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**Frost & Sullivan Recognizes IDT Biologika's Varied Expertise and Innovative Technologies that Enable it to Customise its Offerings for Biopharmaceuticals**

**IDT Biologika is among the few biopharmaceutical CMOs in Europe to offer a unique combination of sterile liquid dosage forms and vaccines contract manufacturing services**

**Dessau-Rosslau, November 11, 2014 – Based on its recent analysis of the biopharmaceutical contract manufacturing industry, Frost & Sullivan recognizes IDT Biologika with the 2014 Europe Frost & Sullivan Award for Customer Service Leadership. IDT Biologika's high-quality customer care, best-in-class practices, and innovative technologies for the development of sterile liquid dosage forms and vaccines have made it biopharmaceutical companies' outsourcing partner of choice.**

The company's expertise in the production of technically challenging formulations has resulted in a wide product portfolio that comprises biopharmaceuticals, human and animal vaccines, lyophilized compounds and narcotics. Across any stage, including the initial conceptual phase, process development, formulation development, clinical/commercial manufacturing, and the provision of value-added services, the company can readily partner with its clients to help them achieve their business goals for any liquid dosage formulation project.

IDT Biologika's advanced technologies make it ideal to cater to the requirements of all kinds of customers, including large, specialty, and emerging pharmaceutical and generic/biosimilar companies across Europe, the United States, and Asia. Furthermore, its reputation for regulatory compliance and analytical experience is combined at IDT

Biologika with one of the most advanced quality control infrastructures in the biopharmaceutical space.

As one of the few contract manufacturing organisations (CMOs) in the world with the capabilities to produce viral and bacterial vaccines and sterile liquid dosage forms, IDT Biologika has developed innovative cell line-based production systems to be used in its manufacturing solutions for its customers. IDT Biologika's production systems cover upstream and downstream processing, large-scale aseptic production, phase III clinical testing, commercial production, and analytical methods. Moreover, its new contemporary facility for the packaging of syringes, ampoules and vials, as well as labelling and packaging has enabled it to offer highly sophisticated packaging services for pharmaceutical products.

"The company strives to optimize and refine process parameters as the product progresses through clinical evaluation and facilitates seamless transfer of technologies for commercial manufacturing," said Frost & Sullivan Senior Research Analyst Aiswariya Chidambaram. "Besides its full-service offerings and sophisticated quality control systems, IDT Biologika has invested heavily in product storage and shipping facilities, including temperature-controlled warehouses and advanced storage systems for narcotics, to ensure the quality and integrity of finished products."

The company's proven expertise and unique competency in the lyophilisation of vaccines, biologics and narcotics have made it the preferred partner in many technically challenging projects in the biopharmaceutical industry. It has been performing fill-finish services and lyophilisation for sterile liquid dosage forms, amongst many others, for large multinational companies for several years, which is a testament to the high satisfaction levels among customers.

IDT Biologika not only develops manufacturing processes and systems for novel, innovative vaccines for a wide range of major globally relevant infectious diseases, but also has large capacities for the fast and efficient commercial manufacturing of different vaccines. The company also offers extensive vaccine manufacturing documentation to customers, thus guaranteeing the traceability of all equipment, materials, process steps and workers.

IDT Biologika differentiates itself by building shared value and adopting a customer-centric culture. Its customer care services are supported by continuous investments in people development, additional infrastructure, and lean business solutions.

"The company plans to expand its interactive supply and manufacturing dashboards on remote as well as mobile solutions," noted Chidambaram. "This, in turn, will enable customers to achieve their targets of flawless supply of the most valuable biologics through the highest individualization and serialization at optimized costs and supply flexibility, even in highly distributed supply situations."

The company nurtures and cherishes long-term customer relationships not only through multidisciplinary teams, but also through business models, IT solutions, and supply solutions, all in order to ensure best-in-class communication and transparency.

"Everyone at IDT Biologika has continually looked forward in order to anticipate the changing requirements of the biopharmaceutical industry," said Dr. Ralf Pfirmann, Chief Executive Officer. "Working with our principal owner, the Klocke Group, and with the support of everyone on our R&D and infrastructure teams, IDT Biologika reinvested in technical talent, infrastructure and the management system to better serve our partners."

"I thank Frost & Sullivan as well as the biopharmaceutical industry for recognizing our recent efforts. Speaking on behalf of everyone at IDT Biologika, we look forward to producing the highest quality products for all our partners, especially and at this time the ones that invest their time and expertise in eradicating some of the world's most dangerous infectious diseases." Each year, Frost & Sullivan presents this award to a company that has demonstrated outstanding timeliness and quality in offering a service. The award acknowledges the attractive cost of service and the impact of the offering on customer value.

Frost & Sullivan Best Practices awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis and extensive secondary research to identify best practices in the industry.

### **About IDT Biologika**

IDT Biologika is an innovative, privately-held company with more than 90 years of experience in researching, developing, manufacturing and marketing of biologics. Established in 1921, IDT Biologika has developed into one of the world's leading pharmaceutical and biotechnological companies with business segments in animal health, vaccines, and pharmaceuticals. Vaccines and pharmaceuticals are biotechnologically produced according to the highest quality standards of national and international markets.

The company's locations in Germany are the BioPharmaPark in Dessau and the Riems district of Greifswald. In the USA, Denmark, the Netherlands, Belgium, France, and Spain, IDT operates

distribution branches whose activities are focused primarily on the animal health business segment.

IDT Biologika is a member of the Klocke Group. With more than 1,800 employees at six locations worldwide, the Klocke Group has been offering its customers a complete range of services for contract manufacture and contract packaging, from development, production and filling through the development of customized packaging methods and packing for more than 40 years. The Group also has extensive experience in contract manufacturing of solid dosage forms and cytostatics.

#### **About Frost & Sullivan**

Frost & Sullivan, the Growth Partnership Company, works in collaboration with clients to leverage visionary innovation that addresses the global challenges and related growth opportunities that will make or break today's market participants.

Our "Growth Partnership" supports clients by addressing these opportunities and incorporating two key elements driving visionary innovation: The Integrated Value Proposition and The Partnership Infrastructure.

- The Integrated Value Proposition provides support to our clients throughout all phases of their journey to visionary innovation including: research, analysis, strategy, vision, innovation and implementation.
- The Partnership Infrastructure is entirely unique as it constructs the foundation upon which visionary innovation becomes possible. This includes our 360 degree research, comprehensive industry coverage, career best practices as well as our global footprint of more than 40 offices.

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For more than 50 years, we have been developing growth strategies for the global 1000, emerging businesses, the public sector and the investment community.

Is your organization prepared for the next profound wave of industry convergence, disruptive technologies, increasing competitive intensity, Mega Trends, breakthrough best practices, changing customer dynamics and emerging economies?

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