



7<sup>th</sup> November 2016

BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai 400001

National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> Floor,  
Plot No.C/1, G Block,  
Bandra Kurla Complex  
Bandra (East), Mumbai 400051

Scrip Code: 500674

Scrip Code: SANOFI

Dear Sirs,

Re: Unaudited Financial Results for quarter ended 30<sup>th</sup> September 2016

We enclose herewith the Unaudited Financial Results of the Company for the quarter ended 30<sup>th</sup> September 2016 which were approved by the Board of Directors at its meeting held today.

The Board meeting commenced at 3.30 p.m. and concluded at 5.35 p.m.

As required by Regulation 33 (3) (c) (i) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we also enclose herewith the Limited Review Report.

Thanking you,

Yours faithfully,

SANOFI INDIA LIMITED

K.SUBRAMANI  
COMPANY SECRETARY

Encl: a/a

# **S R B C & CO LLP**

Chartered Accountants

14th Floor, The Ruby  
29 Senapati Bapat Marg  
Dadar (West)  
Mumbai-400 028, India  
Tel : +91 22 6192 0000  
Fax : +91 22 6192 1000

## **Limited Review Report**

### **Review Report to The Board of Directors Sanofi India Limited**

1. We have reviewed the accompanying statement of unaudited financial results of Sanofi India Limited ('the Company') for the quarter and nine months ended September 30, 2016 (the "Statement"). This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited financial results prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

### **For S R B C & CO LLP**

**ICAI Firm registration number: 324982E/E300003**

Chartered Accountants



per **Vijay Maniar**  
Partner

Membership No.: 36738



Place: Mumbai

Date: November 07, 2016

# SANOFI INDIA LIMITED

Registered Office : Sanofi House, C.T.S No - 117-B, L & T Business Park, Saki Vihar Road, Powai, Mumbai 400 072.

Corporate Identity Number: L24239MH1956PLC009794

Tel no: (91-22) 28032000 Fax No: (91-22) 28032846

Website: www.sanofiindia.com Email: lg@sanofi.com

## UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2016

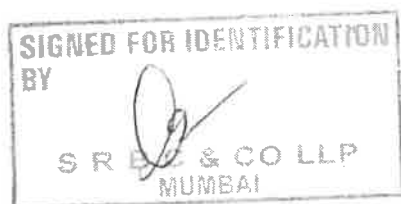
| PART I                                                                                                                                               |                                          |                                          |                                          |                                              |                                              | Rs. Million                           |
|------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------|------------------------------------------|------------------------------------------|----------------------------------------------|----------------------------------------------|---------------------------------------|
| Particulars                                                                                                                                          | Quarter ended<br>30.09.2016<br>Unaudited | Quarter ended<br>30.06.2016<br>Unaudited | Quarter ended<br>30.09.2015<br>Unaudited | Nine Months ended<br>30.09.2016<br>Unaudited | Nine Months ended<br>30.09.2015<br>Unaudited | Year ended<br>31.12.2015<br>(Audited) |
| 1. Income from Operations                                                                                                                            |                                          |                                          |                                          |                                              |                                              |                                       |
| (a) Net Sales (net of excise duty)                                                                                                                   | 5,828                                    | 5,653                                    | 5,528                                    | 16,544                                       | 15,269                                       | 20,493                                |
| (b) Other Operating Income                                                                                                                           | 414                                      | 427                                      | 330                                      | 1,222                                        | 975                                          | 1,438                                 |
| Total income from Operations (net)                                                                                                                   | 6,242                                    | 6,080                                    | 5,858                                    | 17,766                                       | 16,244                                       | 21,931                                |
| 2 Expenditure                                                                                                                                        |                                          |                                          |                                          |                                              |                                              |                                       |
| (a) Cost of Materials Consumed                                                                                                                       | 1,539                                    | 1,491                                    | 1,620                                    | 4,684                                        | 4,325                                        | 6,339                                 |
| (b) Purchase of stock in trade                                                                                                                       | 1,816                                    | 843                                      | 564                                      | 3,898                                        | 3,112                                        | 3,413                                 |
| (c) Changes in inventories of finished goods, work in progress and stock in trade                                                                    | (430)                                    | 467                                      | 468                                      | (429)                                        | 146                                          | 364                                   |
| (d) Employee benefits expense                                                                                                                        | 948                                      | 846                                      | 812                                      | 2,630                                        | 2,388                                        | 3,333                                 |
| (e) Depreciation and amortisation expense                                                                                                            | 300                                      | 300                                      | 290                                      | 901                                          | 834                                          | 1,130                                 |
| (f) Other expenses                                                                                                                                   | 922                                      | 963                                      | 975                                      | 2,775                                        | 2,811                                        | 3,891                                 |
| (g) Total Expenses                                                                                                                                   | 5,095                                    | 4,910                                    | 4,729                                    | 14,459                                       | 13,616                                       | 18,470                                |
| 3 Profit from Operations before other income, finance costs and exceptional items (1-2)                                                              | 1,147                                    | 1,170                                    | 1,129                                    | 3,307                                        | 2,628                                        | 3,461                                 |
| 4 Other Income                                                                                                                                       | 148                                      | 152                                      | 94                                       | 556                                          | 388                                          | 514                                   |
| 5 Profit before finance costs and exceptional items (3+4)                                                                                            | 1,295                                    | 1,322                                    | 1,223                                    | 3,863                                        | 3,016                                        | 3,975                                 |
| 6 Finance costs                                                                                                                                      | 3                                        | 7                                        | 1                                        | 11                                           | 3                                            | 4                                     |
| 7 Profit before tax and exceptional items (5-6)                                                                                                      | 1,292                                    | 1,315                                    | 1,222                                    | 3,852                                        | 3,013                                        | 3,971                                 |
| 8 Tax expense                                                                                                                                        | 486                                      | 462                                      | 497                                      | 1,387                                        | 1,161                                        | 1,594                                 |
| 9 Net Profit for the period before exceptional items (7-8)                                                                                           | 806                                      | 853                                      | 725                                      | 2,465                                        | 1,852                                        | 2,377                                 |
| 10 Exceptional item (net of tax)                                                                                                                     | -                                        | -                                        | -                                        | -                                            | 161                                          | 838                                   |
| 11 Net Profit for the period after exceptional items (9+10)                                                                                          | 806                                      | 853                                      | 725                                      | 2,465                                        | 2,013                                        | 3,215                                 |
| 12 Paid-up equity share capital (Face Value of Rs. 10 per share)                                                                                     | 230                                      | 230                                      | 230                                      | 230                                          | 230                                          | 230                                   |
| 13 Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year                                                          | -                                        | -                                        | -                                        | -                                            | -                                            | 16,004                                |
| 14 Earnings Per Share (EPS) before Exceptional items (Rs.)<br>(Basic and diluted EPS for the period, for the year to date and for the previous year) | 35.04                                    | 37.09                                    | 31.52                                    | 107.17                                       | 80.51                                        | 103.18                                |
| 15 Earnings Per Share (EPS) after Exceptional items (Rs.)<br>(Basic and diluted EPS for the period, for the year to date and for the previous year)  | 35.04                                    | 37.09                                    | 31.52                                    | 107.17                                       | 87.50                                        | 139.59                                |

SIGNED FOR IDENTIFICATION  
BY  
  
S R B & CO LLP  
MUMBAI

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**Notes:**

1. The above Results were approved by the Board of Directors of the Company at its Meeting held on November 7, 2016.
2. In accordance with Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company's Statutory Auditors have conducted a 'Limited Review' of the Financial Results for the quarter ended September 30, 2016.
3. The Board of Directors had declared an Interim Dividend of Rs.18 per Equity share of Rs 10 for the year ending December 31, 2016. The said Dividend was paid on August 16, 2016.
4. The Company has a single business segment namely 'Pharmaceutical Business'.
5. The figures for the previous periods have been re-grouped, wherever necessary.



November 7, 2016

**SANOFI INDIA LIMITED**

**SHAILESH AYYANGAR**

**MANAGING DIRECTOR**