

SANOFI' s Water Approach

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SANOFI CORPORATE SOCIAL RESPONSIBILITY: 4 PILLARS



 **PATIENT**


- Access to Healthcare
- Patient Safety
- Innovation for the Patient

 **ETHICS**

- Ethics in R&D
- Business Ethics
- Human Rights

 **PEOPLE**

- Health & Safety
- Diversity
- Workforce Development

 **PLANET**

- Energy & Carbon footprint
- Water management
- Pharmaceuticals in the Environment

→ **Global**
→ **Local**
→ **Specific**

SANOFI Environmental Targets

Today

CO₂ emissions:



- 20% 2020 vs 2010

-13%

Water consumption:



- 25% 2020 vs 2010

-20%

PiE:

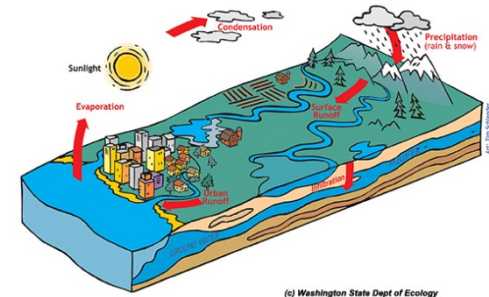


- * Effluent mapping completed on 100% of selected API sites by 2015**
- * Definition of Environmental Target Concentrations for 30 “priority” compounds**
- * Promote take-back programs**

Good progress

Why consider water ?

- May be of concern for local authorities (**licence to operate**)
- Also strong relation to **business continuity** aspects
- Impact on SANOFI's **image** at Local & Global levels
- So many external stakeholders and rating agencies expect SANOFI to consider Water issues



MEMBER OF
**Dow Jones
Sustainability Indices**
In Collaboration with RobecoSAM

ROBECOSAM
Sustainability Investing



vigeo
corporate
social responsibility
ratings agency

CDP
DRIVING SUSTAINABLE ECONOMIES

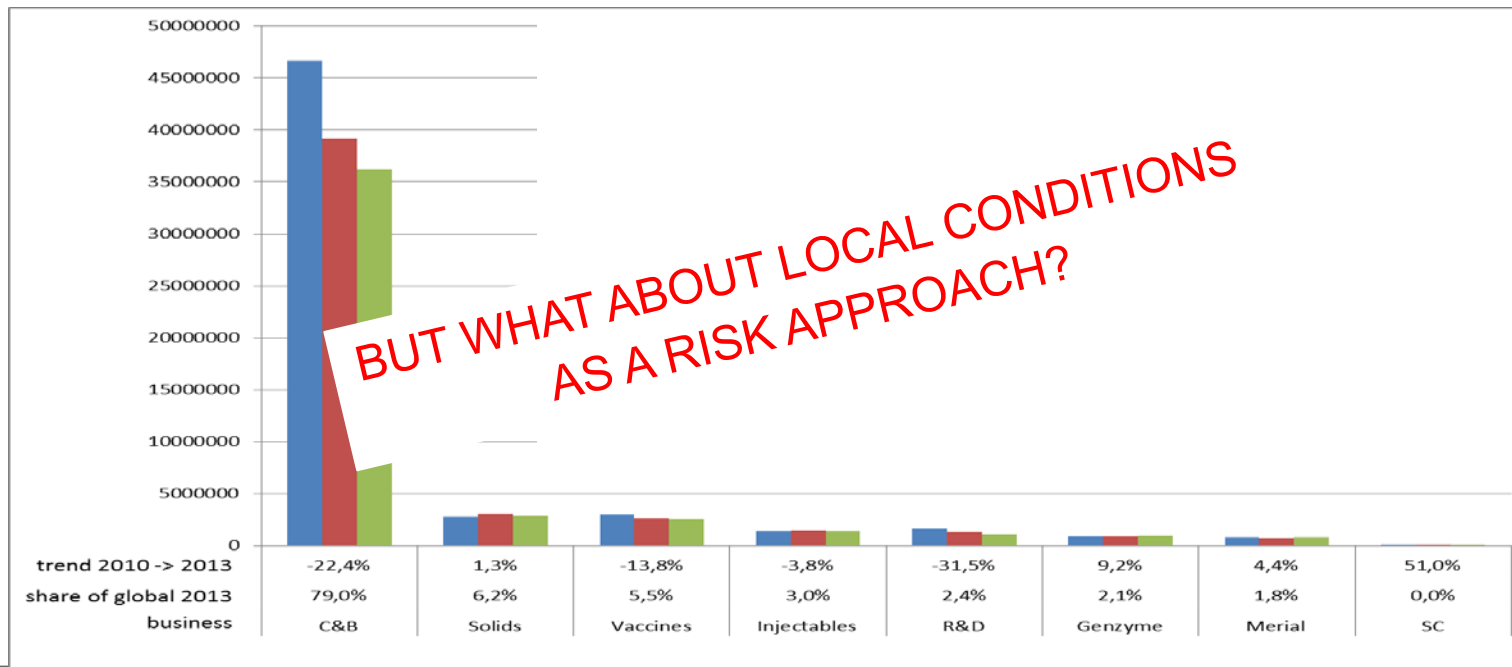
EIRIS
Empowering Responsible Investment

... / ...

What about our sites ?

- More than 100 locations in the world with very different activities:

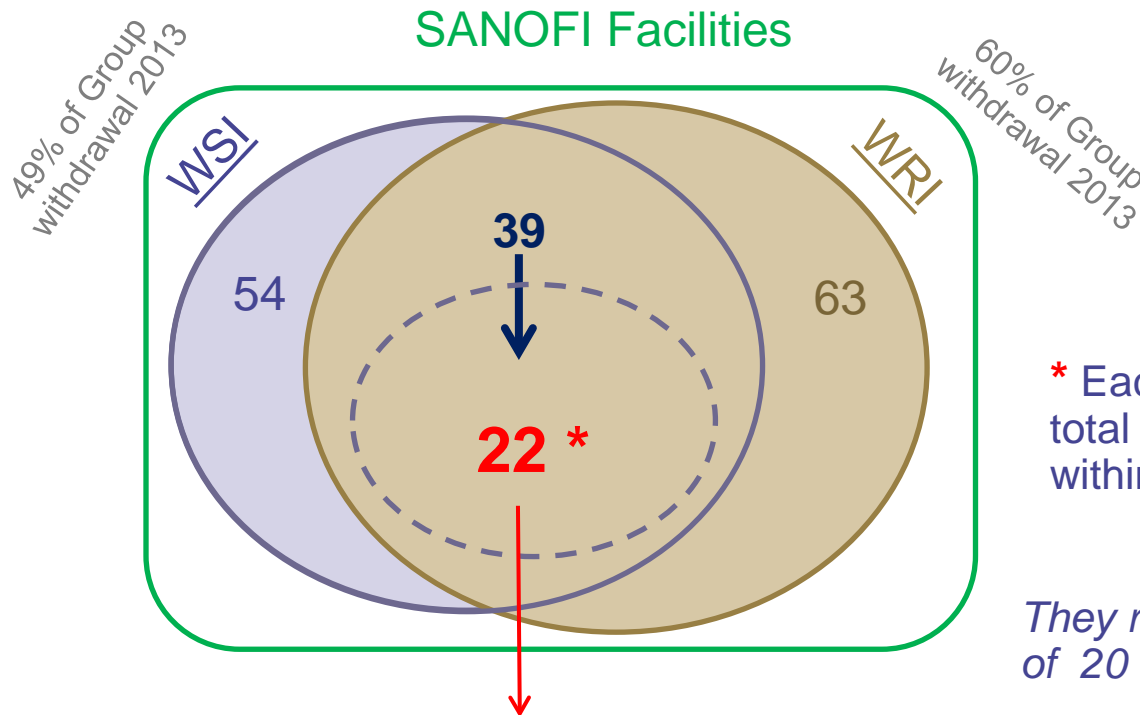
- Fine Chemistry
- Biofermentations
- Vaccines
- R&D
- Animal Health
- Solid forms
- Genzyme
- Injectables
- Distribution



Risk related to LOCAL water situation

Many different evaluation tools are available
We decided to work with 2 different tools

→ Choice ?



* Each > 4.8% of the total water withdrawal within their **specific** business

They represent together an usage of 20 M m³ /year

= 98% of the 39 sites in 'scarcity' & 50% of the Group water usage

Specific action

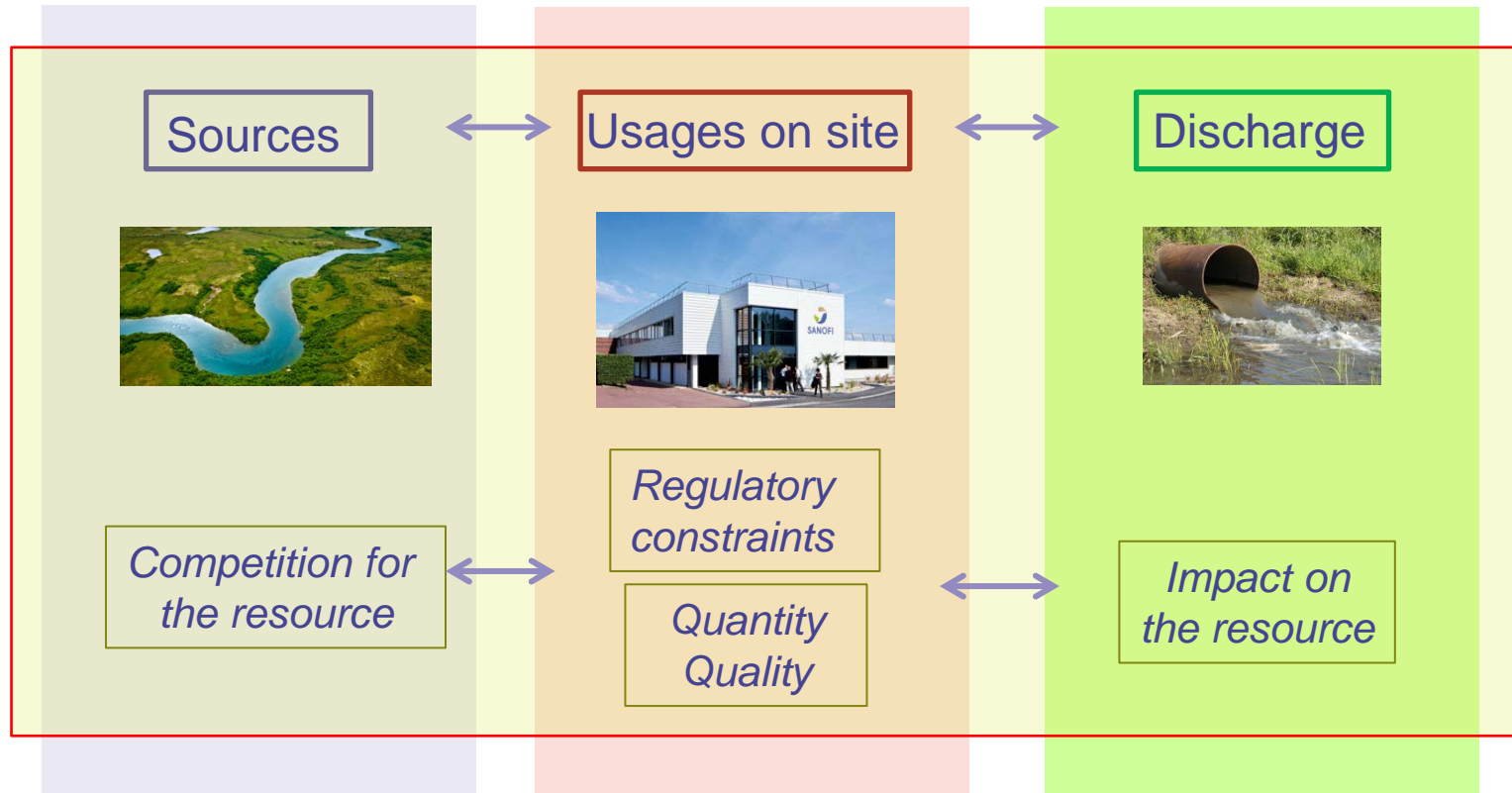
Our water approach by 2015 and further

- Stronger focus on sites concerned by local water risk → Water Reduction plan
 - Water scarcity (relative): where competition for water is potentially high
 - Water stress (absolute): where water availability is very little
 - High water withdrawal: > 1 Mm³/y
 - Weight within the business (% site vs total business volume)

- At all other sites (*already required*) : Water Management plan
 - Issue a 5 years action plan to optimize water usage
 - Based on diagnostic on water resources, on water usage (including losses),

- With validated site water withdrawal targets related to specific situation

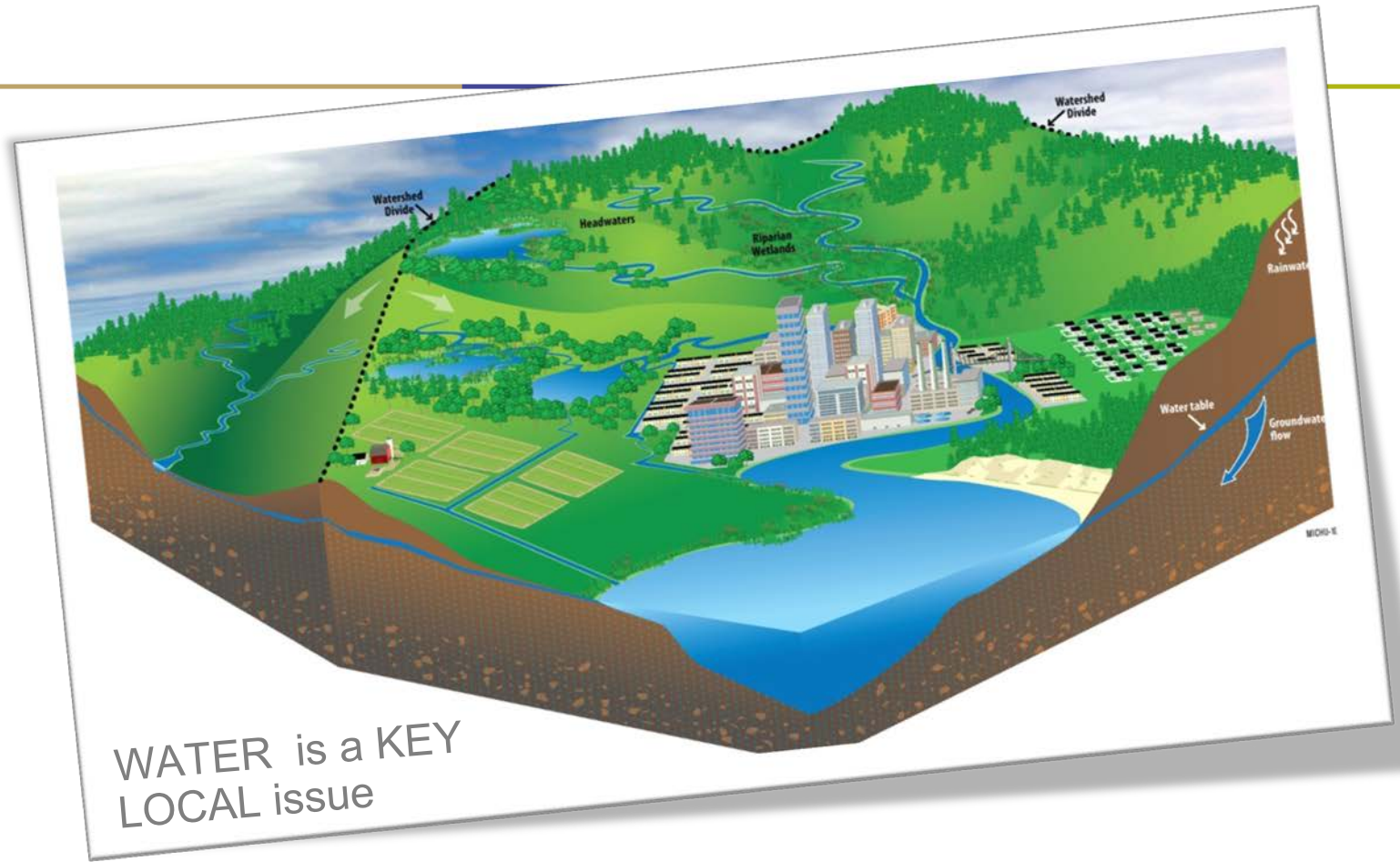
Water Management Study



Risk analysis along time scale :
today → projection to mid / long term

Conclusion

- SANOFI is committed to address water as an issue
- We need to demonstrate having actions & targets on water
- This must be high priority for some of our facilities



WATER is a KEY LOCAL issue

A large, light blue, stylized watermark of the Sanofi logo is centered on the slide. It consists of three overlapping, teardrop-shaped elements that form a circular pattern.

Merci !

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