



Press Release

INDIA

Sanofi India Limited announces sale and transfer of its Nutraceuticals' business to Universal Nutriscience

MUMBAI, INDIA – July 28, 2021 – Sanofi India Limited (SIL) announced today that its Board of Directors have approved the sale and transfer of its Nutraceuticals' business to Universal Nutriscience Pvt. Ltd. This decision will help SIL focus strongly on its growth pillars, while allowing the Nutraceuticals business to have more opportunities for expansion in an organisation where it will have a better strategic fit.

Universal Nutriscience is a strategic partnership between Kedaara Capital (one of India's leading private equity firms) and Universal Medicare (one of the pioneers in Nutraceuticals), with a vision to become India's leading Nutraceuticals company.

Sanofi India Limited's (SIL) growth strategy is to ensure that patients have sustainable access to its medicines by developing new business models, leveraging technologies and simplifying the portfolio.

*Speaking on the transaction, **Rajaram Narayanan**, Managing Director – Sanofi India Limited said, "Across the world, Sanofi regularly assesses the best ways in which to serve our customers. Following a strategic review of its portfolio, the company believes that the future potential of the Nutraceuticals range would be maximized in an organisation, which can provide deep category understanding and continuous innovation required to win in this specialized area. We have carefully selected Universal Nutriscience whose mission is to grow the business to provide more patients with increased access to the range of Nutraceuticals across India. Together, we are committed to ensuring a smooth transition for the benefit of our employees, our customers and the patients of India."*

***Nishant Sharma**, CIO & Managing Partner, Kedaara Capital on behalf of Universal Nutriscience said, "We are excited to be chosen by Sanofi India to acquire their Nutraceuticals portfolio. At Universal Nutriscience, our vision is to become India's leading Nutraceuticals company. We are committed to building a focused Nutraceuticals business backed by three decades of experience in R&D and manufacturing to provide end-to-end scientifically backed products and services. We will leverage the strong foundation of the business we are inheriting, including the established brand equity and experienced and knowledgeable team, to build a Nutraceuticals business that will be admired by consumers, healthcare professionals and other stakeholders in the eco-system."*

The transaction is valued at INR 5,870 million. Subject to fulfilment of conditions, closing is anticipated within the next 3 months.

16 nutraceutical brands in the portfolio would be transferred to Universal Nutriscience as part of the transaction. These would include market-leading brands such as Seacod®, E-Cod®, CoQ®, Primosa®,

and Collaflex®. All employees who are associated with this business, will also have a smooth transition to Universal Nutriscience.

Deloitte Corporate Finance acted as the exclusive financial advisor to Sanofi India Limited, on this transaction.

About Universal Nutriscience:

Universal Nutriscience Pvt. Ltd. is a strategic partnership between Kedaara Capital (one of India's leading private equity firms) and Universal Medicare (one of the pioneers in Nutraceuticals). The company will also benefit from the experience and expertise of well-known industry experts such as Dr. Shailesh Ayyangar and Mr. Annaswamy Vaidheesh who will join the Board. In addition, the management team is drawn from outstanding talents in the healthcare industry.

About Kedaara Capital (Kedaara)

Kedaara Capital is an operationally oriented private equity firm pursuing control and minority investment opportunities in India. It currently advises and manages over ~US\$ 3.6 billion across 3 funds that have invested in several market leading businesses across a variety of sectors including consumer, financial services, pharma/healthcare, business services and industrials. Kedaara's operating partner model enables businesses to realize their full potential. Kedaara was co-founded by Manish Kejriwal, Sunish Sharma and Nishant Sharma and combines the strengths of a well-networked, highly experienced local investing and operating team, with the experience of their strategic partner, Clayton, Dubilier & Rice, a global private equity firm whose investment model blends financial skills with operating expertise. www.kedaara.com

About Universal Medicare Private Limited (UMPL)

UMPL is one of the pioneers in Nutraceuticals in India and has a deep understanding of the Nutraceuticals segment, including the portfolio under consideration. The company continues to have strong brand equity with doctors and other healthcare professionals, and is well-reputed for its pioneering efforts and innovation in the category, as well as the science behind its products. UMPL's R&D and innovation track record will be a key driver of the new launch pipeline for Universal Nutriscience.

About Sanofi India

As Sanofi India, we are in a great place to make a difference. For six decades, we have earned the trust of our customers and stakeholders, for our commitment to promoting health. As partners of hope in every Indian's health journey, we engage across the entire health cycle – from prevention with vaccines to wellness, treatment, patient support & capacity building.

About Sanofi

Sanofi is dedicated to supporting people through their health challenges. We are a global biopharmaceutical company focused on human health. We prevent illness with vaccines, provide innovative treatments to fight pain and ease suffering. We stand by the few who suffer from rare diseases and the million with long-term chronic conditions.

With more than 100,000 people in 100 countries, Sanofi is transforming scientific innovation into healthcare solutions around the globe.

Media Relations Contact

Aparna Thomas
aparna.thomas@sanofi.com

Vinifer Gandhi
vinifer.gandhi@sanofi.com

Siddhartha Kashyap
siddhartha.kashyap@adfactorspr.com