



Caring Innovation

THE COMPANY

1945

Founded in Lugano by a group of Swiss Biologists

1985

Current management acquired IBSA ownership, completely redefining its vision and strategy, putting the company on the international scene

TODAY

Present in 5 continents and over 80 countries including the USA. IBSA has 13 companies, affiliates and representative offices in the EU, China and the USA, employing a total of 2000 people worldwide

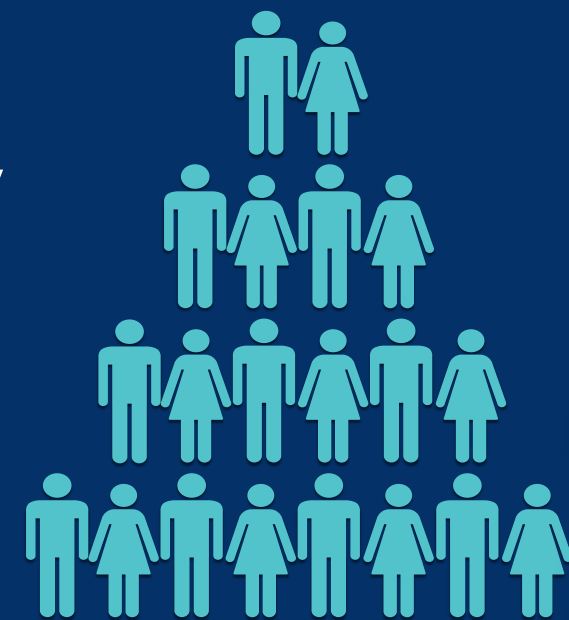
IBSA AT A GLANCE



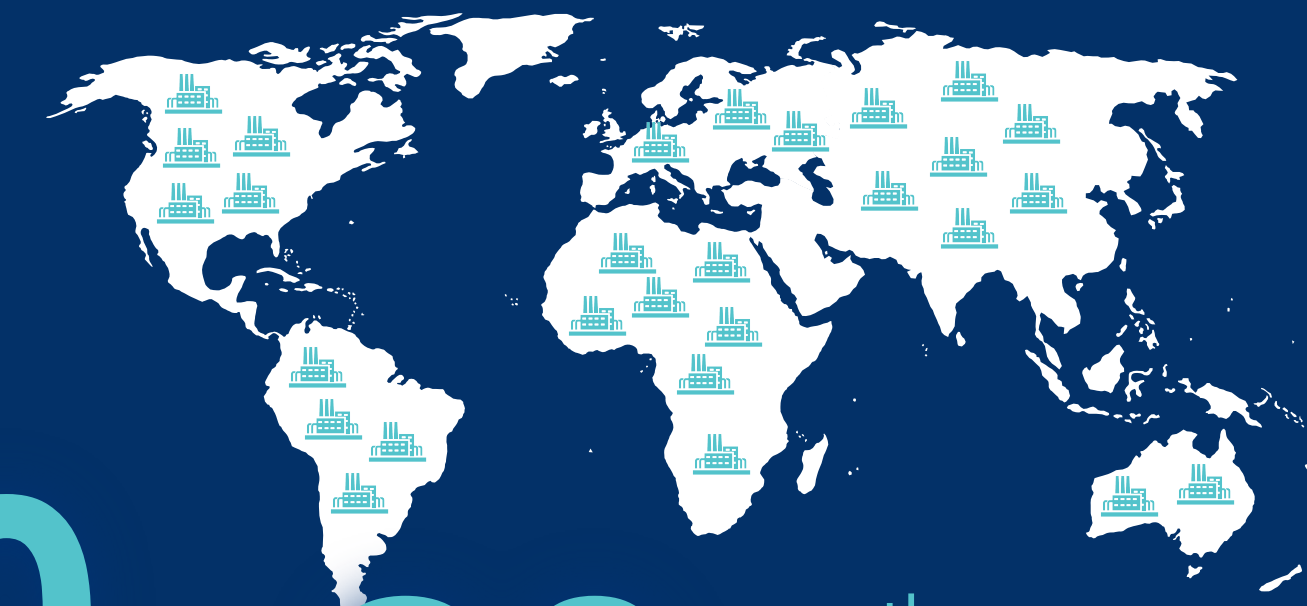
by current
management

FOUNDATION
1945
1985
TAKEOVER

privately owned
pharmaceutical company



EMPLOYEES
2000



80 more than
MARKETS
in five continents



25 FACTORIES &
LABORATORIES

in Switzerland, Italy and China



2 STRATEGIC
PARTNERSHIPS
in France and Italy

MAIN
MARKETS
SWITZERLAND
ITALY
EU, MENA, AMERICAS



one of the largest organizations by

**BUSINESS
TURNOVER**
& **EMPLOYEES
NUMBER**

in Southern Switzerland



10 MAIN
THERAPEUTIC
AREAS

- cardiometabolic
- dermatology
- dermoaesthetic
- endocrinology
- human reproduction
- pain and inflammation
- respiratory
- osteoarticular
- urology
- consumer health

IBSA AT A GLANCE



4TH
LARGEST
PLAYER IN

FERTILITY
AMONG MNCs



LARGEST

PRIVATE PHARMACEUTICAL
COMPANY IN SWITZERLAND



400

CHF

million INVESTED
FROM 1985 TO DATE

people
production
capabilities
innovation

60 million
PACKAGES of finished products

14 million VIALS of
HORMONS

300
million of SOFT GEL
CAPSULES

116 R&D

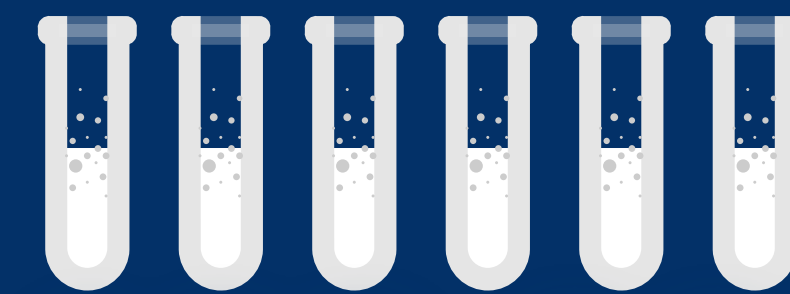


EMPLOYEES IN
SWITZERLAND
CHINA and
ITALY

& FLECTOR

CONDROSULF

ARE IBSA'S
LEADING
AND WORLD
FAMOUS PRODUCTS



100.000

liters of urine
COLLECTED **DAILY** IN CHINA

ONE OF THE
**WORLD
LEADERS**
IN HYALURONIC
ACID-BASED PRODUCTS



MISSION

IBSA is strongly committed to **enhancing the quality of life** of its patients, preventing and cure diseases with **innovative products**.



VISION

IBSA strives to **shape drugs into their best form**, with the aim to stand out as the creator of pharmaceuticals with proven and superior efficacy.



THE 4 PILLARS

PERSON

IBSA cares for **PEOPLE**, meaning patients, doctors and employees: a major commitment aimed at applying the concept of care that typically sets it apart.



INNOVATION

INNOVATION is a daily challenge for IBSA and has its origin in a brilliant insight: transforming existing therapeutic solutions into a more evolved instrument of care.



QUALITY

IBSA is a Swiss company that focuses on excellent standards of manufacturing **QUALITY** without ever losing sight of caring for people's health.

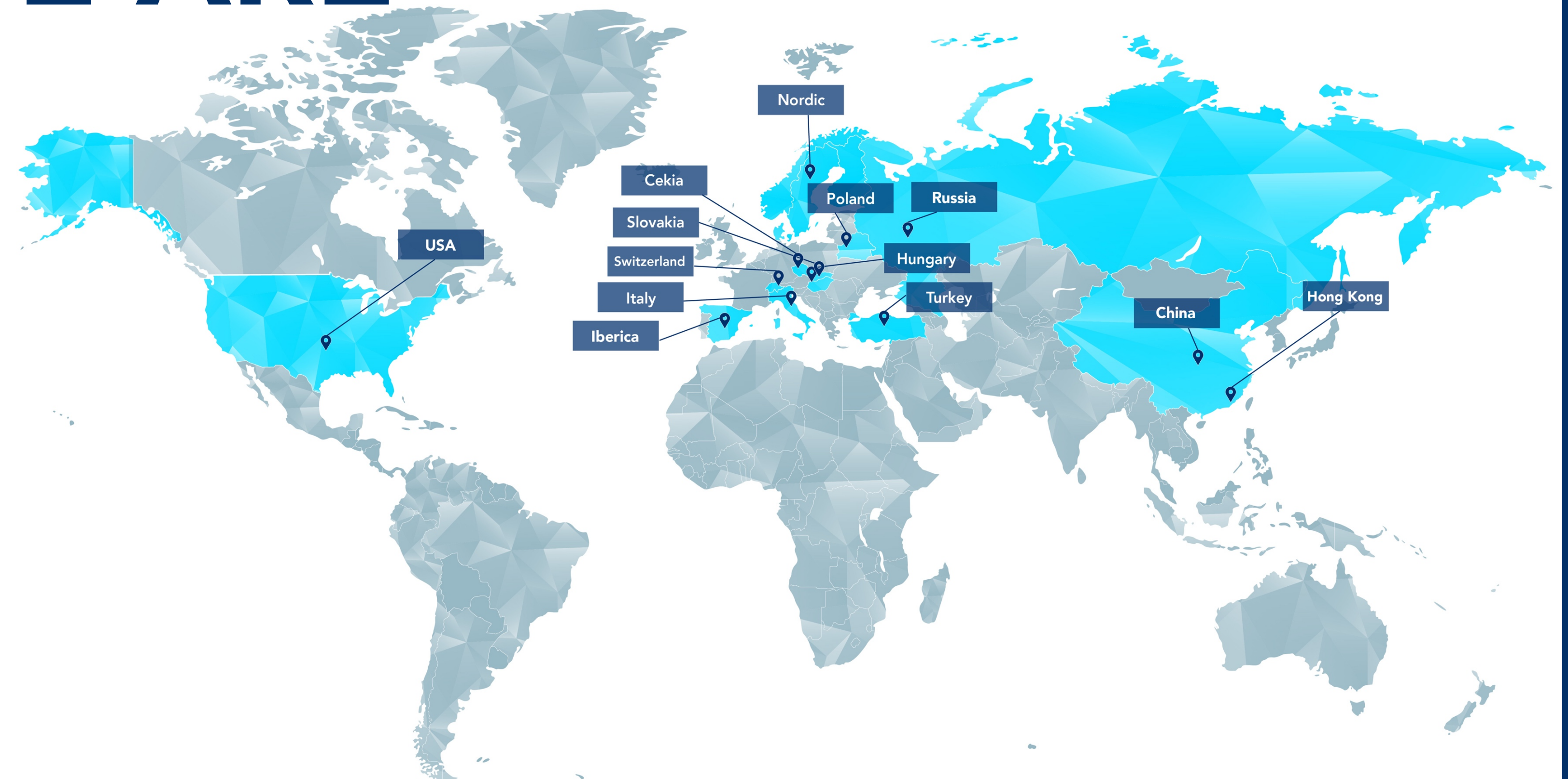


RESPONSIBILITY

For IBSA, **RESPONSIBILITY** towards the individual and the environment are values held strong at all levels in the company.



WHERE WE ARE



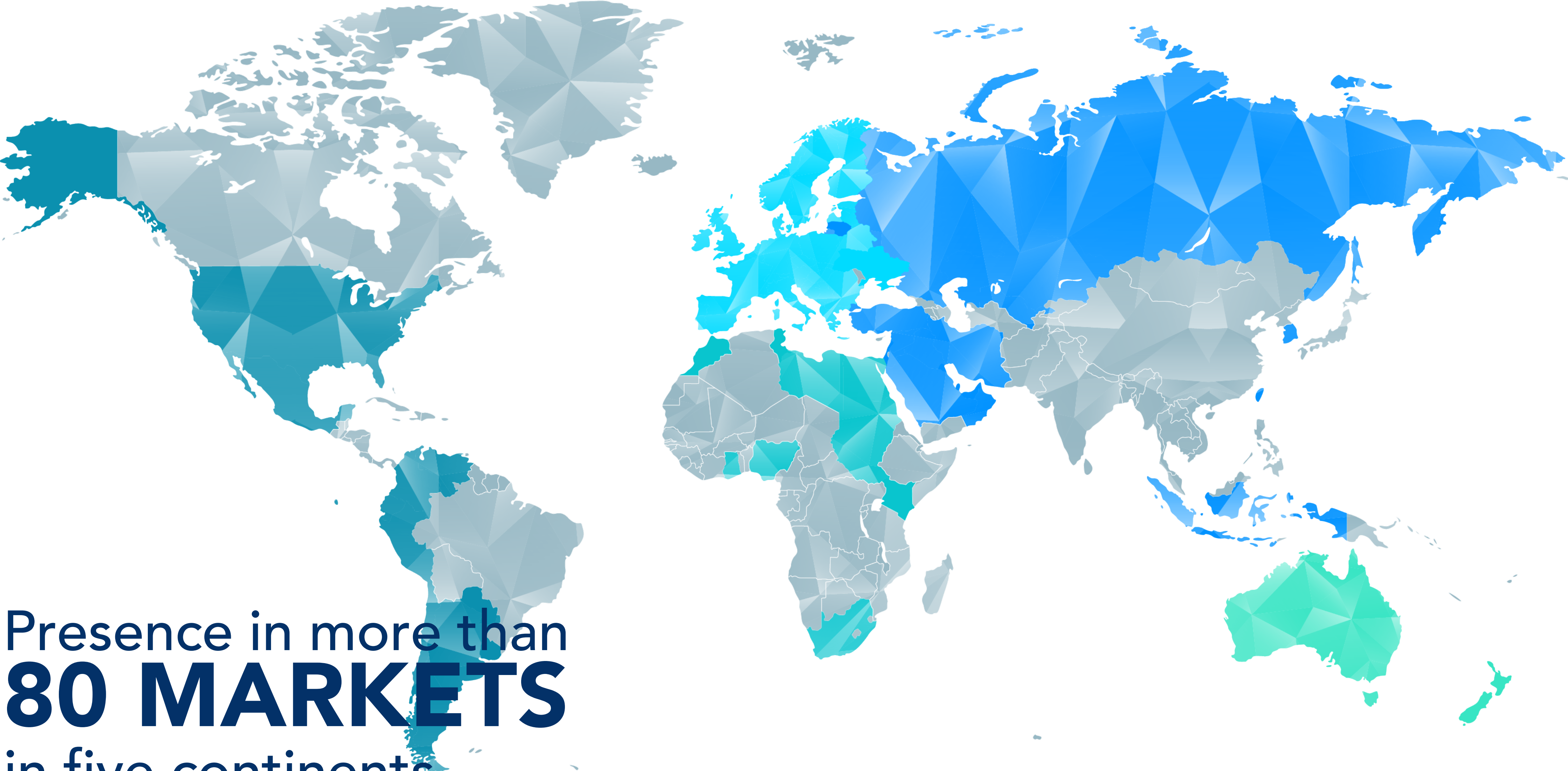
PRODUCTION AND WAREHOUSING

Lugano, Switzerland (13 sites)
Lodi, Italy (2 sites)
Quingdao and Rizhao, China

Strategic PARTNERSHIPS

Laboratoires Genevrier, France
Altergon, Italy

OUR DISTRIBUTORS



Presence in more than
80 MARKETS
in five continents

BUSINESS MODEL

VERTICAL INTEGRATION

IBSA manufactures all its products in-house under GMP conditions, and its production phases, are entirely controlled through vertical integrated processes

SUPPLY CHAIN AND QUALITY CONTROL

IBSA acquires the active ingredients from its branches, while the excipients and packaging materials come mainly from Europe. Suppliers adhere to the highest standards of quality in compliance with current regulatory requirements.

FOCUS ON EFFECTIVE THERAPIES

IBSA believes in the importance of placing the individual at the center and is strongly committed to the development of effective therapies to treat non-life-threatening illnesses, while making a significant impact socially, in terms of both cost and quality of life.

INTERNATIONAL PRESENCE

IBSA has established its presence worldwide through its local affiliates and strategic partnerships and currently has a global network in more than 80 countries.

IBSA SUSTAINABILITY COMMITMENT

IBSA is dedicated to acting responsibly in order to foster social advancement, reduce environmental impact and achieve long-term economic prosperity.

IBSA strives to generate value for a higher number of stakeholders by:

- offering more effective and safer products that meet the needs of doctors and patients;
- creating job opportunities within its own group and for business partners;
- contributing to innovation in healthcare;
- investing in its employees and their well-being;
- adopting good environmental and social protection practices.



CSR

Develops internationally and is promoted locally by creating projects and social activities that interpret the motivations and needs of the different areas in which IBSA operates. From this perspective IBSA has created 3 different Foundations.

IBSA Foundation for Scientific Research

A non-profit organization, founded in Lugano in 2012, fostering scientific research, the promotion of scientific knowledge and the education of young researchers through forums, fellowships and publications.

IBSA Foundation for Children

The main purpose is to run the Nido Primi Passi IBSA, a nursery for children aged 4 months to 4 years, created to give tangible support to IBSA employees in the Canton of Ticino. The nursery is also open to locals.

IBSA Foundation for the Employees' Pension Fund

Established in 1958, before pension funds became mandatory by law, aims to managing the pension fund resources of IBSA employees in the Canton of Ticino.

IBSA SUSTAINABILITY REPORT



2015



2018

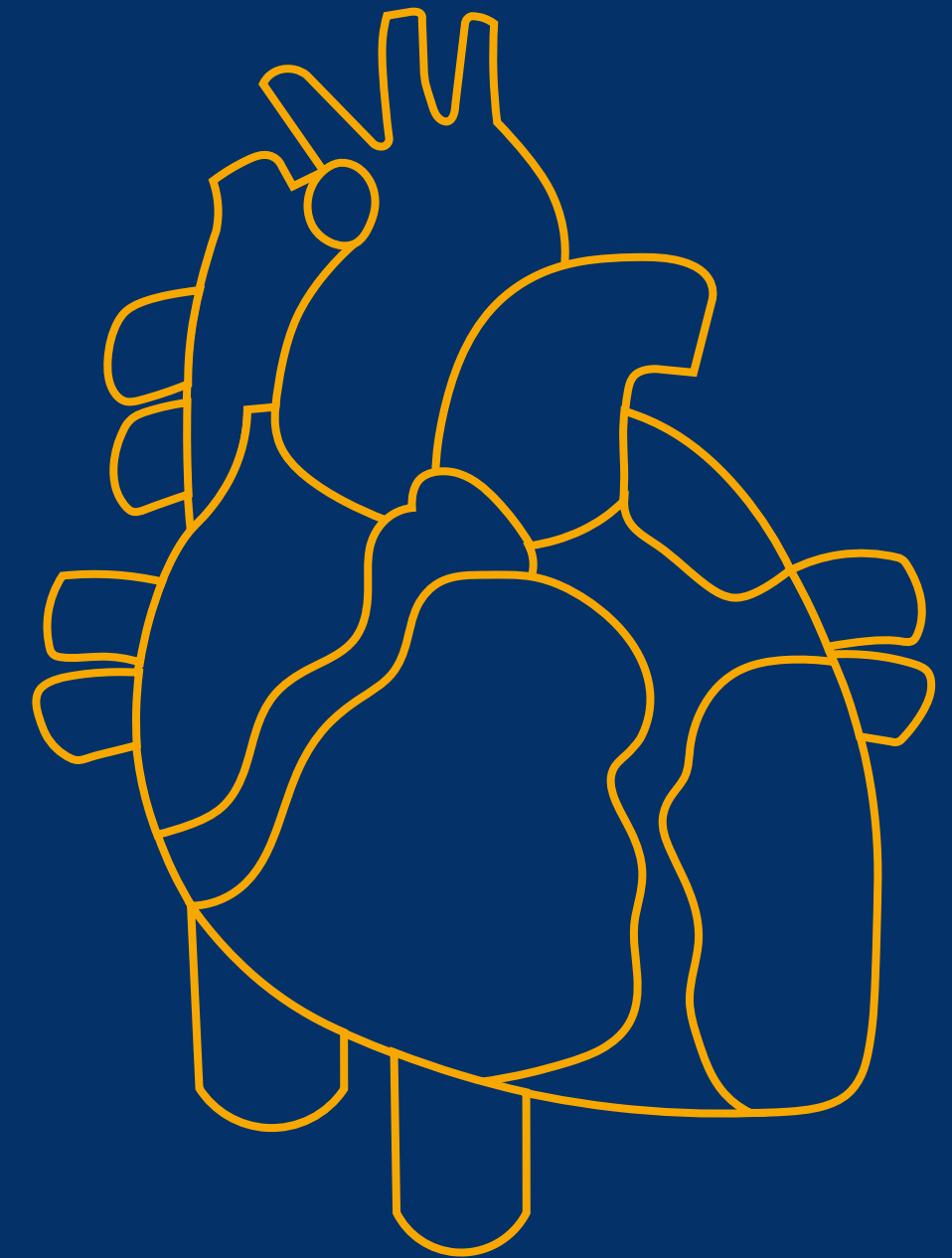
IBSA 10 main therapeutic areas

- 
-  cardiometabolic
 -  dermatology
 -  dermoaesthetic
 -  endocrinology
 -  human reproduction
 -  pain and inflammation
 -  respiratory
 -  osteoarticular
 -  urology
 -  consumer health

IBSA currently has 65 exclusive registered patents, while several other products and patents are being developed.

CARDIOMETABOLIC

IBSA has **recently launched a new range of products** designed to have a broad protective and preventive effect, by **controlling triglycerides and cholesterol** in particular and **focusing on the secondary prevention of heart attacks.**



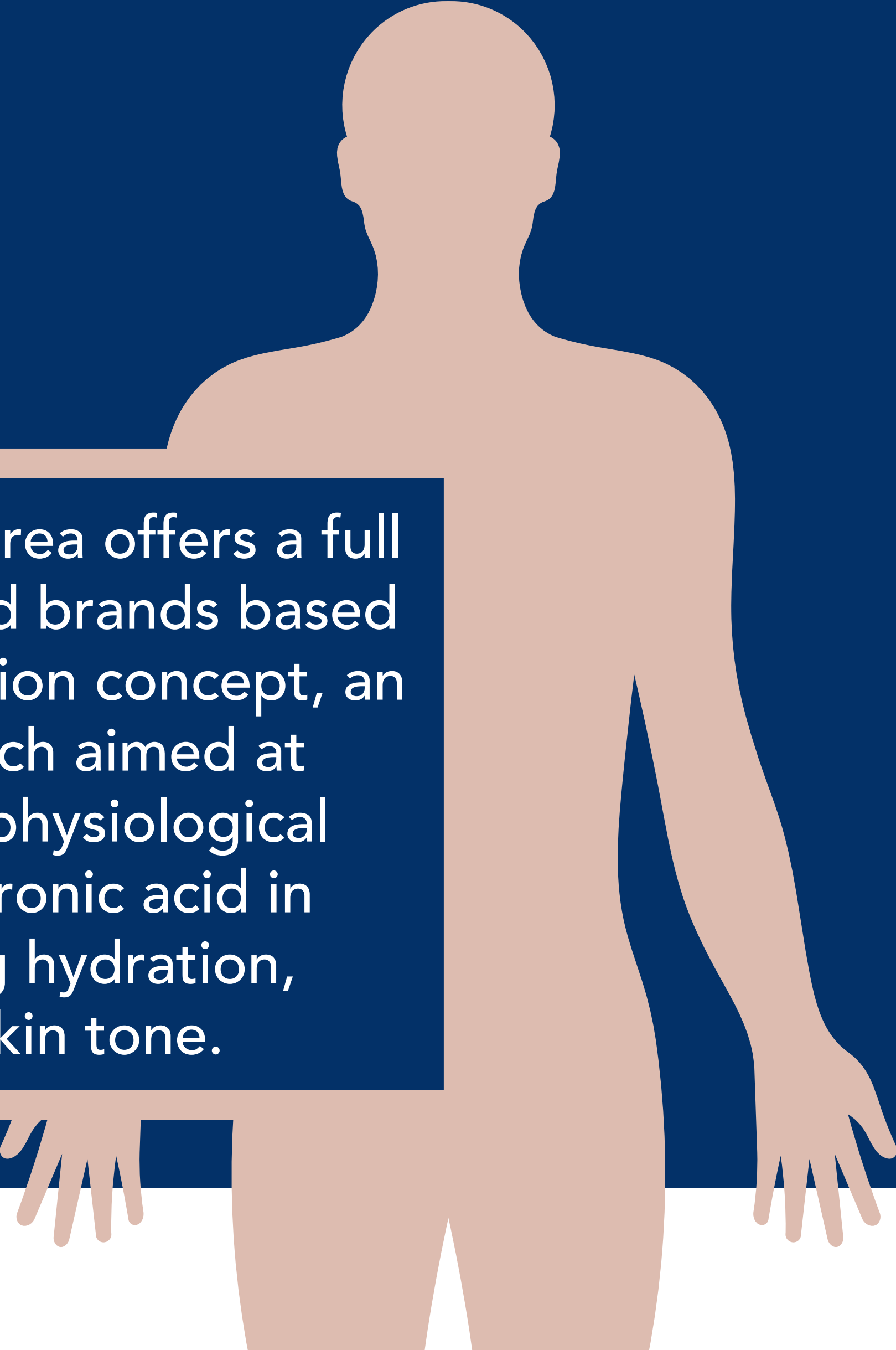
CARDIORAL[®] OMEGOIL[®]



IALUSET/IALUGEN® IALUSET PLUS/IALUGEN PLUS® BETESIL®

The IBSA portfolio includes innovative products for the treatment of psoriasis and other dermatological diseases.

DERMOAESTHETIC



The dermoaesthetic area offers a full range of products and brands based on the Hydrolift® Action concept, an innovative approach aimed at counteracting the physiological reduction of hyaluronic acid in the skin, restoring hydration, elasticity and skin tone.

VISCODERM®
PROFHILO®
ALIAXIN®

ENDOCRINOLOGY

IBSA has developed a new process for the production of the first and only liquid levothyroxine formulation for the treatment of hypothyroidism, available in soft gel (with a wide range of concentrations) and single-dose vials.

TIROSINT®



HUMAN REPRODUCTION

IBSA's portfolio in the field of fertility provides innovative and quality tools for controlled ovarian stimulation and support during the luteal phase within ART in medically-assisted procreation (MAP) programs.

FOSTIMON[®]
MERIOFERT[®]
CHORIOMON[®]
PROLUTEX[®]
CHROMOSCREEN[®]



PAIN AND INFLAMMATION

IBSA's best-selling product in this field is its non-steroidal anti-inflammatory (NSAID) patch for the local treatment of inflammation and acute pain caused by bruises, distortions and sprains.

FLECTOR[®] PATCH
AKIS[®]

RESPIRATORY

IBSA offers a full range of mucolytics, recently enriched with hyaluronic acid-based products to treat various respiratory problems.

SOLMUCOL[®]
YABRO[®]



OSTEOARTICULAR

IBSA's flagship product for osteoarthritis contains highly-purified pharmaceutical-grade chondroitin sulphate, extremely effective in treating pain and functional impairment due to osteoarthritis. IBSA has also developed a highly purified hyaluronic acid solution in a ready-to-use syringe for intra-articular injection to counteract pain or reduced mobility.



CONDROSULF[®]
SINOVIAL[®]
SINOVIAL[®]HL

IBSA has created a product to combat the effects of interstitial cystitis that, combining hyaluronic acid and chondroitin sulphate, plays an important role in maintaining the structural integrity of the tissues and can prevent serious damage to the inner lining of the bladder wall, favouring the healing process.

IALURIL®
IALUNA®
SILDENAFIL IBSA



CONSUMER HEALTH

IBSA has developed a wide range of supplements to face the challenges that the human body is exposed to every day.

CEROXMED®
ZCARE®
NEOVAXITOL®
DAIGO®



IBSA Headquarters
Lugano, Switzerland

IBSA Group

IBSA Switzerland
IBSA Italy
IBSA Hungary
IBSA China
IBSA Slovakia

IBSA Turkey
IBSA Poland
IBSA Scandinavia
IBSA Russia
IBSA USA

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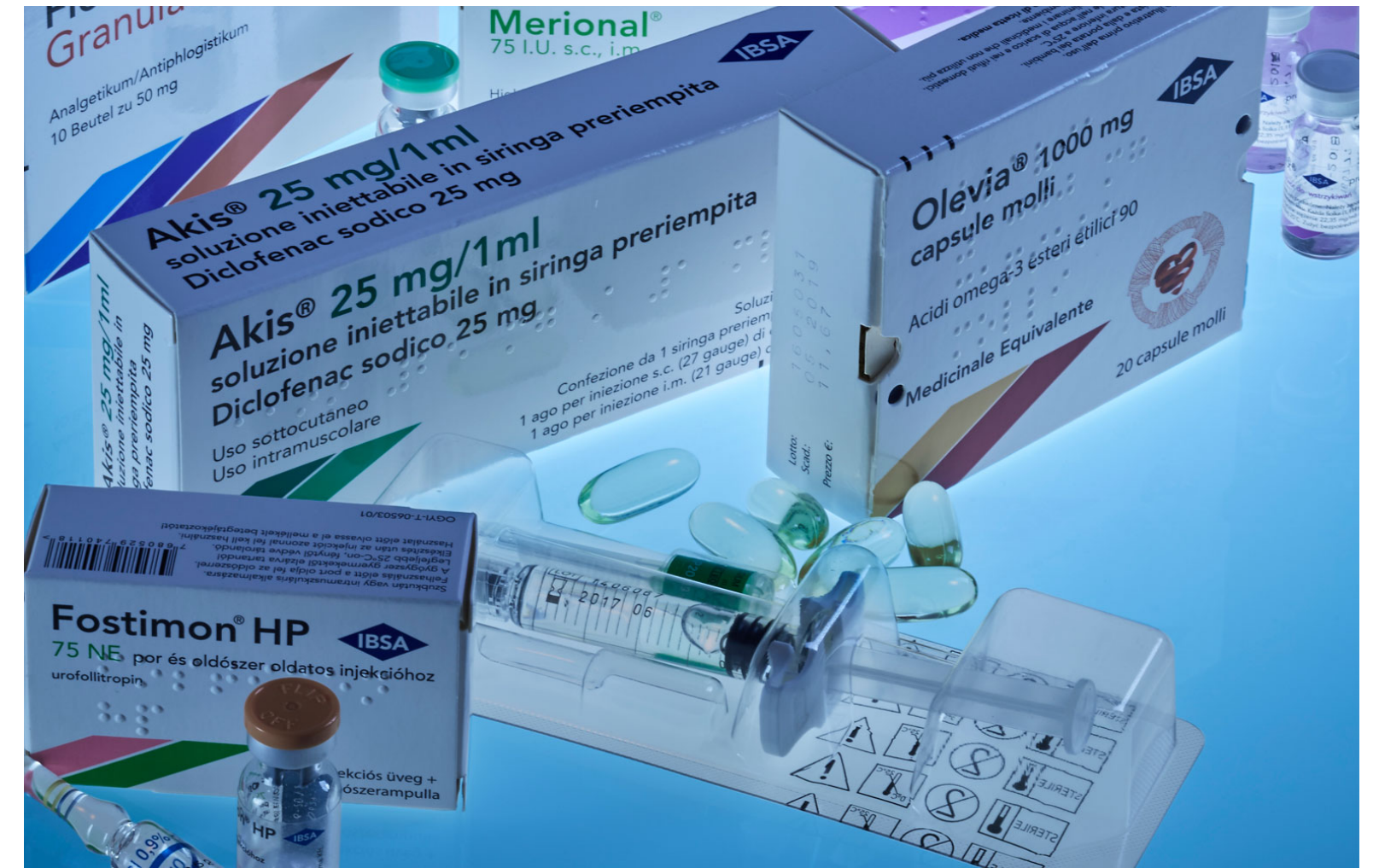
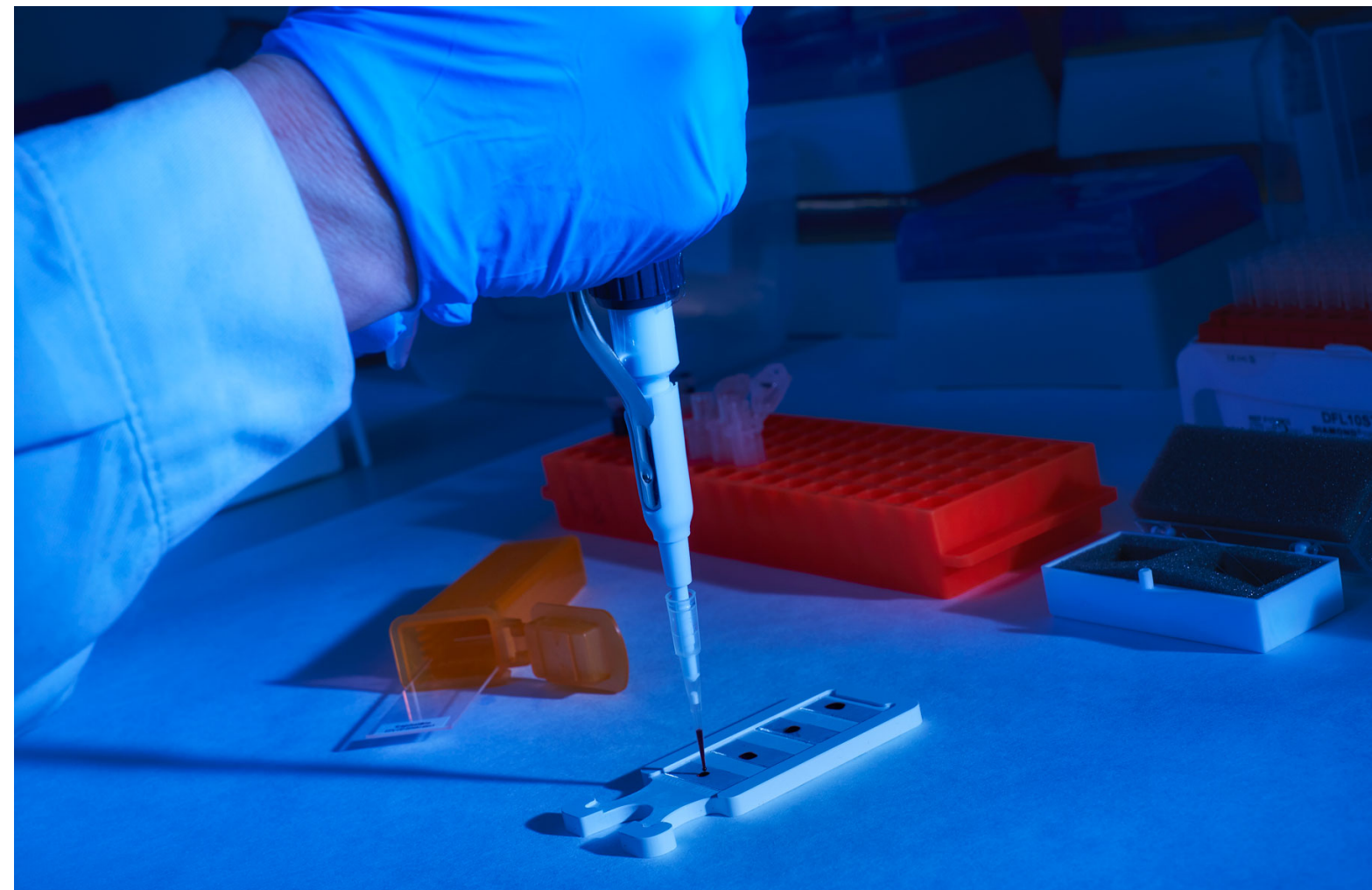
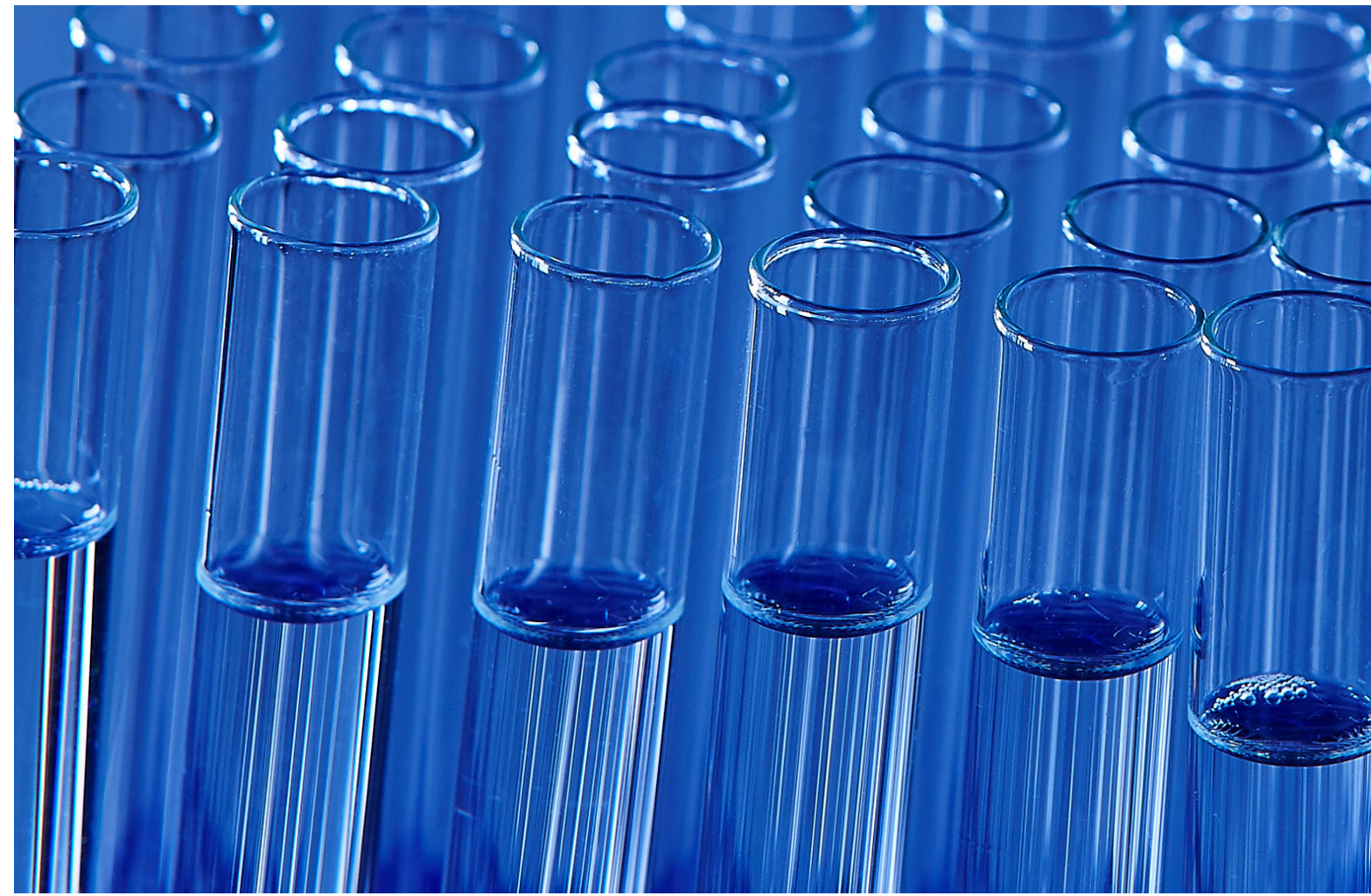
IBSA Group

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