



A group owned by a foundation

The Pierre Fabre Group is the only company in France that is majority-owned (86%) by a government-recognized public-interest foundation: the Pierre Fabre Foundation.

The remaining shares are owned by the Group employees (8.5%) and in treasury stock (shares owned by the company itself).

The **Pierre Fabre Foundation**, a government-recognized public-interest organization since 1999, aims to improve access to quality drugs and healthcare in the countries of the Global South.

Its action focuses on 5 areas: training of health care professionals, access to quality health care, combating sickle-cell disease, dermatology and e-health.

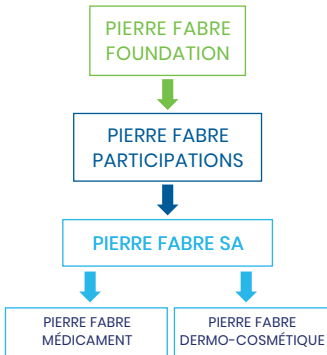
As the Foundation is dedicated to its public interest mission, it delegates the supervision of the Group's operational management to its subsidiary, Pierre Fabre Participations.

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

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

Its Board is chaired by Pierre-Yves Revol.

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



We take care of life by designing and developing innovative solutions inspired by consumers

and patients and contributing to the well-being of everyone from health to beauty.

We achieve this by cooperating with health-care professionals, our trusted partners worldwide, by drawing relentless inspiration from nature and plants, and by placing pharmaceutical ethics at the very heart of our operations.”

Pierre Fabre
1926 – 2013



Taking care, living better

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In brief

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

Pierre Fabre is the second largest dermo-cosmetics laboratory in the world and second largest private French pharmaceuticals group, generating revenues of €2.3 billion in 2018, with international sales accounting for 64%.

With around 11,000 employees, the company has subsidiaries in 45 countries and its products are sold in over 130 countries.

In 2019, Ecocert Environment assessed the Group's corporate social and environmental responsibility approach and awarded it the "Excellence" level.



The Group was founded in **1962** in Castres (Tarn) by Pierre Fabre, a pharmacist and botanist



11,000
employees



Pharmaceuticals



Consumer Health Care



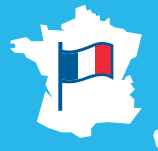
Dermo-Cosmetics

€2.3 Bn
revenues in 2018

No.2
private French pharmaceuticals laboratory

No.1
dermo-cosmetics laboratory in France and No. 2 worldwide

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



10 R&D centers

& **9** production sites

in France

90% of Pierre Fabre Pharmaceuticals' oncology sales are generated from international sales.

Pierre Fabre is the leader in France for OTC products sold in pharmacies.

Pierre Fabre Consumer Health Care is No. 2 in the market for consumer health care products sold in France in the pharmaceutical channel. Within this channel, Pierre Fabre is No. 1 for oral health, No. 1 for smoking cessation and No. 2 for phytotherapy.

Pierre Fabre Dermo-Cosmetics is No. 2 in the global dermo-cosmetics market, with turnover of over €1.4 billion, 69% of which is generated internationally.

Eau Thermale Avène is the best-selling dermo-cosmetics brand in Europe and Asia.



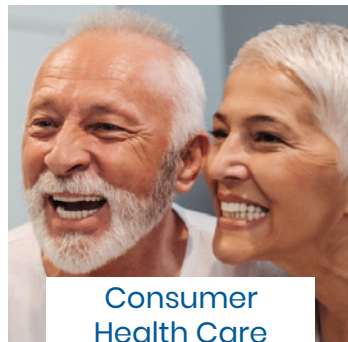
Pharmaceuticals

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

As part of its public health mission, Pierre Fabre Pharmaceuticals works in several therapeutic education programs.

For instance, it has developed FEELCAPS*, a therapeutic education app that aims to educate patients about the health benefits of physical activity.

*Online therapeutic training tool on how physical activity contributes to health



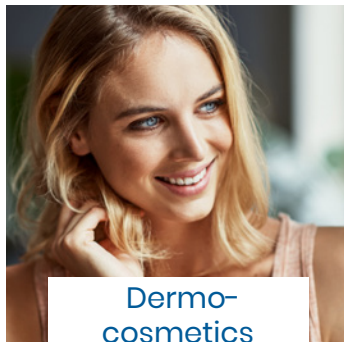
Consumer Health Care

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

Committed to smoking cessation for over 25 years, Pierre Fabre Health Care is involved in several public health initiatives.

Pierre Fabre Oral Care draws on its unique expertise in oral care to educate the general public, and children in particular, about good oral hygiene practices.

Naturactive supports medical teams which experiment with the use of essential oils as a supplement to conventional therapies.



Dermo-cosmetics

Pierre Fabre Dermo-Cosmetics offers innovative skin care and hair care solutions following a sacrosanct principle: making beauty ethical. Pierre Fabre Dermo-Cosmetics is the only international cosmetics group also involved in medical dermatology, through its Pierre Fabre Dermatologie subsidiary. Its products are designed to meet the highest standards in efficacy and safety, thanks to its cutting-edge expertise in natural substances, hydrotherapy dermatology, biotechnologies and Sterile Cosmetics.

Its brands, Eau Thermale Avène, Ducray, A-Derma, Klorane, Elancyl, René Furterer, Galénic, Darrow and Glytone, are sold worldwide.

Research & Development

In 2018, Pierre Fabre dedicated close to €190 million to R&D in four areas: oncology, consumer health care, dermatology and dermo-cosmetics. Its researchers are committed to creating original links between the various areas using key elements, from oncology to dermo-cosmetics,

onco-dermatology and medical dermatology. To this end, they have the support of several platforms of shared expertise including New Chemical Entities, New Biological Entities (monoclonal antibodies, immunoconjugates, etc.), translational medicine, and clinical development.



Botanical Expertise Pierre Fabre

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

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

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



BOTANICAL
EXPERTISE
Pierre Fabre

*EFQM European Certification