

PRESS RELEASE



Sanofi and Eurapharma sign strategic partnership in Morocco

The agreement aims to grow Maphar's business in Morocco and other African markets

Casablanca, Morocco - 1 June 2017 – Sanofi, a key player in the Moroccan pharmaceutical industry, and Eurapharma, a CFAO Group subsidiary specialising in the production and distribution of medicines in Africa, have signed a partnership agreement designed to accelerate Maphar business development in Morocco and other African markets.

The agreement will come into effect in June 2017, with Eurapharma taking a majority (51%) stake in Maphar. There will also be closer cooperation between Eurapharma, Sanofi Morocco and Maphar, backed by a major business development plan for Morocco and other African markets. Sanofi will remain a key Maphar shareholder (49%) and will strengthen its leading position in the Moroccan pharmaceutical market through its subsidiary Sanofi-Aventis Maroc, which has made significant investments in industry, logistics and science over the past few years.

Maphar draws on nearly 65 years' experience as a comprehensive service provider, covering everything from registration and production to distribution and marketing of pharmaceuticals. The firm has earned the trust of more than 25 international laboratories whose products are available in the Moroccan market.

"The partnership with Eurapharma, a leader in pharmaceutical distribution in Africa, mirrors Maphar's strategy and drive to continue growing its business in Morocco while improving the quality of customer service in both production and distribution. This partnership strengthens Sanofi's presence in Morocco by bringing in additional expertise," said Amine Benabderrazik, General Manager of Sanofi Morocco.

For the past 60 years, Eurapharma has been a partner of choice for major pharmaceutical companies seeking to develop in Africa.

Jean-Marc Leccia, CEO of Eurapharma: "We are delighted to sign this partnership with Sanofi through Maphar, a leader in pharmaceutical production and distribution in Morocco. It dovetails with Eurapharma's strategic development in Africa. We will expand the Maphar customer portfolio in the Moroccan market and improve customer service while opening Maphar up to the African market, for which it already has a large range of products for export, such as Sanofi's antimalarial ASAQ."

Sanofi-Aventis Maroc is a wholly-owned subsidiary of the Sanofi Group and a leader in the Moroccan pharmaceutical market. It will continue to develop its business in the country, strengthened by the partnership between Maphar and Eurapharma, and will focus on diabetes, cardiovascular disease, general medicine, rare diseases, vaccines and public health.

About Sanofi in Morocco

Sanofi has a long standing and pioneering presence in Morocco for more than 50 years with two subsidiaries: Sanofi-Aventis Maroc and Maphar. Sanofi-Aventis Maroc is a leader in the Moroccan pharmaceutical market, with of 9.2% market share. Sanofi-Aventis Maroc develops, produces and distributes therapeutic solutions focused on patients' needs in key pathologic areas: diabetes, cardiovascular disease, general medicine, rare diseases, vaccines and consumer healthcare. The affiliate produces and exports to Sub-Saharan Africa, notably for the antimalarial ASAQ. Sanofi-Aventis Maroc reported revenue of MAD 1.030 billion in 2016.

www.sanofi.ma

Maphar is a comprehensive service provider whose activities include registering, producing, distributing and marketing pharmaceuticals (innovative and conventional medicines, generics, vaccines and consumer-health products), dietary products and medical devices for 25 international partner laboratories. Maphar reported revenue of MAD 1.292 billion in 2016, with a market share of 9%.

www.maphar.ma

About Eurapharma

Eurapharma is the Healthcare division of the CFAO Group. The company draws on over half a century of experience and has become the partner of choice for major pharmaceutical laboratories seeking to expand in Africa, Madagascar and French overseas territories. Eurapharma offers a complementary range of expertise to meet the needs of healthcare professionals including laboratories, wholesalers and pharmacists.

Eurapharma operates in 23 countries in Africa, as well as in Europe, India, China and in seven French overseas territories.

Eurapharma reported revenue of €1.252 billion in 2016 and carried 27,000 products from 450 supplier laboratories. It employed 2,579 people at end-2016.

www.eurapharma.com

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