

Press release

Sanner at Pharmapack 2023

Expanded strategic focus as device CDMO

- Growing focus on MedTech, diagnostics, and pharma drug delivery solutions
- Continued emphasis on desiccant packaging solutions and excellent service delivery for pharma and healthcare customers
- A strengthened management team with two new faces: Christian Classen (CSO) and Henrik Bøggild (CFO)

Bensheim/Paris, December 14, 2022 – At Pharmapack 2023, the [Sanner Group](#) is setting its course for the future. At booth B066, the company presents its new strategy centered on two key pillars: an increasing emphasis as a device CDMO for medical technology, diagnostics, and pharma drug delivery solutions, as well as a continuous drive of the core business as a reliable partner for desiccant solutions for the pharma and healthcare markets.

Sanner is highly regarded in the market for its core business, delivering high-quality primary packaging solutions for pharmaceuticals, dietary supplements, and probiotics. “Sanner is a world market leader in the effervescent packaging segment. We are also known for high quality and excellent service in desiccants and primary packaging,” says Dr. Johannis Willem van Vliet, CEO of the Sanner Group. “Customers from the pharmaceutical and healthcare industries can continue to rely on us. We remain focused on expanding our portfolio of tubes, closures and drop-in solutions with new products being launched in 2023.”

Complete solutions from a single source

Thanks to its many years of desiccant and injection molding expertise, Sanner can offer complete solutions from a single source, especially for moisture-sensitive drug-device combination products. “With our significant experience and know-how as an

industrial design and development partner to our customers, we are well placed to deliver on the new strategic orientation in all the key global regions,” says van Vliet.

Additional strategic focus as device CDMO

Sanner has been delivering device CDMO services for international customers in Europe, Asia, and the U.S. for several years and has successfully implemented numerous projects. The reputation of the Sanner Group in this environment has grown steadily and is characterized by the experienced, agile, and reliable development and implementation of customer projects and manufacturing with the highest quality standards. The company is now focusing on expanding this business segment.

From the conception of the devices to the design and production of prototypes, the Sanner IDP-Process[®], a flexible and standardized stage-gate process, provides customers with full support in the development phase of a device. For prototyping, Sanner uses additively manufactured injection molding tools to quickly provide detailed visual samples made from the original material. The experienced industrial engineering team handles implementation with the development of automation and assembly concepts through to box-build logistics solutions or sterilization concepts. During industrialization and market introduction, customers benefit from Sanner's excellent quality and an OTIF level of 99%.

Sanner's strengthened management team

Sanner has strengthened its existing management team to set the business up for future success, with the following key additions:

- Christian Classen, who is responsible for sales, marketing, and product management joined as Chief Sales Officer (CSO) in October 2022 and will play an active role in delivering the enhanced strategic focus. He brings a broad network and extensive experience from a career built in the international OEM and device CDMO markets.
- Henrik Bøggild, who joined as Chief Financial Officer (CFO) in September 2022, is responsible for finance, controlling, purchasing and IT.

Together with Ralf Tiemann, the long-standing CEO Sanner Asia-Pacific and Dr. Johannes Willem van Vliet, CEO of the Sanner Group, Classen and Bøggild complete the Sanner management team.

“With these strategic and personnel moves, we are ideally positioned for the future,” van Vliet concludes. “We look forward to showing the new strategy and its possibilities, along with our extensive service portfolio, at Pharmapack.”

Images and captions

	<p>The Sanner management (left to right): Henrik Bøggild (CFO Sanner Group), Christian Classen (CSO Sanner Group), Dr. Johannes Willem van Vliet (CEO Sanner Group), Ralf Tiemann (CEO Sanner Asia-Pacific).</p>
	<p>Semi-automated assembly of a multi-part medical device acc.to ESD2 requirements in the Sanner cleanroom in Bensheim, Germany.</p>

About Sanner

[Sanner GmbH](#) was founded in 1894. Headquartered in Germany and leveraging its best-in-class manufacturing facilities across Germany, France, Hungary, and China. Sanner has successively developed from a global market leader for desiccant closures and effervescent tablet packaging into a sought-after provider of customized solutions in the areas of medical devices and diagnostics, pharmaceuticals, and consumer healthcare. Today, Sanner supplies its products to more than 150 countries globally and has 600 employees. Since November



2021, [GHO Capital Partners LLP](#), a leading specialist healthcare investment advisor, holds the majority shares of Sanner. Together, GHO and the fourth generation of the Sanner family will continue the successful growth and create intelligent healthcare solutions for a better quality of life. www.sanner-group.com

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