Ticino: the life science valley in the heart of Europe

The Association at present counts 27 member companies, with a combined workforce of over 2500 employees and a total annual turnover of approximately 2.3 Billion Swiss Francs (>80% export), accounting for approximately 8% of the cantonal GNP. The actual number of personnel of the companies associated with Farma Industria Ticino averages at 100 employees and is therefore higher than the average associated with the entire industrial sector of Ticino.

Several investments accounting for almost a half billion Swiss francs have been planned for Ticino in the next three years, mainly in R&D and innovation.

Representing the vast majority of the companies active in this Italian speaking part of Switzerland, FIT has a great network of know-how and access to skilled and qualified, multilingual human resources, due to its strategical and privileged geographical position that makes Ticino a natural connection between northern and southern Europe. In Ticino, the presence of world-class high schools and research institutes integrated into the enterprise system and the proximity to the Swiss and Northern Italy Universities and pharmaceutical expertise provide a significant technical, scientific, logistic and cultural asset.

A main area of focus to which Farma Industria Ticino contributes with its own expertise is vocational training.

A commitment also based on the constant need to discover and train future co-workers. The Association’s activity in this specific area hinges on the promotion of all training opportunities which are tied to careers in the sector, and targeted at new generations of technicians, organizing introductory courses aimed at young people who are serving apprenticeships in the professions of chemical laboratory technician, biology laboratory technician and manufacturing operators. For the middle management teams, mini-MBA training courses in pharmaceutical management are organized in collaboration with a local university school (SUPSI).

Quality, technology, innovation and sustainable growth represent the core assets of our industry. Several companies have been certified, in addition to Swissmedic, by many foreign authorities such as but not limited to US-FDA, Brazilian Anvisa, Japanese PMDA, Korean sFDA and participate in programs such as OSHA, ISO, responsible care and certified sustainability.

Activities of our associates range from preclinical and clinical drug development to chemical and formulation process development to industrial manufacturing of different classes of APIs and of a great variety of Drug Products forms. The vast majority of FIT companies also offer services such as Contract Research and Manufacturing Organizations.

Attention to quality of life is of paramount importance in Ticino and is reflected in the personal security provided to citizens, the quality of the health system, the efficiency of public transport and of financial services. These distinguishing social factors, together with a mild Mediterranean climate and a spectacular natural landscape, represent great assets for all of our associates, our people, our partners and our customers.
Located just south of the beautiful Swiss Alps, Ticino is the Italian-speaking region of Switzerland. Its strategic geographic position represents a bridge between northern and southern Europe and between two of the strongest and most dynamic economic areas in Europe: Lombardy — with Milan at its heart — and the Zurich region.

In a unique harmony it unites the Swiss accuracy and reliability with the Italian flexibility, resulting in an excellent combination of creativity and sound economic development. Thanks to the mild climate and the attractive landscapes, Ticino is one of the furthestmost touristic locations in Switzerland, but at the same time it showcases a wide array of business activities. The local economy ideally balances the industrial and the service sectors. Alongside a leading tertiary sector (Lugano is the third finance market in Switzerland) there is a solid industrial sector with export-oriented, internationally competitive and highly innovative companies. The backbone of the industrial sector, composed by a number of SMEs in the fields of life sciences, mechanics and electronics, has recently been complemented by rising new sectors like renewable energies, advanced logistics, and the fashion industry. In this latter, several top brands found ideal conditions for their regional or worldwide headquarters. In the life sciences field an important role is played by the pharma industry, where top quality niche-producers cover the entire supply chain. The success of the local industrial companies is based, on one hand, on the advantages offered by the “Swiss system” in terms of exceptional political and institutional stability, a competitive and flexible labour market, complete security, and a mild taxation. On the other hand, the availability of highly skilled labour force with exceptional multilingual skills and the opportunity for companies to collaborate with top-notch research institutes stimulates the local enterprises to constantly invest in innovation and remain competitive with a cutting edge technology.

The local authorities are equipped to advise and support business ventures at their various stages.

- Particular attention is paid to the general framework conditions, in order to provide a business-friendly and unbureaucratic environment. In addition, the public administration is always available for a smooth and prompt resolution of any procedural issue that might arise.

- The Economic Promotion Agency informs foreign companies about the business opportunities in our region and simplifies their settlement by providing practical and direct support. Start-ups and innovative entrepreneurial projects are supported by the AGIRE Foundation through coaching, technology advisory, networking. AGIRE promotes and fosters the transfer of technology between companies and the academic or research centers.

- AGIRE manages the Technology Park (Tecnopolo Ticino that offers office spaces and support to innovative companies targeting international markets from Ticino for far more than 50 companies have settled there. Additional locations, dedicated to specific business sectors, including biotech and medtech, are in preparation.

- TiVENTURE is a newly established venture capital fund that invests in innovative companies with high growth potential strongly collaborating with the local stakeholders of the local innovation ecosystem.

- Existing companies and newly settled enterprises active in manufacturing and innovative fields are also offered various direct incentives and support mainly aimed at fostering R&D, innovation and export.
Farma Industria Ticino (FIT), the association of chemical and pharmaceutical industries in the Swiss Canton of Ticino, is a private organization founded in 1980 with headquarters in Lugano.

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### Member companies competences

#### Main Activity
- **Licensing-In**
- **Licensing-Out**
- **Co-development**
- **Trading**
- **Drug Product CMO**
- **Drug Substance CMO**
- **Other CMO Activities**

#### Therapeutic Areas
- **Cancer supportive therapy**
- **Cardiology**
- **Cardiovascular**
- **CNS**
- **Dermatology**
- **Diabetes**
- **Gastrointestinal**
- **Gynaecology**
- **Oncology**
- **Ophthalmology**
- **Orthopedics**
- **Pain**
- **Respiratory**
- **Other therapeutic areas**

#### Markets
- **CH**
- **EU**
- **Rest of Europe**
- **USA and Canada**
- **Japan**
- **LATAM**
- **MENA**
- **BRICS**
- **ASEAN**
- **Australia**
- **Other market**

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## Drug Stages

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