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1 What are three factors you encourage brands to ask about to help them select the ideal manufacturing partner?

IBSA is the ideal partner to serve other companies in the pharmaceutical and nutraceutical industry thanks to its consolidated experience, industrial capacity and proprietary state-of-the-art technologies, that allows the group to

provide comprehensive services from drug development to drug manufacturing for EU and non-EU markets.

IBSA is present with its products in over 80 countries in 5 different continents, with 20 subsidiaries, in Europe, China and the United States, and employ 2,000 people in its headquarters, branch offices and manufacturing sites. IBSA holds 82 registered patents and an yearly production of 60 million packs of finished products.

2 What services and capabilities do you provide to brands looking to launch a product to market?

IBSA provides a complete service consisting of: 1. product concept and pre-formulation; 2. formulation and process development; 3. development and validation of the analytical method; 4. pre-clinical investigation; 5. pilot and scale batches; 6. clinical batches; 7. studies and stability test; 8. scientific and regulatory

assistance.

In particular for nutraceutical market IBSA offers two specific innovations, suitable to satisfy every formulative need:

- the PEARLtec technology, a process for obtaining softgel that makes it possible for a liquid matrix, in a suspension or a gel, to be incorporated into a tasteless and odourless gelatine capsule. Easy and practical to swallow, it improves both the oral intake of the medicinal or supplemental product and patient compliance. PEARLtec technology permits the realisation both of medicines and nutraceuticals in a vast range of forms and colours.
- the Orodispersible Films: available in a variety of polymers, they represent a brand new concept in the oral administration of medicines and supplements, overcoming the need for either water or swallowing. They take the form of small, thin, flexible sheets,

that, when placed inside the mouth, dissolve rapidly in contact with saliva releasing their active ingredients very rapidly. This new form of administration offers a wide range of possibilities to differentiate the product in the nutritional market.

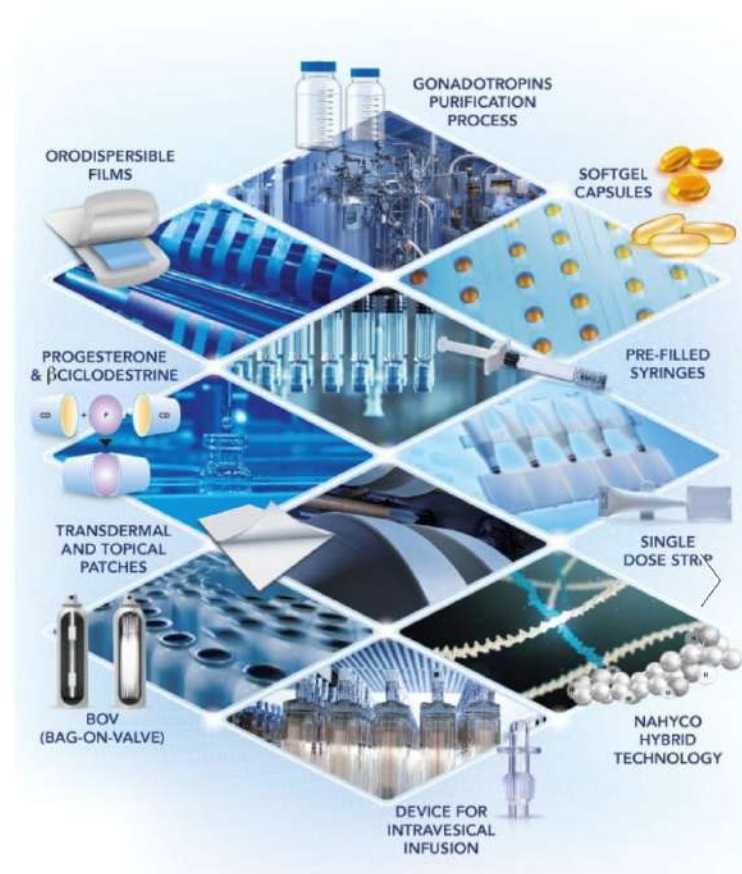
3 What measures does your company have in place to achieve high quality and compliant production?

In order to guarantee the safety of our products and their compliance with quality, environment and health laws and regulations, we conduct continuous internal audits and our manufacturing sites are inspected by the National Regulatory Authorities of the countries (in UE and extra-UE) to which we export our products.

Moreover, each manufacturing site is dedicated to specific product ranges, in compliance with the separation of productive processes principle: a strategy that has made it possible to obtain certification by the most stringent regulatory authorities, as demonstrated by the approval of IBSA products in the United States.

4 How do you define your company's value proposition as a manufacturing partner?

A comprehensive and tailored service, the flexibility in dealing with the partner's needs and the commitment to work side by side with clients are the differentiating points of IBSA's contract manufacturing offer.



Technologies in effective shape