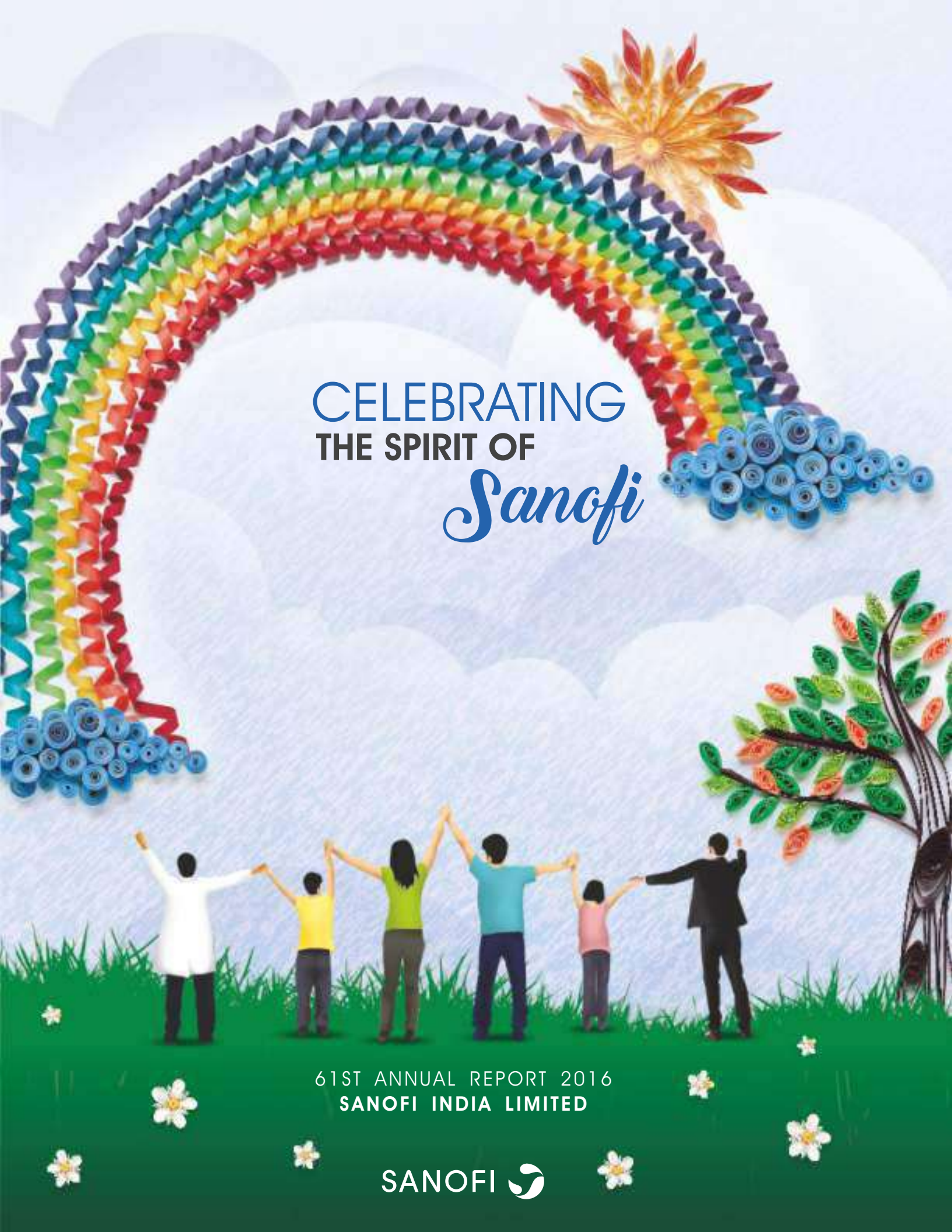

CELEBRATING
THE SPIRIT OF
Sanofi
61ST ANNUAL REPORT 2016
SANOFI INDIA LIMITED
SANOFI

Foreword

CELEBRATING
THE SPIRIT OF
Sanofi

This year, as your Company celebrates its 61st year, we continue to dedicate ourselves towards providing the best healthcare solutions.

The spirit of Sanofi is the ***ambition*** to go beyond the ordinary and consistently provide the best healthcare support. The spirit of ***compassion*** towards patients, helping them fight health challenges. The spirit of ***positivity*** for a healthy tomorrow. The spirit of ***unity*** to understand and find solutions to healthcare needs and finally the spirit of ***perseverance*** to keep going on, reaching higher with a 'never give up' attitude.

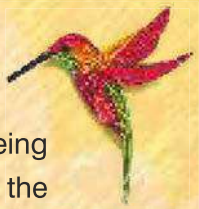
It is this spirit of Sanofi that is ingrained in our people who work passionately, every day, as a healthcare partner, keeping the patient at the core of all our actions.

This year, we have used the art of quilling, to create a distinct look in this financial compendium. Quilling is a paper filigree artistry of the Georgian and Regency periods, dating back 100 years, originally used to decorate cards and book covers. This art form involves strips of paper, coiled together, creating a unique design.

This 61st Annual Report is an ode to the coming together of the distinctive spirits that make Sanofi, the Company that cares.

Read on to learn about your Company's accomplishments and performances in 2016.

CELEBRATING THE SPIRIT OF *Ambition*



Fortune favours the bold. Sanofi thrives on the pursuit of being go-getters whilst being ambitious to set great standards in the Indian healthcare segment. With dynamism and zest, we aim to forge ahead to make a qualitative difference in the lives of patients.

CELEBRATING THE SPIRIT OF *Ambition*

"Ambition is enthusiasm with a purpose"

- Frank Tyger

There is no greater purpose than helping people lead a better quality of life. This purpose is the raison d'être of your Company's existence. Sanofi India's ambition is fuelled with the enthusiasm and commitment to provide better treatment options to patients, medicines of excellent quality and to convey scientific knowledge more efficiently to doctors - our customers.

Furthermore, your Company has aligned itself with India's healthcare needs and thus, embodies the spirit of a much larger ambition for the future of our country's health.

'Small' is the next 'BIG'- Reinventing convenience for patients

Patients are at the centre of everything that your Company does. Sanofi India has set a milestone with the launch of **Allegra® reduced mass tablets** (RMT). For the first time Allegra® (120/180 mg) is now being presented to healthcare practitioners in India in a size that is 40% smaller than before. Now, Allegra® RMT is both lighter and smaller than it was before, making it more convenient for patients.

These tablets of 120 mg and 180 mg are now far more customer-friendly, making it easier to swallow, particularly for women and the elderly.

The ambition of your Company is thus to benefit people through innovation.

DePURA™ Kids - The new age sunshine for kids

Vitamin D deficiency is widespread in India leading to a need for aggressive supplementation amongst infants up to the first twelve months. Vitamin D deficiency could lead to bone pain and muscle weakness amongst other serious illnesses.

With expertise in the consumer healthcare segment, your Company identified an opportunity and entered the 'sunshine' market of vitamins and mineral supplements. Sanofi India launched DePURA™ Kids, India's first paediatric Vitamin D formulation.

There are several Vitamin D formulations in India, but DePURA™ outshines the others with its unique Aqueol Nano technology that facilitates better absorption, bioavailability and compliance.

Social Media Connect - Collective learning for Cardiologists

In an era of information overload and shortage of specialists, doctors are hard-pressed to spend quality time with patients and also catch-up on the latest developments in their field. So, Sanofi India devised and delivered scientific content to reach over 1,35,000 doctors in India via a microsite - **CardioConnect**.

Your Company posts live case studies, latest updates and articles on cardiovascular diseases and exclusive video interviews with renowned cardiologists.

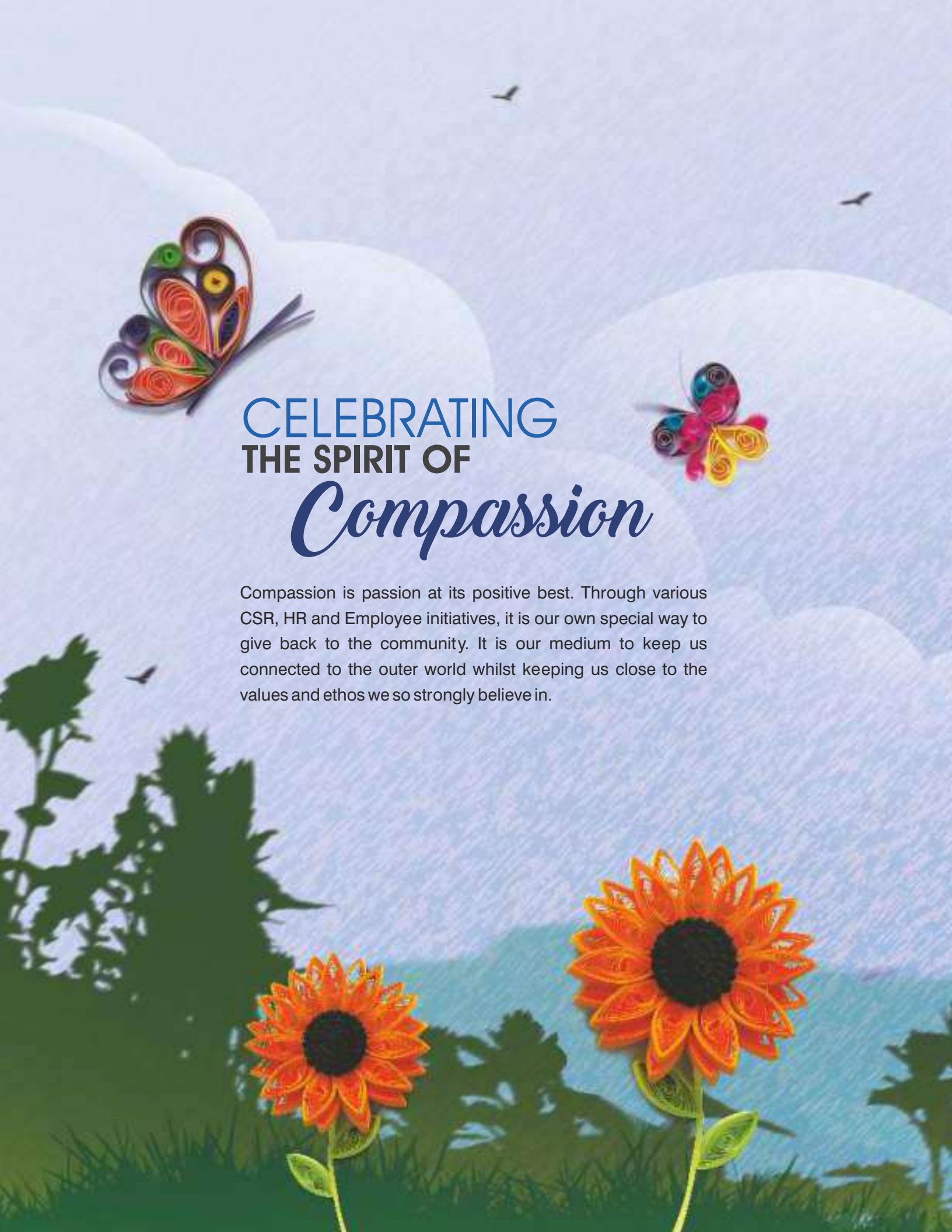
CardioConnect has very quickly become a popular platform for practicing cardiologists who exchange information and learning with their peers, thereby helping them upgrade their knowledge and skills to have even better medical outcomes.

Making India future-ready

With an aim to promote academic excellence and research in pharmaceuticals and consumer healthcare products, your Company has signed a Memorandum of Understanding (MoU) with the National Institute of Pharmaceutical Education and Research (NIPER), Kolkata.

Sanofi India will assist NIPER Kolkata to foster students who are ready to enter the pharmaceutical industry. Your Company will provide NIPER Kolkata's MS/Ph.D students with opportunities at manufacturing sites for internship or project work, ensure association of R&D heads with dissertation work, provide career growth opportunities and undertake collaborative research activities in identified areas.

This partnership represents a new era of academic-industry collaboration for capacity building and will go a long way in meeting India's healthcare challenges in the future.



CELEBRATING THE SPIRIT OF *Compassion*

Compassion is passion at its positive best. Through various CSR, HR and Employee initiatives, it is our own special way to give back to the community. It is our medium to keep us connected to the outer world whilst keeping us close to the values and ethos we so strongly believe in.

CELEBRATING THE SPIRIT OF *Compassion*

"If you want others to be happy, practice compassion. If you want to be happy, practice compassion"

- Dalai Lama

Life is a hard battle and the compassion and empathy that every employee at your Company feels for patients, motivates them to continually make efforts in helping patients fight their health challenges, whether lifelong or transitory.

Piloting diabetes care in rural Pune

India has far too many people with diabetes, several of whom reside in rural areas without adequate access to primary healthcare.

In 2016, your Company piloted an initiative for diabetes management called 'Diabetes with Dignity' to empower community health workers in rural areas near Baramati in Pune district.

This initiative, in partnership with Chellaram Diabetes Institute and the Public Health Foundation of India, is actually a study on the impact of intervention via ASHA (Accredited Social Health Activists in the villages) workers who identify and screen adults for diabetes and to refer people with high risk to an Auxiliary Nurse Midwife (ANM) at public health centres.

When the study is completed, it will help channelise compassion into joint action by stakeholders to truly benefit rural communities, helping them exercise their right to healthcare.

Team Ankleshwar shows the eco-friendly way

A conscious effort to care for the environment reaps resounding results! This was demonstrated effectively by your Company's chemical plant at Ankleshwar. The waste water treatment was posing several challenges like frequent down time, production delays, and high steam and energy consumption, leading to increased costs. The team at the manufacturing plant took charge and effectively solved the problem by redesigning the system. Now, they have successfully managed to lower the operating cost and also reduce the environmental impact.

The efforts and results were well recognised, with the second place award in the category of 'Energy and Environment' at a felicitation event by the parent company in Paris.