



# Jean-Frédéric CHIBRET

President of Laboratoires Théa, has received

## the Entrepreneur of the Year Award for 2022

Paris, October 20, 2022

A winning double for Jean-Frédéric Chibret, President of Laboratoires Théa, who, after being named a few days ago « Ernst & Young Entrepreneur of the Year for 2022 » for the Auvergne-Rhône-Alpes region, has just been awarded the prize at national level.

### The leading independent European player in ophthalmology\*

Laboratoires Théa, based in Clermont-Ferrand, is a pioneer and leader in the treatment of a broad spectrum of indications, from allergy to glaucoma, dry eye, eye infection and inflammation, and eyelid care. Founded in 1994 by Henri Chibret, the company has been presided by his nephew **Jean-Frédéric Chibret** for the past 15 years and **achieved a turnover of 683 million euros in 2021.**

### Deeply rooted in its territory... definitely focused on the international front

The history of the company is above all interconnected to the Chibret family which has been dedicated to eye health for over 150 years. In 1883, Paul Chibret, a military doctor suffering from a disease that had temporarily blinded him, was at the origin of the creation of the French Ophthalmological Society. In a quarter of a century, the company has grown from just 15 employees in Clermont-Ferrand to more than **1,600 employees in 35 subsidiaries and distributes its products in more than 75 countries worldwide, including the USA.** 75% of sales are generated internationally. Almost 100% of its products are manufactured in Europe, 70% in France, in partnership with the best manufacturers in each category (single-dose, ointments,



Jean-Frédéric Chibret - President of Laboratoires Théa - © Fred Marquet

gels, injectables, etc.). Théa has a stable shareholder base and family governance, an organization that allows for both long-term vision and the responsiveness that every company needs. Finally, it is anchored in Clermont-Ferrand in Auvergne, with a responsible spirit and culture, and profits are reinvested in the company. “*My greatest pride in Théa’s journey is to continue the family adventure and to develop the company while preserving an entrepreneurial, industrial, responsible and above all human capitalism*”, emphasized Jean-Frédéric Chibret. Jean-Frédéric Chibret (47), who holds an MBA, joined the Spanish subsidiary of Théa in 2001. In 2008, his uncle Henri Chibret, founder of Laboratoires, entrusted him with the reins of the company.

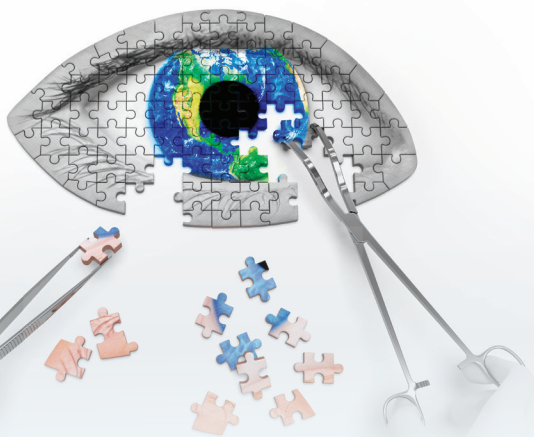


For the 30<sup>th</sup> consecutive year, this prize, set up by the business strategy consulting firm Ernst & Young, rewards the entrepreneurial careers of men and women who run growth companies, reconciling responsibility and a sustainable business model.



### 1 ABAK® prescribed every second somewhere in the world

In 1994, Laboratoires Théa revolutionized the ophthalmology market by launching ABAK®, the first preservative-free multi-dose eye drop bottle. A feat of technology and innovation that preserves the eye's capital and still today brings Laboratoires Théa worldwide recognition.



## Conquering the American market

For the past three years, Théa has been taking steps to enter the United States, the largest market on the planet. For consulting products, Théa has partnered with Similasan and is now marketing its own OTC products (iVIZIA). At the same time, its subsidiary established near Boston has acquired a range of prescription treatments approved by the Food and Drug Administration (FDA), thereby hiring some 50 employees in addition to this portfolio. These employees are actively preparing for the arrival and distribution of the Auvergne brand's products in the USA. The first applications for authorization of a new drug in the field of glaucoma have been filed with the FDA. The Clermont-Ferrand-based group expects to increase its turnover by 100 million euros by 2023, as a result of its activities in the United States.

## A vocation focused 100% on ophthalmology

Bucking the trend in the pharmaceutical industry to capitalize on a few blockbusters, Théa continues to innovate without betraying its vocation as a generalist eye care company: **the laboratory continues to market what are known as « service products »** that may not be profitable, such as old molecules, but that retain a therapeutic interest in the daily practice of ophthalmologists.

## 25 innovations in 25 years

By placing innovation at the heart of its DNA, the laboratory, which devotes **10 to 12% of its annual turnover to research**, has opened up the field of «preservative-free» therapeutics (see ABAK® box), ocular nutrition and eyelid hygiene, and has explored new injectable methods for dilatation and antibiotic treatment of the eye. It is also behind major advances in the field of glaucoma, dry eye and infection. Théa continues to innovate in traditional classes but is also actively preparing its entry into the therapies of tomorrow (retina, rare diseases, etc.); new directions attributable to its internal R&D activity and to **Théa Open Innovation (TOI)**, a new independent structure that enables the group to increase the number of developments and collaborative projects in partnership with universities, research startups, biotech companies, etc. “ *We must continue to open up to other expertise, other talents, other ideas,* ” Jean-Frédéric Chibret emphasized, “ *to provide patients and practitioners with the solutions of tomorrow.* ”

### Fondation Théa

Created in 2012, the Fondation Théa helps train eye health professionals and fights against the blinding disease of trachoma in French - and Portuguese- speaking Africa; a

fight started by Paul Chibret in the 19<sup>th</sup> century and that is continued by the 5<sup>th</sup> generation of Chibret: “ *Preserving a strong corporate culture and values is, in my opinion, one of the keys to Théa's current and future success,* ” Théa's President stated.



**No. 1**  
worldwide  
in preservative-free  
ophthalmic products

**No. 1**  
independent  
European player  
in ophthalmolog\*



**683**  
million euros  
global turnover in 2021  
of which 179 M€ for France

**1,600**  
employees  
around the world  
of which 30% in France



\*Source: Market Data - Mat Dec 2020 from IQVIA, GERS, INSIGHT HEALTH, HMR, FARMINFORM.