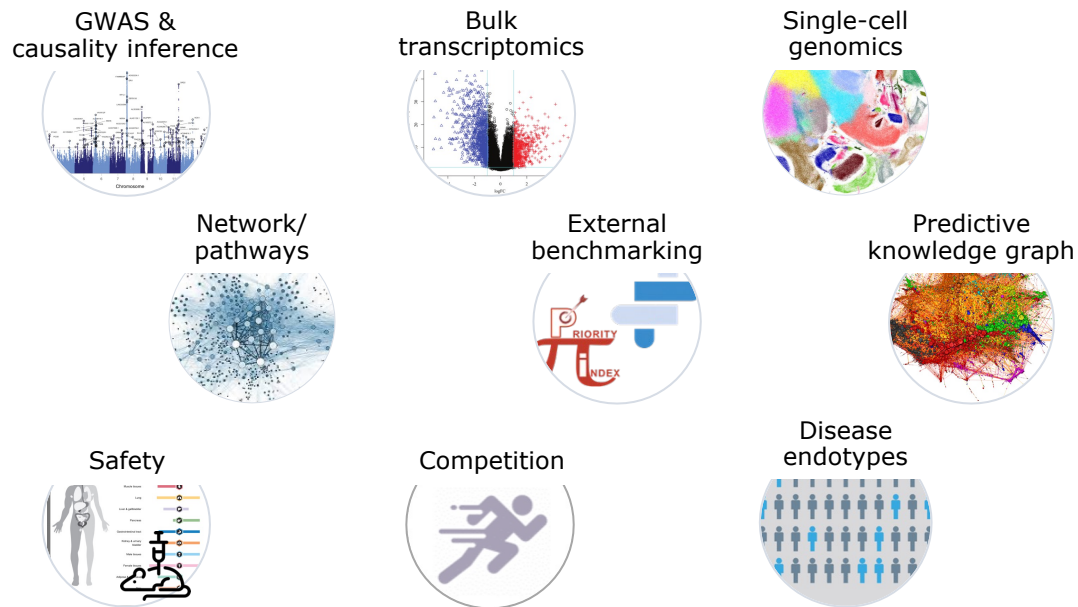
-  Next Gen. Antibody
-  Multi-specific Nanobody® VHH
-  Next Gen. Small Molecule
-  Protein Degradator
-  *in vivo* Cell Reprogramming



# AI and disease data empowered target ID & *prioritization*

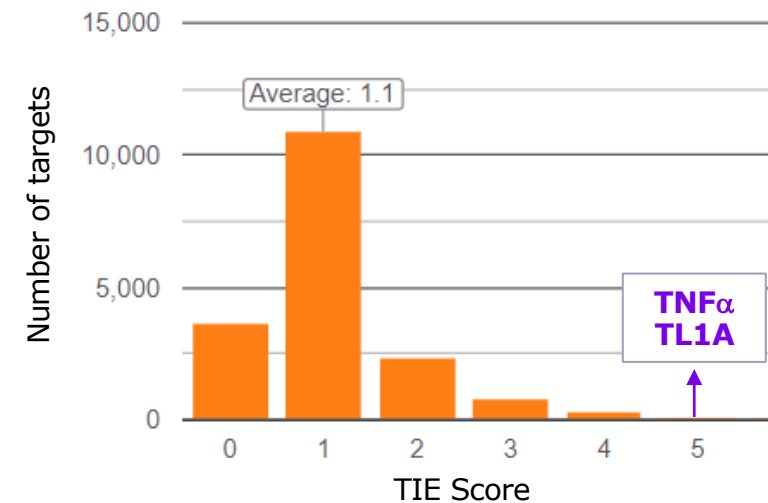
*Example use case: Target Immune Engines (TIE) in Ulcerative Colitis*

*Input: Sanofi multi-modal data*



AI-driven prioritization

*Output: Target Assessment Score*

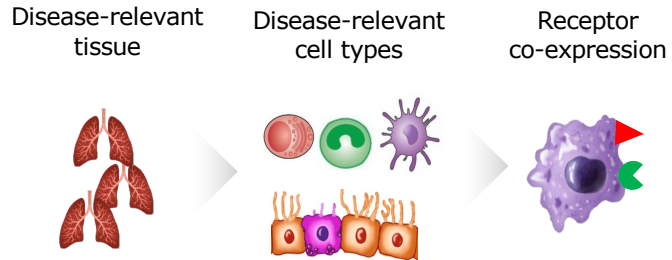


**Top score (5) for clinically validated UC targets demonstrates high predictive performance of TIE**

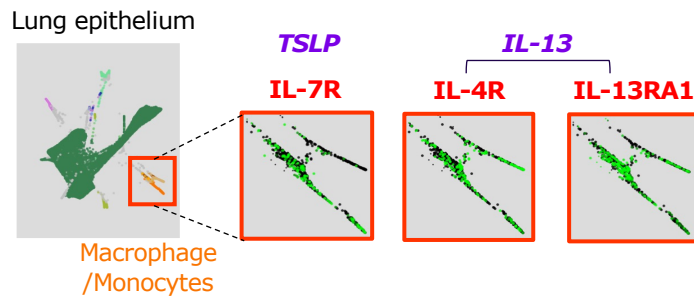
*More than 50 target hypotheses generated in <12 months | 7 novel targets advanced to the research pipeline in 2023*

# Pioneering *single cell genomic analysis* to understand MoA of lunsekimig

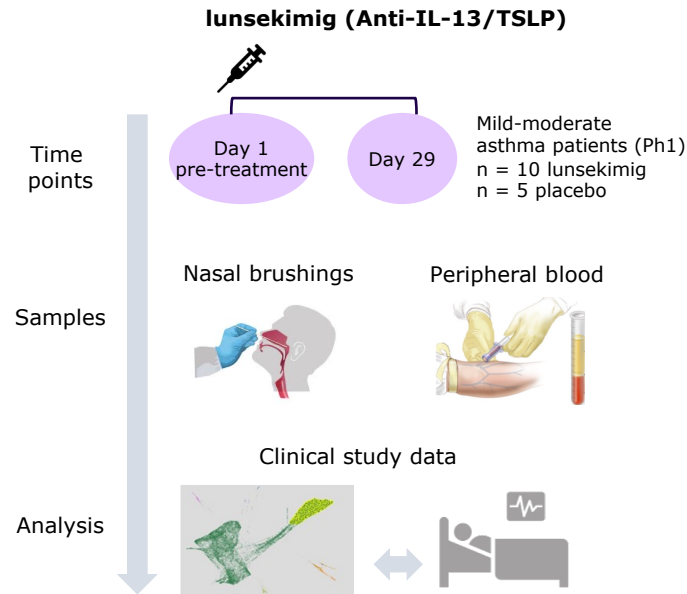
## Asthma patient samples



## Deconvoluting Anti-IL-13/TSLP MoA in single cells



## Pre- and post lunsekimig treatment



## Mechanism of Action

Decrease of *nonclassical monocytes* in nasal brushings

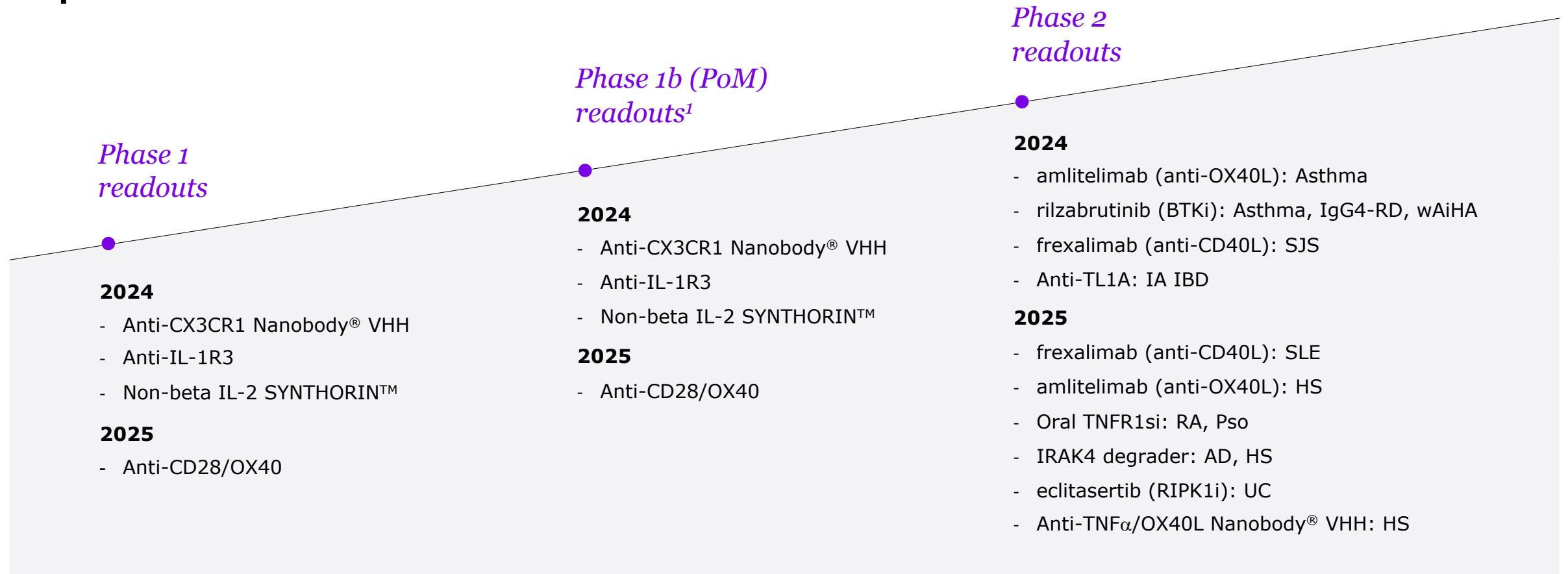
Decrease of *CCL26/Eotaxin-3* in nasal epithelial subsets

Decrease of *neutrophil IL-4-, IFN $\gamma$ -, and IFN $\alpha$ -pathway activity* in peripheral blood

*NK cell reduction* correlates with positive lunsekimig clinical response

*Back translation of single cell genomic data provides novel insights into lunsekimig indication expansion and novel target hypotheses*

# Expected advances in *early clinical* Immunology Pipeline



These products are currently under clinical investigation and their safety and efficacy have not been evaluated by any regulatory authority. 1. Challenge studies on healthy subjects.

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Advancing a productive and  
maturing development pipeline

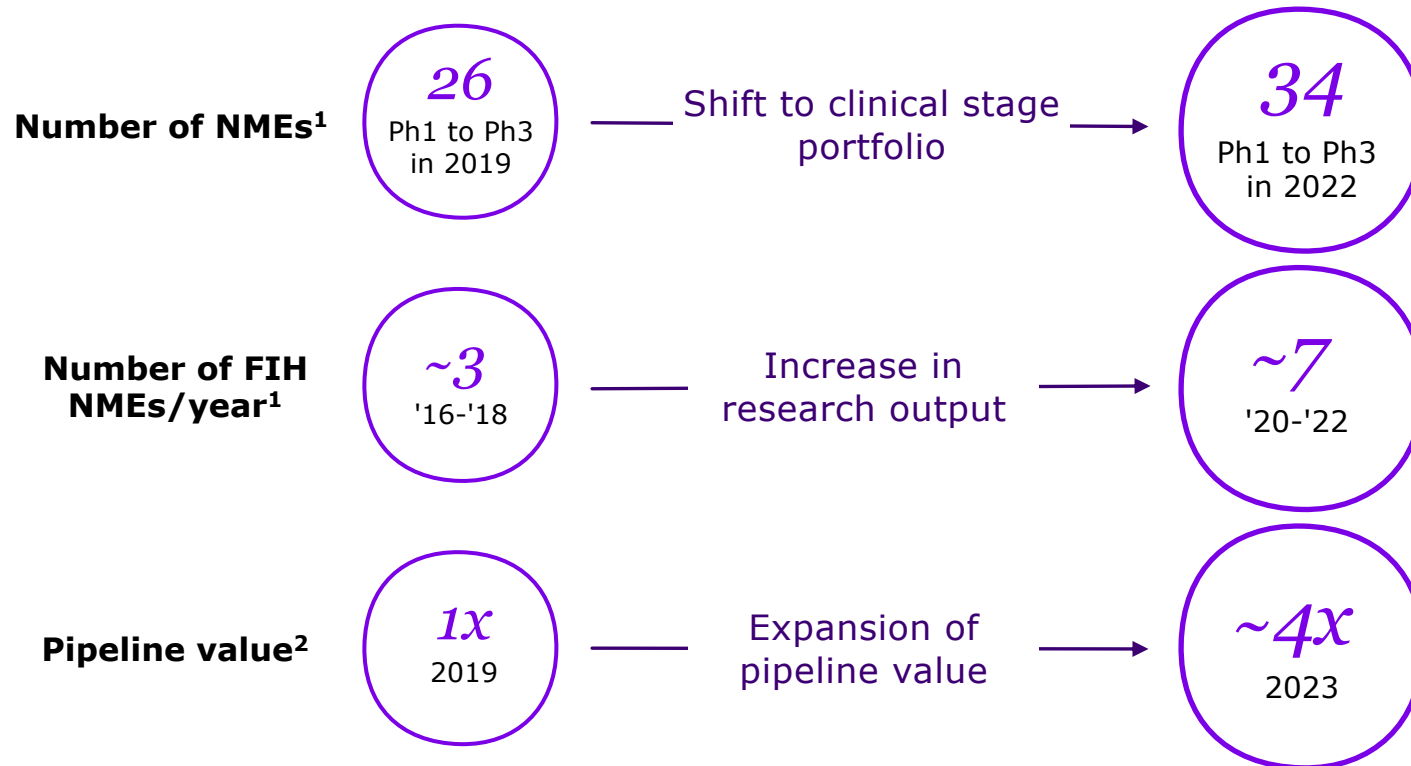
*Dietmar Berger*

Global Head of Development, Chief Medical Officer



# We have drastically stepped-up *R&D productivity* to improve patient lives

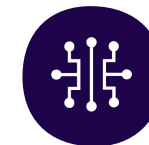
## Major progress in our R&D productivity in recent years



## 3 key levers of our progress



*Lean & fast  
Development engine*



*Leading-edge digital /  
AI capabilities*



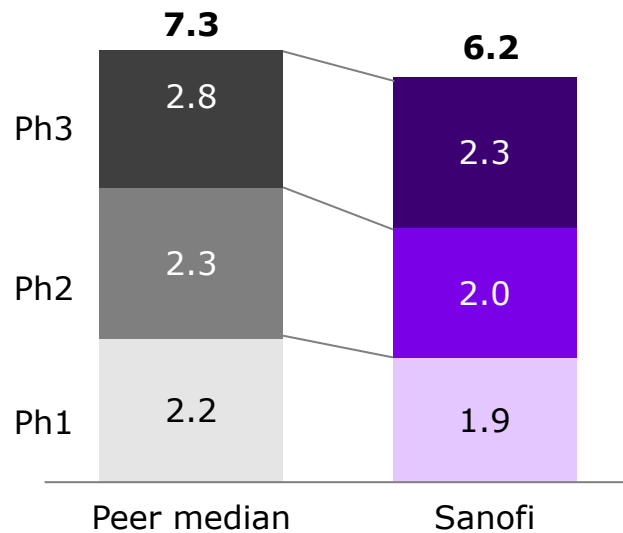
*Decisive portfolio  
management*

1. KMR Benchmark, excludes Vaccines. 2. Evaluate Pharma August 2019 vs. November 2023.

# We have an industry-leading *lean and fast* development engine

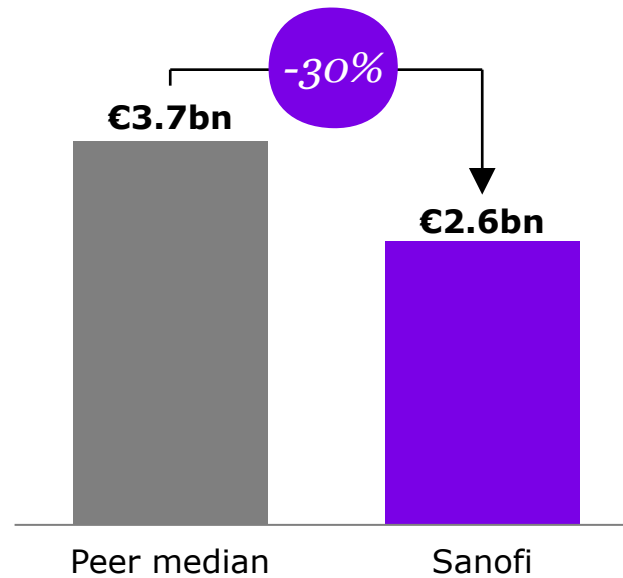
## Shorter trial duration

Average trial duration '18-'22 (in years)



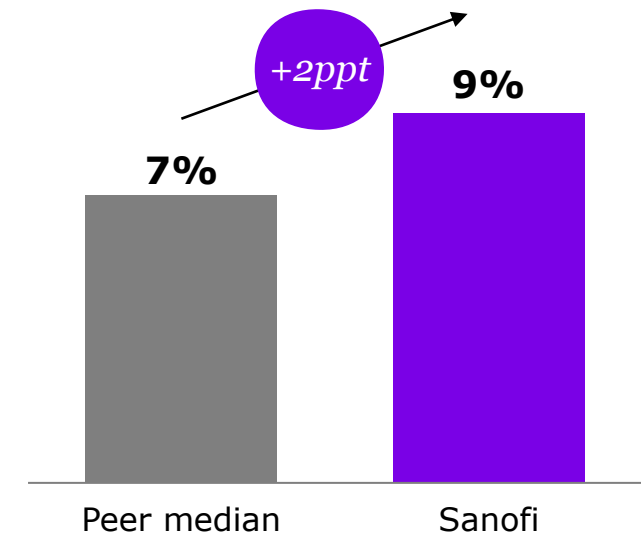
## Increased efficiency

Development spending per NME approval '20-'22<sup>1</sup>



## Higher PoS

Overall NME success rate '18-'22<sup>1</sup>

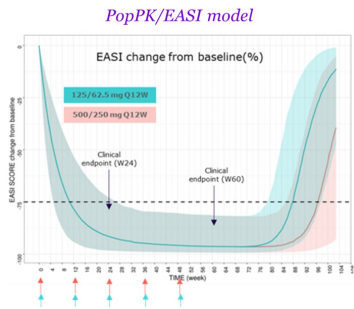


Source: KMR benchmarking report, October 2023. 1. From preclinical to Registration.

# Leading digital/AI capabilities to *enhance* R&D productivity

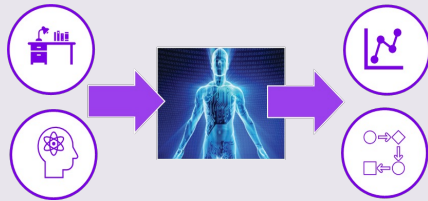


## Dose optimization



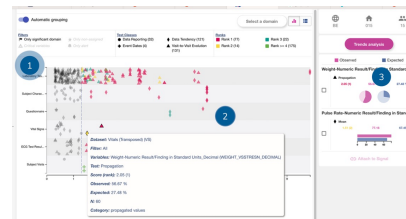
*amlitelimab*  
exposure-response  
analyses to optimize  
dosage

## Generation of virtual patients using QSP



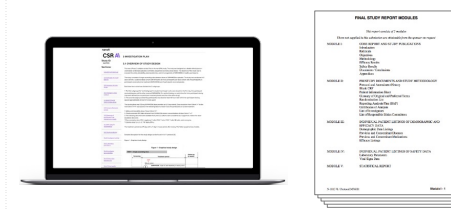
Prediction of  
*lunsekimig* best in disease  
potential through virtual  
asthma patients

## Study design & data analysis



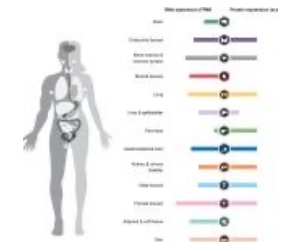
*tolebrutinib* liver  
toxicity risk mitigation  
via AI-driven patient  
segmentation

## GenAI document writing



*Regulatory Report*  
generation and  
predictive approval  
date

## Signal detection & risk evaluation



Automated  
*Adverse Event* case  
processing



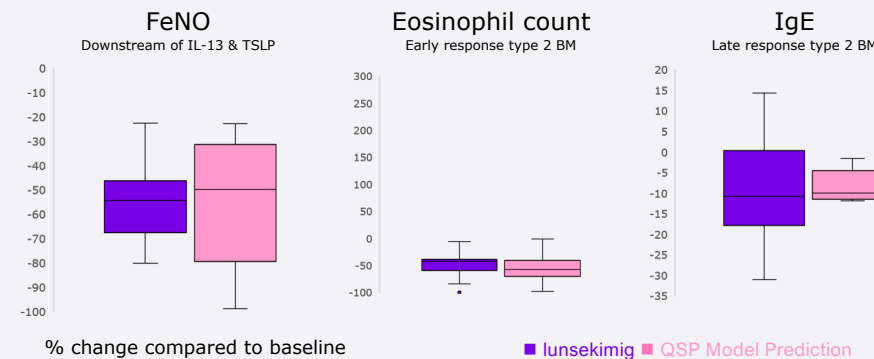
# Lunsekimig Phase 2b acceleration leveraging QSP to predict *best-in-class* potential

Generation of virtual asthma patients powered by *Quantitative Systems Pharmacology (QSP)*

- Integrating available data on physiology, pathophysiology, and pharmacology
- Capturing current knowledge

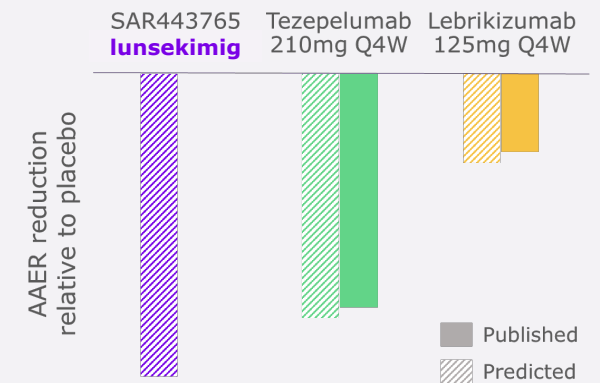
*Correct prediction of lunsekimig BIC potential through virtual asthma patients*

**Expected biomarker changes at Week 4**



*Successful blind prediction* of biomarker responses in PoM study, with observed changes accurately predicted by the QSP model

**Outcome of head-2-head in-silico clinical trial**



lunsekimig *best-in-disease potential*, showing highest reduction of AAER observed for Nanobody in virtual asthma patients<sup>1</sup>

1. Not head-to-head comparisons; patient populations and baseline characteristics may differ between studies. Estimates of FeNO change from baseline versus placebo derived from published data. Difference vs placebo estimate from a mixed-effects model over time taking into account baseline FeNO and sex as co-variables.

# Therapies driven by *insights from the health community*



## *Patient-Informed R&D*

- *100%* of our trials are informed by patient insights
- Our patient charter, co-created with 80+ patient advocacy groups, *has set the industry standard*
- We are committed to transparency, with *robust annual metrics* holding us accountable



## *Diversity in Clinical Trials*

- Designing for inclusivity, so our trials *are representative of the populations* most likely to benefit
- Assigning *diversity targets to 100% of our trials*
- Reshaping clinical research programs around technology by decentralizing clinical trials to *extend life-changing opportunities to patients around the world*

# Near-term milestones of our *development pipeline*

## *H1 2024*

<b>rilzabrutinib</b> ITP	Ph3
<b>venglustat</b> GM2 Gangliosidosis	Ph3
<b>frexalimab</b> Sjs	Ph2
<b>SAR443820 (RIPK1i)</b> ALS IA	Ph2
<b>rilzabrutinib</b> Asthma	Ph2

## *H2 2024*

<b>Dupixent</b> CSU	Ph3
<b>Dupixent</b> BP	Ph3
<b>Dupixent</b> CPUO	Ph3
<b>Sarclisa</b> Subcutaneous	Ph3
<b>tolebrutinib</b> RMS	Ph3
<b>tolebrutinib</b> SPMS	Ph3
<b>amlitelimab</b> Asthma	Ph2
<b>Anti-TL1A</b> IBD IA	Ph2
<b>rilzabrutinib</b> IgG4-RD	Ph2
<b>rilzabrutinib</b> wAIHA	Ph2

## *2025*

<b>itepekimab</b> COPD	Ph3
<b>tolebrutinib</b> PPMS	Ph3
<b>amlitelimab</b> HS	Ph2
<b>eclitasertib</b> UC	Ph2
<b>frexalimab</b> SLE	Ph2
<b>IRAK4 degrader</b> AD	Ph2
<b>IRAK4 degrader</b> HS	Ph2
<b>Oral TNFR1si</b> RA	Ph2
<b>Oral TNFR1si</b> PSo	Ph2
<b>TNFa/OX40L</b> HS	Ph2

# Expected *submission* timelines

2024 →	
<b>Dupixent</b> COPD	<b>venglustat</b> GM2 gangliosidosis
<b>Sarclisa</b> 1L Newly Diag. MM Ti (IMROZ)	<b>rilzabrutinib</b> ITP
<b>tolebrutinib</b> RMS	<b>fitusiran</b> Hemophilia A/B
<b>tolebrutinib</b> SPMS	<b>MenQuadfi</b> 6w+

2025 →	
<b>Dupixent</b> Bullous pemphigoid	<b>Nexviazyme</b> Pompe Disease - Infantile Onset
<b>itepekimab</b> COPD	<b>venglustat</b> Fabry Disease
<b>Sarclisa SubQ</b> 3L RR MM (IRAKLIA)	<b>VRVg</b> Purified vero rabies vaccine
<b>Sarclisa</b> 1L Newly Diag. MM Te (GMMG)	<b>SP0218</b> Yellow fever
<b>tolebrutinib</b> PPMS	

2026 and beyond <sup>1</sup> →	
<b>Dupixent</b> CPUO	<b>venglustat</b> Gaucher Type 3
<b>amlitelimab</b> Atopic Dermatitis	<b>ExPEC Vaccine</b> E. Coli Vaccine
<b>frexalimab</b> RMS	<b>SP0125</b> RSV toddler
<b>riliprubart</b> CIDP	<b>SP0202</b> Pneumococcal

- Immuno-inflammation
- Oncology
- Neurology
- Rare Diseases
- Rare Blood Disorders
- Vaccines

As of December 7, 2023. Excluding Phase 1 and 2 (without Proof of Commercial Concept). Projects within a specified year are not arranged by submission timing. 1. Selected submissions.



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Employing AI to increase  
R&D productivity


*Helen Merianos*


Global Head of R&D Portfolio Strategy




# Unlocking R&D productivity through Portfolio management

## Portfolio Management Focus

 R&D ROI & resource allocation

 Execution speed & time to market

 Patient focused

## Transformation principles

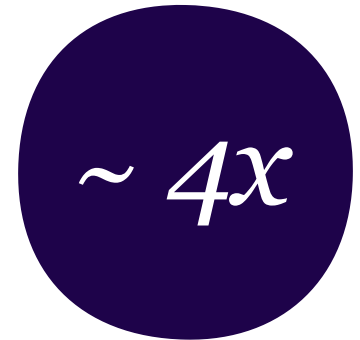
Quantitative & data driven 

Radical transparency 

Increased external focus 

Link strategic choices with operational decisions 

Smarter & faster decisions enhanced by AI 

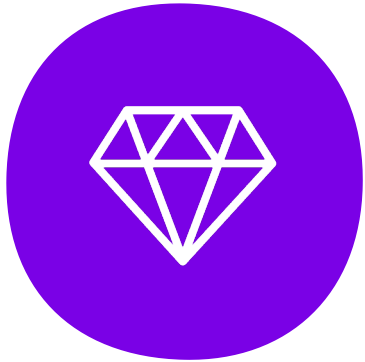


Pipeline value since 2019<sup>1</sup>

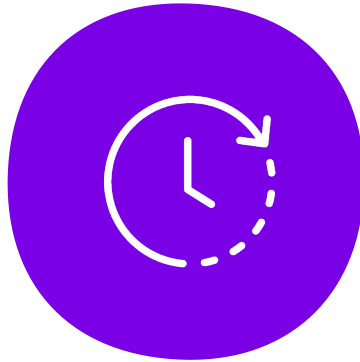
Where do we stand in our transformation:  25%  50%  75%  100%

1. Evaluate Pharma August 2019 vs. November 2023.

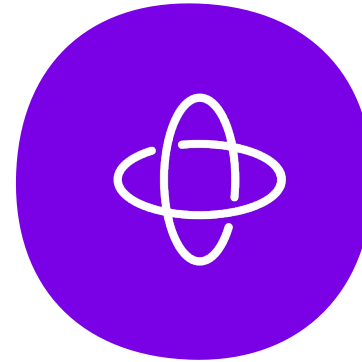
# *Smarter and faster decisions* enhanced by AI - PLai



*Recommendations*  
from strategy to ops



*Predictions*  
near real-time



*360° view* across  
Sanofi & competition



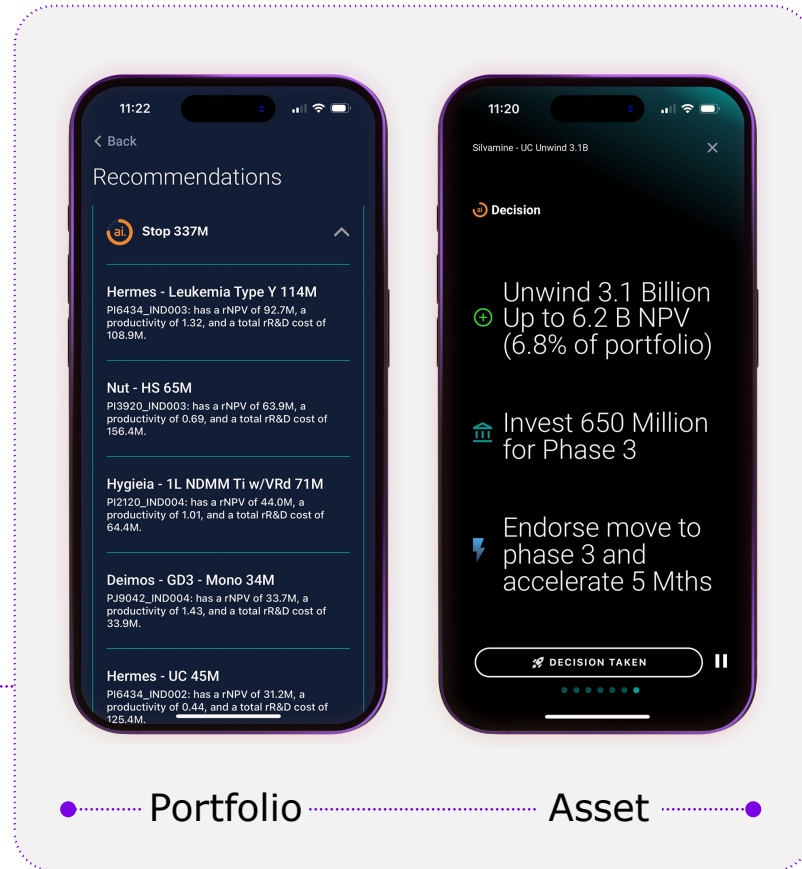
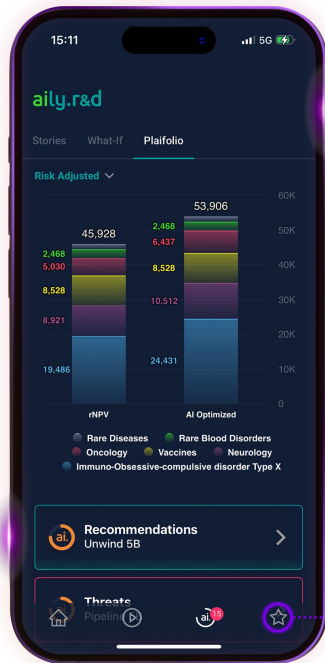
Portfolio  
*simulations*

*+1bn data points correlated into PLai*

# AI-powered transformation towards an agile decision-making culture

From strategy...

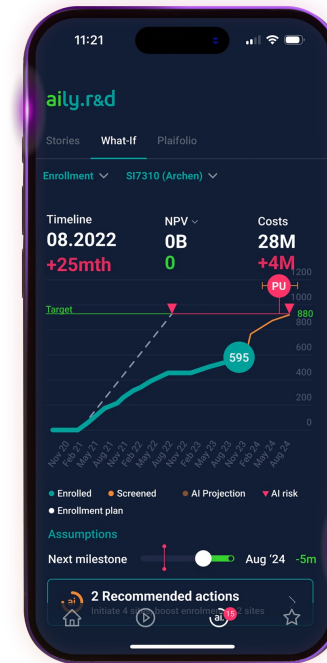
*Dynamic portfolio with recommendations*



● Portfolio ● Asset ●

...to operations

*What-if scenarios for enrollment/ operations, including competitors view*





# *Selected examples* of using our enhanced portfolio capabilities

## *Objective*

## *Outcomes*

### *Holistic portfolio decisions*

Embed longer-term strategic planning at portfolio level by *modelling pre-phase 2 assets*

- Pursued *more aggressive asset strategy at first sign of clinical efficacy* based on portfolio shape from modeling
- Included *Anti-IL13/TSLP Nanobody® VHH and Oral TNFR1si*

### *Portfolio trade-offs*

Decide between:

- Incremental investment in phase 3 for *enhanced differentiation for amlitelimab*
- Similar investment to pursue *geographic expansion for a marketed product*

- *Funded amlitelimab* to fortify differentiation
- Product team identified *RWE approach for geographic expansion* at minimal additional cost

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## Concluding remarks

*Houman Ashrafian*

Head of Research and Development



## *Turning point* for Sanofi's R&D

1. Leading in *Immunology* with our *key pipeline assets*
2. Going at speed to fully *fund Development opportunities*
3. Stepping-up *R&D productivity*
4. Becoming first *AI-powered R&D* in Biopharma

>€10bn

Sales contribution  
from Pharma  
launches  
by 2030

12 NMEs

in development  
with €2-5bn or  
€5bn+ peak  
sales potential<sup>1</sup>

1. Includes Pharma and Vaccines.

## Q&A session (Part 3)

Scientific deep-dives

# Overview of scientific deep-dive sessions

14:00 – 16:00

<i>Session</i>	<i>Speaker</i>
<b>tolebrutinib</b>	Tim Turner
<b>frexalimab</b>	Frederic Marrache
<b>itepekimab</b>	Helene Goulaouic
<b>amlitelimab</b>	Karl Yen
<b>rilzabrutinib</b>	Leda Mannent
<b>lunsekimig</b>	Heribert Staudinger
<b>Oral TNFR1si</b>	Maria Wiekowski

# Appendix

# Leading in *Immunology* with key pipeline assets

	<i>Ambition</i>	<i>Potential peak sales<sup>1</sup></i>
<i>tolebrutinib</i> (BTKi)	Potential <i>transformative oral therapy</i> for full spectrum of MS	€2-5bn
<i>rilzabrutinib</i> (BTKi)	Potential <i>1<sup>st</sup> safe oral advanced therapy</i> for moderate Asthma and other Immunology conditions	€2-5bn
<i>itepekimab</i> (Anti-IL-33)	Pursuing potent <i>first-in-class IL-33</i> in COPD for former smokers	€2-5bn
<i>amlitelimab</i> (Anti-OX40L)	Targeting best-in-disease <i>durability</i> (4 shots/year in AD), with unique ligand MoA	€5bn+
<i>frexalimab</i> (Anti-CD-40L)	Aiming 1 <sup>st</sup> <i>high efficacy, non-lymphocyte depleting</i> therapy for AI diseases	€5bn+
<i>lunsekimig</i> (Anti-IL-13/TSLP)	<i>Breaking efficacy ceilings</i> in Type 2 and beyond through synergistic effect of IL-13 and TSLP	€2-5bn
<i>SAR441566</i> (Oral TNFR1si)	Target profile as foundational <i>oral</i> regimen for Immunology diseases	€5bn+
<i>SAR444656</i> (IRAK4 degrader)	<i>First-in-class oral</i> IRAK4 protein degrader for multiple inflammatory diseases	€2-5bn
<i>TEV'574</i> (Anti-TL1A)	Potential <i>best-in-class Anti-TL1A</i> for Gastro-intestinal diseases	€2-5bn

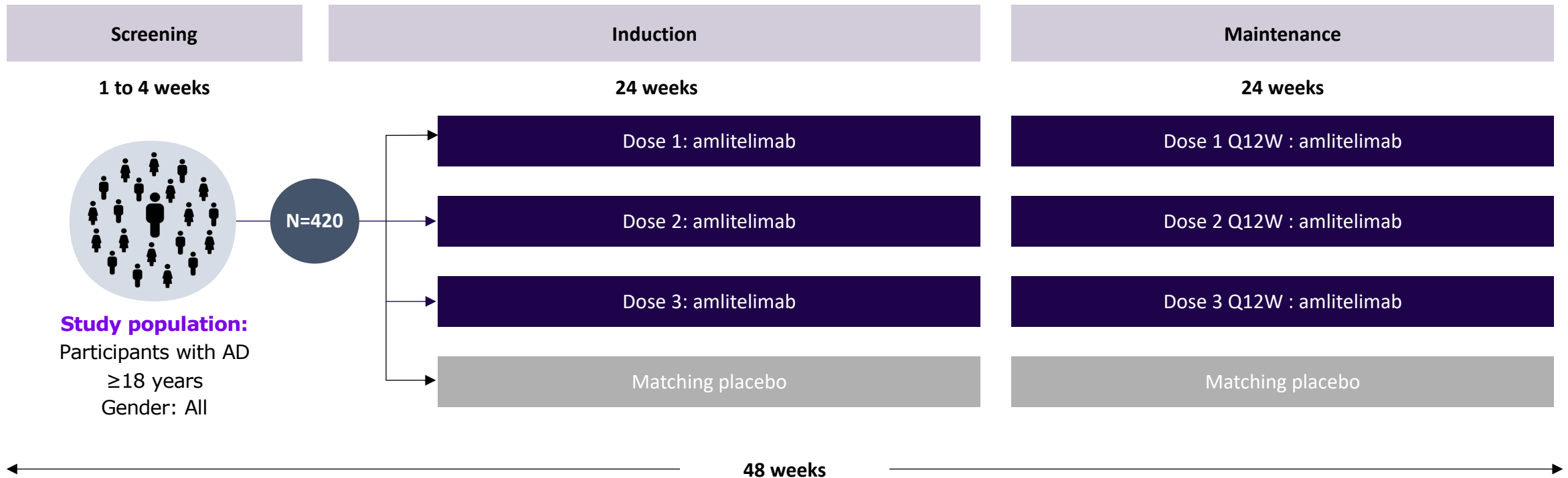
1. Non-risk-adjusted; 2. For ITP.



# Amlitelimab: Phase 2b asthma Program

*LPI Achieved*

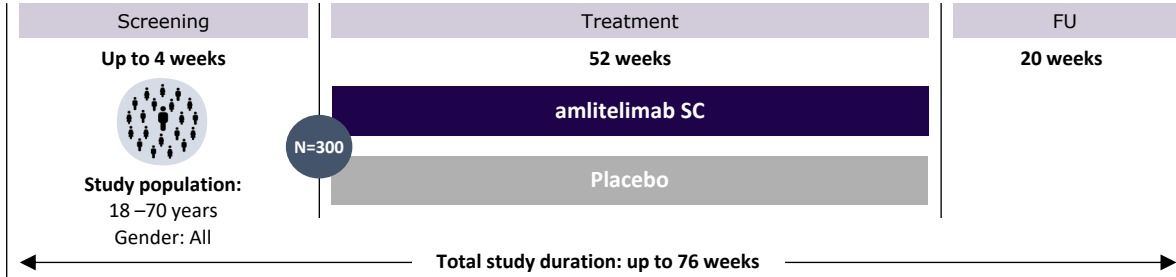
**Phase 2b, double-blind, placebo-controlled, parallel-group, 5-arm study**



# Amlitelimab: Four New indications to start in 2023/2024

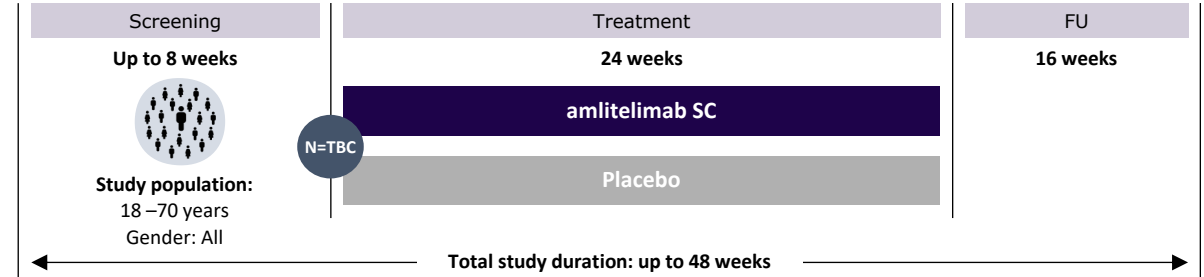
## Systemic Sclerosis

Phase 2, double-blind, parallel-group, placebo-controlled study



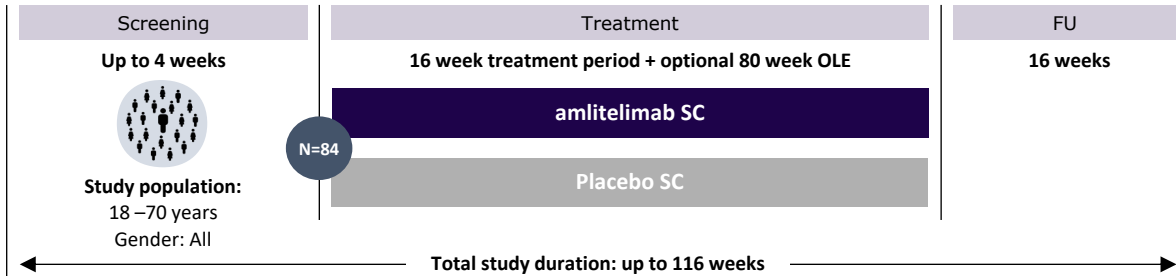
## Celiac Disease

Phase 2, double-blind, parallel-group, placebo-controlled study



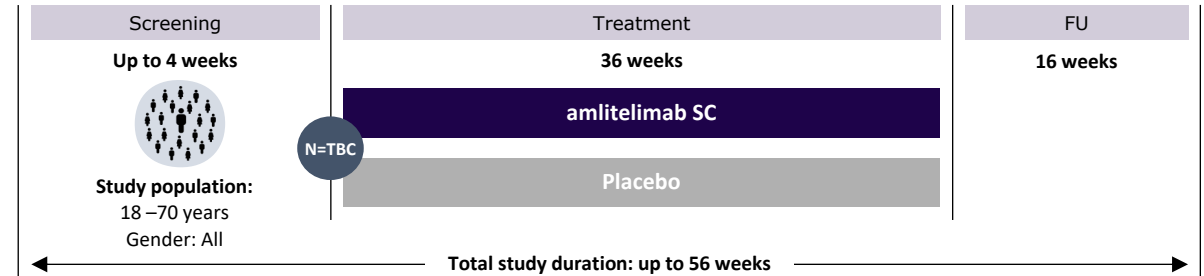
## Hidradenitis Suppurativa

Phase 2, double-blind, parallel-group, placebo-controlled study



## Alopecia Areata

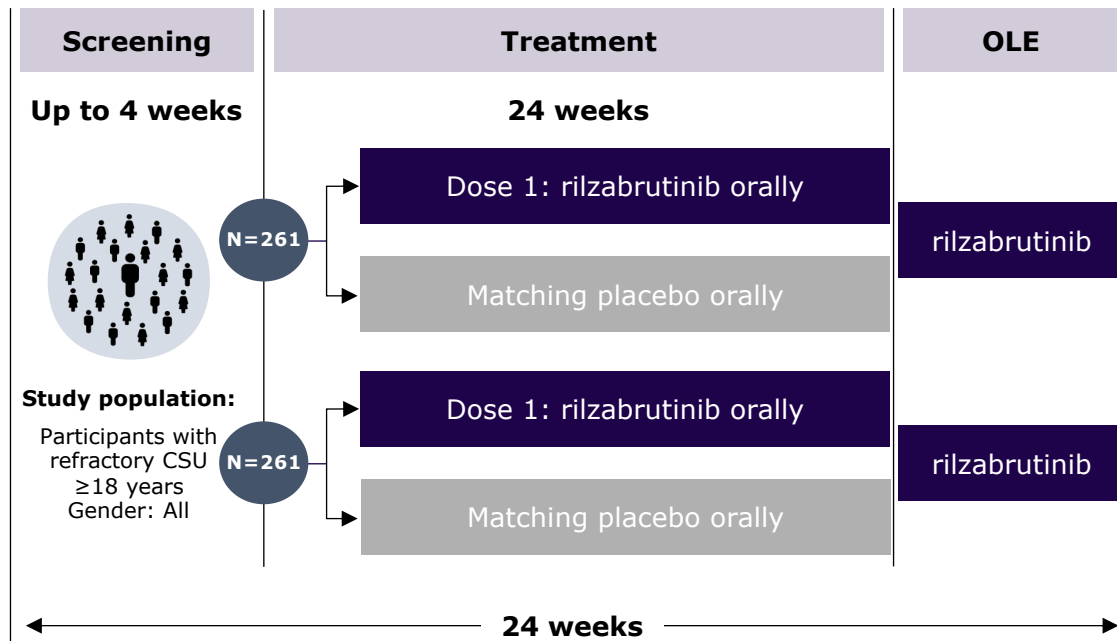
Phase 2, double-blind, parallel-group, placebo-controlled study



# Rilzabrutinib Ph3 Program in CSU and PN

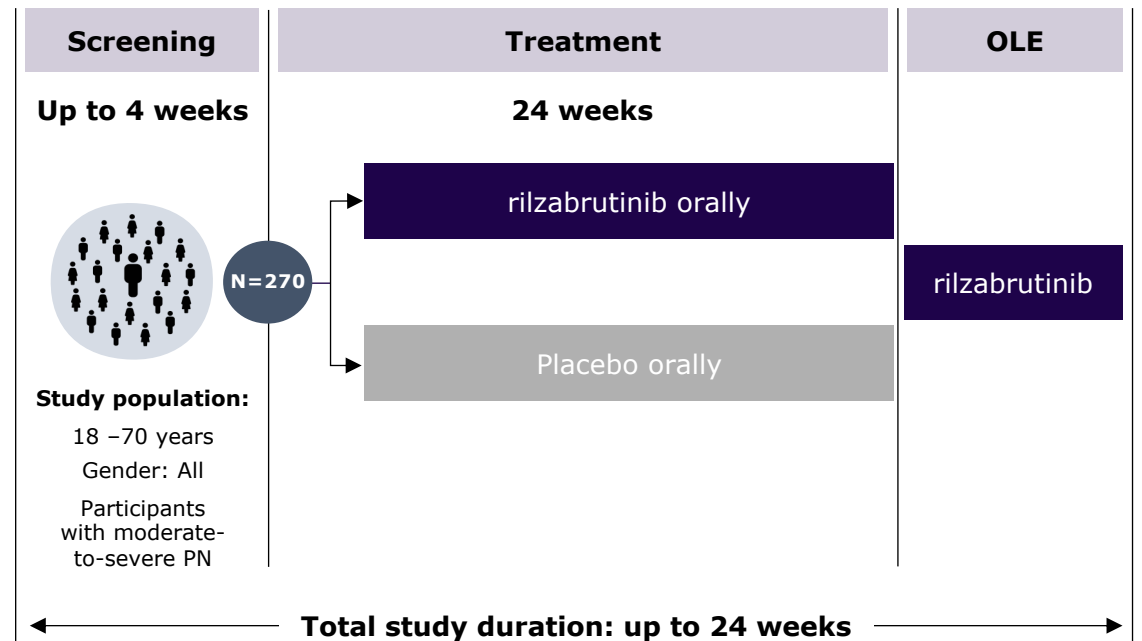
## CSU

### Phase 3 Program



## Purigo Nodularis

### Phase 3, double-blind, parallel-group, placebo-controlled study<sup>a</sup>

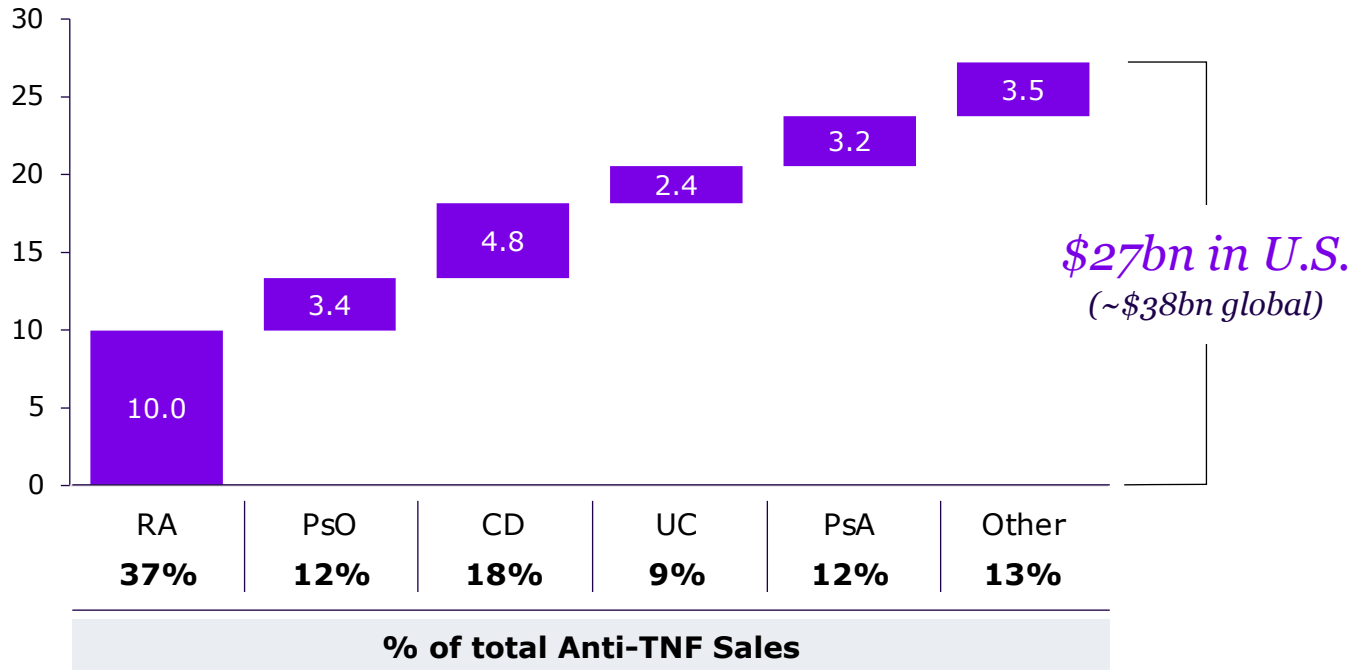


*New Phase 3 Program Starts in CSU and PN, additional studies in dermatology and respiratory indications*

# Biologic Anti-TNFs were a *\$38bn global market* in 2022, with ~90% of sales across 5 key indications



*Estimated Anti-TNF U.S. Net Sales by Indication (\$bn, 2022)*

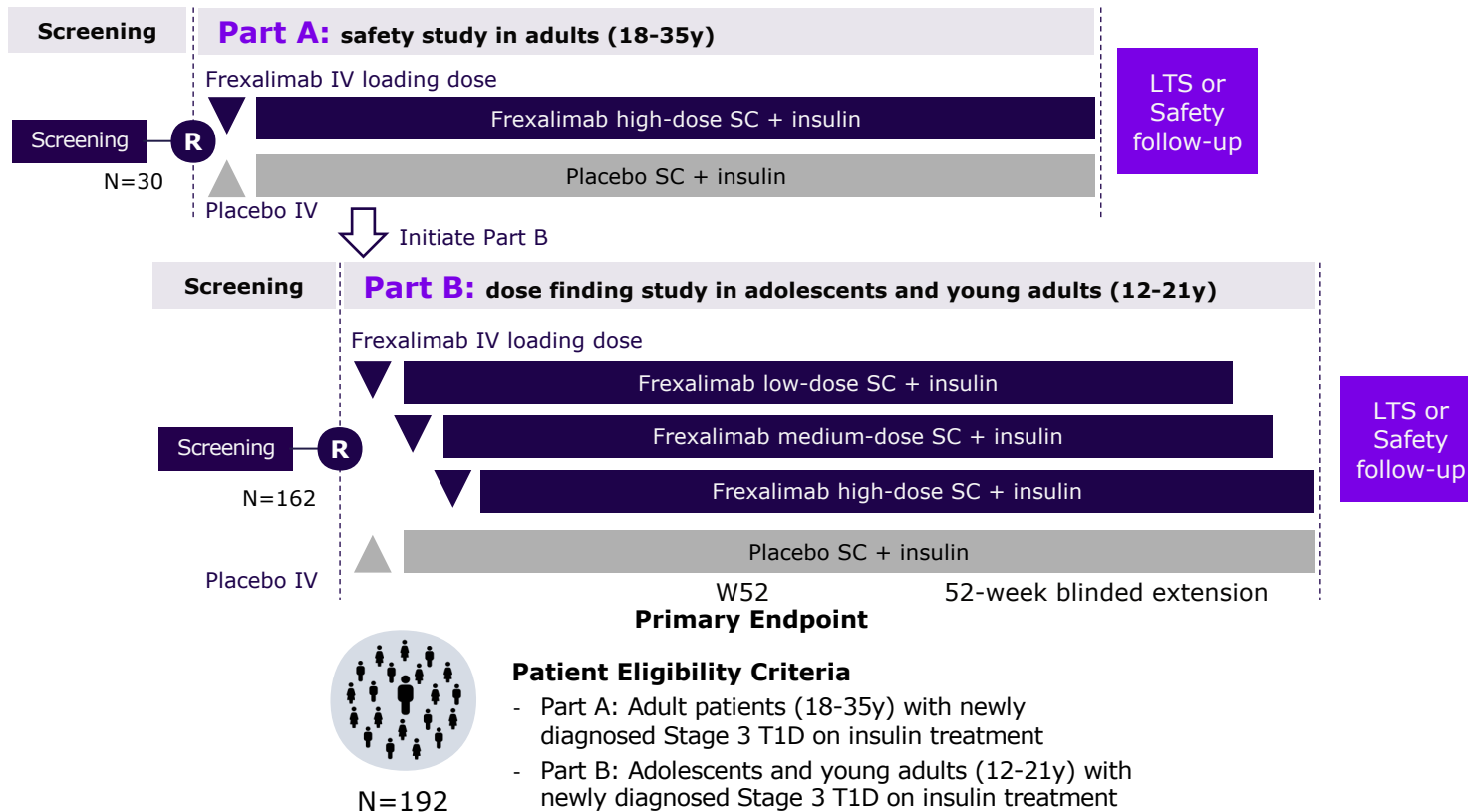


- *Largest I&I class* despite worldwide biosimilar entrants
- Indicative of *front-line opportunity in key indications*, with opportunity to position as pre-biologic
- Opportunity to *address all indications* across multiple TAs with Oral TNFR1si

Sources: IQVIA FIA, NMTA & NPA & NSP databases, DataMonitor 2021/2022 reports (including biosimilars), corporate presentations.

# Phase 2b trial design in *newly diagnosed Stage 3 T1D*

*Phase 2b, double-blind, randomized, placebo-controlled study*



## *Primary endpoint*

Change from baseline to W52 in mean 2h mixed meal tolerance test (MMTT) stimulated C-peptide concentration, calculated from AUC

## *Secondary endpoints*

- Time-In-Range,
- Change in insulin dose,
- HbA1c level and its change,
- Safety and tolerability
- Pharmacokinetics
- Potential for immunogenicity
- Caregiver and/or patient reported clinical outcome measurements

# Tolebrutinib Phase 3 Trial Design in Relapsing MS: GEMINI I&II



## Study Objectives

Evaluate efficacy and safety of tolebrutinib versus teriflunomide in participants with RMS

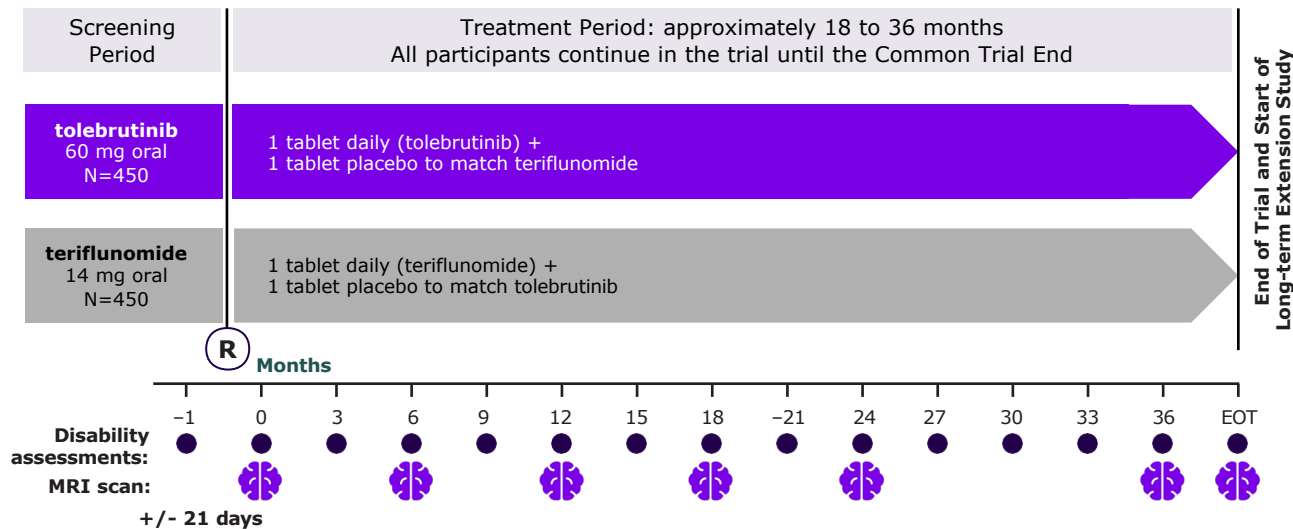


## Patient Eligibility Criteria

Completed enrollment (estimated N=900 for each GEMINI 1 and 2)

- Adult participants aged ≤55 years
- Diagnosis of RMS in accordance with the 2017 revised McDonald criteria<sup>16</sup>
- EDSS score ≤5.5 at the first screening visit
- ≥1 of the following prior to screening:
  - ≥1 documented relapse within the previous year, ≥2 documented relapses within the previous 2 years, or
  - ≥1 documented Gd+ brain lesion on MRI within the previous year

### Phase 3, randomized, double-blind, double-dummy, parallel-group, event-driven (6-month CDW) trial



## Primary endpoint

- ARR during the trial period assessed by confirmed protocol defined relapses

## Secondary endpoints

- Time to onset of 3- and 6-month CDW
- Total number of new and/or enlarging T2-hyperintense lesions and new Gd+ T1-hyperintense lesions
- Time to confirmed disability improvement (CDI)
- Change in brain volume over time versus teriflunomide
- Change in cognition across several dimensions as measured by the Symbol Digit Modalities Test (SDMT) and California Verbal Learning Test-II (CVLT-II) methods, where available
- Change in Multiple Sclerosis Quality of Life-54 (MSQoL-54) questionnaire score
- AEs, SAEs, AEs leading to permanent trial intervention discontinuation, AEs of special interest, and potentially clinically significant safety signals
- Plasma concentration of tolebrutinib (population PK assessment) at Months 6,9, and 12
- Change in plasma neurofilament light chain (NfL), lymphocyte phenotype subsets in whole blood, serum immunoglobulin, and chitinase 3-like 1 (Chi3L1) levels

# Tolebrutinib Phase 3 Trial Design in nrSPMS: HERCULES



## Study Objectives

Evaluate efficacy and safety of tolebrutinib versus placebo in participants with nrSPMS

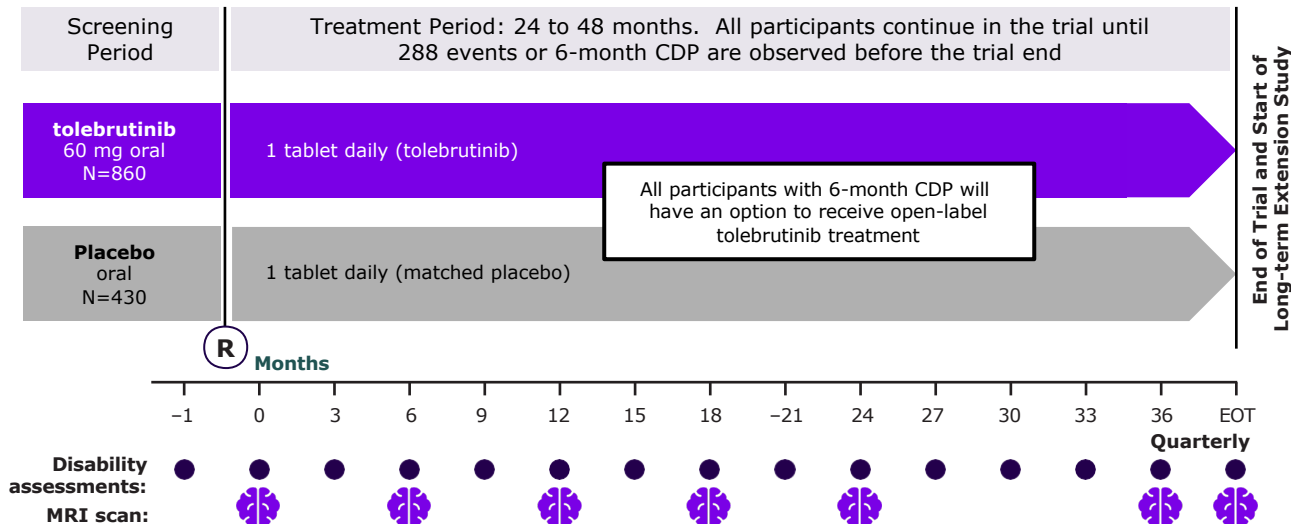


## Patient Eligibility Criteria

Completed enrollment (estimated N=1290)

- Adult participants aged ≤60 years
- Previous diagnosis of RRMS in accordance with the 2017 revised McDonald criteria<sup>16</sup> and a current diagnosis of SPMS
- Documented evidence of disability progression observed during the 12 months before screening
- Absence of clinical relapses for ≥24 months
- EDSS score ≥3 and ≤6.5 at the first screening visit

### Phase 3, randomized, double-blind, placebo-controlled, parallel-group, event-driven (6-month CDP)<sup>a</sup> trial



## Primary endpoint

- Time to onset of 6-month CDP

## Secondary endpoints

- Time to onset of sustained 20% increase in the 9-HPT for at least 3 months
- Time to onset of sustained 20% increase in the T25-FW for at least 3 months
- Time to onset of 3-month CDP as assessed by the EDSS score
- Total number of new and/or enlarging T2-hyperintense lesions
- Time to onset of CDI
- Change in brain volume over time versus placebo
- Change in cognitive function as assessed by the SDMT and CVLT-II methods, where available
- Change in MSQoL-54 questionnaire score
- AEs, SAEs, AEs leading to permanent trial intervention discontinuation, AEs of special interest, and potentially clinically significant safety signals
- Plasma concentration of tolebrutinib (population PK assessment) at Months 6, 9, and 12
- Change in plasma NfL, lymphocyte phenotype subsets in whole blood, serum immunoglobulin, and Chi3L1 levels

# Tolebrutinib Phase 3 Trial Design in Progressive MS: PERSEUS



## Study Objectives

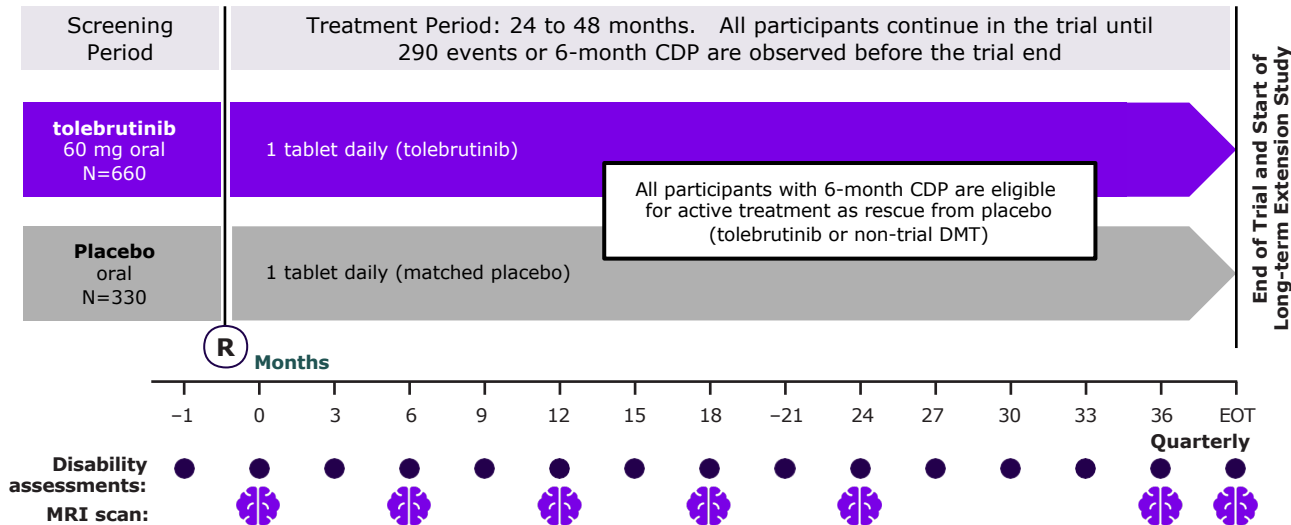
Evaluate efficacy and safety of tolebrutinib versus placebo in participants with PPMS



## Patient Eligibility Criteria (estimated N=990)

- Adult participants aged ≤55 years
- Diagnosis of PPMS in accordance with the 2017 revised McDonald criteria<sup>16</sup>
- EDSS score ≥2 and ≤6.5 at the first screening visit
- Disease duration <15 years in participants with EDSS scores >5.0 at screening or <10 years in participants with EDSS scores ≤5.0 at screening and positive cerebrospinal fluid (isoelectric-focusing evidence of oligoclonal bands and/or elevated IgG index) either during screening or previous historical assessment

### Phase 3, randomized, double-blind, placebo-controlled, parallel-group, event-driven (6-month CDP)<sup>a</sup> trial



## Primary endpoint

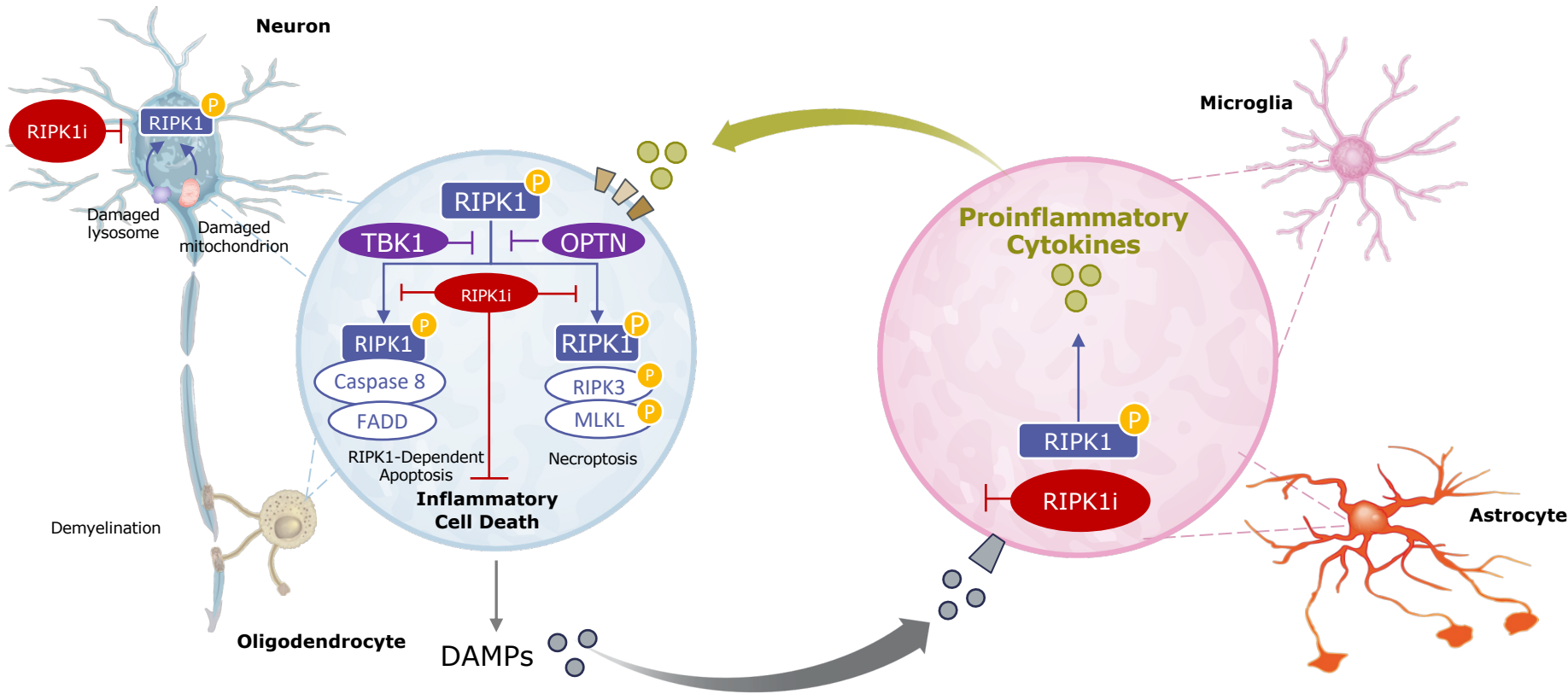
- Time to onset of 6-month CDP

## Secondary endpoints

- Time to onset of sustained 20% increase in the 9-HPT for at least 3 months
- Time to onset of sustained 20% increase in the T25-FW for at least 3 months
- Time to onset of 3-month CDP as assessed by the EDSS score
- Total number of new and/or enlarging T2-hyperintense lesions
- Time to onset of CDI
- Change in brain volume over time versus placebo
- Change in cognitive function as assessed by the SDMT and CVLT-II methods, where available
- Change in MSQoL-54 questionnaire score
- AEs, SAEs, AEs leading to permanent trial intervention discontinuation, AEs of special interest, and potentially clinically significant safety signals
- Plasma concentration of tolebrutinib (population PK assessment) at Months 6, 9, and 12
- Change in plasma NfL, lymphocyte phenotype subsets in whole blood, serum immunoglobulin, and Chi3L1 levels



# SAR443820 (RIPK1 inhibitor)



*Proposed impact on inflammation and degeneration*

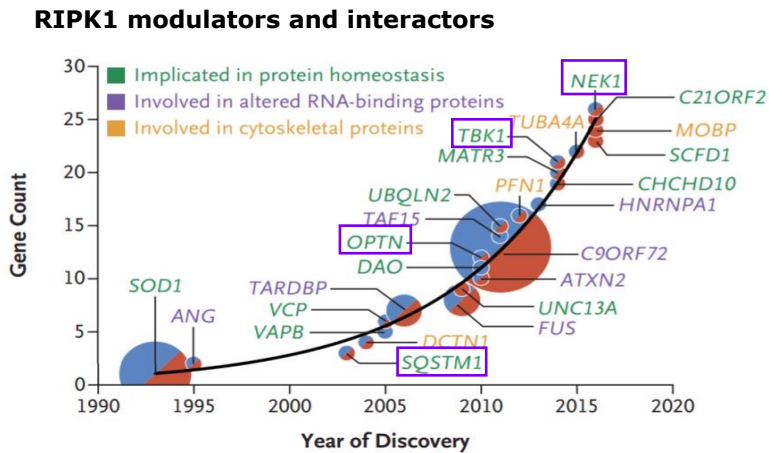
Left: RIPK1 inhibition abrogates inflammatory cell death and promotes survival of *neurons* and *oligodendrocytes*<sup>1</sup>

Right: RIPK1 inhibition reduces *microglial activation* and *proinflammatory cytokine* production by glial cells<sup>2,3,4</sup>

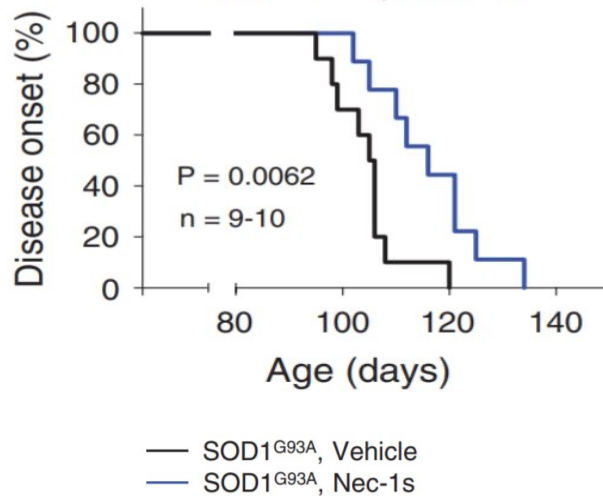
1. Yuan et al, Nat Rev Neurosci. 2019;20:19-33. 2. Zelic et al., Cell Reports. 2021;35:109-12. 3. Mifflin et al., Nat Rev Drug Discov.2020;19:553-71. 4. Ito et al., Science. 2016;353:603-8.

# Genetic, model and human tissue rationale for *RIPK1* inhibition in ALS

Genetics of ALS are enriched in *RIPK1* interactors<sup>1</sup>

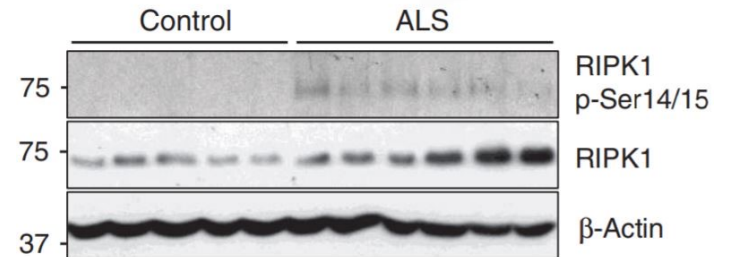


*RIPK1* inhibition in a mouse model of ALS (*SOD1*<sup>G93A</sup> model)<sup>2</sup>



*RIPK1* activation is prominent in ALS patient derived tissue<sup>2</sup>

Western blot analysis of human post-mortem spinal cord samples

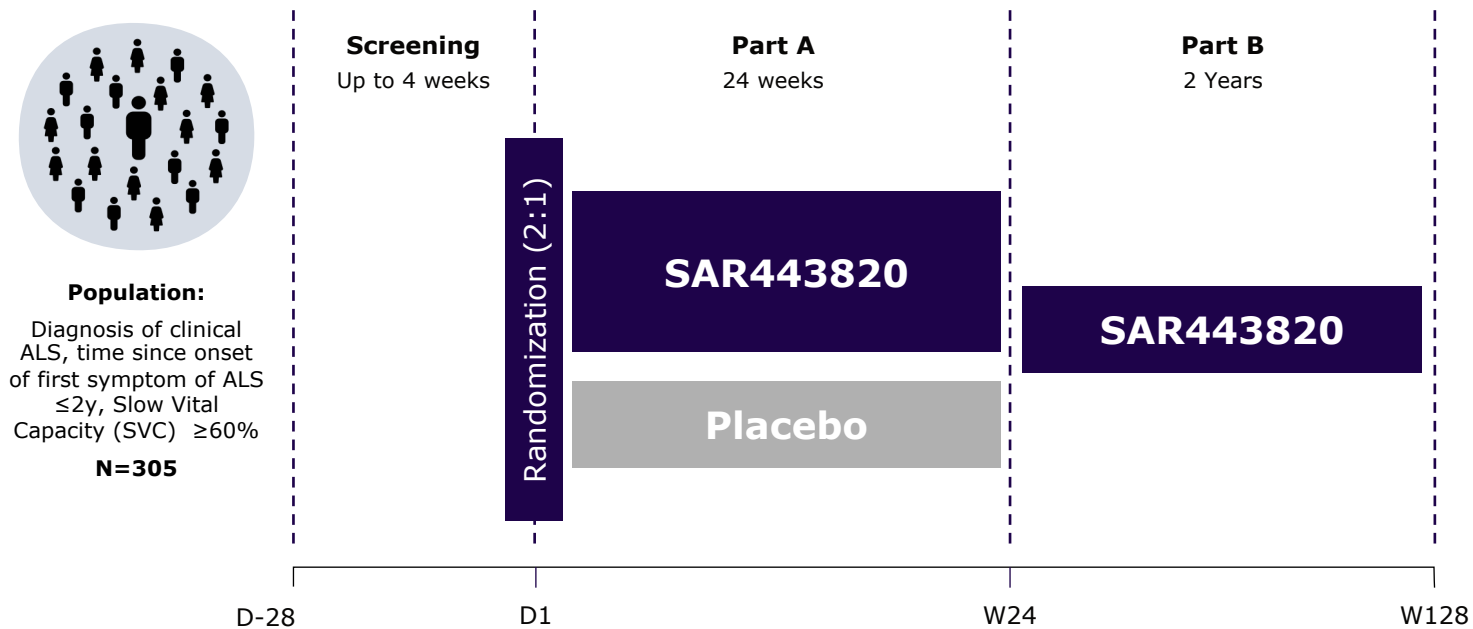


Increased *RIPK1* activation (pS166 *RIPK1*) and expression was also detected by MSD assay in post-mortem spinal cord samples<sup>2</sup>

1. Brown and Al-Chalabi, N Engl J Med. 2017;377:162-72; 2. Ito et al., Science. 2016;353:603-8. Additional endpoints improved (function, weight).  
 MSD: Meso Scale Discovery; Nec-1s: Necrostatin-1s; NEK1: Never-in-mitosis A related protein Kinase 1; OPTN: Optineurin; SOD1: Superoxide Dismutase; SQSTM1: Sequestosome-1; TBK1: Tank-Binding Kinase 1.

# Phase 2 HIMALAYA trial design

**Phase 2, multi-center, randomized, double-blind, placebo-controlled study**



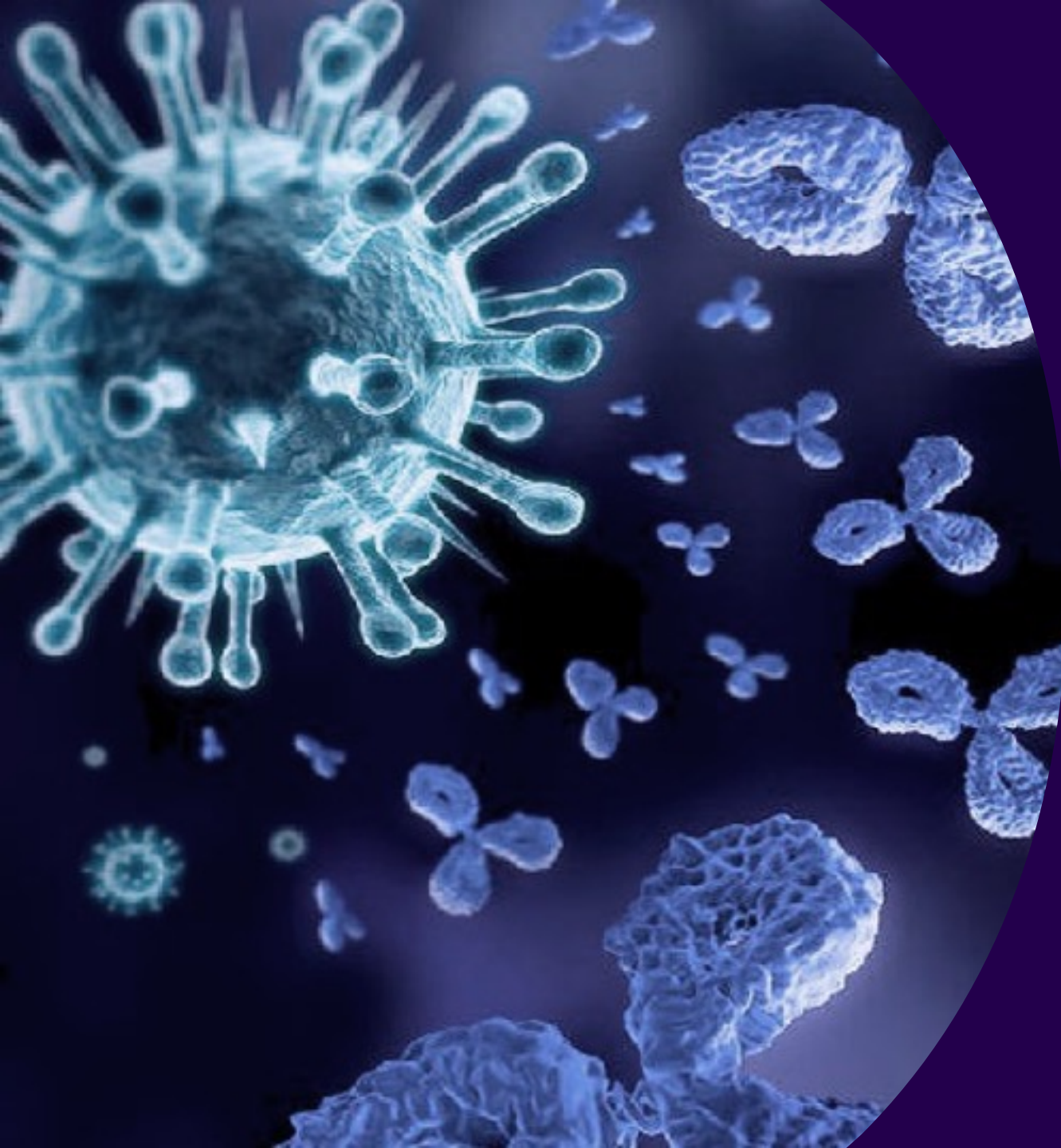
## *Primary endpoint*

- Change from baseline in ALSFRS-R score

## *Secondary endpoints include*

- Combined Assessment of Function and Survival (CAFS score)
- Respiratory function (SVC)
- Muscle strength (HHD)
- Quality of Life (ALSAQ-5)
- Plasma Neurofilament Light chain (NfL)
- Safety and tolerability
- Pharmacokinetics

**Topline results in H1 2024**



sanofi



Expand leadership  
in vaccines

*Thomas Triomphe*

*Head of Vaccines GBU*

Jean-François Toussaint

*Head of Vaccines R&D*



# Sanofi drives *innovation* with BiC/FiC vaccines pipeline

3

New products approved since Vaccines Investor Event in December 2021

mRNA

Leading-edge mRNA platform to lift our influenza standard of care and deliver innovation to address unmet needs

6

New vaccine candidates expected in phase 1/2 trial in 2022/23

At least 5

First-in-Class / Best-in-Class vaccine candidates expected in phase 3 by 2025 across diverse preventative and therapeutic areas

# *New data* from 12 assets featured today

## Deepen our leadership in existing franchises

## New growth areas

<i>Influenza</i>	<i>Meningitis Travel &amp; Endemic</i>	<i>RSV</i>	<i>Pneumo</i>	<i>New frontiers</i>
<p><b>Fluzone HD</b></p> <p><b>Influenza QIV mRNA</b></p> <p><b>Next-gen mRNA Flu vaccine</b></p>	<p><b>MenQuadfi</b></p> <p><b>MenB</b></p> <p><b>MenPenta</b></p>	<p><b>Beyfortus</b></p> <p><b>RSV toddler</b></p> <p><b>RSV older adult (OA)</b></p>	<p><b>PCV21</b></p>	<p><b>Chlamydia</b></p> <p><b>Acne</b></p>
<p>Fluzone HD pediatric</p> <p>Pandemic Influenza</p>	<p>Next-gen Yellow fever</p> <p>Next-gen rabies</p>	<p>RSV OA respiratory combo</p>		

Data to be shared today

# On a clear path to generate *>€10bn sales by 2030*

- › Launch Beyfortus blockbuster and build BiC *RSV franchise*
- › Continue to win in *Influenza*
- › Enter *Pneumococcal market* with PCV blockbuster candidate
- › Sustain growth of *established business*
- › Introduce our *new mRNA vaccines* to market

*Sanofi*  
*Vaccines sales*  
*>€10bn*  
*by 2030<sup>1</sup>*



# Abbreviations

<b>Ab</b>	Antibody
<b>ACQ-5</b>	5-item Asthma Control Questionnaire
<b>ACR</b>	American College of Rheumatology
<b>AD</b>	Atopic Dermatitis
<b>ADPKD</b>	Autosomal Dominant Polycystic Kidney Disease
<b>AE</b>	Adverse Event
<b>AI/ML</b>	Artificial Intelligence/Machine Learning
<b>ALS</b>	Amyotrophic Lateral Sclerosis
<b>ALT</b>	Alanine aminotransferase
<b>APC</b>	Antigen Presenting Cell
<b>ARR</b>	Annualized Relapse Rate
<b>BIC</b>	Best-in-class
<b>BID</b>	Bis In Die
<b>BTK</b>	Bruton's Tyrosine Kinase
<b>C1s</b>	Complement 1s
<b>CD</b>	Cluster of Differentiation
<b>CD</b>	Crohn's Disease
<b>CDI</b>	Confirmed Disability Improvement
<b>CDP</b>	Confirmed Disability Progression
<b>CDW</b>	Confirmed Disability Worsening
<b>Chi3L1</b>	Chitinase 3-Like 1
<b>CI</b>	Confidence Interval
<b>CIDP</b>	Chronic inflammatory Demyelinating Polyneuropathy
<b>CNS</b>	Central Nervous System
<b>COPD</b>	Chronic Obstructive Pulmonary Disease

<b>CPUO</b>	Chronic Pruritis of Unknown Origin
<b>CRSwNP</b>	Chronic Rhinosinusitis with Nasal Polyps
<b>CSF</b>	Cerebrospinal Fluid
<b>CSU</b>	Chronic Spontaneous Urticaria
<b>CVLT-II</b>	California Verbal Learning Test-II
<b>DAMPs</b>	Damage-Associated Molecular Patterns
<b>DILI</b>	Drug-Induced Liver Injury
<b>DMT</b>	Disease Modifying Therapies
<b>DSS</b>	Expanded Disability Status Scale
<b>EASI</b>	Eczema Area and Severity Index
<b>EDSS</b>	Expanded Disability Status Scale
<b>EGE</b>	Eosinophilic gastroenteritis
<b>EOD</b>	Eosinophilic Duodenitis
<b>EoE</b>	Eosinophilic Esophagitis
<b>EOS</b>	End Of Study
<b>EOT</b>	End Of Treatment
<b>EOT</b>	End Of trial
<b>EQ-5D-5L</b>	EuroQol 5-Dimension, 5-Level Health Scale
<b>ExPEC</b>	Extra-intestinal Pathogenic Escherichia Coli
<b>FADD</b>	Fas-Associated protein with Death Domain
<b>FeNO</b>	Fractioned exhaled Nitric Oxide
<b>FEV1</b>	Forced Expiratory Volume
<b>FIC</b>	First-in-class
<b>HD</b>	High Dose
<b>HS</b>	Hidradenitis Suppurativa

<b>I-RODS</b>	Inflammatory Rasch-built Overall Disability Scale
<b>IA</b>	Interim Analysis
<b>IBD</b>	Inflammatory Bowel Disease
<b>ICS</b>	Inhaled Corticosteroids
<b>Ig</b>	Immunoglobulin
<b>IGA</b>	Investigator Global Assessment
<b>IID</b>	Initially Assessed Increase Of Disability
<b>INCAT</b>	Inflammatory Neuropathy Cause And Treatment
<b>IND</b>	Investigational New Drug Application
<b>IRAK4</b>	Interleukin-1 Receptor-Associated Kinase 4
<b>ISS7</b>	Ich Severity Score over 7 days
<b>ITP</b>	Immune Thrombocytopenia
<b>JAK</b>	Janus Kinase
<b>LABA</b>	Long-Acting Beta-Agonist
<b>LAMA</b>	Long-Acting Muscarinic Antagonists
<b>LD</b>	Loading Dose
<b>LOAC</b>	Loss Of Asthma Control
<b>LoE</b>	Loss of Exclusivity
<b>LS</b>	Least Square
<b>LTS</b>	Long-Term Study
<b>mAb</b>	monoclonal Antibody
<b>MAD</b>	Multiple Ascending Dose study
<b>MLKL</b>	Mixed Lineage Kinase domain-Like protein
<b>MM</b>	Multiple Myeloma



# Abbreviations

<b>I-RODS</b>	Inflammatory Rasch-built Overall Disability Scale
<b>MoA</b>	Mechanism of Action
<b>MRC-SS</b>	Medical Research Council Sum Score
<b>MRI</b>	Magnetic Resonance Imaging
<b>MSQoL-54</b>	Multiple Sclerosis Quality of Life-54
<b>NBRx</b>	New-to-Brand Prescription
<b>NfL</b>	Neurofilament Light chain
<b>NME</b>	New Molecular Entity
<b>nrSPMS</b>	non-relapsing Secondary Progressive Multiple Sclerosis
<b>OPTN</b>	Optineurin
<b>PASI</b>	Psoriasis Area Severity Index
<b>PCV</b>	Pneumococcal Conjugate Vaccines
<b>PIRA</b>	Progression Independent of Relapse Activity
<b>PK</b>	Pharmacokinetics
<b>PLEX</b>	Plasmapheresis
<b>PN</b>	Prurigo Nodularis
<b>PoM</b>	Proof of Mechanism
<b>PP-NRS</b>	Peak Pruritus Numerical Rating Scale
<b>PPMS</b>	Primary Progressive Multiple Sclerosis
<b>PsA</b>	Psoriatic Arthritis
<b>QPM</b>	Quaque Die Post Meridiem
<b>R-FSS</b>	Modified Rasch-built Fatigue Severity Scale
<b>RA</b>	Rheumatoid Arthritis
<b>RAW</b>	Relapse-Associated Worsening
<b>RD</b>	Related Disease
<b>MoA</b>	Mechanism of Action

<b>MRC-SS</b>	Medical Research Council Sum Score
<b>RI</b>	Responder Index
<b>RIPK1</b>	Receptor Interacting Serine/Threonine Kinase 1
<b>RMS</b>	Relapsing Multiple Sclerosis
<b>RR</b>	Risk Reduction
<b>RRR</b>	Relative Risk Reduction
<b>RSV</b>	Respiratory Syncytial Virus
<b>Rx</b>	Prescription
<b>SAD</b>	Single Ascending Dose study
<b>SAE</b>	Serious Adverse Event
<b>SC</b>	Subcutaneous
<b>SDMT</b>	Symbol Digit Modalities Test
<b>SE</b>	Standard Error
<b>SERD</b>	Selective Estrogen Receptor Degradar
<b>SjS</b>	Sjogren's Syndrome
<b>SLE</b>	Systemic Lupus Erythematosus
<b>SOC</b>	Standard Of Care
<b>SSc</b>	Systemic Sclerosis
<b>TBK1</b>	Tank-binding Kinase 1
<b>Te</b>	Transplant eligible
<b>TEAE</b>	Treatment Emergent Adverse Event
<b>Ti</b>	Transplant ineligible
<b>TID</b>	Ter In Die
<b>TLSS</b>	Total Lesion Severity Score
<b>TNFR</b>	Tumor Necrosis Factor Receptor
<b>TSLP</b>	Thymic Stromal Lymphopoietin
<b>UAS7</b>	Urticaria Activity Score over 7 days

# Collaborations

<b>Name</b>	<b>Developed in collaboration with...</b>
<b>Dupixent itepekimab</b>	Regeneron
<b>frexalimab</b>	ImmuNext
<b>TEV'574</b>	Teva Pharmaceuticals
<b>eclitasertib SAR443820</b>	Denali
<b>SAR444656</b>	Kymera
<b>SAR446159</b>	ABL Bio
<b>STAT6 inhibitor</b>	Recludix
<b>ExPEC Vaccine</b>	Janssen Pharmaceuticals, Inc., a Johnson & Johnson company
<b>SP0202</b>	SK