Ticino: the life science valley in the heart of Europe

The Association at present counts 27 member companies, with a combined workforce of 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.

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 expertises, 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. Investments in R&D and industrial assets accounted on average for 190 Mio/year in the last 10 years.

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.
Canton Ticino: platform for international business

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 foremost 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.
- With the marketing initiative called Copernico, the local business development 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 and financial support. AGIRE promotes and fosters the transfer of technology between companies and the academic or research centers.
- AGIRE manages the network of technology parks (“Tecnopolo Ticino”) which offer office spaces and support to innovative companies targeting international markets from Ticino. The main hub located in the proximity of Lugano consists of 2700 m² of offices and conference rooms, and, so far, 16 companies have settled there. Additional locations, dedicated to specific business sectors, including biotech and medtech, are in preparation.
- 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

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.

Index

1  Alpex Pharma SA, Mezzovico 9
2  APR Applied Pharma Research SA, Balerna 10
3  Bracco Suisse SA, Manno 11
4  Cerbios - Pharma SA, Barbengo 12
5  Chemo AG, Vienna, Lugano Branch, Lugano 13
6  Developharma SA, Manno 14
7  Emanuele Centonze SA, Balerna 15
8  Fordras SA, a Bioseutica Company 16
9  Ginsana SA, Bioggio 17
10 Gnosis Bioresearch SA, S. Antonino 18
11 Helsinn Advanced Synthesis SA, Biasca 19
12 Helsinn Healthcare SA, Pazzallo 20
13 IBSA Institut Biochimique SA, Pambio Noranco 21
14 Kerri-Hawe SA, Bioggio 34
15 Linnea SA, Razzino 22
16 Micro-Macinazione SA, Monteggio 23
17 Micro-Sphere SA, Ponte Cremenaga 24
18 Osmopharm SA, Bedano 25
19 Pharmanalytica SA, Locarno 26
20 Pharmaton SA, Bioggio 34
21 Pharmaintraco Sagli, Barbengo 27
22 Polichem SA, Pazzallo 28
23 Refarmed Chemicals SA, Lugano 29
24 Rivopharm SA, Manno 30
25 Sintetica SA, Mendrisio 31
26 Unipharma SA, Barbengo 32
27 Zambon Svizzera SA, Cadempino 33
# Member companies competences

## Main Activity

<table>
<thead>
<tr>
<th>Activity</th>
<th>Alpex Pharma</th>
<th>APR Applied Pharma Research SA</th>
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<th>Chemo AG, Vienna, Lugano Branch</th>
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## Therapeutic Areas

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## Markets

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</table>
## Main Activity
- Licensing-In
- Licensing-Out
- Co-development
- Trading
- Drug Product CMO
- Drug Substance CMO
- Other CMO Activities
- Others

## Therapeutic Areas
- Oncology
- Dermatology
- Gastrointestinal
- Respiratory
- Ophtalmology
- Cancer supportive therapy
- CNS
- Other

## Markets
- EU Top 5
- Rest of Europe
- USA and Canada
- Japan
- LATA M
- MENA
- BRICS
- ASEAN
- Australia

## Companies
- Helsinn Advanced Synthesis SA
- Helsinn Healthcare SA
- JBSA Institut Biochimique SA
- Linea SA
- Micro-Macinazione SA
- Micro-Sphere SA
- Osmopharm SA
- Polichem SA
- Refarmed Chemicals SA
- Rivopharm SA
- Sintetica SA
- Unipharma SA
- Zambon Svizzera SA
- Alpex Pharma
- APR Applied Pharma Research SAA
- Cerbioso-Pharma SA
- Chemo AG, Vienna, Lugano Branch
- Developharma SA
- Emanuele Centonze SA
- Fordras SA, a Bioseutica Company
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- Zambon Svizzera SA

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</table>

- Yes
- Partially
Alpex Pharma SA

A high quality formulation development and manufacturing company.

- A drug delivery and manufacturer with focus on EFFERVESCENT and ORO-DISPERSIBLE formulations (ODT)
- Separate PHARMACEUTICAL and NUTRITIONAL plants
- Product Development
- Contract Manufacturing
- Clinical Study Supplies
- High quality standard, FDA & EMEA approved facility

**Main activities**

- Licensing-Out
- Co-development
- Drug Product CMO
- Drug Substance CMO

**Drug stages**

- Pre-clinical
- Phase I - Phase III
- Registration
- Generic Plus [505B2]
- Generic

**Therapeutic areas**

- Gastrointestinal
- Respiratory
- CNS

**Markets**

- CH
- EU Top 5
- Rest of Europe
- USA and Canada
- MENA
- ASEAN
- Australia

**Drug product forms**

- Oral (solid)

**Other activities (non pharma)**

- Nutraceuticals

**Other CMO activities**

- Analytical Services
- Pre-formulation
- Co-development

**Certifications**

- Swissmedic
- FDA
- European Medicines Agency
- KFDA
- BRC Global Standard
APR Applied Pharma Research SA

APR Applied Pharma Research s.a. ("APR") is a Swiss-based, global independent developer of branded, value added healthcare products.

Specifically, APR develops and licenses innovative, patent-protected healthcare products and drug delivery systems primarily for oral and topical administration.

The products developed or under development at APR range from Rx to OTC pharmaceutical products and also include medical devices and nutritional supplements for targeted disease areas.

Over time, APR has secured licensing agreements with commercial partners in over 70 countries and has developed products for multiple therapeutic categories such as CNS, cancer supportive care, chronic wound management, pediatric, etc.

Examples of marketed products include Cambia (www.cambiarx.com) and Zuplenz (www.zuplenz.com).

The company’s R&D efforts are currently focused on the development of improved treatments for rare metabolic and genetic disorders.

Main activities

- Licensing-In
- Licensing-Out
- Co-development
- Drug Product CMO
- Other

Drug stages

- Pre-clinical
- Phase I - Phase III
- Registration
- Market
- Generic Plus (505B2)
- Generic

Therapeutic areas

- Dermatology
- Gastrointestinal
- Cancer supportive therapy
- CNS
- Gynaecology

Markets

- EU Top 5
- Rest of Europe
- USA and Canada
- LATAM
- MENA
- India
- China
- Australia

Drug product forms

- Oral (solid)
- Oral (liquid)
- Topical

Other activities (non pharma)

- Medical Food
- Nutraceuticals
- Natural Products
- Cosmetics
- Distribution

Other CMO activities

- Pre-formulation
- Co-development

Certifications

- swissmedic
- FDA
- European Medicines Agency
- ISO 9001
- ISO 14001
Bracco Suisse SA

Bracco Suisse S.A., is part of Bracco Imaging S.p.a, one of the world’s leading companies in the diagnostic imaging business.

Headquartered in Milan, Italy, Bracco Imaging develops, manufactures and markets diagnostic imaging agents and solutions that meet medical needs, for all key diagnostic imaging modalities: X-ray Imaging (including Computed Tomography-CT, Interventional Radiology, and Cardiac Catheterization), Magnetic Resonance Imaging (MRI), Contrast Enhanced Ultrasound (CEUS) and Gastrointestinal Endoscopy. The diagnostic imaging offer is completed by several medical devices and advanced administration systems for contrast imaging products in the fields of radiology.

The Company operates in more than 100 markets worldwide, either directly or indirectly, through subsidiaries, joint ventures, licenses and distribution partnership agreements. Bracco Imaging has a strong presence in key geographies: North America, Europe and Japan operating through the Joint Venture Bracco-Eisai Co. Ltd. The Company also operates in Brazil, South Korea, and China through the Joint Venture Bracco Sine Pharmaceutical Corp. Ltd.

Manufacturing activities are located in Italy, Switzerland, Japan, China, and Germany while R&D activities are managed in Italy, Switzerland, and USA.
Cerbios-Pharma SA

CERBIOS is a solid, privately held, self-financed company. It provides its stakeholders with the highest quality standards through continuous improvements, investments and innovation.

Cerbios-Pharma SA ("CERBIOS") specializes in the development and manufacturing of chemical and biological APIs for its partners worldwide from highly regulated markets (USA, Europe, Japan) to BRICS countries. Active since 1976, CERBIOS has continuously grown and gained expertise in the following areas: Small Molecules within the Chemical Division and Large Molecules, as well as Probiotics, within the Biological Division. In addition, CERBIOS has not only developed its own products, but also provided to its partners exclusive contract manufacturing services for the development and manufacturing of New Chemical Entities (NCE) or New Biological Entities (NBE) for clinical trials, registration and commercial purposes. Our long-term partners appreciate CERBIOS’ stakeholders’ values, the commitment to communicate in an open and constructive manner, as well as CERBIOS’ responsiveness and rapid decision making to meet their particular needs. This approach is essential in order to meet our partners’ fast changing requirements, as well as those of regulatory authorities in different countries or geographic areas.

With almost 40 years of expertise, dedication and success in serving the Pharmaceutical Industry worldwide, we are proud to continue to innovate with a long-term strategy and partnership approach.

**Main activities**

<table>
<thead>
<tr>
<th>Licensing-Out</th>
<th>Co-development</th>
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**Drug stages**

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<th>Market</th>
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**Drug product forms**

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**Drug substance type**

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<th>Category 4 safebridge</th>
<th>10 - 100 g / batch</th>
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**Therapeutic areas**

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**Other activities (non pharma)**

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**Other CMO activities**

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**Markets**

- CH
- EU Top 5
- Rest of Europe
- USA and Canada
- Japan
- LATAM
- MENA
- BRICS
- ASEAN
- Australia

**Certifications**

[Swissmedic](#)  [FDA](#)  [European Medicines Agency](#)  [PMda](#)  [KDA](#)  [Safebridge](#)
Chemo AG, Vienna, Lugano Branch

CHEMO believes in innovation and sustainable development. Our commitment is to improve people’s health and quality of life, providing access to safe, quality and affordable medicines, and to continuously expand our efforts and R&D investment to develop new and better therapies.

CHEMO operates across the entire pharmaceutical value chain, delivering specialized expertise in scientific research, development, manufacturing, sales and marketing of a wide range of Active Pharmaceutical Ingredients (APIs), finished dosage forms (FDFs) and branded pharmaceuticals, for human and animal care.

CHEMO established a commercial office in Lugano in 1977 and its core business has been trading group and third party APIs, followed by selling group’s own FDFs. CHEMO Lugano has developed long lasting relationships with laboratories all over the world and specifically in Latin America. Besides its long term business relationship with customers, CHEMO benefits from the group’s own manufacturing network comprising 11 state-of-the-art facilities, 5 chemical and 6 pharmaceutical sites, with cutting-edge technologies, highly qualified professionals, high safety standards, and the most up-to-date equipment to perform a wide variety of chemical reactions and to produce added-value medicines, in a variety of dosage forms.

Main activities
- Licensing-In
- Licensing-Out
- Co-development
- Trading
- Other

Drug stages
- Registration
- Market
- Generic Plus (505B2)
- Generic

Therapeutic areas
- Oncology
- Dermatology
- Gastrointestinal
- Respiratory
- Ophthalmology
- Cancer supportive therapy
- CNS
- Gynecology

Markets
- CH
- EU Top 5
- Rest of Europe
- USA and Canada
- Japan
- LATAM
- MENA
- BRICS
- ASEAN
- Australia

Drug product forms
- Oral (solid)
- Topical
- Inhaler

Drug substance type
- APIs (20-200 kgs / batch)
- (1-10 kgs / batch)
- (> 200 kgs / batch)
- HPAI (10 - 100 g / batch)
- (0.2 - 5 kgs / batch)
- (6 - 20 kgs / batch)
- (> 20 kgs / batch)
- Steroids
- Antibiotics

Other activities (non pharma)
- Nutraceuticals
- Natural Products
- Medical Devices

Certifications
Developharma SA

Developharma, an affiliate of Rivopharm, is a research & Development Company focused in the field of generic pharmaceutical products and provides development services to Rivopharm, as well as to third party pharmaceutical companies, either on an exclusive basis or as possible joint-development projects.

Formulation development activities include:
• Pre-formulation studies
• Formulation development
• Analytical method development
• Manufacture of clinical trial batches

• Stability studies
• Batch scale-up and technology transfer
• Product registration support

All activities are carried out in compliance with Good Laboratory Practices (GLP) and Good Manufacturing Practices (GMP) and the company has been successfully inspected and approved by both the Swiss Authorities and by the US-FDA. Developharma’s pilot plant was conceived as a small factory to cover all aspects of oral solid dosage forms with full scale-up commercial manufacturing capability to provide an efficient product development platform. Continuous investments are made at both the formulation and analytical levels to further expand the research and development activities with new technologies.

Main activities
Co-development
Other CMO Activities
Other

Drug stages
Phase I - Phase III
Registration
Market
Generic Plus (505B2)
Generic

Therapeutic areas
Gastrointestinal
CNS
Gynaecology
Cardiovascular
Diabetes

Markets
CH
EU Top 5
Rest of Europe
USA and Canada
China
ASEAN
Australia

Drug product forms
Oral (solid)

Other activities (non pharma)
Pre-formulation
Analytical Services

Certifications
swissmedic
FDA
European Medicines Agency
Emanuele Centonze SA

A century after its foundation the ECSA group formed by “Emanuele Centonze Holding SA”, “SA Emanuele Centonze”, “ECSA Italia Srl” and “Porta Ticino Easy Stop SA”, operates in the distribution of chemical and petroleum products, international trading and the distribution of maintenance systems.

ECSA had a consolidated turnover of CHF 320 million in 2013 and has more than 15,000 active customers supported by 230 personnel, making ECSA the largest Swiss-owned distributor of chemical products, as well as one of the 3 largest distributors of petroleum products in Switzerland.

Certifications

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6828 - Balerna

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Email trading@ecsa.ch
Web www.ecsa.ch

Main activities

- Trading
- Other

Other activities (non pharma)

- Distribution
- Flavours & Fragrances
- Cosmetics

Markets

- CH
- EU Top 5
Fordras SA, a Bioseutica Company

At Fordras, our mission is to develop, manufacture and sell natural products aimed at improving people’s health and at enhancing the way foods are processed and preserved.

Fordras, a Swiss Company, has been serving the pharmaceutical and food industries since 1983. Fordras’ international experience in the sales of active pharmaceutical ingredients and food additives makes it one of the leading companies in the development, manufacturing and marketing of specialty, organic products such as Lysozyme. Since 2008 Fordras is part of Bioseutica Group. The Company’s headquarters are located in Lugano, Switzerland. They include commercial offices, Quality Control and a Research and Development center. Manufacturing plants are located in Denmark, Germany, Holland and Venezuela.
Ginsana SA

Ginsana SA offers an attractive combination of pharma and nutraceutical expertise with more than 70 years of existence and international success.

Since 2013 we are part of Soho Flordis International (SFI) Group. Our core competences range from distributing our own line of nature-based, scientifically proven medicinal products (Ginsana®, Gincosan®, Songha® Night, Pronatal™ and Seresis®) in more than 30 countries worldwide, to contract manufacturing for well-established pharmaceutical companies in Europe and all over the world. We are a competent partner for R+D, medicine, drug and regulatory affairs, manufacturing, packaging, worldwide supply chain, logistics and analytical services.

Our competencies encompass the entire range of the business process, ensuring you expert handling at every stage from research and development to product distribution. The sound scientific background of all our products, including but not limited to clinical and preclinical trials, is a guarantee of quality, safety and efficacy for doctors, pharmacists and patients all over the world and the base for the current and future success.


**Main activities**
- Licensing-In
- Licensing-Out
- Co-development
- Drug Product CMO

**Drug stages**
- Pre-clinical
- Phase I - Phase III
- Registration
- Market
- Generic Plus (S05B2)
- Generic

**Therapeutic areas**
- Dermatology
- Gastrointestinal
- Cancer supportive therapy
- CNS
- Gynaecology

**Markets**
- CH
- EU Top 5
- Rest of Europe
- USA and Canada
- Japan
- LATAM
- MENA
- BRICS
- ASEAN
- Australia

**Drug product forms**
- Oral (solid)
- Oral (liquid)

**Other activities (non pharma)**
- Distribution
- Medical Food
- Nutraceuticals
- Natural Products
- Cosmetics
- Distribution
- Medical Devices

**Other CMO activities**
- Analytical Services
- Pre-formulation
- Co-development

**Certifications**
- Swissmedic
- FDA
- ANVISA
Gnosis Bioresearch SA

Gnosis is a biotechnology company specialized in the manufacturing and sales of fermentation raw materials and natural finished products used in the pharmaceutical, nutraceutical, cosmetic, veterinary.

Gnosis is a technical term used throughout Greek philosophy describing experience-based knowledge in contrast to theoretical knowledge.

Gnosis was established in Italy in 1989, with the name Gnosis Srl. Today, the company is owned by the founder, SECI Holding and members of the company’s management team.

Successfully integrating consumer needs with R&D and GMP manufacturing enables us to constantly work to develop and introduce innovative and market leading products to our customers.

The Gnosis Group includes a European manufacturing network made up of three operating divisions and three commercial operations located in Italy, the USA and China.

Manufacturing includes two pharmaceutical cGMP approved plants, our Sant’Antonino Operations known as Gnosis Bioresearch SA (Bellinzona, Switzerland) and our Pisticci Operations known as Gnosis Bioresearch Srl (Matera, Italy). Gnosis has integrated the value chain from the development to the commercialization of its products by combining outstanding R&D with advanced manufacturing capabilities.

Main activities

- Drug Substance CMO

Therapeutic areas

- Gastrointestinal
- CNS

Drug substance type

- APIs (>200 kgs / batch)

Other activities (non pharma)

- Feed Additives
- Nutraceuticals

Markets

- CH
- EU Top 5
- Rest of Europe
- USA and Canada
- Japan
- LATAM
- MENA
- BRICS
- ASEAN
- Australia

Certifications

- swissmedic
- FDA
- ANVISA
Helsinn Advanced Synthesis SA

Helsinn Advanced Synthesis develops and manufactures compounds for clinical and commercial use in several containment classes: Active Pharmaceutical Ingredients (APIs), Advanced Intermediates, High Potency Active Pharmaceutical Ingredients (HPAPIs) and most recently Cytotoxic compounds. These compounds are manufactured for third parties on an exclusive basis, with a high level of service and with an innovative touch. The multi-purpose production plants, located in Bascia, Switzerland were first established in 1983, and have gone through continuous expansions and renovations to keep up with the latest technology. Holding a cGMP certificate since 1984, it has placed a high level of focus to our internationally recognized Quality System. The plants have been ISO 14001 certified since 2000 and moreover OHSAS 18001 since 2005. Helsinn Advanced Synthesis has been successfully approved by the Swiss Authorities along with the FDA, EMA and PMDA, as well as by other national boards. The Company is constantly making large investments to increase production capacity and more importantly add new technologies to increase production flexibility. Beyond successful technology transfer and production, Helsinn Advanced Synthesis has expertise and know-how to support its partners in product registrations due to experience with hundreds of projects over the past 30 years.

**Main activities**

- Co-development
- Drug substance CMO
- Other CMO Activities

**Drug stages**

- Phase I - Phase III
- Registration
- Market
- Life cycle management
- Generic

**Therapeutic areas**

- Oncology
- Dermatology
- Gastrointestinal
- Respiratory
- Ophthalmology
- Cancer supportive therapy
- CNS
- Gynaecology
- Others

**Drug substance type**

- APIs
  - (1-10 kgs / batch)
  - (20-200 kgs / batch)
  - (> 200 kgs / batch)
- HPAPI
  - Category 3 safebridge
  - 10 - 100 g / batch
  - 0.2 - 5 kgs / batch
  - 6 - 20 kgs / batch
  - > 20 kgs / batch
- Cytotoxics

**Other CMO activities**

- Micronization

**Markets**

- CH
- EU Top 5
- Rest of Europe
- USA and Canada
- Japan
- LATAM

**Certifications**

- swissmedic
- FDA
- PMDA
- European Medicines Agency
- KFDA
- ANVISA
- ISO 14001
- OHSAS 18001
Helsinn Healthcare SA

Helsinn is a privately owned self-financing pharmaceutical Group founded in 1976, headquarted in Lugano, Switzerland, now with a total of more than 550 employees.

Helsinn’s business strategy is to in-license, finance, develop, manufacture, register, distribute and support the commercialization of innovative cancer-care therapies, value-added pharmaceutical products and medical devices to improve cancer patients’ health and quality of life. The large portfolio of marketed products has been sold in more than 90 countries worldwide through over 60 commercial and marketing partners.

The Helsinn business model is supported by an integrated R&D structure based in Lugano and Bridgewater (NJ-US) for preclinical and clinical drug development and registration. Marketing and medical education services complete the support to our partners. The Group has a state-of-the-art chemical plant in Biasca (CH) for the development and manufacturing of APIs, HPAPIs and cytotoxic compounds, also for third parties; a world-class development, production and logistics facility for Drug Products in Dublin (IRL); an expanding presence in the US through the launch in 2013 of an oncology sales & marketing organization; and a representative office in China since 2012.

Helsinn’s mission is to bring respect, integrity and quality to our products, services, and all that we do to improve the health and quality of life of every person affected by cancer.

Main activities

- Licensing-In
- Licensing-Out
- Full clinical & CMC development
- Pre-clinical
- Phase I - Phase III
- Registration
- Market
- Life cycle management

Drug stages

- Pre-clinical
- Phase I - Phase III
- Registration
- Market
- Life cycle management

Therapeutic areas

- Cancer supportive care
- Oncology
- Pain and inflammation
- Gastrointestinal
- Metabolism

Markets

- CH
- EU Top 5
- Rest of Europe
- USA and Canada
- Japan
- LATAM
- MENA
- BRICS
- ASEAN
- Australia

Other activities

- Cancer integrative care products

Certifications

- swissmedic
- FDA
- MDAC
- European Medicines Agency
- KFDA
- ANPASIA

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IBSA Institut Biochimique SA

IBSA Institut Biochimique SA was founded in 1945 by a group of Swiss biologists with its head office in Lugano.

After an initial phase of consolidation at national level, IBSA experienced a period of rapid expansion and even developed an international reputation starting in 1985, the year in which the current chairman took over as head of the company. Under the new management the company adopted a strategy of optimizing the use of active ingredients for developing innovative pharmaceutical forms capable of improving patient compliance and improving the treatment required.

The activities cover 7 main treatment areas (reproduction and fertility, respiratory, rheumatology, urology, pain/inflammation, dermatology and dermocosmetics, endocrinology), with over 60 exclusive patents. Currently the IBSA group employs over 1’800 people; IBSA is present in over 70 countries, either from its registered offices in Italy, France, Hungary, Slovak Republic, Poland, Turkey and China, or through international partnerships. The production facilities are in Switzerland, Italy and the Far East and all are in strict compliance with the highest standards of quality and in line with current regulations. By controlling the steps from production to the delivery of the finished product, IBSA is capable of guaranteeing high quality standards for all products from the various therapeutic areas.

ORAL SOLID (tablets, capsules, granulated, syrup, liquids single dose); TOPICAL (creams, ointments, gauze pads); INJECTABLE (vials lyophilized and liquid).

Certifications

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Web: www.ibsa.ch
Linnea SA

Located in the Swiss canton of Ticino, Linnea is a high-quality manufacturer of Botanical Extracts and Active Pharmaceutical Ingredients of natural origin in bulk form.

All products are manufactured in the Swiss GMP facility. Linnea team operates continuously 24/7 and is specialized in the extraction and purification of plant materials and in the synthesis of fine chemicals.

The procurement of starting materials is a crucial process where every detail is considered in order to grant the optimal quality of each extract. Fruits, seeds, leaves, knots and selected oils are sourced worldwide. Some materials are wildly collected while others are obtained from GAP-certified farms. Linnea purchasing team strive to maintain a presence on-site and work closely with the selected network of suppliers during every step of the process. Each cargo is locally inspected and analyzed and all farms are regularly audited.

All Linnea products are subject to extensive in-process and finished product testing using analytical methods and equipments validated according to ICH protocols.

Linnea commercial team and specialists work in strict collaboration with its customers in order to comply with each specific requirement and guarantee worldwide pharmaceutical registrations. Thanks to an extensive knowledge of international customs requirements and dispatch procedures, Linnea guarantees prompt and efficient deliveries just about anywhere in the world.

Marketing authorization for API and compliance with GMP standards are certified by Swissmedic. Linnea has also recently passed the US FDA inspection for Dietary ingredients.

Main activities

- Co-development
- Drug Substance CMO
- Others

Drug stages

- Registration
- Market

Therapeutic areas

- Gastrointestinal
- Ophthalmology
- CNS
- Gynecology

Drug substance type

 (>200 kgs / batch)

Other activities (non pharma)

- Medical Food
- Nutraceuticals
- Natural Products
- Cosmetics
- Distribution

Other CMO activities

- Co-development

Certifications

Linnea SA

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Web www.linnea.ch

Markets

- CH
- EU Top 5
- Rest of Europe
- USA and Canada
- Japan
- LATAM
- MENA
- BRICS
- ASEAN
- Australia
Micro-Macinazione SA

With over 40 years of experience, swiss-based Micro-Macinazione S.A. is the most competent provider of Micronization services and equipment for the Pharmaceutical & Fine Chemical industry.

The company is situated on 3 sites, two of them cGMP compliant, dedicated to the micronization service, regularly inspected by FDA, Swiss Medic and certified by Japanese Health Authorities. The two production sites are equipped with 27 jet mills, 2 pin mills, glove boxes and pneumatic conveyors contributing to the highest micronization capacity in Europe of over 1’000 tons/year. In the third site, the Engineering division is dedicated to the supply of standard or fully customized equipment to meet worldwide customers’ needs as well as development of equipment used within the contract micronization division.

Micro-Macinazione is uniquely positioned as an expert in both micronization and engineering. The synergy between these competencies and the R&D division in its new testing and developing center enables to develop process solutions and containment systems for micronizing APIs and HAPIs and new innovative technologies for solubility improvement.

Certifications

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Web: www.micromacinazione.com
Micro-Sphere SA

Micro-Sphere is located in southern Switzerland. Through practical experience gained over the past decade, Micro-Sphere has advanced its know-how in spray drying techniques for almost 100 different active pharmaceutical ingredients (API) used in the pharmaceutical industry today. All operations are carried out in accordance with cGMP standards and in full compliance with the regulatory requirements of the Swiss (Swissmedic), European (EMA) and United States (US-FDA) health authorities.

Micro-Sphere also has extensive demonstrated expertise in the field of high-potency active pharmaceutical ingredients (HPAIs), particularly with dry powders for inhalation and water-insoluble molecules for nanoemulsion dispersion. However, with its core business being contract manufacturing and development of pharmaceutical products, Micro-Sphere also has development capabilities in cosmetics, nutraceuticals and natural products, as well as medical devices.

Lacto-Sphere® is Micro-Sphere’s proprietary Lactose based on the raw material lactose monohydrate of US origin, thus BSE/TSE free. Lacto-Sphere is developed specifically for respiratory formulations and is produced in two variations: Lacto-Sphere MM3 (average particle size 3 µm) and Lacto-Sphere MM50 (average particle size 50 µm).

Certifications

Micro-Sphere SA
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Web www.micro-sphere.com
Osmopharm SA

Osmopharm operates as a third-party contract manufacturer (CMO) of modified-release, solid pharmaceutical products of both generic and proprietary formulations.

Located in Bedano, approximately 10 km from Lugano, Osmopharm S.A. is authorised by the Swiss National Health Authority, Swissmedic, to produce medicinal not sterile solid specialities. It is cGMP certified and is able to produce for third parties in Europe and worldwide. It is regularly inspected and has been approved by many multinationals and leading pharmaceutical companies of the world. Osmopharm manufactures pharmaceutical modified-release products in such a way that the contained active principles are dissolved into the gastrointestinal tract at a controlled speed. These active principles are marketed in bulk (mainly in pellets) or dosed in hard gelatine capsules or tablets. Moreover, Osmopharm offers a full packaging department with blistering and cartonizing machinery in order to perform the final packaging of the finished pharmaceutical presentation, if required by the customer, as well as complete regulatory support.

**Drug product forms**
- Oral (solid)

**Drug substance type**
- APIs (1-10 kgs / batch)
- (20-200 kgs / batch)
- (>200 kgs / batch)

**Main activities**
- Drug Product CMO

**Drug stages**
- Market
- Generic

**Therapeutic areas**
- Dermatology
- Gastrointestinal
- Respiratory
- Ophthalmology
- CNS
- Gynaecology

**Markets**
- CH
- EU Top 5
- USA and Canada
- Korea
- LATAM
- MENA
- BRICS
- ASEAN

**Certifications**

Osmopharm SA

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6930 - Bedano

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Pharmanalytica SA

Pharmanalytica started his activities in 1937 as production and development site for drug substances. Since 1974, after the transfer of the chemical production to Basel, the site focused his activities on the release and stability for Drug Substances and Drug Products and since 2001 became a Stability Center of Drug Products. The main activities are:

a) Stability Planning and Support:
   - Design Stability Studies;
   - Stability Protocols and Reports;
   - Stability sample storage and management

b) Analytical Testing:
   - Follow-up Stability;
   - Post approval changes and commitment of Stability Studies;
   - TRD registration stability studies;
   - Release of Inhalation products;
   - Investigation of counterfeiting

c) Testing Method Development:
   - Method Development;
   - Validation Testing Method;
   - Transfer Testing Method.

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Web     www.novartis.com
Pharmintraco Sagl

Pharmintraco’s pharmaceutical plant is located in Lugano and was founded in 1997. Acquired in 2004 by APP Inc., it became Abraxis BioScience Switzerland GmbH in 2008 and in 2009 was taken over by Intraco Chemicals Ltd and renamed Pharmintraco GmbH. In 2011, Euticals S.p.A. became partner of Pharmintraco with the aim of developing finished products that are originated from molecules manufactured by them. In 2014 a new shareholder, mainly interested in the plant for developing, scale-up and manufacturing products developed by himself for the US market, became the owner of the Company maintaining the brand name.

The plant of Pharmintraco is specialized in aseptic manufacturing of high potency injectable pharmaceutical products, liquid and lyophilized in vials, using isolator technology, and, in this sector, it has a consolidated experience in a wide range of medicinal products. Pharmintraco owns the Authorization for manufacture, import, wholesale trade, export and trade abroad of medicinal products released by Swissmedic. Pharmintraco has been also approved by ANVISA (Brazil) and it is accredited by the Japanese Authorities (AFM) as a foreign drugs manufacturer.

Pharmintraco, whose some products are registered in Switzerland, is implementing a policy of expansion, submitting own technical dossiers or licensing its products in different countries but mainly in the US. This strategy requires that the company engages in foreseen the development of formulations, processes and the subsequent scale-up and manufacturing of batches for submission purposes. A few contract manufacturing activities for products are having a significant added value.

Main activities
- Licensing-In
- Licensing-Out
- Co-development
- Drug Product CMO

Drug stages
- Registration
- Market
- Generic Plus (505B2)
- Generic

Therapeutic areas
- Oncology
- Cancer supportive therapy

Markets
- CH
- USA and Canada
- Brazil
- MENA

Drug product forms
- Injectable

Certifications
- swissmedic
- ANVISA
Polichem SA

Polichem S.A. is a private company based in Lugano, Switzerland, with a long tradition of activity in the pharmaceutical field, having historical roots since 1947. Innovation, level of documentation and quality are the distinguishing marks that make Polichem products appreciated and competitive all around the world. The company focuses on the development, registration and licensing out of original products to major national and multinational companies: Polichem products are distributed in more than 75 countries worldwide. Polichem’s core business currently focuses in the fields of dermatology & dermocosmetics, gynaecology and respiratory. Moreover, new projects in immunology and virology are currently under investigation. Polichem operates directly in Germany through its affiliate company Taurus Pharma GmbH and has its own representative office in China. The company owns a broad portfolio of more than 100 patents, granted in many countries all over the world, including U.S.A. and the major European countries, covering original formulations and pharmaceutical technologies applicable across a wide range of therapeutical areas. In the recent years Polichem developed a large number of clinically documented medical devices. Polichem offers to its partners a total package of services and support through highly qualified and experienced personnel who coordinate all aspects intrinsically related to product development, registration and commercialisation.

Main activities
- Licensing-In
- Licensing-Out
- Co-development
- Other

Drug stages
- Pre-clinical
- Phase I - Phase III
- Registration
- Market
- Generic Plus (505B2)

Therapeutic areas
- Dermatology
- Respiratory
- Gynaecology

Markets
- CH
- EU Top 5
- Rest of Europe
- USA and Canada
- Japan
- LATAM
- MENA
- BRICS
- ASEAN
- Australia

Other activities (non pharma)
- Cosmetics
- Medical Devices

Certifications
Refarmed Chemicals SA

Refarmed Chemicals is a fully integrated Swiss-based marketing company with extensive experience in the pharmaceutical industry. Our global market activity, our strategic manufacturing units and offices located in Italy, India and China give customers the benefit of our expertise in API sourcing, further than finished formulations and new products development. In addition to this Refarmed can provide technical and regulatory support, supply chain logistics, out-licensing and other business development activities. Our more than 40 years presence and expertise in over 60 countries gives us vast network to monitor the latest market developments and technological advances. Refarmed most recent achievement is the Biological Division from which Refarmed can outlicense original and patented products in ethical, OTC, food supplements, medical devices and probiotics formulations.

Main activities
- Licensing-In
- Licensing-Out
- Drug Product CMO
- Drug Substance CMO
- Co-development
- Trading
- Other

Drug stages
- Registration
- Market
- Generic Plus (505B2)
- Generic

Therapeutic areas
- Oncology
- Dermatology
- Gastrointestinal
- Respiratory
- Ophthalmology
- Cancer supportive therapy
- CNS
- Gynecology

Markets
- CH
- EU Top 5
- Rest of Europe
- Brazil
- Korea
- Japan
- LATAM
- MENA
- BRICS
- ASEAN

Drug product forms
- Oral (solid)
- Topical
- Injectable
- Aerosol
- Spray

Drug substance type
- APIs [1-200 kgs / batch]
- HPAI [10-100 g / batch]
- Cytotoxics
- Steroids
- Antibiotics

Other activities (non pharma)
- Feed Additives
- Medical Food
- Nutraceuticals
- Natural Products
- Cosmetics

Other CMO activities
- Micronization
- Analytical Services

Certifications

Refarmed Chemicals SA
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Web: www.refarmed.ch
Rivopharm SA

Rivopharm is a Swiss company located near Lugano in the canton of Ticino. Its core business is the development and manufacture of generic pharmaceutical products that meet the same strict quality standards of those of the originator. With a strong regulatory department, an extremely motivated and efficient research and development team and a brand new factory, Rivopharm provides a customer-oriented approach towards product development, registration and production delivered with a well-deserved reputation for Swiss efficiency, high quality and reliability.

In addition to the development and production of generic products, the management’s philosophy is to provide innovative solutions in the area of new product development to add value to the business of its customers and in this regard Rivopharm has expanded its product development capabilities to capitalize on the latest advances in product formulation and drug delivery technology.

Rivopharm milestones achieved in recent years include:

- 2014: Successfully passed the US-FDA inspection with no 483’s
- 2013: First branch office opens in the UK for the direct marketing of its product in this market;
- 2013: Successful conclusion of development of Racecadotril 100 mg capsules;
- 2012: First to successfully complete the registration dossier for Lacidipine tablets 6 mg;
- 2011: First to launch generic Nicorandil tablets in EU market;
- 2010: First ever registration of Nicorandil tablets as generic product in some European countries.

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### Main activities
- Licensing-In
- Licensing-Out
- Co-development
- Drug Product CMO

### Drug stages
- Phase I - Phase III
- Registration
- Market
- Generic Plus (505B2)
- Generic

### Therapeutic areas
- Gastrointestinal
- CNS
- Gynaecology
- Cardiovascular
- Diabetes

### Markets
- CH
- EU Top 5
- Rest of Europe
- USA and Canada
- BRICS
- ASEAN
- Australia

### Drug product forms
- Oral (solid)
Sintetica SA

Founded in 1921 in Switzerland, Sintetica is the market leader for pain relief therapies and local anesthesia. With employees that originate from over 15 different countries in the world, Sintetica offers a global culture for a global market. Important ongoing projects in various stages of development are in the R&D pipeline to launch new products for new markets.

**Sintetica site Locations:**
- Headquarters and Sintetica Factory 1: Sintetica SA Via Penate 5, CH-6850 Mendrisio (Switzerland)
- Sintetica Factory 2: Sintetica SA Rue des Iles 4, CH-2108 Couvet (Switzerland)
- Sintetica GmbH: Weißenburger Straße 28, D-63739 Aschaffenburg (Germany)
- Sintetica Italia SRL: Piazza della Repubblica 25, I-20124 Milano (Italy)

**Sintetica Lines of Business (LOB):** Sterile Injectables Analgesics, Local anaesthetics and Narcotics in bags, vials, ampoules and syringes for hospital use.

**Sintetica Marketing & Sales.** Leader on the Swiss Market (Direct Sales), Direct Sales Divisions in Germany and Austria, Five Major Partners that cover the entire EU market business, One Alliance Manager for Global Market.

**Strategic Alliances & Partnerships.** On international markets Sintetica operates together with local partners and is actively seeking strong global strategic alliances.

**Main activities**
- Licensing-Out

**Drug stages**
- Registration
- Market
- Generic Plus (505B2)

**Therapeutic areas**
- Local Anesthesia
- Pain Management

**Drug product forms**
- Injectable

**Markets**
- CH
- EU
- USA and Canada
- LATAM
- MENA
- ASEAN

**Certifications**
- Swissmedic
- FDA
- European Medicines Agency
- Anvisa
Unipharma SA

Experience and proficiency in all types of pharmaceutical procurement.

Unipharma was established in 1947 to carry out activities associated with the direct importation, registration and distribution of international drug products in Switzerland and today is a world leader in the importation and distribution of drugs and medical products to and from every corner of the world. Unipharma's mission has always been to offer every client-patient access to the latest international therapeutic treatments available. Unipharma is committed to provide healthcare professionals with those products that are not readily available in their own countries, yet have been thoroughly evaluated and approved in other countries, and always operates in compliance with the regulatory guidelines of the respective national health authorities. As a result, Unipharma is in a position to supply orphan drugs for rare diseases, older drugs or medicines that are in shortage, registered drugs or drugs in process of registration and to provide procurement support to pharmaceutical companies in need of reference drug products necessary for clinical study evaluation. Unipharma acts exclusively in the interest of patient-centered health outcomes with the ultimate objective being the complete satisfaction of its international customer base. For example, in Italy Unipharma provides procurement services to over 700 healthcare facilities, hospitals, private clinics and laboratories, supplying drugs to these institutions that are not currently available on the Italian domestic market. Unipharma's solid, dynamic and flexible infrastructure guarantees a high standard of quality that is also cost-effective. In addition, its consolidated scientific foundation combined with the technical expertise of its extremely specialized personnel enables the company to respond to every request in a quick, competent and customized manner. Moreover, an in-depth knowledge of the worldwide pharma landscape and existing regulatory environment allows Unipharma to perfectly adapt to continuous market developments and formulate the most effective commercial strategies.

Main activities

- Trading

Therapeutic areas

- Oncology
- Dermatology
- Gastrointestinal
- Respiratory
- Ophthalmology
- Cancer supportive therapy

Drug product forms

- Oral (solid)
- Topical
- Injectable
- Aerosol
- Spray
- Inhaler

Other activities (non pharma)

- Distribution
- Feed Additives
- Medical Food
- Nutraceuticals
- Natural Products
- Cosmetics
- Distribution

Certifications

Swissmedic

UNIPHARMA SA

Via Figino, 6
CH - 6917 Barbengo, Lugano

Phone +41 (0)91 985 62 11
Fax +41 (0)91 985 62 22
Email unipharma@unipharma.ch
Web www.unipharma.ch

Markets

- CH
- EU Top 5
- Rest of Europe
- Japan
- Brazil
Zambon Svizzera SA

Zambon Switzerland, a company based in Cadempino-Ticino since 1965, is the Swiss affiliate of Zambon Group, an Italian family business that has been operating in the pharmaceutical and chemical business for 108 years. Founded in Vicenza in 1906, today the group operates in 15 subsidiaries in Europe, South America, and Asia with more than 2,600 employees and sells its products in 73 countries.

In the Swiss plant, the manufacturing activities are focused on oral forms - granulated and effervescent - and injectable as carbapenemic.

The Swiss plant can be considered a centre of excellence for the production of Carbapenemics thanks to the partnership with Astrazeneca since 1993.

The total productive capacity is currently about 90 million of pieces. The capacity for granulated forms in sachets, puts Zambon Switzerland among major worldwide producers.

The plant is approved by Swissmedic (Swiss Authority) with an EU mutual recognition as well as from FDA (American Authority) and ANVISA (Brazilian Authority).

The plant is certified according ISO 14000 international standards certification since 2004.

The Swiss plant offers product and services with high added value, based on excellence of innovation and perfect execution, thanks to its strong culture and deep technology knowledge in the production for third parts and toll manufacturing, having the ability to satisfy the highest standards currently requested in the pharmaceutical world.

### Main activities

- Licensing-In
- Licensing-Out
- Co-development
- Drug Product CMO
- Other

### Drug stages

- Phase I - Phase III
- Registration
- Market

### Therapeutic areas

- Gastrointestinal
- Respiratory
- Gynaecology
- OTC Products
- Pain

### Markets

- CH
- EU Top 5
- USA and Canada
- LATAM
- ASEAN
- BRICS

### Drug product forms

- Oral (solid)
- Injectable

### Drug substance type

- APIs (>200 kgs / batch)
- Antibiotics

### Other activities (non pharma)

- Distribution

### Other CMO activities

- Co-development

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#### Certifications

[Image of various certifications logos]
Other member companies

KerrHawe Sa
Casella Postale 268
6938 - Bioggio

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