

PRESS RELEASE

Working towards a digital and international future

August Faller achieves an increase in turnover and gears up for new markets

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Waldkirch, Germany, April 2016. The August Faller Group achieved a turnover of €123.4 million in 2015. This represents an almost 3% increase in turnover on the previous year. Last year, the specialist in pharmaceutical packaging pressed ahead with its plans to digitalise its business and production processes to set the course for further business growth. Since early April of this year, the pharmaceutical and healthcare packaging solution provider August Faller has operated in the legal form of a GmbH & Co. KG. Dr Michael Faller and Dr Daniel Keesman, Managing Partners at August Faller, regard the new legal form as an important step to the further internationalisation of the Group. After a successful first quarter of 2016, the company is looking forward to the current financial year with optimism. "We expect further turnover growth for 2016 in what is a challenging market environment," Dr Daniel Keesman remarked.

Digital business processes

The August Faller Group successfully implemented the SAP system at its four German locations. The new infrastructure will enable the company to improve the efficiency of communication along the entire supply chain, especially with its customers and suppliers. Even prior to this, the company had already been working with many Internet-based applications. "By further digitalising our business processes, we are able to make all processes along the supply chain even quicker and more secure for our customers," Dr Michael Faller commented. "This has created an important precondition for staying competitive and meeting the flexibility needed on the market."

New legal form strengthens international growth strategy

In 2015, the Group's two foreign subsidiaries August Faller Sp. z o.o in Łódź, Poland, and August Faller A/S in Hvidovre, Denmark, recorded positive growth in turnover and earnings. "We are pleased to have managed to significantly strengthen our market position in northern Europe, especially at our location in Scandinavia," Dr Daniel Keesman explained. August Faller A/S (Denmark) became part of the Group in 2012 and achieved a turnover of €10.2 million in 2015, which constitutes an increase in turnover of more than 13% on the previous year. "We would like to continue this positive trend." At the same time, the Group, which supplies to well-known customers from all over world, is working towards further internationalisation. "The Faller brand enjoys an excellent reputation, both inside and outside Europe. We want to make even better use of this potential," Dr Keesman added. This has also contributed to the decision to change the legal form of the company to August Faller GmbH & Co. KG. The new legal form enables the company to be more flexible in what are increasingly globalised markets and business relationships.

Synergy through expertise network

Faller is currently expanding the European production network of its six locations. Every location will become a centre of expertise for the product it is responsible for: folding cartons, adhesive labels, leaflets, packaging services and artwork management.

Manufacturing processes designed with lean principles in mind are helping all the locations cope with high price pressures. "With the network, we are able to further improve our efficiency through synergy effects, including those between suppliers and packaging materials. The sales team inside and outside Germany has access to all the services we offer. Our customers benefit from being able to get all the secondary packaging

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services they need for their pharmaceutical products from a single source,” Dr Daniel Keesman underlined.

Focus on innovation solutions

Innovation and customised product development form an essential part of the corporate philosophy at August Faller. The company is focusing more on digital packaging solutions. These include packaging with QR codes or the new NFC technology, which enables pharmacists to communicate directly with their patients. Another new development is the Faller Ergo Label, which won the “Höfliche Verpackung” prize awarded by the Meyer-Hentschel Institute to honour user-friendly packaging designs.

For more information, please visit: www.august-faller.com

Length of text approx.: 4,272 characters (including spaces) / approx.: 654 words.

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Image overview:

All photos: August Faller GmbH & Co.KG

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The folding carton is equipped with an NFC chip which can be scanned directly using a smartphone.

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The award-winning Ergo Label is able to improve the grip of packaging and products.

(You can obtain the photos in print-quality as a separate file or via an e-mail request to:
Ariane Quade - ariane.quade@schott-relations.com.)

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 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 1,180 employees.

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