

PRESS RELEASE

Record investment and growth trend

2017 financial figures of August Faller GmbH & Co. KG

April 2018, Waldkirch, Germany. The August Faller Group recorded a sales increase of three percent to €123 million in the 2017 financial year. The growth trend is expected to continue in 2018: the group plans an increase in sales of five percent to €129 million. To this end, Faller is announcing an investment budget of a record €17.8 million. A stable equity ratio of 44 percent, the first successful steps towards internationalisation with the positive development of companies in Denmark and Poland, as well as the further strengthening of the European production network, lead to expect another positive result in 2018.

Investment for 2018 at a record high

In 2018 Faller plans to invest a budget at the group level of €17.8 million – an all-time high – which corresponds to 13.8 percent of planned revenue. At its German, Danish and Polish production sites, the group is investing in printing and finishing machines and in the upgrading of production capacity. Faller is further expanding its market position for secondary packaging for the pharmaceutical and healthcare industry in Northern Europe with the new UV offset press at the Hvidovre plant in Denmark, which will go into operation in May 2018. “With the investment in our Hvidovre site, we are taking positive developments in terms of market success and operational performance into account and are laying the foundations for further growth. The new press enables us to increase the delivery performance for our customers even more,” explained Dr Daniel Keesman, Managing Partner of August Faller GmbH & Co. KG.

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Joint venture with Canadian partner Bellwyck

With the establishment of the joint venture of August Faller GmbH & Co KG and Canadian Bellwyck Inc, Bellwyck Faller Pharmaceutical Services GmbH, based in Grossbeeren, this site specialising in packaging services for pharmaceuticals can expand its range, and in addition, offer services for the packaging logistics of clinical studies. "With the new joint venture founded in 2017, we want to establish ourselves among our customers in Europe as a sustainable partner for customised offers on all matters relating to packaging logistics and services for pharmapackaging and clinical trials," emphasised Jürgen Hendricks, Managing Director of Bellwyck Faller Pharmaceutical Services GmbH.

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Print on demand thanks to 100% digital processes

Innovative strength has always been the basis for the August Faller Group's business success. At the process level, the main focus is on the further development of innovative digital business models and more extensive networking with customers. An example for this strategy is the recently founded subsidiary Digital Packaging Service GmbH (DPS) based in Worms, Germany. Faller is the first company in the industry to completely rely on a digital business model across all process stages: in future, standard folding boxes in small and very small quantities can be ordered quickly and online on demand at competitive prices. This results in significantly shorter order lead times and lower setup costs. The offer is aimed at the pharmaceutical and healthcare industry, but also at manufacturers in other sectors, such as consumer goods and food industries.

Ideas for innovation

August Faller continuously focuses on creatively advancing its product range and service portfolio for the benefit of its customers. "We want to be the first point of contact for all components of secondary packaging in the pharmaceutical industry, and in future, make the supply of innovative



packaging materials to pharmaceutical manufacturers even more effective and tailored to their needs," explained Dr Michael Faller, Managing Partner at Faller. The new "Pharma Compliance Pack" packaging solution supports patients, for example, in taking their medicines correctly and, combined with a booklet zig-zag label, meets the need to allow more space for information. In 2018, this innovative product, which has already won the German Packaging Award in 2016 and the Pharmapack Award in 2017, received its fourth award: the 2018 German Design Award in the "Packaging" category.

To illustrate the potential of "Smart Packaging", August Faller recently presented three innovative folding carton prototypes at Pharmapack 2018 in Paris. These were the "Intelligent folding carton with filling level measurement", the "Level indicator", or a type of packaging equipped with an electronic tablet counter.

Further information available at: www.august-faller.com

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Image overview:

Photos: August Faller GmbH & Co.KG

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Multiple award-winning product innovation: August Faller's Pharma Compliance Pack was awarded the German Packaging Award in 2016, the Pharmapack Europe Award in 2017 and the German Design Award in the "packaging" category in 2018.

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Source magnifying glass: Foto designed by Freepik

Fast and cost-effective delivery guaranteed: the new Digital Packaging Service GmbH relies on the latest printing and processing technologies for the production of its folding cartons. This opens up new design possibilities for customers when customising, personalising and serialising their products.

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**About August Faller Group:**

The August Faller Group is one of the leading manufacturers and solution provider of secondary pharmaceutical packaging such as folding cartons, leaflets, labels and combination products. For already 25 years, August Faller has continuously expanded its expertise in the pharmaceutical market. On this basis, innovation and development are consistently focused on customer-specific solutions and patient-friendly products.

The company is one of the first manufacturers to provide product development tailored to the individual customer as a separate service. In terms of pharmaceutical and health care packaging, Faller offers solutions such as serialisation, supply chain management and packaging services.

The services of the subsidiary August Faller Artwork Solutions GmbH are available to customers for artwork management, printing consulting and coordination.

The company group operates in an economical and ecologically sustainable manner and August Faller GmbH & Co.KG has been FSC®- certified since 2011. August Faller GmbH & Co.KG was founded in 1882. At its headquarters in Waldkirch, Germany, and at its other German sites in Binzen, Großbeeren and Schopfheim, as well as in Hvidovre, Denmark, and Łódź, Poland, the company currently has around 1,200 employees.

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