

# *Accelerating Viral Vaccines Process Development*

Daniel C.Vellom, PhD  
Sr. Director  
Global Technology Innovation

# Forward Looking Statements

*This presentation contains forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995, as amended. Forward-looking statements are statements that are not historical facts. These statements include projections and estimates and their underlying assumptions, statements regarding plans, objectives, intentions and expectations with respect to future financial results, events, operations, services, product development and potential, and statements regarding future performance. Forward-looking statements are generally identified by the words “expects”, “anticipates”, “believes”, “intends”, “estimates”, “plans” and similar expressions. Although Sanofi management believes that the expectations reflected in such forward-looking statements are reasonable, investors are cautioned that forward-looking information and statements are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond the control of Sanofi, that could cause actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. These risks and uncertainties include among other things, the uncertainties inherent in research and development, future clinical data and analysis, including post marketing, decisions by regulatory authorities, such as the FDA or the EMA, regarding whether and when to approve any drug, device or biological application that may be filed for any such product candidates as well as their decisions regarding labelling and other matters that could affect the availability or commercial potential of such products candidates, the absence of guarantee that the products candidates if approved will be commercially successful, the future approval and commercial success of therapeutic alternatives, the Group’s ability to benefit from external growth opportunities as well as those discussed or identified in the public filings with the SEC and the AMF made by Sanofi, including those listed under “Risk Factors” and “Cautionary Statement Regarding Forward-Looking Statements” in Sanofi’s annual report on Form 20-F for the year ended December 31, 2010. Other than as required by applicable law, Sanofi does not undertake any obligation to update or revise any forward-looking information or statements.*



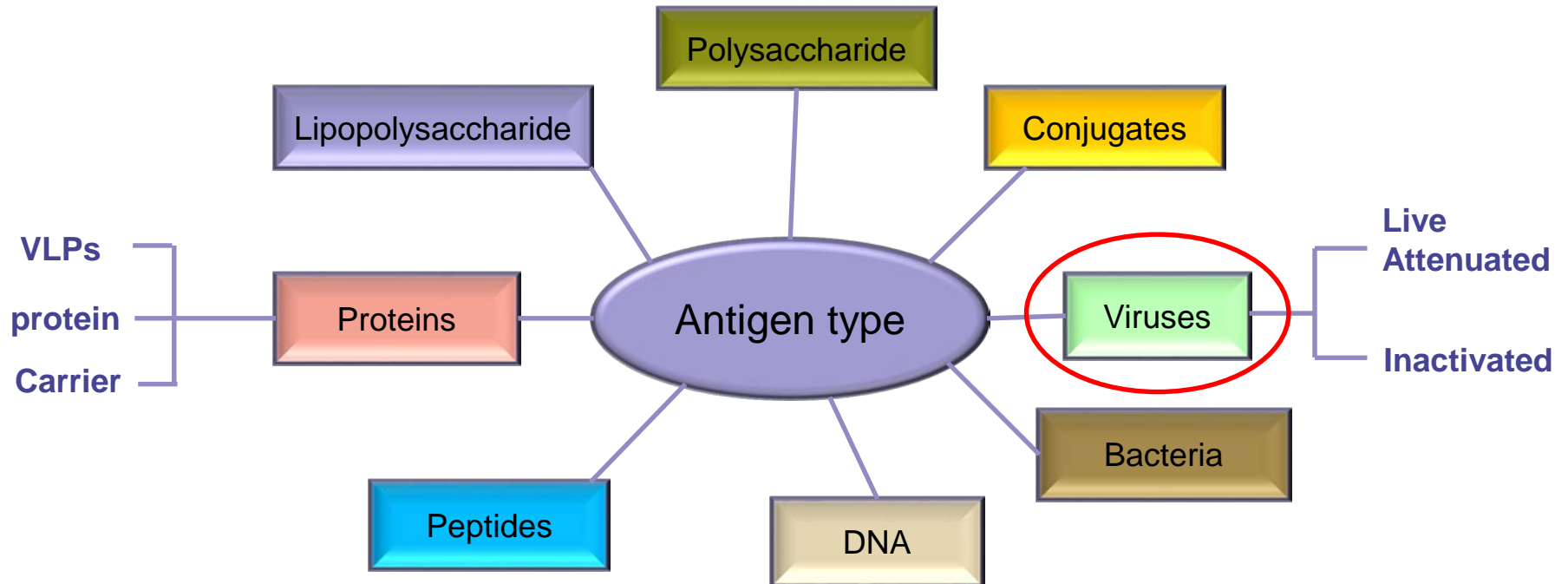
## Arm-to-arm vaccination

# Evolution of Vaccine Technologies

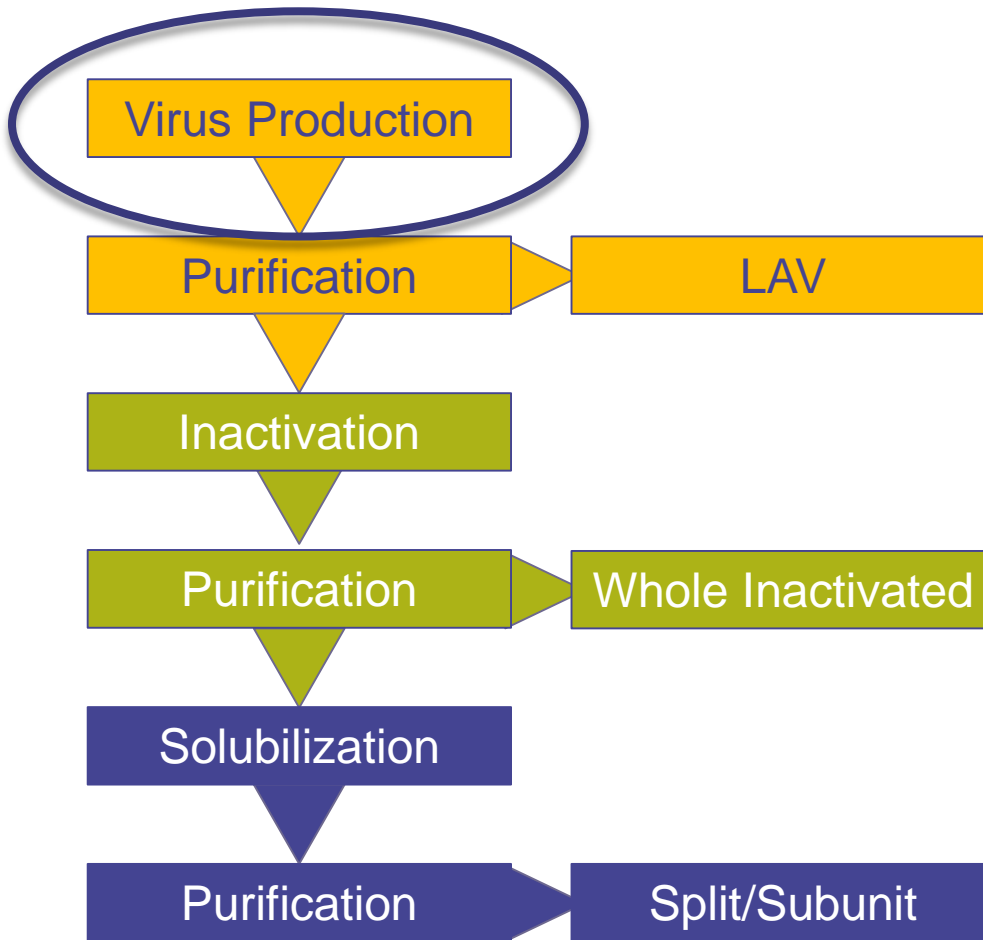
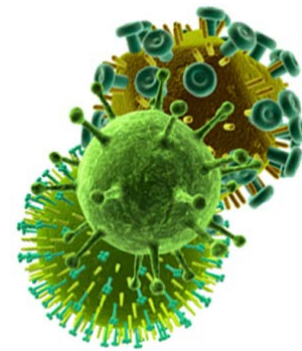
## (Susan & Stanley Plotkin)

| Live Attenuated                           | Killed Whole Organism                             | Protein or Polysaccharide             | Genetically Engineered           |
|---|---|---------------------------------------|----------------------------------|
| <b>18th + 19th Century</b>                |   |                                       |                                  |
| Smallpox (1798)                           |   |                                       |                                  |
| Rabies (1885)                             | Typhoid (1896)<br>Cholera (1896)<br>Plague (1897) |                                       |                                  |
| <b>First Half 20th Century</b>            |   |                                       |                                  |
| Tuberculosis (BCG 1927)                   | Pertusis (1926)<br>Influenza (1936)               | Diphtheria toxoid (1923)              |                                  |
| Yellow Fever (1935)                       | Thyphus (1938)                                    | Tetanus toxoid (1926)                 |                                  |
| <b>Second Half 20th Century</b>           |   |                                       |                                  |
| Polio (oral)                              | Polio (injected)                                  | Pneumococcus polysaccharide           | HepB surface antigen recombinant |
| Measles                                   | Rabies (cell culture)                             | Meningococcus polysaccharide          | Lyme OspA                        |
| Mumps                                     | Japanese encephalitis                             | HiB polysaccharide                    | Cholera (recombinant toxin B)    |
| Rubella                                   | Tick-borne encephalitis                           | Meningococcal conjugate               |                                  |
| Adenovirus                                | Hepatitis A                                       | H. influenzae conjugate               |                                  |
| Typhoid (salmonella Ty21a)                |   | Hepatitis B (plasma derived)          |                                  |
| Varicella                                 |   | Typhoid (Vi) polysaccharide           |                                  |
| Rotavirus reassortants                    |   | Acellular pertusis                    |                                  |
| Cholera                                   |   | Anthrax secreted proteins             |                                  |
| <b>21th Century</b>                       |   |                                       |                                  |
| Cold-Adapted Influenza                    |   | Pneumococcal conjugates               | Human papillomavirus recombinant |
| Rotavirus attenuated and new reassortants |   | Meningococcal quadrivalent conjugates |                                  |
| Zoster                                    |   |                                       |                                  |

# The Different Types of Vaccine Antigens



# Viral Vaccine Manufacturing



*OPV*  
*MMR*  
*Rota*

*YF*  
*Dengue*  
*JEV*

*IPV*  
*Hep A*  
*Rabies*

*Flu*

# Vaccine Process Development: Goals

## ➤ Based Upon the Target Product Profile (TPP)

- ✦ Stable Form
- ✦ Patient Population
- ✦ Dose(s)
- ✦ Route-of-Administration
- ✦ Regulatory Guidance

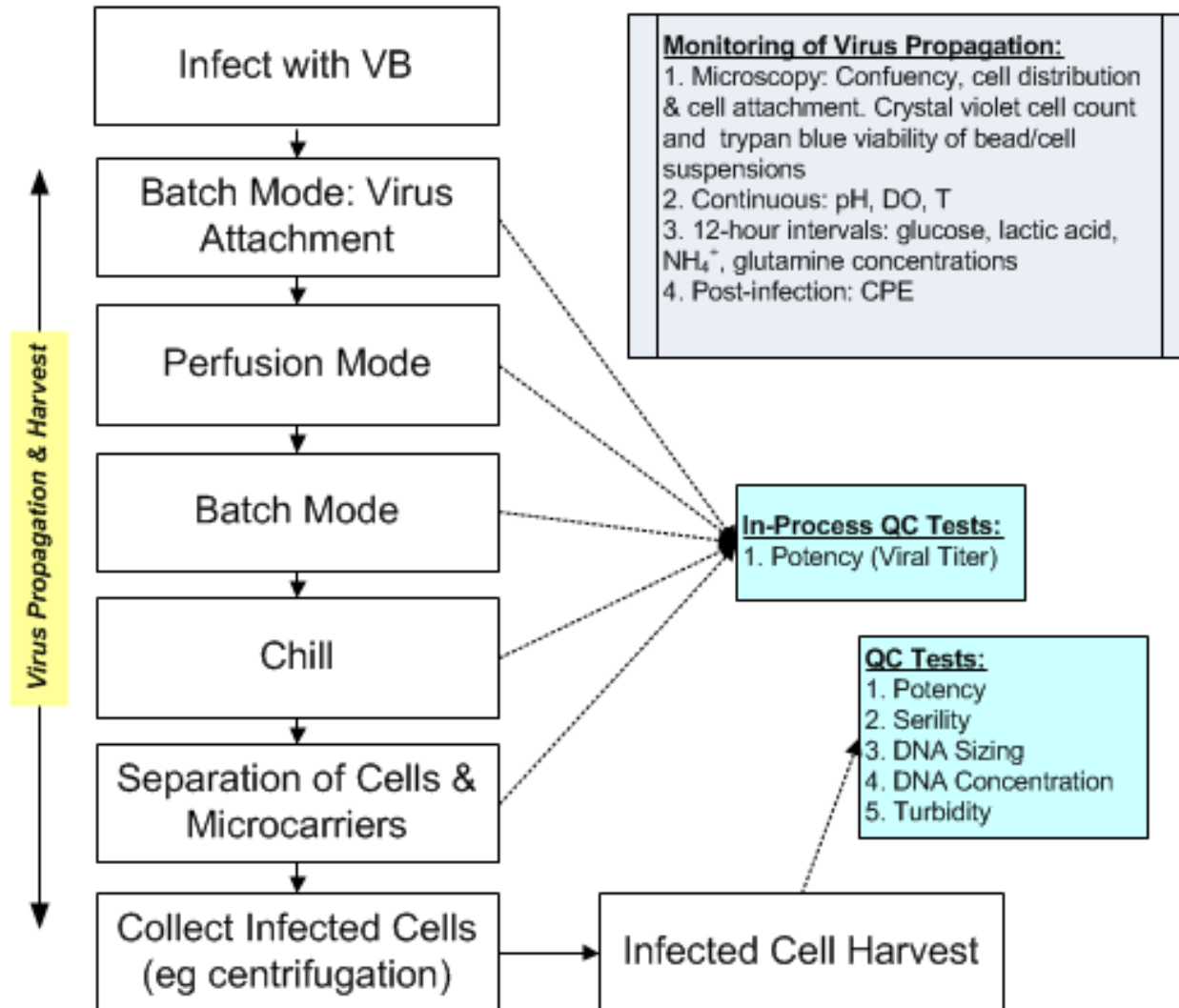
## ➤ Product Critical Quality Attributes

- ✦ Potency
- ✦ Stability
- ✦ Purity
- ✦ Identity



# Upstream Process Development (1)

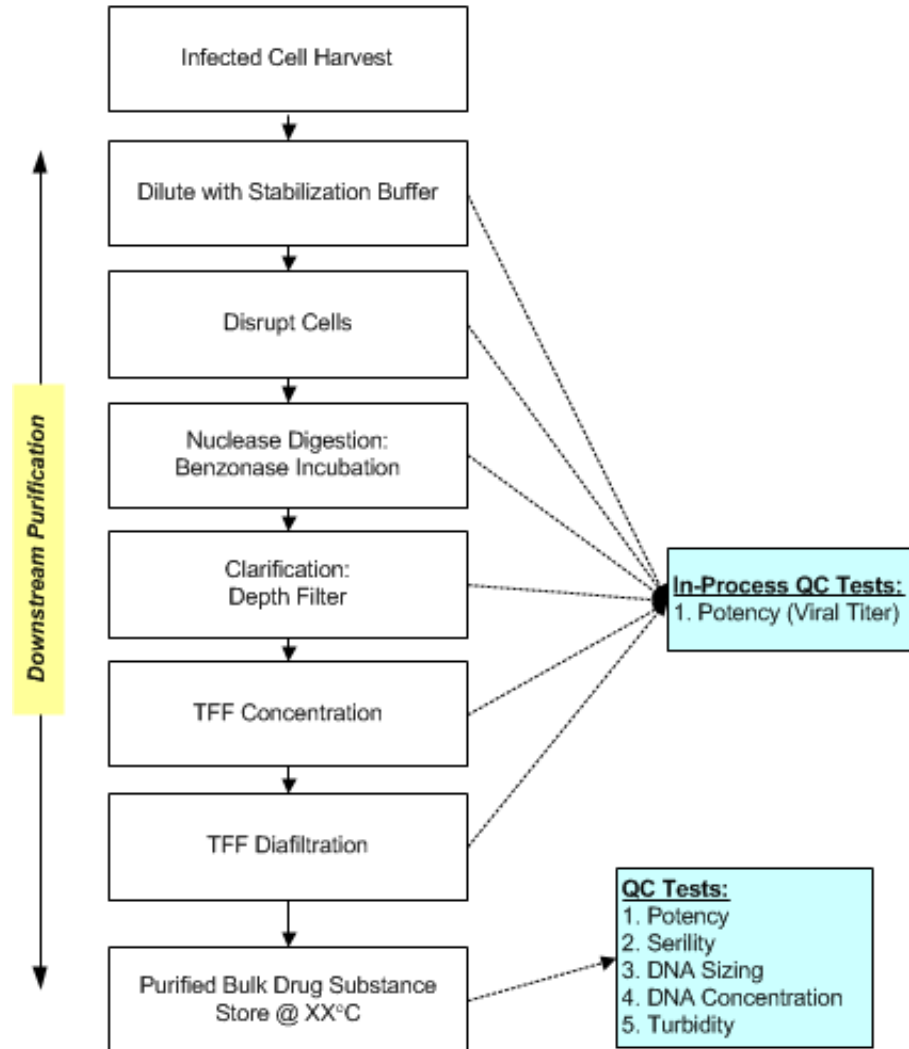
## Intracellular Virus Propagation





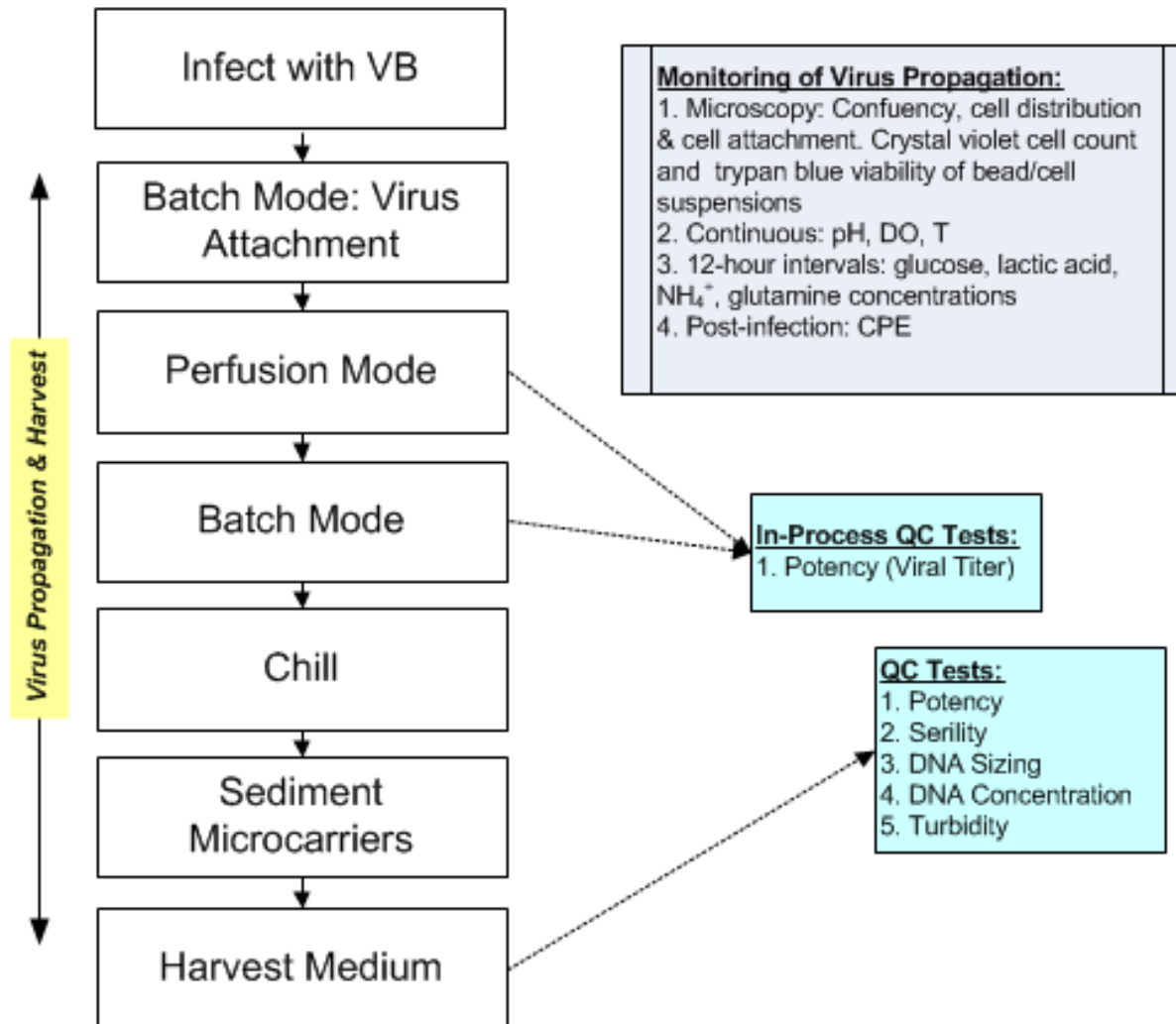
# Downstream Process Development (1)

## *Intracellular Virus Downstream Process*



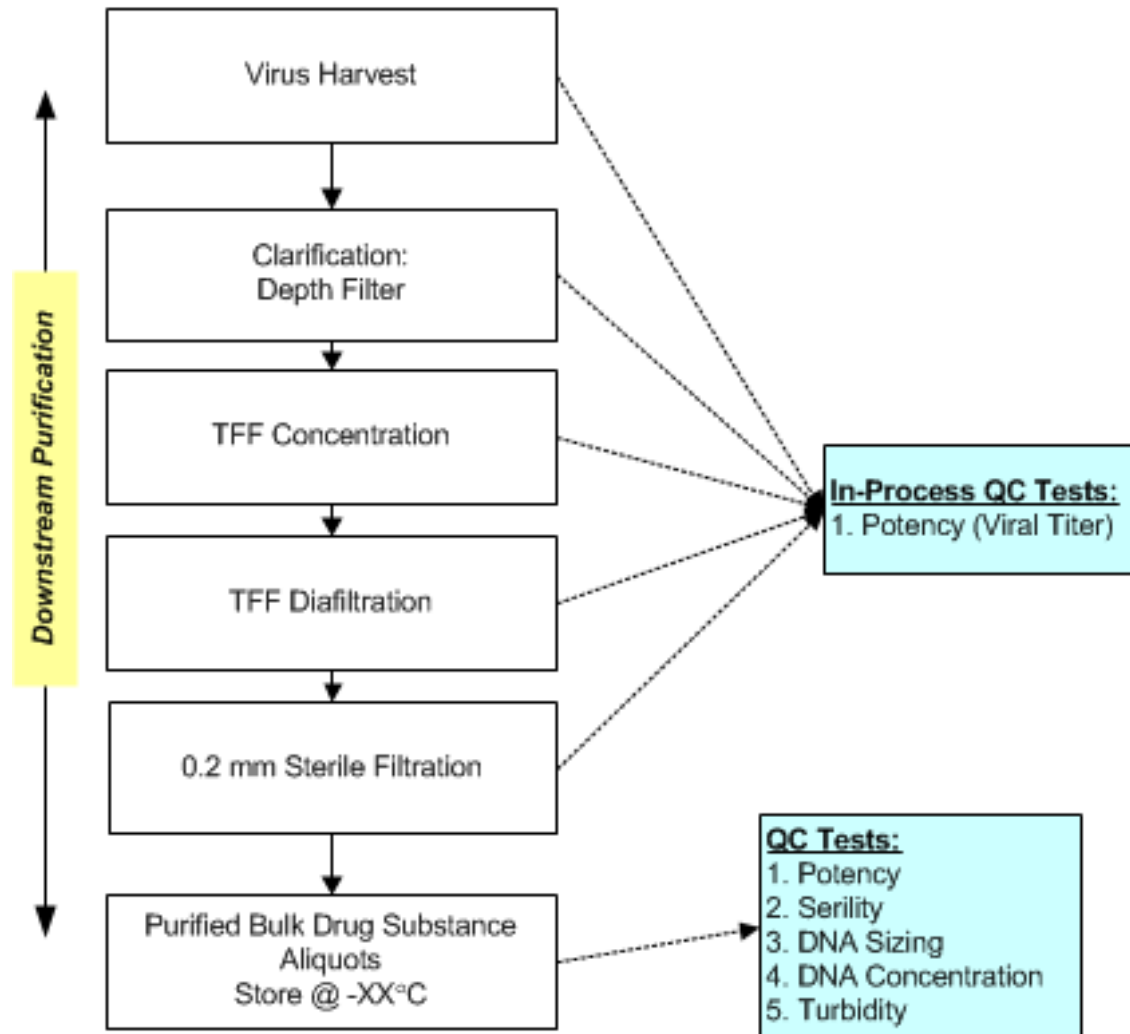
# Upstream Process Development (2)

## Extracellular Virus Propagation



# Downstream Process Development (2)

## Extracellular Virus Downstream Process



# Viral Vaccine Cell Lines

## ● Adherent cells

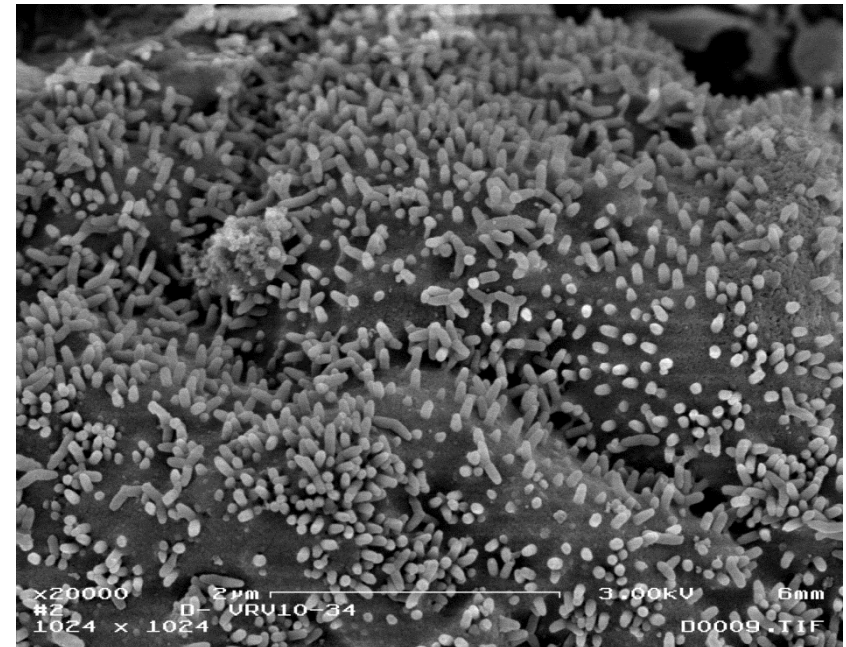
- MDCK
- MRC5
- Vero
- BHK
- CEF
- ...

*Legacy processes*

## ● Suspension cells

- EB66
- PerC6
- HEK293
- ...

*New products*

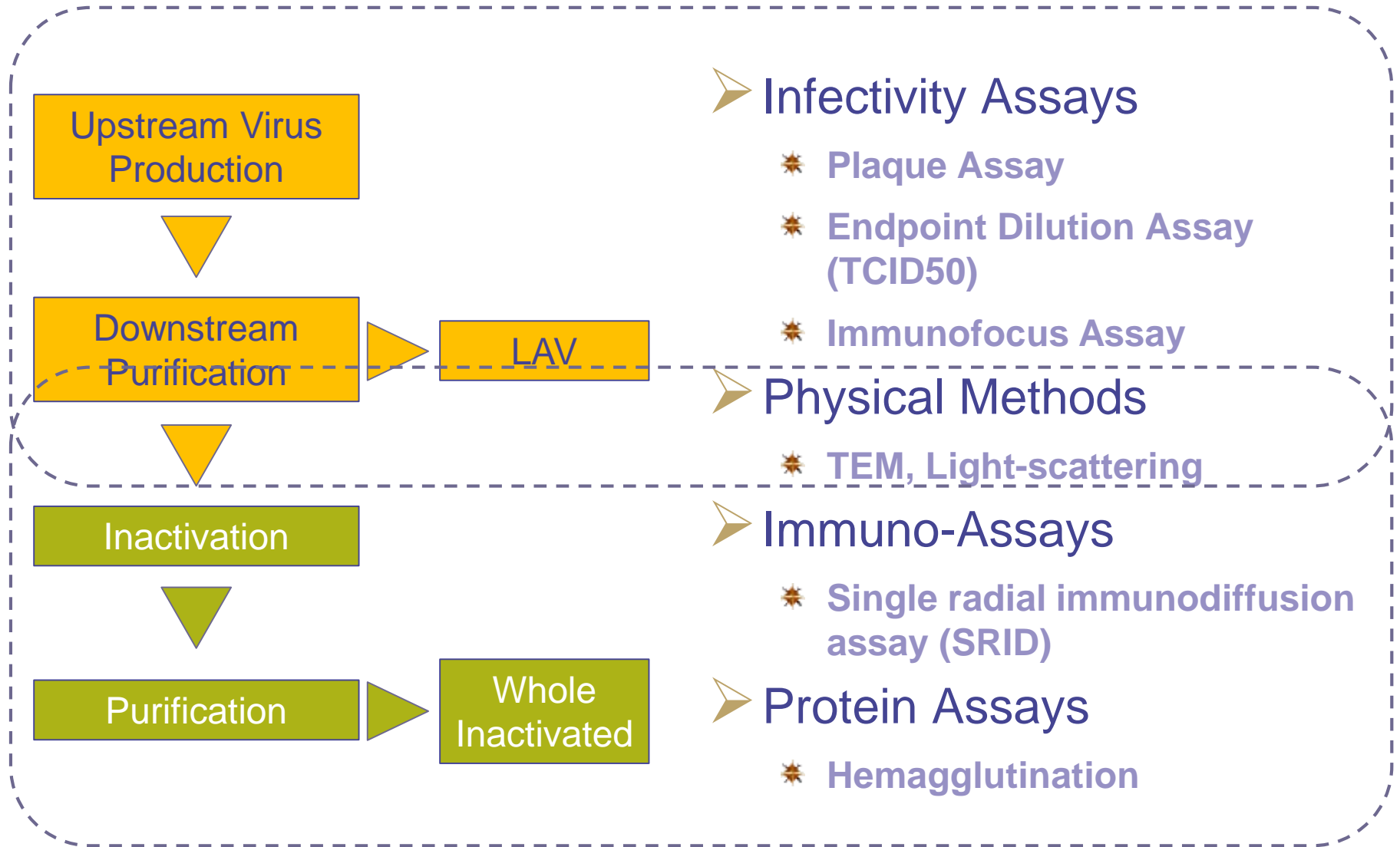


# Viral Vaccines & Candidates

| Disease Virus type | Family           | Representative Vaccine Strain | Host-Cell Death Rate | Capacity to infect single-cell suspensions | Genome  | Enveloped |
|--------------------|------------------|-------------------------------|----------------------|--|---------|-----------|
| YF                 | Flaviviridae     | YF17D                         | +++                  | YES  | RNA +ss | YES       |
| JEV                | Flaviviridae     | SA-14-14-2                    | +++                  | YES  | RNA +ss | YES       |
| Dengue             | Flaviviridae     | NA                            | +++                  | YES  | RNA +ss | YES       |
| Smallpox           | Poxviridae       | Vaccinia                      | +                    | LOW  | DNA ds  | YES       |
| Flu                | Orthomyxoviridae | « seasonal »                  | +++                  | YES  | RNA -ss | YES       |
| Rota               | Reoviridae       |                               | ++                   | YES  | RNA ds  | NO        |
| Polio              | Picornaviridae   |                               | ++++                 | YES  | RNA +ss | NO        |
| Rabies             | Rhabdoviridae    |                               | +                    | YES  | RNA -ss | YES       |
| HepA               | Picornaviridae   |                               | +                    | NO   | RNA +ss | NO        |
| Measles            | Paramyxoviridae  |                               | +++                  | ?  | RNA -ss | YES       |
| Mumps              | Paramyxoviridae  |                               | +++                  | ?  | RNA -ss | YES       |
| Rubella            | Togaviridae      |                               | +++                  | ?  | RNA +ss | YES       |
| Canarypox          | Poxviridae       | NA                            | ++                   | LOW  | DNA ds  | YES       |

**Genetic Stability: DNA > + SS RNA > - SS RNA**

# Traditional Viral Vaccine Analytics (1)



# Traditional Viral Vaccine Analytics (2)

- None of these Assays are At-line or Rapid
  - ✦ Hours-to-Days of often cumbersome Sample Preparation
  - ✦ Often limited by the number of samples that can be processed in parallel
- Infectivity Assays
  - ✦ Highly dependent upon consistency of substrate cell monolayer
  - ✦ Limited linear range (1-2 log)
  - ✦ Multi-day incubation for CPE to develop
  - ✦ DIPs can interfere
  - ✦ Best performance:  $\pm 0.3$  log
- Physical or Protein-based assays
  - ✦ TEM & Light Scattering: no distinction between live and dead virus particles

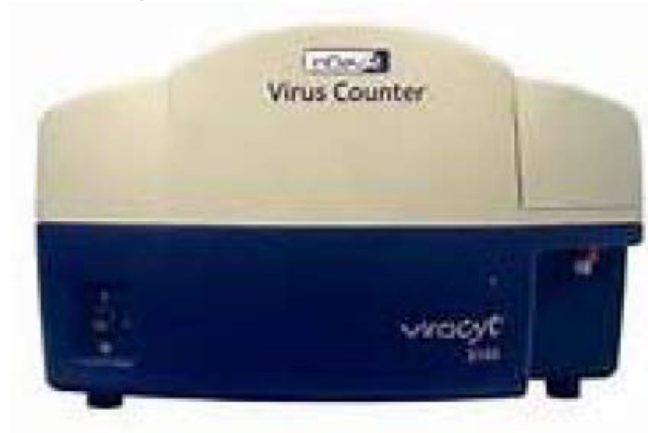
***Limitations on Experimental Turnaround, Extending Development Time***



# Meeting Analytical Needs (1)

## ➤ ViroCyt VirusCounter

- ✦ Next Generation Tool based on well-understood technology
- ✦ At-line (< 15 minutes)
- ✦ Autosampler Option
- ✦ Requires Some Sample Preparation for Intracellular Viruses
- ✦ Correlation with existing methods
- ✦ Yet to be Fully Validated



# Meeting Analytical Needs (2)

## ➤ Virus Counter: Potential Impact on Vaccine PD

- ✦ Reduce Experimental Turnaround 30 – 50% (!!!)
- ✦ Reduce Analytical Complexity
- ✦ Increase Statistical Significance via high throughput (increased  $n$ )
- ✦ Facilitates increasing multiplex capability allowing true DOE approach

***“If your dreams don’t scare you,  
you don’t dream big enough”***



Thank You

(only the dress-code  
has changed...)