

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.



## 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\*

**Development**

**Production**

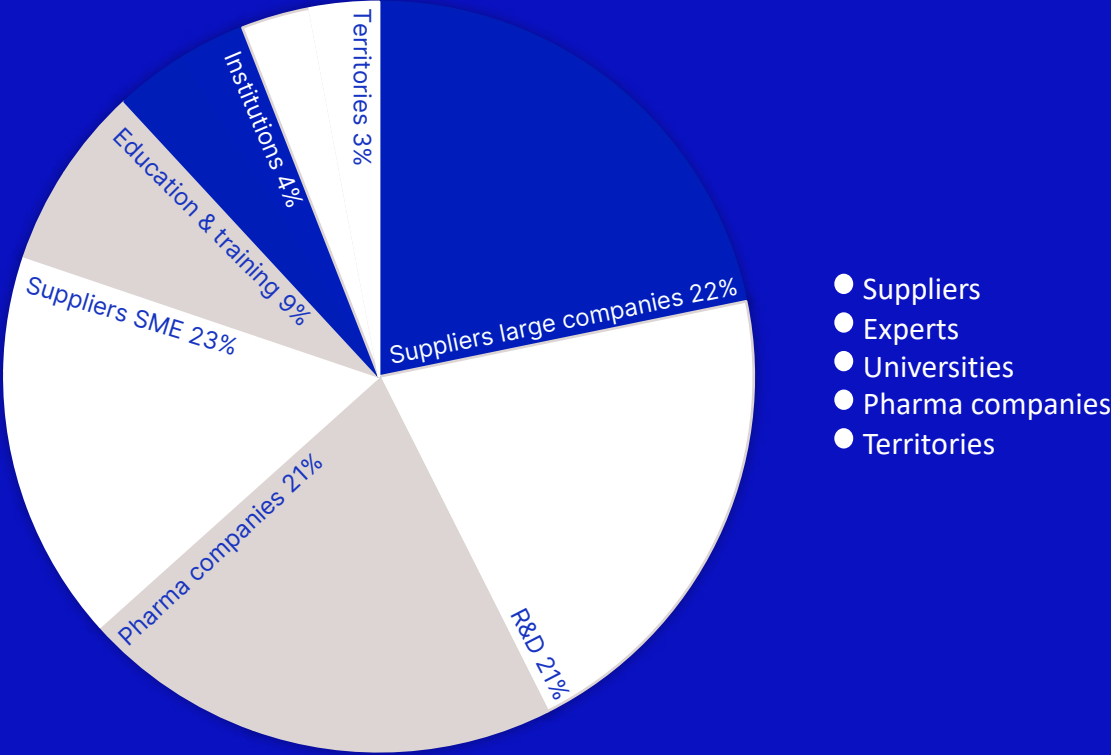
**Distribution**

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90% of the drug production  
Factories on territories where,  
We are located



# Representation of all the Sector's activities





# Among the 445 members

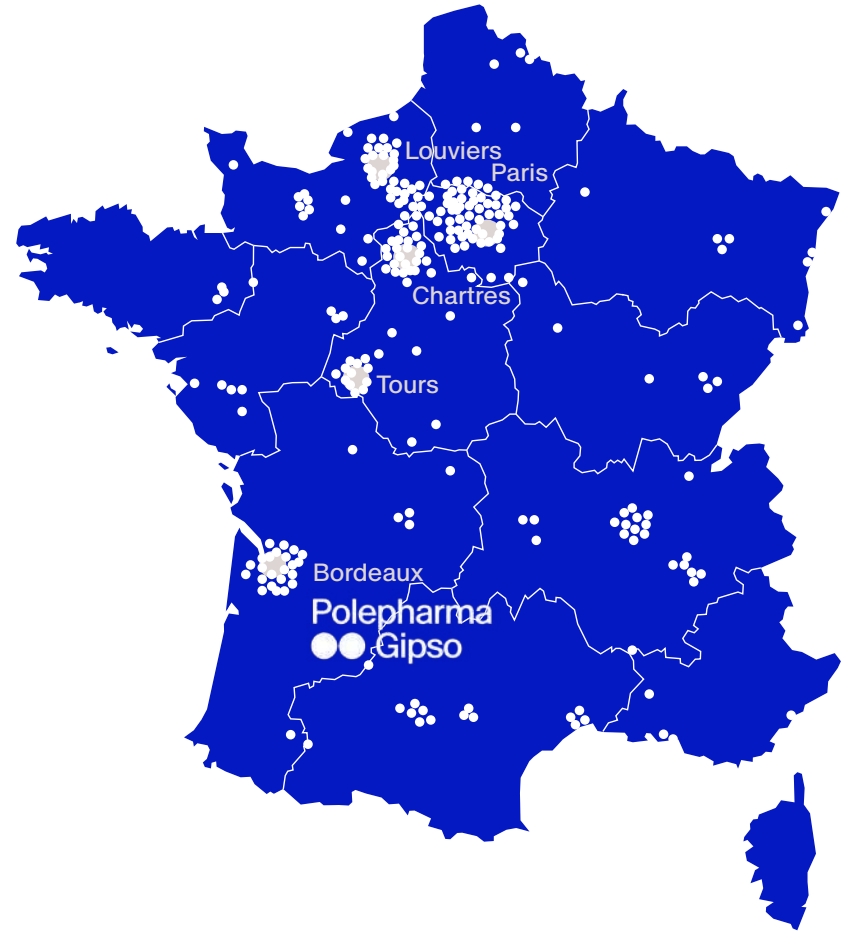


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# An alliance of territories of excellence In drug production

Members in  
all of France

5  
offices



Polepharma

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



**Naïma Meharzi**  
Manager Research & Development & Innovation

- Master 2 in Biology and Law – University of Tours
- Experience in fundamental research in laboratories, in the field of technology transfer and development
- International experience working with private laboratories



**Barbara Jonchère**  
European Partnerships Officer  
Biopharmaceuticals ARD CVL program

- PhD degree in Cell Biology
- 10 years experience in Translational research (France and USA)



**Guillaume Deroudille**  
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



Currently being recruited  
Manager – Skills and Training



**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

- Events, trade shows and local meeting
- Directory & qualified relationship building
- Access to the network of private & public decision-makers

### **Polepharma Network Evening 6/9**

Every month on the Polepharma territory  
From 6pm to 9 pm – Convivial cocktail

### **Polepharma General Meeting**

The annual rendezvous for Polepharma members  
General Meeting – High point for members – Cocktail buffet

### **Participate in the CPhI with Polepharma**

Privileged presence at the trade show to maximise visibility, optimise costs and gain in logistics comfort.

### **Trade shows of interest - Partnerships**



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

- Working groups & thematic communities
- Events, conventions, conferences
- Content: business intelligence, technological watch & studies
- Mapping of the sector

### **Polepharma Events**

France Bioproduction Congress – 8th edition with Medicen

Polepharma Industry of the Future Congress – 7th edition

Polepharma Biotesting Congress – 5th edition

Polepharma Microbiomics Congress – 5th edition

Polepharma Environmental Performance Congress – 1st edition

Polepharma Digitalisation and transformation of pharmaceutical practices Congress – 1st edition

### **Polepharma Working Groups**

**Polepharma TECLAB Workshops**

**Polepharma Biotesting Webinars**

**Polepharma CSE Webinars**



## Accelerate your project, transformation, business, Innovation

- Support – advice from
- Qualified project relationship building
- Participation in pooled sector projects

### #LaFabriquePolepharma – solutions with support Training Organisation

Certified training programmes

Support and Coaching

Customised formulas with exclusive member offering

**HR Innovation** – Communication – Management

**Pharmaceutical affairs** – Audit - DPC

**Industrial operations** – Transition Management





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

- Action for the employment of talents
- Action for training
- Guidance-consulting by HR experts, employer brand, assessment

### **A platform devoted to employment**

A «Member Space» allowing for the diffusion of job offers  
A «Candidate Space» that facilitate applications

### **Promoting and presenting the pharmaceutical sector to the general public, teachers, school counsellors and jobseekers**

Attract talents, recruit and orient at trade shows  
Promote relevant training programmes  
Go to Pharma scheme: with the general public  
Support collaborative projects



**LA PHARMA  
C'EST POUR MOI !**



## Gain in visibility and promote made in France

- Public affairs: defending the interests of the sector with institutions & the medias
- Communication efforts to promote the sector
- Individual visibility actions
- Support for territorial marketing

### **Defend «made in France» pharmaceutical production and innovation**

Awareness heightening efforts on the sector's stakes and challenges with political decision-makers, the media, and major stakeholders in health.

Promote the sector to public decision-makers

Maintain the network of pharma decision-makers

Advice the territories (economics)

Represent the sector in the bodies and with the public authorities

**Polepharma Le MAG - La News – website**

**Territory-specific press kits**



# A team of 20 at the service of members



**Fabien RIOLET**  
General Manager  
Public Affairs

## Événementiel



**Dana LEGRAIN**  
Events Manager



**Lucie DE ABREU**  
Events Coordinator



**Mathis GIE**  
Events and network



**Luana COSTA**  
Events and network

## Expertises



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



**Currently being recruited**  
Head of industry promotion and school relations  
Skills and training



**Lenz BENDAOUD**  
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



**Naïma MEHARZI**  
Research & Development & Innovation Manager



**Barbara JONCHÈRE**  
European Partnerships officer Biopharmaceuticals  
R&D program



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

## Marketing - Communication



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



**Lucie DE ABREU**  
Marketing and Communication



**Agathe BRILLET**  
Marketing



**Matthieu COMBES**  
Marketing



**Sabrina BOIREAU**  
Communications, press and influence

## CRM - Administration



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



**Sonia DRISS**  
Administrative and sales assistant



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



**Currently being recruited**  
Administrative and CRM assistant



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