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COMPANY PORTRAIT

PHARMA PACK SOLUTIONS **AT YOUR SIDE**





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PREFACE

How do we continue to find value-added solutions for the challenges that lie ahead? Through an innovative spirit and our will to a bit more service than what is expected of us!

Our goal is to be your first point of contact for all components of secondary packaging in the pharmaceutical industry. Through active listening and the continuing quest to be among the best performers in our industry in Europe, we have expanded our product range and service portfolio, specifically geared to your needs, in order to create solutions with real added value.

The best performer can only be the one who keeps the big picture in view. Our corporate values are directed at sustainability, and our corporate strategy, with its pillars of operational excellence, innovation and internationalisation, takes this principle into account by combining the responsible use of human and natural resources, with efficiency in our internal and external processes, and a consistently forward-looking attitude. All these points together make up our company philosophy.

We are convinced that this guiding principle has contributed significantly to the over 130-year existence of the company. These long years of experience combined with an innovative spirit have formed the foundation of our innovative strength. The result is products and services that have won many awards.

See for yourself! Enjoy reading!
Dr. Daniel Keesman and Dr. Michael Faller



Managing Partners





PHILOSOPHY & SUSTAINABILITY

The history of the companies in the Faller group is evidence of the success made possible by forward-looking corporate decisions, sound corporate thinking and sustainable business development.

These principles had already formed the basis of the lithographic printing plant which August Faller founded in Waldkirch in 1882. Ever since 1936, when the machines produced folding cartons in addition to labels, Faller has considered itself to be what today we call a system provider. A concept that has not lost its relevance, and determines our actions to this day.

VISION

Faller wants to be the best-performing solution provider for pharmaceutical secondary packaging.

POSITIONING

Faller is a medium-sized group of companies with its headquarters in the economically strong south-west of Germany. We combine traditional values, such as reliability and partnership, with expertise and quality.

STRATEGY

Faller has developed value-added solutions from products and services that fit precisely into the processes of the pharmaceutical industry and complement them. With sites in Denmark and Poland, we are also international, and on an expansion course in order to be even closer to our customers in the future.

During the process, we are driven every day by the need to be closer to our customers - both locally and emotionally. We understand their challenges and needs, and adjust our strategy accordingly to the benefit of our customers.

VALUE-ORIENTATION AS BRAND ESSENCE

This rationale applies to all of our resources and corporate divisions. And above all, it applies to the three pillars of our understanding of sustainability: economy, ecology and social commitment. We treat natural resources with respect.

As an FSC-certified company, we are able to produce our products from sustainably managed forests and we take responsibility for our social environment both within the company and in our region. Since 2002, it has been clear from our annual sustainability report that we put this theory into practice.

FURTHER INFORMATION

Scan the QR code or visit us at:
www.august-faller.com/about_us



PHARMA COMPETENCE MEETS INNOVATION

INNOVATIVE DEVELOPMENT DEPARTMENT

In the Innovation & Development Department of Faller, engineers experienced in packaging technology, and specialist packaging technologists work daily on exclusive, customer-oriented and production-ready solutions.

SOLUTION-BASED PHARMA PACKAGING

Our concept from the idea to the solution goes far beyond secondary packaging. Your order does not end for us with the delivery of your product, and takes into consideration consultation with you as well as the logistics and packaging of your products. By working together in this way, we achieve integrated processes, such as Pharmaceutical Supply Chain Management and Pharmaceutical Packaging which, through streamlining, generate financial and production technology-related benefits.

TRACK & TRACE AND SERIALISATION

A key prerequisite ensuring higher patient and drug safety is the consistent traceability of the product from the supplier to the consumer. In addition, several countries have prescribed serial numbers to allow for the verification of the authenticity of the product at a defined checkpoint, and tamper-proof sealing, which guarantees the origin of the package for the consumer.

FULL CONTROL FOR THE PHARMACEUTICAL INDUSTRY

We will always satisfy the demanding quality requirements of the pharmaceutical industry, owing to our latest inspection techniques. Our quality standard implies inline inspection systems during the production of folding cartons, leaflets and labels, as well as safe code reading systems and the camera monitoring of printing.

In order to securely process your data from the virtual world to production, we use what we call digital object comparison, for which we exclusively use customer print data. Furthermore, we can exclude intermixing by the barcode control.

COMPLIANCE & CONVENIENCE

The objective of Compliance & Convenience is to support patient compliance by the user-friendliness of secondary packaging. These include easy-to-open folding cartons, age-appropriate packaging, combination products containing additional elements to facilitate intake, and the application of braille.

JAPANESE QUALITY

Among the international quality standards, the Japanese requirements are the most demanding, as they consider quality holistically. In addition to the features of price and technology, this also involves components such as service and logistics.

In particular, the so-called "cosmetic quality" requires not only the integrity of the product itself, but also the integrity of the outer packaging, as well as consultation of any changes in advance. These needs have become a part of our philosophy, from which our customers benefit worldwide.



MARKET & INDUSTRY

The future of the pharmaceutical industry looks promising. Scientific and technological breakthroughs, socio-economic changes as well as the improved access of the world's population to medicines associated with the liberalisation of world trade, will all determine the fate of the industry over the coming decades. Whoever thinks now that the fortune of the pharmaceutical industry is sealed is grossly mistaken. The legal restraints vary, ranging from stronger price regulations to stringent country-specific safety requirements. In particular, serialisation will make demands on the pharmaceutical market in the coming years. At Faller, we are aware of the challenges you face.

FURTHER INFORMATION

Scan the QR code or visit us at:
www.august-faller.com/market





PHARMA PACK SOLUTIONS AT YOUR SIDE

MARKET & INDUSTRY

PHARMA

Research-based pharmaceutical companies are making an important contribution to society by investigating active ingredients for previously incurable diseases. The expense for establishing the marketability of a new product is considerable: clinical studies must prove its efficacy, safety from falsification must be guaranteed to protect the patient, the supply of medicines must be fully ensured and the requirements of medical legislation must be met.

The secondary packaging of the product in this case plays a crucial role, as it protects the product from contamination and tampering by third parties, and simultaneously provides the initial important information regarding the active ingredients, dosage and recommendations for administration.

OVER THE COUNTER

OTC products are available without a prescription at the pharmacy and are therefore subject to intense competition. The packaging of an OTC product is the most important distinguishing feature differentiating it from competing products. This allows for the exertion of positive influence on consumer choice, not only through design and patient convenience, but also by increasing confidence in its authenticity through integrated safety features.

GENERICS

Although a large number of patents expire annually, thus paving the way for copycat products, many generic manufacturers face the substantial challenge of bringing their products to market quickly, safely and inexpensively. The complex task of packaging suppliers in this case is to demonstrate the product-side and process-side savings, for example by material and colour harmonisation or supply chain solutions, at the same time making sure not to neglect market-driven design.

HEALTHCARE

Healthcare is an umbrella term for all lines dealing with the topic of health that also can be sold outside pharmacies. These include, among others, dietary supplements, medical devices, biotech products, chemical products and personal care products.

Irrespective of how different the products are, the challenges in the packaging industry regarding labelling, safety and durability are spread across the industries. The requirements are, however, industry-specific that determine materials and design to be used for maximum product impact at the point of sale in relation to the competition.



MARKET REQUIREMENTS & SOLUTIONS

The secret of our success? We work with you as partners on equal terms. What this means for us in the first place is to develop solutions together with you for the challenges you face. By the careful tuning of innovation, design, safety and delivery performance, Faller ensures that you are well-positioned for the market requirements of tomorrow.

DELIVERY PERFORMANCE

Trust is the basis of every good partnership. On-time delivery is just as important as the quality of the delivered products. That's why we keep our word, demonstrating an OTIF rate of almost 99% for all the products in our service portfolio.

SECURITY

The security of your packaging is very important to us. That's why we offer not only tamper-proof seals but also different coding and serialisation solutions for your products. We do this so that you can guarantee your customers the origin of your products world-wide.

DESIGN

Packaging is one of the most important brand messengers this is why your design is a crucial factor for promotion. Visual and tactile elements through special finishes or the use of special colours and textures are part of our service portfolio.

INNOVATION

For a good idea to become a real innovation, not only creativity, but also systematic evaluation and implementation are required for a successful product. In addition to its form, functionality, machinability and logistics are all important criteria that our specialists take into account when designing your packaging.

RANGE OF SERVICES: PRODUCTS



FOLDING CARTONS

As a long-time packaging specialist, Faller develops and manufactures intelligent folding carton solutions. These take into account to the utmost degree both medical legislation and the requirements of our customers concerning Compliance & Convenience. Whether standard folding cartons, individual special designs or cut outs – we are on your side as a competent partner from consultation to the manufacturing of your packaging.



LEAFLETS

The leaflet is an essential part of pharmaceutical packaging and thus a crucial element of our product portfolio. We manufacture pre-folded and unfolded leaflets, as well as small folded and outsert variants to suit your individual needs. Talk to us, we will be pleased to advise you.



LABELS

Adhesive labels are more than just an information carrier. They serve, among other things, as a tamper-proof guarantee, document important information in the patient record, and support marketing at the point of sale. In flexographic and digital printing, the design possibilities are almost unlimited. Discover the many alternatives – our specialists will be happy to help.



COMBINATION PRODUCTS

Perfect combination: as a system supplier, Faller manufactures all the components of pharmaceutical secondary packaging. To reduce your logistic and administrative expenses, we can put together the individual components into an integrated product in advance at Faller. The possible combinations are infinitely variable: please talk to us!



PRODUCT-EXTRAS

What we offer is as individual as what you need. Together with you, we develop integrated solutions that make your packaging unique. In the process, we always keep the big picture in mind: from the material to the design to the safety of your product. For this purpose, numerous finishing options as well as countless safety features are available to round off perfectly our service portfolio.



FURTHER INFORMATION

Scan the QR code or visit us at:
www.august-faller.com/qr_products



PHARMA PACK SOLUTIONS **AT YOUR SIDE**

RANGE OF SERVICES: SERIALISATION

SERIALISATION

Counterfeiting in the pharmaceutical sector is taking increasingly far-reaching and serious proportions. Hence many countries are responding with more stringent regulatory requirements regarding protection against the counterfeiting of drugs. As one of the first packaging manufacturers, we dealt with the issue early on and have invested in the appropriate technologies. Rely on our expertise and avoid high investments in equipment and IT.

FURTHER INFORMATION

Scan the QR code or visit us at:
www.august-faller.com/qr_serialisation



RANGE OF SERVICES: SOLUTIONS



PRINT DATA MANAGEMENT

Artwork, consulting, design and workflow management: we offer professional typesetting services for any pharmaceutical secondary packaging materials and advertising materials, worldwide! Our experts make sure that your orders are carried out in a coordinated manner, efficiently, and within the agreed period. This is how we guarantee the professional preparation of your printing data from the beginning. Talk to us!



DEVELOPMENT SERVICES

Many different demands may affect the pharmaceutical packaging. These include, among other things, Compliance & Convenience, patient communication, tamper evidence as well as transportation and breakage safety. The experienced engineers and packaging technologists of our packaging Innovation & Development Department know the complexity of these requirements. Benefit from our expertise and choose the right solution for you from our development packages.



FURTHER INFORMATION

Scan the QR code or visit us at:
www.august-faller.com/qr_solutions



PHARMA SUPPLY CHAIN MANAGEMENT

There are many approaches optimising the supply chain. By taking appropriate measures, distances and reaction times can be shortened and stocks and waste can be reduced. Benefit from the long experience of our experts at Faller and increase your process stability. We are happy to help you find ways to make individual savings in the process.



PHARMACEUTICAL PACKAGING

Repackaging, repacking, assembling and labelling: for a variety of reasons, manufacturing orders can arise whose complexity represents a challenge for the regular flow. Think of changing country-specific requirements, sales-promoting measures or custom-made special packaging, for which special machines would have to be bought. At our site in Großbeeren, we specialise in packaging services of this kind. Focus on your core business while we take care of everything else.

QUALITY

Our quality standard? The right product at the right time at the right place for you.

INTEGRATED MANAGEMENT SYSTEM & GOOD MANUFACTURING PRACTICE

Quality assurance plays a central role in pharmaceutical manufacturing, as defective products have a direct impact on the health of consumers. While defects can arise in the product itself, erroneous information on the packaging can also have serious consequences. These range from acute health risks to the consumer, to significant revenue losses caused by costly recalls from the market, and repackaging measures.

Production in accordance with the current Good Manufacturing Practice guidelines is a matter of course for us. The cGMP guidelines are an important component of our integrated management system, which also includes other instruments to comply with environmental and occupational safety regulations.

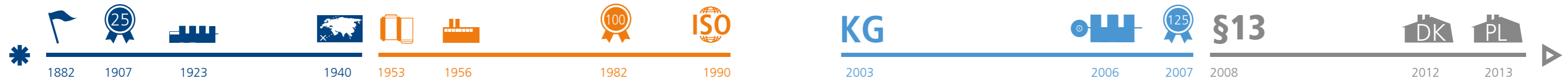
By working in close cooperation and pooling resources, we provide the complete proof of the entire manufacturing process, thus ensuring the quality of your product.



CUSTOMER REQUIREMENTS	INTEGRATED MANAGEMENT SYSTEM	
EU-GMP	QUALITY ENVIRONMENT CIP/KAIZEN	OCCUPATIONAL SAFETY DATA PROTECTION FIRE PREVENTION
WHO-GMP	CERTIFICATIONS: DIN ISO 9001, DIN ISO 14001, OHSAS/18001 PHARMACEUTICAL MANUFACTURING LICENCE IN ACCORDANCE WITH THE GERMAN MEDICINAL PRODUCTS ACT (AMG) § 13 (GROßBEEREN SITE)	
FDA-GMP	MANAGEMENT MANUAL	
PIC	SOPs	

Faller Integrated Management System (IMS) Standards

HISTORY



1882–1940

- 1882**
Founding of the business as a lithographic printing plant by August Faller. The product range includes writing paper, post-cards, business stationery.
- 1907**
The company's 25th anniversary celebration with a staff of 30.
- 1923**
Purchase of the first offset printing machine. Set-up of the photographic department and plate making.
- 1940**
Printing of ordnance maps in the war. Conscription of numerous employees.

1953–1990

- 1953**
Start of the manufacture of folding cartons in addition to adhesive labels and chocolate wrappers.
- 1956**
New construction – 1959 a major fire destroyed the printing plant and paper store.
- 1982**
100 years of August Faller.
- 1990**
Faller receives international quality certification in accordance with DIN ISO 9001 for the first time. Since the start of the 1990s the focus is on the pharmaceutical packaging market.

2003–2007

- 2003**
Merger of the companies Stanislaus Göppert GmbH & Co. KG, Meyerhofer, Fries & Cie GmbH and Trefzer Druck GmbH into August Faller KG.
- 2006**
Entry into digital printing for adhesive labels.
- 2007**
125 years of August Faller KG.

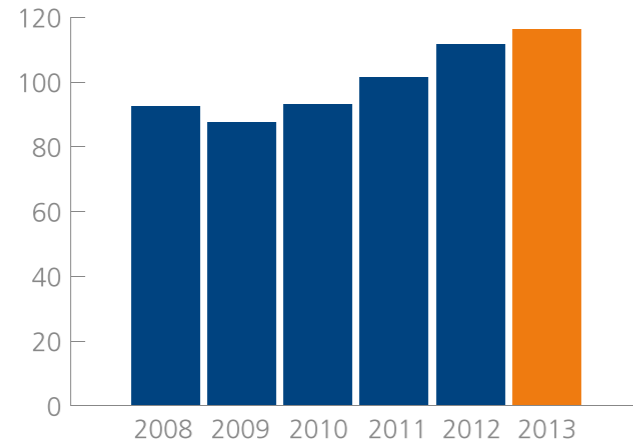
2008–2013

- 2008**
Opening of the PharmaServiceCenter Packaging Services in Großbeeren near Berlin: New business field of "pharmaceutical packaging", pharmaceutical manufacturing licence in accordance with §13 of the German Medicinal Products Act (AMG) issued for the site.
- 2012**
Takeover of Danish manufacturer of folding cartons A.C. Schmidt, Hvidovre.
- 2013**
Opening of the production site in Łódź/Poland. EUR 100 million turnover level exceeded. Faller has more than 1,000 employees.

FACTS & FIGURES

TOTAL TURNOVER IN MILLION EURO

2008: 92.4
 2009: 87.7
 2010: 93.0
 2011: 101.4
 2012: 111.7
 2013: 116.3

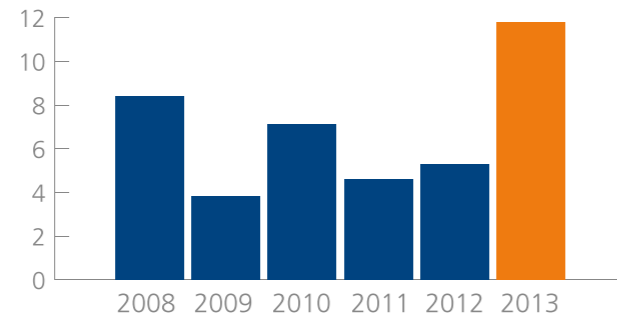


PRODUCTION CAPACITY

1.8 bn Folding Cartons
 1.6 bn Leaflets
 1.2 bn Labels

INVESTMENT RATIO

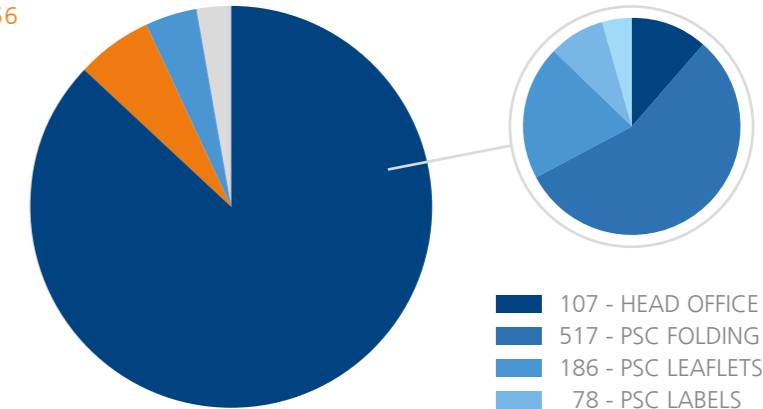
2008: 8.4%
 2009: 3.8%
 2010: 7.1%
 2011: 4.6%
 2012: 5.3%
 2013: 11.8%



AUGUST FALLER GROUP EMPLOYEES: 1066

Version dated December 2013

- 928 - AUGUST FALLER KG (total GER)
- 65 - AUGUST FALLER A/S (DK)
- 44 - AUGUST FALLER Sp. z o.o. (PL)
- 29 - PPD - PHARMA PRINT DESIGN (GER)



CERTIFICATIONS

- Quality/Production:
- DIN EN ISO 9001
 - Pharmaceutical manufacturing licence in accordance with relevant medical legislation
 - GMP-Certificate for Packaging Services
- Environment:
- DIN EN ISO 14001 Certificate for all PharmaServiceCenters
 - FSC-Certificate
- Health and safety management systems:
- OHSAS 18001:2007
 - NLF/ILO-OSH 2001

CENTRES OF EXPERTISE: CLOSE TO CUSTOMERS THROUGHOUT EUROPE

At our sites, we work hand-in-hand to provide you a single, global quality standard. This includes the constant exchange of experiences, as well as close cooperation in order to meet your expectations to the highest degree.



SITE WALDKIRCH

At our site in Waldkirch, we have specialised in the production of regular folding cartons and special designs. In addition, the head office is also located here, which represents the heart of our company.



SITE BINZEN

At our site in Binzen, we manufacture leaflets in different sizes and folds. Since the completion of the plant in 2003, we have produced up to 1.6 billion leaflets a year here.



SITE SCHOPFHEIM

At our site in Schopfheim, we make labels in flexographic and digital printing. With our innovations in label printing, we win major awards every year.



SITE GROßBEEREN

With the addition of our site in Großbeeren in 2008, we expanded our range of services for custom-made pharmaceutical packaging. With an area of more than 700 m² we can package, repack, assemble and label your products.



SITE HVIDOVRE

Since 2012 August Faller A/S in Hvidovre (near the Danish capital Copenhagen) has been a part of the Faller family of companies. Approximately 60 people specialise here in the manufacture of folding cartons and special designs and their finishing, such as UV printing and hot foil stamping.



SITE ŁÓDŹ

We recently opened our production site in Łódź, Poland, in October 2013. With an area of 5,550 m² we produce folding carton solutions for the pharmaceutical industry according to cGMP guidelines.



FURTHER INFORMATION
Scan the QR code or visit us at:
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LEGAL INFORMATION

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