

# Corporate Social Responsibility

2010-2011 Brochure

“Acting ethically and  
responsibly for the patient:  
a part of our DNA”



## The Group

*"Our ultimate goal is to improve the health of as many of the 6.8 billion people walking the planet as we can.*

*To strengthen our commitment to the patient and the individual at the center of our approach, in 2009 I created the new Corporate Social Responsibility Direction. This new entity brings together all the Group's major initiatives, and ensures increased activity and performance in addition to greater transparency, integrating a CSR spirit at all levels. It not only drives our performance; it improves our performance.*

*The CSR approach compels each of our employees to meet and exceed our obligations to patients ensuring increased access and providing safe, effective medicines, produced to the highest standards. Ultimately it helps us to protect the populations we serve. It encourages us to innovate; it gives us incentives to explore different healthcare options worldwide and turn to new therapeutic solutions that are tailored to meeting patients' needs. In addition, the CSR approach contributes to optimizing our internal operations: all our decisions are driven by adherence to strict ethical and social principles to ensure we protect and serve the populations we aim to reach and the environment.*

*Together, we will succeed in truly making the world a healthier place to live."*

**Christopher VIEHBACHER,**  
Chief Executive Officer



## Group Profile

- A **global** healthcare leader
- **N°1** in emerging markets with a broad and balanced presence
- Approximately **105,000** employees in **110** countries
- A **world** leader in human vaccines
- A **global** leader in animal health
- 2009 net sales: **€ 29.3** billion

## Our approach and performance have been recognized and rewarded

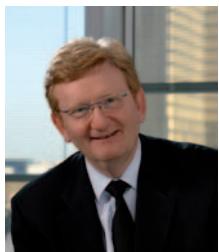


- Sanofi-aventis' CSR performance is assessed by many different agencies (rating agencies, NGOs, institutes, universities, etc.)
- In 2010, sanofi-aventis was once again recognized and rewarded by being listed on the most important global indices for CSR performance.



*"Corporate Social Responsibility (CSR) lies at the core of sanofi-aventis' business. Being a healthcare partner involves promoting social progress, economic development and respect for the environment as well as acting ethically and responsibly. The CSR approach places the patient at the center of the Group's business activities.*

*It constantly seeks a balance between access to healthcare, innovation, respect for intellectual property rights and the sustainability of healthcare systems."*

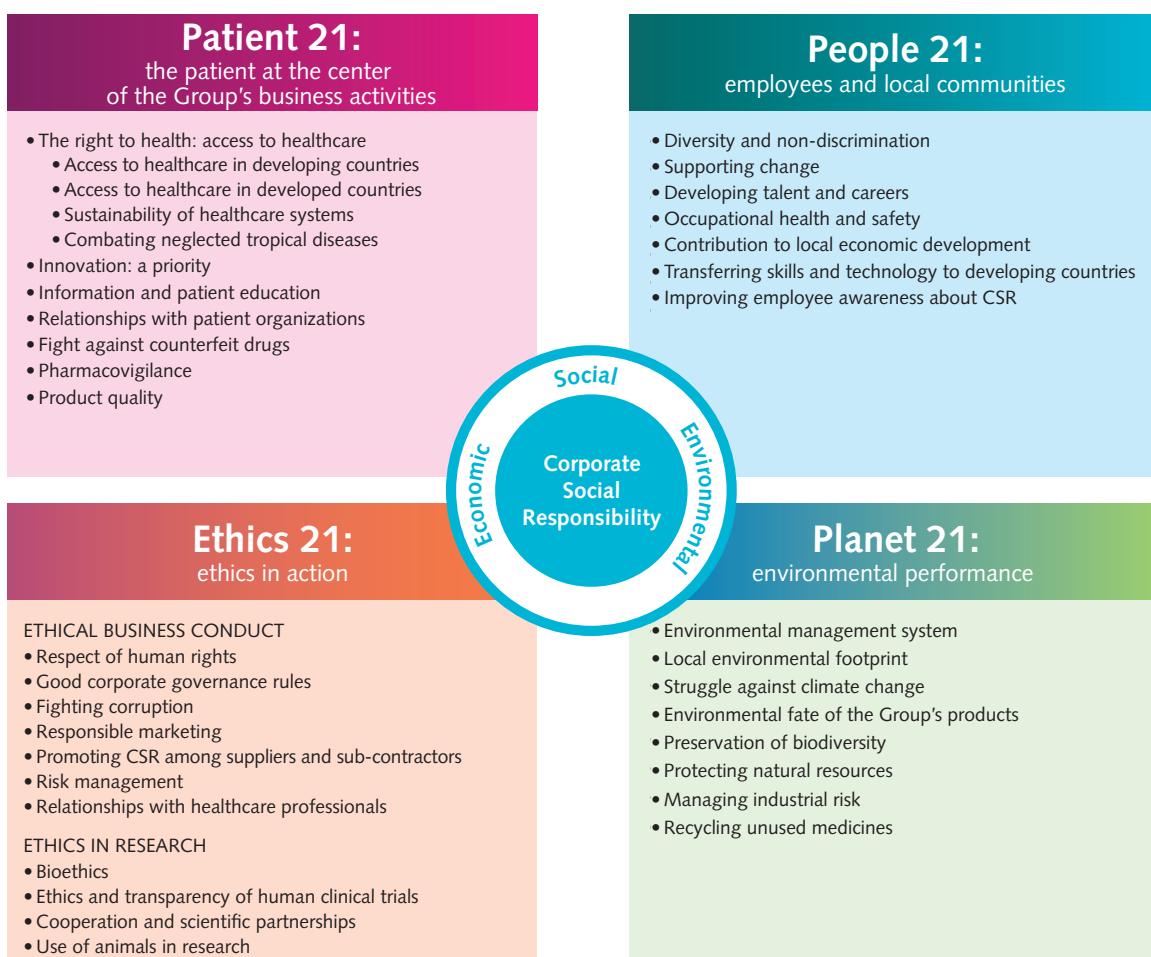


**Gilles LHERNOULD,**  
Senior Vice-President  
Corporate Social Responsibility

In practical terms, Corporate Social Responsibility for sanofi-aventis is based on **four key areas**:

- Responding to patients' needs **"Patient 21"**,
- Acting ethically in business and research **"Ethics 21"**,
- Upholding our commitment to employees and communities **"People 21"**,
- Limiting the impacts of Group's activities on the environment **"Planet 21"**.

## The key challenges of CSR for sanofi-aventis



### Why 21?

*In reference to Agenda 21, a program run by the United Nations related to CSR and sustainability within organizations. The number 21 also refers to the 21st century.*

## PATIENT 21

*The patient at the center of the Group's business activities*

Sanofi-aventis upholds the company's commitment to health and prevention by acting in an ethical and responsible manner. Respecting this commitment requires careful consideration of healthcare needs and expectations; it necessitates placing the patient at the center of our business strategy.

### COMMITTED TO ACCESS TO HEALTHCARE, MEDICINES AND VACCINES

A majority of the global population has no access to appropriate healthcare. The ambition pursued by sanofi-aventis is to facilitate access to its medicines and vaccines for as many patients as possible, by instituting differentiated pricing policies and information and education programs.

As it continued to meet this challenge in 2009, the Group expressed its response through its development model, based on a diversified portfolio: a broad range of prescription medicines, consumer healthcare products (OTC) and generic medicines and vaccines. In addition, sanofi-aventis implements programs that promote access to healthcare for people in developing countries and for disadvantaged groups and those with inadequate healthcare coverage in industrialized countries.

Among other things, these programs made it possible to treat 50 million patients for epilepsy in 2009. Some 18 million patients received tuberculosis treatment worldwide.

In addition to these programs, sanofi-aventis participates in initiatives focused on prevention thanks to its position as world leader in human vaccines. The Group's portfolio includes vaccines to combat 20 infectious diseases. Each year the Group produces over 1.6 billion doses of vaccines, making it possible to immunize more than 500 million people across the globe.

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#### CONTRIBUTING TO DIABETES TREATMENT

Long considered to be a disease found in developed countries, today diabetes is a global disease with a major impact in emerging and developing countries.

To combat this fast-growing epidemic, sanofi-aventis launched the "Innovation for Life" initiative in the Philippines and Indonesia in 2009.

This program promotes access to insulin glargine (Lantus®) for diabetic patients with very low incomes and no health insurance. It includes an adapted pricing policy and services for patients and healthcare professionals. In the span of a few months, more than 2,000 new Indonesian patients were able to take advantage of this initiative.

In Africa, Latin America and Asia, through the Sanofi Espoir Corporate Foundation, sanofi-aventis also supports pilot projects run by Santé Diabetes Mali and Handicap International. These projects include diabetes prevention, medical care and education for diabetics.

Since 2007, 51,000 people have benefitted from these programs for access to healthcare and prevention and 900 healthcare professionals have received training.

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#### MALARIA: A TREATMENT SOLUTION ADAPTED TO PEOPLE'S LIVES - ASAQ

Every year, 300 million people are infected with malaria and nearly one million people die, primarily children in Africa. In light of the troubling emergence of drug-resistant parasites and in compliance with WHO recommendations, sanofi-aventis has developed treatments containing two antimalarials in the same thermally-molded packs, or co-blister. To further improve patient compliance, a fixed-dose combination of both drugs in a single tablet ("Artesunate-Amodaquine Winthrop® ASAQ") was developed within the scope of a partnership with DNDi (Drugs for Neglected Diseases initiative), which has been in place since 2004. Sanofi-aventis waived its right to seek a patent for ASAQ.



ASAQ is a simple-to-use drug with a dosage of one or two tablets per day for three days. It is sold to governments and non-profit stakeholders following a differentiated-pricing policy that includes "no profit-no loss" prices of less than USD 1 for adult treatments and USD 0.50 for children. This price has now become the standard for all anti-malarial drugs.

ASAQ was pre-qualified by the World Health Organization in 2008 and it is distributed to an increasing number of patients each year. In 2010, sanofi-aventis plans to distribute 50 million units in more than 21 sub-Saharan African countries.

In recognition of the success of its innovative partnership programme with DNDi, sanofi-aventis received the 2010 "Core Competence Award for Business Excellence" from the Global Business Coalition on HIV/AIDS, Tuberculosis and Malaria.

# Ethics 21

## *Ethics in action*

Sanofi-aventis is committed to acting in an ethical and responsible manner at every level of the Group's business activity: R&D, manufacturing, sales and marketing. Respecting human rights, applying corporate governance rules, and fighting corruption are fundamentals of the Group's business conduct.

### CONDUCTING CLINICAL TRIALS IN DEVELOPING COUNTRIES

Before new treatments can be offered to patients, it is essential to be certain they are both safe and effective. Sanofi-aventis manages numerous clinical trials and observational studies throughout the world in order to study the efficacy and safety of products in development. The Group carries out nearly 25% of its clinical trials in developing countries where the ethics rules applied by sanofi-aventis are the same as for any other clinical trial carried out in the world.

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#### INDIA'S ADVANTAGES IN CLINICAL RESEARCH

Currently, 44% of the clinical trials conducted in developing countries are carried out in India. According to analysts, by 2010 the number of trials conducted in India alone will multiply by seven.

In 2009, sanofi-aventis carried out 41 clinical trials in India, which involved approximately 3,400 patient receiving treatments.

India has many advantages for conducting clinical trials: good medical infrastructures, excellent scientific skills and high patient recruitment potential.

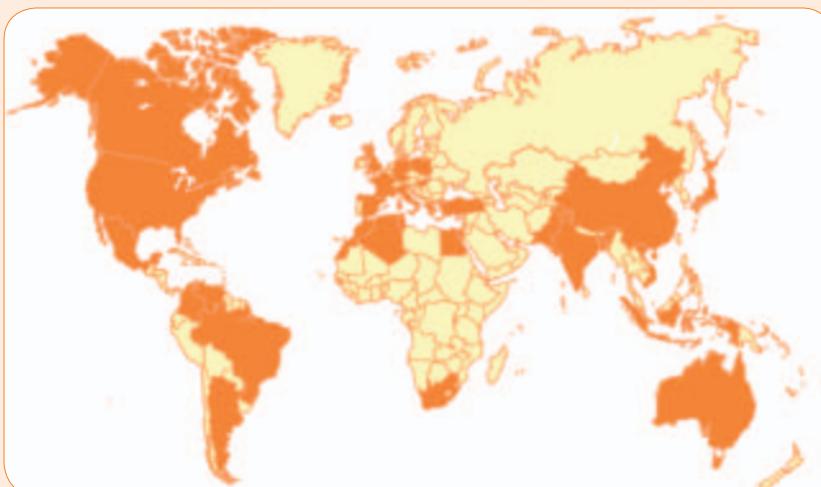
These trials also contribute to providing appropriate medical care to patients. Moreover, sanofi-aventis is committed to ensuring that infrastructures developed within the framework of the trials serve all patients and healthcare professionals.

### PROMOTING CSR AMONG OUR SUPPLIERS AND SUB-CONTRACTORS

Each year, sanofi-aventis purchases goods and services for a total of over 10 billion euros. Consequently, the ethical, social and environmental perspectives of its suppliers are of utmost importance to the Group. Sanofi-aventis is committed in the fundamental principles of the United Nations' Global Compact and in its own eco-responsible values. To uphold these commitments, sanofi-aventis expects that its suppliers respect the same principles and values. The overall objective is first to ensure that suppliers adhere to good social and environmental practices and second, to incorporate CSR as a factor for the product and services purchased by the Group. Today, more than 80% of sanofi-aventis buyers have received training, and 48 purchasing entities in 29 countries apply these principles.

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#### 29 COUNTRIES ADHERE TO THE RESPONSIBLE PURCHASING PROGRAM



Africa/Middle East		
South Africa	Algeria	Egypt
Morocco	Tunisia	
America		
Argentina	Brazil	Canada
Colombia	Mexico	United States
Venezuela		
Asia/Oceania		
Australia	Bangladesh	China
India	Indonesia	Japan
Pakistan	Turkey	Vietnam
Europe		
France	Germany	Greece
Hungary	Italy	Poland
Spain	United Kingdom	

# People 21

## Employees and local communities

Throughout 2009, sanofi-aventis took on numerous challenges while focusing its efforts on supporting the transformation of its functions, developing employee talent and safeguarding employee health and safety while continuing to prevent all forms of discrimination.

### DIVERSITY – A KEY CHALLENGE FOR THE GROUP

The Group focuses on promoting equal opportunity and reasonable working conditions for all, regardless of gender, ethnic origin, sexual orientation, religion, age or disability. Managing diversity requires taking into account individual differences that are unseen as well as those that can be observed. Promoting diversity is an integral component of the Group's Code of Ethics and its Social Charter.

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##### OUR COMMITMENT TO DIVERSITY

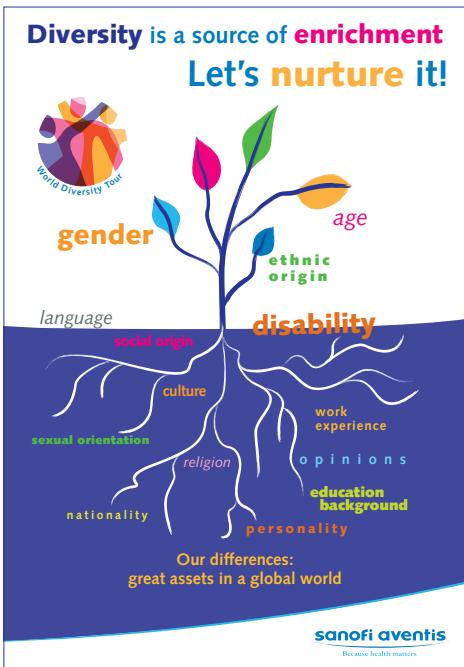
In 2009, the "World Diversity Tour" exhibit traveled to all countries where the Group operates, highlighting respect for differences and the promotion of diversity. The exhibit provides information about the Group's policy and describes initiatives that have been organized to focus on various themes related to diversity. The Group's strong commitment to promoting diversity has led to recognition for this policy in several countries: Germany, Egypt, Slovakia, the United States and others.

###### → Gender equity:

- 46.6% of the Group's employees are women, and the proportion of women executives is 45.1%;

###### → Employment of people with disabilities:

- The Group employs 1,772 people with disabilities in 34 countries; since 2008, there has been an 8% increase in this figure.



### PRODUCTION CLOSE TO COMMUNITIES

In light of its presence in over 100 countries, sanofi-aventis is particularly attentive to industrial development in the countries where the Group operates. The Group has decided to maintain certain R&D and industrial product development activities locally. This strategy makes it possible to respect local characteristics and meet local healthcare needs, remaining as close as possible to our markets and the final consumer. These industrial development programs support local economic development, build "clusters" of specific expertise and create new jobs.

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##### WALTLOO, GLOBAL CENTER OF EXCELLENCE FOR THE DESIGN OF TUBERCULOSIS DRUGS

Sanofi-aventis is highly active in its commitment to fight tuberculosis, which represents a major public health concern in South Africa. In an industrial development approach focused on manufacturing products as close as possible to patients, the Waltloo factory has been designated as a global center of excellence for the design of tuberculosis drugs. The expansion of this South African production plant made it possible to increase production capacity to 350 million doses annually. For the local community, the development of new activities ensures the site's future and created 100 new jobs. Today this plant employs 300 people. Improving employee skills is another of the program's benefits; technology transfer to the Waltloo site includes a training program that enables Group employees to increase their expertise.



# Planet 21

## Environmental performance

Sanofi-aventis continuously seeks ways to limit the environmental impact of its business activities, protect public health and combat climate change. The Group has implemented a dedicated management system to ensure compliance with national laws, international protocols and the highest environmental standards.

### PHARMACEUTICALS IN THE ENVIRONMENT

In 2009, sanofi-aventis has pursued its efforts to reduce the environmental impact related to its site operations, and also the environmental footprint for the entire life cycle of our products.

#### → Eco-design of drugs:

Throughout the product development stages, issues related to health, safety and the environment are part of process optimization to make them safer and more environmentally friendly, as well as to reduce raw material consumption:

- At the earliest stages of product development, tools are made available to sanofi-aventis chemists to encourage them to use reagents and solvents posing the smallest possible HSE hazard;
- Throughout the development process and during the entire industrial production phase, decisions are made about the processes used, based on economic and HSE criteria, in order to reduce the environmental impact of syntheses.

#### → Decrease the use of packaging:

Drug packaging must protect the product's integrity in order to ensure pharmaceutical-grade quality for the product's entire life cycle. The Group is pursuing efforts to improve and optimize packaging while taking into account constraints that are both technical (product stability, material resistance, etc.) and regulatory (labeling information required on the package, patient information, etc.), which must be considered in the choice of materials and formats.

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#### REDUCING ACTIVE PHARMACEUTICALS IN THE ENVIRONMENT

The presence of pharmaceuticals in the environment, in very small concentrations, is linked to several sources, the principal one being patients' use of medicines.

To limit the environmental risk of certain classes of pharmaceutical products, the sanofi-aventis Group is pursuing efforts through programs to evaluate new medicines, research university partnerships and support programs for the collection of unused medicines. Since 2005, detailed environmental assessments have been conducted on 26 of the Group's major products.



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#### 2009 ENVIRONMENTAL INDICATORS

Indicators	2009	Variation 2008-2009
Water consumption	56,578,008 m <sup>3</sup>	-1.7%
Energy consumption	15,515,017 GJ	+3.7% *
Global emissions of CO <sub>2</sub>	1,155,748 tons	+1.3% *
CO <sub>2</sub> emissions from sales force vehicles fleet (estimated)	192,970 tons	-8%

Overall the ratio of CO<sub>2</sub> emissions per unit produced has been reduced by 11% between 2005 and 2009.

\* This can be explained by a significant increase in the volume of drugs and vaccines manufactured by the Group in 2009.

## FOR MORE INFORMATION

### The Corporate CSR website

<http://en.sanofi-aventis.com/csr/csr>



### The 2009 CSR Report

<http://sanofi-aventis.beevirtua.com/CSRreport2009/>



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