

APOLLO HOSPITALS ENTERPRISE LIMITED

CIN : L85110TN1979PLC008035



30th September 2014

The Secretary,
Bombay Stock Exchange Ltd (BSE)
Phiroze Jheejheebhoy Towers,
Dalal Street,
Mumbai - 400 001.

Scrip Code - 508869
ISIN INE437A01024

The Secretary,
National Stock Exchange,
Exchange Plaza, 5th Floor
Plot No.C/1, 'G' Block
Bandra - Kurla Complex
Bandra (E)
Mumbai - 400 051.

Scrip Code- APOLLOHOSP
ISIN INE437A01024

The Manager
The National Stock Exchange,
Wholesale Debt Market
Exchange Plaza, 5th Floor
Plot No.C/1, 'G' Block
Bandra - Kurla Complex
Bandra (E)
Mumbai - 400 051.
ISIN INE437A07062,
INE437A07070,
INE437A07088
INE437A07093 &
INE437A07104

Dear Sir,

Please find enclosed a Press Release that is planned to be released today regarding collaboration between Apollo Hospitals and Sanofi on the launch of an integrated care program in India for people with diabetes.

You are requested to kindly take this on record.

Thanking you

Yours faithfully
For APOLLO HOSPITALS ENTERPRISE LIMITED

S M KRISHNAN
Sr. GENERAL MANAGER -FINANCE
& COMPANY SECRETARY

CC : The Secretary,
Luxembourg Stock Exchange,
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L-2011 Luxembourg.

Ref : ISIN US0376081065 - Rule 144a GDR
ISIN US0376082055 - Reg. S GDR

Securities and Exchange Commission
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File No. 82-34893

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Apollo Hospitals and Sanofi announce collaboration to provide an integrated care program in India for people with diabetes

- Jointly striving for 'disease-free' diabetes amongst patients in India
- Plan to set up 50 Sugar clinics in the *first* wave

New Delhi, 30th September, 2014 - Apollo Hospitals and Sanofi today announced their decision to collaborate on the expansion of Apollo Sugar Clinics, which provide integrated diabetes care programs in India. Through this collaboration, Apollo and Sanofi plan to leverage their respective expertise in diabetes to provide patients with access to comprehensive educational resources, treatment and care programs that can help patients better manage their diabetes. The first wave of this collaboration will focus on the establishment of 50 Apollo Sugar Clinics.

Non-communicable diseases (NCDs) are responsible for more than 36 million deaths each year with close to 80% of them being recorded in low and middle income countries. Further, the economic burden of NCDs in India is estimated to be greater than \$6 trillion, for the period 2012-2030. Diabetes, a prominent NCD, has afflicted close to 382 million people globally with India alone accounting for over 65 million people with diabetes and 77.2 million people diagnosed as being pre-diabetic. The number of people with diabetes in India is expected to rise to 109 million by 2035ⁱⁱⁱ.

In line with concentrated efforts towards controlling the burgeoning diabetes epidemic - both globally and in India, the Apollo Sugar Clinics endeavour is to make diabetes 'disease-free' by offering **easy access to an integrated diabetes care solution** within a clinical infrastructure, which **promotes early detection and treatment** of diabetes and associated complications, **strengthened by lifestyle management and behaviour change** programs. All these together can lead to better compliance with necessary treatments and potentially lead to better patient outcomes.

Commenting on the collaboration, **Dr. Prathap Reddy, Chairman – Apollo Hospitals Group** shared "Over the years, Apollo Hospitals has benchmarked global best practices in quality healthcare delivery with stringent alignment to approved standards and protocols. With the increasing burden of



diabetes in our society, we need to act quickly and with a sense of purpose to arrest the disease from claiming more lives. I am confident that through Apollo Sugar Clinics we will be able to offer patients advanced care and counselling that will help them better manage their condition. This is a good start towards improving the diabetes infrastructure in India and I am delighted to be partnering with Sanofi, a global leader in diabetes management. Our shared vision will shape a new approach to diabetes care that can benefit patients in India and other parts of the world."

"Sanofi has a heritage of nearly 100 years in developing treatments for diabetes and understands the impact that local expertise and innovative care models can have for patients who are managing their diabetes," said **Christopher A. Viehbacher, Chief Executive Officer, Sanofi**. "By joining together to expand the Apollo Sugar Clinics, Sanofi and Apollo are demonstrating our commitment to delivering a superior patient experience that offers support at various stages of the diabetes care journey and aims to reduce the burden of diabetes."

While the population of people with diabetes in India is very high, many patients are either unaware of their condition, or are poorly controlled. They need better awareness about the disease, its complications, management and must also have access to the latest treatment options. In this regard, **Sangita Reddy, Chairperson, Apollo Sugar and Joint Managing Director, Apollo Hospitals** said "Apollo has presented at the American Diabetes Association and been recognized for delivering clinical outcomes in managing diabetes, some of which were attempted and successful for the first time in India. However, we as a country are still battling to shed the image of being considered the diabetes capital of the world. We understand that a diagnosis of diabetes and the pursuit of necessary lifestyle changes can be daunting for patients. So our aim is to help patients get access to the right treatment and counseling for them to know that diabetes can be managed. At Apollo Sugar Clinics, a patient with diabetes has access to information, co-morbidities management, counselling, care and treatment. This really makes the transition much easier. We are keen to take Apollo's comprehensive offering to many more parts of India."

Apollo Sugar will be a part of Apollo Health & Lifestyle, the arm of Apollo that is driving its rapid growth in primary and secondary healthcare. **In conclusion, Gagan Bhalla, CEO, Apollo Sugar** said "Studies show that the average person with diabetes in urban India spends approx. Rs. 30,000 per year on treatment. Moreover, the cost of late diagnosis of diabetes is known to result in 10 times to 18 times higher spending – these kinds of staggering numbers can become a substantial financial



drain and even a cause for indebtedness for families. At Apollo Sugar, we believe that by offering the best clinical care delivered in our conveniently located facilities, combined with a comprehensive, 360-degree patient lifestyle management program, we can enable patients to manage diabetes in a more efficient and effective manner while striving to achieve a 'disease-free' lifestyle".

About Apollo

In 1983, Dr. Prathap C Reddy, the architect of Indian healthcare, launched the first corporate hospital in India, Apollo Hospitals Chennai. Over the years, Apollo Hospitals Group has grown to become one of Asia's largest integrated healthcare organizations with over 8,500 beds across 50 hospitals, more than 1350 pharmacies and over 100 diagnostic clinics. The Group also offers medical business process outsourcing services, health insurance services and clinical research divisions with a focus on epidemiological studies, stem cell research and genetic research. To develop talent for the burgeoning need of superior healthcare delivery, Apollo Hospitals Group has 11 nursing and hospital management colleges. These achievements have earned Apollo Hospitals Group several accolades, including the Centre of Excellence from the Government of India and recognition from the Joint Commission International (seven of our hospitals are JCI accredited). In a rare honour, the Government of India issued a commemorative stamp in recognition of Apollo's contribution, the first for a healthcare organization. Apollo Hospitals Chairman, Dr. Prathap C Reddy, was conferred with the prestigious Padma Vibhushan, in 2010. Apollo Hospitals Group, for over 30 years, has continuously excelled and maintained leadership in medical innovation, world-class clinical services and cutting-edge technology. Our hospitals are consistently ranked amongst the best hospitals globally for advanced medical services and research.

About Sanofi

Sanofi, an integrated global healthcare leader, discovers, develops and distributes therapeutic solutions focused on patients' needs. Sanofi has core strengths in the field of healthcare with seven growth platforms: diabetes solutions, human vaccines, innovative drugs, consumer healthcare, emerging markets, animal health and the new Genzyme. Sanofi is listed in Paris (EURONEXT: SAN) and in New York (NYSE: SNY).



In India, Sanofi has been present since 1956. For more information, please visit: www.sanofi.com or www.sanofi.in

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[i] <http://www.who.int/mediacentre/factsheets/fs355/en/> accessed on 24.09.2014

[ii] The Economic Impact of Non-communicable Disease in China and India: Estimates, Projections, and Comparisons by Department of Global Health and Population, Harvard School of Public Health

[iii] International Diabetes Federation. IDF Diabetes Atlas, 6th edn. Brussels, Belgium: International Diabetes Federation, 2013. <http://www.idf.org/diabetesatlas>

[iv] Anjana RM, et al. Prevalence of diabetes and prediabetes (impaired fasting glucose and/or impaired glucose tolerance) in urban and rural India: phase I results of the Indian Council of Medical Research-INDia DIABetes (ICMR-INDIAB) study. *Diabetologia*. 2011 Dec;54(12):3022-7.