

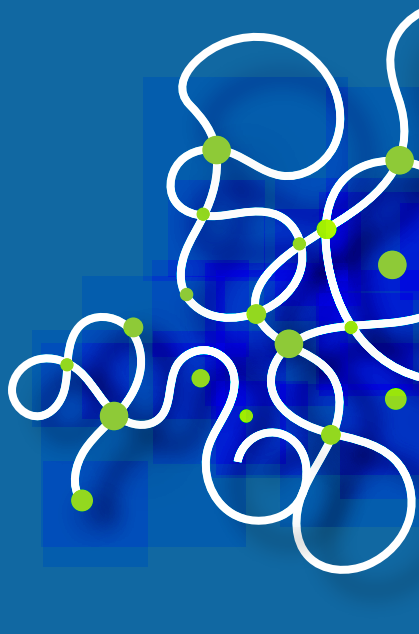


LABORATOIRES

Pierre Fabre

## SCIENTIFIC CONNECTION: INSIDE THE WORLD OF MSLs

MSLs (Medical Science Liaisons) are part of the medical affairs team, acting as regional referents. They have an in-depth understanding of the medical landscape in their region. They possess a high level of scientific expertise, enabling them to engage in high-quality exchanges and foster diverse and sustainable collaborations with healthcare professionals.



### Driving Medicine Forward: The Core Missions of MSLs

01

#### Medical Education

Educate on the latest clinical data to optimize the care of patients.

02

#### Insight Collection

Gain a comprehensive vision of treatment practices, and identify needs and gaps.

03

#### Data Gaps

Identify data needs.

04

#### Support for Clinical Development and RWE Projects

05

#### Internal Referent

Provide support for other functions within the company.

06

#### Patient Centricity

Understand patient needs and collaborate with patient advocacy groups.



The MSL is the scientific local key contact for the healthcare professionals. For me, the key mission of the MSL is to educate on the development of new drugs or indications and impact on clinical landscape and patient treatment. I deliver medical information to clinicians, understand their clinical needs, and address any scientific inquiries they may have. These will support their decision-making in patient care.

**Jerry Liu**

Senior Medical Science Liaison Oncology, Taiwan



### Connect People and Projects:

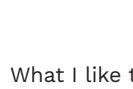
#### Essential MSL Competencies

#### HARD SKILLS

- **Scientific Expertise**  
High scientific level enabling a deep understanding of the covered therapeutic areas
- **Healthcare System Knowledge**  
Basics of drug regulation, market access, health systems, and patient journey
- **Clinical Research**
- **Ethics & Compliance**  
Adhere to legal and regulatory standards, ensuring ethical conduct in all interactions and projects

#### SOFT SKILLS

- **Communication**  
Able to communicate complex data effectively, support collaboration to develop projects
- **Innovation & Agility**  
Quick adaptation to evolving medical landscape and healthcare professional needs
- **Relationship Building**  
Emotional intelligence, interpersonal skills, leadership and collaboration
- **Project Management & Strategic Thinking**
- **Self Management**  
Autonomous, solution-oriented, and proficient in time and priority management



What I like the most about being an MSL is to build scientific collaborations with healthcare professionals, have various scientific and medical discussions, and projects depending on healthcare professional needs.

**Anne-Sophie Paradis**

Medical Science Liaison Oncology, France



### The Multifaceted Life of a Medical Science Liaison (MSL)

#### The life of an MSL is incredibly varied and dynamic.

They are true multitaskers, constantly on the move, interacting with a diverse range of stakeholders each requiring a tailored approach.

#### Where can you find an MSL ?

- Office
- Hospital
- National / international congresses (booth, session, meeting with doctors)
- Meeting room
- Car
- Train
- Plane
- Waiting room
- Laboratory
- ...

#### With whom ?

- Doctors from various specialties (oncologists, radiotherapists, pathologists, organ specialists like pulmonologists, gastroenterologists, dermatologists...)
- Pharmacists
- Nurses
- Fellow MSLs
- Medical advisors
- Manager
- ...

#### How ?

- In meeting or working on his own
- Support scientific research or lead their own projects
- Remote or in-person
- Evening or morning
- Multi or single disease area
- Pre or post launch
- Rare or common disease
- ...



I enjoy being a cross-functional resource both internally and externally, even though the variety of scenarios that I encounter is very challenging. At the end, what I appreciate most is transferring my knowledge to a healthcare professional on the latest advancement in disease management.

**Mattia Pagnani**

Medical Science Liaison Oncology, Italy

## Pierre Fabre Laboratories

Constantly innovate to take care



**Everytime we care for a single person, we make the whole WORLD BETTER.**



We **DESIGN** and **DEVELOP** therapeutic and dermo-cosmetic solutions inspired by patients and consumers to help them live better.



#### Pierre Fabre Laboratories, proud to be recognised as one of the World's Best Employers.

regularly cited among the top employers in the pharmaceutical sector.

- with **healthcare professionals**, as trusted partners;
- by drawing on **science and nature** as inspiration;
- by developing partnerships with **researchers and innovators**;
- by placing **ethics** and the **climate transition** at the heart of our action.



**86%**

Pierre Fabre Laboratories' majority shareholder (86%) is the eponymous Foundation, which is recognized by the French government as being a **PUBLIC-INTEREST FOUNDATION**. Dividends paid to the Pierre Fabre Foundation support healthcare-access programs in developing countries.

Pierre Fabre Foundation aims to enable populations in the least developed countries and those in emerging countries in the world to access care and more specifically commonly used medicines defined, in particular by the WHO, as essential to human health.

### Green Mission

Innovative approach to naturalness and Corporate Social Responsibility

- Co-creation of the **Green Impact Index** Consortium to inform consumers about the social and environmental impact of products\*.
- CSR policy assessed as **"Outstanding"** by AFNOR Certification\*\*.

**-37%**

**Reduced water consumption**

2024 vs 2018

**-25%**

**Energy consumption\*\***

2024 vs 2015

**-25%**

**CO<sub>2</sub> emissions**

2024 vs 2015

Cosmetic and family health products (AFNOR Spec 2216)  
Industrial and tertiary sites  
Responsibility Europe Label



### Investing in R&D

**500+**

**Employees in R&D department**  
2024

**25%**

**Oncology revenue invested in R&D**  
2024

**72**

**Ongoing oncology clinical studies supported or conducted in oncology (from early phase to RWE studies)**  
January 2025

