

Actelion: A Success Story

Actelion: Una Historia de Éxito

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Abstract

Actelion is a biopharmaceutical company with its corporate headquarters in Allschwil/Basel, Switzerland. Although, only founded in 1997, Actelion has become Europe's largest biotechnology company employing more than 2200 staff and has subsidiaries in more than 25 pharmaceutical markets including the United States, Canada, Brazil, Australia, Japan, Switzerland and a number of EU countries.

Actelion's spectacular success has been driven throughout by a set of strategic principles that drive performance, core values that define the culture and key strategic components that drive growth. A focus on the discovery, development and commercialization of synthetic, small-molecule drugs has provided a rich pipeline of innovative treatments to serve high unmet medical needs. In particular, Actelion scientists were among the first to work in the field of endothelin receptor antagonists, including its lead product, Tracleer®.

This presentation will focus on:

- The secrets of Actelion's success
- How ambition was translated into reality
- Actelion's marketed products providing leadership in PAH
- The approach to Drug Discovery and the focus on high unmet medical needs
- The scale and breadth of Clinical Development

Keywords: biotechnology, company, pharmaceutical, market, clinical development