

Partnership opportunities with Sanofi Pasteur

Sanofi Pasteur, the vaccines division of Sanofi, is seeking partners with a common drive for excellence who will share the company's pursuit of innovation.

Not only is Sanofi Pasteur at the forefront of conquering newly targeted diseases, but the company is also leading the way in expanding immunization across all age groups, including adolescents and the elderly. This leadership has translated into outstanding success in the industry.

Sanofi Pasteur is interested in partners who will share in the pursuit of innovation and the company's drive for excellence while becoming a part of its market success story. "We welcome the opportunity to evaluate technologies related to the development and production of human vaccines, both prophylactic and therapeutic, including vaccines for chronic infectious diseases," said Roman Chicz, global head of external research and development.



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A volunteer is vaccinated during clinical testing of Sanofi Pasteur's dengue vaccine. Sanofi Pasteur is improving global human health by discovering, developing, manufacturing and supplying vaccines for the prevention and treatment of infectious diseases. Sanofi Pasteur's new vaccine to prevent dengue fever is now licensed in several endemic countries. Dengue is a threat to about half of the world's population and a health priority in many countries of Latin America and Asia where epidemics occur. Currently, there is no specific treatment available for dengue. Sanofi Pasteur's goal is to make dengue the next vaccine-preventable disease and to support the World Health Organization's effort to reduce dengue mortality by 50% and morbidity by 25% by 2020.

Sanofi Pasteur is interested in potential partnering opportunities in the field of active and passive human immunization, as well as technologies supporting product development and industrial performance, including in the following areas:

Vaccines, monoclonal antibodies and supporting technologies for prevention and treatment of infectious diseases

- Novel antigens and methods for antigen discovery and characterization
- Vaccine vectors suitable for nasal or oral use
- New ways to administer vaccines
- Carrier proteins and protein-polysaccharide conjugation methods or alternative technologies

Agents to enhance vaccine immune responses

- Adjuvants and immunomodulators
- Vaccine vectors and delivery systems intended to enhance or modify immune responses
- Biological and immunological studies to further characterize adjuvants and immunomodulators

Characterization and assay of immune responses and disease markers

- Animal models of human diseases
- Biological markers for evaluating the efficacy of prophylactic or therapeutic interventions
- *In vitro* models of human tissues, including the immune system
- Epidemiological studies relevant to the use of vaccines and immunotherapeutics

Tools for improving vaccine and monoclonal antibody research, development and production

- Development and application of new technologies in the areas of genomics and proteomics
- Prokaryotic or eukaryotic cell lines for antigen production
- Fermentor and bioreactor technology
- Disposable systems
- Online testing
- Downstream processing, purification and aseptic filling processes
- Process automation
- Preservatives and stabilizers
- Bioinformatics techniques for modeling, data handling and analysis
- Anti-counterfeiting technology

Sanofi Pasteur has a strong commitment to establishing research and development partnerships with major universities, research institutes, government bodies, biotechnology companies and contract research organizations. The company's collaborations cover virtually all aspects of vaccine development, including early-stage research.

Examples of current partnerships and technology investments include vaccines for dengue fever, Japanese encephalitis, *Streptococcus pneumoniae* and *Mycobacterium tuberculosis*; pediatric combination vaccines; herpes virus vaccine; large-scale, cell-culture-based virus production; adjuvants and immunomodulators; conjugate vaccine production; and vaccine-delivery systems.

A company partnering with Sanofi Pasteur interacts with a multidisciplinary team that has years of experience in working to ensure that partnerships are executed successfully and nurtured for the mutual benefit of all parties.

This approach utilizes the value-added Sanofi Pasteur alliance management capability, which

focuses on the relationship by facilitating open communication, trust, understanding and clear expectations across the project life span.

Combined with the technical competency of the alliance, this balance provides a well rounded environment in which novel technologies can flourish.

Sanofi Pasteur welcomes information about new partnership opportunities. Each opportunity is carefully evaluated and reviewed by its dedicated team.

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