

Press Release

Sanofi India delivers strong Q3 2026 performance, led by 9% growth in Diabetes Portfolio resulting in robust profit momentum

Mumbai, October 29th, 2026

Sanofi India Limited announced its financial results for the quarter ended on September 30th, 2026, reporting **domestic net sales** growth of **+2%** and total net sales growth of **4%** compared to the third quarter of 2025.

The **Insulin portfolio** extended its winning run, delivering high single-digit **growth of 9%** in Q3'26 cementing Sanofi's leadership in the Diabetes Injectable segment with a **55% market share**. Lantus®, Toujeo®, and Apidra® led the charge, joined by the strong performance of Soliqua®, the premium offering in the premix diabetes space.

The **public sector** business **surged by 85%**, driven by new accounts opened for innovative analogue segments, further deepening Sanofi's footprint in the diabetes injectable space.

Export sales delivered **good double-digit growth** on the back of a winning strategy, underscoring the resilience of Sanofi India's international operations amid global headwinds.

Strategic partnerships in the Cardiovascular, Oral anti-Diabetes and Central Nervous System segments are progressing and have contributed to incremental market reach. Partnership revenues were broadly stable in Q3 2026, with the expanded commercial footprint showing an acceptable return on investment, while continued focus is needed to strengthen performance.

Profits before tax and exceptional items rose 22% to INR 158 crores, compared to INR 130 crores in the third quarter of 2025. Profit before tax as a percentage of net sales **improved to 34% in Q3 2026**, up from 29% in Q3 2025.

This gross margin improvement reflects a favorable product mix, a one-off reversal of provisions, and disciplined cost management through operational efficiencies, with **operating expenses** (employee cost + other expenses) **declining 8%** compared to

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the third quarter of 2025.

Deepak Arora

Managing Director

"Our diabetes business is firmly in momentum, growing in double digits quarter-on-quarter (at a YTD-level). Sanofi India's PAT has also grown in double digits (at a YTD-level), capped by a strong Q3'26 PAT growth of 54% v/s Q3'25. These results reflect a laser-focused strategy that keeps patients at the center of every decision we make.

Our acceleration in the public sector shows that we are not just growing, we are widening access to innovative therapies across the country.

*With a **55% value share**, a **growth of 14%** in YTD 2026, and a modernized go-to-market model, our **diabetes injectable segment** is setting the foundation for sustainable, long-term value creation for the times to come.*

*As we celebrate 70 years of Sanofi in India, we remain committed to giving back to our communities through educational, awareness, diagnostic, and capability-building initiatives. Our KIDS Program (Kids & Diabetes in School) has reached **3500+ schools** to date, **educating 6,00,000 children** across Goa, Uttar Pradesh & Madhya Pradesh (MP). Over the last quarter, the KiDS program was **piloted in 2 districts** (Berasia & Phanda) of Bhopal (MP) and through 2026, our aim is to train 600+ teachers & ~40,000+ children in understanding diabetes and living a healthy lifestyle.*

*Furthermore, our Medical Mobile Units continue to raise health awareness, as they are screening for Non-Communicable Diseases (NCDs namely diabetes, hypertension & oral cancer), providing education, screening, diagnosis, free-of-cost treatment and giving timely referrals to government health centers; having touched the lives of **7,80,000 beneficiaries** across 11 districts of Maharashtra."*

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 24+ other countries. Sanofi has located one of its Global Capability Center in Hyderabad, India, which serves as a global talent hub, providing a broad range of services across Sanofi's worldwide operations.

Sanofi (India) is a certified 'Great Place to Work' (2026-2027) and is recognized by the 'Top® Employers Institute' – a global authority that honours excellence in people practices from 2019-2024. 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/india, [LinkedIn](#) and [X](#).

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