

H·A·C·Pharma

Building a European specialty pharma
delivering high therapeutic value medicines to patients



November 2025

H·A·C·Pharma

Overview

H.A.C. Pharma – Specialty pharmaceuticals company



- Founded in France in 2007 by Philippe Bissay, current CEO
- Family-owned private company
 - 80% private
 - 20% Turenne and BNP since 2022
- 50 million EUR turnover in 2025
- 40 employees
- 2 lines of business in rare diseases
 - Innovative drugs
 - Mature brands
- End-to-end capabilities to launch and market medicines



Priority Therapeutic Areas

Central Nervous System (CNS)



Hemato and Oncology



Endocrinology



Overview

H.A.C. Pharma roadmap – Partner of choice for Europe

H.A.C. Pharma's vision

Become the partner of choice of pharma and biotech companies wishing to successfully launch in Europe and add significant value to their domestic market

Short term objectives

1. Acquire businesses with existing sales to accelerate our growth as a pan-European specialty pharma platform
2. Source innovative in-licensing deals, without the clinical development risk, for Europe and UK

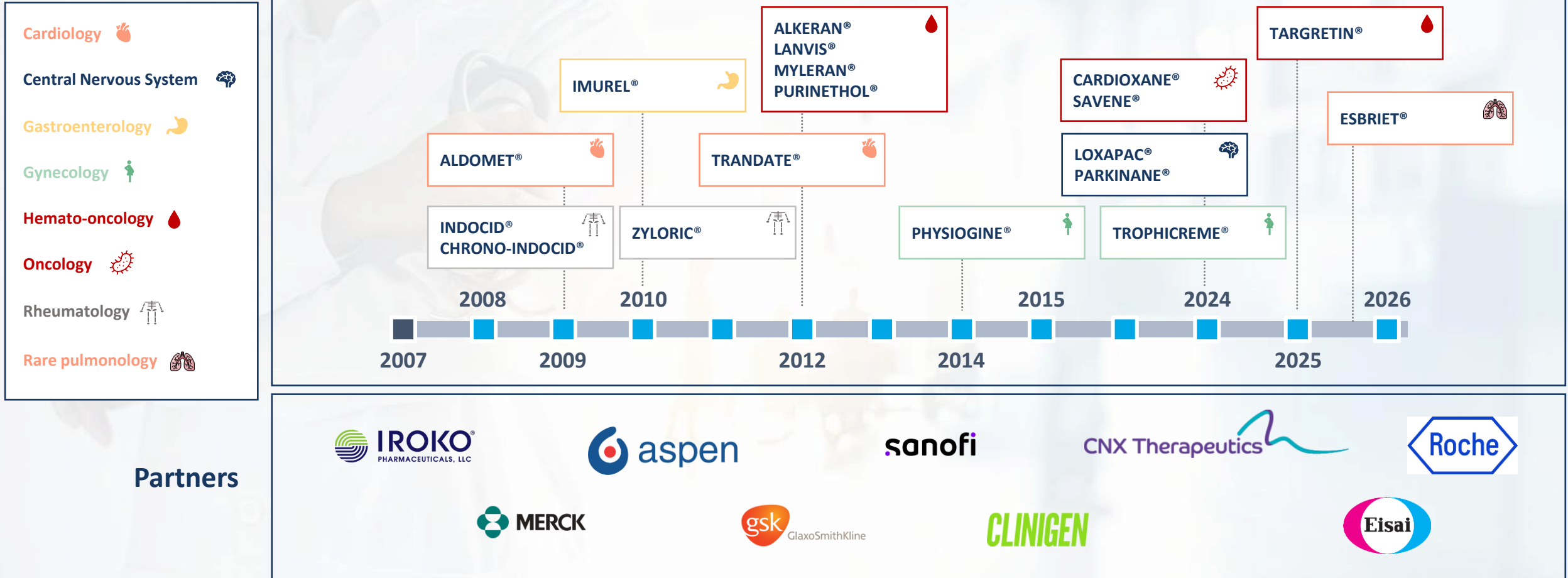
Middle term objectives

- Achieve significant growth out of France (60% Europe / 40% France)
- Increase share of innovation with 50% revenue from innovative drugs
- Grow turnover above 100 million EUR with profitability > x2



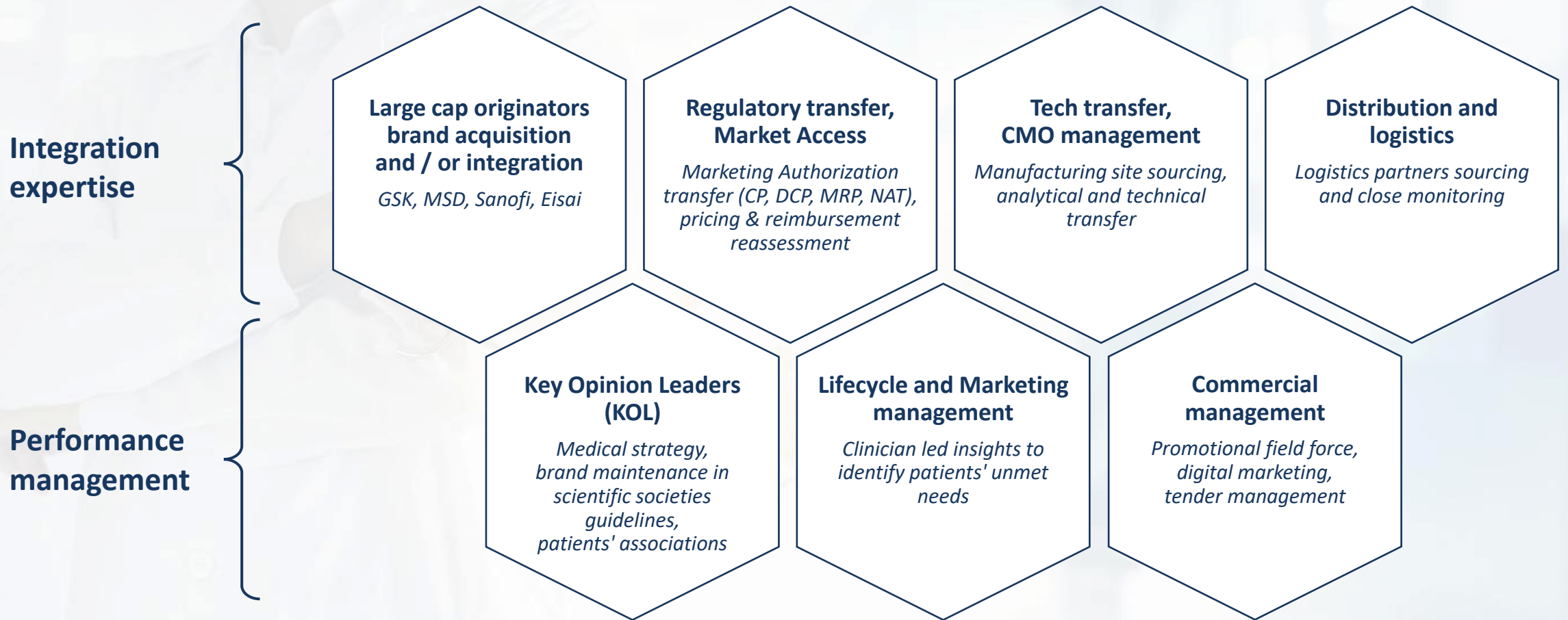
“Mature brands” integration

Longstanding partnerships and acquisitions milestones



“Mature brands” integration

H.A.C. Pharma key “savoir-faire” in **brands’ integration**



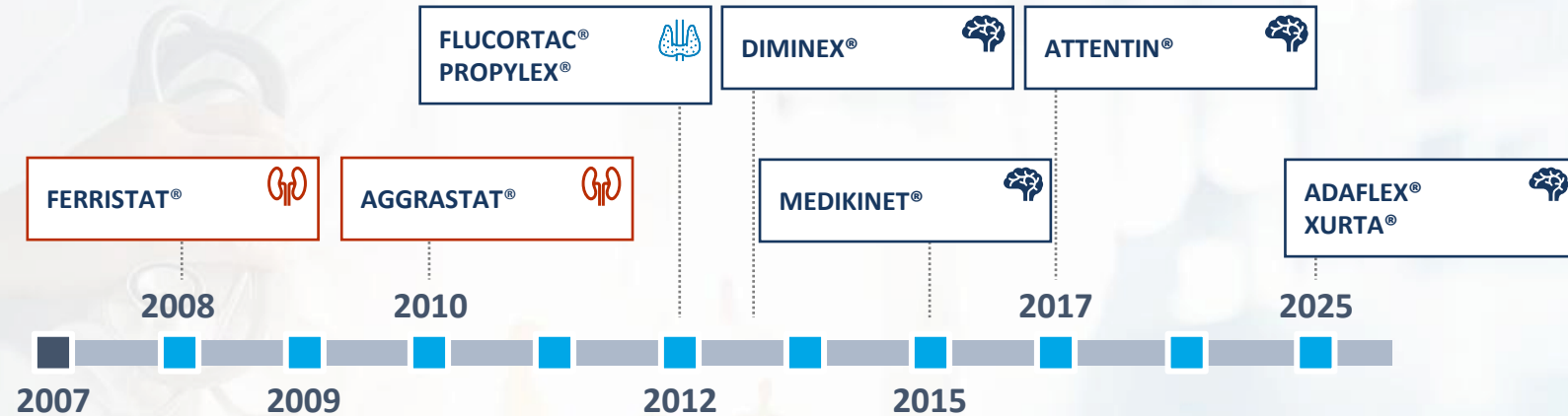
“Innovative drugs”

Market access and commercial capabilities to launch and grow new businesses

Central Nervous System 

Endocrinology 

Nephrology 



Partners

PHARMACOSMOS

ASSISTANCE
PUBLIQUE  HÔPITAUX
DE PARIS

 **MEDICE**
THE HEALTH FAMILY

ADALVO


AGB
Pharma

“Innovative drugs”

H.A.C. Pharma key “savoir-faire” in launching new drugs



“Innovative drugs”

A structured approach of Healthcare professionals and Authorities to secure optimal* treatment access to patients



“Innovative drugs”

H.A.C. Pharma manages all stages for the success of your innovative drug in Europe



Patient needs evaluation

- Clinical assessment of medical needs
- Market potential
- Competitors
- Stakeholders
- Forecasts

Market access coordination

- Go-to-market strategy
- Pricing & reimbursement
- Formulary inclusion
- Custom procedures
- Taxes

Registration execution

- Marketing authorization registration
- Import permissions
- Early access programs
- Compassionate Use
- Orphan status

Operations & Supply Chain

- Reliable EU contract manufacturing alliances
- Batch certification
- Customs clearance
- Warehousing

Distribution close monitoring

- End-to-end GDP distribution through retail and hospital channels
- Hospital and retail product referencing
- Tender management

Marketing, Promotion & Medical information

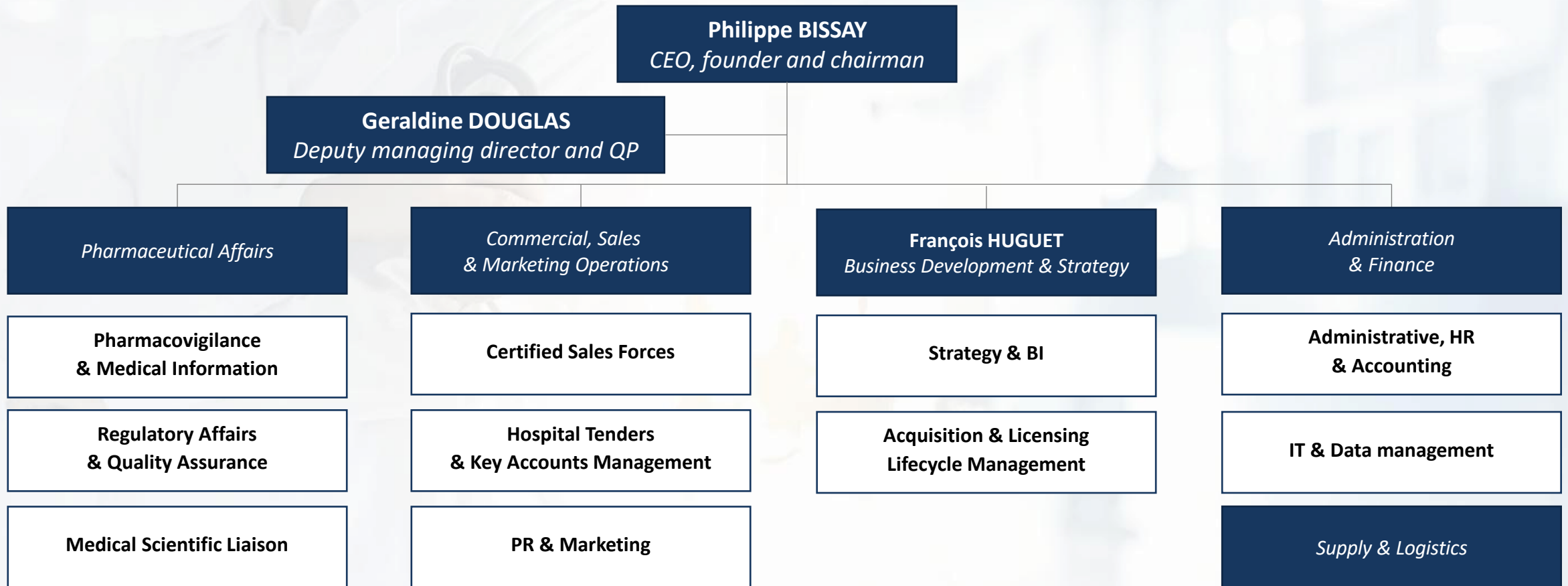
- Digital marketing
- Field force visiting specialists
- Congresses & events
- Medical Scientific Liaison (MSL)



**H.A.C. Pharma holds a license to import and release in Europe drug products manufactured outside the EU*

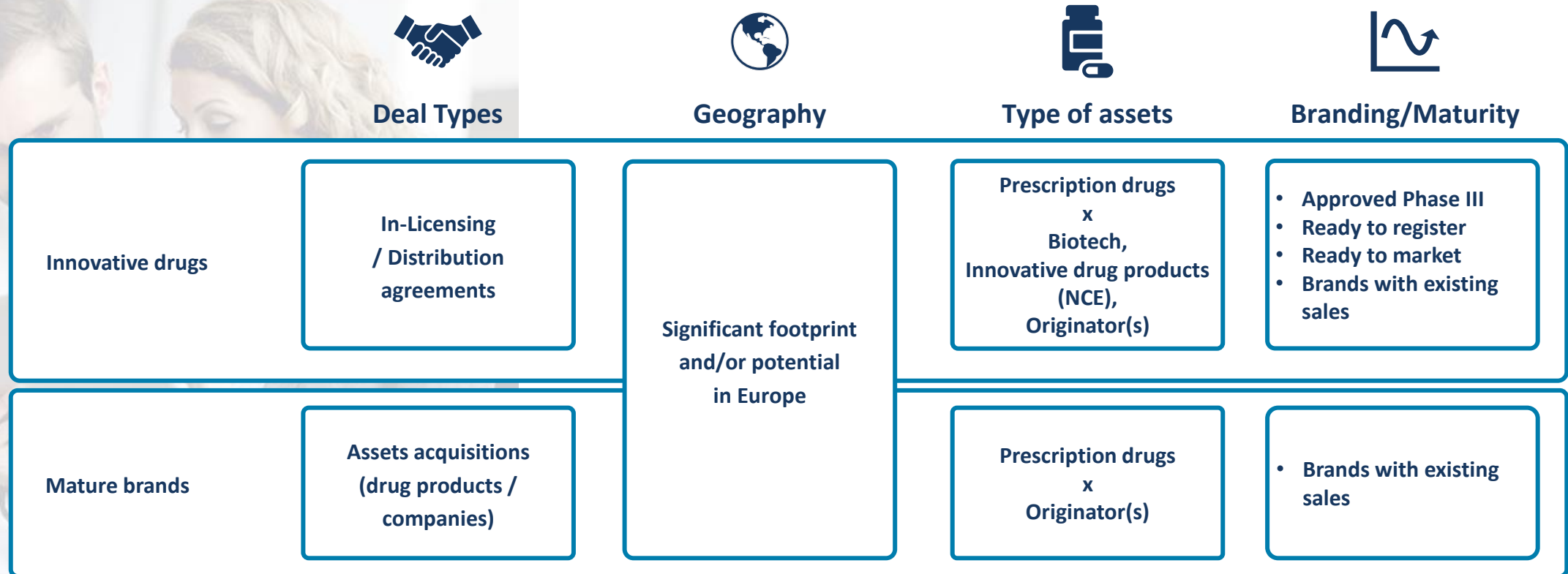
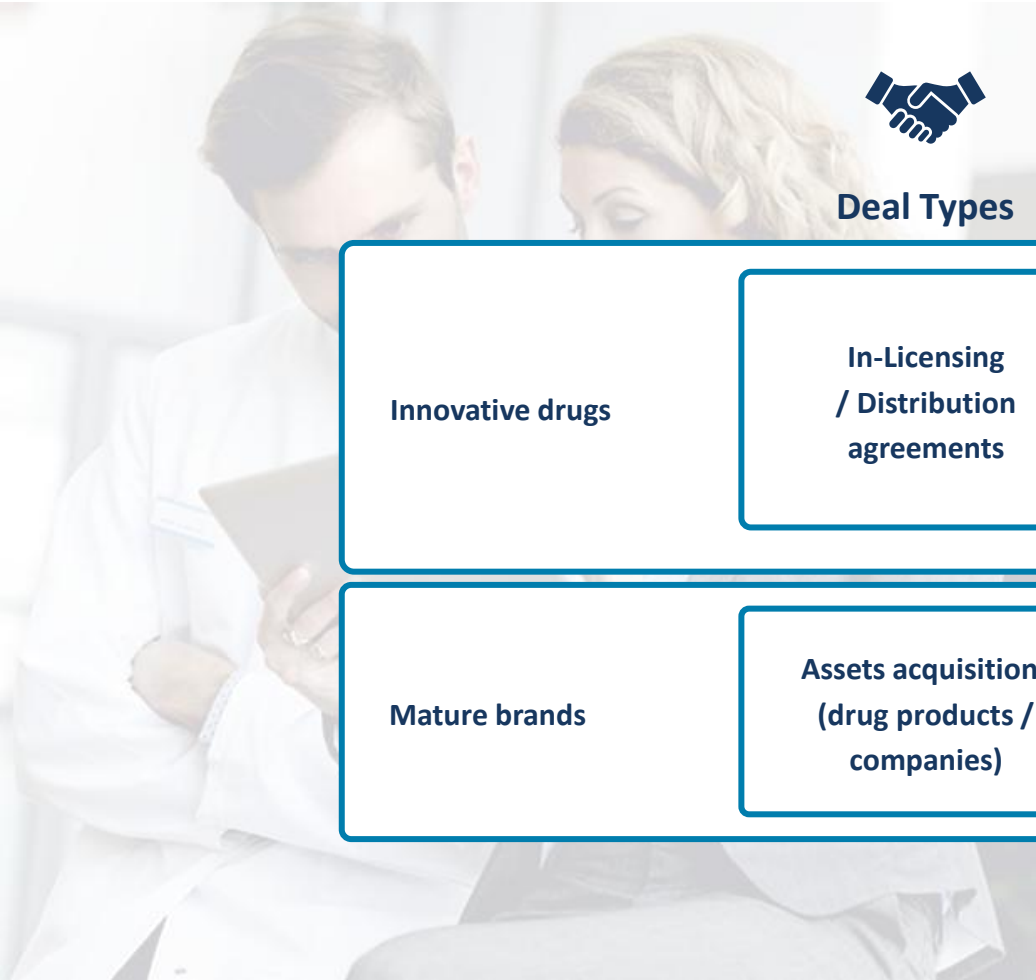
Overview

Fully-fledged organizational structure



Overview

Opportunities H.A.C Pharma is looking for?



Let's continue the conversation & Learn more about how we can partner



Philippe Bissay
CEO, founder and chairman
+33 (0)6 75 61 47 79



Geraldine Douglas
Deputy managing director
+33 (0)6 21 16 38 85



François Huguet
Head BD & Strategy
+33 (0)6 83 17 74 06