



5th August 2026

To
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, C-1, Block G,
Bandra-Kurla Complex, Bandra (E)
Mumbai 400 051
Symbol: SANOFI

Sub: Investor / Analysts Call - Presentation

Dear Sir / Madam,

We refer to our intimation dated 23rd July 2026, informing about the scheduling of Investor / Analysts Call for update on Unaudited Financial Results for the quarter and half year ended 30th June 2026.

In this regard, pursuant to Regulation 30 read with Part A of Schedule III of the 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 Vala
Company Secretary & Compliance Officer
Membership No: A18246

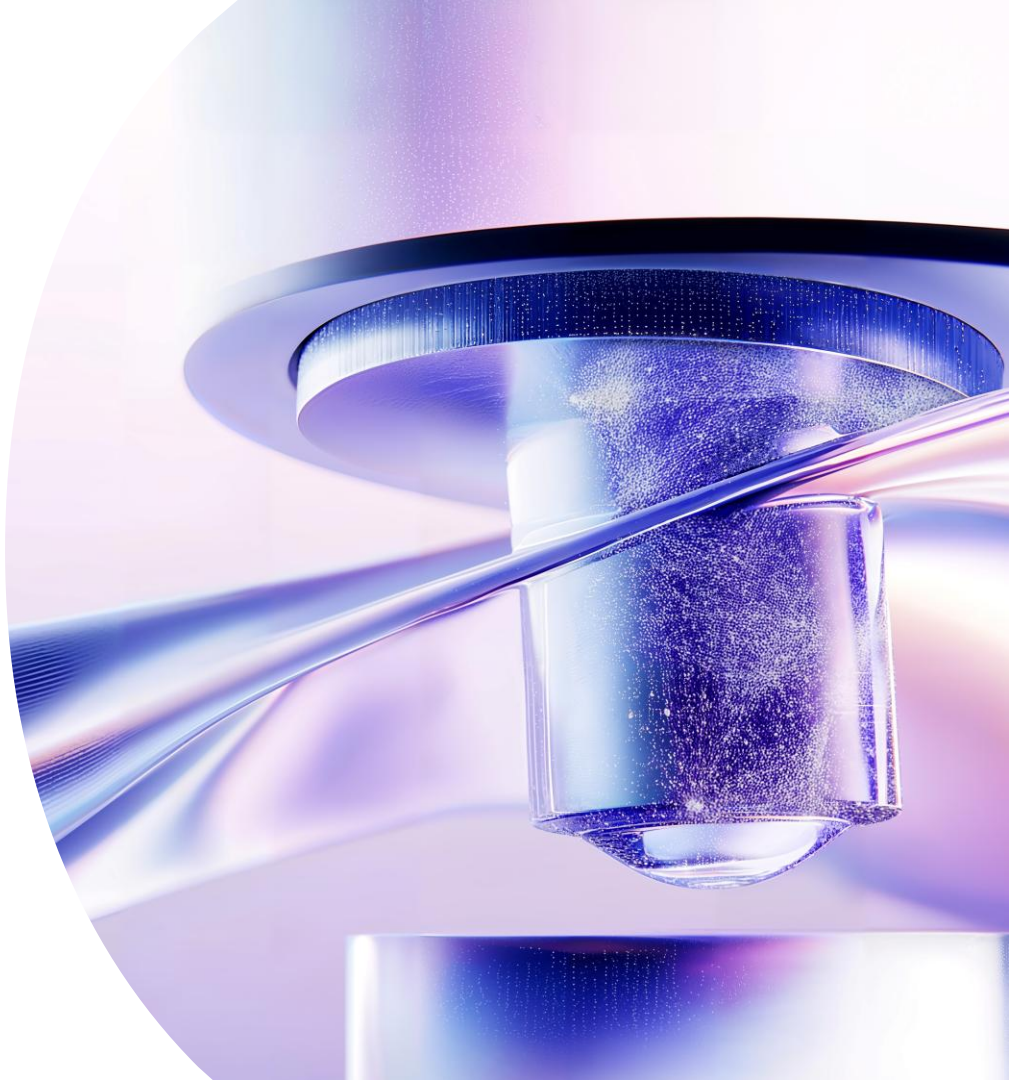
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Sanofi India Limited

Investors call Q2/26

5th August 2026



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.

Presenters



Deepak Arora
*General Manager Pharma India and
Country Lead*

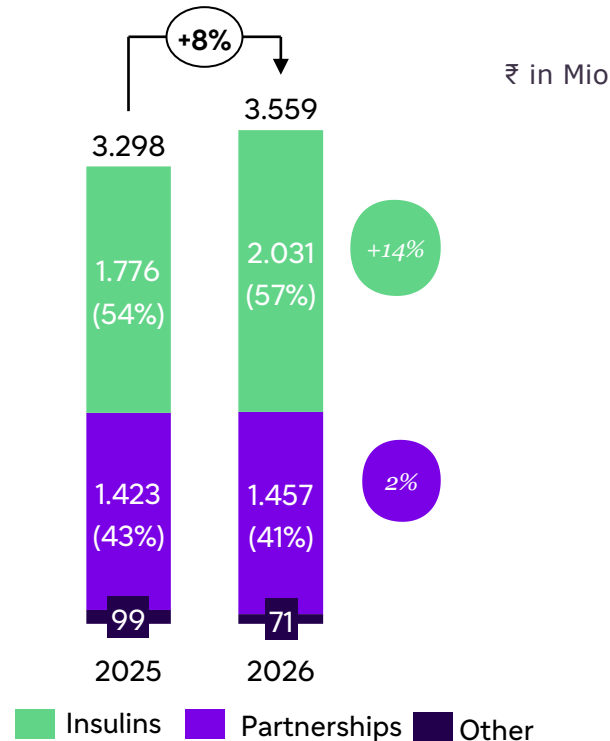


Rachid Ayari
*CFO India and Finance BP
General Medicines*

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Q2.26 Domestic results:

Strong momentum further boosted by diabetes business



- Diabetes business continues to grow above market growth. Double Digit growth powered by innovative portfolio.
- Acceleration in public sector by 70% with opening of new accounts for Toujeo & Soliqua
- Continued RoI from partnerships with expanded footprint
- Continuous optimization of resources & Profit before tax

Where Scale Meets Innovation: *Our Diabetes Value Proposition*

Own & Grow

Own the Basal Market Leadership



- Market leader: 47% MS by value
- Volume acceleration: +6%



- Preferred 2nd gen basal insulin (11% MS by value)



- Market shaping to accelerate reach

Basal analog: Market Share

- 58% by value
- 61% by volume

Innovate

Expanding RWE narrative & Indian datasets to strengthen Toujeo & Soliqua positioning.

- **LANDMARC RWE Study:** Scientific evidence dissemination and KOL advocacy to address unmet need in India
- **Soliqua & Toujeo RWE publications**
- **Preparing for Novel devices & AI platforms to strengthen PSP**

Extend

Tapping the potential of Public Sector

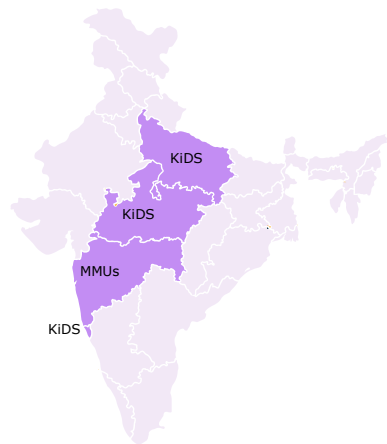
- Entry in CARE Accounts with a growth of 70% with Innovative Portfolio in Diabetes
- Digital Outreach (Tier II/III)



*Leverage existing diabetes portfolio
for sustainable & profitable growth*

CSR - 2026 Update: *Reaching out to build stronger communities*

H1 '26 Impact



600,000+

direct beneficiaries
to be reached in
2026

Kids and Diabetes in Schools (KiDS)



400+

schools

450+

teachers

80,000+

students*

*Academic year begins in June

MoU signed with NHM, MP

- KiDS (Piloted in Bhopal)
- MMUs (Planned for H2)
- Strengthening rare disease ecosystem



Mobile Medical Units (MMUs)



156,000+

screened

71,000+

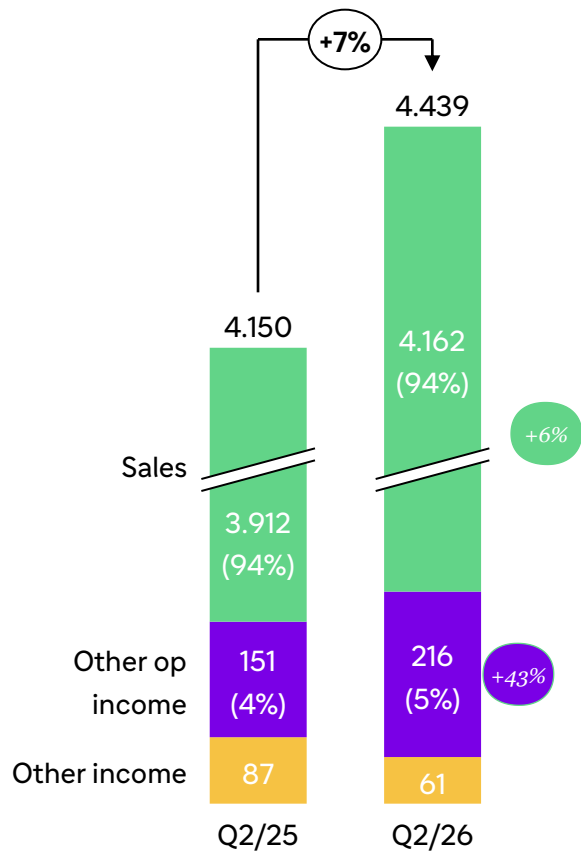
diagnosed*

64,000+

treated

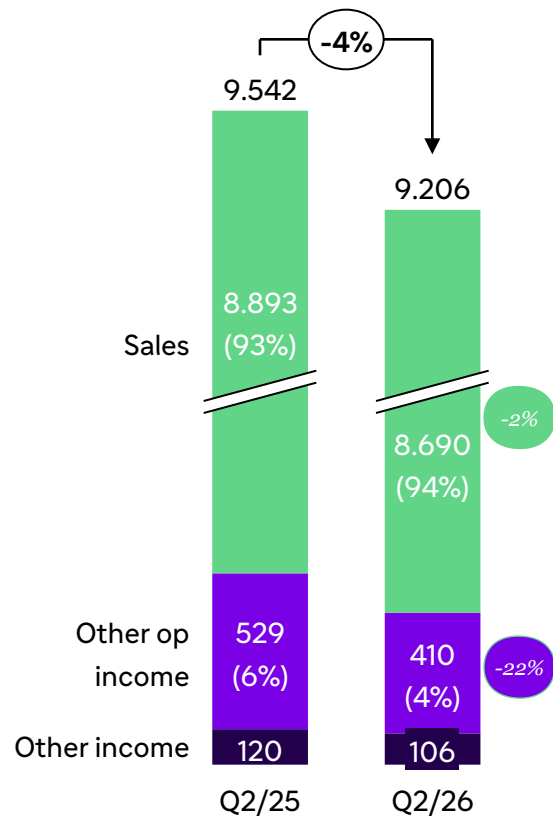
* 5,000+ counselled for lifestyle modification & also referred to the PHC for further treatment

Total income Q2/2026



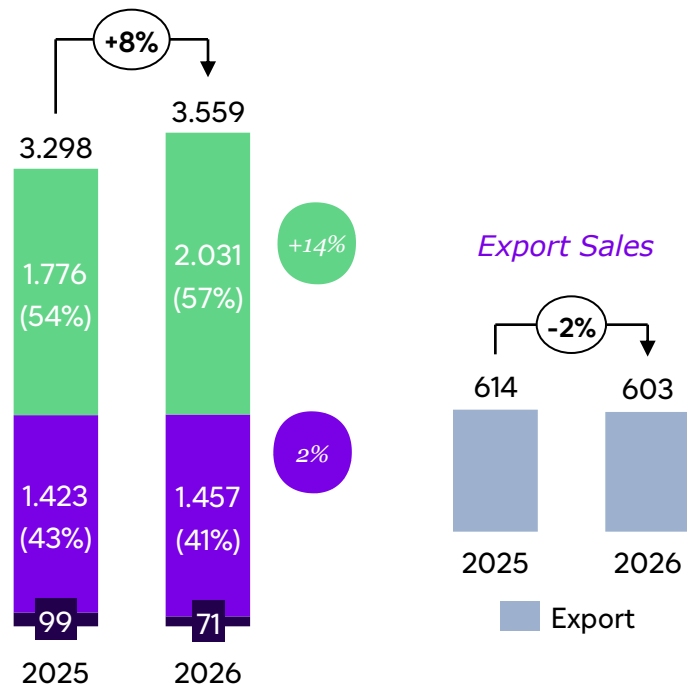
Total income YTD June/2026

₹ in Mio



Net sales Q2/2026: +8%

Strong quarter for domestic sales



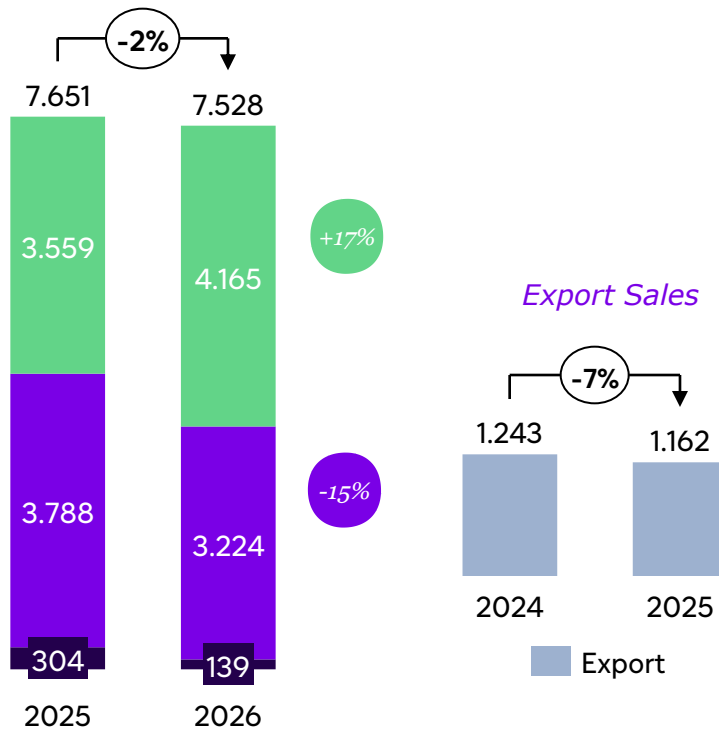
■ Diabetes
■ Partnerships
■ Other
 Insulin

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Other: is mainly related to Consumer health business in 2024

H1/2026: Almost flat

Domestic Impacted by one off from 2025

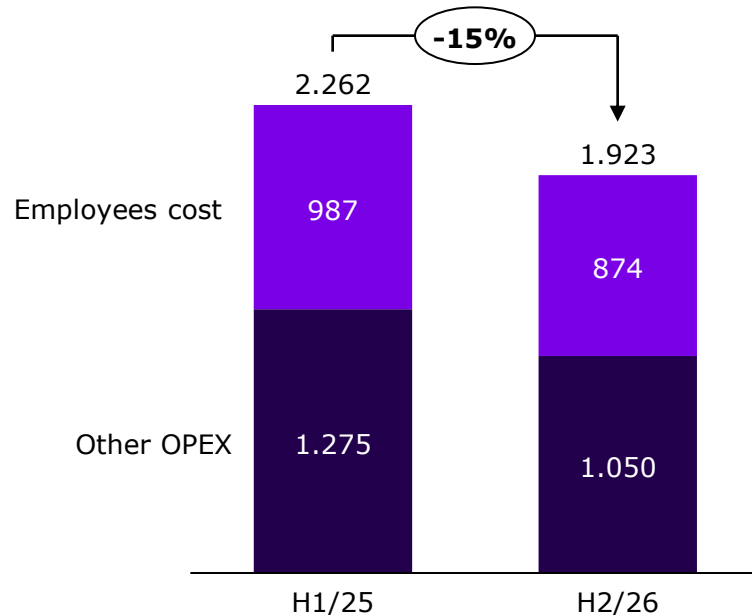
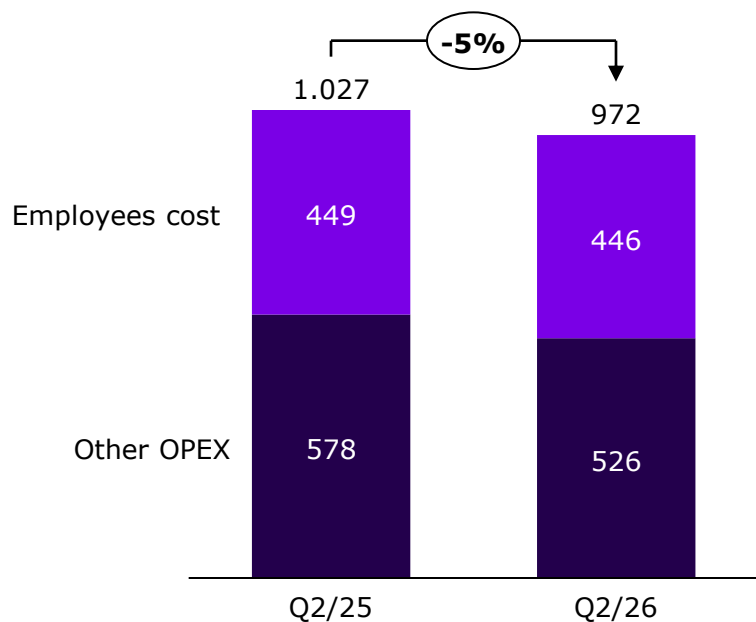


■ Diabetes
■ Partnerships
■ Other
 Insulin

₹ in Mio

Operating expenses* | 2025-2026

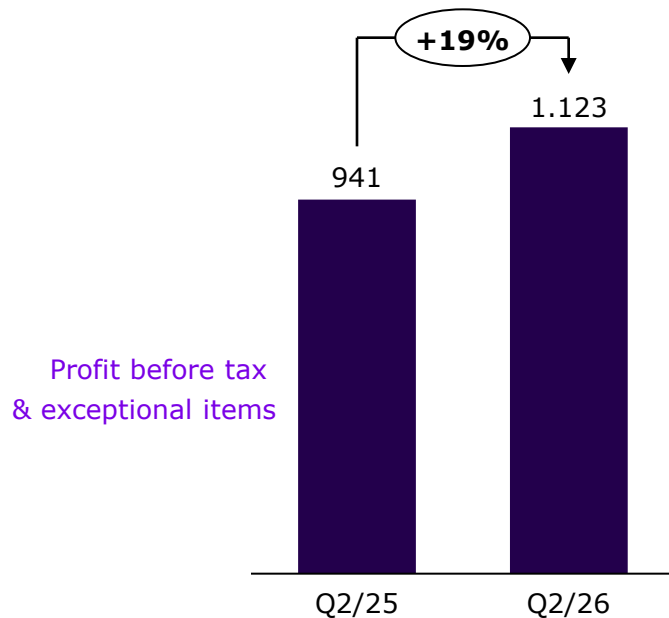
Increase focus on financial discipline & optimization



Profit before tax & excep items | 2025-2026

₹ in Mio

Double digit Profitable growth

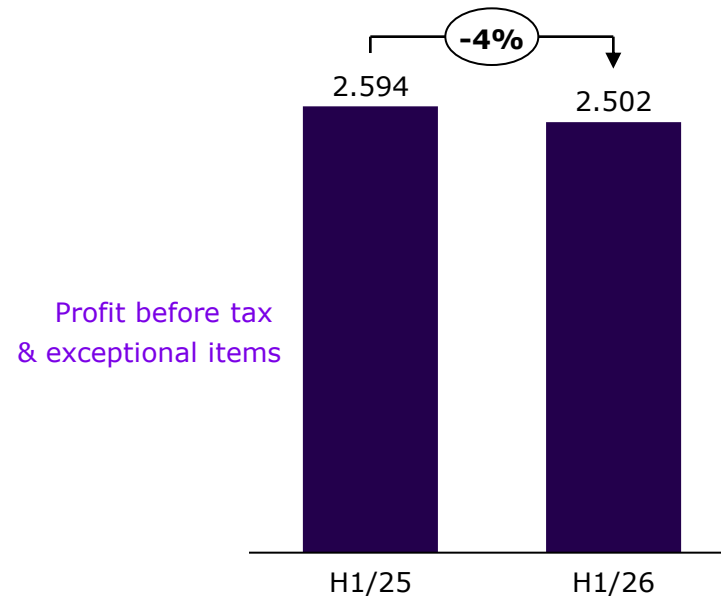


% Net sales

24%

27%

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% Net sales

29%

29%

Continued *progress* and clear *priorities*

	<i>People</i>	<i>Execution</i>	<i>Business</i>	<i>Financials</i>
Decisions	• Building right capabilities with Leadership changes and focus	Transformed business model Strategic transformation complete - focus on Insulin & winning partnership model for legacy brands	• Future Ready Go-To-Market Capabilities	• 2026 marks a year of acceleration for diabetes business unit with 17% Gr in 1H'26 : modernized our business model supporting sustainable, profitable growth
Priorities and focus	• AI Samvaad: AI readiness	• Delivering results today: Strong execution driving growth and significant margin expansion through operational excellence • Positioned for tomorrow: Future-ready capabilities position SIL to capture India's high-growth diabetes opportunity	• Customer Centric Approach • AI enabled initiatives • Innovative Customer Journey Orchestrations	• Diabetes BU 17% Growth • Partnership stabilizing while headwinds in export business • Strong Q2 with 19% Profit Before Tax driven by the business & OPEX efficiency through

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