



Empowering Life

62nd Annual Report 2017
SANOFI INDIA LIMITED

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Empowering Life

Life is a health journey. And like every journey, it has its ups and downs. During trying times, a right partner can make all the difference. Your Company has been a **trusted health journey partner for 62 years.**

Generations of Indians have turned to us whenever they faced health challenges. We work passionately, everyday, to understand and solve their healthcare needs. We enable and support people during their health challenges, so they can continue to live life to its complete potential.

Sanofi is about **Empowering Life.**

Empowering Life demonstrates our commitment to stand besides millions of people who face health challenges and dedicate ourselves **towards providing the best healthcare solutions.** For over six decades, your Company has strived to transform innovations into solutions that empower people to lead a healthier life, every day.

This 62nd Annual Report highlights how your Company has been a catalyst in **Empowering Life for millions of people** who rely on us for their healthcare needs by living and demonstrating the values of **Courage, Teamwork, Respect and Integrity.** Read on to find out more about your Company's highlights and performances in 2017.

Empowering Life

Reducing the gap in public health

Two out of three Indians die of Non-Communicable Diseases (NCD) like diabetes, heart disorders and cancer.

To reduce this burden, the Indian government has established NCD cells across the country to counsel people and bring about a behavioral change. For a program of this magnitude to be truly effective, active participation from private sectors and civil society is essential.

As a health journey partner, Sanofi has entered into a public-private partnership with the Government of Maharashtra and has extended our **Saath 7** expertise to train doctors**, nurses and counselors at the NCD cells across all 35 districts of the State.

We have trained **over 400 healthcare personnel** till date. Additionally, **Sanofi is creating awareness about preventing NCDs through posters and hoardings in 6,500 State hospitals.**

*Saath7** India's one of the largest and longest-running diabetes patient support programs*



Making life better for kids with diabetes

Imagine for a second, the life of a child with type-1 diabetes - multiple insulin injections every day, a restricted diet, and monitoring blood glucose levels - all to lead a normal life! Add to this, most people are unable to understand the child's distressing condition, be it teachers and friends in schools or society at large, leading to social exclusion and psychological impact.

Today, India has over 149,000 children with type-1 diabetes.

As a health journey partner, Sanofi launched Kids and Diabetes in Schools (KiDS) through which **more than 1,400 teachers** and **10,000 students across India** have been trained on ways to support children with type-1 diabetes.

Fighting against allergies due to pollution

3 out of 10 people in India suffer from allergies that significantly impact their quality of life.

Air pollution is one of the leading causes of allergies. Exposure to pollution increases organ hyper-responsiveness and triggers episodes of allergies, resulting in more serious respiratory disorders.

As a health journey partner, Sanofi launched **#Resolutionagainstpollution**, an awareness campaign to educate people about how pollution triggers allergies, precautions to take to avoid it, and self-care advice for people suffering from allergies.

As part of the campaign, Sanofi developed an **action plan with over 10,000 doctors** to fight pollution and reduce cases of allergies. Through our partnership with the National Association of Otolaryngologists & Pulmonologists and media, we were able to **create awareness among millions of people in India**. Strengthening our resolution, we went a step further and **planted 7,500 non-allergenic trees across country**.



Managing Director's MESSAGE



N. RAJARAM Managing Director

N. Rajaram took over as the Managing Director of Sanofi India Limited with effect from January 1, 2018. He has over 20 years of diverse experience in consumer goods and services industries with organizations such as Hindustan Unilever and Bharti Airtel.

Under his leadership, Sanofi India has doubled the size of its diabetes business and established a foothold in the consumer healthcare sector, while significantly transforming its market operations.

N. Rajaram holds a Bachelor's degree in Engineering from the Birla Institute of Technology and Science, Pilani, and an MBA from the Indian Institute of Foreign Trade, New Delhi. He is also an alumnus of the Advanced Management Program at Harvard Business School.

Dear Shareholders,

I am honoured to reach out to you for the first time, via our annual report for 2017. Our aspiration is to be the most admired healthcare company in India, helping patients to receive high quality medicines and affordable healthcare solutions.

To realise our aspiration, we are committed to grow our business responsibly and ethically. We believe that we must continuously keep our patients at the centre of all that we do, bringing to them world class innovation and empowering lives in every area we touch.

Your Company had yet another year of good performance. We witnessed encouraging growth despite external challenges. Noteworthy amongst them, is the passing of the Goods and Services Tax (GST) bill and it being thrust into a 'less-cash' economy. Though a critical economic development for the country, it did cause transitory hardships. The domestic pharmaceutical sales growth dipped in 2017, as business was impacted by the GST (goods and services tax) roll-out, delayed product approvals and inclusion of more products under price caps. However, you would be proud to know that your Company has managed the arduous transition to the GST and sailed through these external challenges with minimal business disruption.

Overall, the pharmaceuticals market in India too showed encouraging trends. With a booming population of 1.3 billion, access to healthcare for all becomes crucial. The Government of India is taking initiatives to promote the pharmaceutical sector in India. The National Health Policy 2017, the Drug Price Control Order and the National Pharmaceutical Pricing Authority are all intended to improve affordability and availability of medicines. The newly-approved National Health Policy seeks to promote universal access to good quality healthcare services while ensuring that no one faces financial hardship, and to ensure that public hospitals provide universal access to a wide array of free drugs and diagnostics. It is indeed a laudable effort to improve accessibility and will help realize the vision of achieving universal health coverage and 'health for all' in India. India is amongst the fastest growing markets in the world and Sanofi India has made ambitious plans to capitalize on the opportunities. Your Company is likely to be in line with the market growth in its therapy areas and is committed to delivering high quality healthcare solutions for people across the country.

Your Company has a wide portfolio of therapeutic solutions across Diabetes & Cardiovascular diseases, Consumer Healthcare, Central Nervous System, Thrombosis, Anti-infectives, to name a few. You will be proud that four of our products feature amongst the top 100 pharmaceutical brands in the country – Lantus®, Combiflam®, Amaryl® and Allegra®. The products manufactured by the Company are distributed in India and exported to over 50 countries including Germany, Australia, UK, Russia and Italy.

I am delighted to share that in the area of CSR, your Company has developed several sustainable initiatives. Each year we further build upon our CSR commitment, through initiatives which are enthusiastically supported by our own employees. I am truly proud to share that for India's annual festival of giving – 'Daan Utsav', 730 employees dedicated 2880 hours towards building communities and engaged in activities with NGOs across 15 cities in India.

“Our aspiration is to be the most admired healthcare company in India, helping patients to receive high quality medicines and affordable healthcare solutions.”

Given that diabetes is growing in epidemic proportions in India, Sanofi India has broadened the parameters of its long running Diabetes Patient Counseling Program, 'Saath7', with a Public Private Partnership to benefit 20 million people across Maharashtra threatened with diabetes and other non-communicable diseases.

Of course, a lot more needs to be done. As a future ready organisation with sustained growth and development, we are building an organisation with the best talent and an inclusive approach that encourages diversity and gender balance. After all, what is a Company if not an amalgamation of a group of people driven by a strong value system and working towards the same goal?

In the coming years, India's pharmaceutical industry is set to grow, and with your Company's healthcare solutions, we are poised to grow our business and growth. Your Company endeavors to help people as their health journey partner to support them during their health challenges, so that they can live life to its complete potential.

I take this opportunity to express my heartfelt gratitude to each one of you for your support and commitment at all times. I wish you and your families the very best for 2018.

Yours sincerely,

N. Rajaram

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ATTENDANCE SLIP & PROXY FORM (Last page)

Celebrating Teamwork

Teamwork is the key that pushes the results from 'good' to 'great'. When a determined group of people come together, there is no stopping the magic that is unleashed from their collective effort. At Sanofi India, we are working with a single-minded focus of together empowering people's lives.

