



2024

HALF-YEAR RESULTS

31 JULY 2024

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GROUPE

Christophe BABULE
Chief Financial Officer



H1-2024 highlights A strong performance

+7.3%

Like-for-like growth

74.8%

Gross margin

+50bps

20.8%

Operating margin

+10bps

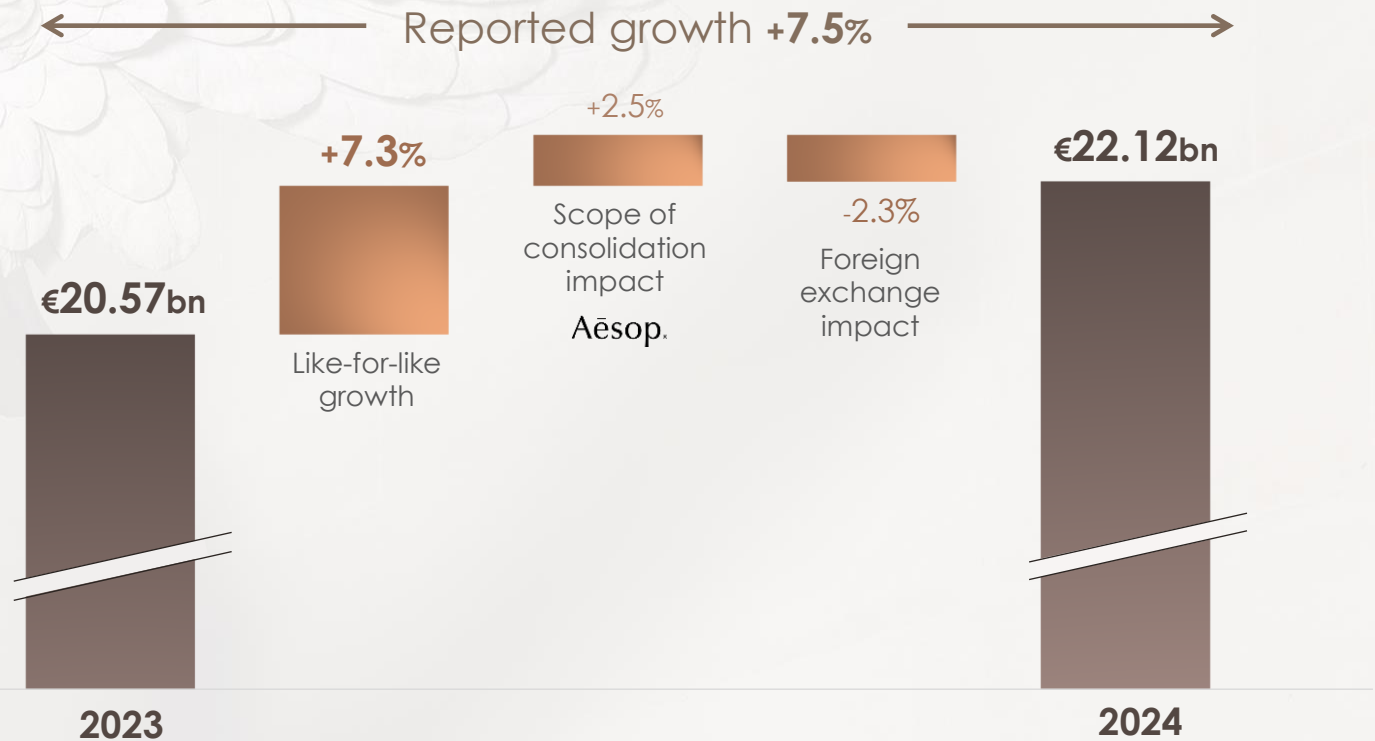
€3.65Bn

Net profit

+8.8%

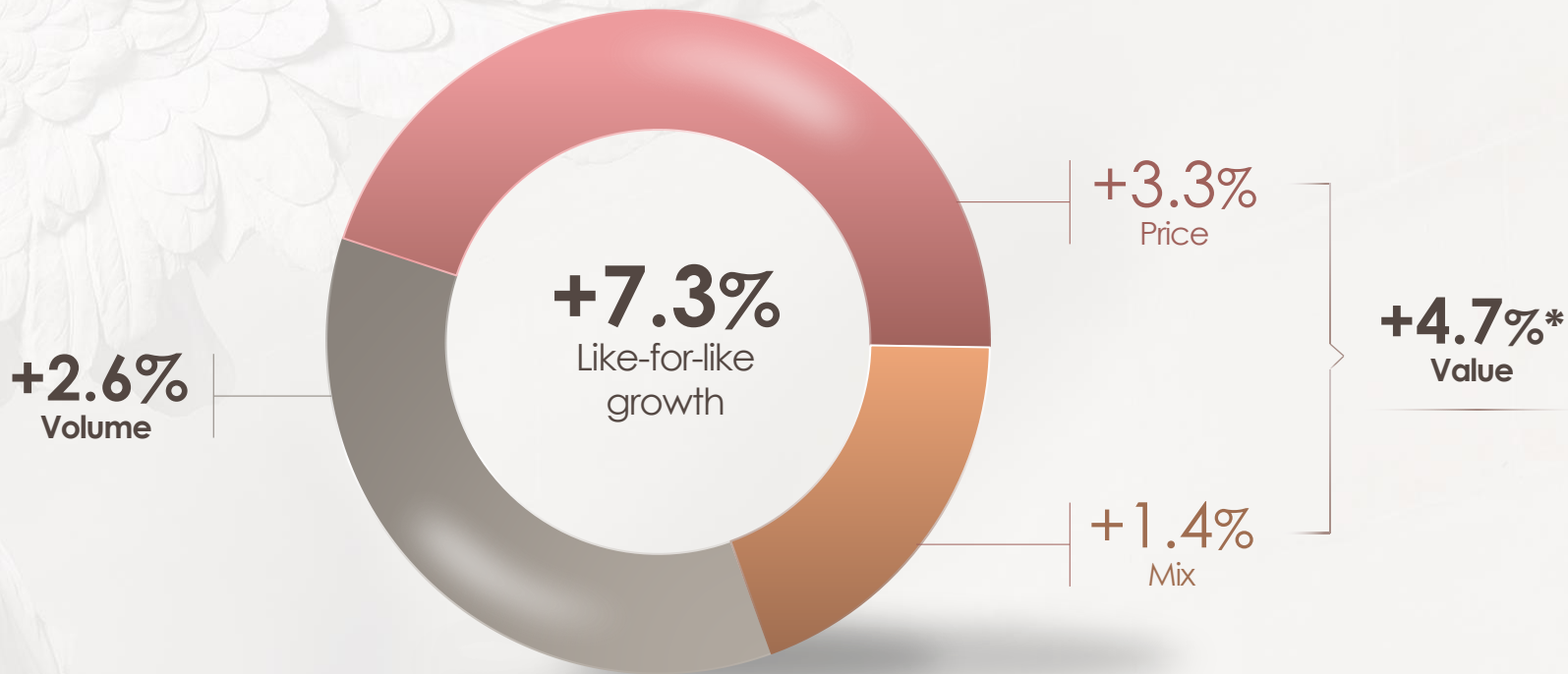


H1-2024 consolidated sales Continued strong growth





H1-2024 growth Balanced between volume and value



* Value = price + mix

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H1-2024 sales by division

Growth in all Divisions

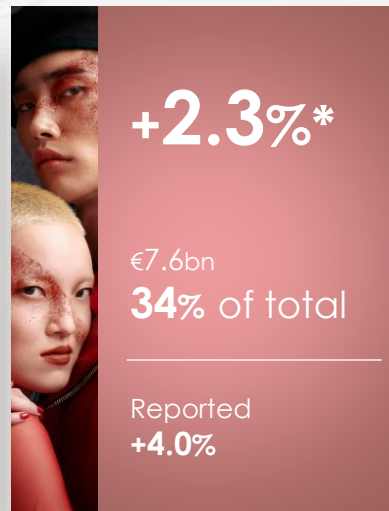
Professional Products



Consumer Products



Luxe



Dermatological Beauty



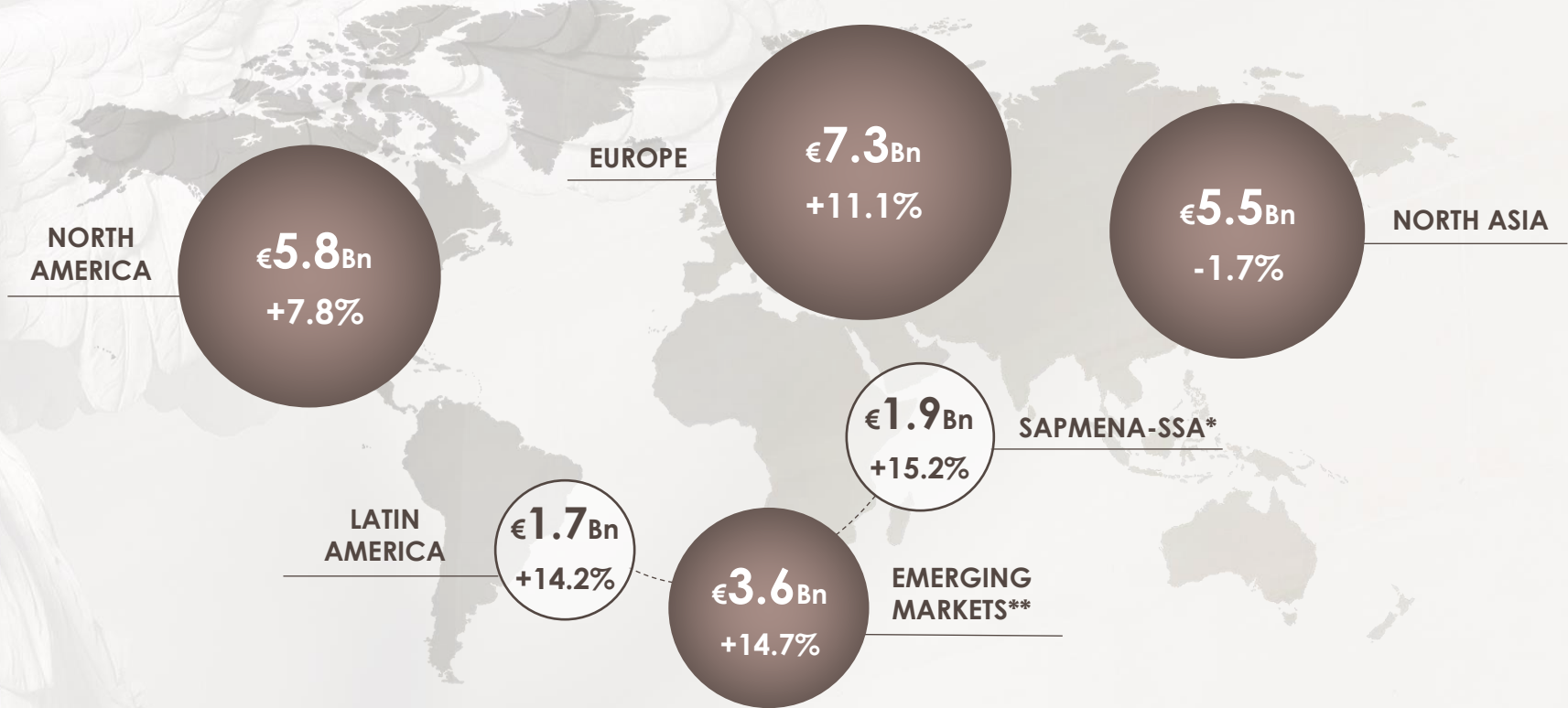
* Like-for-like vs 2023

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H1-2024 sales by region (in billion euros, like-for-like growth)

Developed and emerging markets offsetting North Asia



* South Asia Pacific, Middle-East, North Africa - Sub-Saharan Africa

** Emerging Markets combine the Latin America and SAPMENA-SSA regions



H1-2024 sales by category

Broad-based growth, led by hair care and fragrances



* Like-for-like growth vs 2023

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Profit and loss account From sales to operating profit

(in million euros)

	H1-2023	% of sales	2023	% of sales	H1-2024	% of sales	Change
Sales	20 574.1	100.0%	41 182.5	100.0%	22 120.8	100.0%	+7.5%
Cost of sales	-5 291.5	25.7%	-10 767.0	26.1%	-5 568.7	25.2%	
Gross profit	15 282.6	74.3%	30 415.5	73.9%	16 552.1	74.8%	+50bp
Research and innovation expenses	-622.8	3.0%	-1 288.9	3.1%	-667.3	3.0%	
Advertising and promotion expenses	-6 682.6	32.5%	-13 356.6	32.4%	-7 109.1	32.1%	-40bp
Selling, general and administrative expenses	-3 718.5	18.1%	-7 626.7	18.5%	-4 176.6	18.9%	+80bp
Operating profit	4 258.8	20.7%	8 143.3	19.8%	4 599.1	20.8%	+10bp

Operating margins by division (% of sales)

Three divisions at record first-half highs

	H1-2023	2023	H1-2024
Professional Products	21.2%	21.6%	22.1%
Consumer Products	21.0%	20.5%	22.0%
Luxe	23.2%	22.3%	21.9%
Dermatological Beauty	28.4%	26.0%	28.9%
Total before non-allocated expenses*	23.0%	22.2%	23.2%
Non-allocated expenses	-2.3%	-2.4%	-2.4%
Group	20.7%	19.8%	20.8%

* Central group expenses, fundamental research expenses, free grant of shares expenses and miscellaneous items as a % of total sales



Profit and loss account

From operating to net profit excluding non-recurring items

<i>(in million euros)</i>	H1-2023	2023	H1-2024	% Change
Operating profit	4 258.8	8 143.3	4 599.1	+8.0%
Financial revenues/expenses before dividends received	-45.3	-113.4	-131.0	
Sanofi dividends	420.9	420.9	444.5	
Profit before tax and associates, excluding non-recurring items	4 634.4	8 450.8	4 912.6	+6.0%
Income tax excluding non-recurring items	-1 013.2	-1 957.8	-1 163.9	
Net profit excluding non-recurring items of equity consolidated companies	—	+0.2	-0.8	
Non-controlling interests	-4.6	-6.6	-3.3	
Net profit excluding non-recurring items after non-controlling interests	3 616.6	6 486.6	3 744.6	
Earnings per share (in euros)*	6.73	12.08	6.98	+3.7%
Diluted average number of shares	537 136 456	537 021 039	536 387 970	

* Diluted earnings per share attributable to owners of the company, excluding non-recurring items



Profit and loss account

From net profit excluding non-recurring items to net profit



* Versus S1-2023

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Cash flow statement

(in million euros)

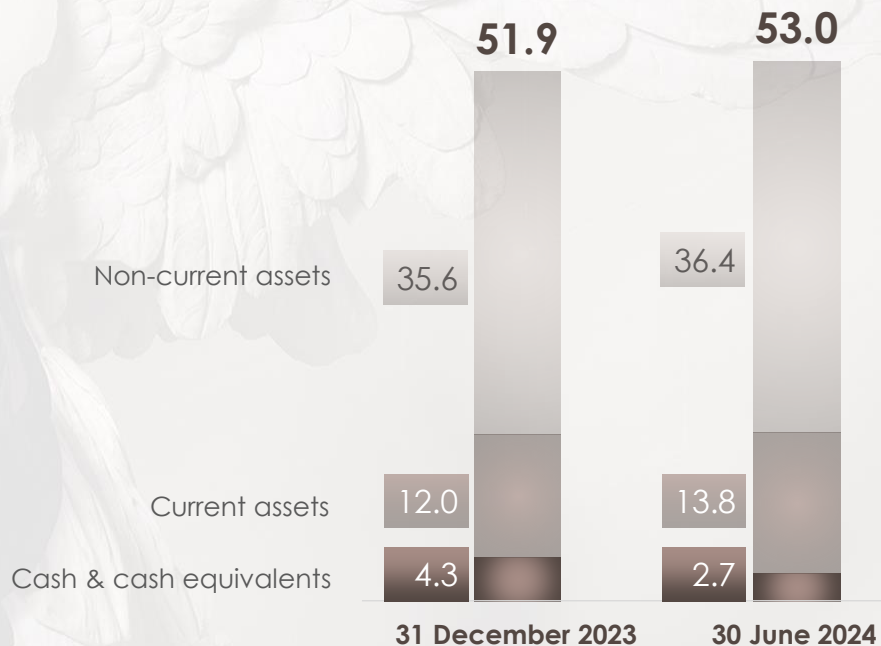
	H1-2023	2023	H1-2024	% Change
Net profit	3 363.6	6 190.5	3 658.9	
Depreciation, amortisation and provisions	911.3	1 715.0	769.7	
Capital gains / losses on disposals of assets, changes in deferred taxes, other	103.4	94.1	83.3	
Share of profit in associates, net of dividends received	—	-0.2	2.2	
Cash flow	4 378.3	7 999.5	4 514.0	+3.1%
Changes in working capital	-1 556.6	-394.9	-1 745.8	
Investments	-724.1	-1 488.7	-781.1	
Operating net cash flow	2 097.5	6 115.9	1 987.1	-5.3%
Dividends paid	-3 398.2	-3 425.6	-3 605.9	
Acquisitions	-159.4	-2 497.2	-138.0	
Lease debt repayment	-211.2	-430.6	-235.4	
Acquisitions of treasury stock		-503.3		
Capital increase		1.5		
Others	-40.2	-157.8	-31.8	
Residual cash flow	-1 711.5	-897.2	-2 023.9	



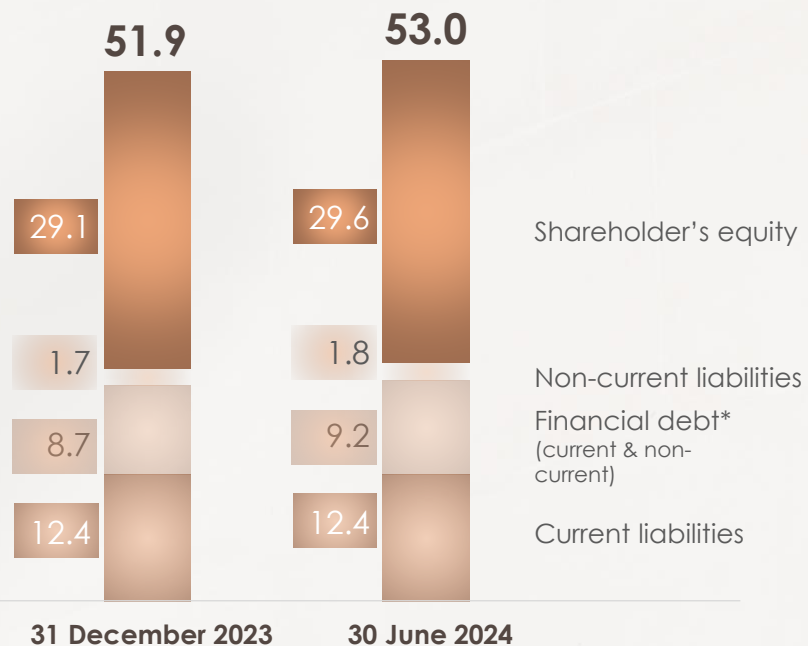
Balance sheet (as of 30 June)

A robust financial position (in billion euros)

Assets



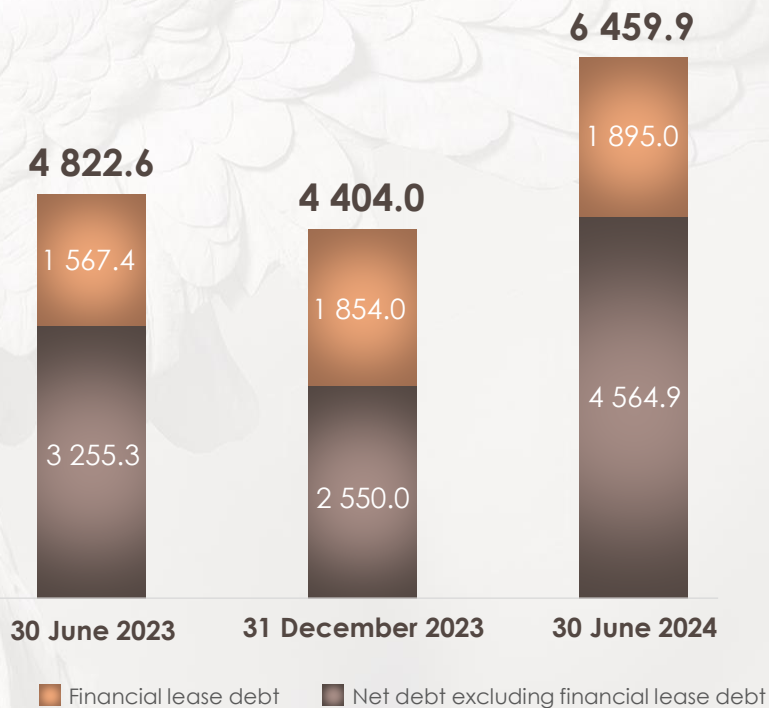
Liabilities



* Of which €1 895m due to financial lease debt at the end of June 2024 (IFRS 16) and of €1 854m at the end of December 2023



Net debt (as of 30 June) A healthy financial situation (in million euros)



Gearing*

21.8%
(vs 17.3%)

Leverage (net debt/EBITDA**)

1.2x
(vs 1.0x)

* Net debt/equity attributable to owners of the company (15.4% excluding financial lease debt)

** Calculated over 12-month EBITDA to end of June 2024

APPENDIX

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Changes in exchange rates (against the euro)

	Weight in H1 2024 consolidated sales	Average rate H1 2023	Average rate H1 2024	% Change H1 2024 vs. H1 2023
Euro	20.9%	—	—	—
US Dollar (1 € =)	24.7%	0.925	0.925	0.0%
Chinese Yuan	15.9%	0.133	0.128	-4.0%
Pound Sterling	3.9%	1.140	1.170	+2.6%
Mexican Peso	2.7%	0.050	0.054	+6.1%
Canadian Dollar	2.4%	0.686	0.681	-0.8%
Brazilian Real	2.2%	0.182	0.182	-0.2%
Australian Dollar	1.7%	0.625	0.609	-2.6%
Russian Rouble	1.3%	0.012	0.010	-15.2%
Indian Rupee	1.3%	0.011	0.011	-1.2%

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