



26th February 2024

The Secretary
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai - 400 001
Scrip Code: 500674

The Secretary
The National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C/1, G Block
Bandra-Kurla Complex, Bandra East
Mumbai - 400 050
Symbol: SANOFI

Sub: Outcome of Investor / Analysts Call

Dear Sirs,

We refer to our letter dated 08th February 2024, informing you of our Investor / Analysts call scheduled today i.e., 26th February 2024 at 11:30 a.m.

In this regard and pursuant to Regulation 30 read with Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the presentation made to the Investors / Analysts Call and the same is also being uploaded on the website of the Company. The recording and transcript of the Call thereof will be submitted to Stock Exchanges in due course and simultaneously be uploaded on the website of the Company at [Analyst / Investor Meet \(sanofiindia.com\)](https://www.sanofiindia.com/Analyst-Investor-Meet)

Kindly take the above information on record.

Yours faithfully

For **Sanofi India Limited**

Radhika Shah
Company Secretary & Compliance Officer
Membership No: A19308



Investor Presentation

February 26 , 2024

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Disclaimer

This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, competition and the pricing environment in the market, customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, geopolitical stability, costs etc. The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written.

India for India | Pillars:

Internal

Diabetes	Consumer Healthcare	E2E Innovation	GTM
Strengthen reach	Double down on winning brand: Allegra	Fully leverage global and local Innovation	Reduction of overlaps, increase synergies and agility
Expand spectrum offering	Deeper consumer understanding	Localize supply	Deployment of trade organization (Retail and non-retail)
Public disease and therapy awareness Initiative	Shape OTC policy	Partnerships for reach on EP	Pilot transformation models (ecommerce, HCP, e-KAM)

- One diabetes BU
- Diabetes awareness campaign >200 mio
- Lantus vol accel post NLEM
- Local innovation : Insutage (Apr'24) , Cetapin S (Mar'24)
- Global innovation: SOLIQUA (Mar'24)

- CHC demerger
- On track for Q2 execution
- Board approved
- Shareholders approved Dec 18th
- Advanced org readiness

- Local and global pipeline 7 launches
- Insuman localized
- Partnerships for reach on EP analyzed

- Solid resource allocation review 36 cr OPEX savings FY'23
- From 8 to 3 Bus, 1 layer reduction
- Deployed Trade Organization
- 4 digital GTM pilots running

SIL Innovation Pipeline:

Internal



Neurology

Cardio

Diabetes

CHC

+Frisium
Clonazepam Oral Suspension BP 2.5 mg/mL
suspension

Oct 23

an / ab

Carmada
Sacubitril and Valsartan Tablets
Relive Life / Redefine Experiences

Dec 23

SOLIQUA
insulin glargine (100 U/mL) & lixisenatide

INSUTAGE

Cetapin S
Metformin Hydrochloride
Immediate Release & Sitagliptin Tablets

2024

Allegra-M
(Fexofenadine Hydrochloride 120mg + Montelukast Sodium 10mg)
Non-drowsy, *Powerful* control

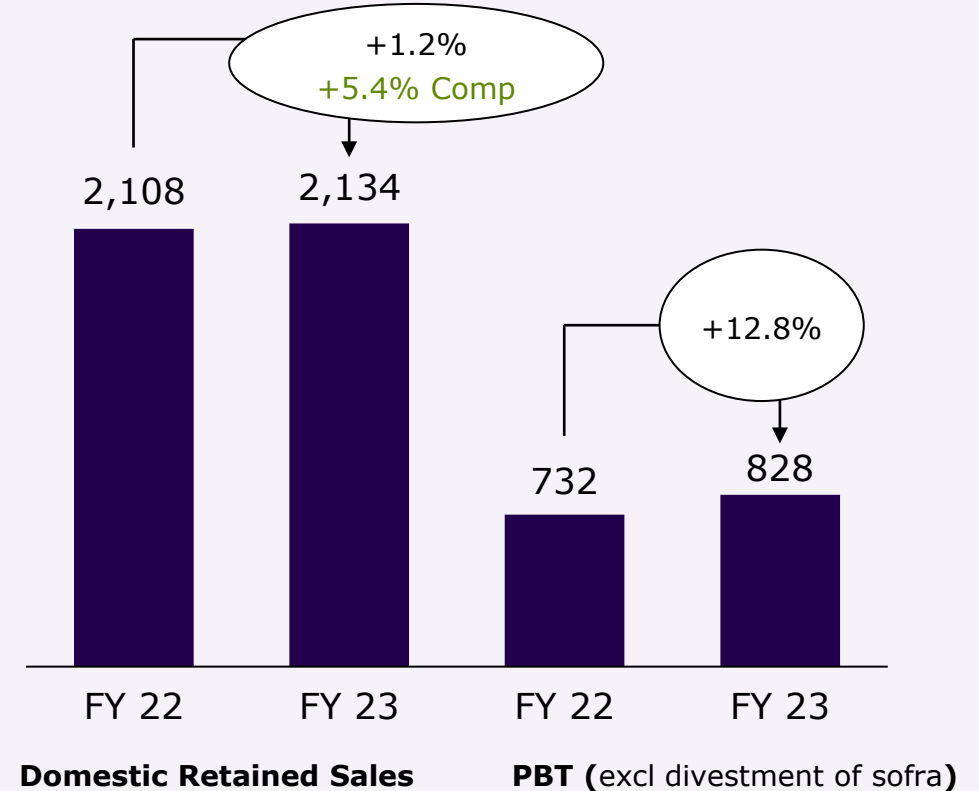
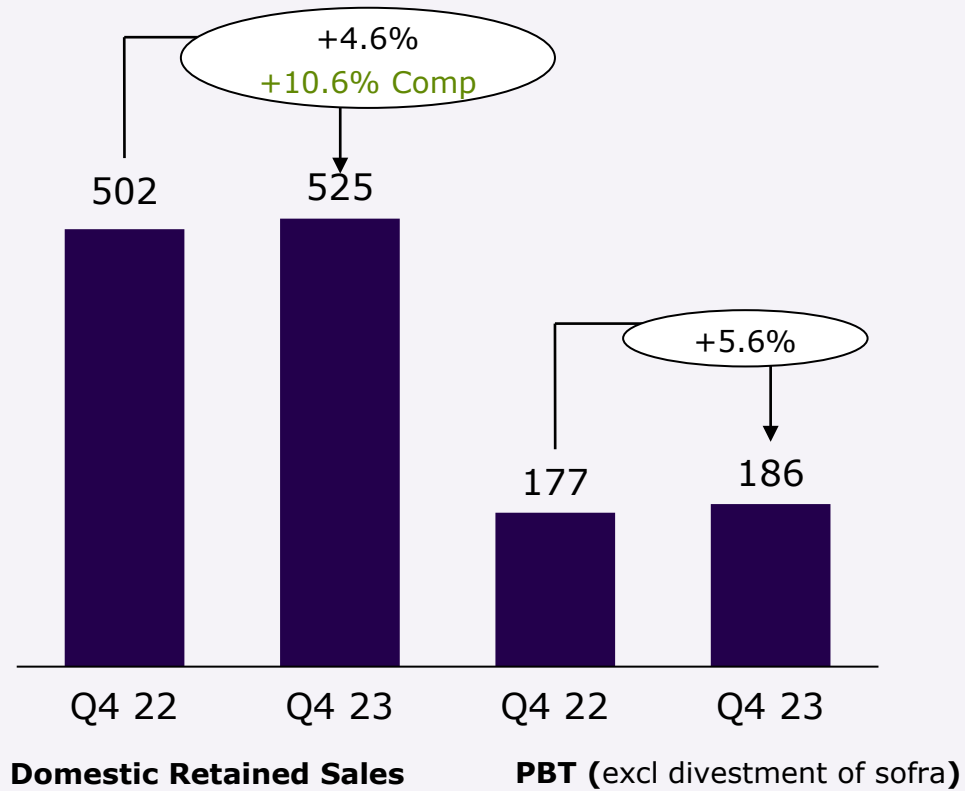
2025

Domestic Sales and Profit Before Tax Q4 & FY 22/23 : Internal

Comp= Excluding NLEM price effect for Lantus

PBT excluding divestment of Sofra

₹ in Cr.



Q4 2023 Highlights:

- Domestic sales growth excluding NLEM Lantus price is at 10.6%,
- Exports grow at 12%
- Profit Before Tax & exceptional items grows at 5.6%

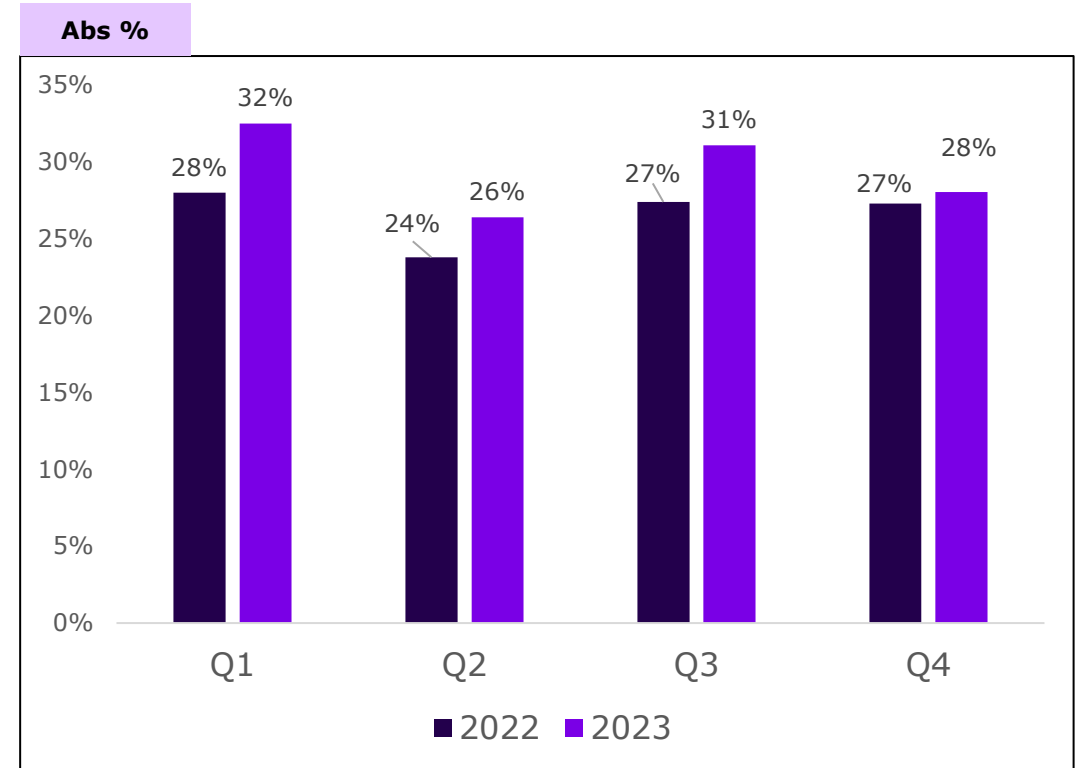
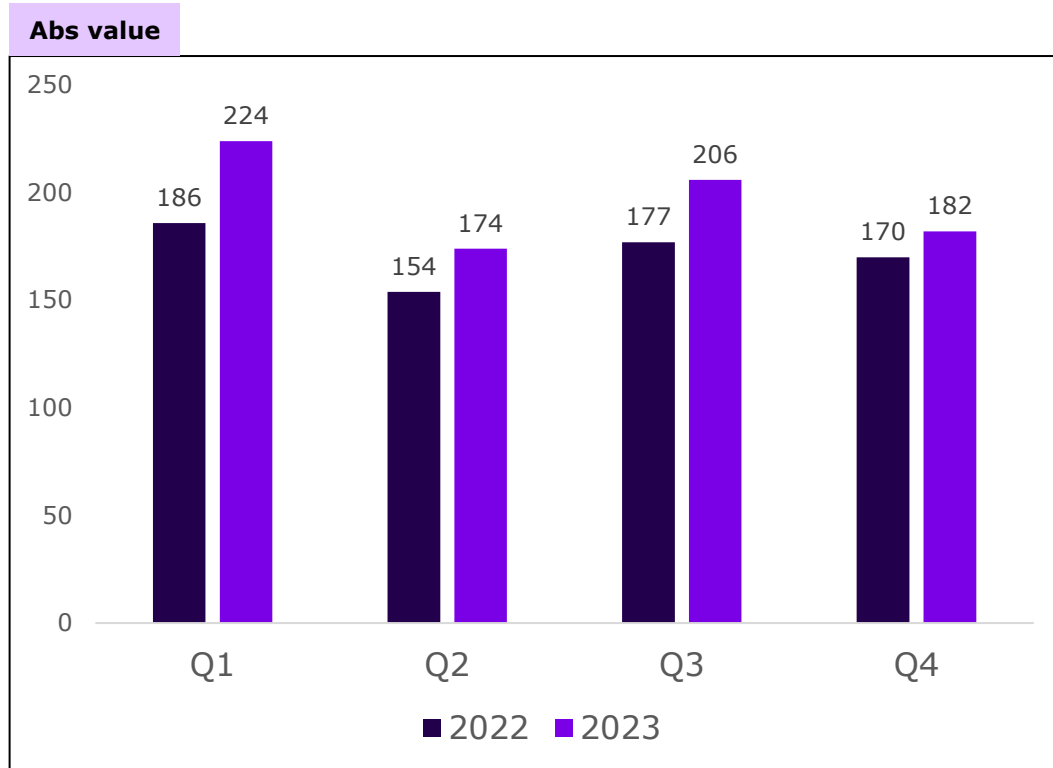
YTD Dec 2023 Highlights:

- Domestic sales growth on comparable basis is at 5.4%,
- Exports grow at 27%
- GM improvement thanks to divestment in Sofra diluting the margin, certain API price decrease and favorable FX for the export
- Operating efficiencies reflected from this year with -6% growth aligned with India for India strategy
- Profit Before Tax & exceptional items grows at 12.8%

Consistent Increase in Operating profit both in terms of absolute value and % to sales

Excluding any exceptional items

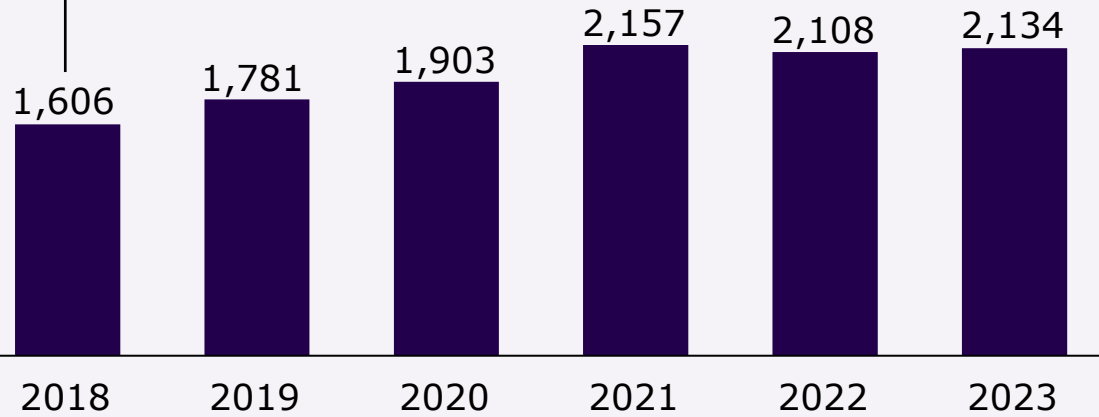
₹ in Cr.



Domestic Sales and Profit Before Tax Evolution:

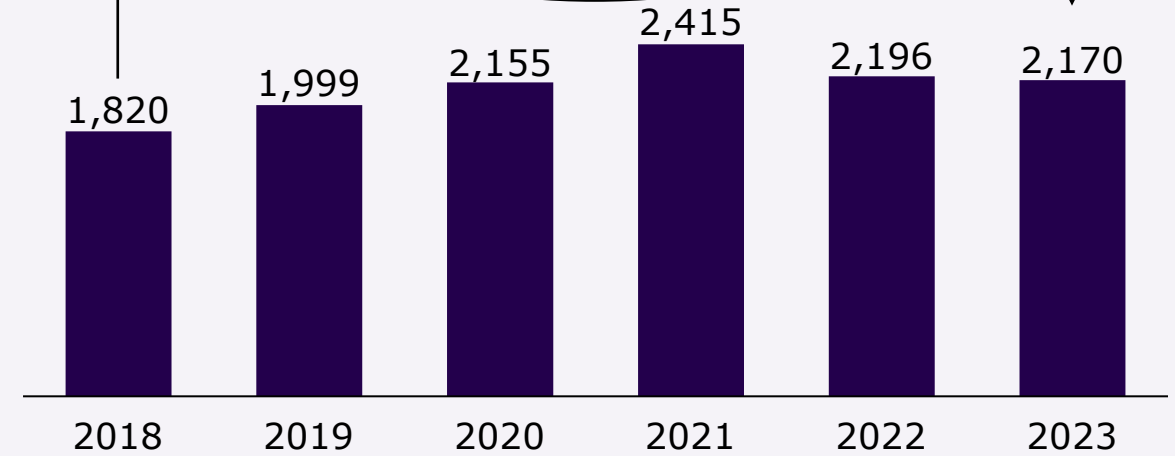
₹ in Cr.

CAGR 5.9 %



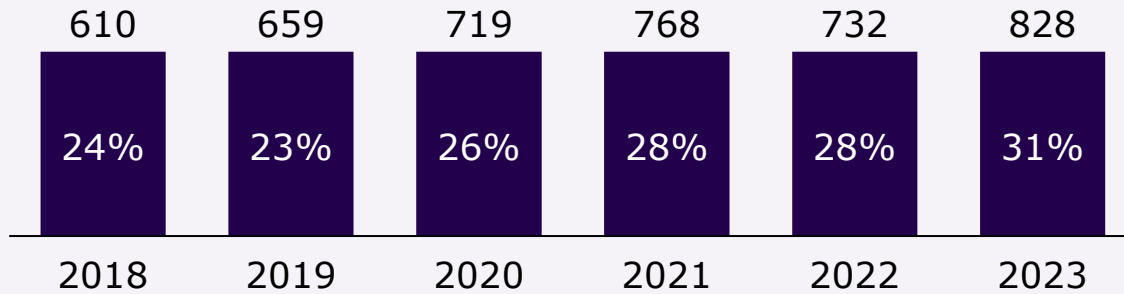
Domestic Sales Performance : Retained business

CAGR 3.6 %

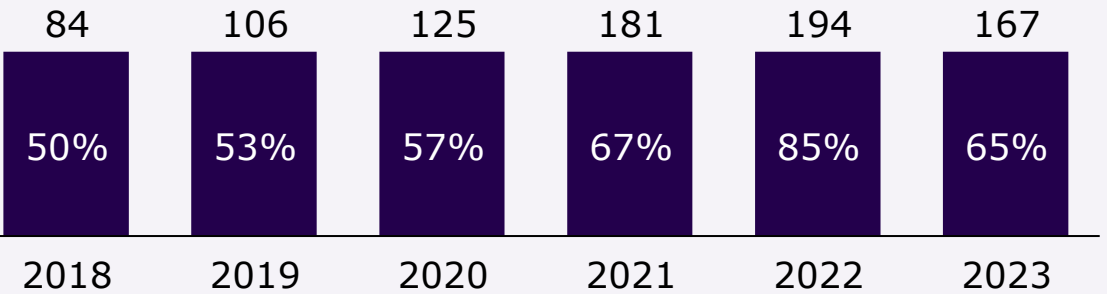


Domestic Sales Performance : Published

700 bps increase



PBT before exceptional items (%)

Dividend Per Share
(Payout as % of PAT excl exceptional items)



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Thank You