



26th February 2026

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 19th February 2026, informing about the scheduling of Investor / Analysts Call for Financial Results update for the quarter and year ended 31st December 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 Vala
Company Secretary & Compliance Officer
Membership No: A18246

Encl: as above

sanofi



Sanofi India Limited

Investors call Q4/25

26th February 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*

sanofi

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

New organization focused on growing Insulin franchise with customer-centric, digitally & AI empowered capabilities

Partnership model

To grow our legacy portfolio in CV, CNS & OAD*

Financial Performance

Domestic sales **Flat for 2025**

FY +1% Profit Before Tax driven by the business & OPEX efficiency through

- Diabetes Franchise Momentum
- Partnership Model as per expectation

Transforming Diabetes Business for Sustainable & Profitable Growth

1



*Win with Portfolio
(Basal and Premix)*



Market leader: 31% MS
Volume acceleration: +6%



Preferred 2nd gen basal
insulin (*)



Market shaping to
accelerate Reach (**)

2



Market Expansion

Tapping the potential of
Public Sector

Digital Outreach
(Tier II/III)

3



*Future Ready Go-To-
Market Capabilities*

Customer Centric
Approach

AI enabled initiatives

Innovative Customer
Journey Orchestrations

Diabetes R&D Studies and Pipeline

LANDMARC RWE Study



Scientific evidence dissemination and KOL advocacy to address unmet need in India.

Real-world 3-years longitudinal study across 382 sites and N = 6236, to determine the occurrence of diabetes complications, glycemic control, and treatment patterns in the routine clinical practice over a period of 3 years

Soliqua RWE Phase IV study



Achieved major milestone of **Last Patient In** on 12 December 2025 with recruitment of **105** patients across **9** sites in India.

To evaluate the safety and efficacy of iGlarLixi in obese adults with uncontrolled T2D despite treatment with Metformin +/- OADs and/or basal insulin during 24 weeks of the treatment period

Potential Molecules in Pipeline

<i>Teplizumab</i>	CD3 mAb	Type 1 diabetes, stage 3 (US)
-------------------	---------	-------------------------------

<i>Brivekimig</i>	TNF α OX40 L Nanobody@VHH	Type 1 diabetes, stage 3
-------------------	----------------------------------	--------------------------

<i>Frexalimab</i>	CD40 L mAb	Type 1 diabetes
-------------------	------------	-----------------

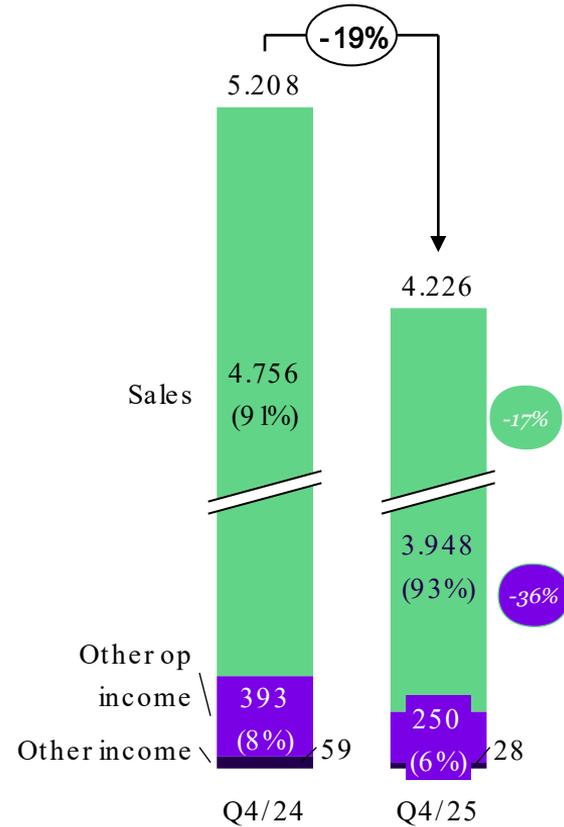
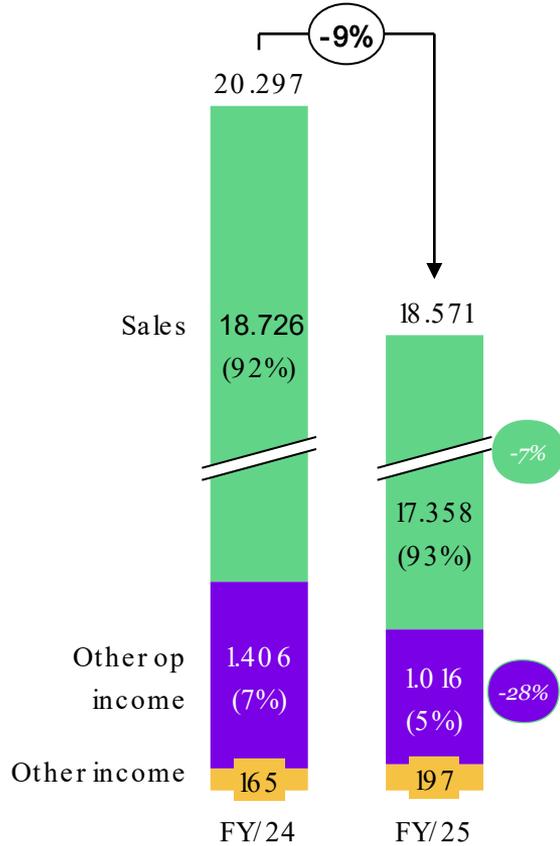
Novel Pens and Digital Solutions critical for the future of insulins at Sanofi



Total income YTD December/2025

Total income Q4/2025

₹ in Mio



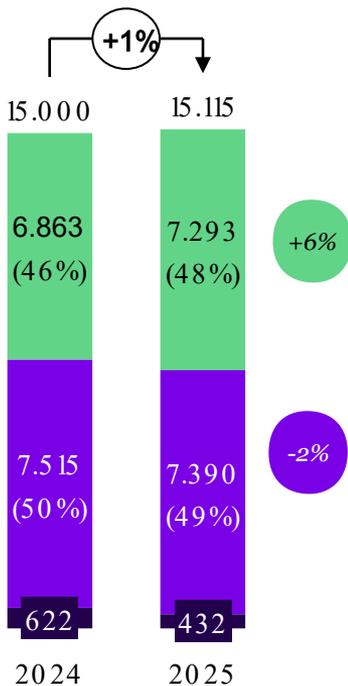
- Other op income: Mainly services
 - Other income: Mainly Interest on deposit & FX gain

Net sales YTD December/2025

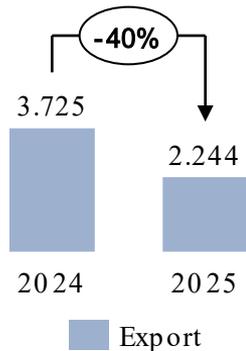
Net sales Q4/2025

₹ in Mio

Domestic Sales



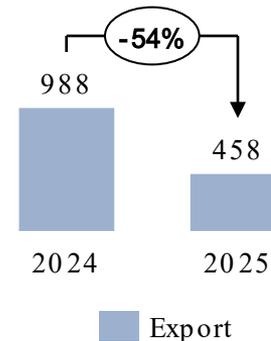
Export Sales



Domestic Sales



Export Sales



■ Diabetes Insulin
 ■ Partnerships
 ■ Other

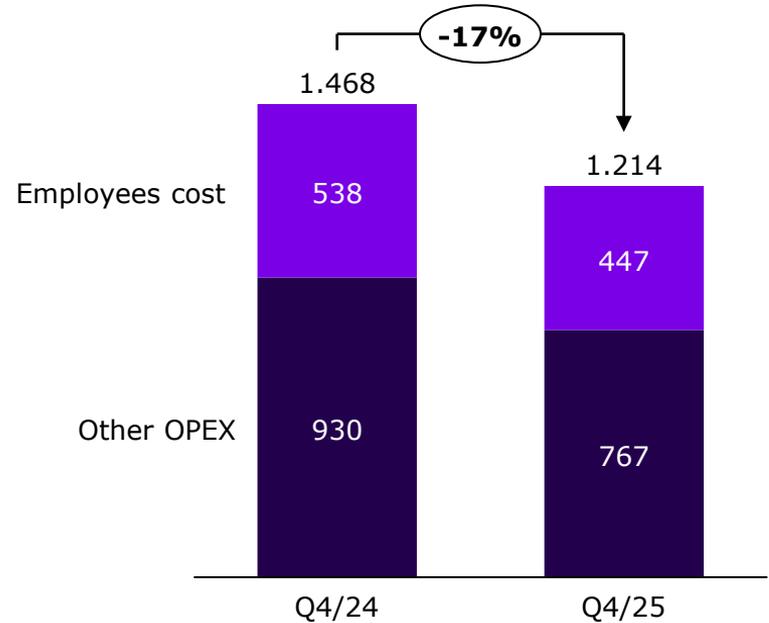
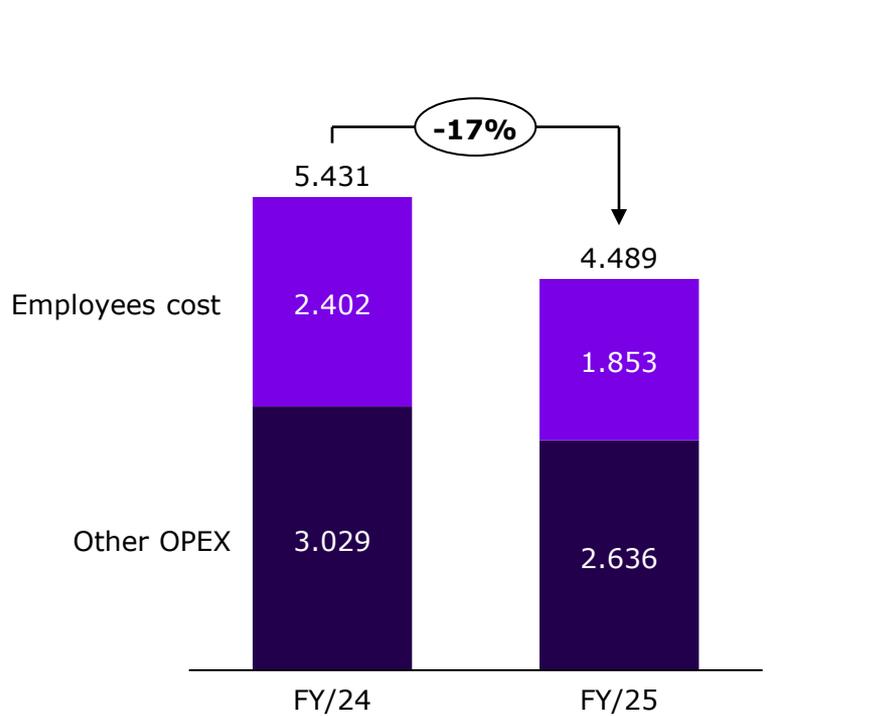
■ Diabetes Insulin
 ■ Partnerships
 ■ Other



Other: is mainly related to Consumer health business in 2024

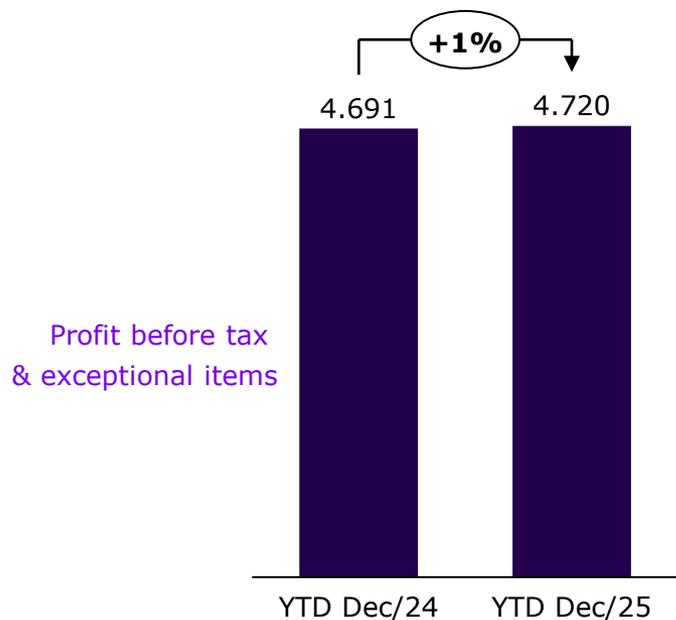
Operating expenses* | 2024-2025

17% reduction in the quarter & Full year Vs 2024



Profit before tax & excep items | 2024-2025

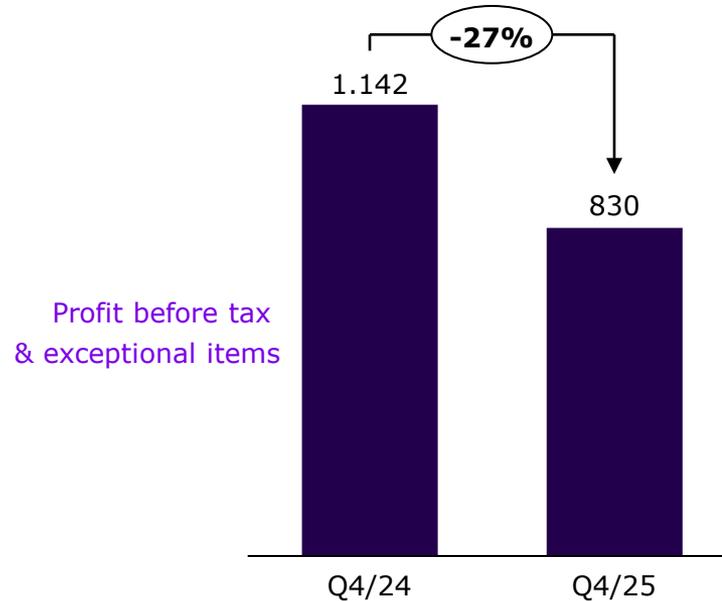
₹ in Mio



% Net sales

25%

27%

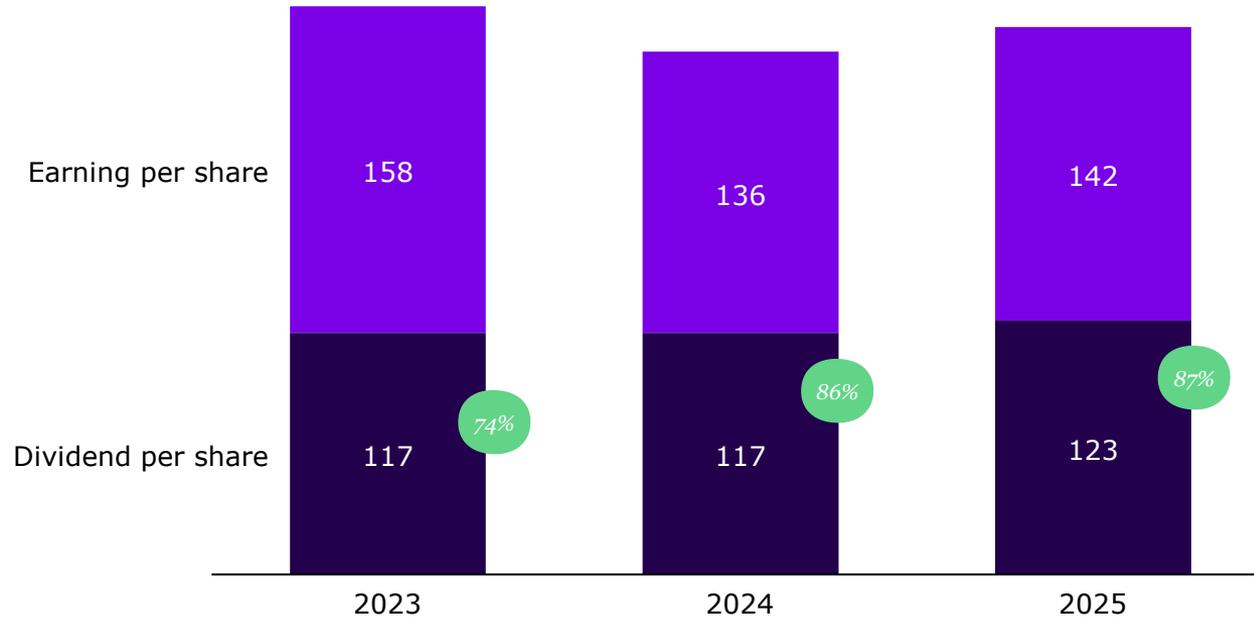


% Net sales

24%

21%

Dividends proposal for the General assembly: **+5%** Vs 2024



CSR Initiatives – 2025 Update: *Reaching out and building stronger communities*



Kids & Diabetes in Schools

- Education & engagement initiative for diabetes awareness
- Expansion in Uttar Pradesh
- Sakhar Free Shukrawar & STEP continue in Goa
- **2025 reach**
 - 1,200+ schools
 - 1,250+ teachers
 - 232,000+ students



Mobile Medical Units

- Health awareness, Non-Communicable Diseases screening & timely referrals
- 21 MMUs operate across 11 districts in Maharashtra
- 1.1 mn beneficiaries reached since 2022
- **2025 impact**
 - 6,000+ camps conducted
 - 332,000+ beneficiaries



Humanitarian Aid

- Timely support to families & communities affected by floods in Himachal Pradesh by providing essential equipment and health & hygiene kits



Volunteering Week

- Supporting Health, Wellness & Access to Care for vulnerable
- Inclusive Communities
- Planet Care
- **2025 impact**
 - ~270 participants
 - ~750 volunteering hrs
 - 10+ cities

Sanofi India Limited

Pivotal transformation to position ourselves for sustainable, profitable growth



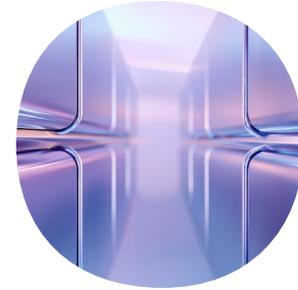
*Transformed
Business Model*

Strategic transformation complete - focus on Insulin & winning partnership model for legacy brands



*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

Thank
you

sanofi