29th October 2025

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: Investor / Analysts Call - Presentation**

Dear Sir / Madam,

We refer to our intimation dated 23rd October 2025, informing about the scheduling of Investor / Analysts Call for update on Un-audited Financial Results for the quarter and nine months ended 30th September 2025.

In this regard, pursuant to Regulation 30 read with Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed presentation that will be made during the call for your reference and for dissemination to the investors.

The presentation is also being uploaded on the Company's website Analyst / Investor Meet.

Kindly take the above information on record.

Yours faithfully

For **Sanofi India Limited**

Haresh Bachubhai Vala

Digitally signed by Haresh Bachubhai Vala
Date: 2025.10.29 15:26:56 +05'30'

**Haresh Vala**
Company Secretary & Compliance Officer
Membership No: A18246

*Encl: as above*

sanofi

# Sanofi India Limited

*Investors call Q3/25*

October 29th 2025

# 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.*

*In light of the significant uncertainties inherent in the statements and other information contained in this presentation, investors should not regard these statements as a representation or warranty by Sanofi or any other person that the Company will achieve its goals, objectives, aspirations, metrics, plans or targets in any specified time frame or at all. 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.*

# Presenters

Eric Mansion
*GM Pharma and Non Executive Director*

Rachid Ayari
*Whole Time Director and Chief Financial Officer*

Deepak Arora
*Managing Director*

# Sanofi India Limited

***2025** marks a pivotal transformation for Sanofi India Limited. We have fundamentally modernized our business model to position ourselves for sustainable, profitable growth*

| Business Model Transformation | Partnership model | Financial Performance |
|---|---|---|
| New organization focused on growing Insulin franchise with customer-centric, digitally & AI empowered capabilities | To grow our legacy portfolio in CV, CNS & OAD* | Domestic sales +3% YTD \| Improvement in the PBT driven by the business & OPEX efficiency through<br>• Diabetes Franchise Momentum<br>• Successful Partnership Model |

* CV- cardiovascular , CNS- central nervous system, OAD- oral anti-diabetes

sanofi

# Transforming Diabetes Business for Sustainable & Profitable Growth

## 1 Win with Portfolio
*(Basal and Premix)*

| | |
|---|---|
| LANTUS insulin glargine | Volume acceleration |
| Toujeo | Preferred 2nd gen basal insulin |
| SOLIQUA insulin glargine & lixisenatide injection | Market shaping to accelerate Reach |

## 2 Market Expansion

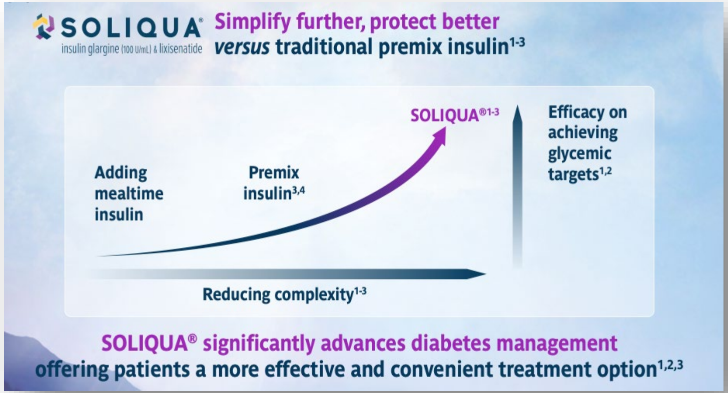
- Continue Raising Awareness
- Digital Outreach (Tier II/III)
- Tapping the potential of Public Sector

## 3 Future Ready Go-To-Market Capabilities

- Customer Centric Approach
- AI enabled initiatives
- Innovative Customer Journey Orchestrations

# Launch success of Soliqua* fueled by…

**Strong positioning & maximized reach**



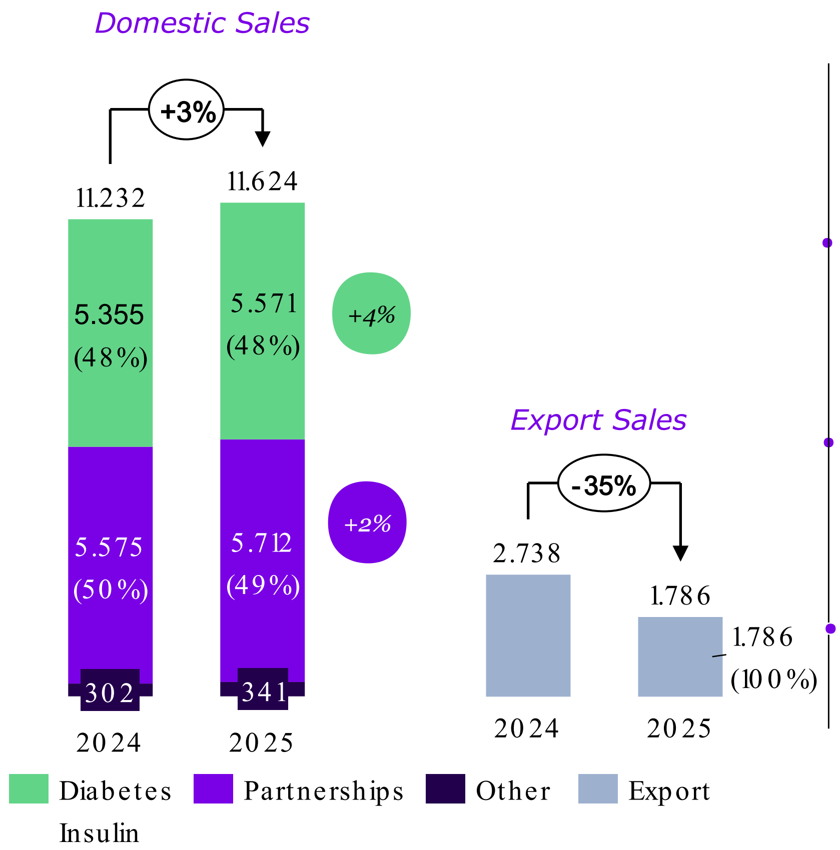


**Backed by new clinical evidence**

sanofi

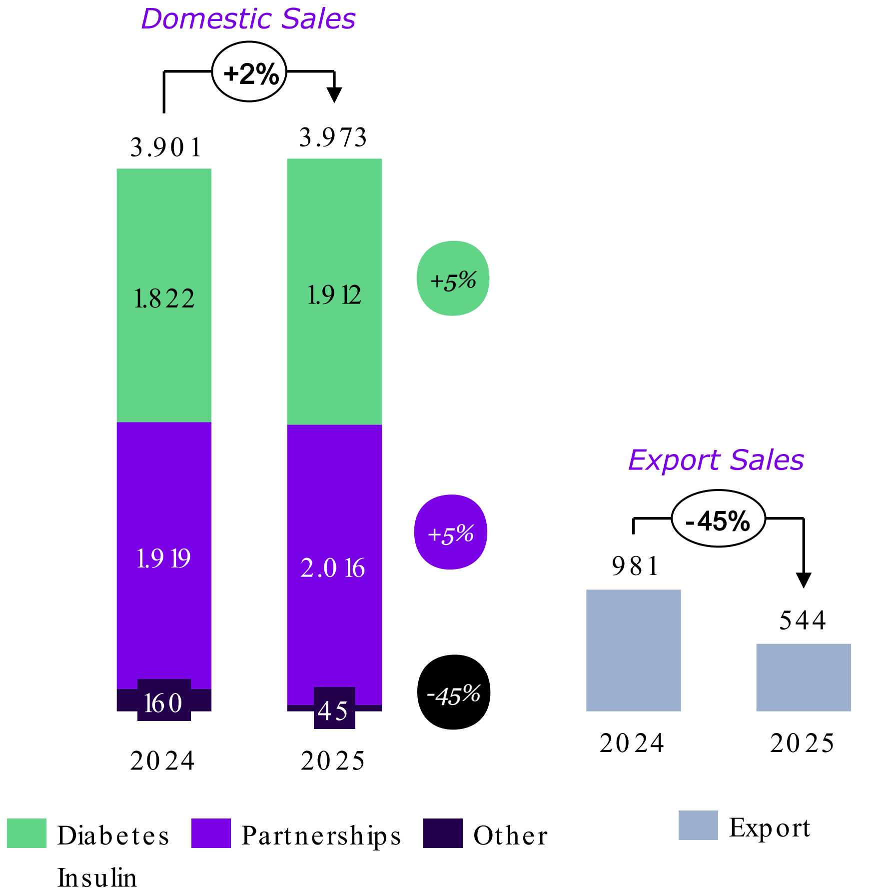
* Insulin glargine & lixisenatide injection

# Net sales YTD Sep/2025




# Net sales Q3/2025

₹ in Mio

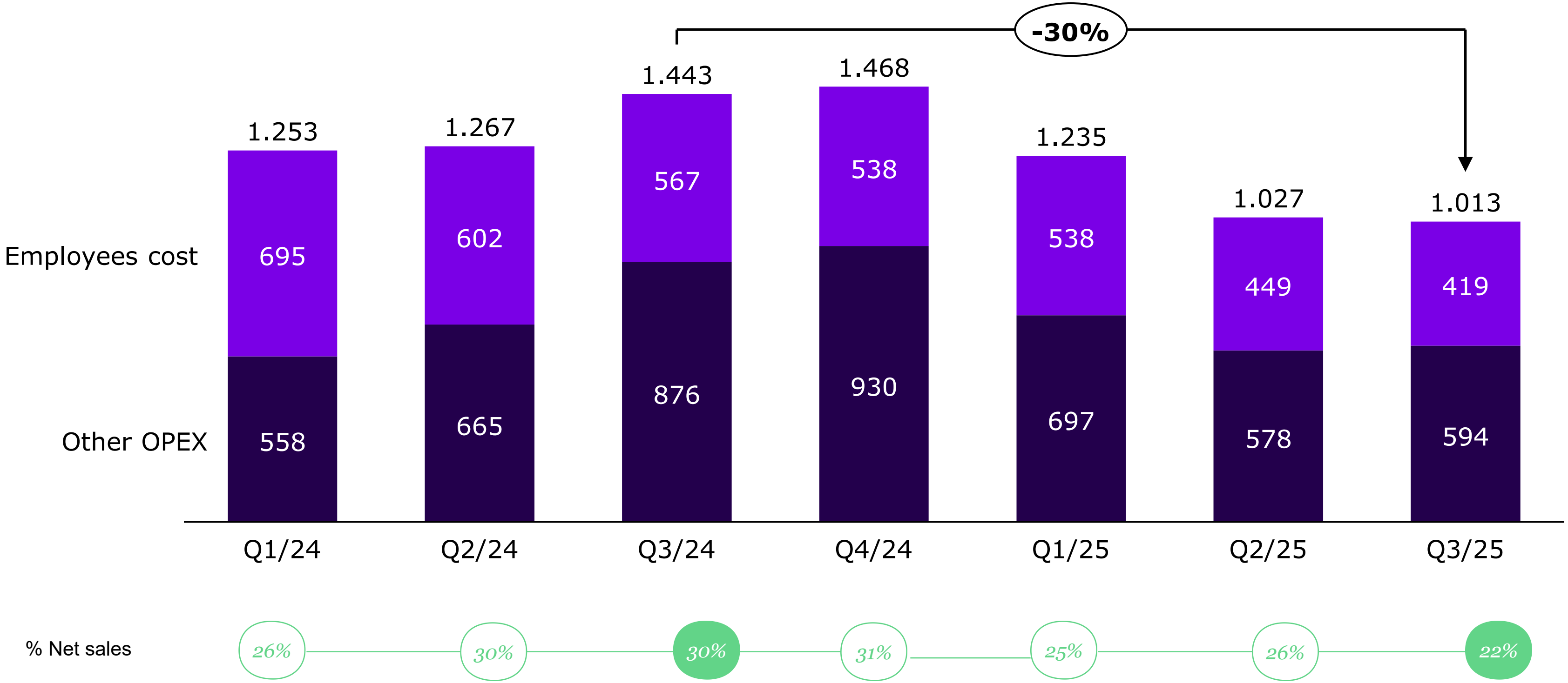



*Misc.:(-11Cr):* Mainly MSA Allegra (- Full process under net sales - toll: Other revenues) & TSA Combiflam cream (One off LY Tender)

sanofi

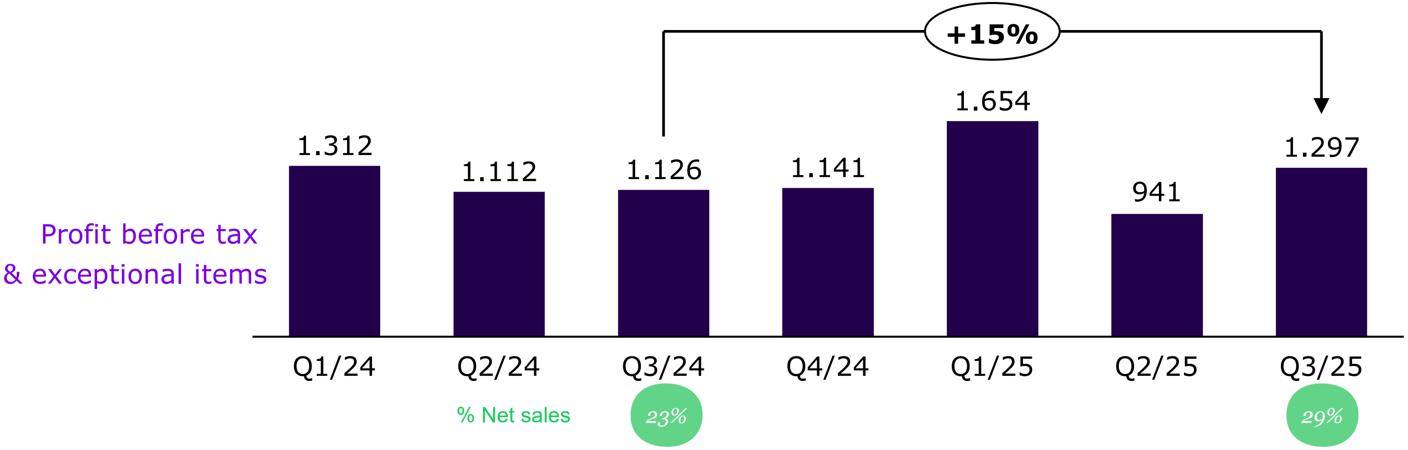
# Operating expenses| *2024-2025*

**Significant** quarter-over-quarter improvement

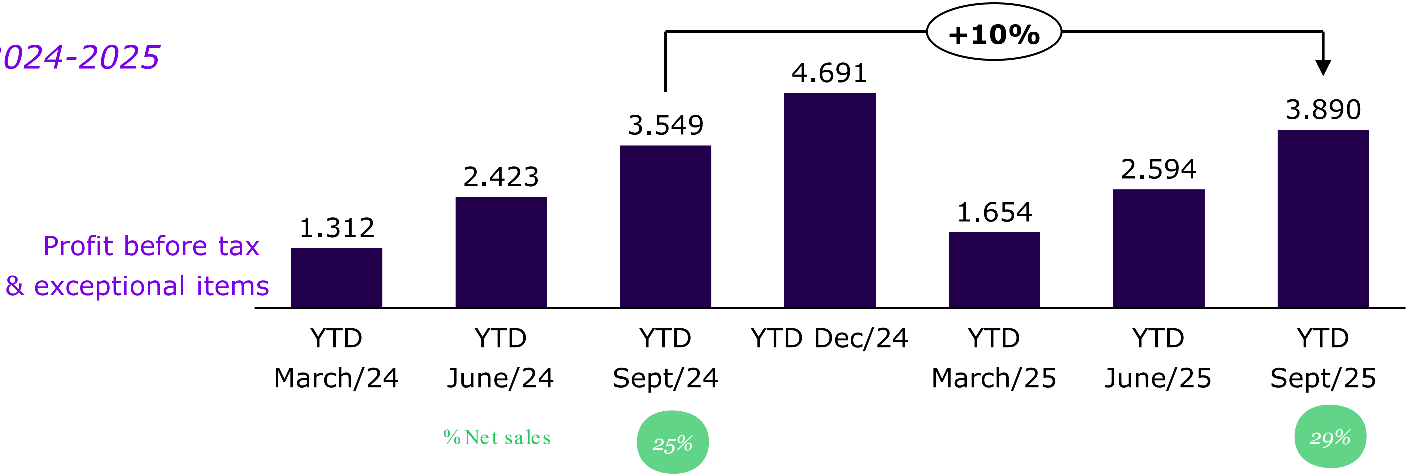



sanofi

# PBT by quarter| *2024-2025*




# PBT YTD| *2024-2025*



# Sanofi India Limited

Pivotal transformation to position ourselves for sustainable, profitable growth

| **Transformed Business Model** | **Delivering Results Today** | **Positioned for Tomorrow** |
| --- | --- | --- |
| Strategic transformation complete - focus on Insulin & winning partnership model for legacy brands | Strong execution driving growth and significant margin expansion through operational excellence | Future-ready capabilities position SIL to capture India's high-growth diabetes opportunity |

sanofi

# Thank you