

July 9, 2018

Chair Michael Thompson and Members of the
Economic Development Committee,
10th Floor West, City Hall,
100 Queen Street West,
Toronto, Ontario,
M5H 2N2.

Attention: Ms. Nancy Martins

Dear Councillor Thompson and Committee Members:

Re: ED 31.7 - Imagination, Manufacturing, Innovation and Technology (IMIT) Property Tax Incentive Program-Applications

Sanofi Pasteur is writing to ask that your Committee support the City staff recommendation to approve an IMIT grant for a new bulk vaccine manufacturing facility project (B100) which will be located at our Connaught Campus in the north end of Toronto. We will be most grateful if the City can approve this grant that will help to strengthen the B100 project which is so important to Sanofi and the City for the following reasons:

- The project supports the continuance of the research, product development and manufacture of vaccines at the Connaught Campus for export to more than 80 countries around the world. As a result, high-skilled, world-class employment and training opportunities for more than 1500 employees and nearly 100 Coop students retained annually.
- This C\$500 Million project, the largest undertaken to date by Sanofi globally, means a significant portion of the construction jobs and services will occur within the GTA.
- Toronto's investment in this project through the IMIT program strengthens a key anchor company in Toronto's active and growing biopharmaceutical sector in our City.
- It is worthwhile noting that the B100 project will stand on land that was once zoned residential for re-development but is now zoned employment.

I thank you for your attention.

Sincerely,



Fabien Marino
VP, Head of Industrial Affairs Toronto and Site Head