



EUROAPI
The leading small molecules API
company

09/09/2022

open possibilities

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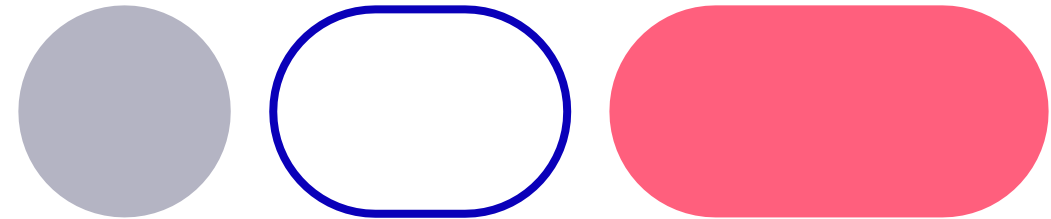
Agenda

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Our vision and mission

Our vision

Reinventing active-ingredient solutions to sustainably meet customers' and patients' needs around the world.



Our mission

We work passionately every day to develop, manufacture and supply active-ingredient solutions for our healthcare partners around the world.

We combine our scientific excellence with industrial expertise and a wide range of technologies to deliver solutions that meet the highest quality, social and environmental requirements - all while ensuring stakeholder satisfaction.

We aim to become Europe's leading API company by reliably delivering high-quality APIs

EUROAPI is a global leader in small molecule APIs. Our strong innovation leadership and R&D capabilities allow us to accelerate development in more complex-molecule segments through Contract Development and Manufacturing Organization (CDMO).

At approximately 200 APIs, **EUROAPI** offers one of the largest portfolios in the industry, addressing a wide variety of patients and providing coverage for more than 80 countries.

euROAPI
Active Solutions for Health

Our strategy: a four-pronged approach

1 ACCELERATE OUR CDMO ACTIVITIES

through our dedicated team, our R&D centers of excellence and our six top-tier manufacturing sites with launching units

2 EXPAND OUR DIFFERENTIATED PRESENCE

through our technological platforms in highly differentiating, complex APIs, including a special focus on Tides and Highly Potent APIs

3 DEVELOP OUR PRODUCT PORTFOLIO

through innovative new products, supporting customers in major pharmaceutical markets, and manufacturing capabilities to grow projects

4 IMPROVE OUR OPERATING PERFORMANCE

through improved industrial performance, procurement excellence, inventory management, and capital expenditure optimization.



Our fundamentals

RELIABILITY



EUROAPI is the industry's leading European API company, with a unique European industrial platform and proven track record of reliability.

QUALITY



EUROAPI provides active ingredients that meet the highest pharmaceutical standards.

BUSINESS CONTINUITY



EUROAPI is committed to its customers, offering fast-to-market solutions and on-time delivery.

PREMIUM CUSTOMER SERVICE



EUROAPI provides peace of mind through tailored solutions and a long-term partnership approach.

Key figures



~200

APIs in portfolio



6

manufacturing sites



~3,350

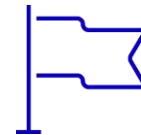
employees



Sales and support
functions covering

80+

countries



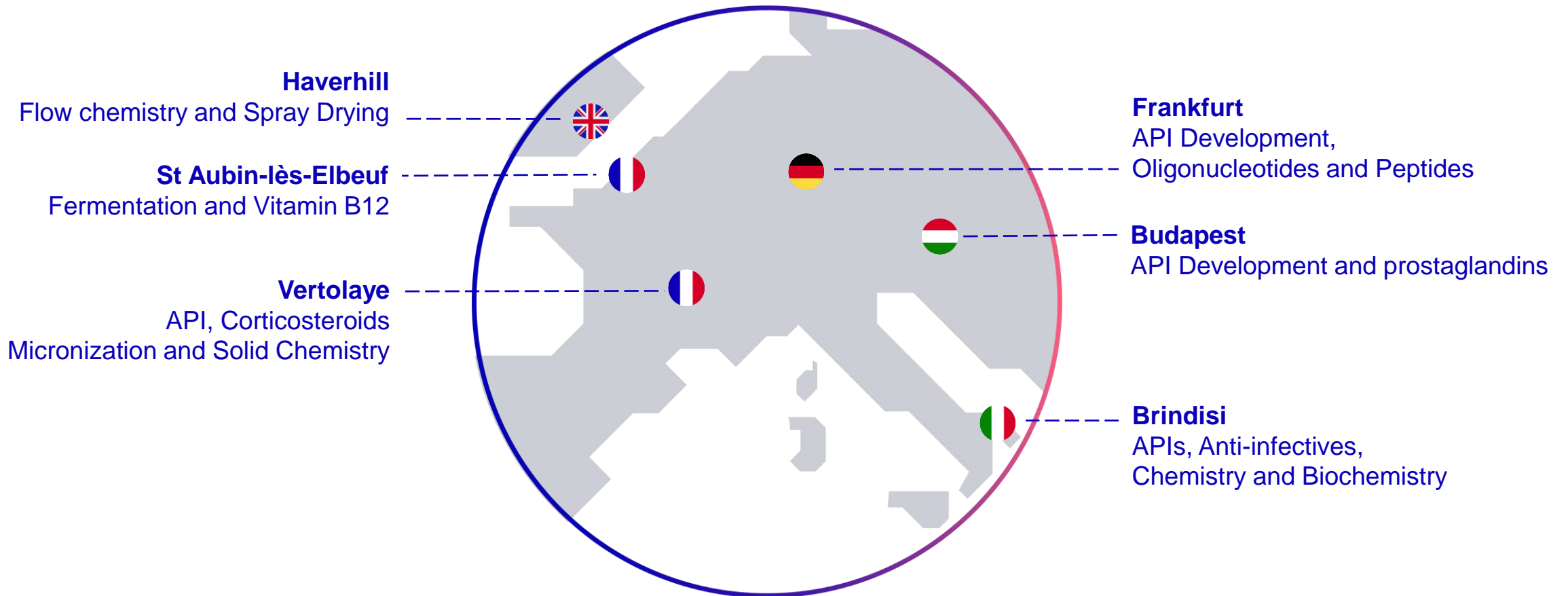
Headquarters in

Paris, France





Our industrial footprint

EUROAPI is a global company with a unique European industrial footprint, including six manufacturing sites offering scalability and a wide range of innovative technologies



Our site capabilities

A broad technology toolkit allocated between six manufacturing sites, focused on key differentiating capabilities

|  | MOLECULE TYPE | Chemical small molecules | High-Potency | Biotechnologies | All |
|--|------------------------|--|---|--|---|
|  | AVAILABLE TECHNOLOGIES | <ul style="list-style-type: none"> Organic synthesis Hydrogenation High-pressure separative chromatography Injectable products Low-temperature reactions (<i>down to -70°</i>) Micronization Flow chemistry & PAT¹ Spray Drying (<i>all scales</i>) Custom Synthesis | High-Potency products manipulation (OEB5) | <ul style="list-style-type: none"> Fermentation (incl. High-Potency) Solid Phase Peptides & Oligonucleotides | <ul style="list-style-type: none"> Lyophilization Secondary pharmaceutical packaging operations |

API solutions - We provide a large range of products addressing multiple therapeutic areas...

Originator and generic products through our dedicated core platforms

Prostaglandins

- Strong competency in Prostaglandins, with over 45 years of experience
- Historical process development and scale-up of new chemical entities

Opiates & controlled substances

- An end-to-end activity turning poppy seeds into active pharmaceutical ingredients
- Large range and scale (narcotics, NALs¹ products and niche products)
- Highly regulated narcotics market (sole producer in France)

Anti-infectives

- Strong expertise in fermentation, including large-capacity

Corticoids & Hormones

- Only integrated European manufacturer and independent player
- Over 60 years of experience at Vertolaye facility

Vitamin B12

- Only Western Vitamin B12 manufacturer; requires sophisticated fermentation techniques (purity)

Other small and complex molecules

- A wide offering covering multiple therapeutic areas for human health and animal care

... and innovative medicines through our CDMO activities

- Driven by a new CDMO organization worldwide
- Offering flexibility and a high degree of customization to meet customers' expectations from early phases to market
- Supported by 6 top-tier development and manufacturing sites across Europe
- Equipped for manufacturing excellence to the highest standards of product quality and regulatory compliance

CDMO Core Platforms

Oligonucleotides and Peptides

Particle Engineering
(micronization, spray-drying)

Small and complex molecules synthesis

Opiates & controlled substances

Microbial fermentation

Drug delivery solutions

Steroids & hormones

Prostaglandins

CDMO Services

Custom process development

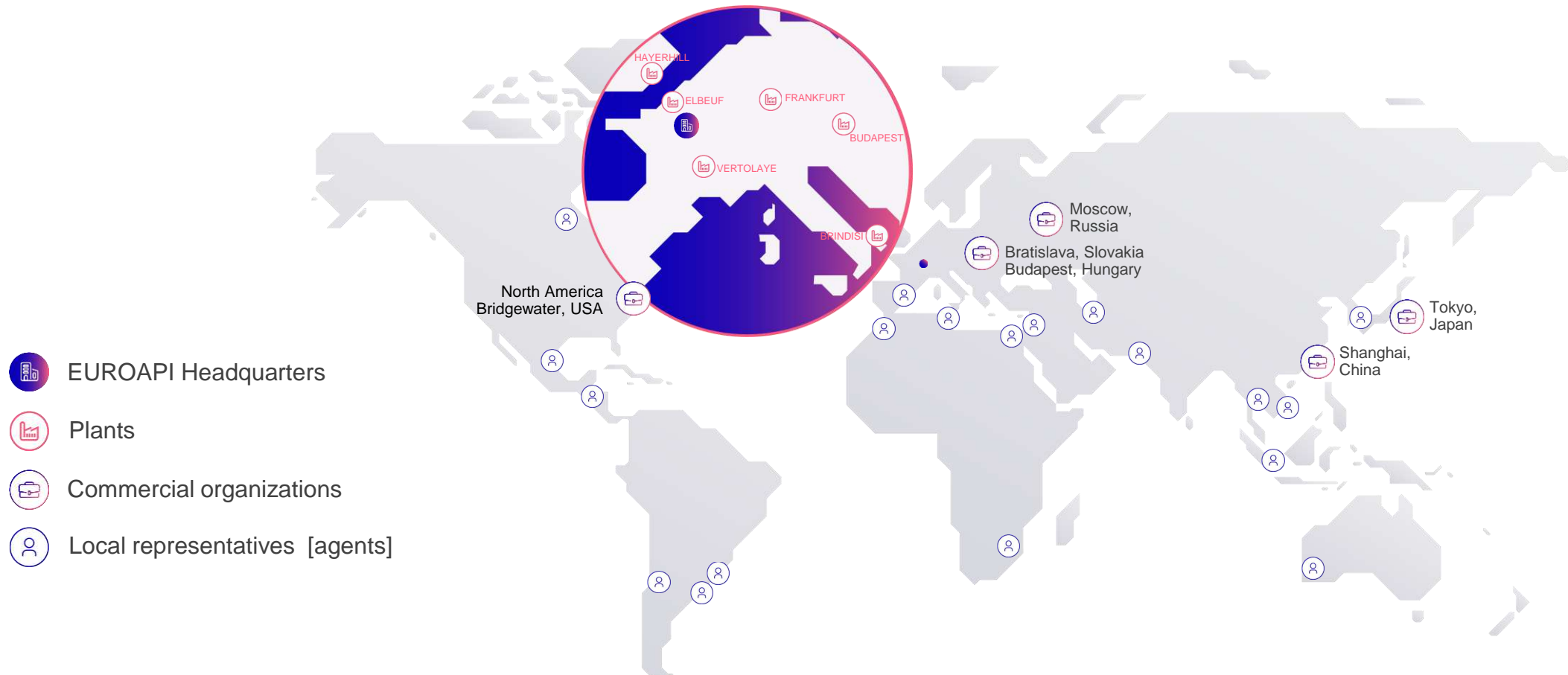
APIs for clinical development

APIs for Commercial Supply










Regulatory support

EUROAPI is the largest small molecules company in the industry, with a worldwide presence

Our commercial network covers more than 80 countries



At EUROAPI, we consider Quality compliance as a key asset for our business and for sustainability

| |  Last FDA inspection ¹ | |  Last EMA ² inspection | |  Clients audits | |
|---|--|---|--|------------------------|--|------------------------|
| | Date | # of critical findings | Date | # of critical findings | # of audits 2020-June 2022 | % success ³ |
|  Vertolaye | 2019 | No warning letter No 483 form (no observations) | 2022 | 0 | 31 | 100% |
|  St Aubin-lès-Elbeuf | 2016 | No warning letter No 483 form (no observations) | 2021 | 0 | 14 | 100% |
|  Frankfurt | 2019 | No warning letter No 483 form (1 observation, closed) | 2022 | 0 | 15 | 100% |
|  Budapest | 2019 | No warning letter No 483 form (no observations) | 2021 | 0 | 29 | 100% |
|  Brindisi | 2014 | No warning letter No 483 form (no observations) | 2022 | 0 | 7 | 100% |
|  Haverhill | 2017 | No warning letter 483 form (2 observations, closed) | 2020 ⁴ | 0 | 8 | 100% |

1. Since 2019, Mutual Recognition Agreement applies between FDA and Local European Health Authority

2. EMA inspections are performed by local agencies (ANSM, AIFA, RP Darmstadt, OGYEI & NEBIH)

3. A client audit is considered a success if it did not lead to client loss

4. MHRA for UK

Note All sites have a Japan FMA accreditation

Health & Safety (H&S) and Environment are essentials for EUROAPI

| | | ISO 14001 H&S ¹ Best practice | ISO 50001 Environmental Best practice | |
|---|--|--|--|---|
|  Vertolaye |  |  Since 2000 |  By 2023 |  Seveso site annually inspected by local authorities |
|  Elbeuf |  |  By 2022 |  Since 2017 |  100% success ² in CSR ³ /H&S audits from clients ~110 audits all sites combined on 2018-2020 |
|  Frankfurt |  |  Since 1999 |  Since 2012 | |
|  Budapest |  |  Since 2006 |  Since 2016 | |
|  Brindisi |  |  2022 |  By 2023 | |
|  Haverhill | |  By 2023 |  By 2023 | |

Environmental, Social and Governance



OUR AMBITION FOR ESG

At **EUROAPI**, we're reinventing active-ingredient solutions to sustainably meet customers' and patients' needs around the world.

Building on Sanofi's legacy of excellence in ESG, we're creating a custom, research-backed strategy that addresses the full spectrum of challenges and opportunities. It takes into consideration our geographical footprint and our core business, as well as the needs and wellbeing of our employees.

A COLLABORATIVE APPROACH

Building a differentiating ESG strategy requires diverse input. So we opened a dialogue with more than 1,200 internal and external stakeholders through a survey spanning 30 countries.

Employees, customers, suppliers, investors, non-profits and more were called upon to share what they expect from an innovative, sustainable industry leader. Their insight was invaluable, and gave us a well-rounded foundation for shaping our key commitments.

ESG: Our four commitments



Offer safe products and a resilient & responsible supply chain

We provide high quality products and strive to be a reliable partner in the pharmaceutical supply chain.



Accelerate innovation for environmental sustainability

We propose innovative processes and services sustainable by design.



Create a safe & multicultural workplace

We ensure our employees safety and a fulfilling environment for all.



Uphold best in class corporate governance

We work continuously with our internal and external stakeholders to promote compliance and fair practices.

We are now finalizing our action plan. Stay tuned!

Unparalleled heritage and experience in API market

- 
2022 | May, 6 – EUROAPI independence through its listing on Euronext Paris
- 
2021 | Creation of EUROAPI, a Sanofi Company
- 
2020 | Announcement of the project to create a European champion in API, including six industrial sites
- 
2019 | Creation of Sanofi Active Ingredient Solutions, including three industrial sites
- 
2017 | Creation of CEPIA, Sanofi sales to third parties
- 
2006 | Establishment of oligonucleotides units
- 
2004 | Acquisition of Aventis by Sanofi and start of peptide synthesis activities
- 
1996 | Acquisition of Chinoin by Sanofi (Hungary)
- 
1981 | Haverhill site creation (Koch Light)
- 
1976 | First Pilot Plant for Peptides at Frankfurt site
- 
1966 | Brindisi site creation (Lepetit)
- 
1946 | St. Aubin-lès-Elbeuf site creation (Rhone-Poulenc)
- 
1939 | Vertolaye site creation (Roussel-Uclaf)
- 
1910 | Budapest site creation (Chinoin)
- 
1863 | Frankfurt site creation (Hoechst)



Thank you!

