



12th February 2018

The Secretary
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

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

Press Release - Sanofi launches new insulin Toujeo™ in India

Dear Sirs,

We enclose herewith a copy of press release on the above subject, contents of which are self-explanatory for your information and records.

Thanking you,

Yours sincerely,
SANOFI INDIA LIMITED



GIRISH TEKCHANDANI
COMPANY SECRETARY



Sanofi launches new insulin Toujeo™ in India

- *TOUJEO™ is a once daily, long-acting basal insulin used to control blood sugar in adults with type 1 and type 2 diabetes*
- *Diabetes continues to be one of India's biggest health challenges: 73 mn¹ people in the country, 1 in every 12 people in Maharashtra² with diabetes*

Mumbai, Feb 12, 2018: Sanofi India continues to deliver breakthrough medicines for the management of diabetes with the launch of its new product - Toujeo™, the next generation basal insulin. Toujeo™ is a once-daily, long-acting basal analog insulin that improves glycemic control in adults with type 1 and type 2 diabetes.

Low blood sugar, or hypoglycemia is a constant fear amongst people on insulin. Toujeo™ has demonstrated that it effectively lowers blood glucose, while minimizing the risk of hypoglycemia. It works by slowly releasing small amounts of insulin to provide continuous glucose-lowering activity that lasts beyond 24 hours. With its stable and flat/peak-less action profile, Toujeo™ reduces glycemic variability, i.e. the daily highs and lows that people with diabetes on insulin may experience.

The product also comes with an impressive MY COACH patient support program (offered free to patients prescribed Toujeo™). This patient support program provides six comprehensive months of hand-holding patients through their treatment journey - tips on diet and lifestyle, training on injection techniques, sugar monitoring and more, via a mix of telephonic and in-person sessions. MY COACH will be offered under Sanofi's *Saath-7* initiative, the longest

¹ IDF Atlas 8th Edition 2017

² Prevalence of diabetes and prediabetes in 15 states of India: results from the ICMR-INDIAB population-based cross-sectional study: Ranjit Mohan Anjana et al, Lancet Diabetes Endocrinol 2017. Accessible at [http://www.thelancet.com/pdfs/journals/landia/PIIS2213-8587\(17\)30174-2.pdf](http://www.thelancet.com/pdfs/journals/landia/PIIS2213-8587(17)30174-2.pdf)



running patient support program in India, which has serviced more than 4,12,000 people with diabetes on insulin till date.

N. Rajaram, Managing Director, Sanofi India, said, "At Sanofi, it is our continuous endeavor to expand our product portfolio and to offer newer healthcare solutions to people in the therapy areas such as Diabetes & Cardiovascular Diseases, Consumer Healthcare, Central Nervous System, Thrombosis, Anti-infectives, to name a few. For over ten years, we have been supporting people with diabetes through an integrated care approach with our comprehensive diabetes management portfolio of differentiated products and services, to help meet their treatment goals. As a health journey partner, Sanofi understands the challenges of people with diabetes. Toujeo™ is an extension of Sanofi's continued product innovation and complements the portfolio by maximizing the patient's comfort and safety. The launch of Toujeo™ reaffirms our strong commitment of expanding Sanofi's portfolio and to drive better diabetes management in India."

Oral drugs remain the mainstay and first line of treatment for diabetes. However, in time, many people with diabetes find that these drugs alone are not sufficient to control blood sugar and they may eventually need to include insulin as part of their diabetes management.

Dr. Mubarak Naqvi, Medical Head of Insulins, Diabetes and Cardiovascular Franchise, GEM Business Unit, Sanofi, said, "Basal insulins are considered the most convenient option for initiating people with diabetes on insulin. Being an ultra-long acting basal insulin, with its action lasting beyond 24 hours, Toujeo™ not only meets a patient's basal insulin needs for a whole day, but also reduces blood sugar fluctuations for a smooth and predictable control. Patients usually fear the risk of hypoglycemia with insulins, but Toujeo™ has demonstrated a low hypoglycemia inducing risk, both during the night and daytime. Doctors can now confidently prescribe this advanced formulation of insulin for patients to have an optimized insulin experience."

Toujeo™ was first approved in 2015 in the United States and since then, has been approved in over 65 countries worldwide. Toujeo™ is a prescription drug and is available in the newly



designed SoloSTAR® pen. It is a simple and easy to use pre-filled pen and contains 50% more insulin than the Lantus® pen (450U in Toujeo™ SoloSTAR®, as compared to 300U in Lantus® SoloSTAR®)

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ABOUT TOUJEO™

- Toujeo™ is a once daily, long-acting insulin used to control high blood sugar in adults with type 1 and type 2 diabetes.
- It offers gradual and prolonged insulin release for more than 24 hours.
- It has a low risk of hypoglycemia and blood glucose variability.
- It comes with a dosing flexibility of +/- 3 hours.
- These key characteristics together allow for redefined control, giving patients an optimized insulin experience.
- Toujeo™ contains insulin glargine which has proven long-term cardiovascular safety.
- It is available in a simple and easy to use pre-filled pens of 450U in Toujeo™ SoloSTAR®.

About Sanofi - <http://en.sanofi.com/>

Sanofi, a global healthcare leader, discovers, develops and distributes therapeutic solutions focused on patients' needs. Sanofi is organized into five global business units: Diabetes and Cardiovascular, General Medicines and Emerging Markets, Sanofi Genzyme, Sanofi Pasteur and Consumer Healthcare. Sanofi is listed in Paris (EURONEXT: [SAN](#)) and in New York (NYSE: [SNY](#)).

Sanofi Forward-Looking Statements

This press release contains forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995, as amended. Forward-looking statements are statements that are not historical facts. These statements include



projections and estimates and their underlying assumptions, statements regarding plans, objectives, intentions and expectations with respect to future financial results, events, operations, services, product development and potential, and statements regarding future performance. Forward-looking statements are generally identified by the words "expects", "anticipates", "believes", "intends", "estimates", "plans" and similar expressions. Although Sanofi's management believes that the expectations reflected in such forward-looking statements are reasonable, investors are cautioned that forward-looking information and statements are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond the control of Sanofi, that could cause actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. These risks and uncertainties include among other things, the uncertainties inherent in research and development, future clinical data and analysis, including post marketing, decisions by regulatory authorities, such as the FDA or the EMA, regarding whether and when to approve any drug, device or biological application that may be filed for any such product candidates as well as their decisions regarding labelling and other matters that could affect the availability or commercial potential of such product candidates, the absence of guarantee that the product candidates if approved will be commercially successful, the future approval and commercial success of therapeutic alternatives, the Group's ability to benefit from external growth opportunities, trends in exchange rates and prevailing interest rates, the impact of cost containment initiatives and subsequent changes thereto, the average number of shares outstanding as well as those discussed or identified in the public filings with the SEC and the AMF made by Sanofi, including those listed under "Risk Factors" and "Cautionary Statement Regarding Forward-Looking Statements" in Sanofi's annual report on Form 20-F for the year ended December 31, 2015. Other than as required by applicable law, Sanofi does not undertake any obligation to update or revise any forward-looking information or statements.

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