

In addition to these currently standardized features of a modern chemical pharmaceutical manufacturer, *Helsinn Chemicals* provides the support to work out the necessary documentation needed for product registration and makes available its considerable know-how in this field to its clients.

To conclude, the chemical composition and the medical indication of a product is determined by the client. The contract manufacturer has to comply with his technology otherwise he will not be able to enter a collaboration.

However, the quality level of the product and the services provided are in the hands of the contract manufacturer and can be offered at different levels determining the point of difference between the competitors:

- quality of the compound
- quality of reaction control
- quality of environmental compliance
- quality of project management
- quality of regulatory support

chemical purity, analysis method development
 risk assessment
 trying to achieve lowest impact on the environment already during process development and implementation
 speed and precision of commercial and technical information
 the ability to work out Drug Master Files and to help the client to bring the final product to the market

During its ten years of operation, *Helsinn Chemicals SA* has continuously improved its capacities at the above mentioned levels and uses its know-how and experience for the production of the active ingredients for the *Helsinn* group and for

its contract manufacturing partners with the same engagement. Infrastructural improvements and a dedication to quality management will be the guidelines of *Helsinn Chemicals* also for the years ahead.

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IBSA Institut Biochimique SA*

Established in 1945 by a group of Swiss biologists, *IBSA Institut Biochimique SA* with headquarters in Lugano-Massagno, celebrates this year its 50th anniversary of uninterrupted activity.

Founded with the main aim of developing products of biological origin, the company eventually turned to manufacturing patent-free pharmaceutical specialties, subsequently introduced successfully into export markets of the Middle and Far-East. The ever-changing political and economic conditions of some of those countries engendered a heavy reduction of *IBSA's* turnover and the Company was faced with a revision of its policy. In 1985, following a corporate reorganization, the number of managerial and scientific staff increased significantly. Substantial investments in new modern production equipment resulted in compliance with European GMP regulations.

To date *IBSA* is equipped with appliances for the production of solid pharmaceutical forms (capsules, tablets, granules), non-injectable liquids (eye-drops, syrups), injectables (ampoules, vials), as well as creams and ointments.

Recently, a new equipment for the sterile filling of injectables was installed, providing the means for computerized control of the main parameters pertaining to sterile environments. Meanwhile, a new

Research & Development Unit was created and progressively expanded, with the main target of setting up a range of new and original specialties to be put on the Swiss market through *IBSA's* own sales organization, a unit that was also created with new staff in 1985.

IBSA's essential strategy, is the accomplishment of new original specialties, through the modification of known chemical entities, or the production of new pharmaceutical forms protected by international patents. Following this principle,



Figure. The production of cream and gel under sterile conditions

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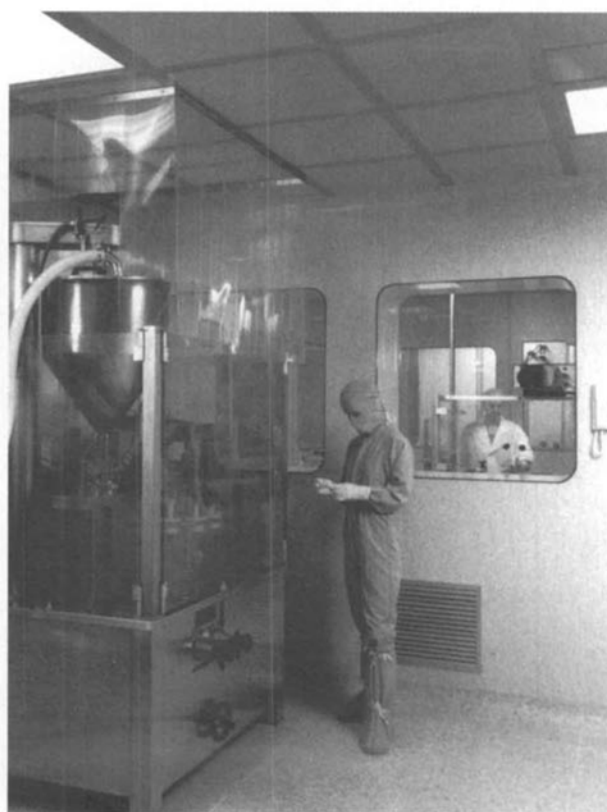


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new forms of Acetylcysteine patented in Europe and USA (mouth-soluble tablets and syrup), as well as a new patented topical association of Hyaluronic Acid and Silver Sulfadiazine are now available to physicians and patients.

Moreover, a totally innovative diclofenac salt was developed and patented the world over: diclofenac epolamine, whose characteristics are a higher hydro-solubility and liposolubility, in comparison with the traditional salts of this important NSAID. This achievement made possible the realization of hydrosoluble pharmaceutical forms that can be better absorbed by oral administration, as well as topical forms for the local treatment of rheumatic diseases. In fact, the product *Flector EP Tissugel*, recently introduced on the Swiss market as a result of *IBSA's* team work with a Japanese company, was manufactured using diclofenac epolamine

incorporated in a plaster for topical use. This product is an absolute novelty for Western Countries, in that it represents a new application of NSAIDs, known only in Japan, so far.

Alongside the development of new specialties, *IBSA* promotes its activity at scientific level with the publication of articles in important scientific periodicals and with presentation of papers to international congresses. These contributions are mainly in the field of rheumatology, where the company has a strong presence with its *Flector* products and with its *Condrosulf* antiarthrotic specialty. A long-lasting extensive research program in collaboration with some of the most important universities in Europe and in the USA has been dedicated to *Condrosulf*.

Ten years ago, *IBSA's* position on the Swiss pharmaceutical market was No. 170 with only one product. At present the

company can boast to be among the first 40 pharmaceutical firms on the national market, with a range of eleven products divided into forty different pharmaceutical forms.

A number of *IBSA's* products have been introduced on many important European markets, such as France, Italy, Germany, Austria, Hungary, as well as on several non-European markets, through the granting of licences to third companies.

IBSA's board of directors have the strong belief that the key to development, in the present situation of the pharmaceutical market, is innovation and expansion towards different markets. The company's challenge is to follow its own goal to expand its range of products with innovative technologically advanced specialties, that represent an interesting novelty for the national and export markets.

Inpharzam AG*

Die *Inpharzam AG* in Cadempino (*International Pharmaceutical Zambon*) ist ein pharmazeutisches Unternehmen, das zum multinationalen Konzern *Zambon Group* mit Sitz in Mailand gehört und in den wichtigsten europäischen Ländern vertreten ist. *Inpharzam* nimmt innerhalb des *Zambon* Konzerns eine besondere Stellung ein. In der Tat operiert *Inpharzam*, sowohl im kommerziellen wie auch klinisch-wissenschaftlichen Bereich, nicht nur auf helvetischem Territorium, sondern ist gleichzeitig Produktionszentrum für die wichtigsten Spezialitäten, welche für die Tochtergesellschaften der Gruppe sowie für Dritte in Europa bestimmt sind.

Die Spezialitäten von *Inpharzam* werden nach Belgien, Deutschland, Italien, Spanien, in die Niederlande sowie für Lizenznehmer nach England und in die skandinavischen Länder exportiert.

Gegenwärtig werden 90% der in Cadempino hergestellten Produkte exportiert. Die fortschreitende Entwicklung bestätigt das qualitativ hohe Produktionsniveau eines jungen Pharmaunternehmens, das sich dank seiner wissenschaftlich hochwertigen Spezialitätenpalette bestens in die Tradition der international tätigen Schwei-

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zer Pharmaindustrie einfügt.

Die *Zambon* Gruppe hat bedeutende Erfolge in den folgenden Forschungs- und Entwicklungsbereichen erzielt:

- Antibiotika und Chemotherapeutika
- Mukolytika
- Psychopharmaka
- Spasmolytika und Regulatoren der Darm- und Verdauungsfunktionen

Mehr als 70% der Spezialitäten, die gegenwärtig vermarktet werden, stammen aus der konzerneigenen Forschung; die zurzeit laufenden Projekte betreffen ins-

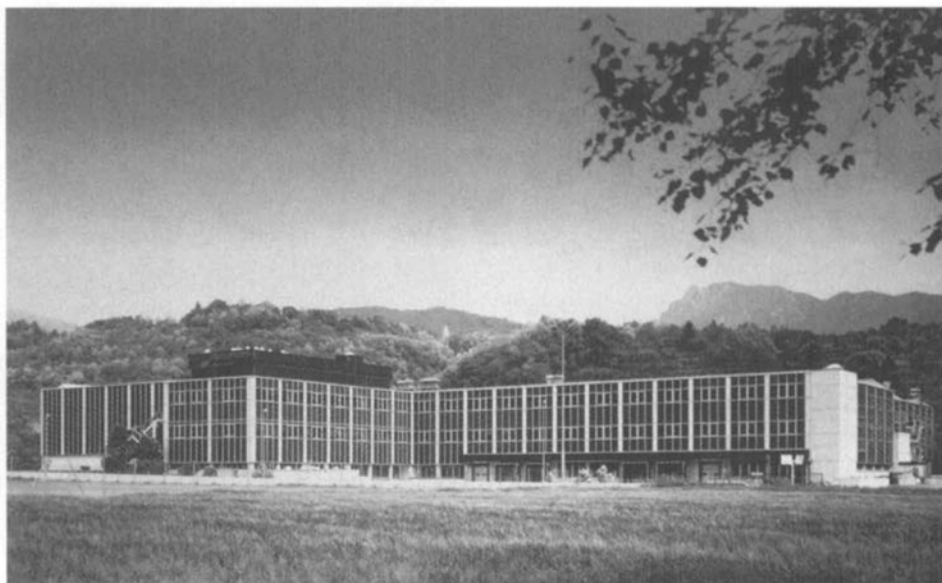
besondere die folgenden Therapiebereiche:

- Pneumologie
- Herz/Kreislauf
- Zentrales Nervensystem
- Antiinfektiva und Immunomodulation

Produktionsbereiche und deren Ausstattung

Inpharzam ist der wichtigste Produzent von pharmazeutischen Spezialitäten im Kanton Tessin; auf nationaler Ebene figuriert sie unter den zehn wichtigsten produzierenden Pharmaunternehmen.

Der Gebäudekomplex in Cadempino erstreckt sich über eine Fläche von 9000 m². Er beherbergt die Produktionsanla-



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