

## Discours de Claude Bertrand à la Maison de la Chimie

13 novembre 2012

4<sup>E</sup> Rencontres Internationales de la Recherche

Madame La Ministre

Madame La Présidente de l'INCa

Monsieur le Président d'AVIESAN

Mesdames et Messieurs les Directeurs

Chers collègues

Permettez-moi Madame la Ministre de m'exprimer en anglais pour ces rencontres internationales de la recherche.

### 1. Place des Industries de santé dans l'économie Nationale

**As one of the jewels in the crown of French industry, healthcare companies are a driver of the economy**

*As mentioned by the Prime Minister Jean-Marc Ayrault in a new "competitiveness pact" last week, healthcare is one of the "priority sector of the future".* The health industries constitute a strategic sector whose economic importance and growth potential are considerable. According to the Coe-Rexecode study published in September 2012, **each additional euro generated by the pharmaceutical industry results in 3 euros of additional value to the French economy as a whole.** Focused on the common objective of improving health, this industrial sector achieves an **overall turnover worth €69.4 billion** [Medicinal products for human and veterinary use (€52 billion), medical devices (€15.7 billion) and *in vitro* diagnostics (€1.7 billion)]. Every year, the health industries generate increasing number of effective therapeutic solutions for patients. In **2010**, the health industry accounted for **175,000 jobs**, 33000 of them dedicated to research and development, and it invested around €5 billion in research.

By exporting 50.7% of its production, this sector **ranks fourth among those contributing to the French trade surplus, behind the aeronautical, automobile and base chemicals industries.**

## 2. la compétitivité des entreprises dépend de l'innovation mais l'industrie ne peut travailler seule pour une innovation de pointe

The competitiveness of **healthcare companies** is highly dependent on research and innovation.

Medicine has evolved very rapidly in recent years towards the global and multidisciplinary management of patients. In order to respond effectively to the needs of healthcare professionals, and faced with an acceleration of scientific discoveries, it is essential for ideas to be transformed rapidly into practical solutions. To adapt to this new era and to respond to tomorrow's challenges, actors in health – whether they are from the public or private sectors – must work together. It is by sharing knowledge, jointly managing research projects, pooling resources and equipment or increasing the number of active networks that public-private partnerships can create extraordinary synergies.

For example, in hemato-oncology, France is ranked as the best country in Europe to run clinical trials. Moreover, epidemiological research is a key success factor and a great example of PPP. While we still need to improve global access to our databases in France, the biological platforms initiated by INCA are great tools in terms of competitiveness and a real success.

Public-private partnerships are essential to breakthrough innovation for the patient benefits.

## 3. Simplification du processus de PPP

In a complex and constantly changing economic and regulatory context, it is therefore necessary to encourage and simplify research through partnerships.

The **creation of the Strategic Council for Healthcare Industries** (8 years ago), and then that of **AVIESAN (2009)** and **ARIIS (2010)**, have been three major advances that have markedly accelerated efforts towards creating closer ties between public and private sectors.

**AVIESAN: French National Alliance for Life Sciences and Health**, promotes closer ties between major national research institutions, university hospitals and universities

**ARIIS : Alliance for Research and Innovation in Health Industries**, ARIIS aims at decompartmentalizing private research and fostering synergies between pharma, medical technology, diagnosis tools, biotechnologies for human and veterinary use, and developing the best environment to enhance innovation. Unique in the world, ARIIS is a key asset for

France competitiveness and attractiveness to foster the development of innovative products, i.e. from the idea to making it available to patients, bringing together all the actors of the health industry. Besides, human and animal health being linked by the “One health” concept, a global approach of health is necessary.

On January 27, 2011, AVIESAN and ARIIS signed an agreement to work together to structure biomedical research and innovation in the health sector. The joint organisation and joint promotion of International R&D Dating, is one of the major common project.

#### 4. Qu'est ce que les RIR ?

The International R&D Dating was founded in 2009 and has since been crowned with success. This constitutes a key tool to break down barriers, federate, facilitate and reinforce Research and Development efforts in the health field. By enabling face-to-face encounters between global R&D managers from the healthcare industry and high-level academic researchers, this event **enhances the visibility of cutting-edge academic research in France, encourage international and French investment and support the competitiveness of French research at a global level.**

The International R&D Dating has seen considerable **success**, enabling nearly **300 contacts and agreements on partnerships worth more than €50 billion Euros.**

After targeting neurosciences in 2009, cardiovascular and metabolic diseases in 2010 and infectious diseases in 2011, the 4<sup>TH</sup> **INTERNATIONAL R&D DATING** is being organised this year on the theme of "**Cancer: Research & Innovations**".

Organised in partnership with AVIESAN's Cancer Multi-Agency Thematic Institute (ITMO Cancer) and the French National Cancer Institute (INCa), the International R&D Dating is attended by representatives from 28 biomedical research firms and 54 academic research scientists.

This initiative forms part of the Cancer Plan for 2009–2013, which aims to facilitate the development of diagnostic and therapeutic tools and medical devices. As a priority for both research and industry in the health sector, research on cancer has enabled considerable progress during the past 20 years.

Moreover, the sustainability of the International R&D Dating was one of the recommendations made by the 5th meeting of the Strategic Council for Healthcare Industries (CSIS) on 25 January 2012.

## 5. L'engagement de tous les acteurs

Research is a human adventure. I am delighted to be today a witness of the growing involvement of all actors in health, thus facilitating breakdown of the cultural barriers between the public and private sectors.

We, in the healthcare industry, are **delighted to meet today with leaders from the French academic research.**

I would like to particularly greet the **presence of R&D decision-makers from international health companies who came from all around the world for this unique day and who are ready to invest in France!** I also would like to thank **R&D decision makers from French healthcare companies who actively work with French academic research.**

We are deeply honoured by the **Commitment of the government in this event**, not only by the aegis of the French Prime Minister Jean-Marc Ayrault, but also by his presence today as well as the presence of Madam Marisol TOURAINE, Social Services and Health Minister, Mister Arnaud MONTEBOURG, Minister of the productive Recovery, Madam Geneviève FIORASO, Minister for Higher Education and Research.

I cannot refrain from greeting the decisions taken by the government following the report from Mister Gallois, mainly, **maintaining the CIR**, key point to enhance investment in R&D in France, placing **health as a sector of priority** to answer tomorrow's challenges and recognizing the **central place of industry** for France competitiveness. At a time when the Government is launching its efforts to improve competitiveness, the Prime Minister, Jean-Marc Ayrault, reminds us that "*Competitiveness means research, innovation and partnerships*".

Future innovations will only emerge if they are based on strong R&D partnerships with international visibility between academic and industrial teams at a global level.

To innovate tomorrow, we need to work all together today!