



63rd Annual Report 2018

SANOFI INDIA LIMITED



Empowering Life



Empowering Life



Keeping Patients at the Heart

Health is a palette of colours with hues of highs and shades of lows. And, when there are darker shades on health, a right healthcare partner can help make all the difference. For over six decades, countless Indians have trusted Sanofi as their health journey partner when faced with health challenges.

Sanofi is truly **Empowering Life** – It is your Company's commitment to keep patients at the heart of everything that we do, to help them live life to its complete potential. This commitment is demonstrated by each member of your Company, and truly embodies the innate virtues of - being **Responsible**, bringing **Focus**, demonstrating **Passion** and exemplifying **Empathy** in all our actions.

This year, we have used colour theory, which is both a science and an art, to denote the key virtues that power every action of your Company, as we march along with millions of Indians on their health journey. We're **Responsible**, **Passionate**, **Focused** and **Empathetic** as an organisation, and the colors of **Blue**, **Red**, **Orange** and **Green** aptly emote these virtues.

This 63rd Annual Report highlights how your Company is Empowering Life and keeping patients at the centre of all its actions, through a vibrant, colorful depiction – a company that cares.

Read on to learn more about your Company's accomplishments and performance in 2018.



MESSAGE from the Managing Director

RAJARAM NARAYANAN

Dear Shareholders,

At the outset, I wish to thank all of you for the trust and confidence you have placed in the Company. With your support, your Company continues to excel in providing world class, innovative, accessible medicines to millions of patients in the country, and around the world.

In recent months, healthcare has received special attention in India. With *Ayushman Bharat*, India has taken a major leap towards providing universal healthcare. As this program reaches the implementation stage, we hope to see several public-private partnerships, which will result in better access to affordable, quality healthcare solutions to all Indians.

India continues to be amongst the fastest growing pharmaceutical markets in the world, with an operating environment that is dynamic and full of surprises. The industry has faced several headwinds

including the effects of the Goods & Services Tax (GST), bans on certain fixed dose combinations, and challenges on the policy front. Your Company has navigated this challenging environment commendably through agile initiatives, and excellence in execution, while keeping patients at the centre of all its activities.

You will be proud that your Company had yet another year of strong performance, delivering double-digit revenue growth in the year under review. In 2018, we introduced new innovative medicines that strengthened our presence in key therapy areas. We continued to increase awareness and availability of our strong diversified portfolio in diabetes, cardiology, central nervous system diseases, thrombosis, respiratory and anti-infectives. Our robust manufacturing footprint provided strong support to our ambition, as our sites delivered world class medicines for domestic and international markets. †The exports operations hold a special place in your Company, delivering quality healthcare solutions to over 50 international markets. India is destined to be a leading centre for drug

manufacturing, and your Company is well placed to play an important role in this journey.

Technology has become a key disruptor and differentiator in healthcare. Your Company has introduced several digital initiatives to reach more patients and doctors, creating awareness of diseases and enhancing capability of healthcare practitioners. Our pioneering patient support programs leverage digital technology for delivering better health outcomes. Your Company is also rapidly digitising all commercial and manufacturing operations, receiving strong support from Sanofi's global expertise.

As a health journey partner, our purpose is *Empowering Life*, bringing value to society by protecting, enabling and supporting people facing health challenges through our drug treatments and healthcare initiatives. Your Company firmly believes in making a positive contribution to our communities, and giving back to society. I am proud that in 2018 your company expanded its commitment to Corporate Social Responsibility (CSR) through various programs in awareness, education, and employee volunteering, some of which have been developed and executed in partnership with the State and Central Government. Your Company places the highest emphasis on safety and responsible ethical practices. Our employees and partners are continuously engaged in living the values of Sanofi, through education, training and strong governance.

Our employees remain our pride - with their dedication and commitment to make a difference to millions of patients. Our global employee surveys have revealed exceptionally high engagement scores, with a majority of our employees extremely proud to work with Sanofi. We continue to accord the highest importance to employee welfare, and implement progressive practices like flexible working hours for our people. Your Company has put in place a transformational roadmap for human resources. We are committed to building a future-ready organisation, driven by purpose and

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Your Company has had yet another year of strong performance, delivering double digit revenue growth.

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attractive to millennials and the talent of the future. The Company places highest priority on promoting diversity, inclusiveness and gender balance.

Today, we are living in exciting times. While there are uncertainties, your Company has always adapted to rise to the challenges and seize the opportunities. With the support of our partners and stakeholders, we will continue to work passionately, every day, to understand and solve the healthcare needs of people. India holds a special place for the Sanofi group, and we are privileged to receive their global expertise and support at every stage.

Once again, I take this opportunity to thank every shareholder for your support at all times, in the progress and development of your Company. I also express my gratitude to the employees of the Company for their unwavering commitment to the values of Sanofi, and for their relentless perseverance to make sure that every person gets the gift of good health.

My best wishes to you and your families for a happy and healthy 2019.

Yours sincerely,

Rajaram Narayanan

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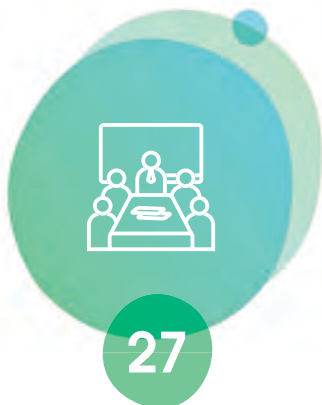
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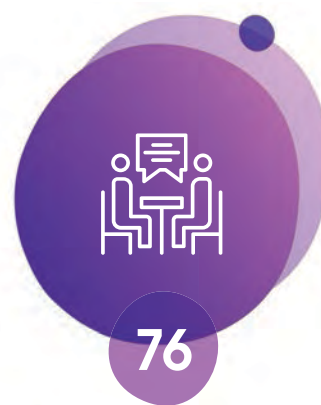
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Auditors' Report



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Responsible

Actions count more than words. They help build trust and earn confidence; both that can only be earned, not bought. At your Company, acting responsibly means living up to the highest ethics and transparency, complying with top standards of safety and quality, and providing equal opportunities to all.

It is all about supporting people responsibly during their health challenges, so they can continue to live life to its complete potential.

Fit to fight the fake

Brands across the globe are facing the menace of fake news today. It is common for people to trust the internet for information.

So, when your Company's trusted and India's largest selling pain relief brand - Combiflam® became the victim of misleading social media messages questioning its safety and efficacy, your Company decided to counter it in a responsible manner.

While every person experiences pain at some point, a majority of them self-medicate or seek information on the Internet, which, if untrue, can be dangerous and misleading. Hence, your Company has taken the lead by launching a pain education campaign to help people find credible information on the web to manage pain effectively. As a first step, a series of videos by doctors and pain experts, on a dedicated YouTube channel called 'Pain Clinics', was launched. This was to generate awareness and



educate people, so that they can understand and treat pain in an informed and responsible manner. A large number of people have already benefitted from this initiative.

As a responsible health journey partner, your Company is committed to stand by its patients, and empower the lives of millions of people who rely on us for a healthier, fuller life. •

