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Diffucap Eurand SA*

International Growth through Innovation

The name *Eurand* continues to be synonymous with innovation in the field of pharmaceutical delivery technologies – an enviable reputation that has consistent-

ly grown over the past 30 years. This success owes much to *Diffucap*, the original trademark of one of *Eurand*'s major drug delivery systems. This led to the

development of multiparticulated coated drug pellets filled into hard gelatin capsules, offering innovation in terms of optimum controlled release, oral absorption and superior tolerability.

Diffucap Eurand SA, based in Stabio, utilising this and other pioneering technologies has been successfully operating as an international pharmaceutical manufacturer for the past 20 years. The manufacturing base in Ticino currently produces and sells an extensive range of products to Swiss pharmaceutical companies who package, market, and distribute them under various brand names in Switzerland.

In addition to this highly successful operation, *Diffucap Eurand SA* also exports its products to various Northern European and International pharmaceutical markets. The company also operates successfully as a third party and contract manufacturer to other *Eurand* affiliates in France and Italy.

Today, the *Eurand* Group has grown to represent a highly sophisticated and fully integrated development and manufacturing operation with coverage across Europe as well as increasingly important commercial links with *Eurand America Inc.* in Ohio, USA.



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Élan Pharma SA*

1. Historical Notes

Élan Pharma has been founded in the mid-eighties under the name of *Aesculapius Pharma*, and planned for a production activity of their own specialities, as well as contract manufacturing of effervescent granulates and tablets for Switzerland and Europe. In 1992 it has been taken over by *Élan Corporation Plc*, from which it took its name. In the same year, a reor-

ganisation started with the aim of bringing *Élan Pharma* to productive levels in line with the group's and the main international market's requests.

The plant of Mezzovico covers an area of 4000 m², containing QC laboratories, production areas, and offices.

2. Main Activities

Élan Pharma is a pharmaceutical company belonging to the multinational group *Élan Corporation Plc*, a public company having its main seat in Athlone (Ireland).

Élan Corporation Plc has production units in Ireland, USA, Holland, Switzerland, and the Philippines with ca. 1000 employees in research, development, regulatory affairs, and marketing, especially of prescription drugs.

The most important products on the market are:

- Twice-daily diltiazem
- Once-daily diltiazem
- Once-daily verapamil
- Once-daily nifedipine
- Once-daily nicotine patch
- Once-daily theophylline
- Twice-daily theophylline suspension
- Twice-daily cough-cold combination.

Élan Corporation has developed also new sophisticated technological systems of controlled release in order to improve the therapeutic use of medicines.

Élan Corporation collaborates with the most important international pharmaceutical groups.

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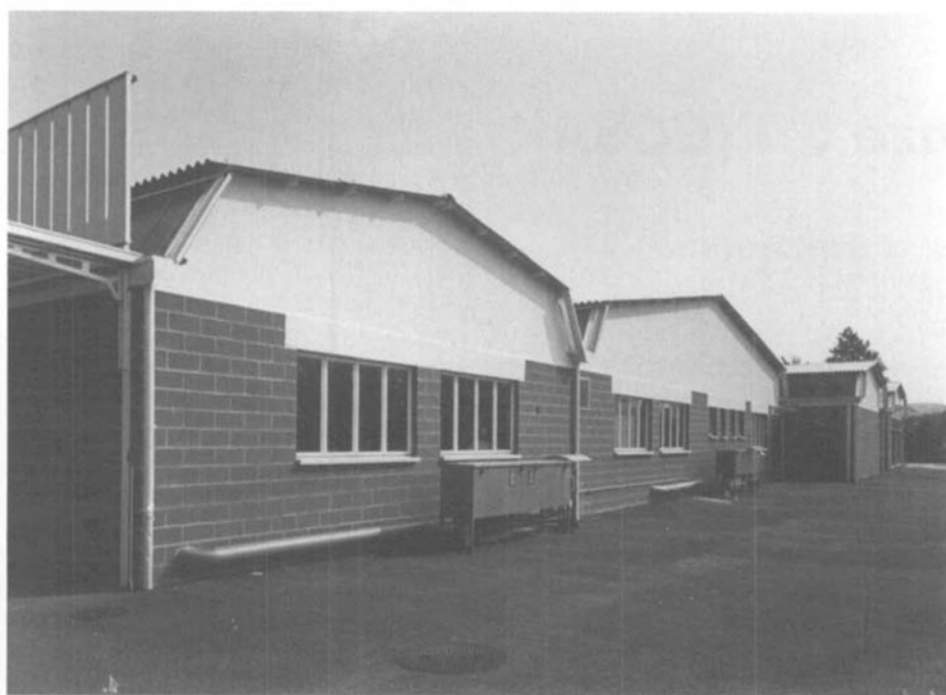
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3. Production Departments and Their Equipment

Élan Pharma is one of the most important producers in Ticino of effervescent granulates and tablets in various types of packagings. Machineries and equipments are of high technological levels and production flexibility. The production moni-

toring is carried out by a QC service in accordance with the local and international health requirements.

4. Products

Efferverscent tablets of:

- Vitamin C 225 mg

- Vitamin C 500 mg
- Vitamin C 1000 mg
- Paracetamol 500 mg
- Ibuprofen 200 mg

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Emanuele Centonze SA (ECSA)*

Chemical Trading in Southern Switzerland

What is Trading

Trading is matching demand and supply between buyers and sellers which do not know each other and which are geographically hundreds or thousands of kilometres away. In the last two decades the role of trading in international business has increased substantially because of improved world-wide communications and of progresses in manufacturing specialisation according to comparative production costs.

Trading in chemicals relates mainly to chemical raw materials (bulk products which are required in the mass production), bought and sold in thousands of tons and which bear prices ranging from 500 to 3000 USD/MT).

Key Success Factors in Chemical Trading

The basic of the saga is to succeed in buying at favourable prices and terms. Therefore, the critical point for the trader is to have a superior know-how of world-wide supply possibilities and to be well

informed about price trends, cyclical price fluctuations, sporadic shortages and surpluses, *etc.* Nearly equally important is the know-how about the customers, their overall requirements, their assortments, their required quality, and consistency standards.

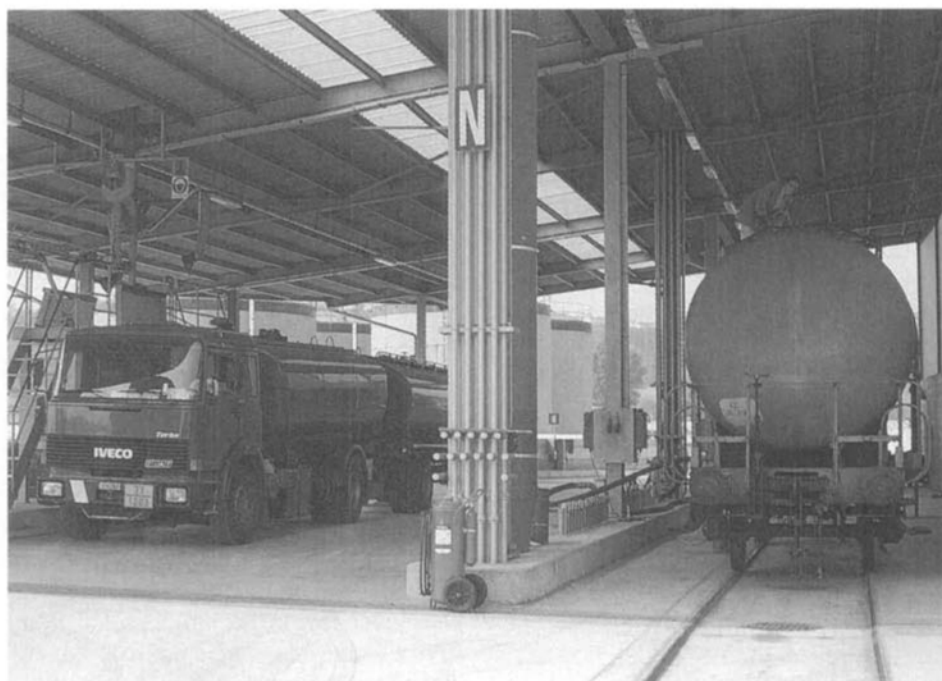
Last but not least a successful trader should not disperse his energies trying to catch every fly but has to concentrate his efforts on defined market segments on which to build up a recognised competence about customers, products, and suppliers.

Opportunities and Threats

Being able to move thousands of tons around the world with as sole equipment a phone and a fax (and even avoiding any financing costs) constitutes the attractiveness of trading. On the other side there are also some high risks involved with this business: currency exposure (the trader normally has to buy in one currency and sell in some others), adverse price fluctuations which are at norm, quality surprises which are not uncommon as well as unforeseen delivery delays not due to 'force majeure'. Not to speak of insolvent customers.

Actual Trends

Emerging and newly developed countries (China, Taiwan, Korea, Brazil, Mexico *etc.*) are increasing, with the help of western technology, both quantity and quality-wise their production of basic chemicals. On the other hand western coun-



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