



Sanofi and Boehringer Ingelheim close business swap in India on 28 February 2017

- Globally, both companies will become leaders in two different sectors of the pharmaceutical market -

Mumbai, 1st March 2017 – Sanofi-Synthelabo (India) Private Limited and Boehringer Ingelheim India Private Limited today confirmed the closing of the exchange of Sanofi's animal health business and Boehringer Ingelheim's consumer healthcare (CHC) business in India.

Dr. Shailesh Ayyangar, Managing Director - India and Vice President - South Asia, Sanofi, said, *"With the successful closure of the swap deal in India, both companies have achieved a major landmark. This swap of the Consumer Healthcare business of Boehringer Ingelheim (BI) and Sanofi's Animal Health business will facilitate both companies to pursue their respective strategic aspirations. At Sanofi, we are excited to embrace the incoming CHC brands and people associated with this business, as this is in line with our stated objective of boosting our presence in consumer healthcare in India. We also know that our Animal Health business and people associated with it will now be part of a highly committed and focused BI, which is one of the world's leading companies in the Animal Health business"*.

Sharad Tyagi, Managing Director, Boehringer Ingelheim, India, said, *"The closing of the business swap between Boehringer Ingelheim and Sanofi in India is a significant milestone for both the organisations. The animal health business is a strategically important business for us. This agreement brings two committed and successful organizations with a history of integrity, trust and quality together to become the second largest animal health business globally. Through this strategic transaction, we further strengthen our commitment towards providing greater value to our customers by constantly investing in research and innovation and maintaining highest standards of transparency and ethics"*.

In the interest of all customers and to ensure smooth business continuity, it is the priority of both companies to achieve a smooth integration of the transferred businesses. The swap involves an exchange of over 80 brands between the two companies in India.

About Sanofi

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](#)).

About Boehringer Ingelheim Boehringer Ingelheim is one of the world's 20 leading pharmaceutical companies. Headquartered in Ingelheim, Germany, Boehringer Ingelheim operates globally through 145 affiliates and a total of some 50,000 employees. The focus of the family-owned company, founded in 1885, is on researching, developing, manufacturing and marketing new medications of high therapeutic value for human and veterinary medicine. Social responsibility is an important element of the corporate culture at Boehringer Ingelheim. This includes worldwide involvement in social projects through, for example, the initiative "Making More Health" while also caring for employees. Respect, equal opportunity and reconciling career and family form the foundation of mutual cooperation. The company also focuses on environmental protection and sustainability in everything it does. In 2015, Boehringer Ingelheim achieved net sales of about 14.8 billion euros. R&D expenditure corresponds to 20.3 per cent of net sales.

For more information please visit www.boehringer-ingelheim.com

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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