



Groundbreaking for the New Large-Scale Biologics Production Facility in Visp

Paris, France and Visp, Switzerland - September 22, 2017 - As part of the joint venture between Sanofi and Lonza, the two companies announced earlier this year that they will build a large-scale biologics production facility in Visp, Switzerland. Today construction work began with a symbolic groundbreaking ceremony.

The joint venture between Sanofi and Lonza for a strategic partnership to build and operate a large-scale mammalian cell culture facility for monoclonal antibody production in Visp was initially announced in February 2017. The strategic partnership combines the strong biologics development pipeline of Sanofi with the expertise of Lonza to design, construct, start-up and operate a state-of-the-art facility. The initial investment will be around CHF 290 million (€ 270 million), to be split equally between each company.

The ceremony in Visp was attended today by representatives of both companies, including Richard Ridinger, Chief Executive Officer, Lonza, Marc Funk, Chief Operating Officer, Lonza, Philippe Luscan, Executive Vice President, Global Industrial Affairs, Sanofi, Brendan O'Callaghan, Senior Vice President & Global Head of Biologics, Sanofi as well as Vice President of the Wallis State Council Esther Waeber-Kalbermatten and Visp Community President Niklaus Furger.

"This facility is a clear demonstration of Lonza's commitment to provide individual solutions to our customers and to create flexible set-ups that help them to navigate easily through production cycles. During the intense months of building this relationship, Sanofi and Lonza have learned to work closely together and better understand each other's working processes and needs. We look forward to the successful future of this joint undertaking", said Marc Funk, Chief Operating Officer, Lonza.

"Innovation in biologics is bringing life-changing medicines for complex diseases, creating new and sustainable opportunities for improved health worldwide. This strategic partnership will strengthen Sanofi's ambitions in biopharmaceuticals and will enable us to better serve the future therapeutic needs of our patients with scalable and innovative manufacturing processes", said Philippe Luscan, Executive Vice President, Global Industrial Affairs, Sanofi.

The partnership provides both Sanofi and Lonza with substantial flexibility in an innovative setup:

- Each party will share the available capacity in line with their equity shareholding in the joint venture.
- Sanofi will have additional access to bio-manufacturing capacity to support increasing demands for their portfolio of biologic therapeutic products, should they require it.
- Lonza will be free to market their share of capacity, if not required by Sanofi, and will also market unused Sanofi capacity, where available.
- Lonza will construct the facility and will support the joint venture in its operations of the facility.



About Sanofi

Sanofi, a global healthcare leader, discovers, develops and distributes therapeutic solutions focused on patients' needs. Sanofi is organized into five global business units: Diabetes and Cardiovascular, General Medicines and Emerging Markets, Sanofi Genzyme, Sanofi Pasteur and Consumer Healthcare. Sanofi is listed in Paris (EURONEXT: SAN) and in New York (NYSE: SNY).

About Lonza

Following the closing of the Capsugel acquisition, Lonza further strengthened its position as one of the world's leading and most-trusted suppliers to the pharmaceutical, biotech and specialty ingredients markets. Lonza harnesses science and technology to create products that support safer and healthier living and that enhance the overall quality of life.

An integrated solutions provider serving the healthcare continuum, Lonza offers products and services from the custom development and manufacturing of active pharmaceutical ingredients to innovative dosage forms for the pharma and consumer health and nutrition industries. In addition to drinking water sanitizers, nutraceuticals, antidandruff agents and other personal care ingredients, the company provides agricultural products, advanced coatings and composites and microbial control solutions that combat dangerous viruses, bacteria and other pathogens.

Founded in 1897 in the Swiss Alps, Lonza today is a well-respected global company with more than 50 major manufacturing and R&D facilities and nearly 14,000 full-time employees worldwide. Further information can be found at www.lonza.com.

Sanofi Forward-Looking Statements

This press release contains forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995, as amended. Forward-looking statements are statements that are not historical facts. These statements include projections and estimates and their underlying assumptions, statements regarding plans, objectives, intentions and expectations with respect to future financial results, events, operations, services, product development and potential, and statements regarding future performance. Forward-looking statements are generally identified by the words "expects", "anticipates", "believes", "intends", "estimates", "plans" and similar expressions. Although Sanofi's management believes that the expectations reflected in such forward-looking statements are reasonable, investors are cautioned that forward-looking information and statements are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond the control of Sanofi, that could cause actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. These risks and uncertainties include among other things, the uncertainties inherent in research and development, future clinical data and analysis, including post marketing, decisions by regulatory authorities, such as the FDA or the EMA, regarding whether and when to approve any drug, device or biological application that may be filed for any such product candidates as well as their decisions regarding labelling and other matters that could affect the availability or commercial potential of such product candidates, the absence of guarantee that the product candidates if approved will be commercially successful, the future approval and commercial success of therapeutic alternatives, Sanofi's ability to benefit from external growth opportunities and/or obtain regulatory clearances, risks associated with intellectual property and any related pending or future litigation and the ultimate outcome of such litigation, trends in exchange rates and prevailing interest rates, volatile economic conditions, the impact of cost containment initiatives and subsequent changes thereto, the average number of shares outstanding as well as those discussed or identified in the public filings with the SEC and the AMF made by Sanofi, including those listed under "Risk Factors" and "Cautionary Statement Regarding Forward-Looking Statements" in Sanofi's annual report on Form 20-F for the year ended December 31, 2016. Other than as required by applicable law, Sanofi does not undertake any obligation to update or revise any forward-looking information or statements.

Additional Information and Disclaimer

Lonza Group Ltd has its headquarters in Basel, Switzerland, and is listed on the SIX Swiss Exchange. It has a secondary listing on the Singapore Exchange Securities Trading Limited ("SGX-ST"). Lonza Group Ltd is not subject to the SGX-ST's continuing listing requirements but remains subject to Rules 217 and 751 of the SGX-ST Listing Manual. Certain matters discussed in this news release may constitute forward-looking statements. These statements are based on current expectations and estimates of Lonza Group Ltd, although Lonza Group Ltd can give no assurance that these expectations and estimates will be achieved. Investors are cautioned that all forward-looking statements involve risks and uncertainty and are qualified in their entirety. The actual results may differ materially in the future from the forward-looking statements included in this news release due to various factors. Furthermore, except as otherwise required by law, Lonza Group Ltd disclaims any intention or obligation to update the statements contained in this news release.



Sanofi contacts:

Media Relations

Nicolas Kressmann
Tel. : +33 (0)1 53 77 46 46
mr@sanofi.com

Investor Relations

George Grofik
Tel.: +33 (0)1 53 77 45 45
ir@sanofi.com

Lonza contacts

Lonza Group Ltd

Head Corporate Communications
Dominik Werner
Tel +41 61 316 8798
Fax +41 61 316 9540
dominik.werner@lonza.com

Lonza AG, Visp

Leiter Kommunikation und Standortmarketing
Renzo Cicillini
Tel +41 27 948 53 49
Fax +41 27 947 53 49
renzo.cicillini@lonza.com