Servier
The Essentials 2019

COMMITTED TO THERAPEUTIC PROGRESS TO SERVE PATIENT NEEDS
OUR VALUES

- Care
- Dare to innovate
- Commit to succeed
- Grow by sharing
2nd largest French pharmaceutical company
33rd worldwide

GEOGRAPHICAL BREAKDOWN OF REVENUE (%)

- 29.1% European Union (excluding France)
- 12.6% Europe (excluding the EU)
- 23.6% France
- 19.4% Asia & Oceania
- 5.7% Middle East & Africa
- 9.6% The Americas
- 2.5% Middle East & Africa

3 Research institutes
(2 in France and 1 in Hungary)

16 Production sites

15 International Centers for Therapeutic Research – ICTRs
THE SERVIER GROUP

€4.2 billion
2017-2018 revenue

149
countries

66
subsidiaries

22,000
employees

RESEARCH & DEVELOPMENT

2,900
employees in R&D

33
research programs

33
drug candidates*

25%
of sales revenue reinvested in R&D each year (excluding generics)

1,500
generic drugs covering most diseases

BREAKDOWN OF REVENUE BY THERAPEUTIC FIELD (excluding generics)

57%
Cardiovascular

15%
Metabolism

11%
Central nervous system

6%
Cancer

11%
Others

* As of January 31, 2019
“We work every day with passion on therapeutic progress to save and treat patients; it is our vocation.”

Our company spreads across all over the world. Governed by a non-profit foundation, it is totally independent and committed to working with a long-term vision.

We are committed to innovative therapeutic solutions, strengthening our leadership in cardiometabolic diseases while gaining a place as a leader in the fight against cancer, immuno-inflammatory and neurodegenerative diseases. We are also developing high-quality generic drugs.

We are transforming ourselves to build our future, by strengthening the individual and collective commitment of employees, our key asset to the implementation of our strategic goals.

Guided by strong ethics, our collaborations with partners, patient advocacy associations, health care professionals, public and academic institutions, biotech firms and start-ups help us progress.

We are a group of enthusiastic individuals with an entrepreneurial passion to serve our vocation.
“At Servier, we are working to be more effective in meeting the needs of health care professionals and patients. We are developing internationally, to make health care accessible to as many people as possible.”
We draw on a historical global presence to provide health care professionals and patients with a broad range of drugs and treatments. The Group’s range covers five areas of expertise: cardiology, diabetes, cancer, neuropsychiatry, and chronic venous diseases.

LEADER IN CARDIOLOGY AND DIABETOLOGY*
We are second in Europe and fifth worldwide in cardiology, third in Europe and fifth worldwide in arterial hypertension. Servier is the only pharmaceutical company to offer a selection of 16 available drugs for doctors and patients to treat cardiovascular diseases. Additionally in diabetology, we rank eighth worldwide in oral treatments for type 2 diabetes.

AN EXPANDING ONCOLOGY PORTFOLIO
Servier has made cancer a top research priority, supported by ample resources. To meet the growing needs of patients, we are expanding our portfolio of cancer treatments, which currently includes five drugs for colorectal, stomach, and pancreatic cancers, as well as leukemia.

GETTING TO HEALTH CARE 3.0
The digital revolution is shaking up health care: big data, connectivity, and mobile applications, etc., the advances are striking and are changing the roles of patients and practitioners. With our e-health business – WeHealth by Servier – we are building this connected health care universe to better accompany patients in their treatment plans.

NEW SOLUTIONS IN E-HEALTH

CARDIOSKIN, a digitally connected medical solution for enhanced monitoring of the heart’s electrical activity

DEPREXIS, online cognitive behavioral therapy

FOUR SOLUTIONS in development, in the field of cardiovascular diseases, oncology and neuropsychiatry

* Source: IQVIA 2018.
A BROAD RANGE OF GENERIC DRUGS, QUALITY ALTERNATIVES FOR PATIENTS

Through its four specialized subsidiaries, the Group offers a broad range of high-quality generic drugs. This steadily evolving business increases the number of treatment options for patients.

A GROWING BUSINESS AREA
The global offer of Servier, with generics, brand-name drugs, and e-health, distinguishes it from most large pharmaceutical groups. Generics are part of the dynamic development of the Group and its ambition to make health care accessible to as many people as possible.

HIGH-QUALITY PRODUCTION
The subsidiaries of the Group specialized in generics offer a range of nearly 1,500 drugs for most diseases and conditions. They employ almost 4,500 people. The majority of our generic drugs are manufactured in Europe in the Group’s plants and those of our partners which meet our quality standards.

DIVERSIFICATION IN BIOSIMILARS
Through its specialized subsidiaries, the Group is increasingly involved in biosimilars, drugs that are like well-known biological medicines in areas such as oncology and rheumatology. Biosimilars are an effective response to the challenge of controlling health care costs to give more patients access to innovative treatments.

OUR FOUR GENERICS SUBSIDIARIES

| BIOGARAN (France) | • |
| EGIS (Eastern Europe) | • |
| PHARLAB (Brazil) | • |
| SWIPHA (Nigeria) | • |
"We are all inspired by the same ambition to innovate for and with patients, to care for them and save lives."
Within its five therapeutic areas, Servier has chosen to focus its research and development on a limited number of diseases for which the medical needs are substantial.

A CONTINUOUS INNOVATION APPROACH
In order to address unmet medical needs, Servier is developing 33 research programs and 33 prospective drugs. Within each therapeutic area, it specializes in a limited number of diseases, such as heart failure, autism and leukemia.

ONCOLOGY: A KEY PRIORITY
Combatting cancer is one of Servier’s research priorities. The share of oncology R&D investment grew from 14% in 2015 to 37% in 2018 and will account for 50% by 2020.

The Group is exploring two avenues: therapies focused on reestablishing apoptosis (programmed death of tumor cells), and immuno-oncology.

PARTNERSHIPS TO BOOST INNOVATION
To accelerate research and develop future treatments, Servier Group has instituted a policy of open innovation through dynamic partnerships. So far it has established about fifty alliances with partners including not only laboratories, but also innovative biotech firms, academia, and business incubators.

THE FUTURE SERVIER PARIS-SACLAy RESEARCH INSTITUTE
Over 600 researchers in the Group will be brought together at the heart of the scientific innovation division of Paris-Saclay, in facilities that will be equipped with cutting-edge technologies and infrastructure.
All Servier’s production sites worldwide respect the quality and safety standards in force to produce therapeutic solutions of equivalent efficacy.

**QUALITY CONTROL TO GUARANTEE PATIENTS’ SAFETY**
What is the strength of Servier Group? Perfect control of all the stages in the lifecycle of a drug, from research to distribution. To guarantee the quality of our drugs they are produced at the sixteen production sites of the Group, which meet the regulatory standards and integrate R&D activities.

**COMBATTING COUNTERFEIT DRUGS**
Counterfeiting of drugs is a growing phenomenon that concerns brand-name drugs and generics alike, notably through online sales. To fight against this public health menace, Servier has set up an internal program to establish serialization, aggregation, and unit traceability for boxes of drugs and is working with customs and health authorities across the globe and other laboratories.

**INVESTING IN BIOMEDICINES**
Biomedicines, obtained not from chemistry, but from living organisms or their cellular components are a great therapeutic advance, especially for treating cancers. That is why Servier is investing in a new production unit, called BIO-S, at the Gidy site in France. The first biomedicines, to be used in clinical trials, will be produced in 2020.

**SERVIER CDMO: INDUSTRIAL TOOL OPEN TO THIRD PARTIES**

Through its Contract Development and Manufacturing Organization (CDMO) offer, Servier gives third-party companies access to its equipment and the expertise of its teams for drug development and manufacturing.
“Our status as a company governed by a non-profit foundation and our culture constitute a solid asset. As part of our ecosystem, we are open to the world.”
Servier works for and with patients, providing medical professionals with innovative and effective drugs. Better informed, more involved and connected, patients are increasingly recognized as participants in their own health care and partners for medical progress (clinical trials, access to innovation, support). We are committed to co-creating therapeutic solutions with them.

**BETTER UNDERSTANDING PATIENTS AND THEIR LOVED ONES**
We are developing partnerships with patient associations and health care players to better understand what patients and their caregivers go through during treatment. In some of our clinical studies, for example in oncology, we involve patients and associations in drafting informative documents or choosing and revising quality-of-life questionnaires. We are co-creating solutions to help them and their families cope better with their diseases.

**FACILITATING THE PATIENT TREATMENT PLAN**
We are developing therapeutic solutions “beyond the pill” to ease the care cycle for patients and their loved ones.

For this we have deployed innovative tools within the Group, whether applications, web pages on our products, or dedicated sites.

**WORKING FOR AND WITH PATIENTS**
In addition, we created a new department dedicated to patients, led by our Chief Patient Officer, whose mission is to make our staff increasingly patient-focused, assuring collaboration with patients and patient associations.

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**130 digital tools developed to facilitate the pathway of patients and their close family members**

**PARTNERSHIPS TO IMPROVE PATIENT ENGAGEMENT**

Servier has joined PARADIGM, a public-private partnership, and Patient-Focused Medicines Development (PFMD), an independent platform, to increase the engagement of patients throughout the drug development cycle.
SERVIER HAS A RESPONSIBILITY TO SOCIETY TO GUARANTEE THE INTEGRITY OF THE ACTIONS OF ITS STAFF AND PRESERVE OUR COMMON FUTURE.

ETHICS OF THE GROUP
Servier’s values, best practices, and ethical standards should assure that every employee acts responsibly toward his fellow peer and society in all the countries where the Group is active. This is in line with the Group’s Ethics Charter and Code of Conduct, which are two-fold with two dimensions – our policies on compliance and our Corporate Social Responsibility (CSR).

A CULTURE OF RESPONSIBILITY
Servier ensures that all its employees and partners respect the regulations and ethical standards of the Group wherever it operates. As an independent pharmaceutical company, we are particularly aware of our responsibility toward patients, health care professionals, and employees.

AN INCLUSIVE AND PARTICIPATIVE CSR APPROACH
Servier’s CSR policy involves all of the Group’s business lines and subsidiaries and promotes a sustainable social, economic, and environmental model, creating value and leveraging performance for all internal and external stakeholders.

TAKING CARE OF THE MOST VULNERABLE
Mécénat Servier backs general interest initiatives in France and abroad, demonstrating the Group’s desire to strengthen its philanthropic commitments. Our endowment fund currently supports sixteen associations, including Helen Keller International, Planète Urgence, and the Cardiopediatric Cuomo Center in Dakar.

CORPORATE SOCIAL RESPONSIBILITY
FOUR COMMITMENT AREAS

• COMMITTED TO HEALTH CARE
  • CARING ABOUT PEOPLE
  • FOCUSED ON OUR BUSINESS PRACTICES
  • AIMING FOR A POSITIVE FOOTPRINT

THREE ACTION AREAS
• HEALTH EDUCATION
• LIVING TOGETHER
“At Servier, there is a unique blend of expertise, a high-level of expectation, commitment and goodwill directly linked to our core values, which promote a human-oriented mindset.”
Servier has steadily developed its presence in both mature and emerging countries to respond to the needs of patients in the territories where we operate.

A DIFFERENTIATED GEOGRAPHICAL FOOTPRINT
Servier is present in 149 countries. This strategy of local representation allows us to respond appropriately to patients based on the special characteristics of each country. The Group has 66 subsidiaries, 16 production sites in 11 countries, 15 International Centers for Therapeutic Research and is currently focused on developing an international research network across global innovation centers.

INTERNATIONALLY-DRIVEN GROWTH
While firmly anchored in France for R&D and production, Servier Group has a truly international focus. It continues to invest globally, as demonstrated by the recent opening of subsidiaries in Peru, Nigeria and the United States.

SERVIER IN THE UNITED STATES
The acquisition of Shire’s Oncology branch in 2018 marks the Group’s commercial establishment in the United States, the world’s leading pharmaceutical market. This commercial presence supports partnerships developed by Servier over many years with private and public players including Harvard, MIT, and the University of San Francisco. Servier’s future in the United States lies on the development of commercial activities and finding opportunities for R&D, as well as business development and licensing.

MAIN MARKETS OUTSIDE FRANCE
Revenue % (excluding generics) as of September 30, 2018

- CHINA 13% (€356m)
- Russia 9% (€273m)
- CANADA 5% (€149m)
The Group’s dynamic is driven by the commitment of each employee. To ensure employee development and fulfillment, Servier strives to create a serene and stimulating work environment, in complete safety.

ENTREPRENEURIAL SPIRIT AND PASSION FOR INNOVATION
Working at Servier means joining an independent international Group, equipped to achieve its long-term vision and sharing the passion to undertake and innovate with teams committed to therapeutic progress to serve patient needs.

LONG-TERM RELATIONSHIP
Working at Servier also means experiencing a long-term relationship based on trust and goodwill, starting with a tailored integration path for new hires.

WORKING DIFFERENTLY
Working at Servier means experimenting with innovative and flexible ways of working to strike an excellent work and personal life balance: part-time work, working remotely, work spaces designed to be conducive to idea generation and sharing, as well as skills-based volunteering and solidarity leave.

CUSTOMIZED CAREER PATHS
In all countries where it is present, Servier offers employees the opportunity to build rich and varied careers. Diversity and global mobility are promoted no matter the professional area, including research and development, production, promotion and cross-function roles.