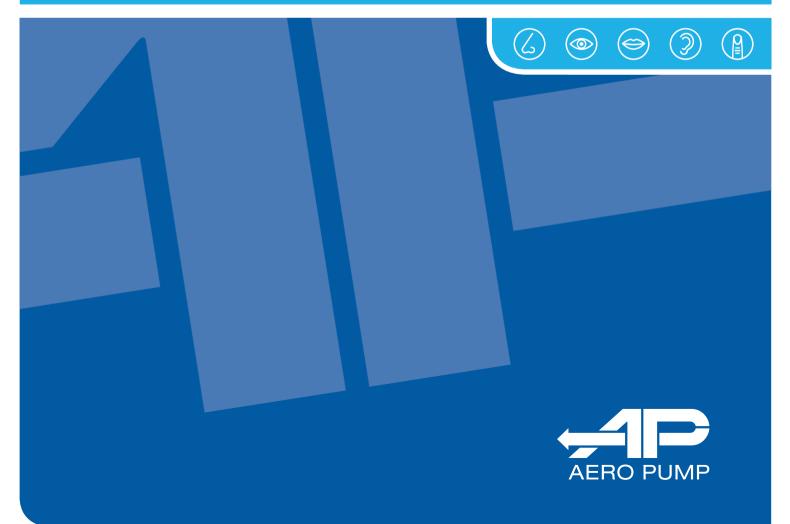


## Aero Pump Always a Step Ahead.

Innovative Application Systems for Pharmaceuticals, Cosmetics, and Technics



"Our company's history began with the development of an innovative product. We developed our first pump system without propellant gas back in 1976. Creativity combined with the highest level of quality across all fields continues to be the leitmotif for everything we do. It is a principle that customers both here and abroad value, and those customers have made us what we are today: a successful, independent company confidently focused on the future."

Aero Pump GmbH Company Founder



### Aero Pump | Company

## Aero Pump: An internationallysuccessful family company

As the effects of CFC emissions on the global climate started to become known in the 1970s, Egon Schwab had a trendsetting solution ready: the first pump nebulizer system without propellant gas. Aero Pump was founded.

application systems.

Quality awareness, creativity, and an international network of expertise are the foundations of this development - as well as the source of Aero Pump's strength for the future. The independence of an owner-run family company allows us to react to customer demands with speed and accuracy.

Our newly-designed company headquarters in the heart of Europe is the systematic realization of our standards for quality, flexibility, and process orientation.

Aero Pump is ready for the future. Create your future with us.

Further innovative product developments followed and the company has since continued to expand. Today, Aero Pump sells more than 100 million units around the world every year and is one of the leading manufacturers of pharmaceutical

#### Capacities

The new production facility design means a three-fold increase in capacity for Aero Pump – and holds the potential for more!

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Aero Pump | Philosophy

## Only those who change, remain

Our entrepreneurial thinking is based on the pursuit of continual improvement. The optimization of our processes, the development of our products, and a cultivation of partnership-based cooperation - both internally as well as externally - define everything we do.

#### Thinking ahead

products through technology and creativity.

Knowledge acquisition

In order to meet those goals, we place significant value on ongoing advanced training and education. We also maintain a knowledge network that allows for continual exchange with our partners around the world. Strategic cooperations with universities ensure that we are at the cutting edge of research and allow us to understand what our customers expect.

Maintaining relationships Our commercial activities are defined by a focus on service. We value our customers as a source of inspiration. Thanks to our independence, we are also able to plan for the long term and base our actions on sustainable growth - just as we've been doing since 1976. Our customers can rely on solid business relationships - both today and in the future.

## Our customers can be secure in the knowledge that Aero Pump provides the exact product to fit their needs. We deliver primary packaging for key pharmaceutical products with speed and reliability. Our goal is to support the effect of pharmaceutical

#### **Basic values**

- Social competence and ethical conduct toward all of our partners
- Highest degree of quality awareness across all areas
- Innovation leadership as a declared objective
- Service-based approach and professional expertise

# Quality assurance through process optimization

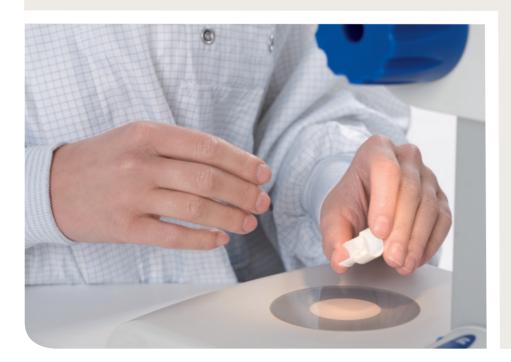
Aero Pump's modular manufacturing facility space concept adheres to stringent GMP (good manufacturing practice) guidelines for quality assurance of production processes in the pharmaceutical industry.

#### Workflow

From incoming goods to materials testing, from die casting and assembly to outgoing goods – the latest in scan technology guarantees consistent production process documentation. A fully-automatic, driverless transport system is an additional safety factor within our logistics.

#### Hygiene

Our die cast components are produced and assembled into finished units in cleanroom conditions according to ISO CLASS 7, going far beyond the requirements for the manufacturing for primary packaging. For Aero Pump, an approach based on customer standards simply goes without saying.



In-process checks, destructive test





Quality assurance Aero Pump holds numerous quality assurance certificates and complies with established quality management models. Over 30 employees are involved with the continual revision of these standards.

#### **Process reliability**

To live up to our maxim of reliability, we think beyond day-today manufacturing life. The latest reliability concepts enable interruption-free production, even in unforeseen situations. Our company buildings were designed to easily accommodate capacity increases, new manufacturing technologies, or the expansion of our product palette.

#### Atmosphere

Despite the cleanroom conditions, there's no "sterile" working atmosphere to be found at Aero Pump. Unobstructed views within the buildings promote communication while windows throughout inspire creativity. That architecture comes from our conviction that enjoying what you do is a part of doing good work.





#### **Quality management**

Aero Pump is certified according to DIN EN ISO 9001 (Quality Management), DIN EN ISO 14001 (Environmental Management), and DIN EN ISO 15378 (Primary Packaging for Medicinal Products). In addition, we work with the EFQM (European Foundation for Quality Management) business excellence model.



# Precision pumps for the highest standards

#### Core competence

Aero Pump specializes in manufacturing application systems for the pharmaceutical industry. Our products are characterized by perfection in development and processing. They are primarily used in nasal, ophthalmologic, and topical fields. For more detailed information about our products, please visit www.aeropump.de Aero Pump products are optimized for the most sensitive of all applications: human health. Our customers rightly expect cutting-edge technology, but they get even more than that: custom solutions for individual products through to complete systems.

#### Innovation

Aero Pump's company history is characterized by patented dosing systems. Our application systems enable the immediate realization of the latest medical research.

### **Highest standards**

Even our standard products are anything but standard. Every pump system is a tiny wonder of precision in and of itself, which is comprised of up to 14 parts. Individual modules are constructed so that different pumps can be created by replacing a single part. That makes our products flexible and their production cost effective.

#### Safety

The reliability in which both our customers and users place their trust begins with our pump systems. They guarantee the precise, secure dosing of highly-effective pharmaceutical products.

Aero Pump's full service is another way we are able to minimize risk. The close collaboration we maintain with our suppliers ensures the perfect coordination of pumps and complementary packaging. In addition, all delivered parts are put through our stringent checks after being received in the quarantine area.







Aero Pump | Partners

## **Global network**

Aero Pump combines the flexibility and decision-making ability of a family-run company with the professionalism of a globallyactive corporation.

Our contacts and cooperations reach around the world and extend throughout the entire engineering process, from initial development ideas to final product delivery.

#### Research

Development partnerships with academic and research institutions inspire our product developers' creativity and guarantee professional expertise for our customers. Together with university-based specialists, we are constantly seeking out new application paths for pharmaceuticals.

#### Manufacturing

Strategic cooperations with pharmaceutical suppliers and packaging manufacturers create synergies. Aero Pump is one of three shareholders in Ursatec Verpackung GmbH, a company specializing in the development and sales of dosing systems for preservative-free application. Polyfaero<sup>®</sup>, an innovative combination of a Polyfoil<sup>®</sup>-laminate tube and a pump, was developed in cooperation with the Swiss specialist Neopac.

### Sales

Our sales agencies in Europe with Russia and Turkey, in the Middle and the Far East, the Pacific region, and South America guarantee trouble-free exchange with partners and customers as well as on-time logistics.

#### The joy of contact

Bom dia, konnichiwa, god dag, merhaba, dobry djen! Our field staff visits customers and partners around the world throughout the entire year.

The Aero Pump back office is staffed to accommodate global time differences. And visitors from around the world can reach Aero Pump in less than half an hour – from the Frankfurt Airport.

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# An indispensible element: human beings

#### Capital

At Aero Pump, we consider it of utmost importance that employees are able to develop freely in their jobs. The ability to design and organize their own workspaces in ways that will enable optimal results creates enjoyment, validation, and motivation. The result? Our employees stay with us for aboveaverage periods of time and are a valuable part of our wealth of knowledge and experience.

Aero Pump employees come from around the world and a wide range of different cultures, making it easy for us to see things from a range of various perspectives.

That culture of openness defines our company - both in how we deal with one another as well as when it comes to the development of solutions. That's something that is even reflected in our workplace design: minimal doors, surprising lines of sight, and outside views of green spaces increase workplace satisfaction and stimulate the flow of ideas.

#### **Flat hierarchies**

Direct exchanges with coworkers, no matter what their job title or level of education, promote creative collaboration at Aero Pump. Individual initiative and open communication result in quick decisions and optimal processes.

#### **Ethical conduct**

Many employees are loyal to Aero Pump across the years, thereby ensuring the quality and continuity of our work. The basis for such mutual trust are the ethical values upon which we base our actions: humanity, justice, solidarity, honesty, and tolerance as well as mutual esteem and partnership.

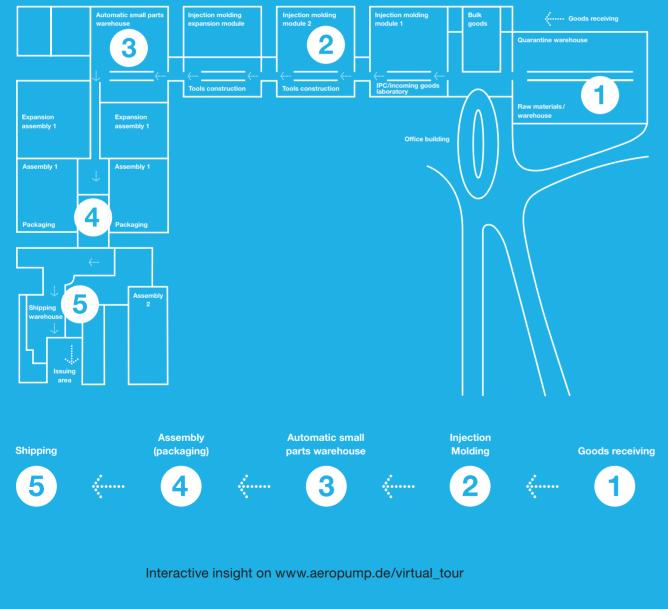
#### **Continual advanced training**

The appreciation we show toward our employees includes an ongoing advanced training program for all professions. At the Aero Pump Academy, internal and external experts pass on the knowledge for guaranteeing success and satisfaction.



## Efficiency begins with architecture

Our newly-constructed corporate headquarters in Hochheim, Germany is specifically tailored to a modern workflow and the pharmaceutical industry's specific manufacturing requirements. Exemplary in this regard: materials flow.





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Pharmazeutische Applikationssysteme