

UHLMANN GROUP  
BEYOND PACKAGING

2019  
Business Report  
2020

# UHLMANN GROUP

BEYOND PACKAGING



## UHLMANN GROUP HOLDING GMBH & CO. KG

Building on its core expertise in pharmaceutical packaging solutions, the Uhlmann Group today offers a broad range of high-tech packaging machines, services, and digital solutions for the pharmaceutical, healthcare, consumer goods, food, and agricultural markets. We are represented at 19 locations in 14 countries around the globe. In the business year 2019 | 20, we generated sales amounting to EUR 434 million with a workforce of over 2,500 employees worldwide.

## EXECUTIVE BOARD

Norbert Gruber, CEO (until July 4, 2020)

Prof. Dr.-Ing. Matthias Niemeyer, CBDO (since May 1, 2020)

## CHAIRMAN OF THE SUPERVISORY BOARD

Tobias Uhlmann

The Uhlmann Group specializes in the development and provision of solutions for the safety and integrity of sensitive products.

Focusing on the digitalization of production and packaging processes, we serve a variety of market segments by offering innovative solutions, services, and technological expertise that extend far beyond just packaging.



**DEAR READER,**

“Sustainability”: This word immediately came to my mind for the foreword of this business report. It stands for everything that motivates us in the Uhlmann Group and makes us a distinctive corporate network. Evolved from family-owned companies, all the Group Companies have always taken sustainability and long-term responsible conduct into consideration.

This focus on long-range targets may at first appear to be a contrast to the pace of our age, which has been defined in recent months by the coronavirus pandemic, and the associated impact on society and the economy.

However, in these demanding times, it has become apparent that sustainable conduct based on far-reaching foresight offers something essential: security. For our customers, who, particularly now, can count on us as a strong partner. For society, the most needy members of which we have been able to support in Laupheim and the region. And, of course, for our over 2,500 employees around the world, who have secure jobs on a long-term basis in the Uhlmann Group.

I extend my thanks to all who contributed to our success in the last business year: our customers, who placed enormous trust in us; our suppliers and partners who, as usual, have constructively supported us; and particularly our employees and managerial staff, who have promoted and advocated our diverse change processes. Their commitment, particularly combined with the additional pressure associated with the coronavirus pandemic, was and is exceptional.

Also exceptional was the dedication of Norbert Gruber, who died in July following a long, serious illness. As Chairman of the Executive Board, he contributed significantly to the successful development of Uhlmann and the Uhlmann Group for many years. Norbert Gruber set an example in many ways. We will keep alive our memory of him in the way we work together and treat each other.

A handwritten signature in black ink that reads "T. Uhlmann". The signature is fluid and cursive, with a long horizontal stroke at the end.

Tobias Uhlmann  
Chairman of the Supervisory Board



**DEAR READER,**

The Uhlmann Group is a steadily evolving corporate network. We again intensively promoted change in the business year 2019 | 20. A new holding structure stands us in good stead for the future, and we have broadened our expertise on the basis of diverse activities.

“Beyond Packaging” is a commitment met by all the Group Companies – Uhlmann, KOCH, Cremer, Wonder – in a more than convincing manner. We attained record sales in the Group amounting to EUR 434 million. The addition of Axito means that the Uhlmann Group now comprises five strong brands. By transferring Mechanical Manufacturing to a separate company, we are substantially strengthening our independence in this field and are able to systematically tap into growth potential, also in new sectors.

The Uhlmann Group has also expanded in another respect. Digitalization of the value-added processes is increasingly gaining in significance with our customers. In this context, we offer a comprehensive portfolio of innovative products that permits scalable connectivity ranging from machines to cloud applications.

Of course, COVID-19 also kept us on our toes. We displayed fortitude, acted quickly and extensively, and made every effort to minimize the enormous implications of the pandemic for our customers and employees – and, more than ever, to be a reliable partner everywhere in the world.

We established a good starting basis in the Uhlmann Group over the past business year, which allows us to take advantage of opportunities in significant markets worldwide. Our focus is again set on this in the new business year 2020 | 21.

By strengthening our companies and the Uhlmann Group in the long term, we are continuing on the path pursued with great commitment by Norbert Gruber. His loss is difficult to put into words. However, we can and will honor his legacy, upholding it in the future through our conduct.

A handwritten signature in black ink, appearing to read 'Matthias Niemeyer'. The signature is fluid and stylized, with a long horizontal stroke at the end.

Prof. Dr.-Ing. Matthias Niemeyer  
CBDO

# Solutions

UHLMANN GROUP

## **UHLMANN GROUP HOLDING GMBH & CO. KG**

Established in Laupheim, we have developed from a provider of pharmaceutical packaging solutions into a strong group with successful brands. We pool our know-how in the Uhlmann Group and utilize the synergies of the individual companies in their international markets and a variety of sectors. Our objective is to tap into attractive growth potential by extending our portfolio in line with the markets, and purposefully utilizing our resources in the respective regions of the world and the submarkets.

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2,515 employees (excluding trainees)

EUR 434 million sales

Again an increase in sales as well as more employees – the Uhlmann Group closed the business year 2019 | 20 with a new track record. Incoming orders rose by 8.7 percent to EUR 437 million and sales attained EUR 434 million, likewise an increase compared to the previous year. The COVID-19 pandemic had little impact on the results, also on account of the cross-company crisis management and the swift implementation of appropriate measures. The number of employees in the Uhlmann Group grew

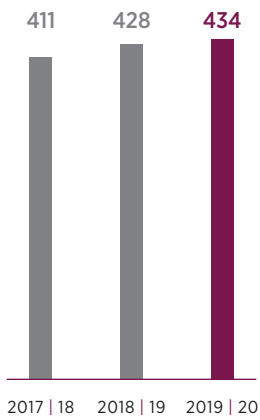
worldwide in the past fiscal year from 2,334 to 2,515. Numerous new recruitments took place in the Group Companies, particularly in the business unit Digital Solutions in Laupheim, as well as in Wrocław, Poland.

Two factors underlie this success: the innovative strength of the individual companies, as well as the commonly practiced culture and values, which distinguish and differentiate the Uhlmann Group positively. All the brands developed dynamically in the

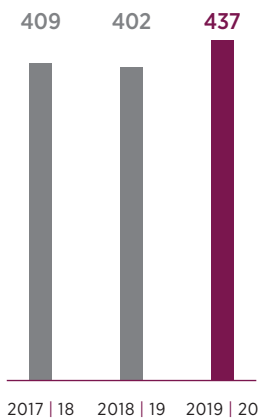
# Beyond Packaging



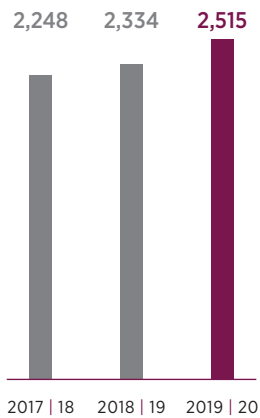
SALES  
IN MILLIONS OF EUROS



INCOMING ORDERS  
IN MILLIONS OF EUROS



EMPLOYEES  
CUTOFF DATE MARCH 31, 2020



The new holding structure puts the Uhlmann Group in a good position for the future and lends it greater scope to attend to what distinguishes it: technology and services of the highest standard.

last business year, gained new customers through innovative products and services, and tapped into market potential “beyond packaging”.

**FOCUS ON CUSTOMERS AND MARKETS**

The Uhlmann Group is continuing to refine its strategic course at present. This is founded on its mission to offer customers innovative solutions, services, and technological expertise that extend far beyond packaging. This strategy process is placing

an even greater focus than previously on the customers and markets of the Group Companies. For this reason, the executive boards of all the Group Companies are likewise intensively involved, in addition to the executive and supervisory boards of the Uhlmann Group.

**EQUIPPED FOR THE FUTURE WITH A NEW HOLDING STRUCTURE**

In order to operate even more efficiently and to ensure optimum, systematic harnessing



Spacious, joint presentation of all member companies of the Uhlmann Group at CIPM 2019 in China, the key trade show for the Asian pharmaceutical market



# UHLMANN GROUP

Laupheim | Germany



Laupheim | Germany



Pfalzgrafenweiler | Germany



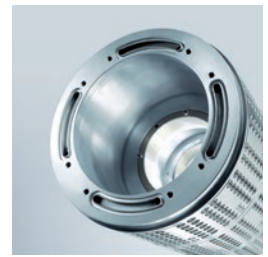
Lisse | Netherlands



Jinzhou | China



Wroclaw | Poland



of the wide-ranging professional skills of the employees, the Uhlmann Group was extensively restructured in October 2019. Operations and superordinate functions have been clearly separated by establishing the new company Uhlmann Group Holding. The holding company manages and coordinates all issues relevant to long-term success. Responsibilities of the division Corporate Business Development include the identification of new target groups, markets, and business models, as well as long-term development planning for all the Group Companies. The divisions Corporate Finance & Controlling, Corporate Human Resources, and Corporate Communications also belong to the holding company. A key, future-oriented field is also integrated under the name Corporate Digital Lab. Using innovative digital methods, new, market-relevant ideas and solutions are generated and implemented faster here than through conventional channels. One example is the application of design thinking, a method for the faster visualization of product ideas. The holding structure allows the five Group Companies to concentrate more intensively on their core competencies.

## PHARMAZING DAYS 2019 AS FIRST UHLMANN GROUP SHOW

“Solutions beyond packaging” was the motto of the PHARMAZING DAYS 2019 hosted in Laupheim in June last year. The three-day event in 2019 was the first to be held at Group level and presented a new, uniform look. This indicates at first glance the common bond between the Group Companies and yet retains the strong brand identity of the individual companies.

Uhlmann, KOCH, Cremer, and Wonder used the show, attended by some 650 visitors, to convincingly honor the previously declared pledge of securing a leading edge with innovative solutions – on the basis of packaging machines and lines for the efficient packaging of varying batches, tailored services, and digital applications for the management and optimization of production processes.

The new, consistent visual effect across the markets and sectors also characterized the appearance at the China International Pharmaceutical Machinery Exposition (CIPM) in China. All the members of the

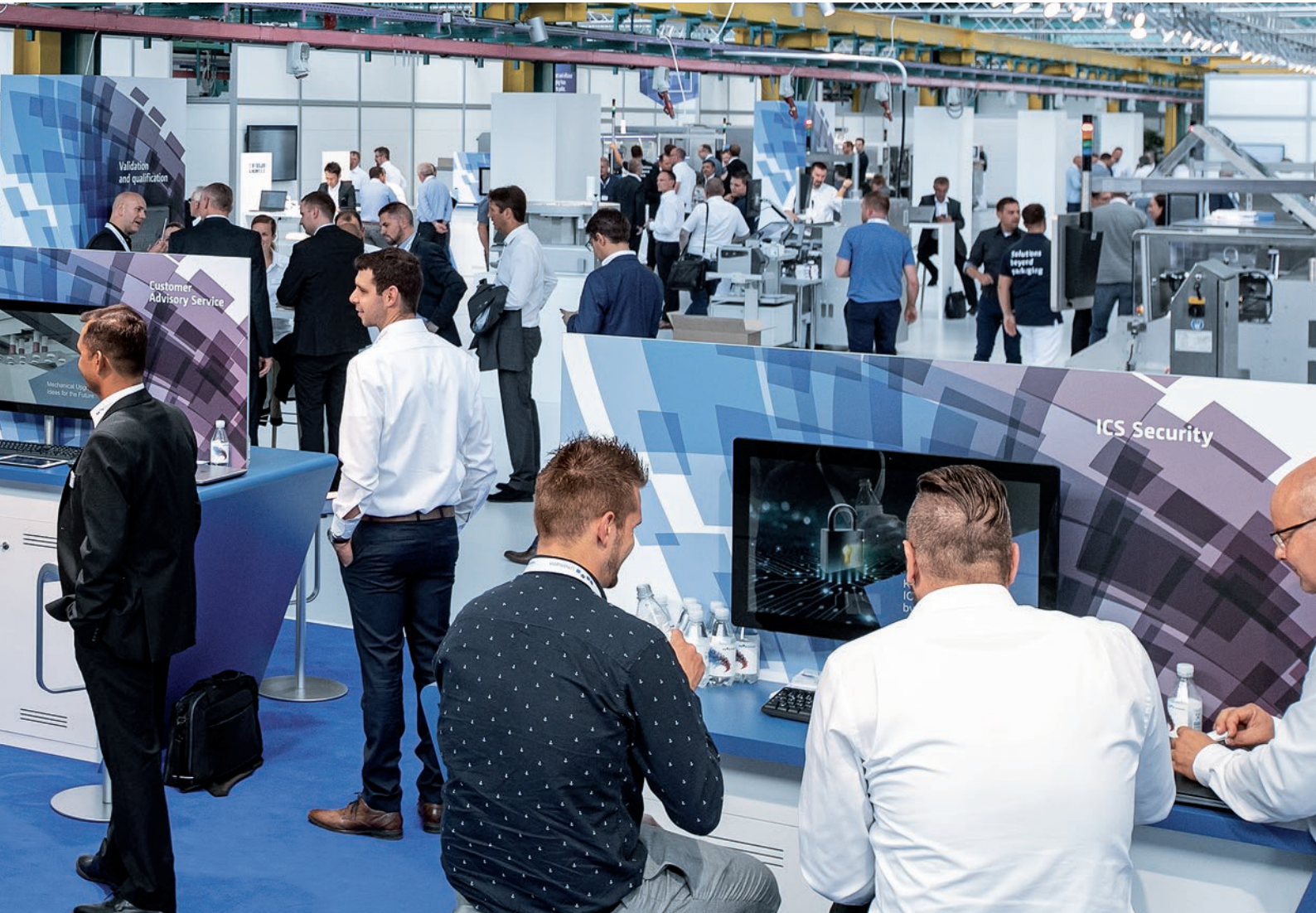
Uhlmann Group were represented at a spacious, joint stand. This attracted greater attention and convincingly underlined the significance of the Uhlmann Group as a partner “beyond packaging”.

As key trade shows had to be canceled in the last months of the business year 2019 | 20 and subsequently on account of the coronavirus pandemic, Uhlmann and KOCH established an interactive form of presentation

at very short notice. UHLMANN LIVE! and KOCHlive provided an online stage for the highlights originally planned for interpack 2020. In both cases, a digital platform was also created to interact with customers.

**ACT SUSTAINABLY WITH A VIEW TO TOMORROW**

Foresighted sustainable conduct is a commitment and likewise an obligation for the Uhlmann Group. It is anchored in both the



PHARMAZING DAYS 2019 in Laupheim: first uniform show presentation of the Group Companies



Prof. Dr.-Ing. Matthias Niemeyer,  
Chief Business Development Officer (CBDO)

values and the corporate culture. However, sustainability is gaining in significance for society as a whole. Expectations are increasing in all three bottom lines of sustainable development – ecological, economic, and social. All the companies make a substantial contribution and will further intensify their involvement. One aspect here is closer cooperation with customers to meet their increasing demands for products with smaller ecological footprints. Sustainability is also becoming more effective at company level. Improvements in occupational safety and health management, or the increasing use of energy from renewable sources are among the examples.

The commitment to greater sustainability is also underlined by the membership of Uhlmann in the UN Global Compact, which was entered into in 2019 and involves compliance with the ten defined universal principles. The Uhlmann Group is seeking to work more closely together on this key issue and communicate all efforts internally and externally in a transparent manner. A joint sustainability strategy in this context is to be developed and implemented this year.

**DEVELOP BUSINESS MODELS,  
TAP INTO GROWTH POTENTIAL**

The Uhlmann Group was able to appoint Prof. Dr.-Ing. Matthias Niemeyer to take over these responsibilities. He took up the

newly created position of Chief Business Development Officer (CBDO) on May 1, 2020. Professor Niemeyer has many years of leadership and management experience in international mechanical engineering companies, as well as in-depth knowledge of the packaging industry. For Tobias Uhlmann, he is well suited “as a manager with a passionate interest in technology and a high customer focus. Combined with his cooperative and pragmatic management style, he excellently matches the values we uphold in the Uhlmann Group.”

“We have already achieved a lot on the way to becoming a sustainable company group – but we cannot and do not want to be content with that. We will adopt a joint, cross-company sustainability strategy in 2020.”

Tobias Uhlmann, Chairman of the Supervisory Board

# Total Solution

## **Uhlmann Pac-Systeme GmbH & Co. KG**

is a leading international systems supplier of integrated, flexible packaging systems, services, and digital solutions for pharmaceutical products.

Uhlmann sets standards with high-end products that meet the strictest requirements in terms of reliability and quality. The portfolio covers all process steps and includes systems for the packaging of pharmaceutical products in blisters, bottles, and cartons – through to end-of-line palletizing.

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1,667 employees

Headquarters: Laupheim, Germany

Locations: Brazil, China, France, India, Poland,

Russia, Singapore, Spain, Sweden, Switzerland,

UK, USA

These days, pharmaceutical manufacturers want and need partners who offer integrated solutions. Uhlmann positions itself here as a total solution provider and covers all aspects of pharmaceutical packaging with an extensive program. Machines, services, and digital solutions make up a triad geared to respective customer needs.

**FOCUS ON OVERALL SUCCESS:  
NEW BUSINESS UNITS ESTABLISHED**

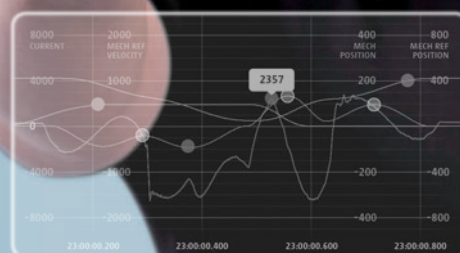
In the interest of greater working efficiency with a specific focus on customer satisfaction and business success, Uhlmann commenced extensive restructuring in November 2019. Separate divisions were merged into seven business units: Packaging

Systems, Digital Solutions, Customer Services, Logistics, Manufacturing, Sales, and Shared Services. The objectives behind this include leaner and harmonized processes, the optimized use of resources, short decision-making channels, and a focus on the overall goal. In addition to the business units, central functions such as Quality Management, Business Excellence, Product Management, and Marketing are also integrated into the new structure.

To enable the best possible support for globally operating customers throughout the world, while taking the regionally varying market developments into account, the business unit Sales is now divided into

# Provider

Uhlmann has been digital for a long time. New is networking and the added-value gained from machine data. Some 100 software engineers are working on making the most of this additional benefit for customers.



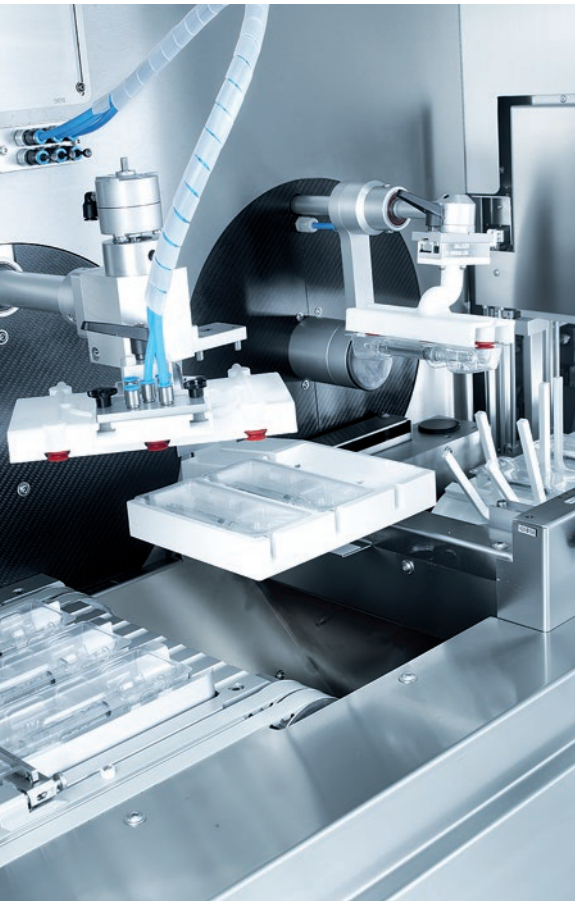
regions: Europe-Middle East-Africa (EMEA), North America, Latin America, Asia-Pacific, and China. Applicable since January 2020, the new structure offers greater flexibility. It ensures coordinated action and the joint development of solutions according to the principle “One voice to the customer”.

**CONSISTENT CUSTOMER FOCUS:  
INNOVATIVE PACKAGING MACHINES**

The Blister line BEC 200 for solid dose products made its debut at the PHARMAZING DAYS 2019. The integrated system, com-

prising a blister machine and a cartoner, is ideal for the flexible packaging of small batches and special packaging forms. Target groups are contract packers, or the manufacturers of generics and dietary supplements. The growing need here for high-quality machine solutions at an attractive price is being served by Uhlmann at an early stage.

Flexibility is likewise a focal feature of the BLU 200, which was also presented at the PHARMAZING DAYS 2019. The modularly



Above: Direct, integrated, and compact blister transfer of the BLU 200 in the product transport of the cartoner. If needed, the blisters can be turned 90° before being deposited.

Right: Prompt assistance and multimedia remote diagnosis are provided in response to a direct inquiry from the touchscreen.

The target is even greater customer focus. Two results: Blister line BEC 200 and Blister machine BLU 200 for the highly flexible packaging of solid and liquid medicines.



designed blister machine is geared to the productive packaging of a variety of liquid dose products. Unique selling point of the BLU 200 is its capacity to handle sets comprising ampoules and syringes, for example, in addition to individual liquid products.

In March 2020, the first model of the new generation of end-of-line packaging machines was introduced. Combined here is the expertise and innovative strength of two global leaders. The first “Uhlmann powered by pester pac automation” machine is the ECP 12, a combination of a case packer and a palletizing module for efficient end-of-line packaging in a consistently automated process.

**DIGITALIZATION AT UHLMANN:  
100 PERCENT NEEDS-BASED**

How can digital applications be integrated into pharmaceutical processes? How can production data create added value beyond the specific machine, to attain higher machine availability, more efficient processes, and faster support? Digital applications presented by Uhlmann at the PHARMAZING DAYS 2019 gave answers to such questions in the form of needs-based, user-friendly solutions. These cover consultation, implementation, and support from a single source. The modules, developed internally

to market maturity by the business unit Digital Solutions, include Track & Trace, Digital Training, Tool Management, and Condition Monitoring.

**TRAINING AND QUALIFICATION**

In order to retain knowledge and experience in the company as long as possible by qualifying employees to meet the latest requirements, over 600 events totaling 30,000 hours took place in the business year 2019 | 20. The sum invested here by Uhlmann fell just short of a seven-digit figure.



Tim Slomp, CTO



“What are the strengths of our culture? We continually want to improve – by applying the skills of our experts even more effectively, for example, and systematically turning already excellent employees into problem solvers.”



Visitors attending the PHARMAZING DAYS 2019 showed keen interest in digital solutions such as smartglasses for audiovisual assistance during digital training courses.

**We respond to present and future customer demands with integrated, customized integral packages comprising machines, services, and digital solutions.**

Activities relating to young talent were again above average. Seventy-nine young people underwent qualified training in the last fiscal year and another 70 were prepared for their future at Uhlmann in cooperative study courses. A further five apprentices joined the company in May 2020. They are seamlessly continuing their training after the planned closure of Th. Kekeisen GmbH & Co. KG in Laupheim.

**REMOTE: SUPPORT IN TIMES OF CORONAVIRUS**

In order to offer customers competent support despite travel restrictions and reduced local staff availability, Uhlmann enhanced its service products and intensified their

marketing. The hours of availability of the telephone hotline and remote service have been extended substantially for all customers. Furthermore, a remote service package incorporating video support was launched at attractive rates.

The digital expertise of Uhlmann also facilitates the punctual commissioning of packaging lines, such as that of a complex, high-performance line in China. The experts in Laupheim used remote connections, live chats, and smartglasses to support the colleagues on site.

**NEW OFFICE COMPLEX IN LAUPHEIM AND NEW WORKING ENVIRONMENT TEST PHASE**

Construction measures at the headquarters in Laupheim also continued in the last business year. The administration building was renovated to improve energy efficiency and update the technical facilities of the offices. In addition, since September 2018, a total of EUR 16 million is being invested in a new office complex designed by the internationally acclaimed architects Barkow Leibinger.

Findings from the pilot project “Modern working environment” will flow into the organization of the workplaces. The project has been running since October 2019 with





The state-of-the-art Uhlmann training workshop, which also provides five ongoing industrial mechanics from Kekeisen the opportunity to continue their apprenticeships since May 2020.

approximately 100 employees from the business unit Digital Solutions. It addresses the question of how offices should be organized these days, not only to encourage optimum work results, but also to attract new skilled personnel. As Kathrin Günther, head of the business unit, states: “Competition is increasing, particularly when it comes to IT jobs. The future belongs to companies that tread new paths.” The employees involved in the pilot project do not have fixed workplaces, for instance. Everyone takes what they need from a locker each morning and can work in various zones over the course of the day, depending what tasks are on the agenda.

#### **SEAMLESS MANAGEMENT CHANGEOVER**

Michael Mrachacz was appointed new Managing Director of Sales (CSO) at Uhlmann as of April 2019. He had previously managed Customer Support & Services since 2014. In that capacity, he pooled all aftersales activities in a business unit and significantly expanded the division. For Tobias Uhlmann, Michael Mrachacz is “the ideal successor to Siegfried Drost; an enthusiastic, strong leader capable of getting things done, organizing, and motivating.”



Michael Mrachacz, CSO

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“Uhlmann is strong, open-minded, and reliable. These values shape our culture, guide our decision-making, and give our employees a long-term perspective. This is appreciated by more and more people.”

# Packaging Diversity at

## **KOCH Pac-Systeme GmbH**

provides individual solutions for complex packaging jobs in the medical technology, contact lenses, and consumer goods sectors. Based on the principle of modular design, KOCH develops safe, flexible packaging processes that range from intelligent standalone solutions to a highly automated KOCH packagingLine. The machine portfolio is complemented by extensive services and a range of digital products for easier and more efficient day-to-day packaging.

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383 employees

Headquarters: Pfalzgrafenweiler, Germany

Locations: Brazil, China, France, India, Russia,

Singapore, Sweden, USA

The motto “Packaging diversity at its best” signifies the portfolio of KOCH Pac-Systeme and likewise stands for the various activities in the business year 2019 | 20. The next generation of machines for the packaging of medical products was developed under the brand medplus. In terms of consumer goods, the focus was on sustainable forms of packaging, and services centered on extension of the digital portfolio.

**50 YEARS OF PACKAGING TECHNOLOGY  
MADE BY KOCH**

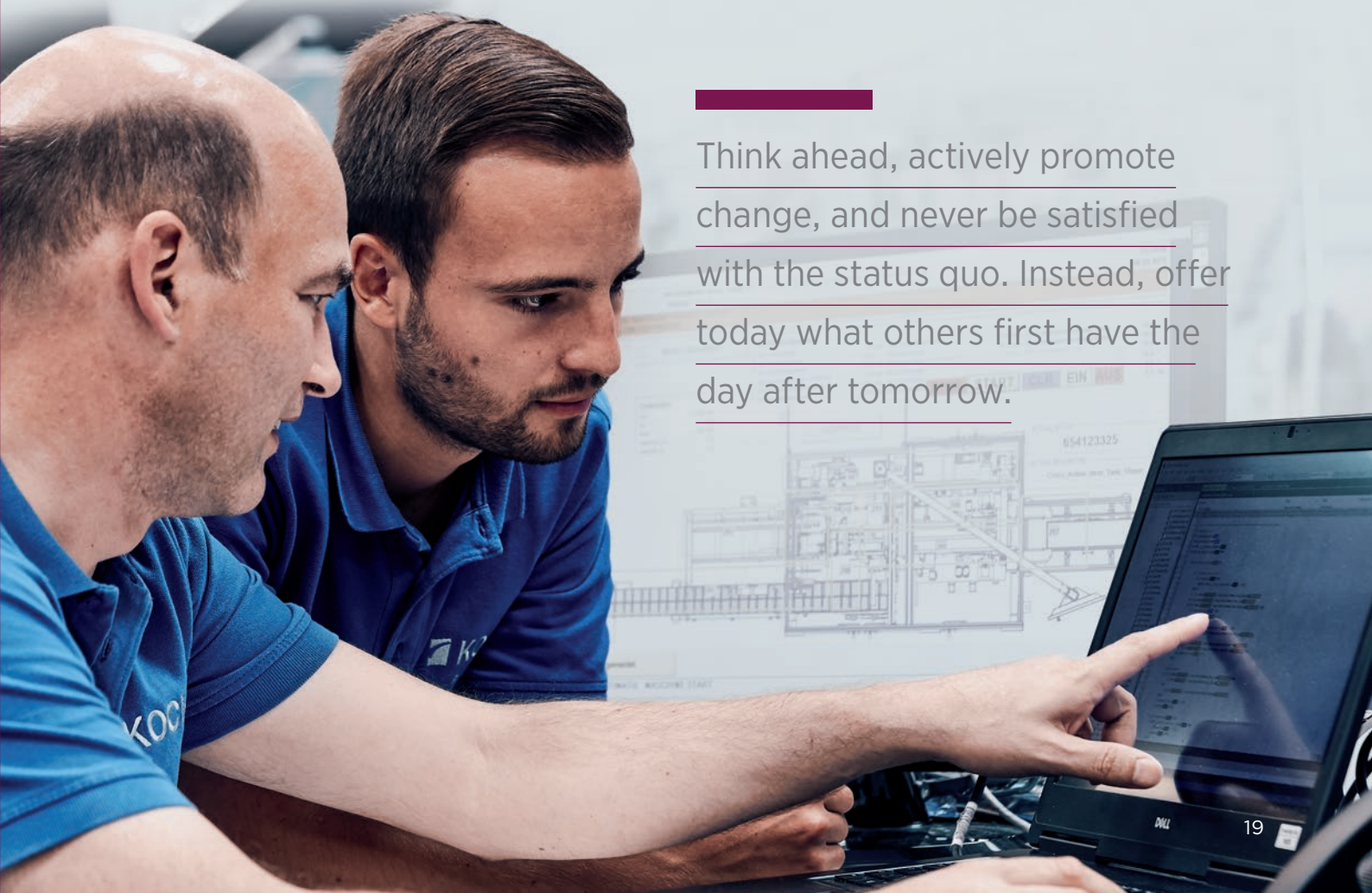
A special event in 2019 was the fiftieth anniversary of the company, celebrated under the motto “Tradition – Motivation – Innovation”. This triad represents everything

KOCH stands for, making it a globally sought-after partner for reputable enterprises.

Tradition for KOCH is the development of customized packaging solutions on the basis of perfected machine technology. Motivation stands for the aspiration to extend what has been achieved to attain further steady, sound growth. The third element of success is innovation. KOCH actively moves into new fields of expertise in good time, as demonstrated by the K 4.0 digital services that complement the classic forms of customer support.

The anniversary was celebrated in November with the inauguration of the new office and communication building, and a big event

# Its Best



Think ahead, actively promote change, and never be satisfied with the status quo. Instead, offer today what others first have the day after tomorrow.

was organized for the employees near Christmas. In their speeches, the KOCH managing directors Harald Jung and Karl Kappler acknowledged the excellent work of each individual. This effort has contributed to the remarkable development of KOCH to date.

**MORE SPACE FOR ADDED SUCCESS**

The growth of KOCH is reflected in the number of employees, which rose to

383 in the last business year. On top of that, the company employs 46 apprentices and students. A visible sign of success is the new office and communications building at the company headquarters in Pfalzgrafenweiler, which was officially inaugurated on November 22. In addition to local and regional political representatives, the KOCH managing directors also welcomed the former head of Uhlmann, Hedwig Uhlmann, and Tobias Uhlmann, Chairman of the Supervisory Board of the Uhlmann Group. He underlined the special KOCH spirit in his speech: "KOCH is a big family, everyone pulls together. The atmosphere is very motivating and fosters innovation. Culture is cultivated intensively here, and everyone is positively open to change, moving forward in line with customer and market demands."

Open, communicative, sustainable, and digital: These attributes characterize KOCH and the new building. The exterior is a striking mixture of metal, glass, and decorative elements in KOCH blue. The interior includes an inviting reception area and is

Open, communicative, sustainable, and digital: The attributes of the new building also stand for KOCH – for a culture in which everyone thinks outside the box and provides new impetus.



Above: KOCH also presents itself as a successful brand in a strong group outside the building.



Right: Bright and inviting is how KOCH welcomes guests and employees in the new building.



structured according to the latest principles of cooperative work between departments.

The Executive Board, Marketing, Accounting, Human Resources, Controlling, and IT have been working hand in hand there since the end of 2019. According to Harald Jung, this was precisely the intention of the concept: "In addition to the appropriate outward impression toward customers, we wanted to bring these divisions together to generate many synergy effects." The experts responsible for solutions for the contact

lens sector also work in the new building. Discussion zones offer space for short meetings, while conference rooms fitted with state-of-the-art technology are available for longer events. The lighting and air conditioning in the building are self-regulating. The heating uses renewable energy supplied by a local cooperative.

#### **NEW MACHINE GENERATION MEDPLUS MEETS HIGHEST DEMANDS**

The business unit Medical Technology at KOCH also made positive progress in the

The new Blister machine KBS-C medplus with innovative processes that reduce the use of material and optimize blister quality



Eco-friendly materials, innovative process techniques, brand-oriented product presentation using new forms of packaging: KOCH is pursuing the issue of sustainability by intelligently combining all these factors.



past business year. However, customer specifications do change. There is a growing demand for flexible machines suitable for a wide variety of products, packaging formats, and batch sizes. On the basis of intensive market studies, those responsible for the packaging of medical devices and pharmaceutical products extended the portfolio by developing the Blister Machine KBS-C medplus. The virtual in-house show KOCHlive held in June 2020 was used for the official market launch. The letter C stands for all the characteristic attributes of the new machine: for example, compact, clean – denoting cleanroom compliance – and clever, on account of innovative processes that reduce the use of forming material and ensure consistently high blister quality.

One example of intensified cooperation in the Uhlmann Group is a solution implemented in 2019 combining a KOCH KDT medplus machine and a label printer with Track & Trace by Uhlmann. Specifications for product tracking in compliance with the Medical Device Tracking Regulation are met this way.

**SUSTAINABLE AND SUSTAINABLY INTELLIGENT: PACKAGE THE SMART WAY**

KOCH has been active in the sustainable packaging segment since the 1990s and was one of the first companies to have recyclable mono-material packaging in its portfolio. Eco-friendly packaging is a must for many customers these days, not only to meet the targets of the EU strategy to avoid plastic waste, but also to meet customer wishes.

In the last financial year, KOCH developed a concept that intelligently combines all factors relevant to the principle “Package the smart way”. These include environmental protection by using materials from recycling or bio-based sources, the reduced use of material by applying innovative processes, brand-oriented presentation using cycle-Pac® mono-material packaging, or blisters made of sustainable films or formable paper.

**DIGITAL SERVICE PACKAGES FOR ADDED EFFICIENCY IN DAY-TO-DAY PACKAGING**

In addition to classic support services, KOCH has been offering its K 4.0 digital services since 2017. In the business year 2019 | 20, the company further extended its expertise regarding digitalization in customized machine construction. The K 4.0 smartpacks are perfectly combined digital services. Examples include the Connectivity Pack for remote troubleshooting and maintenance, or the OEE Pack, which gives an in-depth picture of the packaging process, and reveals optimization potential for both the machine and its environment.



KOCH Executive Board: CEO Harald Jung and CTO Karl Kappler

“The exacting construction of customized machines, in which KOCH specializes, can only function when we all join forces – with every individual prepared to make progress to meet the needs of customers and the markets.”



# Technology

**Cremer Speciaal machines B.V.**

is a globally operating company specializing in counting and packaging solutions, as well as services, for the pharmaceutical, food, nonfood, and agricultural sectors. The scope of performance ranges from concept development to the turnkey supply of counting systems and packaging lines.

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171 employees

Headquarters: Lisse, the Netherlands



When it comes to counting an exact number of products and configuring a customized packaging process, Cremer is the top address for major companies in the pharmaceutical, food, nonfood, and agricultural industries. An increase in demand for this expertise – perfected over the course of seven decades – was recorded in the past fiscal year. The same applies to the turnkey proficiency of Cremer in terms of fully integrated packaging lines. The Group Company justified its ranking as technology leader by attaining a record number of contracts.

The positive development in business year 2019 | 20 covered all strategic business segments. In the pharmaceutical field, the Bottle line IBC 150 – previously built and marketed in Laupheim under the brand Uhlmann – was transferred to Lisse. Furthermore, Cremer invested in the expansion of its machine portfolio for the food, nonfood, and agricultural sectors as part of the growth strategy. In doing so, the company can tap into additional market potential.

# to Count On

Innovative, solid, trustworthy.

These three attributes shaped us  
in the past, and make us what we  
are and want to remain: global  
leader in counting systems.



Innovative line configuration for the counting and packaging of confectionery at high speed with maximum precision; executed as a turnkey project.



Tablet counting and feeding system with infrared technology for precision counting in pharmaceutical applications.

As a member of the Uhlmann Group, Cremer is excellently positioned to develop innovative, cutting-edge solutions and tap into further potential in all strategic fields of business within the framework of the growth strategy.

Newly developed module for the counting of seeds at high speed with maximum counting accuracy; integrated in a turnkey project.



### PHARMACEUTICAL PACKAGING IN BOTTLES POOLED AT CREMER

Everything for the packaging of tablets or capsules in bottles from a single source: Pursuing this target, the Uhlmann Group transferred overall responsibility for Bottle Packaging to Cremer in the business year 2019 | 20. Since April 2020, the company covers the full spectrum of packaging in bottles – with the Bottle Unscrambler CBU-300 as well as the Bottle line IBC 150 for medium-sized batches, which was previously manufactured by Uhlmann. The key benefit of this line is the monobloc architecture that combines all stations, including the Cremer counting and feeding systems. All the process steps are optimally coordinated. This makes the packaging of solids in bottles much more productive than with a line that links separate components.

### ON-SITE KNOWLEDGE TRANSFER AND DIGITAL SUPPORT

To prepare the Dutch specialists for completely independent construction of the IBC 150, an intensive know-how transfer was initiated in summer 2019. Uhlmann mechatronic experts have been training their colleagues on the spot. The team previously responsible for production in Laupheim will continue to provide digital support. A first “Made in Lisse” edition of the IBC 150 is meanwhile nearing completion.

### EFFICIENT ALL-AROUND PROFICIENCY, UNPARALLELED PRECISION

Whether various flavors of a product or confectionery assortments: Cremer demonstrated its turnkey expertise in product mix packaging lines in various large-scale projects in the business year 2019 | 20. Significantly higher speed and precision, better process monitoring, and overall enhanced productivity are the benefits of these high-tech lines compared to those of the competition.

### NEW MACHINE GENERATION FOR SEED COUNTING AND PACKAGING

Another clear demonstration of Cremer’s innovative strength in the past business

year was in the agricultural sector, the traditional field of business it has served since the foundation of the company. The CSC series, the next machine generation for the counting and packaging of seeds, was presented in September 2019. Central feature of the series is the integration of a completely new counting module. This was tested and refined to market maturity in a project in conjunction with a leading global agriculture and seed enterprise. The multinational corporation was gained as a new customer through this development partnership.



Robert van Dorst, Managing Director

“Full responsibility for the Uhlmann Bottle line IBC 150 is being transferred from Laupheim to Lisse in 2020. The accompanying transfer of knowledge could not have been more intensive and comprehensive.”



# Expertise for

**Jinzhou Wonder Packing Machinery Co., Ltd.**

specializes in the development, manufacture, and marketing of pharmaceutical packaging machines, and provides services for these. The focus is on products and support for emerging, cost-conscious international markets. The product portfolio includes blister machines, cartons, and sachet machines built in compliance with German quality standards.

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206 employees

Headquarters: Jinzhou, Liaoning Province, China

An area of 33,000 square meters for the production of packaging machines, new offices, and sales and service facilities – the new Wonder location in Jinzhou in China reflects consistent positive development.

Since joining the Uhlmann Group in 2011, Wonder has installed over 600 sachet and blister machines in China and other growth market countries. The company ranks among the top five local manufacturers of pharmaceutical packaging equipment. Customers particularly value the reliable technology based on German engineering

and the attractive price-performance ratio on account of production in China. Wonder wishes to expand more in the coming year and further intensify its integration into the overarching quality strategy of the Uhlmann Group. In this connection, Managing Director Henry Fang attaches particular importance to employee qualification to ensure the highest of standards in all areas, and especially in terms of services.

**SUCCESSFUL PHARMAZING DAYS 2019**

Blister machine and cartoner perfectly combined in a single unit: The Wonder

# Emerging Markets



Over 30,000 square meters, 20,000 of which for the production of packaging machines. Wonder has created ideal conditions for further growth with its new facilities in Jinzhou.



Staff training is a key issue at Wonder for optimized quality in all areas

Blister Packaging Line eBL 350 for solid dose products is one of the success models in the machine portfolio. It celebrated its European debut at the PHARMAZING DAYS 2019. Since launching the eBL 350, 200 of these have been supplied and the blister machine division at Wonder has recorded an annual average growth of 25 percent. Developed with sights set on cost-conscious markets, the demand for the eBL 350 in China remains strong. The same applies to India, Brazil, Bangladesh, Singapore, the USA, and Canada. The export quota is currently 25 percent.

Particularly pleasing for the Wonder delegation in Laupheim was the specific visit of some customers from China. They came to acquaint themselves with the full spectrum of the Uhlmann Group and enjoy the special atmosphere of the PHARMAZING DAYS.

**MARKET LAUNCH OF THE NEW SACHET MACHINE**

“Make every detail perfect.” Wonder lives up to this pledge with its new four-sided sealing sachet machine S1200. Compared to its predecessor, the machine has a higher output, systematically enhances user-friendliness, and maximizes production reliability. The modular design permits customized configuration. The S1200 is undergoing its final tests and is to be launched in 2020. Wonder wishes to strengthen its market position and generate



View of the new Wonder assembly hall designed to meet cutting-edge standards

additional growth in the field of traditional Chinese medicine with the S1200.

#### **NEW LOCATION: IDEAL CONDITIONS FOR ADDED GROWTH**

After commencement of construction work in the Jinzhou industrial zone on June 10, 2019, Tobias Uhlmann, Chairman of the Supervisory Board of the Uhlmann Group, attended the official inauguration of the new Wonder facilities on November 12, 2019. The complex includes a progressive administration building and a new 20,000-square-meter production hall. 12,000 square meters are already being used for the production of packaging machines. The other 8,000 are reserved for the next phase of production expansion.

#### **APART AND YET TOGETHER: WORKING IN TIMES OF COVID-19**

New models for working from home and staggered hours in the company, and the increased use of digital tools were among a number of measures Wonder established at an early stage to ensure accustomed, reliable customer support without personal contact. Strict adherence to the official hygiene and protection regulations was systematically enforced. City government representatives attested the exemplary situation at Wonder during a visit in mid-February and immediately permitted the resumption of production.



Henry Fang, Managing Director

“We want to make a substantial, long-term contribution to the success of the Uhlmann Group with top-quality products and services. We are already looking forward to celebrating ten years of being part of this strong group in 2021.”

# Optimum

## **Axito**

is the production expert in the Uhlmann Group. Core business is the production of mechanical parts and components for the Group Companies. In addition, Axito will tap into attractive growth potential beyond the Uhlmann Group by manufacturing and marketing certified, top-quality products for other companies and in additional sectors.

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67 employees

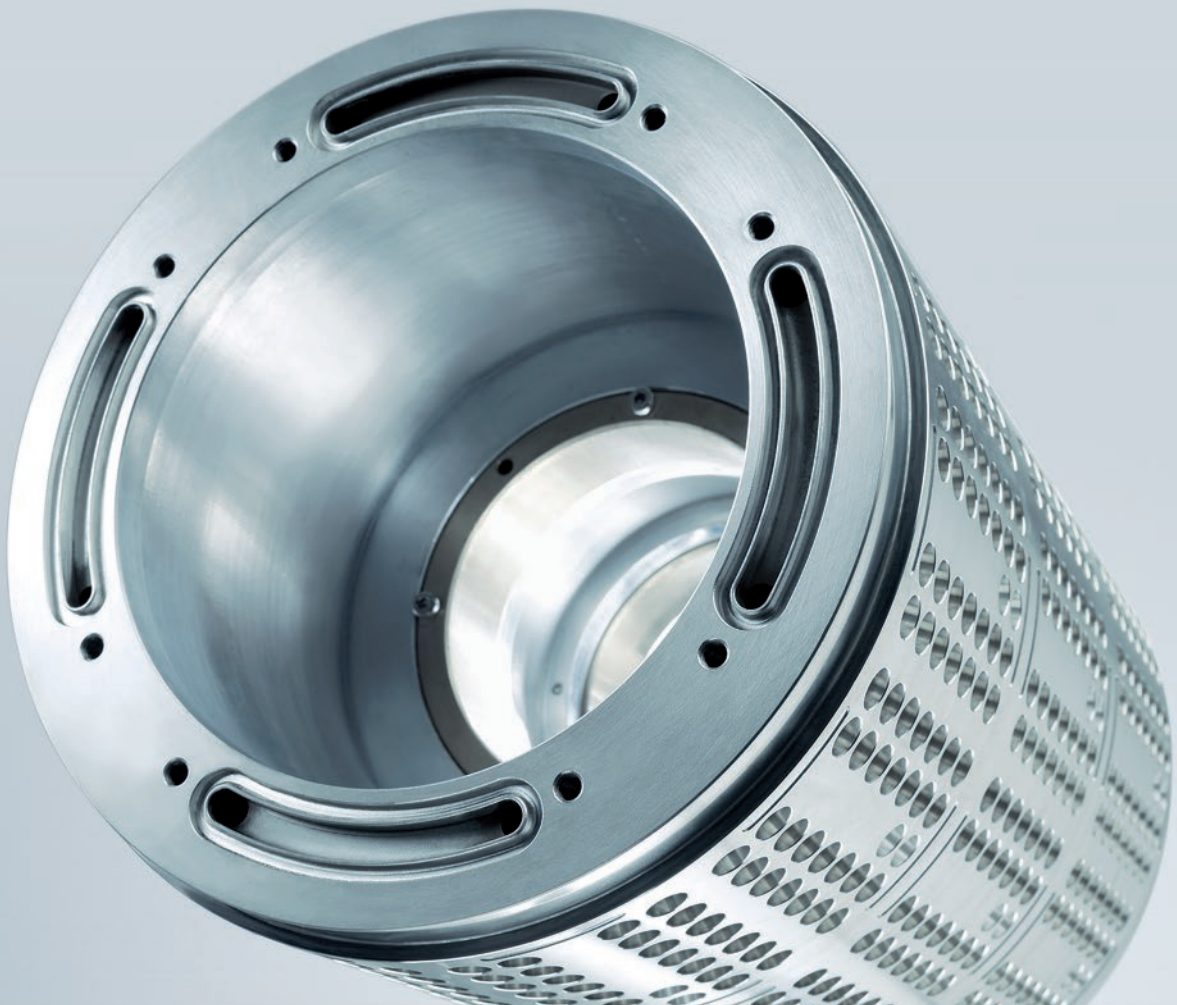
Location: Wrocław, Poland



The pharmaceutical sector is expanding steadily and the need for packaging machines will continue to grow strongly in the coming years. This also results in a rising demand for machine parts and components, such as precision-designed, customized format parts for maximum machine uptime and top efficiency.

Mechanical Manufacturing is responsible for production at Uhlmann. In order to improve the competitiveness of this business unit and maximize utilization of perspective growth in the sector, the Uhlmann Group created an independent company, Axito, for the production of parts and components in the past business year. Axito also

# Parts and Components



Axito is helping to provide the Uhlmann Group with an important asset: independence from external suppliers. Customer projects can be planned more accurately and realized more quickly – with added flexibility.

Axito in Poland: ideally equipped for the production of top-quality parts and components



supplies the other Group Companies and, on account of its independence, can attract new companies and gain a foothold in other sectors.

#### **INDEPENDENCE OFFERS DEVELOPMENT POTENTIAL**

In addition to Mechanical Manufacturing in Laupheim, which will be transferred from Uhlmann to Axito in the coming business year, the fifth member company of the Uhlmann Group already has facilities in Poland. From early 2021, Laupheim and Wrocław will also officially form a production network with sufficient capacities to produce not only standard and special tools for Uhlmann Pac-Systeme, but also for the machines of the other Group Companies. Sights are also set on other markets according to Uhlmann CTO Tim Slomp: “On the basis of our in-depth expertise in the development and production of highly complex parts gained over decades, we are also an attractive partner for customers from other sectors.”

#### **HIGH INVESTMENTS IN THE NEW PRODUCTION NETWORK**

That the Uhlmann Group is pursuing long-term objectives is made clear by investments slated for Laupheim. Investments are to be made in the coming years in the modernization and digitalization of machining production. Tobias Uhlmann sees this as a clear commitment to the production site Laupheim, to Germany, and to the employees, some of whom have been working in this division for decades.

#### **INTELLIGENT PRODUCTION IN POLAND**

Mechanical production at Axito in Wrocław meets latest standards. Use of the most modern processing technology ensures consistent premium-quality parts and highest productivity. Smartphones open doors and activate printers in the offices.

The location is also well positioned in terms of staff. In the period since the commencement of production in July 2019 through March 31, 2020, additional highly qualified employees were engaged. A steady transfer of knowledge takes place with the colleagues in Laupheim in order to familiarize the skilled workforce with the high standards of the Uhlmann Group. The new employees are very positive in their assessment of the training opportunities and the option of taking an active part in the successful development of Axito.



Tim Slomp, CTO Uhlmann

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“Many companies build up facilities abroad just to save costs. That was not an option for us. By establishing Axito, we have a technology base in Poland that sets standards.”

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# UHLMANN GROUP

BEYOND PACKAGING

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