



Sanofi signs collaboration agreement with Schneider Electric to accelerate its energy efficiency program on its industrial sites

Paris and Rueil-Malmaison, France – March 28, 2013 - Sanofi (EURONEXT: SAN and NYSE: SNY) and Schneider Electric today announced the signing of a collaboration agreement as part of Sanofi's energy performance optimization program for its industrial sites in 40 countries around the world.

"It's an important step for Sanofi to collaborate on a global scale with Schneider Electric, a leader in energy management," explains Philippe Luscan, Sanofi's Senior Vice President for Industrial Affairs. *"This industrial collaboration will enhance the energy efficiency program developed throughout Sanofi's global network of manufacturing sites. These efforts currently have enabled us to be ahead of our objective to reduce direct and indirect emissions of CO₂ to 20 percent below 2010 values by 2020."*

"Schneider Electric is delighted to be actively supporting Sanofi in improving energy management on its industrial sites," said Laurent Vernerey, Schneider Electric's Vice President for End User Business Group. *"This collaboration illustrates Schneider Electric's unique capability to provide its customers with integrated and global solutions that value energy as a major asset for a company."*

The collaboration will operate employing four components: the establishment of an Energy Observatory to assist Sanofi with forecasting energy price changes in 16 countries; energy performance monitoring both globally and per site using the *Struxureware Energy Operation* software; on-site diagnostics to contribute towards the design of energy efficiency improvement plans; and energy consultancy to Sanofi's engineering teams starting from the design phase of any new industrial site.

To support Sanofi in this collaboration, Schneider Electric will base its strategy on experience acquired since 2005 from its *Energy Action* program for the continuous reduction of energy consumption on Schneider Electric sites around the world.

The Sanofi – Schneider Electric collaboration agreement is implemented for three years.

About Sanofi

Sanofi is a diversified world leader in healthcare, researching, developing and marketing therapeutic solutions based on patient needs. Sanofi has fundamental advantages in the health sector with seven major growth areas: diabetes management, human vaccines, innovative products, consumer healthcare, emerging markets, animal health and the new Genzyme. Sanofi is quoted in Paris (Euronext: SAN) and in New York (NYSE: SNY).

About Schneider Electric

As a global specialist in energy management with operations in more than 100 countries, Schneider Electric offers integrated solutions across multiple market segments, including leadership positions in Utilities & Infrastructure, Industries & Machines Manufacturers, Non-residential Building, Data

Centres & Networks and in Residential. Focused on making energy safe, reliable, efficient, productive and green, the Group's 140,000 plus employees achieved sales of 24 billion euros in 2012, through an active commitment to help individuals and organizations make the most of their energy.

www.schneider-electric.com

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