

Polepharma



# The French (bio)pharmaceutical industrial sector



## Polepharma, the French (bio)pharmaceutical industrial sector

One of France's priority is to ensure its health sovereignty. To achieve this, our country has to regain its European leadership and accelerate the transition of its (bio)pharmaceutical industry.

Only a coordinated response will take on these challenges.



Polepharma has been structuring the French (bio)pharmaceutical industrial sector and supporting its transformation for 20 years now.

Polepharma has become the top industrial cooperation for drugs in Europe, between centres of excellence and the stakeholders in the sector.



# 2025: Polepharma merges with SFSTP to boost the French pharmaceutical industry.

Since 1946, the SFSTP has been the scientific society of French actors in the pharmaceutical industry, bringing together professionals to serve the sector with a benchmark of excellence.

An ambitious project for the two entities, which combine their strengths and create synergies to support and develop the activities of SFSTP, essential for the competitiveness and excellence of the sector.



# On the scale of the sector

100 000

Jobs

throughout the entire sector

26 billion

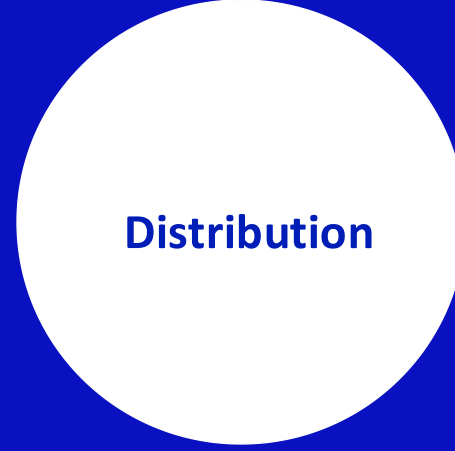
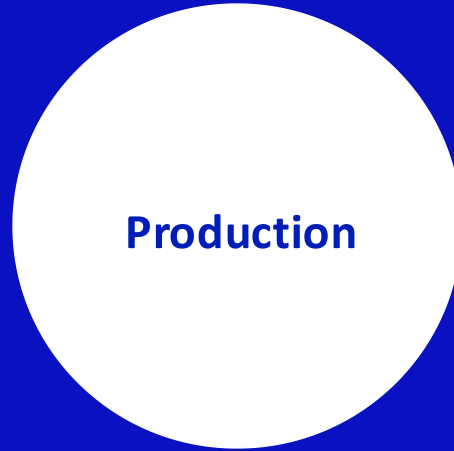
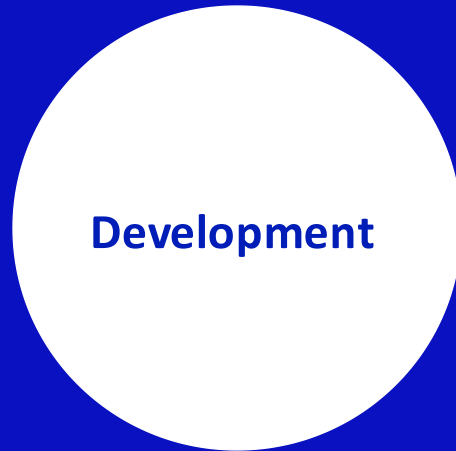
Export

26 billion in export sales  
Polepharma members



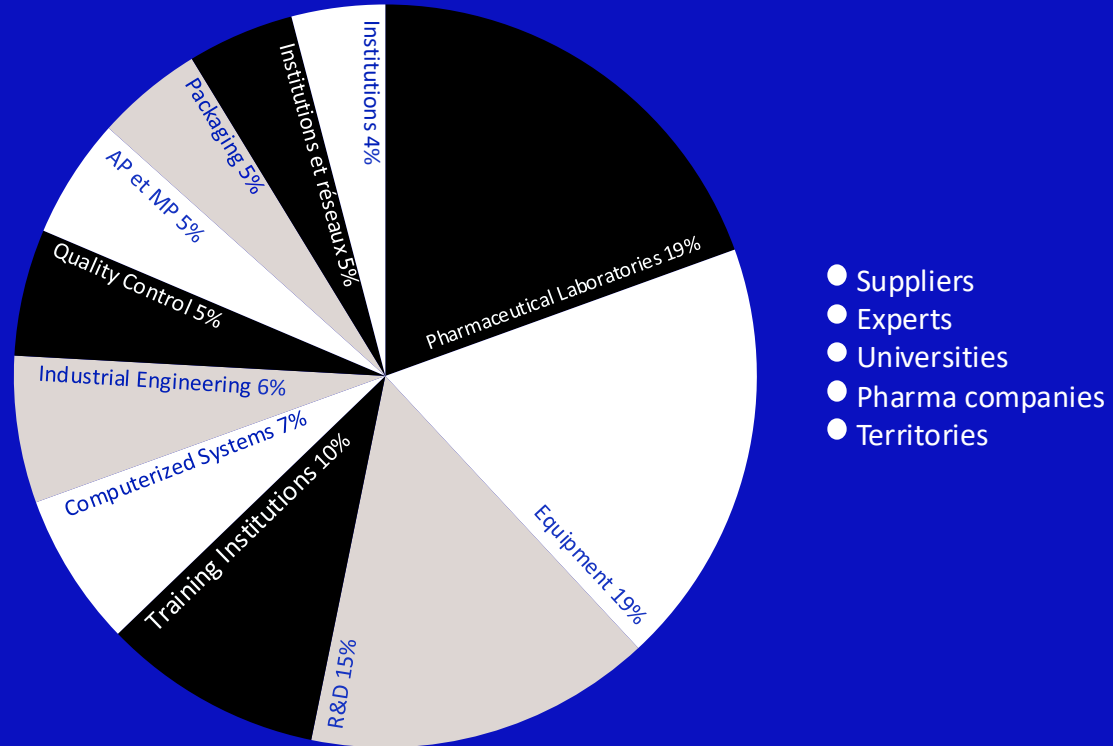
# The entire ecosystem For manufacturing drugs in France

Across the entire production line of drugs  
And therapeutic solutions\*





# Representation of all the Sector's activities



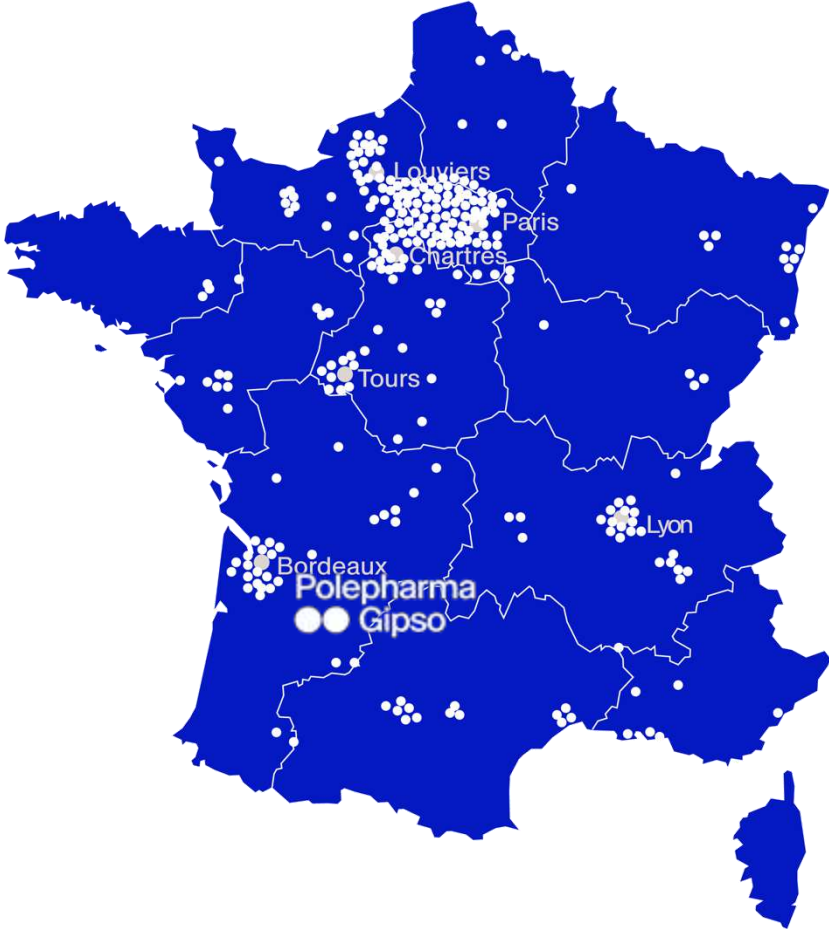
# Among the 447 members



# An alliance of territories of excellence In drug production

Members in  
all of France

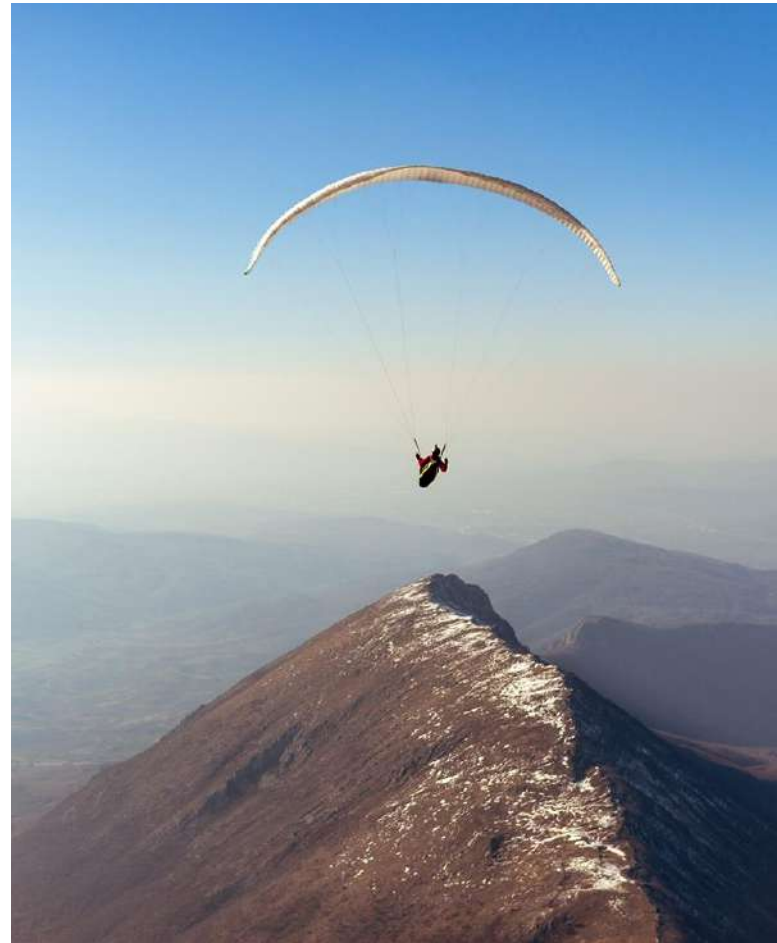
6  
offices



Polepharma's action is guided by three collective values

## Audacity

The audacity to make France the best place in the world to develop & produce drugs



## Polepharma's action is guided by three collective values

### Pride

The pride of manufacturing high quality treatments in France in the best conditions and to secure public health, to contribute to employment and the local economies



Polepharma's action is guided by three collective values

## Cooperation

Our rationale for 20 years : industrial cooperation between territories and pharmaceutical laboratories, suppliers, higher education and training institutes, experts, talents



Being part of Polepharma means stimulating its competitiveness and industrial innovation within a united sector.



# Services for innovation and competitiveness

## Network



Expand its network within an integrated and active sector

## Industrial Intelligence



Reinforce its expertise with a cross-line vision on subjects of the future

## Performance



Accelerate its project, its transformation, its business, its innovation

## Employment



Recruit, strengthen the attractiveness of the sector with talents

## Influence



Increase visibility and promote «made in France»



# A team of expert consultants at the service of members



**Fabien Riolet**  
Managing Director

- 3 Degrees in Public Law, History of Political Thoughts and Management – Panthéon Assas Paris 2 & Tours
- 25 years of experience in economic development and professional organisation management



**Denis Marchand**  
Manager Research & Development & Innovation –  
Biopharmaceuticals – Bioproduction

- PhD degree in Engineering Sciences, specialising in Energetics - INSA  
Rouen
- 2 Master degrees in energy and Thermal Transfer and in Physics -  
Supaéro
  - 18 years in multidisciplinary projects with 10 years in R&D and  
innovation and
  - 8 years in technology transfers
  -



**Guillaume Derouille**  
Manager, GIPSO – Nouvelle-Aquitaine Network,  
in charge of CSR

- PhD degree – university of Bordeaux
- Master in Pharmaceutical Production and Development 19 years
- of experience in the pharmaceutical industry



**Coraline Dupont**  
Pharmacist Pharmaceutical affairs – Consultancy  
services

- PharmD degree – University of Nantes
- Master degree in Health Law and Regulatory affairs



**Lenz Bendaoud**  
Senior Pharmacist Pharmaceutical affairs –  
Consultancy services

- Pharm.D, Faculty of Pharmacy, Rouen University
- Master of Science, Pharmaceutical and health products,  
Pharmacotechnics, Paris Cité University
- 14 years of experience in the pharmaceutical industry in global  
companies and CDMO



**Marie-Flore Barreau**  
Manager Industrial Operations –  
Consulting service

- Training in Quality Control and Safety in Bio-Industry
- Bachelor Degree in Biology
- 19 years of experience in the pharmaceutical industry



**Marie-Caroline Quiviger**  
Manager Innovation HR - HRM  
Consulting service

- Essec Business School
- ICPF & PSI- AFQ (EN 45 013), Certification, Coaching,
- Training, Engineering and outreach training
- 20 years of experience in the pharmaceutical industry

#LaFabriquePolepharma



**Céline Picard**  
Manager – Skills and Training

- HR Development Manager - Recruitment Training
- 15 years' experience in Human Resources



**Capucine Sarrade-Loucheur**  
Marketing Communication Manager  
in charge of the Network

- SKEMA Business School
- Master degree in Marketing
- 16 years of experience in the pharmaceutical industry



**Dana Legrain**  
Events Manager

- R&D Food Industry Biotechnology Engineer
- 19 years of experience in the event industry





## Expand its network within an integrated and active sector

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### **Directory and Qualified Networking**

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Reach out to the network on any relevant topic for feedback, experience sharing, and benchmarking.

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### **Network Events and Activities**

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Network Evening 18/21 – monthly  
Polepharma General Assembly – member highlight & networking dinner reception

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### **Professional Trade Shows of Interest**

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CPhI Support: participation with enhanced visibility at the exhibition to maximize exposure, optimize costs, and improve logistical comfort.

Partnerships

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### **Cross-Offer SFSFTP – network synergies**

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Network consultation – Newsletter  
Preferential memberships



## Strengthen your expertise with a cross-line vision and on future subjects

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### **Events, Conferences, Symposia**

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France Bioproduction Congress - with Medicen  
Polepharma Environmental Performance Congress  
Polepharma Industry of the Future Congress  
Polepharma Biotesting Congress

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### **Working Groups - Thematic Communities**

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Industrial Performance  
Pharmaceutical Affairs  
Environmental Performance  
[Detailed List of Working Groups](#)

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### **TecLab Workshops**

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Contributions of Generative AI for IT Support (covered)  
Immutability and Data Integrity (covered)

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### **Polepharma Biotesting Webinars – Water – CSR**

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### **Cross-Offer **SFSFTP** – Exclusive Synergies**

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Study Sessions and Webinars – Preferential Access  
Purchase of Articles or Journals – Preferential Rates



## Accelerate your project, transformation, business, Innovation

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### Participation in Shared Industry Projects

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### Qualified Project Networking

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Polepharma Expert Advice  
Technical Network Calls

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### Support

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#LaFabriquePolepharma – solutions with support  
Training Organisation

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Certified training programmes

Support and Coaching

Customised formulas with exclusive member offering

**HR Innovation** – Communication – Management

**Pharmaceutical affairs** – Audit

**Industrial operations** – Transition Management



## Recruit, strengthen the attractiveness of the sector with talents

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### **Promotion and Valorization of the Industry**

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To the General Public and the Education Sector – Career Guidance – Employment

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### **Actions for Talent Employment**

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Support Collaborative Projects  
Attract Talent, Recruit, and Provide Guidance at Trade Shows  
Support Collaborative Projects

### **Dedicated Employment Platform on polepharma.com**

"Member Area" for Job Posting  
"Candidates Area" Facilitating Applications  
HR **Expert Support**, Employer Branding, and Assessment Guidance

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### **Training Actions**

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Pharma Pathway: The first digital solution for autonomous guidance in the pharmaceutical industry sector.



## Gain in visibility and promote made in France

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### **Advocacy for the Sector's Interests**

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With institutions & media: Defend pharmaceutical production and innovation "Made in France"

Awareness campaigns on the sector's challenges and issues directed at political decision-makers, media, and key healthcare stakeholders

Represent the sector in relevant bodies and before public authorities

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### **Support for Territorial Marketing**

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Advise territories (economy)

Promote the sector to public decision-makers

Maintain the network of pharmaceutical decision-makers

Press dossiers focused on specific territories

Polepharma La News – website



# A team of 21 at the service of members



## Événementiel



**Dana LEGRAIN**  
Events Manager



**Lucie DE ABREU**  
Events Coordinator



**Luana COSTA**  
Events and network



**Laurine BERNARD**  
Events and network

## Expertises



**Marie-Caroline QUIVIGER**  
HR Development Manager - Certified coach  
HR Innovation and consulting



**Céline PICARD**  
Head of Industry promotion and school relations  
Skills and training



**Lenz BENDAOU**  
Senior Pharmacist Pharmaceutical Affairs and  
consulting



**Coraline DUPONT**  
Pharmacist Pharmaceutical Affairs and consulting



**Marie-Flore BARREAU**  
Industrial Performance Manager and consulting



**Denis MARCHAND**  
Research & Development & Innovation Manager -  
Biopharmaceuticals - Bioproduction



**Barbara JACQUES**  
Research & Development & Innovation Manager



**Guillaume DEROUILLÉ**  
Polepharma Gipso Manager - Nouvelle Aquitaine  
Network, in charge of CSR

## Marketing - Communication



**Capucine SARRADE-LOUCHEUR**  
Manager Marketing, Communication and Network



**Esther PROT**  
Communication



**Sabrina BOIREAU**  
Communications, press and influence



**Loriane FALAISE**  
Marketing



**Farrah TOUMI**  
Marketing

## CRM - Administration



**Vincent LAPORTE**  
CRM & Community Manager Financial  
Administration



**Sonia DRISS**  
Administrative and sales assistant



**Amandine ROUSSEAU**  
Administrative, sales and HR assistant



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[www.polepharma.com](http://www.polepharma.com)

