

PARTNERSHIPS: SOURCING SKILLS AND DISCOVERIES

Sanofi-aventis forges strategic partnerships around the world with recognized experts to achieve faster, better progress towards new therapeutic solutions.

To accelerate the development of innovative compounds and vaccines, sanofi-aventis depends not only on its own R&D resources but also on its proactive partnership program, particularly in the fields of biotechnology and biotherapy. The Group opens up its know-how and leadership to its partners so that their decisive breakthroughs can be transformed into products and solutions that improve patients' lives. For several years, sanofi-aventis has been working with Regeneron to develop and commercialize human therapeutic antibodies. Through a strategic collaboration with Dyax, sanofi-aventis has been granted an exclusive worldwide license for the development and commercialization of the fully human monoclonal antibody SAR153191. Sanofi Pasteur, the Group's vaccine division, recently concluded a partnership with the Dutch firm Crucell to develop and commercialize a new generation of monoclonal antibodies to fight rabies.

Our partners include:

REGENERON



+ For more information:
Form 20-F
www.sanofi-aventis.com

New therapeutic strategies

Several partnership agreements were signed in 2008. A global licensing and collaboration agreement with Novozymes will lead to the development and commercialization of a new antibiotic for treating severe infections such as pneumonia and septicemia. The candidate drug is an antimicrobial peptide named plectasin NZZ114, with a novel mechanism of action which gives it a potential activity against bacteria that are resistant to current treatment. Under a three-year collaboration agreement with Johns Hopkins University, the two partners are joining forces to develop new treatments for respiratory and immunoallergic diseases, focusing particularly on asthma and chronic obstructive bronchopneumopathy.

KEY FIGURE

10 million

DROPLETS PER HOUR

This is the current screening capacity of RainDance Technologies Inc., a sanofi-aventis partner. This partnership aims at further accelerating this output to drive the process of discovering future medicines.

Sourcing global skills

In China, the Group signed a strategic partnership agreement in 2008 with the Institutes of Biological Sciences in Shanghai as part of its Discovery in China platform, with the goal of discovering innovative medicines for treating neurological diseases, diabetes and cancer. And in France, sanofi-aventis has set up an alliance with RainDance Technologies Inc. in the U.S. and the Université Louis Pasteur in France, to create the dScreen Consortium within the biocluster at Alsace BioValley. This project will develop a new generation of high-throughput screening devices to discover innovative molecules.



GROWTH PLATFORMS

With the acquisition of its long-term partner Acambis, sanofi-pasteur has strengthened its portfolio of innovative vaccines.

FOCUS

ACAMBIS, AN ACQUISITION AFTER 10 YEARS OF PARTNERSHIP

After 10 years as a sanofi-pasteur partner, Acambis, a company that specializes in the development of new vaccines for emerging or untreated infectious diseases, became a wholly owned affiliate of sanofi-pasteur in September 2008. The two partners are working on three innovative vaccines. The vaccine for the Japanese encephalitis virus, for which phase III clinical trials have been completed, is the most advanced and the only single-dose treatment for a disease that kills between 30,000 and 50,000 children in Asia every year. They are also developing a vaccine against the West Nile virus. And Acambis technology has been utilized in sanofi-pasteur's development of a vaccine against dengue fever which began a series of efficacy trials in children at the beginning of 2009. As yet, there is no vaccine for this disease, which kills more than 25,000 children worldwide each year.