

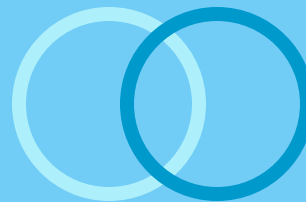


sanofi pasteur Partnering for Global Health



Florida Tech Transfer
Conference

Sam Liao



May 23, 2006

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The vaccines business of sanofi-aventis Group





sanofi pasteur is the vaccines business of the sanofi-aventis Group

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- Cardiovascular disease
- Thrombosis
- Oncology
- Diabetes and Metabolic Diseases
- Central Nervous System
- Internal Medicine
- **Human Vaccines (sanofi pasteur)**

* Animal Health (Merial, 50/50 JV with Merck)





facts and figures

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Largest company in the world devoted entirely to vaccines

- **2005 pro forma net sales: 2.1 billion EUR (26.9% growth rate over 2004)**
- **More than a billion doses of vaccines sold to protect more than 500 million people in the world**
- **A wide range of vaccines against 20 diseases**
- **A presence in 150 countries**
- **15.3% of sales reinvested in R&D (> \$400M)**
- **Over 1,400 people working in the R&D**

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Partnerships

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Partnerships

Areas of Partnership Interest

New antigens or vaccines for infectious diseases and cancer

Agents to enhance vaccine immune responses, such as adjuvants and immunomodulators

New routes of vaccine administration and vaccine delivery systems

Tools for improving vaccine research, development and production

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Partnerships

Collaborations

Examples of ongoing collaboration programs

- Applying genomic approaches to antigen discovery
- Anti-bacterial vaccines based on liposaccharides
- Adjuvant and formulation development
- Cell lines for viral vaccine production
- Dengue fever vaccine
- HIV vaccines
- Cancer vaccines

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sanofi pasteur Partnerships: Examples

Partner	Stage	Field
Biken	Late	Acellular Pertussis & JEV
Chiron	Mid	CMV Product
GSK Bio/Corixa	Mid	Adjuvant
Acambis	Early	Dengue Product
Agensys	Early	Cancer Vaccine
EOS	Early	Cancer Vaccine
CSL	Early	Adjuvant
Eisai	Early	Adjuvant
Crucell	Early	Cell Culture Flu
Intercell	Early	Bacterial Vaccine
Provalis	Early	Bacterial Vaccine
Institute Pasteur	Early	Preclinical technologies
Vivalis	Early	Cell Culture for Viral Manuf.
NIAID/NIH	Early	SARS
DHHS/CDC/NIH	Early	Pandemic Flu RFPs





International Partnerships: Our Approaches

- **Global presence: team located in all 3 locations**
- **Closely working together with R&D community, both internally and externally**
- **Partnering event, such as Bio2006**
- **Scientific contacts through out the world**
- **Alliance management: preferred partner**





Partnerships

International Partnerships: Major Considerations

Technology / innovation

IP coverage

Special needs: legal, financial, tax, etc.

Negotiations: pay attention to culture – after all, deals are made between people, not companies.

Alliance management: to ensure a project success, not just a successfully signed deal.

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Partnerships

Benefits of Partnering with sanofi pasteur



Long-standing record of success and experience in scientific discovery, development, regulatory affairs and later-stage phases



Expertise is unmatched in the industry



Scientific infrastructure supports product development with a significant research and development budget

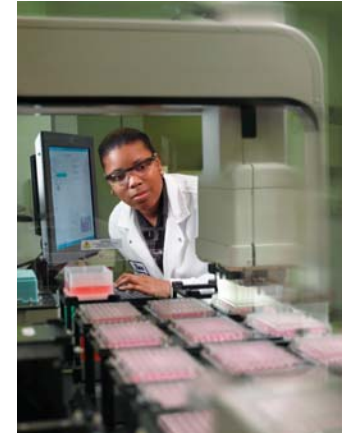


Ability to lower barriers to market entry for newcomers

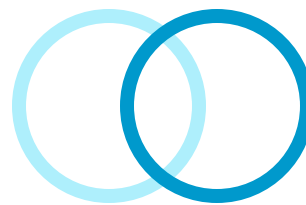
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Partnering for Global Health



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