



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.



Pierre Fabre Laboratoires Constantly innovate to 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 with 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% CO₂ emissions
2024 vs 2015

*Cosmetic and family health products (AFNOR Spec 2016)
**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

Join the MSL adventure

