



**LyonBioTech, a Technological Research Institute
jointly developed by Lyonbiopole and Institut Pasteur,
has been selected by the General Commission for Investment**

Lyon, May 9, 2011 - Lyonbiopole, a global competitiveness cluster focused on the fight against human and animal infectious diseases and cancer, and Institut Pasteur, have announced that "LyonBioTech," the TRI¹ in Infectious Diseases, has just been selected within the framework of a call for proposals in the Investments for the Future program. **LyonBioTech** is proposing a totally new public/private partnership model, based on an integrated, interdisciplinary approach to R&D aiming to promote innovation in the study and treatment of infectious diseases, for the benefit of patients.

An ambitious Technological Research Institute for a comprehensive and personalized management of infectious diseases

LyonBioTech will focus its action on economic and industrial development. Its aim is to anchor healthcare industries in the region and to foster the emergence of medium sized companies in promising sectors of the future, while responding to public health challenges related to infectious diseases (14 million deaths/year caused by infectious diseases).

Philippe Archinard, President of Lyonbiopole, said: *"I would like to thank our key partners - Sanofi, Institut Mérieux, Danone Research, Institut Pasteur and the local and regional authorities, Greater Lyon, the Rhône-Alpes Region and the Ile-de-France Region - as well as all the stakeholders of the TRI - INSERM, CEA, CNRS and INRIA and nearly fifty Lyon- and Paris-based small and medium sized companies - that have greatly contributed to the success of the project. We also worked in close collaboration with the "PRES" University of Lyon, the Hospices Civils of Lyon and other major industrial players (L'Oreal, Roche, BD and others). Now, the goal is to launch the TRI: setting up the governance, defining the team, launching the first R&D projects."*

For Alice Dautry, Managing Director of Institut Pasteur, *"This TRI, based on public/private partnerships, is a new, highly powerful tool, which will make it possible to develop applications from research for the benefit of patients, but which will also generate value for society as a whole. For this reason, the TRI fits in perfectly with the values of Institut Pasteur."*

A Technological Research Institute aiming to become an internationally renowned campus, creating values and jobs

Within 10 years, LyonBioTech has an objective to **create 10,000 direct and indirect jobs**, in order to reach a critical mass and to obtain an international visibility. The budget of the LyonBioTech TRI is **estimated at more than €700 million over a period of 9 years**. About 5,000 sq. m (54,000 sq. ft) of real estate dedicated to the TRI, out of a total of 30,000 to 40,000 sq. m (up to 400,000 sq. ft) in the long run, should be available soon at the sites of Lyon Gerland and Institut Pasteur Paris.

¹ TRI : Technological Research Institute



"I am very pleased with this result, which has nothing to do with luck and everything to do with hard work and much effort initiated five years ago with the creation of the competitiveness cluster Lyonbiopole. This success demonstrates the ability of the competitiveness cluster to form, with the support of Greater Lyon, a successful entity associating major industrial partners, many small and medium-sized businesses with high growth potential, our university and our research centers. This project will brilliantly consolidate the metropolitan area's offering in the field of major technology infrastructure, and the real estate developments associated with the TRI will enable the Lyon-Gerland site to assert itself as a globally recognized campus for biomedical innovation," concluded Gérard Collomb, Senator and Mayor of Lyon and President of Greater Lyon.

In the first three years, over 40 R&D projects will be launched and €145 million will be invested by private stakeholders and local governments, thanks to the support of the French state.

"We are very happy to be associated with LyonBioTech, a project that fits with the region's tradition of fighting infectious diseases, and is the logical next step for Lyonbiopole, initiated by Dr. Christophe Mérieux in 2005," declared Alain Mérieux, President of Institut Mérieux. *"I would like to congratulate Philippe Archinard and the teams, especially those of Institut Mérieux, who have led this project to its successful completion,"* he concluded.

"We are delighted that LyonBioTech's application convinced the public authorities, and we would like to commend the talent of those who built and defended it. This solid project is based on a shared history and a vision of the future. Sanofi will be a major player of LyonBioTech, through the entities of the corporation historically based in the Lyon metropolitan area, and in particular Sanofi Pasteur, Merial and Genzyme," stated Christopher Viehbacher, CEO of Sanofi.

"We are very pleased to be part of the LyonBiotech TRI through Lyonbiopole. For Danone Research, this represents a wonderful opportunity to further our understanding of the role of the bacterial population that all individuals have in their intestines and its interaction with foods containing specific beneficial bacteria," said Jean-Philippe Paré, Danone's Executive Vice President, Research & Development.



About Lyonbiopole

Accredited as a worldwide competitiveness cluster in 2005, Lyonbiopole focuses on fighting human and animal infectious diseases and cancer. A center of excellence in vaccines and diagnostics based in Lyon, its objective is to sharpen the competitive edge of companies in the healthcare sector and enhance the attractiveness of the Rhône-Alpes area, mainly between Lyon and Grenoble. Designed as an interface and a tool for bridging the gap between the public and private sectors, the cluster has set up actions to foster R&D collaboration, assist with the development of projects and find funding, increase strategic and financial partnerships for the economic and international development of companies and enable access to economic development areas and pooled technological platforms, such as the Infectious Diseases Center of Lyonbiopole, which opened on April 1st, 2009. www.lyonbiopole.com

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About Institut Pasteur

Louis Pasteur created the Institut Pasteur in 1887 as a private non-profit foundation that rapidly became world-renowned for its biomedical research. The main aim of the Institut Pasteur is understanding and preventing diseases throughout the world through excellent scientific and public health research, teaching and other activities. Together with its major contribution to a deeper understanding of fundamental aspects of life, the Institut Pasteur continues to devote a large part of its efforts to infectious diseases, inherited disorders, neurodegenerative diseases and certain cancers. Close to 2,600 people work on its main campus in Paris, which is at the heart of an international network of 32 research institutes on 5 continents. Over the years, 10 Institut Pasteur researchers have received the Nobel Prize.

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About Institut Mérieux

Institut Mérieux is committing its experience in industrial biology to serve medicine and public health across the globe. To fight against infectious diseases and cancers, it imagines and develops new approaches in the fields of diagnostics, immunotherapy, food safety and nutrition.

Through its three bio-industrial companies, bioMérieux, Transgene and Mérieux NutriSciences, working closely with its entities devoted to innovation (Mérieux Développement and ABL Inc.), Institut Mérieux has the potential to offer solutions for new global public health challenges

For more information: www.institut-merieux.com

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About Sanofi

Sanofi, a global and diversified healthcare leader, discovers, develops and distributes therapeutic solutions focused on patients' needs. Sanofi has core strengths in the field of healthcare with seven growth platforms: diabetes solutions, human vaccines, innovative drugs, rare diseases, consumer healthcare, emerging markets and animal health. Sanofi is listed in Paris (EURONEXT: SAN) and in New York (NYSE: SNY).

Sanofi Pasteur, the vaccines division of Sanofi, provides more than 1 billion doses of vaccine each year, making it possible to immunize more than 500 million people across the globe. A world leader in the vaccine industry, Sanofi Pasteur offers the broadest range of vaccines protecting against 20 infectious diseases. The company's heritage, to create vaccines that protect life, dates back more than a century. Sanofi Pasteur is the largest company entirely dedicated to vaccines. Every day, the company invests more than EUR 1 million in research and development. For more information, please visit: www.sanofipasteur.com

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About Danone Research

Danone was born out of a conviction that now lies at the very heart of its stated mission: "Bringing health through food to as many people as possible ". The Group's strong ambitions rest primarily on the mobilisation and skills of its R&D teams. Its R&D know-how is housed by Danone Research, a worldwide organisation present in some 15 countries that brings together around 1,200 staff, with a network of almost 200 scientific collaborations worldwide generating knowledge in specific fields (prebiotics, probiotics, human breast milk, immunology, metabolic programming, etc). Danone is active in four fields: fresh milk products (No. 1 worldwide), water (No. 2 worldwide for bottled water), baby nutrition (No. 2 worldwide) and medical nutrition. <http://www.danone.com/fr/recherche-innovations.html>

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LyonBioTech, an ambitious Technological Research Institute aiming for a comprehensive and personalized management of infectious diseases

The TRI LyonBioTech would respond to **three major challenges**:

- understanding infectious diseases better and enabling comprehensive and personalized treatment of these pathologies which kill 14 million people every year around the world, with respiratory diseases, diarrhoea, AIDS, tuberculosis and sepsis at the top of the list
- improving R&D performance and innovation in infectious diseases, which are still too compartmentalized
- accelerating economic development and job creation in the “healthcare industries and technologies” sector, in order to reinforce France’s leadership at global level in high-potential markets; the TRI will contribute to the emergence of biotech start-ups and medium-sized companies, while anchoring the global leaders of the sector in the Rhône-Alpes region and Paris area.

The founders of LyonBioTech

- 2 co-leaders: Lyonbiopole and Institut Pasteur
- 3 major industrial companies: Sanofi including Sanofi Pasteur and Merial, Institut Mérieux and Danone Research
- 3 research institutes: INSERM, CEA, CNRS
- 1 non profit organization of over 50 SMBs from Rhône-Alpes and Paris regions

Together, these players aim to federate, **within 10 years, nearly one thousand researchers and associated staff** in order to reach a critical size and international scope.

The TRI’s 10-year prospects

- 1,000 scientific and technological experts working on TRI projects
- A real-estate project of 40,000 sq.m (up to 400,000 sq. ft)
- €40 million in annual income
- Over 10,000 direct and indirect jobs created

LyonBioTech will manage a large portfolio of R&D projects covering all the innovation chain in infectious diseases.

Structural programs for the study of infectious diseases

Interdisciplinary synergies will emerge through:

- ♦ **3 “product-oriented” research programs** based on the technologies developed by the technological platforms: “New therapies and vaccines,” “Towards real-time diagnosis” and “Intestinal microbiota: an indicator and a healthcare product”
- ♦ **5 technological platforms**: “Collection and characterization of pathogens,” “Characterization and monitoring of the host response,” “Bioproduction by design,” “Drug and vaccine prototyping technologies” and “Information Communication Technologies and data management”

The resources of LyonBioTech

- 3 “product-oriented” R&D programs
- 5 technological platforms
- 40 R&D projects to be launched in the first 3 years
- €145 million invested within 3 years by private stakeholders and local governments

LYONBIPOLE

These programs will be closely inter-linked and will form a value chain going from the production of knowledge and the preliminary development phase of new products, to the development of technological solutions. Indeed, functional complementarities between R&D and services, as well as at the scientific and technological levels, can be developed between these different programs.

Unique and appropriate infrastructures to host LyonBioTech's projects, following the Infectious Diseases Centre and the future acCInov platform launched by Lyonbiopole

LyonBioTech would take the form of a foundation, concentrated at a main site in Lyon (30,000 to 40,000 sq. m. / up to 400,000 sq. ft in the long term), on Charles Mérieux Campus in Lyon Gerland, funded in very large part by Greater Lyon and the Rhône-Alpes Region, with a second site of 2,000 sq. m. (21,500 sq. ft) of infrastructures at Institut Pasteur. The project, selected by French State, would enjoy very strong support from the local authorities – and in particular Greater Lyon and the Rhône-Alpes Region, which are already very involved in the Infectious Diseases Center and the acCInov Platform of Lyonbiopole, as part of the State-Region Project Contract (CPER) 2007-2013.

Project initiated and accredited by Lyonbiopole in 2005, the Infectious Diseases Center opened its doors in April 2009. Defined as a "Projects hotel" area of 1,920 sq.m / 21,000 sq.ft. including turnkey laboratory and equipped with shared elements, this infrastructure is dedicated to hosting R&D collaborative projects involving private and public members of cluster.

To complete the chain of innovation in the field of biotechnology, Lyonbiopole launched the construction of a new platform "acCInov", forming a "technical platforms hotel": 6,000 sq.m (64,583 sq. ft) dedicated to hosting start-ups and SMBs which will provide services in the areas of biological analysis and biomanufacturing.

The new platform of innovation will triple the surface dedicated to hosting pre-clinical and clinical research projects' members in biotech and biopharma. AcCInov was selected following the call for projects "innovation platforms" jointly launched by the DGCIS Ministry of Economy, Finance and Industry and la Caisse des dépôts et consignations. This program represents a real estate investment and scientific and technical equipment of €18 million. It will be funded with private funds (bank loans) and public from DGCIS, Greater Lyon and the Rhone-Alpes Regional Council. The opening of the building is scheduled in June 2013.



LYONBIOTECH

FOR A COMPREHENSIVE AND
PERSONALIZED MANAGEMENT
OF INFECTIOUS DISEASES

Attached #2

The global economy of infectious diseases Principal data

Still to this day, **14 million deaths are caused each year around the world by infectious diseases**. Among the most fatal diseases, respiratory diseases, diarrhoea, AIDS and tuberculosis each cause more than 2 million deaths a year. Many emerging and re-emerging pathogens also cause a growing number of deaths, in particular influenza, hepatitis, HPV, liver cancer, cervical cancer, as well as nosocomial infections, which represent a major challenge (1, 4 million contaminations a day in the world).

Infectious diseases cause over 14 million deaths a year around the world

- Respiratory diseases: 3 million deaths a year in the world
- Diarrhoeal diseases: 2.5 million
- AIDS: 2.3 million
- Tuberculosis: 2 million
- Malaria: 1 million
- Sepsis: 1 million

Infectious diseases represent an especially dynamic global market, worth over €100 billion. The sector of **infectious diseases** is made up of major industrial leaders and SMBs on the rise, positioned on **highly competitive, buoyant markets**. The sector also invests heavily in R&D and production in France, and in particular in Rhône-Alpes, with nearly €600 million worth of private investments in the past 5 years.

A TRI positioned on a global market worth €109 billion in 2010 with strong growth

- up 6% for anti-infective products
- up 13% for vaccines
- up 7% for diagnostics
- up 10% for probiotics

In order to maintain its momentum and continue to create value and jobs in France, the sector is now facing **two major challenges**:

- ◆ asserting its **leadership** in high-potential markets and its ability to position itself very quickly on promising new markets, such as bioproduction
- ◆ improving **R&D performance**, which is still held back by an approach that is too compartmentalized between the scientific disciplines and between public and private stakeholders.

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