



30  
Years of shaping  
the pharmaceutical  
supply chain





## Our Vision

Shaping the pharmaceutical supply chain to be safer and more efficient

Our knowledge and experience enables us to offer you efficient packaging solutions and reliable supply chain services.

We're committed to helping you to make the world healthier by facilitating your life sciences research, production and delivery of medicines to patients across the globe.

# 30 years in the making



2020



## New ownership

In May 2020 we were also partially acquired by Ampersand Capital Partners, a private equity firm specialising in the healthcare sector. **The Ampersand team assumed a majority stake in Tjoapack** and joined the board of directors along with our founder Eric Tjoa.

2020



## New leadership

In May 2020, our director corporate strategy, **Dexter Tjoa** was appointed as the new CEO of Tjoapack.



## Tjoapack today

- **+30 years** of pharmaceutical contract packaging experience
- **180** employees
- **2 main certifications:** GMP and FDA
- **+2 billion** tablets packed each year
- **43 markets** supplied worldwide
- **8,400sqm** packaging and warehousing facility

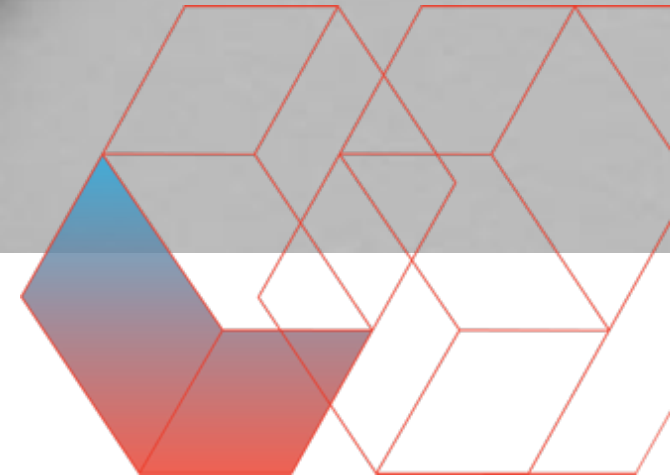
**How can we  
help you?**



# Primary packaging for oral solids

## Blisters

- 2 high speed machines for larger order sizes – 200 blisters to 525 blisters/min
- 6 regular speed for lower volumes – 80 to 200 blisters/min
- 1 special line for ready-packed blisters – 200/min depending on complexity
- All sorts of forming and lidding foils, including PVC types, Aclar, cold form and others
- All shapes and sizes



# Primary packaging for oral solids

## Bottles

- 1 regular speed line for bottles – 7.000 tablets/min
- Bottles from 10 to 1.000 tablets for all shapes and sizes
- Automated bottle in carton solution
- Serialization possible on primary label (avoiding cartoning step)



# Pharmaceutical vial labelling and packaging

- Flexible packaging solutions, covering vials from 0.5 to 20ml
- Vial labelling, re-labelling and over-labelling
- In-line, automated cartoning for single and multi-packs
- Cold chain packaging and storage
- Small and large quantities



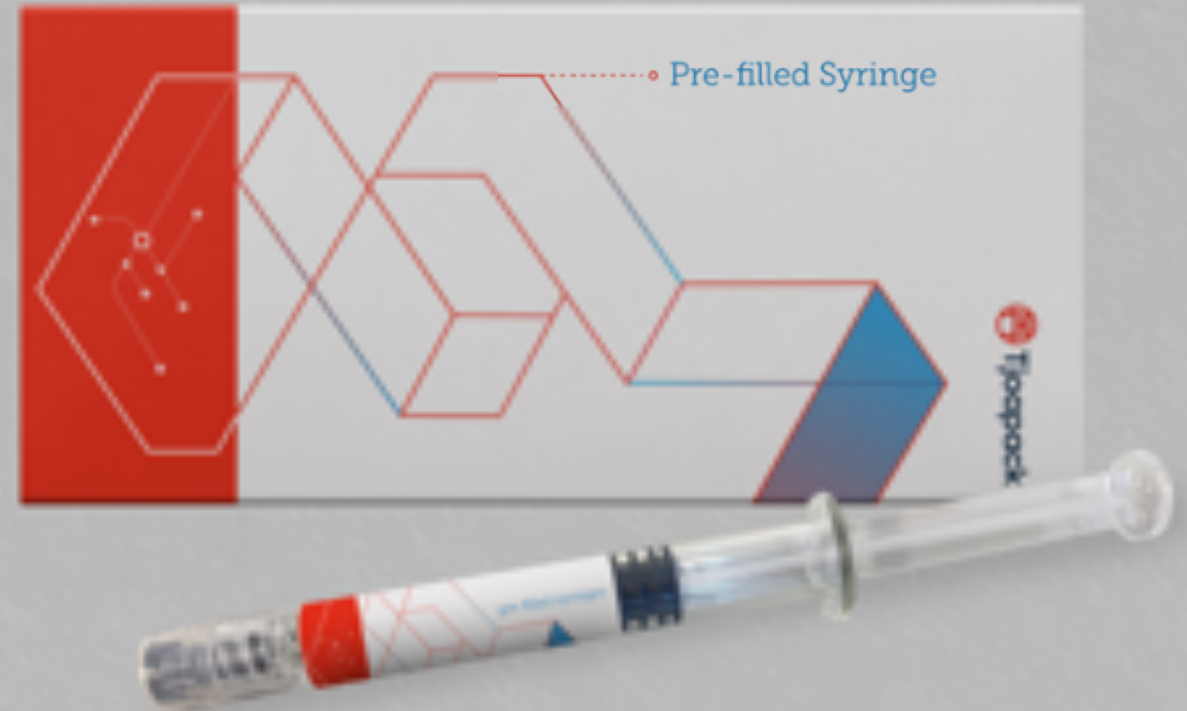
FULLY AUTOMATED AS OF Q2 2021





# Pre-filled syringes, assembly, labelling and packaging

- Flexible packaging solutions for PFS from 1 to 5ml
- Automated plunger rod insertion, safety device, finger flange and back-stop
- In-line blistering for single and multiple packs
- Automated insertion of other components (needles, etc)
- Clinical and commercial scale



NEW SERVICE AS OF Q4 2021



# Kitting and packaging design services

- Secondary manual packaging for all types of kitting products, including multi vials, syringes, medical devices, etc
- Multi-country packs
- Coding packaging, device and pharmaceutical packaging and combination packaging



## Postponement



### Advancing the pharmaceutical supply chain with flexible packaging solutions

The benefits of postponement packaging are threefold:

- It drives lower packaging prices due to larger quantities per production batch
- It offers working capital benefits and has the potential to lower inventory costs
- It removes the need for repackaging work, meaning reduced waste overall

## Unit dose Packaging



### We now supply approximately 85 million unit doses to Benelux hospitals every year

Our flexible and scalable approach means we can meet the needs of local, regional and national healthcare providers and help hospital pharmacy administrators to achieve operational efficiencies and ensure supply chain transparency.

Tjoapack barcodes have a very high resolution and the data can be read and processed by most popular dose-management software and scanning technologies.



## Other packaging solutions

- Semi-automated vial labelling
- Auto-injector assembly, labelling and packaging
- Eye-ear-nose drops bottles labelling and packaging
- Pharmaceutical serialization and aggregation
- GMP compliant repackaging services



# Supply chain solutions





# Pharmaceutical quality assurance services

Quality is at the core of everything we do – our expert solutions are specifically design to help form a safer and more connected supply chain.

In addition to our outstanding quality compliance record, we also offer:

- EU QP market release
- Bulk product release for packaging
- Bulk sampling and EU release testing
- Product quality reviews (PQRs)
- Analytical testing (partner)



# GDP compliant logistic solutions

We offer a comprehensive logistics service to help our customers get their products to market as quickly and efficiently as possible.

Through collaboration with our **logistics service partners** we offer a **fully GDP compliant** solution to meet our customers' requirements and provide reliable logistics operations, including:

- Temperature Controlled Warehousing (15-25°C)
- Cold Chain Storage (2-8°C and -20°C)
- Import / Export
- Transportation





# Clinical trial solutions

Our in-house technology solutions for any packaging type and project scale means we can offer a full suite of agile and flexible clinical supply services including:

- Package design and development
- Labelling, cartoning and randomisation
- Patient kit assembly
- Temperature-controlled processing and storage
- QP analytical services and product release
- Logistics and cold-chain custody support





# Shaping a new tomorrow



In April 2020, Tjoapack was partially acquired by Ampersand Capital Partners, a private equity firm that specialises in partnering with healthcare companies.

Ampersand's investment will be used to expand Tjoapack's capabilities to meet growing industry demand for high quality pharmaceutical packaging services across different dosage forms.

# Fully automated packaging line for vials

- New capacity for 12 million vials/year
- Single and multipacks
- Multiple vial sizes
- Serialization & aggregation



# Pre-filled syringes assembly and packaging

- Capacity for 7 million PFS/year
- Single and multipacks
- Multiple PFS sizes
- Serialization & aggregation



# Oral solids capacity expansion

Currently 9 production lines

=

**2 billion tablets/year Capacity**

Additional 8 production lines planned

=

**Double capacity**



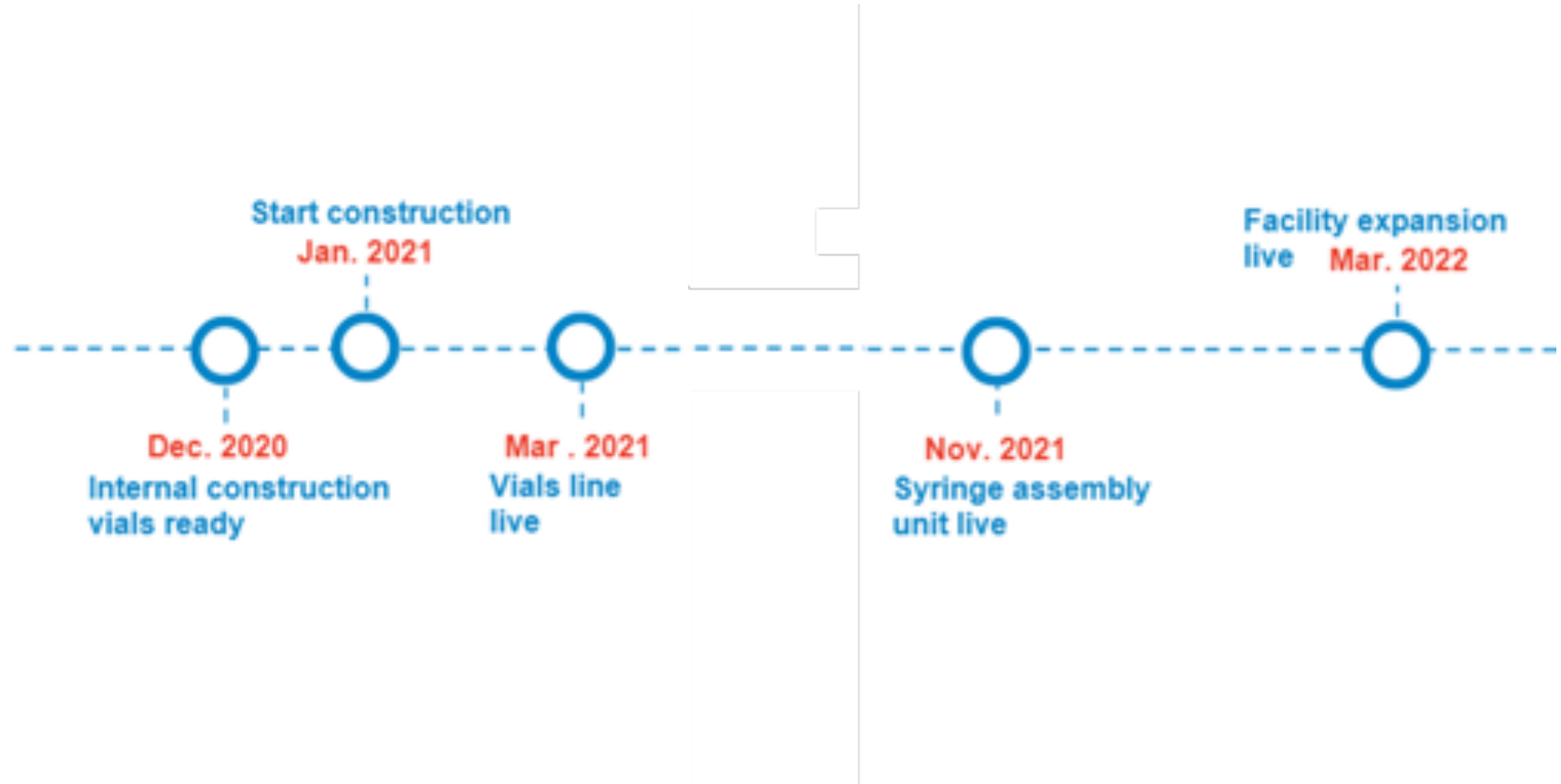
# Warehousing capacity expansion

50% capacity expansion for pallets

200% capacity expansion for cold chain



# Facility expansion project timeline



## What our clients say about us

“Tjoapack is a very reliable supplier providing high quality packaging for very specific products.” **MEDTRONICS BioPharma**

“Tjoapack is seen as the go-to, high quality packaging services supplier in Europe.” **MYLAN Netherlands**

“We have a strong and collaborative relationship with Tjoapack.”  
**CENTRAFARM NL**

“Tjoapack has a good facility and quality in its operations.”

**INCYTE Biopharmaceuticals**

“Tjoapack is extremely capable at dealing with complex packaging requests.”  
**OREXIGEN Therapeutics**





**Tjoapack**

Shaping the pharmaceutical supply chain

Thank you

