

COMPANY PROFILE FORM	
Name	<b>Galenica S.A.</b>
Short profile	<p>Established in 1974, GALENICA S.A, the first Greek pharma company focusing on ethical products, has succeeded in capturing a considerable position in the Greek pharmaceutical market, in less than a decade, having an average turnover of over €70M over the past 3 years. The company has a wide range of successful products in various pharmaceutical specialties, such as: gastroenterology, cardiovascular diseases, vertigo &amp; vomiting, dermatology, oncology, analgesics-inflammation, haematology, cough &amp; cold, E.N.T. &amp; respiratory, vitamins and minerals, etc., thus ensuring a well-balanced portfolio.</p> <p>GALENICA is an extrovert and dynamic company. In addition to registering and developing three or more new products per year, it keeps on improving its organisational infrastructure to enhance its future development. The company has several co-operation agreements with partners outside Greece. Those include out-licensing agreements allowing the company to enter promising markets as well as joint development agreements for the development of novel products with comparative advantages. Galenica is one of the first companies to focus on international licensing agreements since its creation and also one of the first Greek pharma companies to introduce biotechnology drugs in the Greek market.</p> <p>The company normally obtains exclusive marketing authorization rights for its in-licensed products (and occasionally co-marketing agreements), not only for the Greek market but also foreign ones (especially those of Cyprus and the Balkans). Whenever possible, GALENICA aspires to manufacture most of its own products in its own production plant. The production unit occupies a space of 4,000 square meters out of an area of 12,000 square meters and all products are produced according to EU and International standards and regulations, under a process entirely specified by Good Manufacturing Practices (GMP). GALENICA can manufacture a wide range of different pharmaceutical products, by using advanced technology and precision equipment. This directly reflects to the remarkable productivity rates achieved so far, which, along with the Total Quality Management orientation, ensure the quality of the following pharmaceutical preparations:</p> <ul style="list-style-type: none"> <li>- Dry formulations (tablets, capsules, coated tablets, sachets, effervescent tablets)</li> <li>- Drinkable solutions (syrups, suspensions, drinkable vials)</li> <li>- Injectable solutions (aseptic and terminally sterilized ampoules)</li> <li>- Ointments and creams</li> <li>- Sprays</li> </ul> <p>GALENICA has out-licensing agreements with companies in 4 countries and ibutin is currently being evaluated in 4 countries, with a budget of €700.000. Business partners among others include Eisai (Former Ligand Pharmaceuticals, San Diego, California), the Medicines Company (Parsipanny, NJ), United Therapeutics (Silver Springs, MD), NuPharm (UK), Idifarma (Spain), Progenika (Spain).</p>
Research and Development Activity:	GALENICA is continuously developing its existing products, with a view to offering patients improved and more effective formulations. The company currently focuses on Phase III clinical development of Ibutin 300mg sustain release tablet and Dimenhydrinate Fast Dissolved tablet.
Partner search with activity in the following research areas:	Pharmaceutical development Clinical development

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