

5 minutes with ... Dario Vettese, Executive Director, Pharma Europe, Selectchemie AG

– Dario, we first met in December 2017 at the opening of Interchem (Odessa, Ukraine) new facilities – and now at CPhI WW in Madrid. Please, introduce your company to readers of Pharmaceutical Industry Review magazine.

Selectchemie is an independent Swiss company serving the pharmaceutical and human nutrition industries since 1969 as a premier supplier of high quality ingredients.

Worldwide, the Selectchemie group can rely on over 120 experienced employees to provide our customers and principals with tailor-made, individual solutions. Our company is headquartered in Zurich with 85 commercial and scientific experts and serves as a hub for our global presence in 16 countries.

Selectchemie is a full service provider that stands aside customers from the early stage screening to the final launch of a pharmaceutical product. We provide value added service in supply chain, regulatory/registration, quality management, financing, sourcing & evaluation and stock management.

Quality is the core of our operations. In addition to being ISO 9001:2015, ISO 22000:2005 and GMP/ GDP certified, we act according to the responsible Care Guidelines and follow high ethical standards. Latest IT infrastructure together with a solid financial base make us your strong partner for highly efficient, long-term oriented solutions.

Customers can rely on 50 years of business experience and a team of competent professionals combined with a streamlined organization to address their individual challenges.



Dario Vettese, Executive Director, Pharma Europe, and Ludmila Shevchuk, Area Sales & BD Manager Pharma Europe, Selectchemie AG

– Do you just supply high quality ingredients – or do you assist your clients in market evaluation and product developments as well?

Sustainable success essentially depends on the ability to adapt and make use of changes in highly dynamic markets with continuous innovations. We unite know-how of innovative production technologies, molecules and ingredients and thriving markets to find new solutions for our customers success. For example, linking up-to-date knowledge about drug molecules going off-patent with changing market needs, allows us to give assistance in evaluation and development of high-potential op-

portunities for pharmaceutical companies.

Our scientific and commercial experts are passionate about innovations and will support you with the latest know-how and an extensive network.

To keep up with new technologies and a changing marketing environment, products need to be continuously optimized or newly developed. Our experienced business development team is constantly searching for partners for development, registration and marketing of generic formulations for human and veterinary medicines. Selectchemie builds an extensive network with customers, manufacturers, dossier develop-



ers, CMO's as well as license holders to deliver tailor-made solutions to the market.

– What is the role of your company in Supply Chain Management and Project Management?

An efficient and reliable supply chain is a key factor for transforming ideas into successful products. We hold business partnerships with established service providers along the value chain of our customers. Combined with our process know-how and our warehouse and logistics infrastructure, we ensure efficient supply chain management as well as just-in-time launch management.

Selectchemie is your partner from the idea to the market - from dossier development through strategic sourcing and regulatory affairs to marketing and supply.

Project management is more than just administration, it is essential for an efficient, focused and successful product on the market. Our experts support you in establishing a comprehensive, transparent project management setup, including consulting for intellectual property (IP), risk management and global marketing of dossiers and market authorizations.

We are continuously advancing the development and registration of dossiers as well as establishing our active pharmaceutical ingredients (APIs) in the global market. For an updated list of ongoing dossiers projects, please refer to our website www.selectchemie.ch.

– What is your offer for pharmaceutical manufacturing companies?

First of all, we offer Active Pharmaceutical Ingredients (APIs). We do not work by product lists, we want to work on a focused, individual basis. That is why we put our exclusive partners and our customers in the center of all our activities.

We can cover all the major therapeutic classes and have an extensive experience in handling controlled substances, which is a very regulated area in itself. By carefully evaluating and auditing our suppliers and their services, we guarantee maximum quality, performance and regulatory safety. We always have the long term target in our focus rather than going for the low hanging fruits.

Excipients is another important business area for us. Selectchemie offers a wide product range, including binders, disintegrants,

hydrocolloids, coatings, surfactants, preservatives, minerals, sugar substitutes and sweeteners, pellets, pre-processed and directly compressible materials. All from exclusive distribution partners.

Our in-house formulation support will provide customers with practical advice for their formulation projects, helpful literature as well as trial material for evaluation and tests.

– Thank you very much for this interesting information. Looking forward to learn more about some particular products which are of interest for manufacturers in developing markets in the nearest future. And we use this opportunity to wish your company a successful year. ▣



Contact information:

Selectchemie AG

Ludmila.shevchuk@selectchemie.com

Dario.vettese@selectchemie.ch

