



HEALTH MADE HUMAN

PRESS KIT
2015


LABORATOIRES GILBERT:
FROM PARISIAN PHARMACY
TO INTERNATIONAL PHARMACEUTICAL FIRM

•

CÉDRIC BATTEUR AND ROMAIN BATTEUR,
TWO BROTHERS A SHARED VISION

•

A CLOSER LOOK AT LABORATOIRES GILBERT'S
MAIN BRANDS

•

HEALTH MADE HUMAN:
OUR MISSION

•

CUTTING-EDGE
PRODUCTION FACILITIES,
LOCATED IN FRANCE

•

THE 10 KEY FACTORS
OF LABORATOIRES GILBERT'S
SUCCESS

•

PROSPECTS AND CHALLENGES
FOR THE FUTURE

•

ENDING WITH AN IMAGE:
LABORATOIRES GILBERT IN GRAPHICS COMPUTER



There are many great stories of successful French family businesses, and Laboratoires Gilbert is one of them. Laboratoires Gilbert has been in the same family for three generations, and the company's story has been written over time, in step with their creations and the brands it has acquired in its chosen domain: baby products, health and beauty.

Laboratoires Gilbert, it is:

- more than 110 years of partnerships with pharmacies
- one of the world's leading industrial facilities for manufacturing sterile single-dose products
- a pharmaceutical firm that advocates simple, effective family medication that is as natural as possible

Present in 85% of product categories in pharmacies with 26 brands, the diversity and complementarity of Laboratoires Gilbert's products afford them market coverage that is unique in the pharmaceutical world. Laboratoires Gilbert is present every day in every household with products adapted to all ages group and all the family's needs.

+ 110 YEARS
OF PARTNERSHIPS
WITH PHARMACIES

26
BRANDS

GILBERT LAB THE GILBERT LAB IS
AN OPPORTUNITY
TO DEMONSTRATE
THIS EXPERTISE
THROUGH A UNIQUE EVENT AIMED
AT A WIDE AUDIENCE: patient and
consumers, as well as French and international
distributors.





LABORATOIRES GILBERT: FROM PARISIAN PHARMACY TO INTERNATIONAL PHARMACEUTICAL FIRM



1904

The Laboratoires Gilbert story began in 1904 when Alexandre Gilbert, a dispensing pharmacist based in Paris, developed an innovative formula using natural active ingredients: **WILLOW LEAF PLASTERS** to treat corns and calluses, with a manufacturing process that has remained a secret to this day.

Jacques Batteur, who was originally a pharmacist, **SET UP LABORATOIRES GILBERT** in Hérouville Saint-Clair, France, in 1962.

1962



1974

LAURENT BATTEUR, who took over from his father in 1974, **GUIDED THE COMPANY TOWARDS EXPONENTIAL GROWTH**. He developed both the pharmaceutical and cosmetic sides of the business while initiating other related activities, thereby defining the scope of the Batteur Group.

2015
...



Today, **CÉDRIC** and **ROMAIN BATTEUR** are stimulating the growth of this family-run group. Under their management, the business is refocusing on Laboratoires Gilbert, the mainstay of its pharmaceutical and cosmetic expertise. The priority for their roadmap is to boost the company's progression in France and abroad.

IN FOUR DECADES

THE WORKFORCE HAS GONE FROM
20 TO NEARLY 1.000 EMPLOYEES¹

AND TURNOVER HAS INCREASED FROM
400.000 TO €170 MILLION²

TODAY, LABORATOIRES GILBERT
IS PRESENT IN
86 COUNTRIES
AROUND THE WORLD.

All Laboratoires Gilbert employees can therefore look towards the future with confidence. An ability to innovate both in products and services, cutting-edge pharmaceutical and cosmetic production facilities, and its current internationalisation strategy are among the key factors that contribute **TO LABORATOIRES GILBERT'S BRIGHT FUTURE**.

¹ 986 employees. Global workforce, all subsidiaries included, including employees on permanent and temporary contracts, as well as continuing professional development contracts.

² Consolidated turnover from pharmaceuticals and cosmetics.



CÉDRIC BATTEUR AND ROMAIN BATTEUR, TWO BROTHERS WITH A SHARED VISION



Cédric Batteur proudly flies the flag for Laboratoires Gilbert.

The 38-year-old Managing Director likes to say that the company owes its success to the men and women he has met and who have put their trust in him.

“**CONSIDERATION FOR OTHERS IS VITAL. THAT IS THE BASIS FOR EVERYTHING WE DO.**”

This philosophy, which the company head holds dear, can be seen in the way they develop services for distributors and consumers.

“First of all, we take an active part in training our healthcare personnel, we position ourselves as true partners who help them to provide every day high-value advices over the counter. We also pay close attention to feedback from patient consumers, taking their comments into account in our constant quest to continually improve.”

With his brother **Romain, who runs the industrial side of the business and the support functions**, they are continuing the family saga and are convinced that they must continue to invest in research and production facilities.

“Taking that risk has paid off in terms of the company’s continuing expansion in an unstable economic climate”, Romain adds.

And they both agree:

“**THREE FUNDAMENTAL INGREDIENTS ARE NEEDED TO DEVELOP A BUSINESS: UNITY, INNOVATION AND INTERNATIONALISATION.**”

Laboratoires Gilbert is very attached to its roots and is a major employer in the Normandy region. The firm is also proud to claim that its manufacturing facilities are 100% French.

“Manufacturing in France production is an asset! French know-how and the skills levels of our teams are recognised internationally. We try to capitalise on that.”

The international market, the driving factor behind the company’s growth, will represent 50% of Laboratoires Gilbert’s turnover in five years’ time.

“Audacity is the defining characteristic of our company”, the brothers say.

“Whether it means investing in production, product launches or in our development strategy, our independence is an asset that allows us to take ambitious decisions that often pay off!”



CÉDRIC BATTEUR - 38 YEARS OLD



After obtaining a Master’s degree in International Law, Cédric Batteur began his career with the company’s sales team in the field. He then assumed various responsibilities in financial services, key accounts and marketing, before taking over at the helm of Laboratoires Gilbert at the start of 2010.

Under his leadership, the business has refocused on its pharmaceutical and cosmetic expertise. Cédric Batteur has built the company around three major areas of expertise: **BABY PRODUCTS**, **FAMILY HEALTH** and **COSMETICS**.

By accelerating new product development through partnerships with innovative and often pioneering companies, he is propelling the company into a new era.

ROMAIN BATTEUR - 35 YEARS OLD



After attending business school, Romain Batteur set off for Asia where he began his career working in various companies. A few years later he took charge of one of the Group’s subsidiaries in Hong Kong.

After returning to France in 2007, he joined the French head office and took over at the helm of Laboratoires Gilbert in 2010, in tandem with his brother Cedric.

With his broad experience in manufacturing processes and industrial legislation, he has been running the company’s manufacturing and support activities since 2014.



CLOSE-UP ON LABORATOIRES GILBERT'S MAIN BRANDS

BABY PRODUCTS

Physiodose

Physiodose is the leader in physiological saline solutions¹ specialised in ENT hygiene for children from 0 to 3 years of age: physiological saline solution for daily hygiene of nose and eyes, hypertonic sea-water for blocked noses, as well as nasal aspirators to decongest the nasal passages in the event of a cold.

physiolac

Range of milks and infant nutrition composed of unique, innovative and environmentally-friendly formulas recommended by healthcare professionals. Physiolac focuses on children's nutritional needs and digestive comfort. These high-quality products are made in France and help cover baby needs up to 3 years of with solutions for all the little problems that can come up: hunger, diarrhea or regurgitation. Today Physiolac is Number one in organic infant milks sold in pharmacies¹.

Luc et Léa

Childcare products for infants (soothers, bottles, teats, teething rings, birth gift-sets, sunglasses, etc.) created for babies and designed for mums! For 30 years Luc et Léa have been offering practical, effective and creative products to all mothers. Luc et Léa is now the market leader² in soothers sold in pharmacies. They are also the only soothers available on the French market with a curved anti-irritation rim decorated with attractive designs.



Laboratoires Gilbert Bébé specialises in caring for babies' bottoms, with an oleo-calcareous liniment and wipes. The liniment is a baby-care product of natural origin that cleans and protects at nappy changes, based on the formula of the French Pharmacopoeia. Laboratoires Gilbert Bébé liniment is made in France and is the number one sold in pharmacies³.



OUR BABY PRODUCTS



Laboratoires Gilbert Bébé
Liniment citing

No. 1 liniment sold³
and sole liniment on the market:
> **WITH PROVEN EFFICACY**⁴
and approved by 100% of parents⁵
> **RECOMMENDED BY THE OBSERVATOIRE DES COSMÉTIQUES**⁶,
> containing **99,8% NATURAL INGREDIENTS**.



Physiolac

> **No.1 IN ORGANIC INFANT MILKS** sold in pharmacies¹.

Physiolac BIO AR 2

> **2015 INNOVATION**:
1st Organic Anti-regurgitation milk on the market



Physiodose
Sterile physiological saline single-doses

> **No.1 IN PHARMACIES**¹
> **1 OUT OF 2 CHILDREN** uses
Physiodose physiological saline solution.



Luc et Léa
"J'aime ma maman" Soother

> **No.1 SOOTHERS**² sold
in pharmacies.



¹ In volume and value. In French pharmacies. Source IMS - MAT June 2015.

² In volume ex-aequo. In French pharmacies. Source IMS - MAT June 2015.

³ In volume. In French pharmacies. Source IMS - MAT June 2015.

⁴ Strengthens the skin barrier and preserves the skin's natural pH balance. Ex Vivo evaluation of the protective effects of a formulation to maintain the skin's pH level. Source: Transderma. Tours Medical Faculty - March 2014.

⁵ Source: Report No. AS0911308RD Acceptability Study in South Africa. Usage test under paediatric and dermatological supervision/Clinical study for the assessment of skin acceptability of a cosmetic investigational product applied under normal conditions of use for 3 weeks, on children.

⁶ Label awarded by the Observatoire des Cosmétiques for an average overall score equal to or above 15/20. The Laboratoires Gilbert oleo-calcareous liniment is recommended in the 2015-2016 Best Cosmetics guide.

⁷ This medical device is a regulated health product bearing the CE marking in accordance with this regulation.



FAMILY HEALTH



Expert in responsible, organic aromatherapy and dedicated to family health, Le Comptoir Aroma offers:

- 100% pure, 100% natural and organic **single essential oils**: guaranteed quality and “Ecocert” certified.
- **ready-to-use products**, formulated with essential oils and active ingredients of guaranteed natural origin, paraben-free, perfume-free and without any colouring agent. They provide fast, effective and natural solutions to treat everyday problems faced by the entire family.

Grown in pollution-free areas using methods that respect biodiversity and are pesticide-free, the plants selected by Le Comptoir Aroma for their essential oils are rich in active ingredients. Plants naturally produce molecules that help them protect themselves against external attacks. The use of pesticides reduces the need for plants to defend themselves, which reduces their concentration in useful active ingredients.

Le Comptoir Aroma, the best of all essential oils for the well-being of the entire family.



A complete range of 100% natural seawater sprays with clinically proven results in prevention (nasal hygiene) and as an adjunct treatment for conditions of the upper ENT region: allergic rhinitis, colds, sinusitis and rhinopharyngitis.

The seawater in Marimer is drawn off the coast of St Malo in Brittany. This area, near the bay of Mont Saint Michel, has the highest tides in France, among the highest in the world.

The constantly changing waters offer a wide variety of algae that ensure biodiversity and mineral elements. Marimer products are made from high-quality seawater, chosen for its natural richness in trace elements: copper, zinc, manganese and sulphur, known for their therapeutic effects in treating respiratory disorders and regulating the immune system. Marimer, health inspired by the sea.



A fast, effective solution against head lice: treatment of the hair, the environment, preventive spray against (re)infestations.

The treatment care product Parasidose is the star product in the range. It is the sole product on the market formulated with natural ingredients: it is 100% effective¹ and entirely safe to use. It can be used on children and babies over 3 months old, pregnant and breastfeeding women, and asthma sufferers. Parasidose, fighting head lice, protecting children.



¹ Pediculid. Test realized in January, 2013. Efficacy of lotion against adults and eggs clothes lice. Pediculus Humanus. GL UNDESCORE ph 0212a.

² Study conducted on-line on a pre-selection of new national brand products sold in France. Study administered by Nielsen in October 2014 with 10,000 effective responses, representing French people 15 years of age and over.

³ In volume. In French pharmacies. Source IMS - MAT June 2015.

⁴ These medical devices are regulated health products bearing the CE marking in accordance with this regulation.

OUR KEY FAMILY HEALTH PRODUCTS



Comptoir Aroma
Decongestant nasal spray

Chosen as **PRODUCT OF THE YEAR²**
100% NATURAL.

Contains no medicinal decongestants. No risk of interactions with other medicines.



Comptoir Aroma
Breathing balm

No.2 AMONG NATURAL RESPIRATORY BALMS³

Camphor, eucalyptol and menthol content is below the ANSM accepted levels for babies.



Marimer
Blocked nose spray – colds

EFFICACY PROVEN in a **CLINICAL STUDY** on the reduction of symptoms following nasal surgery.

OUR EDUCATIONAL COMMITMENT

marimer



instigated
NASAL HYGIENE WEEK

Parasidose+
POUX-LENTES



led an **AWARENESS** campaign in French primary schools



BEAUTY AND WELLBEING



LAINO

For more than 60 years, **Laino** has drawn its inspiration from the botanical variety of the **Mediterranean region**. Laino selects the best active ingredients from Mediterranean plants and combines them to offer unique formulations that meet skin daily needs. Laino provides formulations with sensual fragrances, formulations that are paraben-free and phenoxyethanol-free with irresistible textures. From personal hygiene to care products, Laino covers all the family's needs. Laino's particularity lies in its choice of a specific region to source the ingredients, the selection of the best quality plants, the extraction of their active ingredients and their exclusive combinator to offer to the skin pleasure and performance.



Created in 2003, **Le Comptoir du Bain** develops hygiene products for hands and body, carefully formulated in the pure tradition of **Savons de Marseille soap**.

Formulations that contain more than 95% natural ingredients, are dermatologically tested. They are paraben-free, phenoxyethanol-free, mineral oil-free, animal fats-free and preservatives-free¹. A broad range of colours and perfumes for a daily pleasure.



Dermatological products specifically designed for delicate, sensitive skin.

Extra-rich or micellar shower gel, soap and shampoo are available in different formats (family-size and travel-size) for the day-to-day hygiene needs of the entire family. Formulations that respect the skin, with physiological pH¹, and soap-free, paraben-free, phenoxyethanol-free, mineral oil-free and methylisothiazolinone-free.

¹For shower gels

²For liquid and solid soaps

³Moisturises the outer layers of skin

⁴Genomic study conducted by Philippe Benech, doctor of science and genomics and former head of the CNRS

⁵Source IMS - MAT October 2014

⁶Study conducted online on a pre-selection of new national brand products sold in France. Study administered by Nielsen in October 2014 with 10,000 effective responses, representing French people aged 15 and over.



Evoking dreams of faraway lands, Hei Poa cultivates the very essence of Polynesia: **Monoï**, a natural treasure with benefits for the skin and hair. Rich in essential elements such as essential fatty acids (omegas 9 and 6) and vitamin E, Monoï is a key ingredient in care products: it moisturises, repairs, protects and soothes. For 40 years, the Hei Poa research teams have been selecting the finest tiaré flowers, the best copra oil and the most sacred fragrant Polynesian plants to offer a range of multipurpose products with all the benefits of 'Appellation d'Origine' (Designation of Origin) Tahitian Monoï. Captivating fragrances, paraben-free, phenoxyethanol-free, and preservative-free formulas (pure Monoï), and enveloping textures to nourish, protect and make skin and hair brighter: an entirely addictive experience.



Algotharm's story is a passionate and never-ending quest: pass on the power of the ocean to the skin and provide it with a natural source of health, beauty and well-being. Since it was created in 1962, Algotharm, a pioneering brand in marine cosmetics, has been designing and producing personal and professional care products using algae as a natural source of protection and regeneration, to keep skin healthy. Algotharm's marine expertise includes 30 different types of algae, scrupulously selected, a careful blending of the active ingredients they contain, 7 exclusive complexes and 2 revolutionary patents, for visible and proven results. An experience to enjoy at home or in beauty institutes. Algotharm's research cultivates innovation, efficacy, safety, tolerability and sensual stimulation in order to deliver the finest of the sea to every skin type.

OUR KEY BEAUTY AND WELL-BEING PRODUCTS



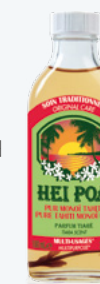
Algotharm
Marine Life Serum

An effective, global anti-ageing product:
35 GENES WITH ACTIVATED CELL LONGEVITY⁴.



Comptoir du bain
Marseille Soap

ONE
Le Comptoir du Bain liquid soap **SOLD EVERY 21 SECONDS⁵ IN FRANCE.**



Hei Poa
Monoï Tiaré

Contains **90,3% APPELLATION D'ORIGINE** Tahitian Monoï.



Laino
The Authentic Oil

Chosen as
PRODUCT OF THE YEAR 2015⁶.



Neutraderm
Micellar shower gel

Result of
THREE YEARS OF RESEARCH.

OUR EXPERTISE IN SKIN HEALTH



7
EXCLUSIVE COMPLEXES

2
PATENTS

+

OUR MISSION

HEALTH MADE HUMAN

•

Laboratoires Gilbert develops and markets natural self-medication solutions for the entire family that respect the physiology of human beings. With its three complementary areas of expertise - Baby Products, Family Health and Beauty - Laboratoires Gilbert has created its product range with the aim of offering:

- effective, natural products that meet preventive care and health well-being needs
- innovative high-performance treatments, both in terms of their rapid action and their ease of use, products that are safe and that carry no risks for health or side effects.



AN EXPERTISE BASED ON THE MOST SENSITIVE OF BEINGS, INFANTS.

Today Laboratoires Gilbert is number one in the world of baby-care products¹ sold in pharmacies, a ranking it has reached by developing products that are perfectly adapted to the physiology of infants. This ensures completely harmless products that are designed to help babies grow and get through their first months and years of life in complete serenity.

This expertise in developing products designed for the most sensitive of beings has naturally given Laboratoires Gilbert the legitimacy to expand more widely towards developing natural health products for babies, children and adults.

Laboratoires Gilbert is therefore focused on the constant quest for innovative, alternative solutions that are safe and effective, simple and affordable, to provide better long-term health and well-being at every stage of life.



¹ In volume. In French pharmacies. Source IMS at MAT June 2015.



LABORATOIRES GILBERT HAS THEREFORE BECOME
A MARKET LEADER AND AN EXPERT IN:



Preventing respiratory disorders in infants through the use of **STERILE SALINE SOLUTIONS.**



USING ORGANIC ESSENTIAL OILS to treat day-to-day illnesses naturally and effectively.



DEVELOPING ORGANIC INFANT MILK that respects the physiology of infants, the environment and biodiversity.



USING MARINE ACTIVE INGREDIENTS for cosmetics so the skin can benefit from the numerous bioactive molecules they contain.





LABORATOIRES GILBERT'S EXPERTISE LIES IN ITS PERFECT COMMAND OF THE VALUE CHAIN OF MARINE AND PLANT ACTIVE INGREDIENTS:

"Laboratoires Gilbert always chose to prioritise the most natural compositions possible in all their products. Formulations are developed with the best combinations of active ingredients, chosen for their purity, their quality and their bio-similarity, for a maximum level of efficiency and safety."



¹ Patents FR 1358916



SELECTION OF SOURCES



CHOOSING THE PLANTS AND SEAWATER that are richest in active ingredients



EXPERTISE IN THE EXTRACTION OF THE ACTIVE INGREDIENTS in order to preserve their original potential.



COMBINING THESE ACTIVE INGREDIENTS for maximum synergy and efficacy, in order to obtain innovative formulations with added value.



DEMONSTRATION OF THE EFFICACY of the formulations in clinical or observational studies.



Hei Poa:

APPELLATION D'ORIGINE

Monoi since 1992, guarantees its authenticity, quality and local production.

Le Comptoir Aroma:

Favours Helichrysum italicum from Corsica that has **A HIGH CONCENTRATION OF NERYL ACETATE**, which contributes directly to the anti-bruising, anti-inflammatory and pain-killing properties of this essential oil.

Le Comptoir Aroma:

The essential oils are obtained through **STEAM DISTILLATION**, the best way to produce high-quality essential oils.

Algotharm:

ALGOGENE [4]¹ IS A PATENTED COMBINATION OF 4 TYPES OF ALGAE with complementary, synergistic properties that enhance the longevity of cells and neutralise the visible signs of ageing.

Marimer:

TWO CLINICAL STUDIES demonstrating its efficacy on symptoms related to allergic rhinitis and nasal surgery.



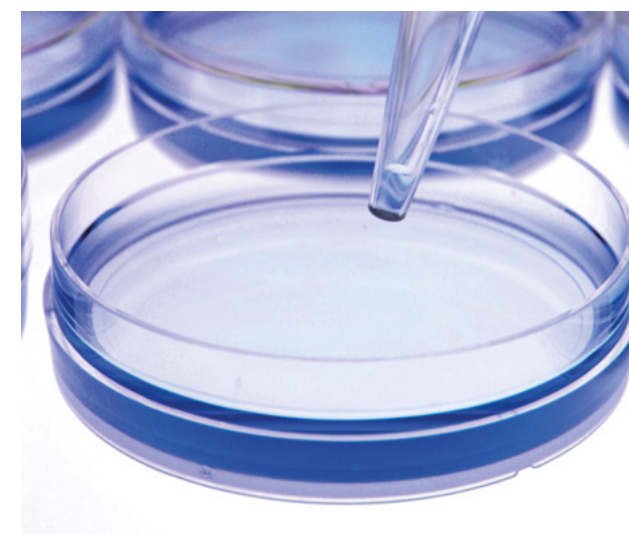
Le Comptoir Aroma:

Le Comptoir Aroma essential oils are sourced from certified **ORGANIC FARMING AREAS**. Le Comptoir Aroma guarantees stable content in the principle active ingredients for all its essential oils.

Marimer:



Seawater sourced near the **BAY OF MONT SAINT MICHEL** where the quality of the water and the level of mineral content are very high.



Physiolac:



On-going **OBSERVATIONAL STUDY** to illustrate the performances of Physiola AR Bio 1 in the treatment of non-complicated acid reflux in infants.



COMMITMENT: AN ENVIRONMENTALLY RESPONSIBLE ATTITUDE

In order to respect the environment, which is the source of its inspiration and the raw materials to develop its products, Laboratoires Gilbert has committed to adopt an environmentally responsible attitude in the methods used to harvest and process the natural active ingredients used.



AN ENVIRONMENTALLY RESPONSIBLE ATTITUDE



Algotherm:

Algotherm does not use protected species such as Crithmum, sourced from wild harvesting. **ALGOTHERM CHOOSES TO USE CULTIVATED PLANTS** whenever possible and restricts the use of Lithothamnium, a slow-growing calcareous algae that is harvested through dredging.



Algotherm:

The *Ocean Respect* formula is guaranteed **NON-TOXIC** and **NON-HARMFUL** for marine and coral environments.



Le Comptoir Aroma

The essential oil of Ravensara is sourced from a Malagasy **FAIR-TRADE NETWORK**, which is ESR (Equitable Solidaire Responsable) certified.



INTERACTIONS BETWEEN PROFESSIONALS TO BENEFIT OTHER SECTORS

Laboratoires Gilbert is a member of several professional organisations that aim to share best practices and to monitor changes in regulations.



MEMBER OF PROFESSIONAL ORGANIZATIONS



Member of the LEEM - Entreprises du Médicament (Trade association of the medicines industry)



Member of the Société Française de Cosmétologie (French Society of Cosmetology)



Member of Alliance 7 Secteur des Aliments de l'Enfance (Children's Food Sector)



Member of COSMED (French Cosmetics Association)



Member of the Centre Européen de Dermocosmétologie (European Centre of Dermocosmetology)



Member of the Pôle Mer Bretagne Atlantique (Brittany Atlantic Sea Division) network.



Member of the Association Française de l'Industrie Pharmaceutique Pour une Automédication (French Association of the Pharmaceutical Industry for Self-Medication)



Partner of the Association Française des Auxiliaires de Puériculture (French Association of Childcare Assistants)

RENCONTRES SCIENTIFIQUES
Santé, Mer & Algues

Laboratoires Gilbert is also the driving force behind the **SCIENTIFIC MEETINGS** of Santé Mer & Algues (Sea & Algae Health), which aim to promote interdisciplinary collaboration between the scientific and industrial communities at the interface between the sea and healthcare sectors.





CUTTING-EDGE PRODUCTION FACILITIES, LOCATED IN FRANCE



THE STERILE SINGLE-DOSE FORMAT: CLEAR PROOF OF A VISIONARY MIND.

At the end of the 1980s, the company took a new strategic direction in terms of production and turned towards a very promising type of packaging: the sterile single-dose format.

This format is both portable and easy to use and guarantees the sterility of its contents without the need for preservatives, thus ensuring that the product is entirely harmless. Widely used in hospitals, the single-use dose containing the exact dose of the product also avoids contamination after opening.

Laboratoires Gilbert made the bold choice of providing the sterile doses for all types of liquid solutions including physiological saline solution, purified water, eosin, chlorhexidine, etc. That risk paid off. Laboratoires Gilbert now produces more than one billion single-doses per year with its twelve Bottelpack® machines, which places it second worldwide¹ in sterile single-dose production.



NUMBER TWO

WORLDWIDE IN PRODUCTION
OF STERILE SINGLE-DOSES¹

1 BILLION

SINGLE-DOSES PRODUCED
EVERY YEAR AT HÉROUVILLE
SAINT-CLAIR

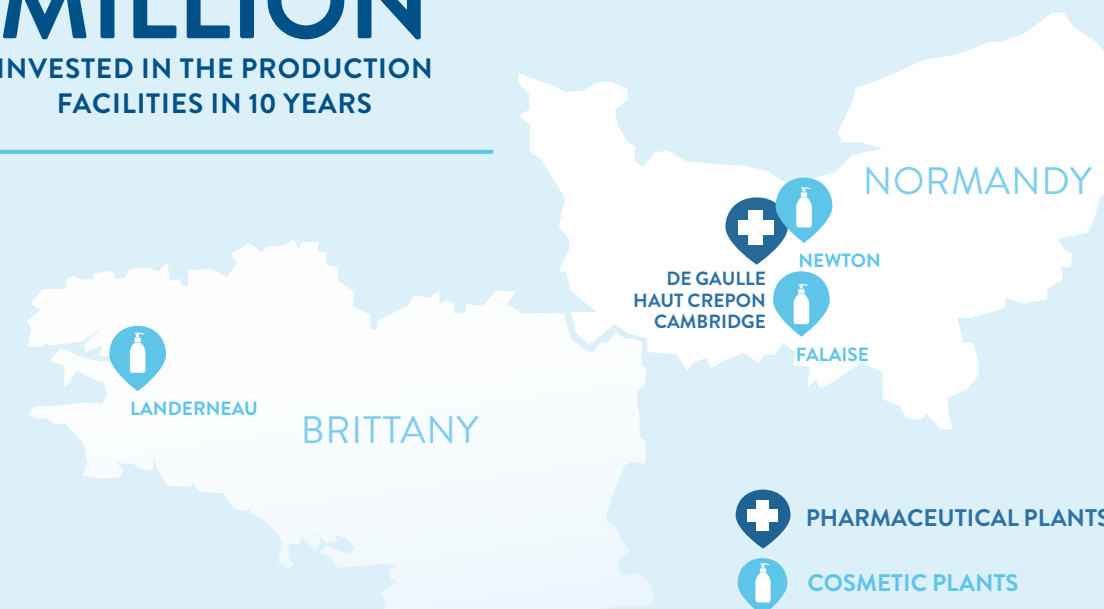
¹BFS single-dose production Source ED Emballage Digest Packaging – March 2015



€100 MILLION

INVESTED IN THE PRODUCTION
FACILITIES IN 10 YEARS

“All our production sites are located in France to guarantee optimal quality, thanks to our highly qualified personnel trained in our production technologies”



DEGAULLE site founded in 1962. Multipurpose pharmaceutical site (cosmetics, medicines, medical devices, biocides, etc. in all types of packaging: bottles, tubes, gauze pads, sterile single-doses, etc.). It houses three Bottelpack® lines.

HAUT CREPON inaugurated in 2006, this site is dedicated to sterile single-dose production. It houses three Bottelpack® lines.

CAMBRIDGE. Set up in 2010 to meet the growing demand for sterile single-doses around the world, this building alone is responsible for 59% of the company's total single-dose production, with seven Bottelpack® lines.

NEWTON. Manufacturing site for cosmetics, liquid and solid soaps.

FALAISE. This soap factory was in judicial liquidation before being bought by Laboratoires Gilbert in 2012. In one year the company has turned it around and the employees' jobs have been saved.

LANDERNEAU. The new Landerneau factory, which replaced an earlier plant, will become operational in January 2016. This €11.5 million project will lead to the creation of 40 new jobs over the next four years.



CERTIFICATIONS



The quality management system set up by Laboratoires Gilbert is **CERTIFIED BY THE ISO 13485 STANDARD.**



Gilbert complies with **GOOD Pharmaceutical and Cosmetic MANUFACTURING PRACTICES.**

The Laboratoires Gilbert logistical process complies with **GOOD DISTRIBUTION PRACTICES** applied to the pharmaceutical industry (GWDP).



Our factories are **ECOCERT CERTIFIED** for the manufacture, storage and distribution of organic products.



COMMITMENT TO AN ENVIRONMENTALLY RESPONSIBLE PRODUCTION POLICY

Laboratoires Gilbert analyses the environmental impact of its production in order to reduce its impact.

ENVIRONMENTALLY RESPONSIBLE COMMITMENT



Laboratoires Gilbert favours the use of **RECYCLABLE MATERIALS**, particularly milk cartons, single-doses glass and plastic cosmetic bottles.

Unused polyethylene waste from the single-dose chain is ground up to **BE REUSED** in other channels.



Processes that help **REDUCING ENERGY CONSUMPTION** by 35 to 40% have been implemented in the most recent production sites.

Preventing repetitive strain injuries through the intervention of an ergotherapist at production sites and setting up **AUTOMATED TOOLS** in order to limit heavy lifting.





THE 10 KEYS TO THE SUCCESS OF LABORATOIRES GILBERT



1/ 100% FAMILY

A 100% family-run independent French company.

2/ THREE AREA

The development of effective products that respect the physiology of humans, within three complementary areas: **BABY-CARE PRODUCTS**, **HEALTH** and **BEAUTY**.



3/ NATIONAL AND INTERNATIONAL DEVELOPMENT

A 34% growth in the past 5 years. A presence in 86 countries worldwide.

4/ No.1 IN FRANCE¹ FOR BABY-CARE PRODUCTS

Laboratoires Gilbert is currently No.1 in France on the baby-care market in pharmacies¹, with 4 of the 25 best-selling baby-care products sold in pharmacies. Laboratoires Gilbert is also No.1² in shower products, lip care, liquid soap and Monoï oil. In 2015, a total of nearly **50 MILLION PRODUCTS** from Laboratoires Gilbert were used in French households.

THE TOP 25 BEST-SELLING BABY PRODUCTS IN PHARMACIES³



5/ MODERN PRODUCTION FACILITIES

In 10 years, more than **€100 MILLION HAVE BEEN INVESTED IN PRODUCTION FACILITIES**. Today, Laboratoires Gilbert has three pharmaceutical-grade manufacturing sites and three cosmetics sites, all certified ECOCERT and situated in Normandy or Brittany.



6/ No.2 WORLDWIDE⁵ IN STERILE SINGLE-DOSE PRODUCTION

IN 2015, MORE THAN ONE BILLION DOSES were produced at the Hérouville Saint-Clair site to be sold in France and internationally.



7/ A MULTICHANNEL SALES FORCE

A multichannel sales force (pharmacies, parapharmacies, hospitals, nursinghomes, beauty institutes) and easy availability with **600 POINTS OF SALE VISITED** each day.

8/ A POLICY OF INSOURCING

A policy of insourcing at every stage of the value chain, which affords the company interdisciplinary expertise and maximum control over its process: R&D, Regulatory Affairs, Purchasing, Production, Sales, Supply Chain, Marketing and Graphics Studio.

9/ A STRONG CULTURE OF INNOVATION

A strong culture of innovation, as evidenced by the 17 members of the Research & Development department, which work for the Company's brands as well as for external clients (subcontracting). Laboratoires Gilbert also calls upon reputed partners at the cutting edge of its fields in formulation or active ingredient extraction, to promote the synergy of skills. **LABORATOIRES GILBERT R&D DEVELOPS ONE NEW FORMULATION A DAY.**

The three latest major innovations born of this expertise are the first organic anti-regurgitation infant milk on the market, the first ready-to-use plant infusions for traditional plant-based therapy for infants and the first sunscreen free from chemical and mineral filters, non toxic and non harmful for marine and coral environments.

10/ CONSUMER TRUST

4 Laboratoires Gilbert products were chosen as **«PRODUCT OF THE YEAR»** in 2015⁶.



¹ In volume. In French pharmacies. Source IMS - MAT June 2015.

² In value and in volume. In French pharmacies. Source IMS - MAT June 2015.

³ Physiodose physiological saline serum, Luc et Léa soothers, Laboratoires Gilbert Liniment, Dolodent, in the TOP 25 (volume) of baby products sold in Pharmacies. Source IMS - MAT June 2015.

⁴ These medical devices are regulated health products bearing the CE marking in accordance with this regulation.

⁵ BFS single-dose production Source ED Emballage Digest Packaging - March 2015.

⁶ Study conducted on-line on a pre-selection of new national brand products sold in France. Study administered by Nielsen in October 2014 with 10,000 effective responses, representing French people 15 years of age and over.



PROSPECTS AND CHALLENGES

THE FUTURE FOR LABORATOIRES GILBERT



This French company has worked for 110 years to become a trusted partner for its main distributor, pharmacies.

While going on with this guidance, the Company also wishes to expand this approach to patients and consumers.

As a market leader and key player in the healthcare industry, Laboratoires Gilbert communicates its desire for transparency in the principles that guide the invention, production and distribution of all its products.

Currently ranked 16th¹ in the OTC and pharmacy market in France, Laboratoires Gilbert aims to move up three places in the next 5 years. Already bolstered by its expertise in the natural self-medication, cosmetics and baby-care markets, the Company wishes today to consolidate its successes with a policy of sustained innovation and by entering into new markets.



To do this, Laboratoires Gilbert faces several challenges:

- **STRENGTHEN BRAND DEVELOPMENT** in France and abroad.
- **DEVELOP SUPPORT SERVICES FOR DISTRIBUTORS** - pharmacists as a priority, but also patients, who expect to receive personalised advice.
- **BOOST INTERNATIONAL DEVELOPMENT** by opening new subsidiaries.
- **GUARANTEE AN INNOVATIVE PRODUCT RANGE** in line with patient's needs.

¹ Source IMS-MAT June 2015 – excluding medicines subject to mandatory prescription.



SUPPORT SERVICES FOR DISTRIBUTORS AND CONSUMERS



HI MUMS! AN INNOVATIVE EXPERT SERVICE CONCERNING BABY-CARE PRODUCTS

Being the sole company to offer a complete range of baby-care products in pharmacies, Laboratoires Gilbert acquired considerable expertise that it would like to share through *Hi Mums!*, a service brand aimed at consumers and healthcare professionals.

- Launched in 2015, *Hi Mums!* is a **WEBSITE DEDICATED TO FUTURE AND YOUNG PARENTS**, gathering information and advices to help babies through their first months of life, special offers and prizes to be won.
- **IT IS THE FIRST PHARMACY MULTI-BRAND LOYALTY PROGRAM**: by buying essential products for your baby, you obtain advantages and gifts. Seven Laboratoires Gilbert brands are involved in the programme¹.

- **FOR HEALTHCARE PROFESSIONALS, HI MUMS! EXPERT** provides advices and offers a complete training program, as well as operational support for pharmacies wishing to develop their baby-care product range.

In 2016, *Hi Mums!* is going to develop its content and services for these two client targets.

AROMATHERAPY EVENING TRAINING SESSIONS

Since 2007, Le Comptoir Aroma has been organising up to **40 ANNUAL TRAINING CONFERENCES** during which they trained more than 3000 pharmacists and assistants on aromatherapy in order to improve advice quality for patients.

COMING SOON

COSMETIC TRAINING EVENTS

At the end of 2015, bolstered by the success of its aromatherapy and Baby-care programs, Laboratoires Gilbert initiated **MEETINGS WITH PHARMACY TEAMS** and training sessions led by a dermatologist and the Cosmetics R&D director of Laboratoires Gilbert on topics such as skin types, skin moisturisation², nappy rash, cosmetology, controversial ingredients and labelling regulations, as well as fun workshops in which participants can test their knowledge through practical exercises.



¹ Physioliac 2 & 3, Physiodose, Luc et Léa, Laboratoires Gilbert (babies SKUs), Dologel, Marimer (babies SKUs), Le Comptoir Aroma (babies SKUs).

² Moisturisation of the upper layers of the epidermis.



A NEW MILESTONE REACHED ON THE INTERNATIONAL LEVEL

CANADA

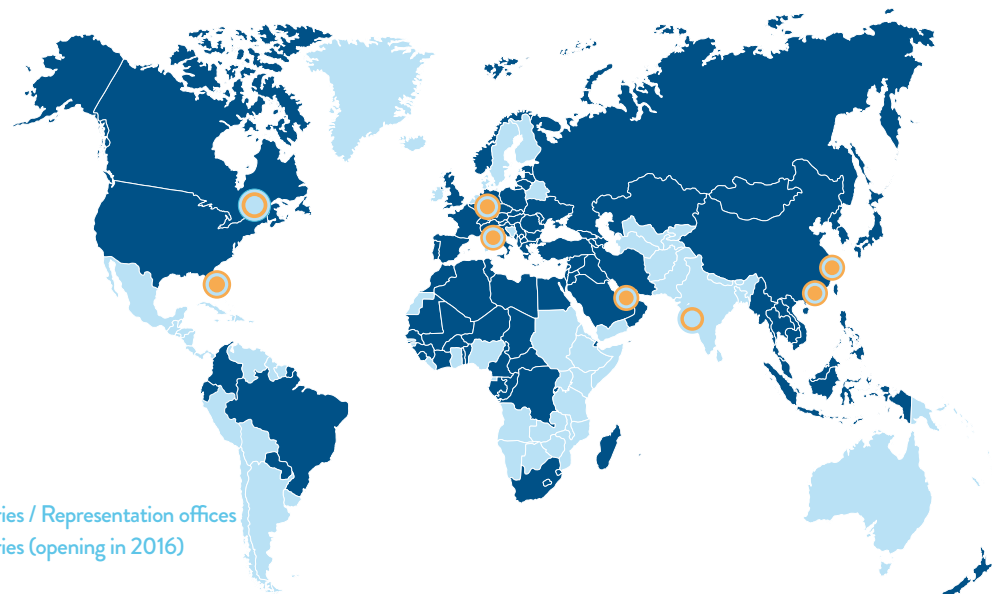
With 400,000 births a year and high purchasing power, the Canadian market **HOLDS PROMISE** for Laboratoires Gilbert's range **OF BABY-CARE PRODUCTS**.

INDIA

With **A CHILDCARE PRODUCT MARKET GROWING BY +17%**, India is a market with a huge potential for Laboratoires Gilbert. India has 65 million children under 3 years of age.

CHINA

THE LAUNCH OF PHYSIOLAC in China, planned for early 2016, will help answering the growing demand for recognised high-quality French infant milks in this country, which totals 17 million births a year.



- Subsidiaries / Representation offices
- Subsidiaries (opening in 2016)

LABORATOIRES GILBERT IS PRESENT IN 86 COUNTRIES WORLDWIDE.



2016, A YEAR RICH IN INNOVATIONS AND THE STARTING POINT FOR LABORATOIRES GILBERT'S ACTIVITIES IN OTHER MAJOR NATURAL HEALTH MARKETS.

PHYSIOLAC



Physirolac is launching **Physirolac Précision** in January 2016, a new range of infant milk with a unique formula.

Physirolac Précision is produced using a specific, patented blending of high-quality plant oils, ideal to meet the nutritional needs of babies. This blending, resulting from scientific research, guarantees optimal nutritional quality. Physirolac Précision is also formulated using dietary fibres: GOS and FOS¹. This new generation of infant milks improves the assimilation of fatty acids, calcium and minerals, and helps develop healthy intestinal flora.

ALLERGYL**



Allergyl, innovation in the prevention of allergies, validated in 17 clinical trials.

A natural product designed to prevent the symptoms of allergic rhinitis due to pollen, dust, dust mites, animal dander, etc.). Sneezing, runny nose and eye irritation, through its patented dispensing system, Allergyl delivers an ultra-fine powder that, on contact with the nasal mucosa, forms a natural barrier that acts as a shield against air-borne allergens. 100% natural, it is suitable for pregnant and breastfeeding women, as well as children over 18 months of age. Unlike traditional anti-histamines, Allergyl does not cause drowsiness. **ALLERGYL: STOP ALLERGENS, NATURALLY.**

2016

During this year Laboratoires Gilbert will also enter new segments of major family healthcare markets in order to complete its product range.

* Not definitive packaging.

** Only available on French territory.

¹ Galacto-oligosaccharides et Fructo-oligosaccharides.



ENDING WITH AN IMAGE: LABORATOIRES GILBERT IN GRAPHICS COMPUTER

OUR VALUES

RESPECT

- For the natural physiology of human beings through the use of formulations that combine efficacy and safety.
- For the planet by adopting a responsible attitude in our methods of harvesting and processing natural active substances.
- For our customers with a philosophy of openness and attentiveness to their needs.
- For our suppliers and distributors with whom we work in true partnership.
- For our employees, whose personal development within the company is a constant priority.

SIMPLICITY

- In the composition of our products and by developing, whenever possible, products that are free from harmful additives.
- In packaging items to make products easier to use and harder to misuse.
- By adopting a pricing policy that makes our products affordable to everyone.
- In our products, which are widely recommended and easily accessible through our network of 18,000 partner pharmacies and parapharmacies in France.
- In the Group's behaviour.

R

I

INNOVATION

- With increasing investments in R&D year after year.
- With a visionary attitude to anticipate the needs and the expectations of tomorrow's customers.

In this way, the Group was behind the following major innovations:

- **Sterile single-doses.**
- **The first anti-regurgitation infant milk formula to be sourced in organic agriculture.**
- **Ocean Respect sun protection products that are not harmful to the marine and coral ecosystems.**

S

E

ENVIRONMENT COMMITMENTS

- **Health:** every day, our aim is to provide our customers with products that are safe and effective.
- **Solidarity:** the Group supports several associations.
- **Ecology:** we focus our efforts on eco-friendly development in R&D and packaging and, whenever possible, we commit to reduce the environmental impact of our manufacturing sites.

RISE



OUR HISTORY

2015

Manufacturing capacity:
1 billion single-doses per year.

2012

Cédric and Romain Batteur take over
at the helm of the Group.

2010

Inauguration of a 12,000-metre²
production site in Herouville Saint-Clair
dedicated to the manufacturing of sterile
single-doses.

1990

Installation of the first Bottelpack[®]
machine for the manufacturing of sterile
single-doses.

1974

Laurent Batteur takes over
at the helm of the Group
and expands the firm's activities.

1962

Jacques Batteur moves Laboratoires
Gilbert to Herouville Saint-Clair.



2015

4 products elected "Product of the Year":
the decongestive nasal spray Respir from Le
Comptoir Aroma; the Age Protect SPF20
sunscreen oil from Algosun; the authentic
oil from Laino and the anti-colic baby bottle
from Luc & Lea.

2014

Prize for Innovation awarded in the
context of the "Trophées des chênes
région grand-ouest" for our investments
in R&D and Logistics.

2006

Acquisition of Physiolic and Hei Poa.

2002

Creation of Le Comptoir Aroma.

2001

Creation of Physiodose.

1998

Acquisition of Algotharm.

1987

Creation of Parasidose and Moustidose.

1986

Acquisition of Laino and Luc & Léa.

1904

CREATION OF
LABORATOIRES GILBERT



TURNOVER

€ **170 MILLION**¹
euros in 2014

+34%
in 5 years

¹Out of wich 126 million euros on own brands.

WORKFORCE

986
employees²
in 2014

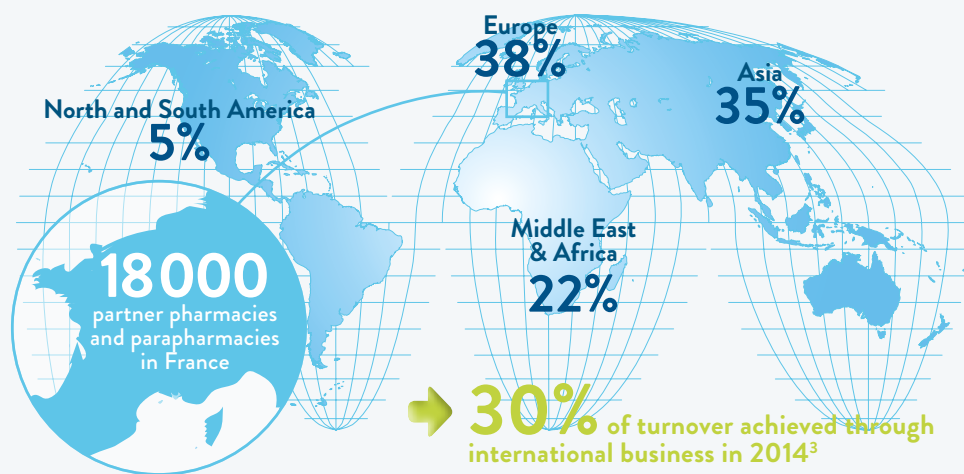
+34%
in 5 years

² Total workforce including affiliates, temporary and full-time contracts and contracts for professional insertion.

INTERNATIONAL DEVELOPMENT

Distributed in **86** countries **5** subsidiaries and representative offices

Turnover of **38** million euros in 2014



³ Turnover performed at the international level by own brands (excluding France).



PHARMACEUTICAL EXPERTISE AT THE SERVICE OF NATURAL HEALTHCARE AND WELL-BEING

26 BRANDS **1876** PRODUCTS



BABY-CARE PRODUCTS

To help babies grow up healthy
in complete serenity



FAMILY HEALTHCARE

Natural and responsible family
self-medication

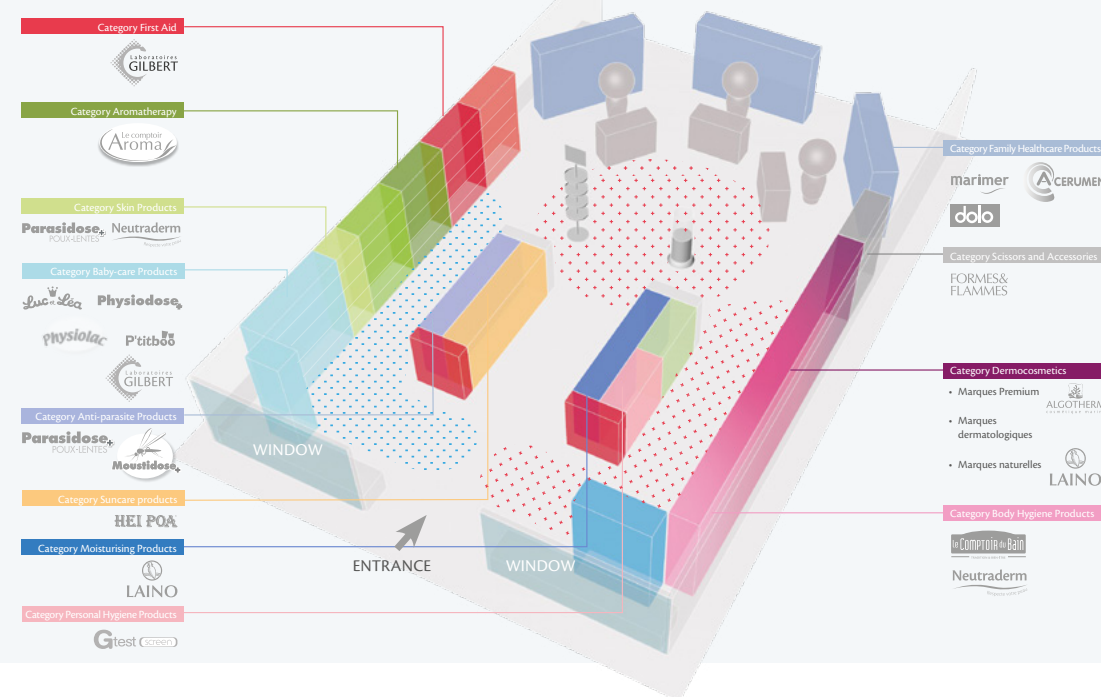


BEAUTY ET WELL-BEING

Beauty products that respect
the physiology of the skin

A FULL RANGE OF PRODUCTS

Present in almost **85%** of product categories sold in pharmacies





LEADER IN MANY OF MARKETS

No.

01



Physiological saline solutions¹

Shower products²

Liquid soaps¹

Liniments²

First-aid Kits¹

Organic infant milks¹

Soothers^{* 2}

Monoi³ oils¹

Lip-care products²

No.

02



Organic essential oils³

Infant teething¹
care products

Source : IMS-MAT June 2015 (pharmacies in France)

¹In value and in volume

²In volume

³In value

*Number 1 ex-aequo in volume

MEDIAS CONTACT



MONET+ASSOCIÉS

CONSEIL EN RELATIONS PUBLICS

Galerie Vivienne - 5 rue de la Banque - 75002 Paris
Sophie Monet : sm@monet-rp.com + 01 45 63 12 43



WWW.LABOGILBERT.FR



SAS LABORATOIRES GILBERT WITH SHARE CAPITAL OF €5,048,000
AVENUE DU GÉNÉRAL DE GAULLE, 14200 HÉROUVILLE SAINT-CLAIR - RDC 306 062 944 CAEN.