

A GROUP OWNED BY A FOUNDATION

The Pierre Fabre Group is the only company in France that is majority-owned (86%) by a government-recognized public-interest foundation: the Pierre Fabre Foundation. The remaining shares are owned by the Group employees (8.4%) and in treasury stock (shares owned by the company itself).

The **Pierre Fabre Foundation**, a government-recognized public-interest organization since 1999, strives to improve access to quality drugs and health care in the countries of the Global South. Its action focuses on 4 areas: training of drugs specialists, access to quality health care, combating sickle cell disease and tropical dermatology. As the Foundation is dedicated to its public-interest mission, it delegates the supervision of the Group's operational management to its subsidiary, Pierre Fabre Participations.



Pierre Fabre Participations approves the Group's strategy, appoints its main executives, and ensures that the continuity mission defined by Mr. Pierre Fabre is respected:

- ensuring the Group's independence
- maintaining both the Pharmaceuticals and Dermo-Cosmetics activities
- reinvesting a significant proportion of profits in R&D
- prioritizing long-term goals over short-term financial results
- maintaining the Group's footprint in its birth region and its culture of corporate social responsibility
- allowing the Pierre Fabre Foundation to pursue its objectives through a suitable dividend payment policy.

Its Board is chaired by Pierre-Yves Revol.

Pierre Fabre S.A. develops and implements the Group's strategy and coordinates the operational activities. Pierre Fabre Pharmaceuticals and Pierre Fabre Dermo-Cosmetics are subsidiaries of Pierre Fabre S.A., which is directed by Eric Ducournau.

Caring for the human being as a whole.



In order to do this, we design and develop consumer and patient inspired innovative solutions that contribute to people's well-being, from health to beauty. We achieve this by cooperating with health-care professionals, our trusted partners worldwide, by drawing relentless inspiration from nature and plants, and by placing pharmaceutical ethics at the very heart of our operations.

Pierre Fabre
1926 – 2013

From health to beauty

PIERRE FABRE IN BRIEF




Pierre Fabre
www.pierre-fabre.com



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FROM HEALTH TO BEAUTY

The Pierre Fabre Group, founded by Pierre Fabre, a pharmacist in Castres (Tarn), has been present for more than 50 years in a continuum of activities that run from prescription drugs to dermo-cosmetics also incorporating consumer health care.

Pierre Fabre is the second largest dermo-cosmetics laboratory in the world and second largest private French pharmaceuticals group, generating revenues of €2,318 million in 2017 with international sales accounting for 61.5%. With around 13,500 employees, the company has subsidiaries in 47 countries and its products are sold in over 130 countries.

AFNOR Certification, an independent group, assessed the corporate social and environmental responsibility approach of the Pierre Fabre Group as being "Exemplary" according to the ISO 26000 standard on sustainable development.



THE GROUP WAS FOUNDED IN 1962
IN CASTRES (TARN) BY PIERRE FABRE,
A PHARMACIST AND BOTANIST



13,500
EMPLOYEES

From health to beauty



PHARMACEUTICALS



CONSUMER
HEALTH CARE



DERMO-
COSMETICS

€ 2,318 million
of revenues in 2017

No. 2

private French
pharmaceuticals
laboratory

No. 1

dermo-cosmetics
laboratory in France
and No. 2 worldwide

Expert in the research and production
of natural and biological active ingredients



10
&

9 production sites in France

PHARMACEUTICALS

Pierre Fabre Pharmaceuticals markets oncology products (breast, lung, bladder, and other cancers) as well as a wide range of proprietary drugs and drugs for general medicine (diabetology, urology, gynecology, neuropsychiatry, cardiology, and rheumatology).

ZOOM

- 90% of Pierre Fabre Pharmaceuticals' oncology sales are generated from international sales.
- Pierre Fabre Consumer Health Care is No. 2 in the market for consumer health care products sold in France in the pharmaceutical channel. Within this channel, Pierre Fabre is No. 1 for oral care, No. 1 for smoking cessation and No. 2 for phytotherapy.
- Pierre Fabre Dermo-Cosmetics is No. 2 in the global dermo-cosmetics market, with revenues of over €1.4 billion, 66.5% of which is generated internationally.
- Eau thermale Avène is the best-selling dermo-cosmetics brand in Europe and Asia.
- Pierre Fabre is the leader in France for non-prescription products sold in pharmacies.

CONSUMER HEALTH CARE

Pierre Fabre Consumer Health Care provides pharmacists, health care professionals, and patients with a wide range of prescription drugs and OTC products in three main areas: consumer health care (Drill, Dexeryl, Nicopass, Structum, Pédi Relax, etc.), oral care (Eludril, Elgydium, Inava, etc.) and natural health (Naturactive).

DERMO-COSMETICS

Pierre Fabre Dermo-Cosmetics offers innovative skin care and hair care solutions following a sacrosanct principle: making beauty ethical. Pierre Fabre Dermo-Cosmetics is the only international cosmetics group also involved in medical dermatology, through its Pierre Fabre Dermatologie subsidiary. Its products are designed to meet the highest standards in efficacy and safety, thanks to its cutting-edge expertise in natural substances, hydrotherapy dermatology, biotechnologies, and Sterile Cosmetics. Its brands, Eau thermale Avène, Ducray, A-Derma, Klorane, Elancyl, René Furterer, Galénic, Darrow and Glytone, are sold worldwide.



R&D

In 2017, Pierre Fabre dedicated almost €175 million to R&D in five areas: oncology, the central nervous system, consumer health care, dermatology, and dermo-cosmetics. Its researchers are committed to creating original links between the various areas using key elements, from oncology to dermo-cosmetics, onco-dermatology and medical dermatology. To this end, they have the support of several platforms of shared expertise including new chemical entities, new biological entities (monoclonal antibodies, immunoconjugates, etc.), translational medicine, and clinical development.



BOTANICAL EXPERTISE PIERRE FABRE

Convinced of the benefits provided by plants on health and beauty, Pierre Fabre has made plant-based substances a major focus of its research for over 50 years.

About 40% of the Group's revenues are generated by products with plant-based active ingredients.

In order to contribute to the preservation of plant resources while achieving its innovation and quality objectives, the Group has formalized a certified approach* for the responsible development of innovative, safe, and effective plant-based active ingredients: Botanical Expertise Pierre Fabre.

*EFQM European Certification



BOTANICAL
EXPERTISE
Pierre Fabre