

GENERAL MEETING 10 MAY 2017

WRITTEN QUESTION

Written questions may be submitted to the Company, pursuant to the rules established by law, with respect to any General Meeting. In conformity with the legislation in force, an answer is deemed to have been given to a written question provided it has been displayed on the Company's website.

The Board received on May 3rd, 2017, a letter from Mr. Nicolas Gottry, Chairman of *Association Initiative Pour un Actionnariat Citoyen (IPAC)*, shareholder holding one share of the Company, asking the following question: *“What is the total worldwide consumption of paper and cardboard of our Group?”*.

Answer from the Board of Directors:

“In 2016, the worldwide consumption of paper and cardboard of Sanofi was approximatively of 120,000 tons (43% are product leaflets).

Various initiatives were taken to decrease this consumption, in particular:

- *Decrease of the size of the packaging, drugs and vaccines' boxes and packing cases;*
- *Implementation of a printing policy (double-sided printing, use of recycled paper.”*