



Press Release

India

Sanofi India Limited and Emcure announce exclusive distribution partnership to broaden reach of Sanofi's Oral Anti-diabetic drugs

Mumbai, July 16, 2025. The Board of Directors of Sanofi India Limited ("SIL") today approved an exclusive distribution and promotion agreement between SIL and Emcure Pharmaceuticals Limited ("Emcure") for SIL's oral anti-diabetic (OAD) products in India, effective immediately.

Emcure will exclusively distribute and promote the Company's OAD range of products that include well-established brands like Amaryl® and Cetapin®.

While SIL will continue to own and manufacture these brands across Sanofi's plants in India and internationally, Emcure will leverage its strengths to engage healthcare professionals and expand reach of these therapeutic solutions for patients who need them across all of India.

There will be no people transition from SIL to Emcure in this arrangement.

Eric Mansion

General Manager – Pharma, Southeast Asia and India & MCO Lead, Sanofi

"Over 100 millionⁱ Indians are living with type 2 diabetes and its complexities in India. Of these, >60% peopleⁱⁱ are living with uncontrolled blood sugar levels and have a higher risk of developing complications, over a long period of time. Sanofi's commitment to improving their lives and helping them manage their diabetes better remains unwavering. With Emcure's wide and deeply penetrated presence across India, we're confident of tapping into the full growth potential of our best-in-class & industry-leading OADs Amaryl® and Cetapin®. This partnership will truly benefit both – the patients who need them and the HCPs who trust and prescribe them."

Mr. Satish Mehta

Chief Executive Office and Managing Director, Emcure

"At Emcure, we are committed to improving patient access to high-quality therapies. With our strong distribution network in India, Sanofi's trusted oral anti-diabetic medicines will be available to more patients who need them. This collaboration complements our existing diabetes portfolio, creating a comprehensive offering for the millions living with diabetes and supporting better diabetes care across the country."

Sanofi in India

Present in India for nearly seven decades, Sanofi has earned the trust of customers and stakeholders for its commitment to promoting health. As Sanofi chases the miracles of science to improve people's lives, it continues to engage across the entire health spectrum from prevention with vaccines to wellness, treatment, patient support & capacity building.

Sanofi's India Charitable Access Program (InCAP) is the country's longest running humanitarian program providing free treatment to people afflicted with Lysosomal Storage Disorders. Sanofi conducts clinical trials in India, so that the country can have quicker access to the latest from the company's global pipeline. Sanofi India's world-class manufacturing site in Goa produces for people in India and 60+ other countries. Sanofi has located one of its four global talent hubs in Hyderabad, India, from where wide range of services are provided globally.

Recognized by the 'Top® Employers Institute' – a global authority that honours excellence in people practices since 2019, Sanofi's local entities include Sanofi India Limited (SIL – listed entity), and Sanofi Healthcare India Pvt. Ltd. (SHIPL).

For more information, visit: www.sanofi.com/en/in, [LinkedIn](#) and [Twitter](#).

About Emcure

Emcure Pharmaceuticals Ltd. (EPL) is a leading Indian pharma company headquartered in Pune engaged in developing, manufacturing and globally marketing a broad range of pharmaceutical products. Known for its commitment to innovation, quality, and patient-centricity, Emcure is an R&D driven company that develops and manufactures a wide range of differentiated pharmaceutical products designed to improve patient health and well-being across several major therapeutic areas. Established in 1981, EPL is ranked as the 12th largest pharma company in India in terms of Domestic Sales for MAT June 2024. Emcure is present in 70+ countries globally including Europe and Canada.

Media Relations

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ⁱ Anjana RM, Unnikrishnan R, Deepa M, Pradeepa R, Tandon N, Das AK, Joshi S, Bajaj S, Jabbar PK, Das HK, Kumar A, Dhandhanika VK, Bhansali A, Rao PV, Desai A, Kalra S, Gupta A, Lakshmy R, Madhu SV, Elangovan N, Chowdhury S, Venkatesan U, Subashini R, Kaur T, Dhaliwal RS, Mohan V; ICMR-INDIAB Collaborative Study Group. Metabolic non-communicable disease health report of India: the ICMR-INDIAB national cross-sectional study (ICMR-INDIAB-17). *Lancet Diabetes Endocrinol*. 2023 Jul;11(7):474-489.

ⁱⁱ LANDMARC study final publication: Das AK, Kalra S, Joshi S, Mithal A, Kumar KMP, Unnikrishnan AG, Thacker H, Sethi B, Chowdhury S, Sugumaran A, Satpathy A, Gadekar A, Menon SK, Neogi R, Chodankar D, Trivedi C, Wangnoo SK, Zargar AH, Rais N; LANDMARC study group. The Longitudinal Nationwide study on Management And Real-world outComes of diabetes in India over 3 years (LANDMARC trial). *Endocrinol Diabetes Metab*. 2023 Sep;6(5):e422.