From health to beauty

PIERRE FABRE LABORATORIES
ACTIVITY AND CORPORATE SOCIAL RESPONSIBILITY REPORT

2017 - 2018
Continuing to pass on our values

As I write this text, we have just announced the nomination of Eric Ducournau, who has been CEO of our Dermo-Cosmetics business since 2012, as Group CEO, replacing Bertrand Parmeuter, who has chosen to retire.

Bertrand Parmeuter was named Group CEO after our founding CEO passed away in July 2013, and had the great responsibility of leading the company at this turning point in its history. With his leadership team, he developed and implemented the Trajectoire 2018 strategic plan, driven by his determination to enable the Group to rise to its various challenges. Always guided by the general interest and always anxious to preserve our identity but also aware that, in a complex and highly constrained environment for drugs at the regulatory and pricing level, we must reconsider certain organizations and opt for new ways to prepare for the future.

Five years after the death of our founder, we can say that the company remains strong, that it has consolidated its fundamentals and has continued to grow in all countries worldwide. As Mr. Pierre Fabre desired, it is still fully independent, multi-disciplinary and rooted in its home region. It has kept its citizen character and is continuing to provide its Shareholder Foundation with the means of running its program of actions in favor of access to quality health care and drugs in the developing countries. We do this in a constant concern to ensure our running business activities are not penalized by those that are less us, and to give these developing activities the means to consolidate their growth.

Pierre Fabre Dermo-Cosmetics, under the leadership of Eric Ducournau, thus achieved a turnover of €2,318 million in 2017, thus considerably increasing its market share abroad, while Pierre Fabre Pharmaceuticals, led by Frédéric Duchesne, reorganized its R&D, relaunched its Consumer Health Care activity and enhanced its enhanced its operations with a particularly promising partnership with Array BioPharma, an American biotech company. This partnership should bear fruit this year, 2018, with the registration of a new treatment for one of the most severe forms of melanoma and will further develop through the development for other indications.

A new page will be turned in July 2018 with the nomination of Eric Ducournau as Group CEO. As established in the rules enacted by our Founder, this decision was made by the Board of Pierre Fabre Participations, the Group’s holding company, which I chair and which includes experienced, trustworthy people whom Pierre Fabre himself named. It was also prepared by the members of the Group’s Strategic Committee, which reports to the Supervisory Board, and in particular its chairman, Roch Doliveux. It was therefore a joint decision, exactly in accordance with the governance mindset of a company that, we can never reiterate enough, is primarily owned by a government-recognized public-interest Foundation and secondarily owned by its employees.

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We decided to call on Eric Ducournau because his career within the company has been particularly profound and varied since 2000, enabling him to learn about all our business activities and assimilate their cultures. Appointed in 2012 by Pierre Fabre as CEO of the Dermo-Cosmetics business, he managed it with great determination and showed remarkable adaptability in terms of innovation, digital development, international growth and industrial investments. With the leadership team he will form in the coming months, we know that Eric will do all in his power to introduce a new energy to enable the Group to continue to successfully adapt to changes in its business activities and environment, in line with the Group’s corporate culture and regional attachment.

Our company lost a great deal in July 2013 with the death of our founder. Yet we are still standing, supported by the contribution, drive and passion of all employees, with over 2,000 joining our ranks since 2013, to whom the more senior staff are keen to successfully continue teaching what we all call our values, which makes us an outstanding company.

Pierre-Yves Revol,
Chairman of the Pierre Fabre Foundation
and Pierre Fabre Participations

Continue to pass on our values
The history of the Pierre Fabre Group is first and foremost that of one man, a dispensary pharmacist and an enthusiastic entrepreneur, Pierre Fabre. He grew his dispensary into a pharmaceutical laboratory on an international scale, rooted in his home region and loyal to the humanist values that he always defended.

**More than 50 years of innovation from health to beauty**

- **1951**
  - Net sales €94K
  - Purchase of the pharmacy on place Jean Jaurès in Castres (Tarn)

- **1959**
  - Launch of Cyclo 3®, venotonic from butcher’s broom (Ruscus aculeatus)

- **1962**
  - Founding meeting of Pierre Fabre Laboratories

- **1965**
  - Start of the dermo-cosmetics activity

- **1968**
  - Opening of the 1st Research Center in Castres and start of the Oral Care activity

- **1970**
  - Opening of the 1st subsidiary in Spain

- **1971**
  - Creation of Phytofilère®, which would become Botanical Expertise Pierre Fabre

- **1974**
  - Purchase of the Hydrotherapy Center in Avène-les-Bains (Hérault)

- **1975**
  - Launch of the cancer drug Navelbine® from tropical periwinkle

- **1978**
  - Net sales €84,635K

- **1980**
  - Net sales €1,861,000K

- **1989**
  - Launch of the cancer drug Navelbine® from tropical periwinkle

- **1990**
  - Net sales £13,746K

- **1994**
  - Founding of the Klorane Institute, a corporate foundation for the protection and promotion of our natural plant heritage

- **1999**
  - Founding of the Pierre Fabre Foundation, a government-recognized public-interest organization

- **2000**
  - Net sales £1,376,933K

- **2001**
  - Net sales £1,861,000K

- **2005**
  - Opening of the Pierre Fabre botanical conservatory CITES approved in 2010

- **2010**
  - Opening of the Oncopole R&D center on the Oncopole campus in Langlade (Toulouse)

- **2013**
  - Foundation of the Nature Open Library of oncology partnerships, Array (USA)

- **2015**
  - Net sales £2,256,000K

- **2017**
  - Net sales £13,476

- **2017-2018 Report**

- **2017**
  - Partnership with MÊME Cosmetics

- **2015**
  - Net sales £2,256,000K
A humanist dispensary pharmacist, always ready to listen, Pierre Fabre made the human being his highest concern. He had a constant concern for the well-being of patients and consumers. He built long-lasting relationships with his customers and partners. He had both a benevolent and challenging relationship with his employees. Thanks to this relationship, he was able to share his entrepreneurial passion with them and take care of as many people as possible. Today these values underlie our unique and original development model.
Pierre Fabre had a passion for plants. This passion was evident when he presented new projects and when he held impromptu discussions. One day, when making a particularly difficult decision, he exclaimed: “Do you realize what you are asking me? It is as if you were to ask me to cut down a tree.” That said it all: demonstrating the carnal side of this passionate and emotional attachment.

He loved plants for their beauty but not that alone. He was fond of their “content.” He loved getting to know their abilities. He was fascinated with the living part of the plant, its history, its ties with humankind and its environment. For him, discovering a new plant was a real pleasure, synonymous with a new story to be written.

He favored oat. He was able to provide this humble grain, used to feed horses, with a noble status. In the cosmetics world, which favors sophistication, and that of dermatology, which relies above all on chemicals, it was a pleasure for this man, who appreciated rural life, to be able to make this little plant into an authentic active ingredient designed for fragile skin and recognized by dermatologists.
PROUD OF OUR ROOTS

DEVELOPING FROM WHAT WE HAVE BUILT HERE, ON OUR LAND

LE DOMAINE DU CARLA - THE CARLA ESTATE
Built in 1875, it is an exceptional place perched above Castres and surrounded by nature. Dedicated to meetings and exchanges, it is the place where the Group’s partnerships materialize. Every year, it receives some 6,000 visitors from all over the world.

CASTRES OLYMPIQUE
The company supports Castres Olympique for two reasons: unconditional attachment to the town of Castres and the similarity between the values of rugby – solidarity, synergy, respect for others, a winning spirit – and those of our company.

SOUAL PLANT
Located about ten kilometers from Castres and opened in 2008, the Soual plant is the Historic industrial site of Pierre Fabre Laboratories. Dedicated to dermo-cosmetics, it expanded by 13,000 m² in 2012, particularly to incorporate the production of Sterile Cosmetics. This expansion was an opportunity to experiment with the HQE® approach in industrial buildings.

TERRE D’AVOINE – LAND OF OATS
The Terre d’Avoine site is nestled at the heart of the Tarn, in Puylaurens. It is a fortified farmhouse dating back to 1640, surrounded by fields of Rhealba® Oat, an oat variety with exceptional dermatological properties. Organized in collaboration with the Natural History Museum of Toulouse, inaugurated in 2013, this place for sharing knowledge on oats and their dermatological properties tells the story of the A-Derma brand.

LES CAUQUILLOUS
In 2000 the headquarters for our dermo-cosmetics activity were transferred to Lavaur (Tarn), to a place called les Cauquillos. The building, with its futuristic curves inspired by the company logo, is surrounded by a forest and a Mediterranean garden consisting of about thirty varieties of medicinal plants.

TOULOUSE – ONCOPOLE
Built on the rubble of the AZF factory, the Oncopole project is a flagship for innovation and public health for the whole of the Occitanie region. The Pierre Fabre Research and Development Center was the first to settle there in 2011. The Group thus asserts its drive to be an internationally recognized player in oncology while focusing its R&D efforts in France and, more specifically, in its region of origin.

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I have more of a taste for action, forecasting, preparing for the future than for looking back on the past.
PROFILE

KEY FIGURES AS OF DECEMBER 31, 2017

€2,318M
REVENUES

€1,425M
INTERNATIONAL

€893M
FRANCE

No. 1
DERMO-COSMETICS LABORATORY IN FRANCE

No. 2
DERMO-COSMETICS LABORATORY IN FRANCE

No. 2
PRIVATE PHARMACEUTICALS LABORATORY IN FRANCE

€1,410M
Dermo-Cosmetics

€866M
Pharmaceuticals

€22M
Other activities

Vision & Strategy

PHARMACEUTICALS

ONCOLOGY
ETHICS
Unicity, women’s health, neurology, psychiatry, cardiology, pulmonology, rheumatology, and dermatology

ONCOLOGY
ETHICS
Central Nervous System

CONSUMER HEALTH CARE
PIERRE FABRE HEALTH CARE
PIERRE FABRE ORAL CARE
NATURACTIVE

DERMO-COSMETICS

PIERRE FABRE DERMATOLOGIE
DUCRAY
EAU THERMALE AVÈNE
A-DERMA
KLORANE
GLYCONE (in USA)
ERNE FURTERER
(Renewed in Brazil)

PRIORITY AREAS FOR INNOVATION

ONCOLOGY

DERMATOLOGICAL RX

5

PLANT-BASED ACTIVE INGREDIENTS
patented

PLANTS
220

PLANT SAMPLES
18,000

NEW PLANT-BASED ACTIVE INGREDIENTS developed each year

3 to 5

PROFILE

16

VISION & STRATEGY

€2,318M

3 to 5

NEW PLANT-BASED ACTIVE INGREDIENTS developed each year

3 to 5

NEW PLANT-BASED ACTIVE INGREDIENTS (patented)

220

PLANTS
over 90% of our PRODUCTION is carried out in France

HECTARES of farmland dedicated to organic farming in the Tarn region

PIERRE FABRE RESEARCH AND DEVELOPMENT CENTER Oncology, Dermatology, New Chemical Entities, Pharmaceutical development, Preclinical and Clinical development, Pharmacology, Regulatory, Pharmacology, Translational Medicine, Toxicology, Clinical Development Facility (Drug Discovery and Validation)

PIERRE FABRE IMMUNOLOGY CENTER Oncology, New Biological Entities and Biotechnological Productions from plant extracts

PIERRE FABRE RESEARCH CENTER Consumer Health Care Central Nervous System, Developability, Translational Medicine

PIERRE FABRE DERMOCOSMETICS ASIA INNOVATION CENTER Formulation, Analytics, Microbiology, Clinical Development, Toxicology (Water, skin and vaginal)

PIERRE FABRE RESEARCH CENTER Central Nervous System, Drug metabolism, Pharmacokinetics, Clinical Chemistry (company)

PIERRE FABRE IMMUNOLOGY CENTER Oncology, New Biological Entities and Biotechnological Productions from plant extracts

PIERRE FABRE RESEARCH CENTER Consumer Health Care Central Nervous System, Developability, Translational Medicine

PIERRE FABRE DERMOCOSMETICS ASIA INNOVATION CENTER Formulation, Analytics, Microbiology, Clinical Development, Toxicology (Water, skin and vaginal)

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DISTRIBUTION CENTERS
- DERMOCOSMETICS AND HEALTH CARE
- PHARMACEUTICALS

PRODUCTS DISTRIBUTED IN 132 COUNTRIES
- 13,500 EMPLOYEES
- 1,339 AMERICA
- 410 AFRICA
- 2,758 ASIA / OCEANIA
- 4,558 FRANCE
- 2,411 EUROPE

SUBSIDIARIES AND OFFICES IN 47 COUNTRIES
- 27 SITES IN THE TARN REGION

KEY FIGURES AS OF DECEMBER 31, 2017
- 1,339 AMERICA
- 410 AFRICA
- 2,758 ASIA / OCEANIA
- 4,558 FRANCE
- 2,411 EUROPE

18 Vision & Strategy

over 90% of our PRODUCTION is carried out in France

100% of our research is carried out in France

200 HECTARES of farmland dedicated to organic farming in the Tarn region

27 SITES IN THE TARN REGION

49 SITES IN FRANCE

13,500 EMPLOYEES

132 COUNTRIES

47 COUNTRIES
How did the Group perform in 2017?

BERTRAND PARMENTIER:

To recap the main international difficulties we were faced with in January 2017 with the opening of a new international distribution center for our dermo-cosmetics activity. These difficulties are behind us, but they did severely slow down our growth in the first half of the year. This challenge, to which we have been able to adapt our contracting activity was also penalized by the temporary suspension of a workshop at the Perpignan site. Yet these boding times saw our resilience, which enabled us to re-orient our strategic objectives and get back on track in the second half of the year.

They also showed our full capacity to look to the future despite short-term difficulties, as proven by the €3.44 million invested in 2017 to add to our portfolio of products and continue to upgrade our infrastructures. I am thinking, for example, of the acquisition of marketing rights for the dermatology portfolio of products and the creation of a dedicated innovation for infantile hemangioma, the acquisition of several medical dermatology, which is a competitive cosmetics company in the world to be working in this field. This infrastructure, this capacity to innovate and produce in France. We have been developing with Array BioPharma for a severe medical dermatology, which is a competitive cosmetics company in the world to be working in this field. This infrastructure, this capacity to innovate and produce in France. We have been developing with Array BioPharma, we strengthened our position on the French market, and we are now coming together around a shared vision and take action to reinvent the Group and thus get prepared for the future.

In the short term, we hope to be able to provide a new treatment option to patients suffering from severe melanoma, which would confirm our legitimacy in succeeding in our oncology activity. In the mid-term, our partnership with Array could open new doors for us, first of all in the treatment of colorectal cancer. Another strategic priority set out in the Trajectoire 2018 plan is our Consumer Health Care business, with growth drivers that (i) are fully reorganized and (ii) get back on track in the second half of the year.

For five years, we have made huge efforts in the transformation that will prepare for the future.

What do you have to say about the Trajectoire 2018 strategic plan?

BP: The Trajectoire 2018 plan is our progress over five years. Supported by the continuity mission left to us by Pierre Fabre, we were able to come together around a shared vision and take action to reinvent the company in line with our values. We really did confirm the relevance of our unique “From health to beauty” stance with dermatology as the cornerstone of our business. Today we are the only cosmetics company in the world to be working in medical dermatology, which is a competitive advantage for us. The implementation of the first for patients, the creation of a dedicated innovation unit, through the global partnership led by Pierre Fabre Digital, the opening of an international distribution center. Our operations, affected in the first half of the year, with growth nearing 10%, at half of the year with growth nearing 10%, at half of the year with growth nearing 10%, at half of the year with growth nearing 10%.

(2) Excluding industrial sub-contracting operations
(3) European Medicines Agency
(4) A New Academy
(5) Pierre Fabre Digital
The Pierre Fabre Group has a unique shareholding structure that guarantees its continuity and independence, in line with the values of our founder. The substantial-majority shareholder is the Pierre Fabre Foundation and employees form the second-largest group of shareholders through a buoyant employee stock ownership plan. This structure is unique in France and is aimed at ensuring the long-term stability of the company’s capital.

THE PIERRE FABRE FOUNDATION

It is the Group’s main shareholder (holding 86% of the shares) through its controlling company, Pierre Fabre Participations (PFP). As the Foundation is dedicated first and foremost to its public-interest mission, it delegates the supervision of the Group’s management to its subsidiary Pierre Fabre Participations. The Foundation is chaired by Pierre-Yves Revol.

PIERRE FABRE PARTICIPATIONS

The controlling company validates the Group’s strategy, appoints its main executives and ensures that the continuity mission defined by 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 value creation over short-term financial profit
• 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.

EMPLOYEE-SHARE OWNERSHIP

Pierre Fabre Participations (controlling company)

Pierre Fabre SA (treasury stock)

Pierre Fabre Foundation (majority shareholder)

86%

5.6%

8.4%

VISION & STRATEGY

The CEO of the Dermo-Cosmetics Division is also a member of the Executive Committee (nomination underway).

*From July 1, 2018, replacing Bertrand Parmentier who is retiring

SUPERVISORY BOARD

Roch DOLIVEUX, Chairman
Pierre-Yves REVOL, Vice-Chairman

ADMINISTRATORS

Dominique BALET
Jean Luc BELINGARD
Jean-Jacques BERTRAND
Nathalie DELAFARME
Jacques FABRE

Philippe FAURE
Marie-France MARCHAND-BAKLET
Catherine DE ROMAN-CHARLOT
Marie-Christine ROQUES

EMPLOYEES AND EMPLOYEE SHAREHOLDERS REPRESENTATIVES

Agathe AMARA-COLOMBÉ
Christophe LATOCHE
Gane MEUNIER

EXECUTIVE COMMITTEE

Eric DUCOURNAU
Pierre-Fabre SA

Frédéric DUCHARME
CEO Pharmaceuticals Division

Thierry DURAND
CEO Pharmaceuticals Division

Michael LEHMAN
CEO Dermo-Cosmetics Division

Eric GOUY
CEO Finance

Marc ALIAS
Director, Corporate Communications

Agnès BAZIN
Director, Digital Organisation & Innovation System Officer

Vision & Strategy

2017-2018 REPORT

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Owing to the desire of Pierre Fabre, Group employees have been highly involved in corporate performance via an employee stock ownership plan: the Ruscus plan. Employees and the Pierre Fabre Foundation are the Group’s only shareholders. This situation is one of a kind on the French industrial scene, guaranteeing the Group’s independence.

The Ruscus plan, given its name as a tribute to the first plant used by Pierre Fabre when the company was created, is a major factor in the way the Group organizes its capital. It also helps develop a different kind of corporate culture, which upholds the values of our founder—indeed, entrepreneurial drive, continuity and team spirit. With this stock ownership plan, employees become joint owners of the Group and are more closely involved in corporate life and the company’s growth.

The plan was developed to enable employees, in particular employees with modest incomes, to build up their assets. Through this measure, employees become joint owners of the Group and team spirit. With this stock ownership plan, employees become joint owners of the Group and are more closely involved in corporate life and the company’s growth.

In 2005, the year after the founding of the company, the Ruscus plan was rolled out in France. In 2006, and in 2008 it was extended to six European countries: Germany, Belgium, Spain, Greece, Italy and Portugal. In 2010, Poland became the first country outside Europe to join the Ruscus plan. In 2017, the plan was opened up to Mexico. In 2018, Swiss employees will be offered Pierre Fabre stock ownership.

RUSCUS PLAN

% OF EMPLOYEE SHAREHOLDERS OF THE GROUP’S CAPITAL

- 13 years of employee stock ownership

- 84.2% of employee shareholders (as of 31 March 2018, stock ownership plan and hold)

- 8.4% of the Group’s capital

Half of the population does not have access to essential drugs, while new pandemics are developing and former ones are returning. This is no longer acceptable. The Pierre Fabre Foundation was created to actively help combat these imbalances by improving access to quality drugs and health care. Always preserving better treatment and better healing the world’s poorest, this is our ambition.
IN 2015, PIERRE FABRE LABORATORIES OBTAINED THE “EXEMPLARY” LEVEL IN THE AFAQ 26000 ASSESSMENT

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In 2017, the Pierre Fabre Group generated €2,318 million of revenues. The Group notably benefits from the diversity of our activities, which span pharmaceuticals to dermo-cosmetics to oral care, family health care and natural health care. To achieve these objectives, we have defined six priorities, which are each covered in a road map and have operational milestones:

1. Improve prescription drugs’ operational and financial room for maneuver
2. Build an exciting multi-local Consumer Health Care franchise
3. Reinforce the positioning of Dermo-Cosmetics to develop the company in Consumer Health Care, with growth drivers that borrow from both the Pharmaceuticals and Dermo-Cosmetics business models.

The Trajectoire 2018 plan is based on innovation, international development and sustainable value creation. Ever since, we have been implementing the plan. The focus on this, the Trajectoire 2018 strategy plan aims to restore economic balance to both of our activities. The Dermo-Cosmetics division is experiencing sustained growth, contributing to the bulk of the Group’s earnings. Conversely, for several years, especially in France, the Pharmaceuticals division has been subject to very strong regulatory pressures exerted on the Pharmaceutical industry (lower reimbursement rates of new drugs, patents, rapid rise of generic drugs, etc.), which it must offset through better productivity in its R&D model. Trajectoire 2018 therefore aims to restore the competitiveness of our Pharmaceuticals division, without curbing the strong ambitions we have for the Dermo-Cosmetics division. It also allows us to grow with the financial capacity to go and find growth drivers, especially for Pharmaceuticals.
**PHARMACEUTICALS**

**Questions for...**

F. D.: What is the ambition of the Pharmaceuticals division on an international level?

F. D.: For several years, we have been making up for the decrease in our revenues in France linked to the impact of regulatory measures on our portfolio of mature products, by developing new revenue streams driven by around 5% per year. Our objective is to maintain this pace in order to conduct over 70% of our business outside mainland France by 2020. To reach this objective, we have a commercial franchise named Ethics by combining the promotion of mature products with commercial innovation. In this way, we are adapting our business model to meet the challenges of responsible self-medication, which requires us to consider the needs of suffering patients and advise pharmacists.

What is the importance of the industrial sub-contracting activity (CDMO)?

F. D.: We have long-standing externalized agreements with thirty active partnerships and unique, competitive know-how in injectable products manufactured in a sterile environment, hand-made pharmaceutical lozenges and plant-based active ingredients. We are working with both international laboratories and biotech companies, for which the products we still develop at a pre-industrial stage. Our strategy is that we can provide support up to the entry into the market via development, support for registration and, of course, manufacturing. Over the next two years, we will make substantial investments in a new workshop at our Pau site to meet the growing demand for the making of injectable oncology products.

**ACCELERATING INTERNATIONAL DEVELOPMENT AND INNOVATION**

F. D.: We have over 30 years of experience in oncology, for which we control the whole value chain, from R&D to marketing through industrialization and market access. We allocate over half of our spending in R&D (€450m) and, for example, have just started the phase I clinical trials for a monoclonal antibody conjugated with a cytotoxic.

We are also pursuing clinical development in small and cellular cancers of two targeted biotherapy molecules in partnership with Array BioPharma. Both of these molecules are currently being registered in Europe, Australia and Switzerland for a severe form of melanoma. At the same time, we are continuing global marketing of Navelbine Oral, our main oncology product, especially in China, where its potential is huge due to the high prevalence of cancers in this country.

What about the other business franchises?

F. D.: We will continue to develop our second franchise named Ethics by combining the promotion of our historical portfolio with commercial partnerships. In France, our know-how is already making us the “partner of choice” for many laboratories in various treatment areas (diabetes, rheumatology, cardiology and respiratory medicine).

In 2016, we signed a major agreement with Pfizer for the exclusive promotion of a urinary incontinence treatment in 15 countries across Europe, Russia and Turkey. The results of this partnership are positive and we encourage the Group to look for new opportunities of a comparable scale. As for our Consumer Health Care franchise, it is a main priority for the Group. In 2016, we invested in the creation of a dedicated innovation center in Caen, uniting all R&D and marketing teams. This single location enables us to innovate more quickly and more effectively. At the same time, we are adapting our business model to meet the challenges of responsible self-medication, which requires us to consider the needs of suffering patients and advise pharmacists.

**PHARMACEUTICALS DIVISION**

**ONCOLOGY**

The fourth franchise is the COMO® business, a significant growth driver for our pharmaceuticals division.

**ONCOLOGY IS OUR MAIN PRIORITY**

We dedicate a level of investment to R&D that places us in the middle bracket of the industry: 15.5% of our pharmaceutical net sales in 2017. Considerable heavy investments required when developing a new drug, we are focusing our research and development efforts on four treatment areas: oncology, dermatology, MS, the central nervous system and consumer health care.

Of these research areas, oncology is our top priority. Our Research and Development Center at the Toulouse Oncopole campus and our immunology Center at Saint-Julien-en-Genevois are working on cytotoxic molecules, targeted therapies and monoclonal antibodies for cancer treatment. The two centers combine their expertise in the fields of the future: immuno-conjugates on the one hand and onco-immunology on the other. Oncodermatology is also a relevant field of research for the Group, at the crossroads of our expertise in oncology and dermatology.

**ETHICS**

**CONSUMER HEALTH CARE**

**Naturalactive**

30 31

PHARMACEUTICALS

Originating in the pharmaceutical sector over 50 years ago, we are continuing to develop our pharmaceuticals business, with a desire to provide patients with treatments in the following areas: Oncology, Ethics and Consumer Health Care.

Frédéric Duchesne, CEO of Pierre Fabre Pharmaceuticals, is already making us the “partner of choice” for many biotech companies, for which the products we still develop at a pre-industrial stage. Our strategy is that we can provide support up to the entry into the market via development, support for registration and, of course, manufacturing. Over the next two years, we will make substantial investments in a new workshop at our Pau site to meet the growing demand for the making of injectable oncology products.

2017-2018 REPORT
As the inventor of dermo-cosmetics, Pierre Fabre Dermo-Cosmetics offers innovative skin care and hair care solutions following a strict scientific principle: making beauty ethical. As the only international dermo-cosmetics player present in the field of therapeutic dermatology, we are making this activity the flagship for our relationship with dermatologists. We aspire to support patients and health care professionals throughout the course of treatment, with follow-on or supplementary products to the therapeutic treatment.

WE MAKE PATIENT SUPPORT OUR PRIORITY

Dermo-cosmetic care products are often recommended by dermatologists to support or aid patient compliance with a medical treatment and help improve quality of life. It is notably the case in cancer treatment, an area where treatment often causes side effects with important impacts on quality of life: skin disorder or even pain and the effect on overall confidence. Pierre Fabre Dermo-Cosmetics prioritizes support for patients and their caregivers by professionals developing specific programs. 

Avène Skin & Cancer: the comprehensive approach of the Eau Thermale Avène brand. “Avène, skin & cancer” includes all actions taken to support and accompany health care professionals and patients in treating skin cancers and/or side effects of the cancers and their treatments on the skin: support for screening campaigns, partnership with the European Skin Cancer Foundation, information and training, etc.

• Hydrotherapy treatment: the Avène Hydrotherapy Center offers a 9-week post-radiotherapy hydrotherapy treatment with patient benefits (multi-center clinical study versus control group), both in improving the skin and patient quality of life.

• Foundation for Atopic Dermatitis: created in 2006, it is particularly helpful finance treatment education projects for patients affected by atop dermatitis. It therefore works toward improving the knowledge of patients and parents of children with atop conditions on the symptoms, the treatments, the impact of the nature of the illness, its treatments, and its effects on the lives of patients and their families.

No. 1 in Dermo-Cosmetics in China

1,410 MILLION EUROS

In net sales generated in 2017 by the Dermo-Cosmetics division

LEADER IN ETHICAL BEAUTY

Eric DUCOURNAU

CEO Dermo-Cosmetics Division

What are the strengths of the PFDC in South Korea?

E. D.: First of all, we are the only international cosmetics company to be present in medical dermatology, via Pierre Fabre Dermatologie (PFDC). This gives a different core value, insofar as it supports the medical sales visits of our brands in the dermo-cosmetic universe, namely Eau Thermale Avène, Ducray, A-Derma, Galénic, Dermo and Glytone (to scalpel and hair care (Ducray, Eucerin, René Furterer and Dermo)). Lastly, our 4 th strength relates to the values of our brands, which include efficacy, innovation, and quality, expressed in particular via the “made in France” aspect, and our ability to develop innovative products, over 140 per year, of which 20% are designed and manufactured to meet the specific needs of Asian, South American or African consumers.

What position does digital hold at PFDC?

Digital technologies are a great opportunity. By making us more attentive to consumers, and giving us the resources to be this attentive, they make us review our whole value creation chain. Health care professional recommendations are still very relevant. For our products, but not necessarily. Consumers have become extremely connected and are forming their own opinion on products and brands, thus becoming co-prescribers. These transformations in the “experience” and “consumer journey” mean our brands have to generate a preference at each stage of this journey. In addition, each country has its own specific features and has to be constantly forge the ambitions of creating global brands and the need to be locally relevant.

For what reason?

We are selling five brands in South Korea, and it is the country with the most digital developed societies: 58% of the population is mobile-friendly. Therefore, we should be following a new concept for PFDC, directly selling our brands on a new platform called the Dermo Cosme Shop. This enables us to generate customer loyalty through the discovery of our know-how, the breadth of our ranges and our product innovations. We are also learning from consumers using an online diagnosis tool to help them choose the product to suit their needs. A third of our sales are actually generated online in South Korea, via our own website and the websites of our retail partners.

Why have you created e-commerce site in South Korea?

If you are interested...
Driven at a very early stage by the desire to have a presence outside of France, the Pierre Fabre Group initially turned to Southern Europe. A natural step for a company located in the Tarn, close to Spain. Incidentally, the Group opened its first subsidiary in Barcelona in 1970. This was followed by Portugal, Italy and Greece. Our dermo-cosmetics brands now have a prime position in these four countries.

Our international development follows the model that made the company a success in France. Regardless of the country in which we are operating, the virtuous continuum principle – doctor, pharmacist, patient – prevails. It is necessary for pharmaceuticals, but also for dermo-cosmetics. It is, however, a model that we know how to adjust to take into account the specific features of each market where distribution through pharmacies is more or less developed.

Being attentive to all cultures, creating relationships based on trust with local health care professionals, adapting to the reality of the distribution channels of each market without ever surrendering our requirement for professional advice provided in an environment that is consistent with the highly technical nature of our products; this is our approach for internationally building upon what we have constructed from our native land for over half a century.
WE HAVE CREATED NUMEROUS PRODUCTS, GOOD PRODUCTS, DESIGNED WITH PASSION AND CARE; WE HAVE DONE USEFUL THINGS FOR HEALTH.
MISSION

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.

Health is a unified whole. It is not just about being free from disease or disability. As the World Health Organization (WHO) says, it is a state of complete physical, social and mental well-being. The Pierre Fabre Group took on the ambition to meet this need for well-being, with a constant concern for proven efficacy and the highest level of safety, from pharmaceuticals to dermo-cosmetics care, from health to beauty. Men, women and children, ill, recovering or in good health, from birth to their last days, Pierre Fabre products care for everyone.
Investments in R&D reflect the importance that we attach to the discovery and development of innovative therapeutic and well-being solutions, from health to beauty.

Pierre Fabre combines pharmaceutical research and dermo-cosmetic research, thus creating novel links between these different fields. The Group makes use of cross-functional expertise, in particular, research on plants and expert knowledge on active ingredients of natural or biotechnological origin.

**Oncology:**
We are allocating 50% of our medical research budget to oncology, which is the priority area for innovation. Our research is focused on areas with major medical needs, notably solid tumors, notably cancers of the aerodigestive tract such as colon cancer, head and neck cancers, or cancers of the urogenital tract, such as bladder cancer, as well as skin cancers (melanomas) and certain blood cancers such as leukemia. At the crossroads of our expertise in dermatology and oncology, onco-dermatology has become a vital area of our R&D in recent years.

**Central nervous system:**
Our researchers are working to develop therapeutic solutions in the treatment of schizophrenia, depressive disorders and pain.

**Consumer Health Care:**
Our consumer health care innovation unit covers a broad spectrum of solutions in the areas of family health care, oral care and natural health care. In this domain, we are developing drugs as well as medical devices, dietary supplements and cosmetics, with the aim of meeting every individual’s needs on a daily basis.

**Dermo-cosmetics:**
Our researchers are identifying potential active ingredients and new targets. They are developing suitable knowledge and methods to better understand the physiology of normal skin and skin suffering from a condition, to provide the most comprehensive cosmetology offering possible, from support for skin problems to care for the skin and scalp.

**Dermatological Rx:**
In this area, we are focusing our innovative efforts on treating infantile hemangioma, atopic dermatitis, orphan diseases and onco-dermatological illnesses. The development of new topical treatments for the management of these skin cancers— notably basal-cell carcinomas and actinic keratoses—are our priority now more than ever.

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Natural substances: Plants and water are a source of multi-disciplinary scientific experiments with the aim of developing original active ingredients used in the fields of pharmaceuticals, family health care and dermo-cosmetics.

Immunoconjugates: At the crossroads of chemistry and biotechnologies, they are currently a booming class of pharmaceuticals for cancer treatment because they allow the active components to be delivered to the very core of a cancerous cell without affecting the healthy cells. Our research teams have complementary know-how for designing, producing and assessing such molecules, by combining the expertise of targeted biotherapies developed in Saint-Julien-en-Genevois, knowledge on the cytotoxic agents studied at Toulouse-Oncopole and the chemistry know-how of the teams in Toulouse.

New chemical entities: Technological advances in molecular and cellular biology, structural biology, molecular modeling and medicinal chemistry contribute to the discovery of innovative therapeutic principles. These therapeutic principles are approved through the implementation of pharmacological models similar to situations tested during clinical studies on patients, and are therefore highly predictive. Today, this expertise is an essential line of research, particularly in oncology and neuropsychiatry.

Biotherapies: Based on monoclonal antibodies and recombinant proteins, biotherapies are also at the cutting edge of Pierre Fabre research, and have been studied by us for over 15 years. The interest in monoclonal antibodies lies in their highly targeted mode of action, their efficacy and their greater tolerance in relation to chemotherapy treatments.

Translational medicine: To move more quickly and safely from basic research to proof of concept then to the drug administered to the patient, Pierre Fabre R&D now uses translational medicine, an accelerated clinical development strategy based on innovative clinical designs.

Immunooncology: Alongside surgery, radiotherapy, chemotherapy and targeted therapies based on kinase inhibitors, immuno-oncology is now the No. 5 course of treatment for cancer. This new-generation treatment is mainly based on monoclonal antibodies, the molecules naturally produced by our immune system to fight against molecules identified as being foreign by the body.

The Pierre Fabre Immunology Center (CIPF) started looking at antibodies in the early 2000s. While chemotherapy molecules affect cancerous and non-cancerous cells indiscriminately, the CIPF wants to develop new antibodies that specifically recognize tumorous cells, preventing their growth while reducing side effects.

The advent of antibodies has opened up a whole field of research into their derivatives. For the past three years, the stars of cancer treatment have been immunomodulators. These antibodies help patients’ immune systems to “unlock themselves” and fight the tumor. At the CIPF, we are trying to find the right antibody formula for each type of cancer. Current research involves combining several immunomodulators with each other and combining immunoconjugates and immunomodulators, to improve the efficacy of the molecules even further.

Text from Figaro Partner, published on May 23, 2016 in the health care section of Le Figaro
To enhance our offer of dermo-cosmetic products, our researchers are identifying new active ingredients of natural, biological or chemical origin and expanding the cutaneous and capillary mechanisms on a tissue, cellular and molecular scale.

They are focusing on seven areas of research and six areas of scientific expertise.

**LINES OF RESEARCH**

**Skin aging:** Understanding the molecular mechanisms involved in the skin aging process and developing new anti-aging active ingredients.

**Barrier function:** Better understanding the biology of the epidermal barrier and identifying active ingredients that foster skin hydration, strengthening the barrier function, resistance to different types of stress or even cell repair.

**Photoprotection:** Studying combinations of filter systems meeting various criteria (broad absorption spectrum, water resistance, etc.), cosmetic absorption spectrum, water criteria: chemical (broad spectrum, selectivity, efficacy), or physical (enhancement of antioxidant properties).

**Inflammation (acne, atopic dermatitis and rosacea):** Studying the cellular and skin modeling mechanisms at play in the development of inflammatory skin reactions and developing new support strategies.

**Microbiota:** Identifying the microbiota involved in the skin’s microflora and exploring the effects of natural ingredients on the skin flora, researchers from Pierre Fabre Dermo-Cosmetics are offering an innovative treatment with effective and well-tolerated care.

**Phenotypes:** In the area of dermo-cosmetics, biotechnologies rely on extensive experience and expertise in developing high-tech pharmaceutical processes: culture in bioreactors, production of active ingredients from plant cells or microorganisms.

**Formulations:** Emulsions, foams, lotions, sticks, powders, soaps, oils, etc. Our raw materials are selected to combine effectiveness with safety and to make our products a pleasure to use.

**Dermatology hydrotherapy:** The treatment of patients affected by atopic dermatitis or psoriasis at the Avène hydrotherapy center has clearly demonstrated the therapeutic benefits of its thermal spa water. To better understand its composition and mechanisms of action, Pierre Fabre Laboratories has created the Water Laboratory.

**Barrier function:** Assisting the molecular mechanisms at play in the development of cutaneous and capillary skin reactions and developing new support strategies.

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We have always favored a partnership-based approach, convinced that synergy and sharing of expertise are business and innovation accelerators. 30 years after our first historic partnership agreement with the CNRS, we are continuing our collaboration with French public research bodies (Teaching Hospitals, INSERM, etc.), universities (École polytechnique de Lausanne, Université de Saclay, etc.), biotech companies (Array BioPharma, AbCheck, Cellectar, etc.) and international pharmaceutical laboratories (Allergan, AbbVie, etc.). Since 2015, we have wanted to go further by launching two major open innovation initiatives.

**NATURE OPEN LIBRARY: SHARING OUR PLANT HERITAGE AND EXPERTISE**

For over 50 years, we have been managing the supply chain to develop and produce innovative active ingredients from plants for health care and dermo-cosmetics.

With the launch of Nature Open Library in 2015, we would like to share our expertise in the research, development and industrialization of plant-based active ingredients with private and public players heading innovative projects. This program notably results in providing a multi-disciplinary team of experts in the phyto-industrial value chain (botanists, agronomists, chemists, production engineers, specialists in regulatory affairs, legal experts, etc.) and the opening of our plant extract sample library.

With 18,000 listed samples from 7,000 species, including some rare ones, it is one of the largest private collections in the world. Eight partnerships were signed in 2016, with French or international biotechnology companies and with major groups.

**NATURAL FRAGMENT LIBRARY: INNOVATING THROUGH NATURAL FRAGMENTS**

The Pierre Fabre Group is at the head of a vast sample library of new fragments taken from plants. The screening of fragments today appears to be a promising method, offering interesting prospects for identifying drug candidates.

Determined to share our sample library with a broad public in the setting of our Open Innovation initiative, Pierre Fabre made the strategic decision to work with NovAliX, an international partner specialized in the research and development of drugs and the use of biophysics for screening and characterization.

This partnership will enable experts from NovAliX to offer pharmaceutical laboratories, institutions or stakeholders in the biotechnology sector access to the Pierre Fabre Natural Fragment Library.
A source of inspiration, exploration and beauty, nature is at the heart of our development model. Research into natural substances is a historic and original focus for our Laboratories. For over half a century, we have been convinced that nature still holds undiscovered benefits for healing, soothing and beautifying.

EXPLORING THE BEST OF NATURE

EXPLORING MARINE BIODIVERSITY

In order to increase our access to original natural molecules (particularly in ethnology, oncology and dermatology) while preserving marine biodiversity, in 2001, we created a mixed research team at the Oceanological Observatory at Banyuls-sur-Mer (Laboratoire Arago) in conjunction with the Pierre and Marie Curie University (Paris VII) and CNRS (National Center for Scientific Research). This team specializing in microbial ecology is studying marine microorganisms, a renewable source of original biological active ingredients, and is contributing to a better characterization of this biodiversity, which still remains almost unknown.

Its collection of microorganisms is registered at the World Federation for Culture Collections and includes over 2,000 species. To enrich this collection, the Oceanological Observatory takes part in oceanological campaigns on the different seas of the world, such as the ocean campaign organized by the explorer Jean-Louis Etienne on Clipperton Island deep in the Pacific.

DISCOVERING THE BENEFITS OF PLANTS

Convinced that the 250,000 flowering plants listed to date, and those that remain to be discovered, may hold health and beauty benefits, we have made research our mission and promoted development of innovation. These scientific investigations are integrated into Botanical Expertise Pierre Fabre, a certified approach for the responsible development of innovative, safe and effective plant-based active ingredients.

The best of nature is a historic and original focus for our Laboratories. For over half a century, we have been convinced that nature still holds undiscovered benefits for healing, soothing and beautifying.

Avene thermal spring water is known for its soothing and anti-irritating properties. It is the essential active ingredient for a wide range of care products for the most sensitive, intolerant and allergic skin types. To deepen our knowledge of its composition and mechanisms of action, with the support of water agency, Pierre Fabre research teams are leading multi-disciplinary programs.

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The properties of Avène thermal spring water are recognized for its unique composition. Its therapeutic reputation has been scientifically proven since 1786 and is now internationally recognized. Properties are harnessed by this precious, over two centuries for its soothing and anti-irritating properties, Avène thermal spring water is known for its soothing and anti-irritating properties. It is the essential active ingredient for a wide range of care products for the most sensitive, intolerant and allergic skin types. To deepen our knowledge of its composition and mechanisms of action, with the support of water agency, Pierre Fabre research teams are leading multi-disciplinary programs.

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From health to beauty

2017-2018 REPORT

RIGOR

MANUFACTURING IN COMPLIANCE WITH THE STRICTEST STANDARDS

ISO 9001 FOR ALL OF OUR INDUSTRIAL SITES DEDICATED TO DERMOCOSMETICS

ISO 14001 FOR OUR CHEMICAL AND PHARMACEUTICAL (PAU) AND DERMOCOSMETICS (SOUAL AND AVÈNE) PRODUCTION SITES

We have chosen to internalize the design and manufacture of the greater part of our products, from research to distribution, to guarantee quality by controlling the entire logistics chain. Our manufacturing applies innovative processes, which constantly raises the standards and the overall level of quality.

SPECIFIC KNOW-HOW

Cytotoxic molecules and production in aqueous conditions

Specially adapted filling using isolator technology to manufacture cytotoxic molecules, the Pau plant (Pyrénées-Atlantiques) was the first French pharmaceutical site to gain approval from the American Food and Drug Administration (FDA) in 1993.

Hard-boiled pharmaceutical lozenges

The production of hard-boiled lozenges for pharmaceutical products is the core business for the Agignan site (Gien). It uses innovative, consistent flow production technology, with many benefits for our European and American partners.

Pharmaceutical and food supplements in dry and liquid forms

Since 1990, the Cahors unit (Lot), specialized in small series, has been manufacturing and packaging plant-based capsules, powders and liquids. Since 2016, it has also been packaging hard-boiled pharmaceutical lozenges produced at the Agignan site.

In our Gien site, manufactured and packages dermo-cosmetic products for all Pierre Fabre Dermo-Cosmetics brands (creams, liquids, milks, lotions, soaps, sticks, etc.). The Avène industrial site (Herault) manufactures and packages Eau Thermale Avène-branded products from the spring water drawn near the Sainte-Odle source. Following the significant investments made regularly since 2003, the two plants have been producing Sterile Cosmetics products in a sterile environment. In 2013, the Avène production unit gained FDA approval to export OTC products to the USA. The Avène site in Brazil, associated with the purchase of Darrow in 2006, was converted into a dermo-cosmetic product manufacturing unit for the Brazilian market.

The Château-Renard conversion is complete and the site is fully dedicated to dermo-cosmetics activities. Soval obtained the ISO 9001 certification in late 2015 and Avène in late 2016.

Active ingredients

In its Gaillac (Tarn), Virrey del Pino (Argentina) and Palézieux (Switzerland) plants, Pierre Fabre produces active ingredients of plant, biological or synthetic origin for the pharmaceutical, cosmetic and nutraceuticals sectors. The Group has cutting-edge industrial know-how in fields such as extraction, fermentation and supercritical fluid tests. They are meticulously performed at every stage of the development and manufacture of active ingredients.

The Group has cutting-edge industrial know-how in fields such as extraction, fermentation and supercritical fluid tests. They are meticulously performed at every stage of the development and manufacture of active ingredients. Our Aignan production unit offers a competitive service in the manufacture of lozenges used in consumer health care to treat sore throats, smoking cessation and other pharmaceutical applications. A very wide range of products can be produced, taking the various formulations and technologies offered into account.

Active ingredients, in particular natural active ingredients

Based in Gien, our unit dedicated to active ingredients offers a complete know-how in the areas of extraction, purification and synthesis. Another site in Ba Ria-Vung Tau (Vietnam) is specialized in the manufacture of floral waters. Two other plants, one in Virrey del Pino (Argentina) and the other in Palézieux (Switzerland), have specific experience in biological extraction. These production sites cooperate in line with current best industrial practices.

CONTRACT DEVELOPMENT AND MANUFACTURING ORGANIZATION (CDMO)

A COMPLETE RANGE OF SERVICES ON BEHALF OF THIRD PARTIES

For over 20 years, Pierre Fabre CDMO (Contract Development and Manufacturing Organization) has been a provider of a wide range of services and offering its partners innovative solutions for their projects. Our CDMO model offers the highest level of quality at each stage of the process. Our industrial and technological know-how means we can propose a comprehensive or customized offer, from supplying components to delivering to customers, for pharmaceutical and cosmetic products, dietary supplements and medical devices. Our industrial teams are able to develop new products from the design stage. This collaboration, which takes place in the very early stages of the product and process industrialization process, makes it faster to register and launch new products.

CDMO

MANUFACTURING ORGANIZATION (CDMO)

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ATTENTIVENESS

The Pierre Fabre Group is committed to improving the treatment, health and well-being of patients and consumers. To carry out this mission, we form partnerships based on trust all over the world and at home with health care professionals who are in the best position to prescribe or recommend the Group’s products. They know their patients’ needs and can provide them with necessary information for the correct use of their products better than anyone else.

SUPPORT AT THE HEART OF THE MODEL

Whichever the extent of the disease or discomfort from which the patient or consumer is suffering, we consider it a health risk. Based on that principle, our vision is that everyone should benefit from advice and monitoring, where appropriate, by a healthcare professional: doctor, pharmacist, dental surgeon, midwife, podiatrist, nurse, etc. We believe that only qualified individuals or people trained to give suitable advice.

TRAINING AND INFORMATION

All health care professionals, in particular doctors and pharmacists, are involved in our research and receive regular information on our specialties. We provide them with training tools and information in order to support them in their task of diagnosis, advice and therapeutic education. The Foundation for Atopic Dermatitis and Club Dermaweb are two significant examples of this.

PROVIDING SUPPORT FROM PRESCRIPTION TO ADVICE

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As part of the comprehensive “Avène Skin & Cancer” approach, the brand Eau Thermale Avène, in conjunction with major onco-dermatologists, has developed an app available on smartphones. This app enables health care professionals (doctors, medical staff and pharmacists) to access the dermatological side effects of cancer treatments in real time. In this app, health care professionals can consult the dermatological symptoms and the main inducing molecules, but also case studies and quizzes to test their knowledge.
In dermatology and dermo-pediatrics, we are innovating to provide patients, dermatologists, general practitioners and pharmacists with new treatments and specific educational and training tools.

- Provision of a portfolio of products covering the main dermatological conditions, such as acne, fungal infections, psoriasis, atopic dermatitis and alopecia.
- Development and marketing of a major therapeutic treatment in infantile hemangioma.
- Creation and management of Dermaweb, a free website for dermatologists, pharmacists and dispensary staff, for training and information on dermatology.
- Creation of a corporate foundation fully dedicated to the fight against eczema: the Foundation for Atopic Dermatitis.

**AT THE HEART OF dermatology**

**INNOVATION**

- **ONCO-DERMATOLOGY**
  - A PUBLIC HEALTH ISSUE
    - Skin cancer rates have remained steady for 30 years. This has become a real public health issue, both in terms of prevention and therapy. We estimate that one in six people will develop a skin cancer in the future.
  - The development of new treatments for managing these cancers, especially melanoma, which is the most dangerous form, has become a public health priority. With our proven expertise in both oncology and dermatology, Pierre Fabre Dermo-Cosmetics has become a natural, vital area for our research.

- **SHARING**
  - **INFANTILE HEMANGIOMA**
    - Infantile hemangiomas, which affects 10% of infants, is a benign tumor that appears in the first weeks of life. It can have major functional and esthetic consequences. In 2007, the Bordeaux teaching hospital discovered the efficacy of a molecule usually used in cardiology in the treatment of this illness. The hospital teams contacted Pierre Fabre Dermo-Cosmetics for the pharmaceutical, toxicological and clinical development of this drug in its new pediatric Dermatologie indication. Seven years after the start of this collaboration, in March and April 2014, the drug obtained its market authorizations, one for the U.S. and the other for the whole of the European Union.

- **IN DERMO-COSMETICS**
  - SKIN EXPERTISE
    - As the inventors of dermo-cosmetics, we offer innovative skin care and hair care solutions following a co-assistant principle: making beauty ethical. Our dermo-cosmetic researchers have developed undeniable expertise in the interlinked areas of dermatology and cosmetology. In close collaboration with the best international specialists, they conduct various clinical studies, thus helping develop new dermo-cosmetic concepts and building on knowledge of the skin. Our dermo-cosmetic care products are recommended by health care professionals and administered by staff trained in our ethical approach to beauty, thus guaranteeing individually tailored solutions.

**THERAPEUTIC EDUCATION**

- **A FOUNDATION DEDICATED TO ATOPIC DERMATITIS**
  - Since 2006, the Foundation for Atopic Dermatitis, a corporate foundation created by Pierre Fabre Dermo-Cosmetics, has been contributing to the financing of treatment-education projects for patients suffering from atopic dermatitis. It therefore works toward improving the knowledge of patients and parents of children with atopic conditions on the nature of the illness, its treatments, and its effects on the lives of patients and their families. The Foundation for Atopic Dermatitis wants to lessen the burden of this illness for patients and their loved ones. It has helped create and develop 40 Atopy Schools in Europe, Asia, and the Americas in order to provide innovative skin care and hair care. It offers all the tools so they can feel and expand their knowledge, share their expertise and better understand the changes and issues of the practice of dermatology, today and tomorrow.

- **Dermaweb**
  - Dermaweb is a reference media for dermatologists, doctors and pharmacists involved in skin care and hair care. It offers all the tools so they can feel and expand their knowledge, share their expertise and better understand the changes and issues of the practice of dermatology, today and tomorrow.

- **A SUCCESSFUL PUBLIC-PRIVATE PARTNERSHIP**
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**INNOVATION**

- **3 RESEARCH CENTERS**
  - Pierre Fabre Research and Development Center (Orsay, Paris)
  - Pierre Fabre Dermo-Cosmetic Research Center (Vignola)
  - Skin Research Center (Hôpital-Dieu, Toulouse)

**FIND OUT MORE**

[www.fondation-dermatite-atopique.org/en](http://www.fondation-dermatite-atopique.org/en)

THE SAME ADVENTURE WHICH ALLOWS US TO SHARE STRONG VALUES

MR. PIERRE FABRE

DECEMBER 2009
Responsibility & Citizenship

help employees better understand their new functions. Based on needs and gaps in their career development process. Training: in order to help employees enhance their command of their position and to develop skills that are essential for the future, the company has its own corporate university, in addition to a range of training options available. The major objective of the Pierre Fabre University is to plan for and support changes to business activities and organizations.

TO OFFER A SAFE AND SOUND WORKING ENVIRONMENT

Our company’s mission, “serving for the human being as a whole,” makes the health and safety of our employees our highest concern. In order to do this, we take measures to reduce and prevent risks, especially chemical, mechanical and psychosocial risks linked to noise, the ergonomics of workstations and road risks. We also ensure that adequate safety measures have been put in place for employees traveling abroad.

Creating Development Opportunities for Our Employees

The pharmaceutical and cosmetics industry is experiencing increasingly rapid economic, regulatory and technological changes that affect our organization and activities. Jobs and skills planning system: to support these changes and because we are convinced that our employees are the driving force behind our performance, a new jobs and skills planning system agreement was signed with social partners in France in December 2016 and implemented in 2017. Its objectives are to support job changes and their content, taking into account those which are to be created, changed or eliminated; to adapt and strengthen employee skills, particularly through training; to promote internal mobility through specific measures, and to support employees in their career development process. In terms of training, this guidance is conveyed particularly by a specific effort to support employees in the 9 countries concerned by the plan.

Supporting International Development

To support our international development, we make sure that we are familiar with the local employment markets and that we put in place a competitive pay policy that is suited to the employment markets and that we put in place a competitive pay policy that is suited to the different types of mobility and the constraints of the countries in which we operate.

Our Human Resources policy is rooted in the unifying drive of Pierre Fabre to combine the company’s economic project with a social one. This policy supports the business as it evolves, and its international development in particular, and allows employees, our company’s most valuable asset, to grow.

OHSAS 18001 CERTIFIED SITES

We have chosen to obtain certification according to the OHSAS 18001 standard for our two main production sites for active ingredients, in Guarri (Tunisia) and in Virrey del Pino (Argentina), as well as at our Skin Research Center at Vichy (France), where we carry out clinical studies.

People

The values at the heart of corporate culture

The Pierre Fabre culture is built on nine strong values shared by all members of the company. These values, directly cherished from the humanist and entrepreneurial spirit of our founder, shine through on a daily basis in our collective practices and our individual actions.

We promote these values among new employees and in all regions where the company operates, particularly through the training program “Culture & Avenir” (Culture & Future). Combined with our business model, our values make work meaningful, and make Pierre Fabre Laboratories an employer of choice.

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This dynamic approach has also been implemented abroad, through management of staffing and skills requirements in our subsidiaries, and anticipation of economic and regulatory conditions by area.

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To support our international development, we have reorganized our HR teams both at the head office and locally, creating dedicated teams in our main subsidiaries: there are currently 16 “country” human resources managers. This HR development process.

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AN ACTIVE INTERNATIONAL ACADEMIC PARTNERSHIP POLICY

For many years now, Pierre Fabre Laboratories has been implementing an active policy promoting relations with schools and universities in our home region and we are currently developing these relations throughout the world. Due to the diversity of our activities and the wealth of our business areas, we are taking action at all training levels, with high schools, universities and prestigious engineering schools.

The interlinked collaboration between Pierre Fabre Laboratories and the schools and universities can take several forms:

• Regularly taking part in recruitment drives and selection panels
• Participating in events on campuses to present the company and its business areas
• Involving company managers in teaching, at conferences or round-tables
• Helping create degree programs
• Creating teaching chairs
• Funding student scholarships
• Welcoming young students during internships or work/study training programs
• Conducting company projects and site visits

PROGRAMS OF EXCELLENCE FOR YOUNG GRADUATES, SPRINGBOARD FOR AN INTERNATIONAL CAREER

To attract young talent, Pierre Fabre is offering a range of programs and measures with an international dimension.

Excellence Marketing program
In partnership with the Toulouse Business School, this program, leading to a diploma, is designed to train Product Managers with high international potential. These young graduates from all continents then join the company within the marketing teams in a subsidiary or in the corporate teams. We have also opened up this excellence in marketing program to talent coming from our international subsidiaries to help their integration and quick immersion into the culture and methods of the Group.

VIE (Volunteer for International Experience)
Each year, more than forty young graduates join Pierre Fabre Laboratories for a 12-24-month assignment to be trained in various positions such as product manager, management controller, logistics project manager, etc. The VIE program is a real opening to the international arena, and provides the opportunity to reveal the potential of young graduates hoping for an international career.

Pierre Fabre International Graduate Program
To offer high-potential young talent an innovative, appealing career, the Pierre Fabre Group launched its first International Graduate Program in 2015. This program is a real pathway to excellence and a career booster, and aims to offer unique international experience to future managers.

This program offers an 18-24-month immersion course in various company departments, alternating between France and abroad, with operational assignments and strategic project management. The aim is to instill within the Group’s culture and operations before joining a subsidiary at the end of the program.

A COMMITMENT TO ACADEMIC RESEARCH ON OUR CORE BUSINESS

The “Supply Chain Agile” chair at the École des Mines in Albi: in April 2016, Pierre Fabre and the École des Mines d’Albi created a corporate chair on agility in supply chains. Each chair gives our managers this opportunity to develop their skills through specific exchanges and training programs. This chair is both the result of over 15 years of collaboration between the school and the company and the creation of dynamic cooperation, which is a vector for future innovation in view of excellence for both partners. Raising the awareness of agile thinking in the industrial and academic worlds, the Chair aims to encourage engineers and PhD students to carry out applied research, particularly on real Group situations, to ultimately develop new concepts and tools that may improve the agility of our supply chain.

IN 2017

183 young people in work/study training programs
5,636 employees have attended a training course
179,185 hours of training given

Happy Trainees
Students in work/study training programs or internships with Pierre Fabre recommend the company

During the latest “Happy Trainees” survey conducted by the independent site choosemycompany.com, 189 students in work/study training programs or internships with Pierre Fabre assessed the Pierre Fabre Group via a questionnaire composed of 18 questions on six areas (career progression, stimulating environment, management, motivation, pride and fun).

In the end, the Pierre Fabre Group scored a grade of 4.08 out of 5 in the 2017 classification and therefore once again won the “Happy Trainees” label for the 5th year in a row.

The “Happy Trainees” label awards the Pierre Fabre Group’s dynamic policy in support of young graduates.

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IN 2017

74% of young people in work/study training programs
5,636 employees have attended a training course
179,185 hours of training given

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**OUR SUPPLY CHAINS**

**FAIR TRADE, SUPPORTIVE AND ACCOUNTABLE SOURCING**

**FLURRIER**

The Baobab des Savanes company in Thiès, Senegal provides us with dates from the desert date palm. To collect the dates, Baobab des Savanes works with five groups of women in the municipality of Gawane, 20 km from Bambey. These groups include 171 women of all ages, who collect only from an area which is certified organic. The Klorane Botanical Foundation, a Corporate Foundation, supports the Great Green Wall program, which aims to slow down desertification in the Sahel by planting desert date trees: 60,000 planted in Senegal in six years. This supplier is fair-trade-certified.

**MORINGA IN MADAGASCAR - RENÉ FURTERER**

René Furterer is working on several major projects in Madagascar: first of all, economic and ecological missions, by providing technical support for farmers: improving yields, teaching good farming practices, crop diversification, etc. Another of René Furterer’s core missions is focused on fighting malnutrition: farmers are educated on the benefits of growing fruit trees and Moringa oleifera and using its leaves as vegetables, rich in vitamins and minerals. The organic Moringa supply chain used by René Furterer is managed by our Madagascar subsidiary, with a label based on the Ecocert For Life standard for its Corporate Social Responsibility policy.

**ETHICAL SHEA BUTTER FROM BURKINA FASO - RENÉ FURTERER**

Founded in 2004, SOTOKACC, a small business based in Toussiana (Burkina Faso), through which our René Furterer brand obtains its shea butter, provides not only regular income and social autonomy for its 25 female employees (at the end of 2016), but also for over 1,500 women who produce and harvest the nuts. Our supply contract with this small business is set for five years, with a pre-financed 100% Shea butter order. In 2015, the René Furterer brand funded a socio-economic impact study by the firm UTOPIES. The aim was to assess the impact of René Furterer procuring shea butter on the number of direct, indirect and spin-off jobs created in Burkina Faso. The total ethical shea butter production activities of SOTOKACC in 2014 sustained 192 jobs in Burkina Faso.

This supplier is fair-trade-certified.

**THE DESERT DATE PALM IN SENEGAL - KLORANE**

It is a shared story, a story of places and people, but also a way of claiming our identity and taking pride in our differences: the Pierre Fabre Group has always shown willingness to share our developments with the regions in which we operate and, more specifically, our native land.

**REGIONS**

**CONTRIBUTING TO THE ECONOMIC AND SOCIAL DEVELOPMENT OF OUR REGIONS**

**No. 1 EMPLOYER IN THE TARN**

1 of the 3 LEADING PRIVATE EMPLOYERS in Occitanie

259 MILLION EUROS INVESTED in greater southwestern France between 2016 and 2018

70% OF OUR PURCHASES come from French companies

It is a shared story, a story of places and people, but also a way of claiming our identity and taking pride in our differences: the Pierre Fabre Group has always shown willingness to share our developments with the regions in which we operate and, more specifically, our native land.

**TARN & OCCITANIE, OUR NATIVE LANDS**

Our company wishes to contribute to impacting the regions where we operate and share its development with the local communities. We support various projects, particularly in the Occitanie region.

**ECONOMY**

Tarn Entreprendre: association for helping new companies, created in 1997 at the initiative of Pierre Fabre.

Installation of a high-speed network for southern Tarn: The Group is the founding shareholder of the mixed economy company, Intermédiasud.

Cancer-Box-Health competitiveness cluster in Toulouse.

Supporting the Tarn economy by encouraging our suppliers and partners to operate in our home region.

**EDUCATION**

Partnerships with the education system: regional schools and universities to develop training programs, contribute to land-use planning and encourage the professional integration of young people.

**CULTURE AND HERITAGE**

Supporting several museums (the Goya Museum, the Toulouse-Lautrec Museum and the Dom Robert Museum) and the Abbey School of Sorèze (educational and cultural space, where Pierre Fabre has set up the Pierre Fabre University).

**SPORT**

We support various athletic associations in the Tarn and we are the main partners of Castres Olympique, a French rugby team playing in the national league.

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**SPORT**

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We are helping fight against malnutrition affecting children in Madagascar by paying 5% of our sales from the Centella Asiatica leaf to the National Office for Nutrition, so they can develop social projects. In addition, the Pierre Fabre Foundation contributed to renovating the Ranopiso maternity ward based on a proposal from our subsidiary and the construction of a health care center based in Ambodvato.

Our 200 hectares of farmland and the Ranopiso Arboretum have Ecocert organic farming certification*. We also decided to create a 138-hectare nature reserve on our land to protect and list the species endemic to southern Madagascar. This natural reserve was recognized in January 2018 as the leading voluntary private protected area by the government of Madagascar.

Its contribution to the national reforestation operation “One child = one tree planted,” as well as the planting of 80,000 trees in late 2017 by our employees to make up for the carbon footprint generated by manufacturing our cancer drugs (made using tropical periwinkle, mainly grown in Madagascar), earned the subsidiary the Ecocert* “Reforestation and Solidarity” label.

An independent firm, Utopies, assessed the socio-economic impact of our subsidiary. The results show a significant effect on local employment with over 1,200 jobs supported. One job created by our subsidiary generates 27 additional jobs on the island.

1. Governance & Ethics
   - Our subsidiary is labeled in accordance with the Ecocert For Life standard for its Corporate Social Responsibility policy.

2. Innovation & Health/Beauty
   - We are helping fight against malnutrition affecting children in Madagascar by paying 5% of our sales from the Centella Asiatica leaf to the National Office for Nutrition, so they can develop social projects.

3. People & Regions
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4. Knowledge & Nature Conservation
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5. Ecodesign & Industrial Footprint
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*Ecocert: Independent inspection and certification organization
Because biodiversity plays a crucial role in maintaining natural balances and provides many services to humanity, particularly in the fields of health and beauty, its preservation is a major concern for our Group.

SHARING KNOWLEDGE

In order to preserve and use nature’s treasures sustainably, it is first of all crucial to have good knowledge of them. Pierre Fabre Laboratories is convinced of this, so our researchers and experts are behind various initiatives for developing and sharing knowledge about plants and spring waters, particularly through exchanges with expert scientific institutions and local associations. The company has also created structures dedicated to developing knowledge on natural substances: the Water Laboratory and the Pierre Fabre Botanical Conservatory.

At the foot of the Cévennes, the Water Laboratory was created to protect and better understand the therapeutic value of Avène thermal spring water. This experimentation site shares its knowledge and discoveries on Avène water and its soothing, anti-irritating and healing properties, and more widely on water, particularly through communications intended for scientists or the general public.

In Soual in the Tarn, we created the Pierre Fabre Botanical Conservatory in 2001, dedicated to research, protection and conservation. Nearly 700 plant species are represented, of which 30% are protected. In 2010, it became the 4th largest French scientific institution and the 1st private French organization to obtain approval from CITES.* In 2012, its herbarium received international recognition from the New York Botanical Garden.

Klorane Botanical Foundation, founded in 1994, is a corporate foundation of the Pierre Fabre Group. For over 20 years, it has been sowing the seeds of botanical passion all over the world. The Foundation’s commitment to promoting our plant heritage is rooted in three specific missions:

• PROTECT endangered plants,
• EXPLORE botanical treasures to find out more about them and protect them,
• EDUCATE by spreading botanical knowledge as widely as possible, especially to children.

Through our commitment in various innovative programs (Great Green Wall in Senegal, Protection of the forest in the Amazon region and Corom by sustainably growing Cupuaçu and Ylang Ylang, UNESCO Green Citizens, Botany for Change, etc.), Klorane Botanical Foundation is restoring plants to their rightful place in our lives and our cities.

* CITES: Convention on International Trade in Endangered Species

NATURE

PRESERVING BIODIVERSITY AND SHARING OUR KNOWLEDGE

Over 170,000 trees planted since 2007

In 2008

MOROCCO

4,000

Trees against the desert

Since 2012

ARGAN TREES

Since 2007

Greece & Italy

11,000

NEAR MANGER

Since 2016

FRANCE

3.176 km

Olive Trees

Since 2014

MADAGASCAR

80,500

ACACIAS

Since 2008

SENEGAL

4,000

Desert Date Trees

Since 2007

OLIVE TREES

Since 2015

ARGAN TREES

Since 2013

MAURITANIA

13 hectares

Since 2013

ACACIAS

Since 2013

MOROCCO

80,500

Acacias

Since 2014

MORINGAS (BAOBABS)

Since 2014

MOROCCO

4,000

Acacias

Since 2015

MARRUECOS

80,500

ACACIAS

Since 2014

MADAGASCAR

80,500

Acacias
ENVIRONMENTAL MANAGEMENT

Our environmental strategy is based on two issues: saving resources and limiting discharges (water, air, waste) from design to the end of the product's life cycle. This strategy is integrated into a global management system dedicated to health, safety and the environment. To determine suitable environmental action plans, we use assessment tools such as carbon analysis, analysis of product life cycles and energy diagnostics.

HIGH ENVIRONMENTAL QUALITY®

The "High Environmental Quality®" (HQE®) approach is based on reducing a building’s impact on the environment and optimizing the living environment for the comfort and health of users. An operations management system (quality system) and 14 targets are therefore used to determine the Environmental Quality of a building (e.g.: energy management, acoustic comfort, etc.).

THE CIRCULAR ECONOMY

The Pierre Fabre Dermo-Cosmetics plant in Soual (Tarn) is now equipped with a biomass boiler, destined to annually recycle 1,000 metric tons of plant residue from the extraction of two medicinal plants – tropical periwinkle and dwarf palm from Florida – and Rhealba® Oat, used by the A-Derma dermo-cosmetics brand. This residue is produced in Gallia (Tarn), around 50 km from Soual, by the Pierre Fabre/Pharmaceutika plant, which specializes in the extraction of natural pharmaceutical and dermo-cosmetic active ingredients from plants. The residue, combined with woodchips, will feed the

ISO 14001 CERTIFICATION PROCESS

The ISO 14001 certification process is an environmental management system. It is being rolled out at the active ingredient production sites in Gaillac (Tarn), Palézieux (Switzerland) and Virrey del Pino (Argentina) as well as at the pharmaceutical production site in Pau (Pyrénées-Atlantiques) and the dermo-cosmetics production sites in Soual (Tarn) and Avène (Hérault). It is used to guarantee a structured approach based on the principle of continuous improvement. To date, 100% of our chemical activities are covered, as well as two of the Group’s largest industrial sites. Our ambition is to continue to develop this certification at other Group industrial sites.

Ecodesign in practice

Throughout the life cycle of Pierre Fabre products, from the purchase of raw materials and production to being placed on the market and their use, the Group ensures that our actions fit in with respect for our suppliers and reduce our impact on the environment.

To do so, the Group conducts ecodesign projects aiming to reduce the environmental footprint of our products compared to previous products or other offers on the market.
The Botanical Expertise Pierre Fabre approach is based on four founding principles: innovate, preserve, guarantee and respect. These principles give structure to the development of our plant-based active ingredients.

Of the 427 plant extracts used by Pierre Fabre Laboratories, over 282 are included in the Botanical Expertise Pierre Fabre approach, including those used to develop the Group’s emblematic products and brands: Navelbine® and Javlor® (oncology), Permixon® (urology), A-Derma, Ducray, René Furterer, Klorane (dermo-cosmetics) and Naturactive (natural health care).

A primary source of inspiration for Pierre Fabre Laboratories, the plant world is an endless but delicate source of creativity. Wanting to play its part in contributing to the challenges related to biodiversity loss while meeting the goals of innovation, safeguarding supplies and the quality of active plant ingredients, Pierre Fabre Laboratories has developed a responsible cross-functional approach across the Group called Botanical Expertise Pierre Fabre, which is EFQM* certified.

A CERTIFIED APPROACH FOR THE RESPONSIBLE DEVELOPMENT OF INNOVATIVE, SAFE AND EFFECTIVE PLANT-BASED ACTIVE INGREDIENTS

AT THE HEART OF PLANTS AT THE CORE OF THE GROUP’S MANY PRODUCTS

(a)Oat Oat

Tropical periwinkle

Serenoa repens

Tilia

Shea

Ruscus

Myrtle

Elgydium range

(The range has the following active ingredients: A-Derma, Navelbine®, Javlor®, Permixon®, A-Derma, Ducray, René Furterer, Klorane (dermo-cosmetics) and Naturactive (natural health care).

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In July 2017, inauguration of the head office for the Consumer Health Care division at the fully renovated site in Péraudel (Castres, Tarn)
PIERRE FABRE GROUP AND ITS BRANDS PRESENT AT MIF EXPO, THE ANNUAL EVENT FOR ALL THAT IS “MADE IN FRANCE”

PIERRE FABRE FOUNDATION SUPPORTS DR. MUKWEGE, “THE MAN WHO MENDS WOMEN”

The Pierre Fabre Foundation has decided to support the work of Dr. Denis Mukwege, a gynecological surgeon known across the world for the corrective surgery he performs on women who are the victims of sexual violence in the Democratic Republic of Congo. In virtual meetings, numerous animal rights groups denounce acts of extreme violence against the civilian population and in particular against the women of this country. This support responds to one of the missions that the Pierre Fabre Foundation has set itself: to promote access to treatment for the missions that the Pierre Fabre Foundation supports.

A FIRST IN FRANCE: A CHATBOT CHALLENGE IN THE AREA OF HEALTH CARE

What if a Chatbot – or small conversational robot – could help fight malaria in Africa? This was the challenge launched by the Group in July 2017, with the first “Chatbot Challenge for Health Care.”

Organized with the collaboration of startups specialized in designing innovative solutions, this chatbot challenge took place as part of the e-Health Summer University in Castres.” Two teams were awarded: the PasFlux team won with its “Paradise” project, a chatbot developed for teachers in rural areas in sub-Saharan Africa to raise awareness among groups of students on the right actions to take to prevent malaria, in the form of a game. The second prize was awarded to “Melanin Aide”, a chatbot to collect melanoma case information from health care professionals and make a database enabling doctors, nurses and laboratories to measure the progression of epidemics.

The Group inaugurated its fully renovated site in Péruédel (Castres, Tarn). This historic site, which was acquired by Mr. Pierre Fabre in 1962 when the Group was created, now hosts the Consumer Health Care division, responsible for products related to consumer health care, oral care and natural health (phytotherapy and aromatherapy). The renovation, which required an investment of €12 million, attests to the Group’s historical presence in Castres. In addition to dermo-cosmetics, skin care division, responsible for products relating to consumer health care, oral care and natural health (phytotherapy and aromatherapy). The renovation, which required an investment of €12 million, attests to the Group’s historical presence in Castres. In addition to dermo-cosmetics, dermatology Rx, pharmaceuticals and oncology, the consumer health care activity is a strategic priority for the Group, both in France, where Pierre Fabre is the laboratory leader for OTC drugs sold in pharmacies, and on an international level, which represents 60% of revenues.
In a new open innovation initiative, the Pierre Fabre Group is signing an international partnership with NovAliX to combine the Group’s Natural Fragment Library with biophysics methods and screening techniques developed by NovAliX. NovAliX is specialized in research and development for pharmaceuticals and the use of biophysics for screening and characterization. This partnership will enable NovAliX to offer its customers access to plant fragments from the Group’s collection as part of its screening campaigns.

Committed to the fight against waste, Pierre Fabre Oral Care launched the “Smile for All” operation in 2017 in partnership with Phenix, a start-up that supports responsible companies in a circular economy approach by providing a solution to their problems of waste reduction and waste recovery. The brand has donated 69,621 products to 10 local associations in Occitanie for a value of more than €22,000. A total of 3,700 smiles restored!

Global License Agreement with Boston Pharmaceuticals

Pierre Fabre granted Boston Pharmaceuticals the exclusive global rights for the development, production and commercialization of a molecule under advanced pre-clinical development, intended to treat atrial fibrillation.

Pierre Fabre Health Care Counts on the Group’s Employees to Boost its Innovation Capacity

As part of the Group’s Open Innovation strategy, Pierre Fabre Oral Care invited all Group employees to provide feedback on the unexplored benefits of future ENT products, targeting two pathologies in particular: coughs and sore throats. Based on a 100% digital approach to encourage the participation of all employees, Pierre Fabre Health Care collected all the contributions via a collaborative platform. Ninety-two original suggestions were chosen from nineteen countries. Fifteen concepts are being studied.

The French and Their Gum Health: A Pierre Fabre Oral Care and UFSBD* Survey

The survey “The French and their gum health” was conducted among 32,621 French people from December 8, 2017 to January 20, 2018. The results revealed that French people have poor knowledge of the links between oral health and general health, and in the event of gum problems, very few resort to health care practices (self-medication or seeing health care professionals).

Purchase of Promising Active Ingredients from Igenica Biotherapeutics (USA) in the Area of Immunoncology

This purchase agreement includes innovative, “checkpoint” inhibiting immunotherapies that enable to reduce resistance to existing immunotherapies. The most advanced active ingredient is currently in the pre-clinical phase and should be administered to the first patients in the next two to three years.

Pharmaceuticals

Innovative Partner in Immunoncology with the Curie Institute

The Curie Institute and the Pierre Fabre Research Institute are working together on new treatment strategies to improve cancer treatments for patients. The objective of this new partnership is to analyze the biology of new identifiable therapeutic targets and assess the impact of innovative pharmacological approaches using biological models from the Curie Institute as a basis.

50 Years of Eludril

Pierre Fabre Oral Care is celebrating the 50th anniversary of the ELUDRIL brand, whose renowned mouthwash was marketed for the first time in 1968. In the 1960s, Mr. Pierre Fabre, a visionary man, formulated an antiseptic medicated solution in the form of a mouthwash. This marked the birth of the Eludril brand, symbol of a new market segment: antiseptic medicated mouthwashes.

Start of the First Clinical Trial of a Monoclonal Antibody, W031, in Patients with Solid Tumors

Launch of an international phase I/II clinical study aiming to assess an antibody conjugate (ADC) from Pierre Fabre research, for patients with recurrent or refractory solid tumors.

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Pierre Fabre Oral Care Signs Two Partnerships

• An international distribution and supply contract with BMG Pharma S.r.l for two oral hygiene products developed by BMG, Aftacure Gel and Aftacure Spray, under our commercial brand “Elgydium Clinic.”
• An exclusive distribution partnership with the ODOST Laboratory for the BUCCOTHERM® range.

GLOBAL LICENSE AGREEMENT WITH BOSTON PHARMACEUTICALS

Pierre Fabre granted Boston Pharmaceuticals the exclusive global rights for the development, production and commercialization of a molecule under advanced pre-clinical development, intended to treat atrial fibrillation.
Motivated by a shared passion and rigor, Pierre Fabre Dermo-Cosmetics and Même decided to pool their skills to improve the quality of life of cancer female patients. Pierre Fabre Dermo-Cosmetics is the second investor to buy stakes in the start-up, following Oitum Brands in 2016. This partnership relies in particular on the input of the sales teams and medical rep network of the Eau Thermale Avène brand, which specializes in sensitive skin and is the leading dermo-cosmetics brand in France. The aim is to increase recognition of Même products in oncology departments and pharmacies, and above all to make all health professionals aware of the cutaneous toxicity of cancer treatments, thus enabling them to provide patients with suitable advice and solutions.

As part of the 12th Night ceremony organized by Adetem, over 500 marketing professionals learned the names of the 2017 winners of the Marketing Excellence Prizes. Competing in the Responsible Marketing category, our DUCRAY brand won the silver medal for its EXTRA-GENTLE shampoo.

The association “Tout le monde contre le cancer” together with the Avène Dermatological Laboratories set up the Echappée Rose, the 1st “itinerant well-being institute.” The association goes out on a special bus and meets these women suffering from illness, bringing well-being and beauty treatments to them when they are in the hospital.

For three years, Klorane Botanical Foundation has been inviting botany, horticulture, architecture and landscaping students to make use of their expertise to design and create the future urban garden, which aims to raise awareness among the public on protecting biodiversity in an urban environment.

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The 1st Pierre Fabre Dermo-Campus was held in Toulouse, the birthplace of the Group’s pharmaceutical and dermo-cosmetic research and development activities. During this seminar, around twenty students, mainly from abroad in their 4th year of study in dermatology, met many Pierre Fabre experts. An innovative training program bringing together academia and industry, to design future dermatology together.

Designed with a physiotherapist, SLIM MASSAGE Coach mechanically reproduces the professional kneading/rolling technique, the foremost massage to combat cellulite. The latest generation accessory was presented during the 2017 CES in Las Vegas in January 2017.

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