

Let's take care of the future

THE PHARMACEUTICAL INDUSTRY

PROFILE OF A SECTOR STRATEGIC TO FRANCE

The pharmaceutical industry is vital for both public health and our national economy. Together, we can provide all French citizens a better future.



A SECTOR THAT MATTERS...

... to the health of the nation

The pharmaceutical industry is central to healthcare in France. It **makes an active contribution to researching and developing new medicines and ensuring their availability**. It plays a crucial role in the prevention, diagnosis and treatment of many diseases.

Recent decades have seen an accelerating tide of therapeutic advances. Some are breakthrough innovations, that treat and heal diseases previously thought incurable, while others deliver improvements that boost the efficacy of existing treatments, make them easier to use or reduce their potential side effects.

Clinical research is the primary gateway through which these innovations are made available to the patients who need them. It is important to understand that **the vast majority (73%) of trials conducted in France are funded by manufacturers⁽¹⁾**.

The ultimate impact of these therapeutic innovations extends far beyond their direct clinical benefit. They also improve

patients' quality of life, improve care provision and can even help our healthcare system to save money.

... to our national economy

Pharmaceutical companies are key to the economic and industrial vitality of France. Together, they also represent a **highly dynamic manufacturing sector in terms of jobs**, employing 106,038 people throughout France in a wide range of professions and specialties, from research and development all the way through to the marketing of medicines.

At the same time, and despite a worsening balance of trade, **pharmaceutical products still generated France's 4th-largest trade surplus in 2022**, after aerospace, chemicals and agrifood⁽²⁾. **France's many pharmaceutical manufacturing sites also play a key role in the industrial base of the country.**

They support local and national economies, attract inward investment and make a significant contribution to France's economic resilience.

(1) Leem survey: «Attractivité de la recherche clinique», (*The Attractiveness of France for Clinical Research*), 2022

(2) Leem economic review for 2023

A post-crisis industry whose workforce covers the whole of France



106,000
employees



56%
are women



€70 bn
in turnover,
48% generated
by exports



35,400
manufacturing
employees



16,000
new hires
in 2022



271
manufacturing
sites



N°.2
in Europe
for oncology
clinical trials



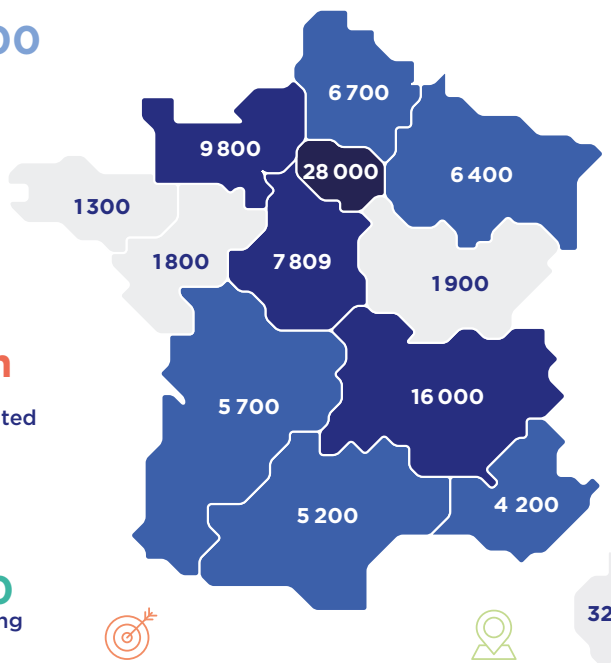
N°.3
for R&D
investment
in France



€5 bn
invested
in R&D



12,000
people employed
in R&D roles



The European pharmaceutical industry : a league of champions

700,000
employees
across Europe
in 2022

€44.5
bn
invested
in R&D

€194,2
bn
in turnover

130,000
people
employed
in R&D roles

30+ years
added to
average life
expectancy
in a century

THE PRECONDITIONS FOR FRANCE TO LEAD ON HEALTHCARE

France must consolidate its European leadership to ensure that all its citizens have access to the treatments they need. We firmly believe that pharmaceutical companies are part of the solution that must be implemented to achieve this objective, and **we have identified three key priorities central to our missions and commitments.**

The first is **sustainable long-term health sovereignty**. To achieve this goal, it is essential to address the shortages of medicines now faced by the public, encourage innovation and local production, safeguard patient access to innovations in medicine, and attract the talent the pharmaceutical sector needs.

The second is **economic sustainability**. We want to work collaboratively with the relevant public authorities on creating a secure economic and regulatory environment; a process that will include simplifying administrative procedures and more competitive tax measures. Our industry needs not only growth, but also the ability to compete successfully. Taking a multi-year outlook underpinned by political and regulatory stability is the only way to encourage and facilitate long-term investment. The 2024 Choose France Summit saw the announcement of €2 billion in investment. That commitment is a welcome signal, but we can go much further and do much better if we make the right political decisions.

Lastly, there is **the issue of social responsibility**. The pharmaceutical sector is a committed stakeholder in the industrial and environmental transitions, and plays an active role in addressing today's major societal causes. We share the governmental goal of bringing the public finances under control, and have worked for several years on reducing the excessive use of multiple medicines.

OUR VALUES

Our compass is, and will remain, the delivery of service to patients and ensuring that they can access the treatments they need, whether based on mature medicines or innovative therapies.

We will also continue to proudly promote the values that unite us, regardless of the size or nationality of the pharmaceutical companies we represent: humanism as the cornerstone of everything we do, respect as prerequisite for dialogue, full commitment to scientific evidence and rationality, a commitment to inclusiveness that embraces difference, and equal opportunities in healthcare.

Lastly, we are reasserting our commitment to the European project, because it provides the essential bedrock for our ongoing development in France. We will continue to advocate for a Europe that provides direction through a genuine manufacturing strategy designed to ensure its self-sufficiency in healthcare; a Europe that acts to guarantee access for all to innovative and mature medicines; a Europe that protects human health and the health of the planet.