

MAYOLY SPINDLER expands its management team to support the implementation of an ambitious development cycle

As the French and international world of healthcare faces major changes, Mayoly Spindler, committed to a trajectory of growth, is expanding its management team and consolidating its organization to ensure the soundness and vitality of the components of its success. *“In the five years to come, more than half of our growth will come from new products or new countries and our ability to prepare and carry out these launches is crucial. For our pharmaceutical business, France represents—and will continue to represent—around half of our sales revenue. Under increasing strains and facing ongoing redefinition, it is essential that we have a strong framework in France, capable of sustaining its commercial competitiveness, building the future by fostering the development of new professions and know-how, and contributing to Mayoly Spindler’s strategic thinking”*, reports Stéphane THIROLOIX, CEO of MAYOLY SPINDLER.

➤ **NICOLAS GIRAUD has joined Mayoly Spindler laboratories as head of Pharmaceutical Operations in France and has been appointed to the Executive Committee**

Mayoly Spindler is creating **the PHARMA OPERATIONS DIRECTORATE in France**, with the main goals of conceiving and carrying out the operational strategy of prescription products and family medication and ensuring the commercial performance of the portfolio while respecting proper use.



Nicolas GIRAUD, who holds a Master's in Biochemistry, a Master's in Telemedicine, and a DESS Master's in Pharmaceutical Marketing, held executive positions in marketing and sales before becoming Director General of Lundbeck for France in 2011 and then for France and Belgium in 2015.

➤ **PASCAL FRUIT, member of the Executive Committee, has been appointed head of the Portfolio Innovation Directorate**

In the coming years, the growth of Mayoly Spindler will be guaranteed by its international development and the marketing of new products. To strengthen its ability to carry out these launches, **the PORTFOLIO INNOVATION DIRECTORATE** has been created, with the main goals of designing and expressing tomorrow's product portfolio and coordinating the preparation of launches with all the functions concerned.



Pascal FRUIT joined Mayoly Spindler in June 2015 to lead the Marketing, Medical, and Communication Management Directorate. A pharmacist, with a DEA diploma and a IAE degree, he has, over the course of his career, managed marketing units, business units, and lead entrepreneurial missions and development projects in different pharmaceutical, diagnostic, and biotechnology companies.

➤ **FABIENNE PIOCH-LAVAL, member of the Executive Committee, has been appointed to head the External Relations and Communication Directorate**

To make full use of Mayoly Spindler's profile as an independent French company, which operates as an exporter and has its own manufacturing facilities, to coordinate interfaces with its strategic partners, and to uphold the values of the laboratory and its commitment to employees, Mayoly Spindler has created the **EXTERNAL RELATIONS AND COMMUNICATION DIRECTORATE**.



Fabienne PIOCH-LAVAL joined Mayoly Spindler in May 2016, as Director of Alliances and Public Affairs. A doctor in Pharmacy with a Master's from the ESSEC business school, she began her career as a pharmacy owner and then joined GSK and BMS where she held marketing, commercial, and market access management responsibilities before moving into the management of hospital establishments in the Korian Group and in the Sainte Marie Hospital Foundation.

➤ **MATHIEU DUROSELLE has been appointed Director of International Pharma Operations and member of the Executive Committee**



In addition to its presence in Europe, Mayoly Spindler carries out nearly 45% of its operations in the **INTERNATIONAL PHARMA OPERATIONS DIRECTORATE**, notably through its affiliates in Algeria, Mexico, Russia, Belarus, Kazakhstan, and Hong Kong; strategic partners also give the company laboratory presence in nearly 60 countries.

Mathieu DUROSELLE joined Mayoly Spindler in 2007 as Eastern Europe/CIS Area Chief, then, after managing the Russian affiliate, became Director of the CIS Area. A pharmacist with a Master's from ESCP, Mathieu began his career in marketing and sales at Servier, then in medical diagnosis at Horiba ABX and at Innotech International.



MAYOLY SPINDLER

- Founded in 1929, headquarters in Chatou (France)
- 2 production sites:
 - Chatou
 - Dammarie-les-Lys
- 800 collaborators worldwide, including 590 in France.
- Major Therapeutic Areas:
 - Gastroenterology, ENT, and rheumatology
 - Dermo-Cosmetics
 - Industrial Processing
- More than 170 million euros in 2016.

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ABOUT MAYOLY SPINDLER

Mayoly Spindler, independent, family-owned, French laboratories, founded in 1929, was built around effective and recognized pharmaceutical specialities in several therapeutic areas, such as gastroenterology, rheumatology, ENT, general medicine, and also consumer healthcare.

The laboratory also has a presence in dermocosmetics with the product lines Topicrem and Charlieu.

Equipped with its own manufacturing facilities, Mayoly Spindler has the capacity to fully realize its industrial developments.

<http://www.mayoly-spindler.fr>