



15th November 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 06th November 2023, informing you of our Investor / Analysts call scheduled today i.e., 15th November 2023 at 02:00 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 submitted to Stock Exchanges in due course and simultaneously be uploaded on the website of the Company at [Analyst / Investor Meet \(sanofiindia ltd.com\)](http://sanofiindia ltd.com)

Kindly take the above information on record.

Yours faithfully

For **Sanofi India Limited**

RADHIKA
KARTIK SHAH

Digitally signed by
RADHIKA KARTIK SHAH
Date: 2023.11.15
16:47:01 +05'30'

Radhika Shah
Company Secretary & Compliance Officer
Membership No: A19308



Investor Presentation

November 15, 2023

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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, 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.



SIL India For India | Growth pillars

Diabetes	CHC	E2E Innovation	Go To Market / Operating Efficiencies
<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, Pilot transformative models (e-comm, HCP, e-KAM)
<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"> Resource Allocation Decisions & Operating Efficiencies



New Product Launches are on Track

Neurology

Cardio

Diabetes

CHC



Oct 23



Dec 23



2024



2025



India for India Strategy Yields Results

Q3 23

- Sales : + 2% (*despite NLEM impact*), domestic sales largely flat
- Profit Before Tax : +15% vs YA (*excl. exceptional items*)

Reflects operating efficiencies brought in by IFI

YTD
Q3 23

- Sales : + 3%
- Profit Before Tax : + 15% vs YA
- Operating **profit growth** vs YA : + 16%



SIL India For India | Growth pillars

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➤ IFI Strategy Implementation on track
Continue focusing on all growth pillars

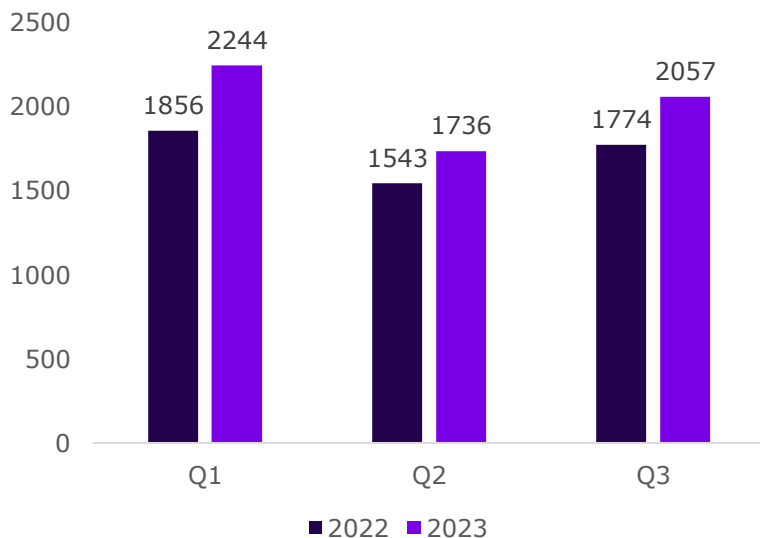
➤ Profit Margins maintained as committed *post Lantus NLEM impact*



Consistent Increase in Operating Profit

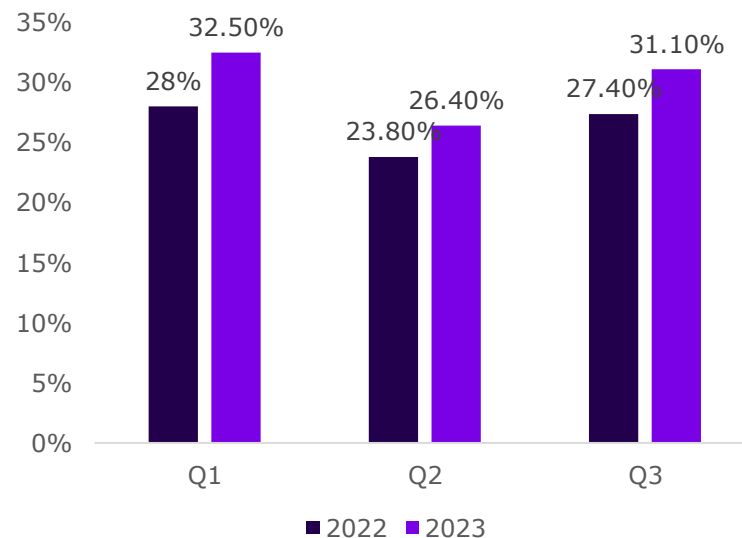
Operating Profit

(Absolute value)



Operating Profit

(in Percentage)

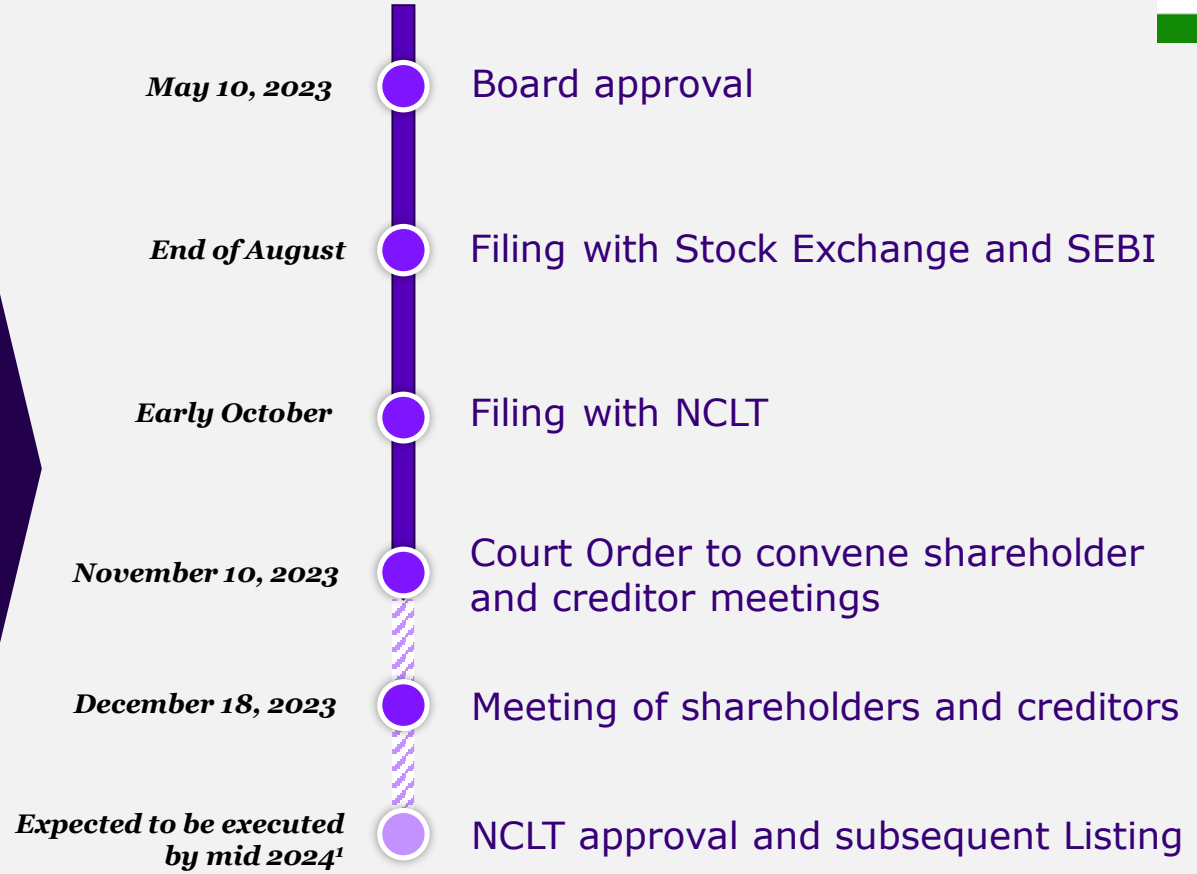




In the ***rest of the world as well as in India***,
implementing the global standalone organization
of the consumer healthcare (CHC) business
is the best platform to ***unleash its growth potential***



Demerger Status Update



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Thank you
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