



## Acino Contract Manufacturing Overview

Felix Faupel

Global Key Account Manager, Contract Manufacturing







# Technology we're proud of

We have the know-how, technology and infrastructure to support you achieving your needs.

Our in-house engineering team has the experience and know-how to be able to adapt or bring in technology solutions quickly.

We continue to invest in a range of technologies, capabilities and company structures to stay competitive.

We are ready for serialization; not only bringing it in before market deadlines, but ensuring we can easily scale to future products.

>50

Years experience  
in pharm. manuf.

10

multi-national  
pharma customers

>60

Countries being supplied  
with our products

27

small-medium sized pharma  
customers





## Quality in all we do

Our Quality Mindset is founded in our Swiss heritage.

We meet and exceed the highest standards for our products, as well as using our own quality culture to continually improve our offer.

Our global Quality strategy that covers all aspects of our business, from the relationships we develop to the products we deliver.

Our Quality Policy greets every visitor and employee in every site entrance in Acino.

**100%**

Passed audits &  
HA inspections

**3**

Health Authority  
audits in 2016

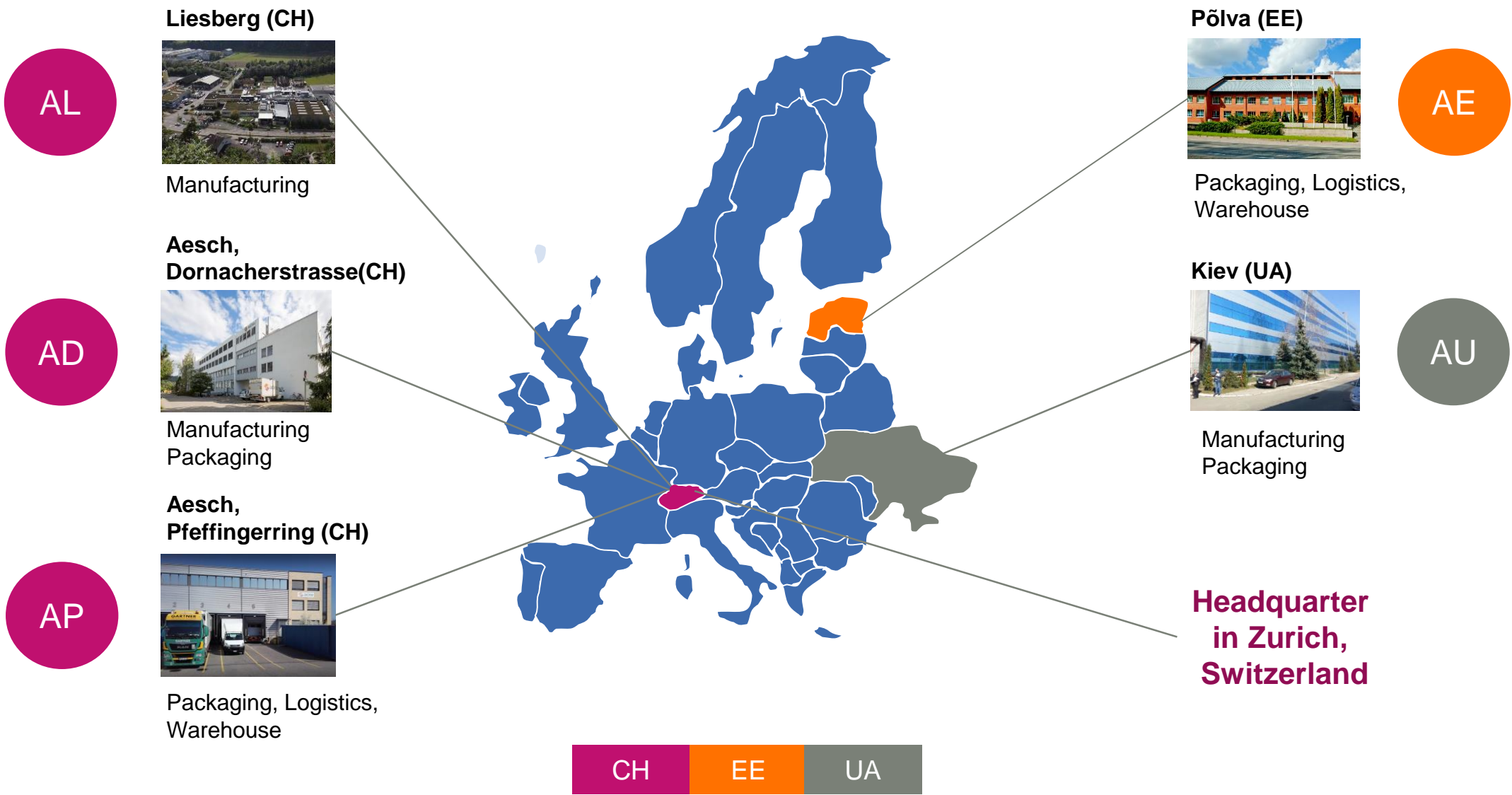
**17**

Customer audits in  
2016

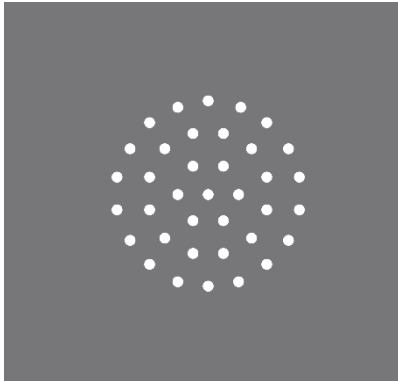
**224**

Quality employees in  
2017

# Our global CMO presence

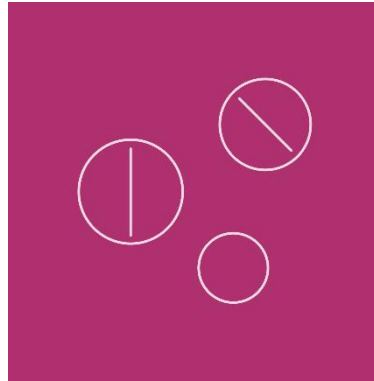


# Our Offering - Overview



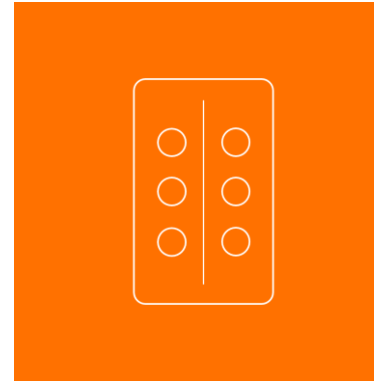
## Granulate/Pelletization

- Granulation
- Extrusion
- Spheronization
- Direct pelletization in Fluid Bed Process
- Fluid bed granulation
- Aqueous & organic granulation
- Dry granulation



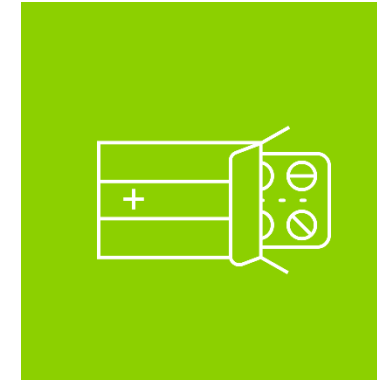
## Oral Solid Dosage Bulk

- Modified-release Tablets (MUPS & Matrix Tablets)
- Film- or Dispersible-Tablets
- Printed Tablets
- Modified-release Capsules (MUPS)
- Capsules
- Micro-tablets in Capsules
- Narcotics & broad-spectrum antibiotics



## Primary Packaging

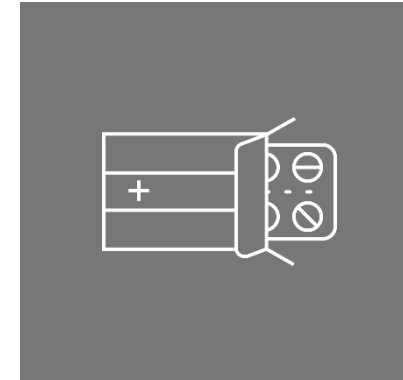
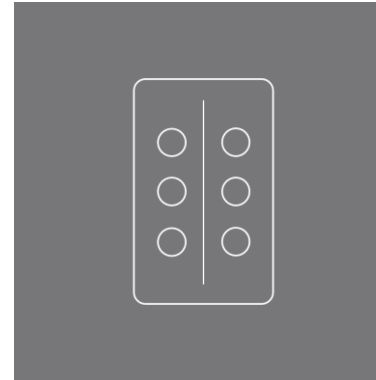
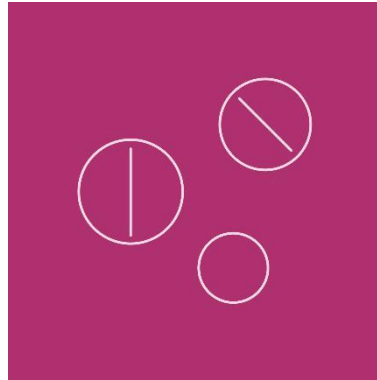
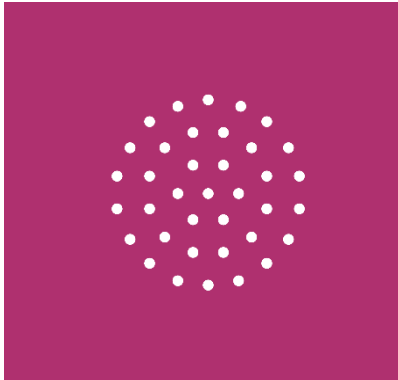
- PVC/PVDC
- Alu/PVC
- Alu/Alu
- Narcotics packaging (AP & AE)
- Highly actives packaging.
- Bottles (Glass, plastic, aluminum) with different caps (push-on, screw, snap safe, desiccant capsules)



## Secondary Packaging

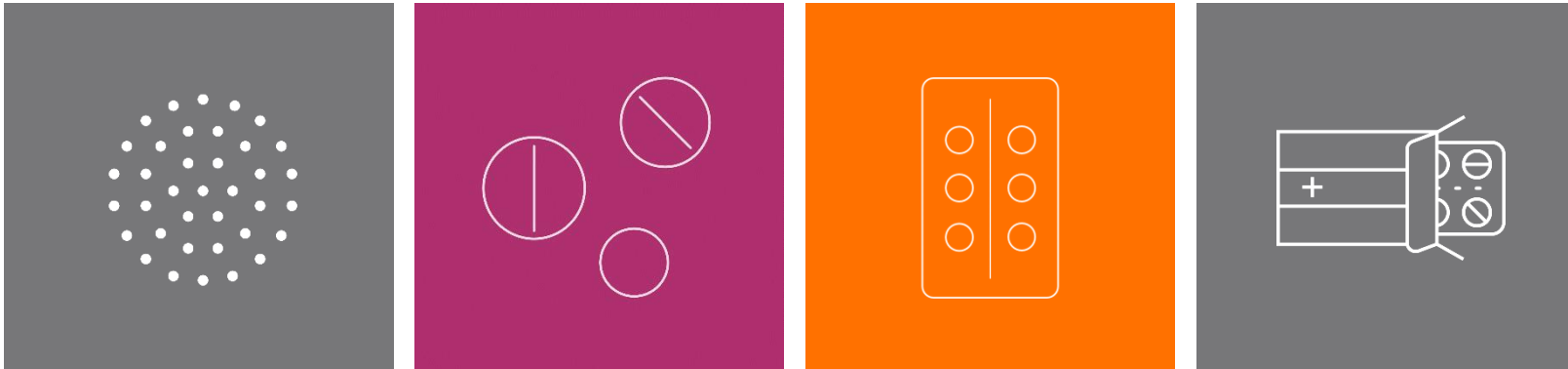
- Standard secondary packaging (for packs & bottles)
- PIL-packages
- Artwork management
- Serialization (starting from Q3 2018)
- Warehousing & logistics

# Our flexibility – your choice



Due to our flexibility, our customer can choose the right set-up for their supply chain. Our team will assist our customers to choose the perfect solution.

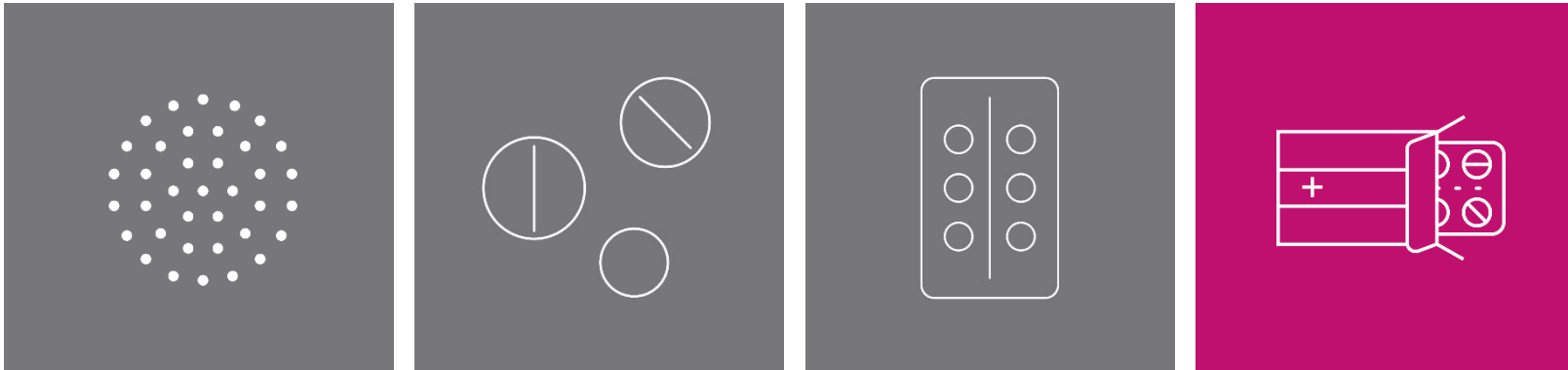
# Our flexibility – your choice



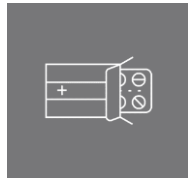
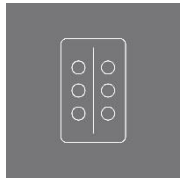
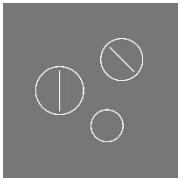
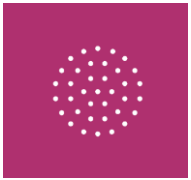
Due to our flexibility, our customer can choose the right set-up for their supply chain. Our team will assist our customers to choose the perfect solution.



# Our flexibility – your choice



Due to our flexibility, our customer can choose the right set-up for their supply chain. Our team will assist our customers to choose the perfect solution.



# Granulation

- Pelletization:
  - Granulation / Extrusion / Spheronization
  - Direct pelletization in Fluid Bed Process
- Wet granulation:
  - Fluid Bed Granulation
  - Aqueous & organic granulation (Isopropanol & Ethanol / with recovery of organic solvents)
- Dry granulation
- Our offerings:
  - Pellets
  - Granulates.

10

Fluidized Bed  
Granulator in CH

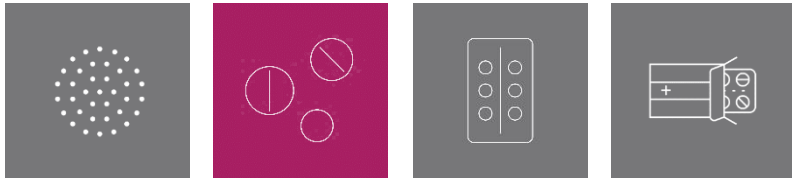
350 t

of pellets & granulate  
produced in 2016



available at





## Bulk Production

- Focus on hard-to-make generics & niche-technologies
- Suspension layering & modified-release dosage forms
- Strong expertise in narcotics & broad-spectrum antibiotics production
- Our offerings:
  - Modified-release Tablets (MUPS & Matrix Tablets)
  - Film- or Dispersible- Tablets
  - Printed Tablets
  - Modified-release Capsules (MUPS)
  - Capsules
  - Micro-tablets in Capsules.

**3bn**

bulk units capacity  
in CH

**up to 900k**

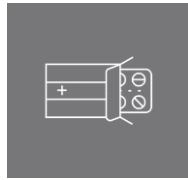
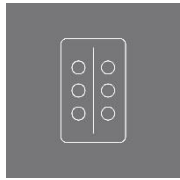
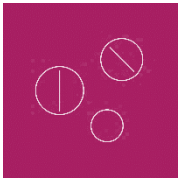
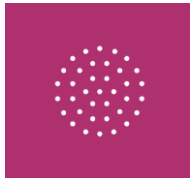
tablets/h



available at







## Manufacturing at scale

- Small scale to large scale batch sizes (50'000 – 4'000'000 units)
- Process Optimization
- Support in late stage development & product launch
- Support in product transfer
- Our offerings:
  - Granulation / Pelletizing
  - Encapsulation
  - Compression
  - Coating.

**300 m<sup>2</sup>**

floor space

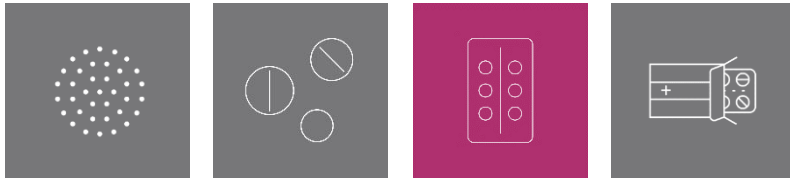
**2-2'000 kg**

Batch size



available at





# Primary Packaging

- Price competitive:
  - High speed lines in AP for larger batch sizes
  - Low-cost packaging in AE for small batch sizes
- Transport to AE under GDP conditions and in full responsibility of Acino
- Our offerings:
  - PVC/PVDC
  - Alu/PVC
  - Alu/Alu
  - Narcotics packaging (AP & AE)
  - Highly actives packaging.
  - Bottles (Glass, plastic, aluminum) with different caps (push-on, screw, snap safe, desiccant capsules)

133 mio

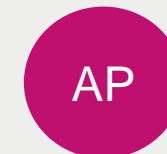
blisters packed in  
2016

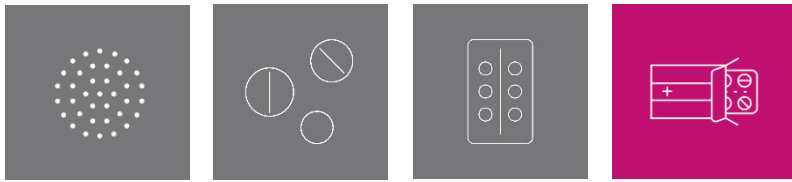
5'250 km

of aluminium foil used in  
2016



available at





## Secondary Packaging

- Batch release according to customer wishes
  - CH batch release in AP
  - EU batch release in AE
- Transport to AP under GDP conditions and in full responsibility of Acino
- Serialization/UI & tamper evidence implemented and running in AP. Acino wide implementation within Q3 2018
- Our offerings:
  - Standard secondary packaging (for packs & bottles)
  - PIL-packages
  - Artwork management
  - Serialization

40 mio

packs shipped in  
2016

~ 1'000 km

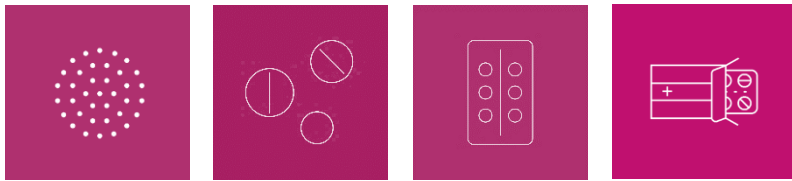
high tower of all packs  
shipped in 2016



available at







## Additional Services

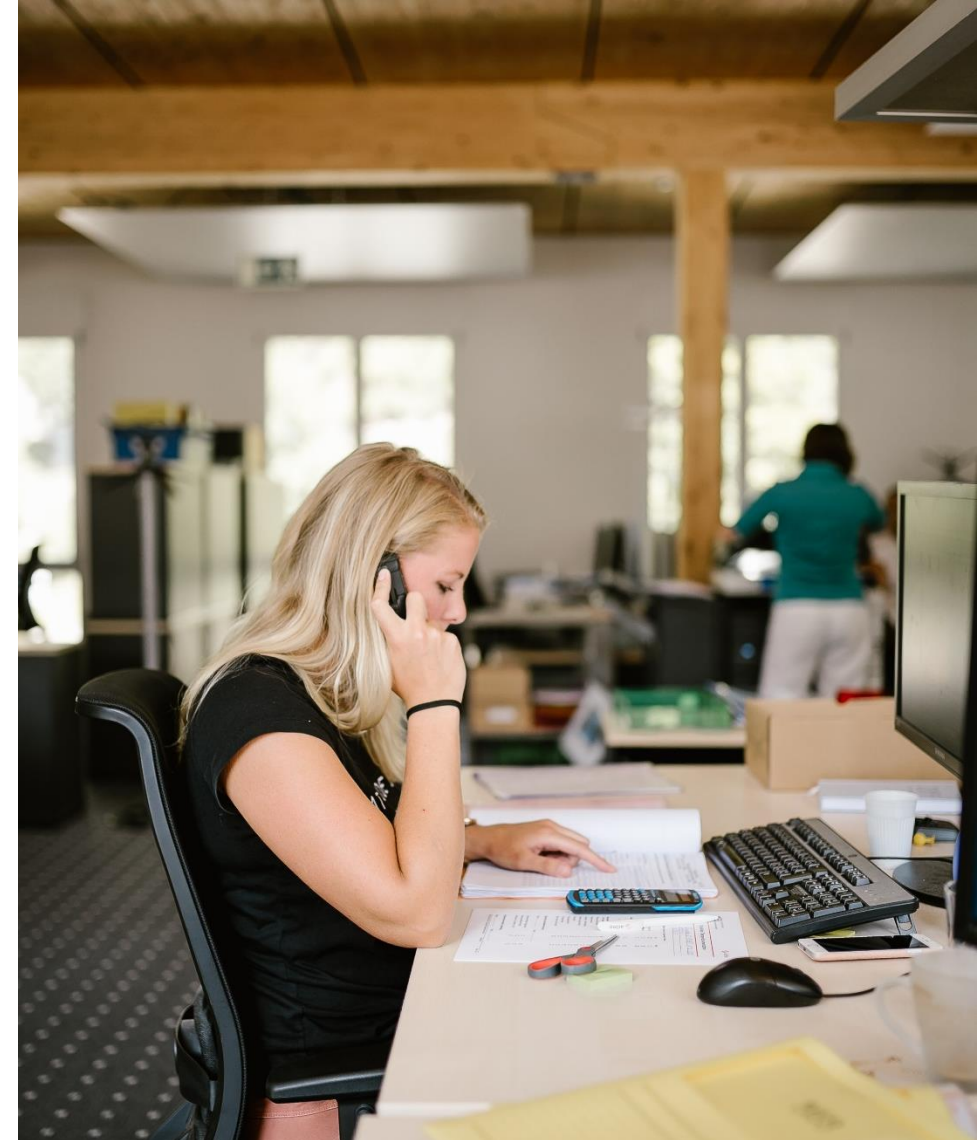
- Acino can be your **full service CMO**:
  - Worldwide API/raw material/FDF sourcing (incl. qualification of supplier)
  - Warehousing & distribution services
  - Regulatory assistance
  - Process optimization
  - Additional QC Services for customers

2'303

Own global  
registrations

300

Qualified suppliers in 2017



available at





# Your partner from wish to product

When you engage Acino, you are getting a true partner.

We think this starts with transparency and right expectations – before we go in to business together we make sure we understand your means in full. Our team will then propose the best options.

We know how situations can change within a minute, so we commit to highest flexibility in our offerings, services and in our every-day work to meet our customer's demands & expectations

100%

Clarity on contact  
persons

1

Dedicated CMO  
Account Manager

100%

Commitment

up to 4

status calls per month



# Project Management that goes beyond

Our project management goes beyond the technical realization of your project: By assuring fairness and transparency in our project proposal, we keep an eye on your budget and timelines.

The key to a successful project is a good planning – we strive for close collaborations and open communication with our customers directly from the start to make it work right from the beginning.

With our long-term experience in manufacturing of oral delivery forms, knowledge of your target markets & regulatory excellence, we can advise our customers in many aspects to make your project a success.



14

Transfer-projects in  
2017

max. 1

month from RFQ to  
offer

~ 6 – 8 m

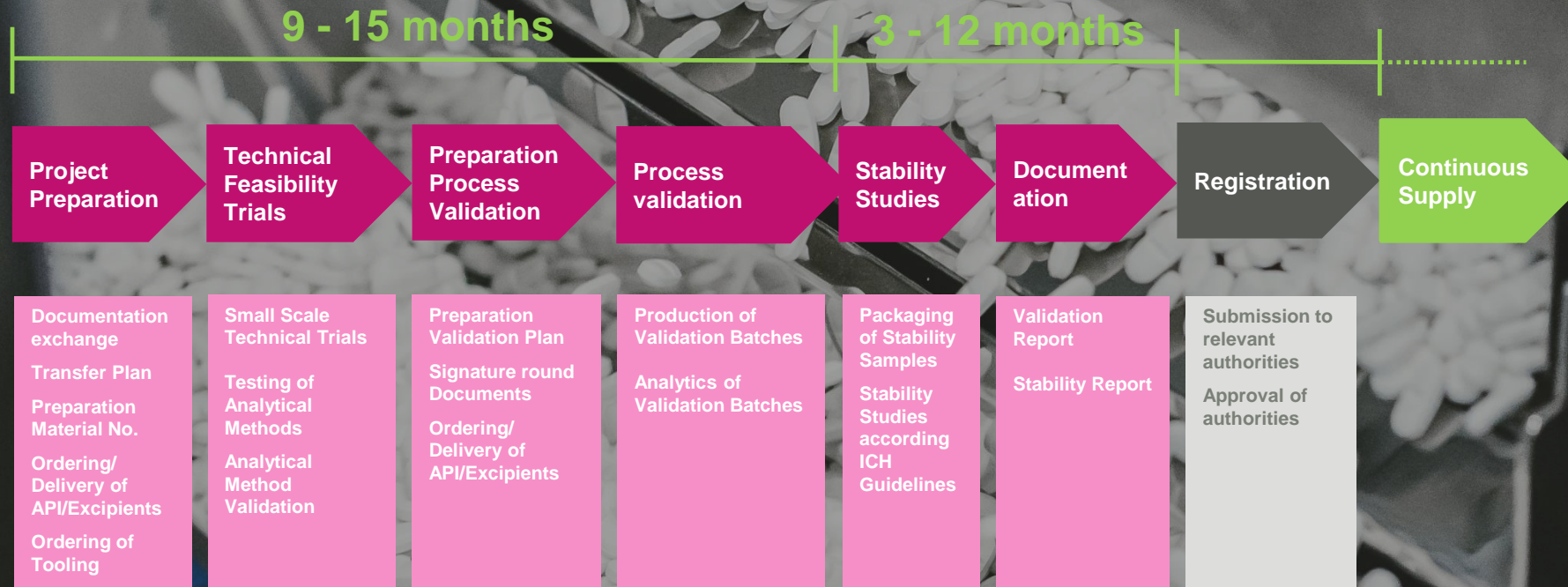
duration of a packaging  
project

~ 1 – 1.5Y

duration of a bulk project  
(until final. of validation)



# Acino Transfer Projects





# Swiss time



>99%

OTIF target

1

Dedicated CMO Global  
SC Manager

99%

Batch-release on  
time

370

GDP European road  
transports with partners

As a Swiss company, we make a commitment to the deadlines and we agree with our clients on OTIF KPIs.

## When we know, you know

In contract manufacturing there are times when we face challenges and it's times like this that you need a reliable partner.

If deadlines are ever at risk we will inform you as soon as we know and give you a clear overview of the situation.



# Why work with us?

**Open, transparent & pro-active communication**

**Swiss Quality**

**Flexibility**

**Technology &  
Know-How**

**Stable Supply  
Chain**

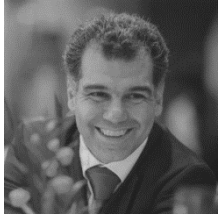




Our Liesberg Team



# Your contacts within Acino



**Timo Taghizadeh**

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**Felix Faupel**

**Global Key Account Manager CM**

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**Thank you for  
your attention!**

Our Quality  
Our Technology  
Our Flexibility

**YOUR BENEFIT  
YOUR CHOICE**



**acino**

Contract Manufacturing