



24th February 2023

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 16th February 2023, informing you of our Investor / Analysts call scheduled today i.e., 24th February 2023 at 2:00 p.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 uploaded, in due course on the website of the Company at www.sanofiindialtd.com.

Kindly take the above information on record.

Yours faithfully

For **Sanofi India Limited**

Radhika Shah
Company Secretary & Compliance Officer
Membership No: A19308

sanofi



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**A global
organization,
yet, Indian at heart,
since 1956**
•

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, geo-political 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.

Sanofi India



~**INR 25.8 Billion** total net sales - India business including export (**~INR 3.8 Billion**)

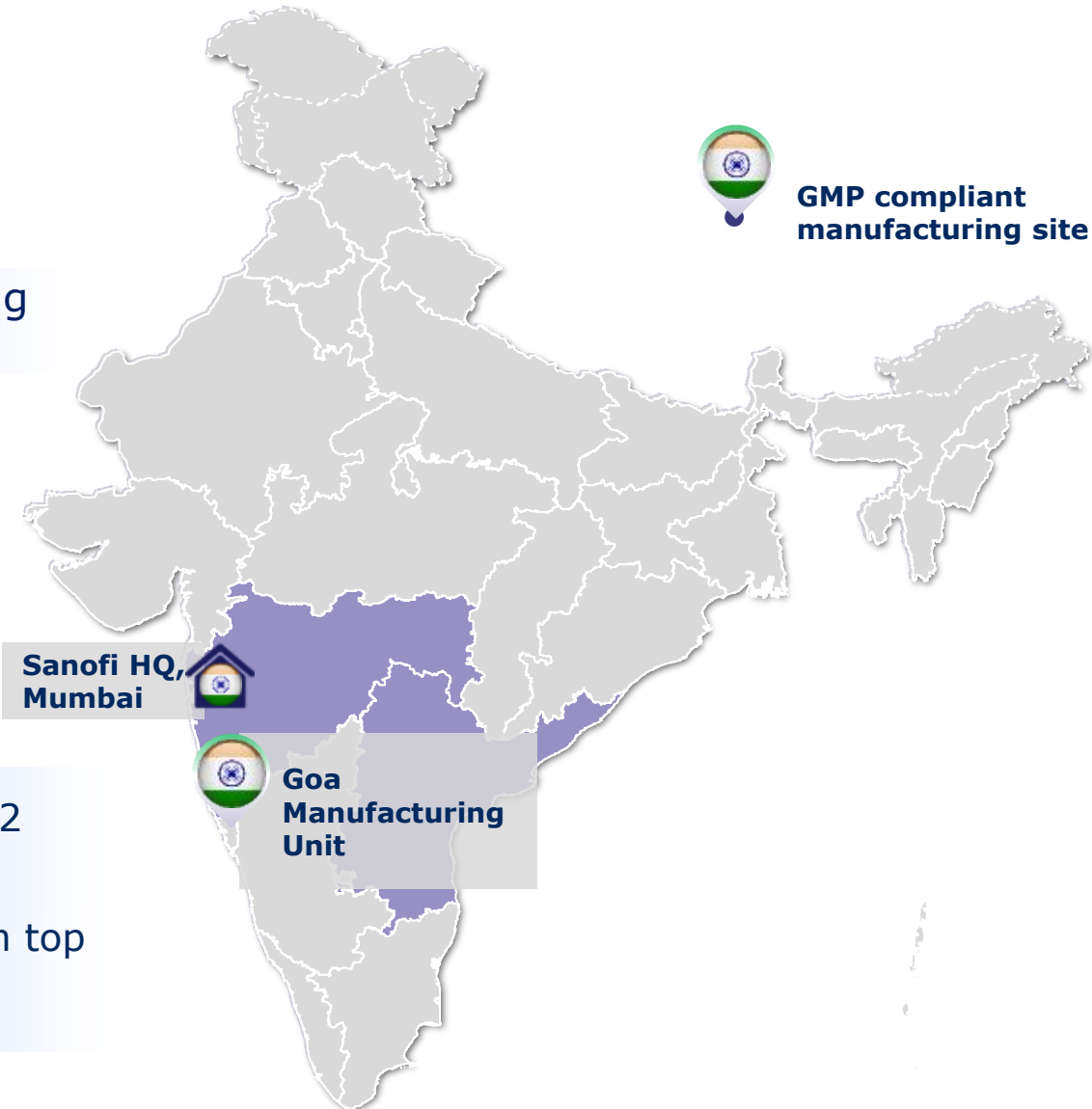
SIL - listed company with approx ***INR 127 Billion** Market Capitalization

2300+ employees

Pan India footprint - Sanofi reaching **3000 distributors** and **100,000** pharmacies

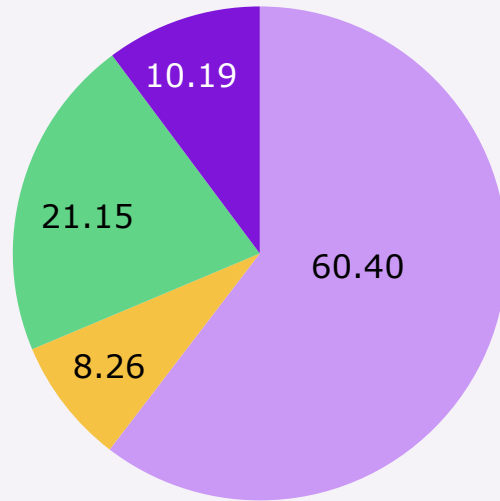
Strong Industrial presence: 1 Pharma manufacturing site, 12 CMOs, export to 60+ countries, 5 billion tablets yearly

Strength of legacy brands: ~70% of SIL sales stemming from top 7 brands- well entrenched in stakeholder minds (HCP+patients)



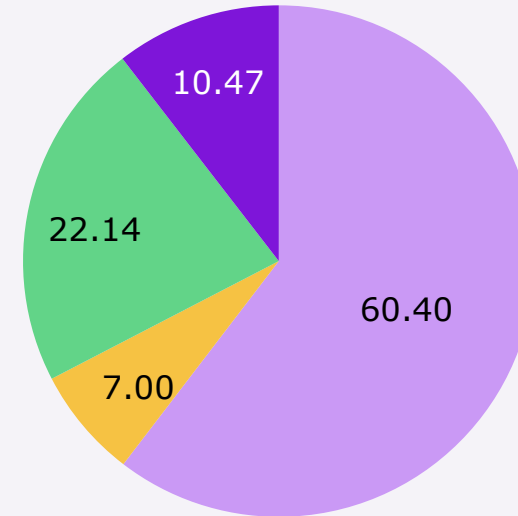
Ownership in the Company

30-Sept-22



■ Promoters ■ FII ■ DII ■ Retail

31-Dec-22



■ Promoters ■ FII ■ DII ■ Retail

- Number of shareholders increased **by 50%** since last year. Retail shareholding increased their shareholding from 10.19% to 10.47%
- Domestic Institutional Investors have increased their shareholding from 21.15% to 22.14%

We chase
the *miracles*
of science
to improve
people's
lives.

sanofi

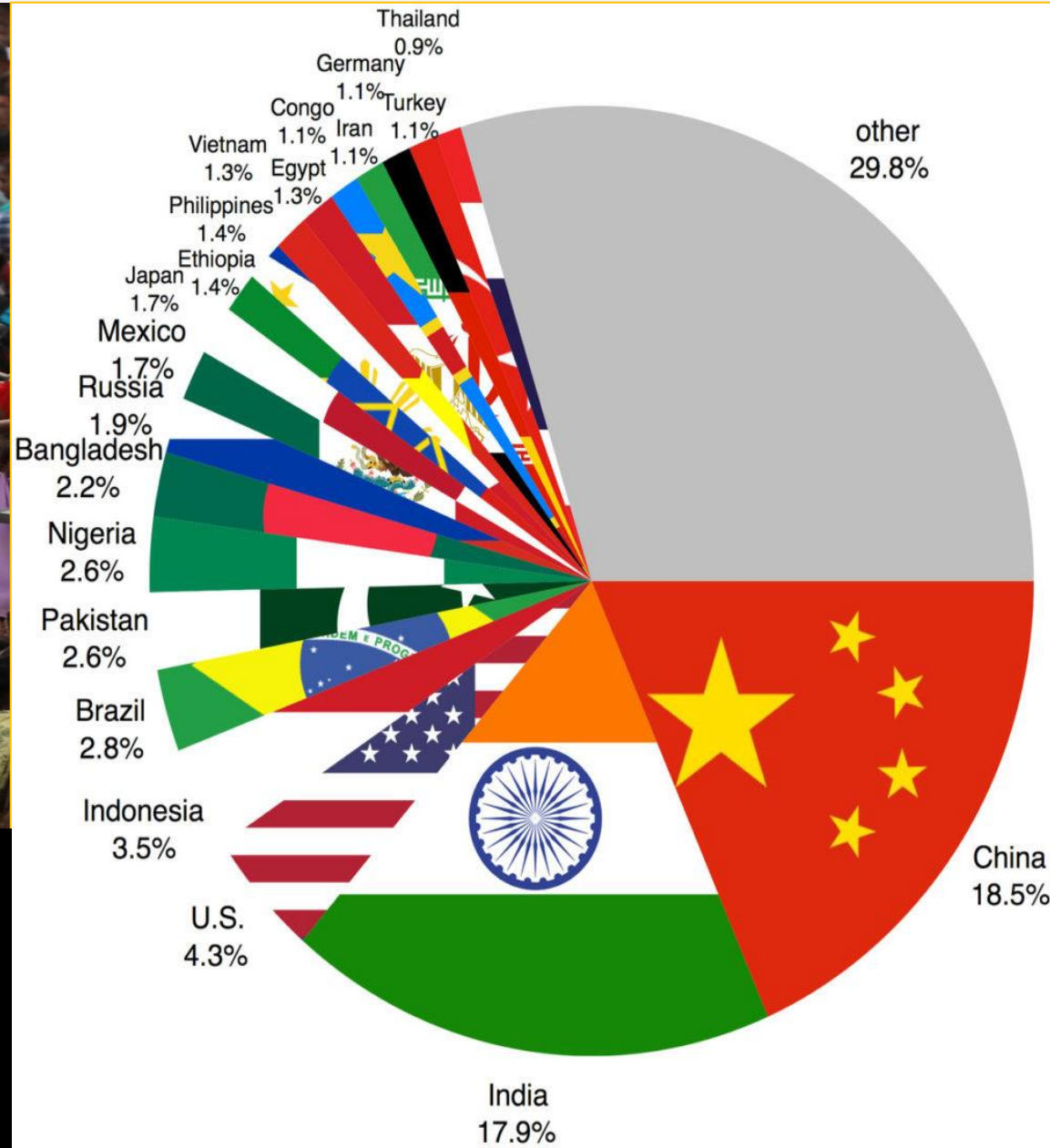
1/5 of "people's lives" hail from India



We chase
the *miracles*
of science
to improve
people's
lives.

sanofi

Soon the largest population on earth...



India , set to be the most populated country by 1st July 2023

01:00:00

125

days to go

more

...driving India's economy steady growth...



sanofi

INDIA IS FASTEST GROWING ECONOMY

Graph shows GDP Growth for Q1 FY'23 for Major Economies



THE TOP 5 ECONOMIES IN THE WORLD

UNITED STATES OF AMERICA	25350
CHINA	19910
JAPAN	4910
GERMANY	4260
INDIA	854.7

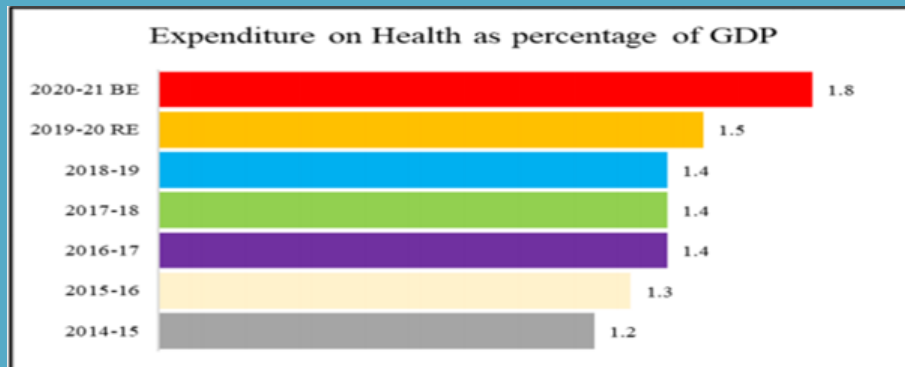
FIGURES IN BILLION DOLLARS

SOURCE: IMF



... with healthcare poised to benefit as gaps close.

- Healthcare GDP set to scale upto 2.5% by 2025



Narendra Modi 
@narendramodi

The Government of India is working tirelessly to augment India's health infrastructure. The focus is on ensuring good quality and affordable healthcare to our citizens. It makes every Indian proud that our nation is home to the world's largest healthcare scheme, Ayushman Bharat.



Narendra Modi 
@narendramodi

The coming years will belong to those who have invested in healthcare.

I am proud of the work our government has done to strengthen the healthcare sector in India.

[#8YearsOfHealthyIndia](#)

Key pharma market trends

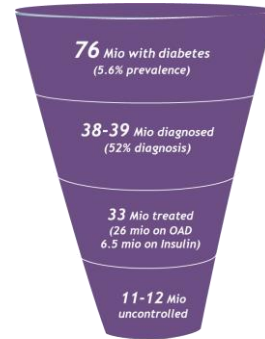
Public context

- **Strong** macro economic trends
- **Committed** and supportive government
- Fastest growing **pharma market** in the world



NCD treatment gaps

Diabetes Atlas

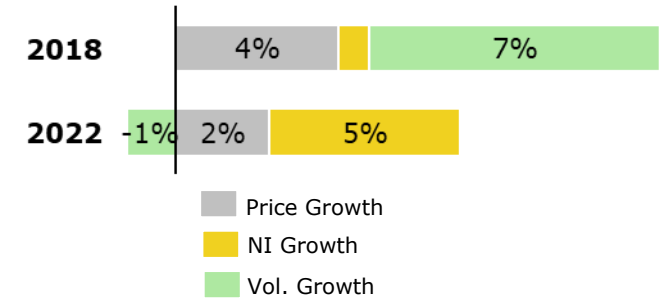


- **~50%** of patients with NCD untreated
- **~50%** of patients treated for NCD are not on treatment goals

Source: IDF World Atlas

Innovation as key growth drivers

NI driven growth with decent price growth share



Digital HCP's Engagement

- **Increased adoption** of digital channels by HCPs
- Adoption of **Hybrid reach** for Rep visits & conferences /events
- More than **1.3 billion cell phone** connections provide ready platform to drive Digital Health initiatives



Fast modernizing Trade

- **Pharmacy chains** outpacing the market
- **Distributors** modernizing and consolidating
- **Hospital chains** expand at fast pace



Emergence of e-commerce models

- E-pharmacies expected to grow at an annualized rate of **40-45%** (2021-2027)
- **Penetration** to reach **70 Mn HH** by 2025 (from 9 Mn in 2022)

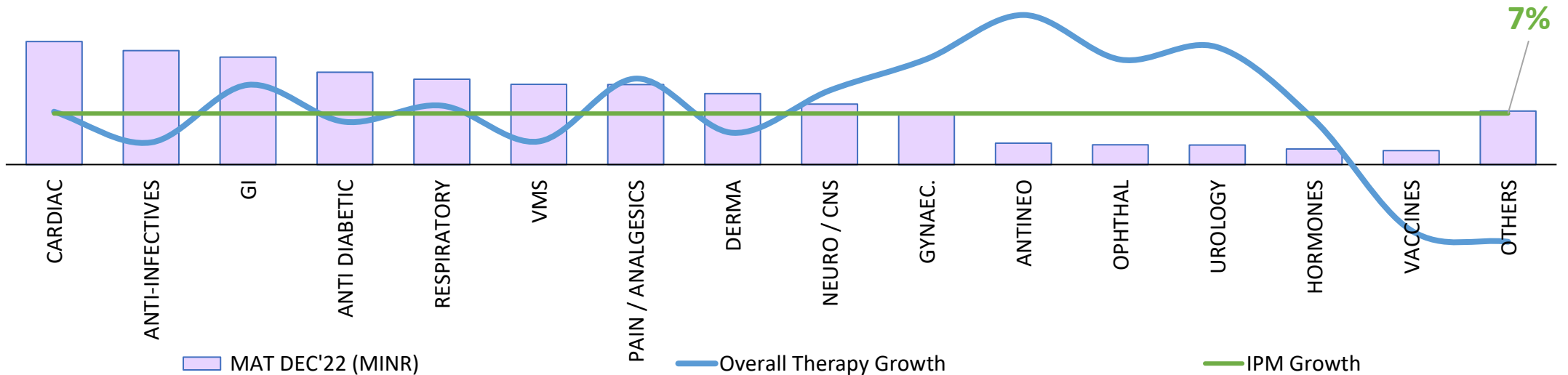


Sanofi India Ltd (SIL) well positioned across 7 of the top 9 therapies in the IPM...

Therapy Absolute Sales and Growth Trend (2021-22)

SIL CVM
MS in CVM







SIL CVM	35%	7%	53%	29%	6%	61%	37%
MS in CVM	5%	6%	12%	9%	5%	3%	5%



IQVIA TSA MAT DEC'22

... with strong leading brands built over the years.

IPM Rank	SIL Brands
1-100	Lantus (#5), Allegra (#69), Combiflam (#96)
101-150	Amaryl M (#131)
151-200	Clexane (#184)

	6259 MINR ~30% MS #1		3112 MINR ~7% MS #1		2024 MINR ~3% MS #3
	3030 MINR ~5% MS #1		1593 MINR ~31% MS #1		1377 MINR ~17% MS #1

Proud of the Past

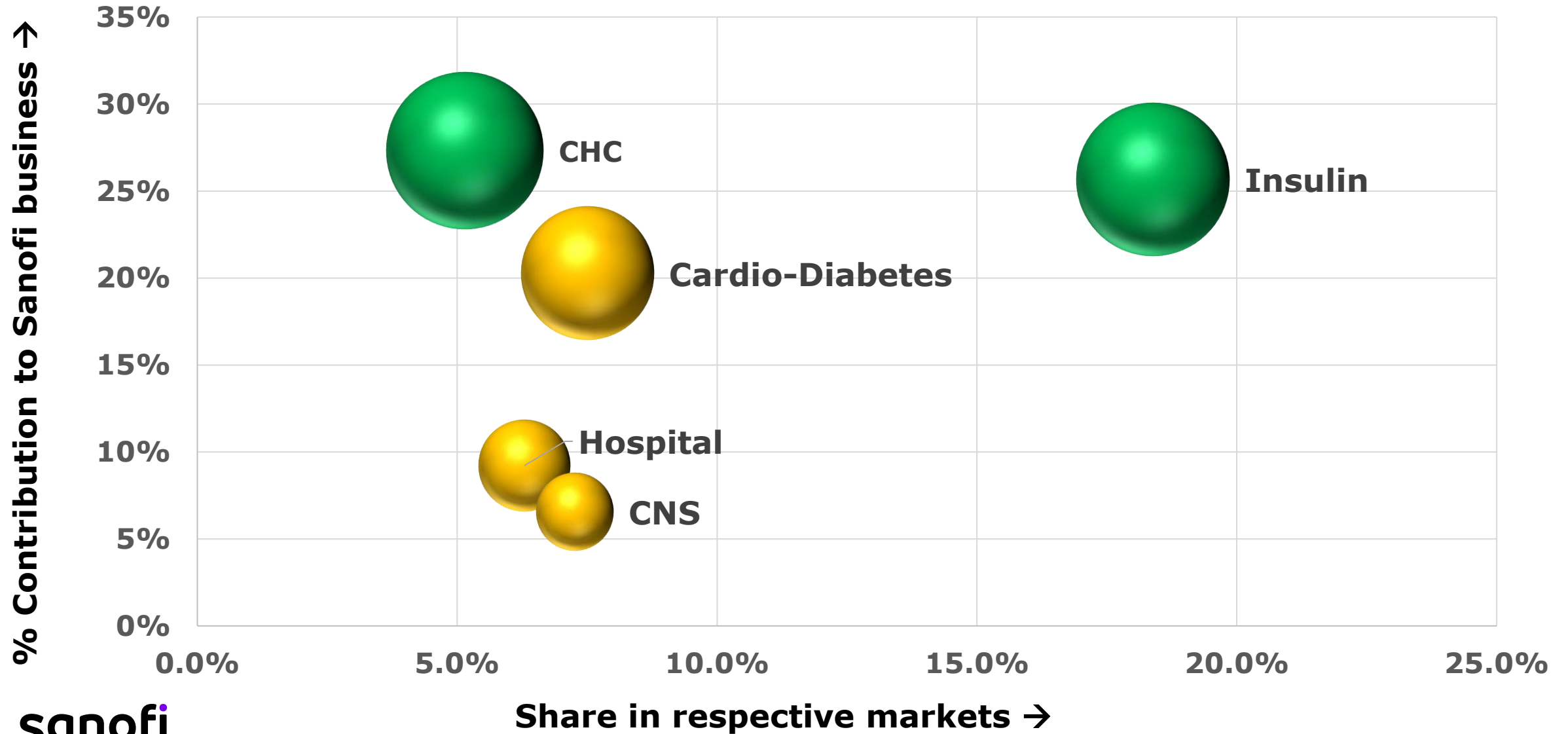
- Strong brands built
- Solid quality reputation
- Top 4 MNC
- Senior & capable LT
- Experienced teams

Attractive potential

- Resilient economy: GDP & IRP
- Healthcare gap
- Growing healthcare budget
- Fastest growing market
- Brands live long
- Strong talent pool

Today's strengths :

In green: growth above SIL average



*source – IQVA TSA MAT MAY'22

Today's opportunities

1

Focus on growth drivers

2

Leverage local opportunities

3

Improve HCP centricity

4

Expand reach (by reducing coverage overlaps)

5

Regain innovation momentum

6

Master emerging and modernizing channels

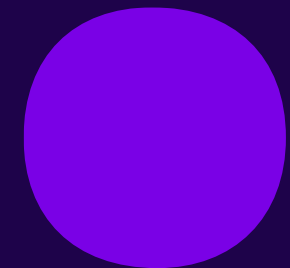
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Build partnerships for reach

8

Empowerment and agility

SIL India for India











SIL India For India | Growth pillars

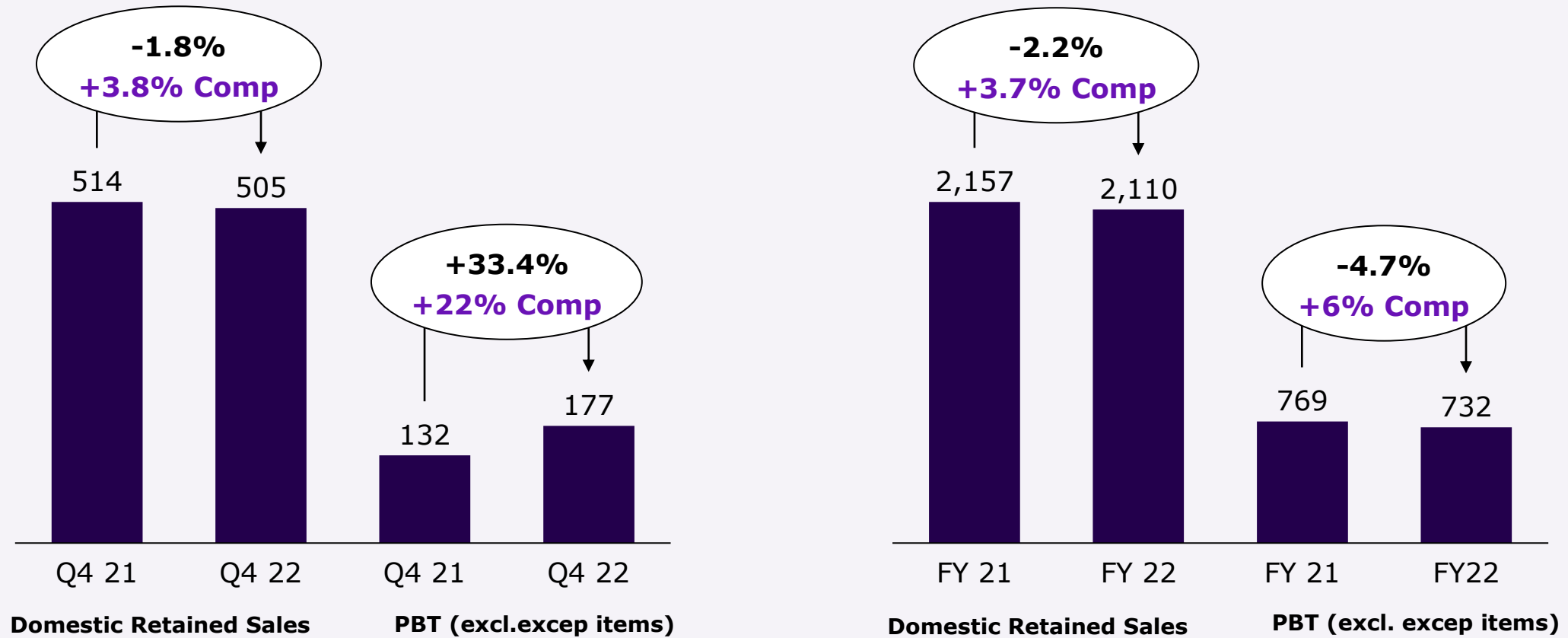
Diabetes	CHC	E2E Innovation	GTM
<ul style="list-style-type: none">Strengthen positioning	<ul style="list-style-type: none">Double down on winning brand Allegra	<ul style="list-style-type: none">Leverage global and local innovation	<ul style="list-style-type: none">Customer centric & hybrid models
<ul style="list-style-type: none">Expand spectrum offering	<ul style="list-style-type: none">Deepen consumer understanding	<ul style="list-style-type: none">Explore supply localization	<ul style="list-style-type: none">Trade Organization (Retail and Non-retail)
<ul style="list-style-type: none">Stronger disease awareness initiatives	<ul style="list-style-type: none">Expand range	<ul style="list-style-type: none">Partnerships for reach expansion	<ul style="list-style-type: none">Pilot transformative models (e-comm, HCP, e-KAM)

Q4 redeployment

	2022	IFI 2023
• Number of Business Units	8	3 + Innovation + Trade
• Number of HCPs reached by FF		 
• Key Accounts & Hospitals coverage		 
• Resource allocation	Historical basis	Insights-driven

Q4 2022 – Largely a Comparable Quarter

₹ in Cr.



Q4 2022 Highlights :

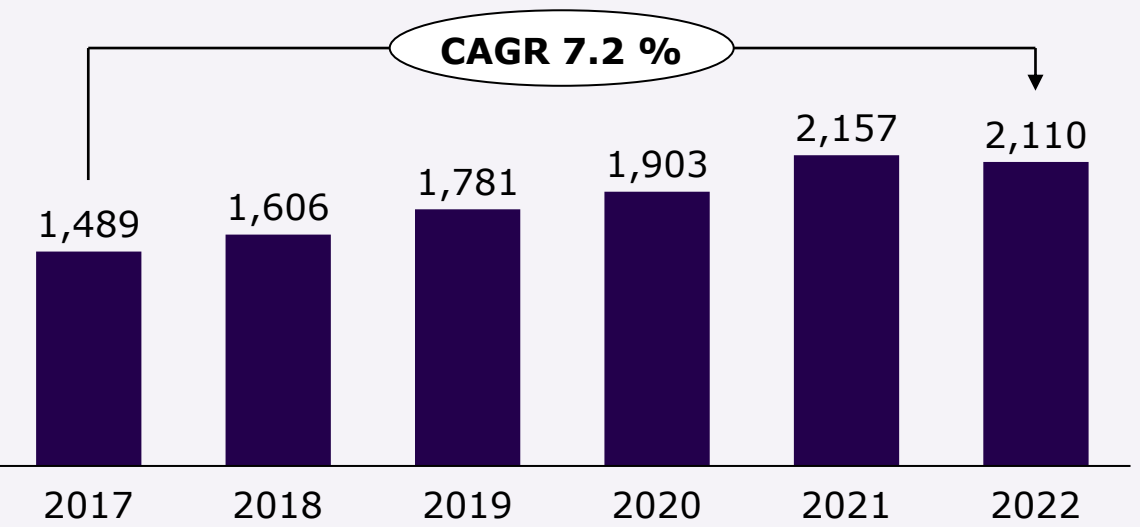
- Domestic sales growth on comparable basis is at 3.8%, exports grow at 26%
- Profit Before Tax & exceptional items on comparable basis grows at 22%; Operating efficiencies reflected from this quarter

YTD Dec 2022 Highlights :

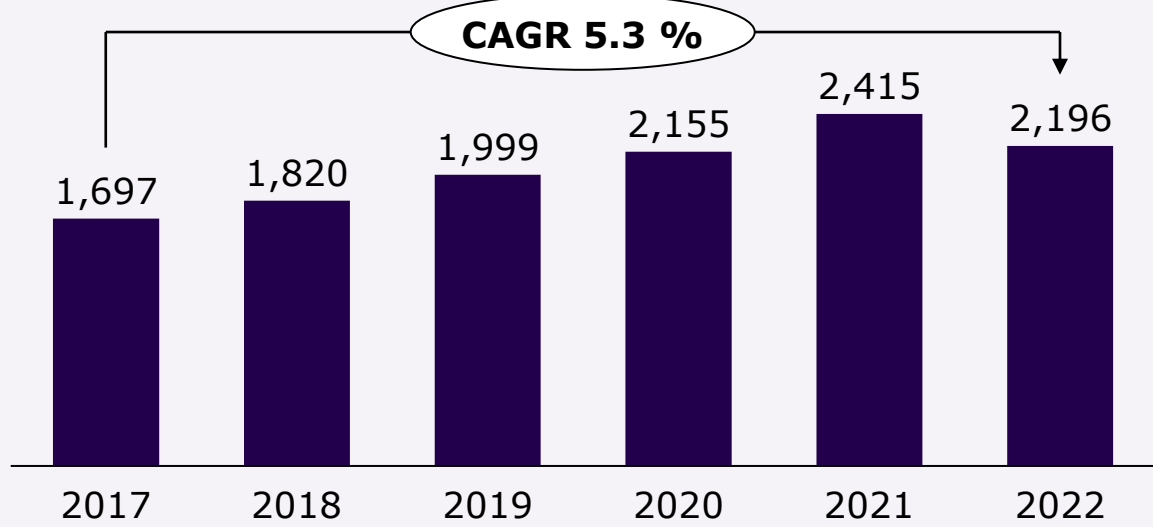
- Domestic sales growth on comparable basis is at 3.7%, exports grow at 7.3%
- Profit Before Tax & exceptional items on comparable basis grows at 6%

Domestic Sales and Profit Before Tax Evolution

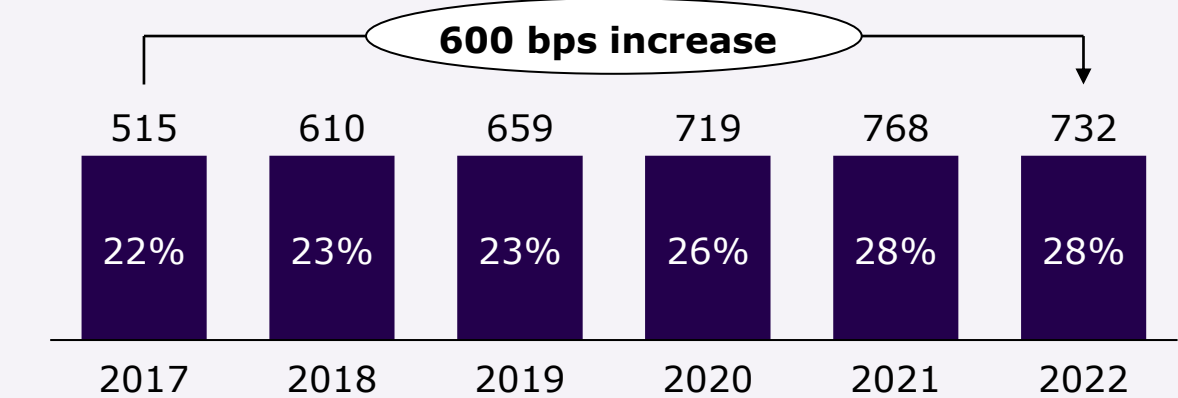
₹ in Cr.



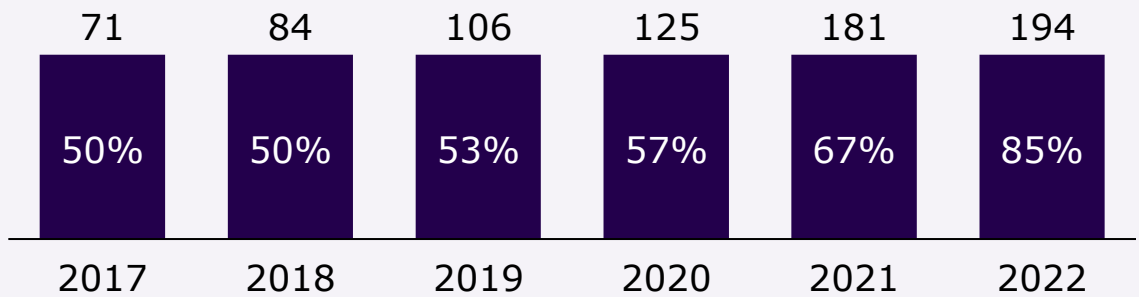
Domestic Sales Performance : Retained business



Domestic Sales Performance : Published



PBT before exceptional items (%)



Normal Dividend Per Share (Payout as % of PAT excl excep)



ESG – Sanofi India

- Developing SIL's 1st Integrated Report
- Robust governance structure to drive responsible and ethical business culture beyond compliance
- Creating Social Impact through CSR Initiatives



Interactive Q&A



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Thank You

