**BACKGROUND ARTICLE**

**As a 360° CDMO, Aenova offers all services from a single source:  
The combination of experience, quality, delivery reliability and cost efficiency.**

Jan Kengelbach, CEO Aenova Group

As a leading contract manufacturer for numerous large pharmaceutical companies, Aenova must always ensure the supply of patients worldwide with sometimes vital medicines. The challenges of the pandemic in times of globalized commodity flows and supply chains are that, on the one hand, the active ingredients can either only be procured in Asia or - if they are produced in Europe - the precursors are often of Asian origin. In addition, in the highly regulated pharmaceutical market, many approvals only allow one source of raw materials, which further exacerbates the situation. However, our global procurement has so far coped very well with this stress test and has ensured very good supply with proactive risk management and permanent communication with all stakeholders.

Of course, there are plenty of competitors, but few offer a range of presentations and services more comparable to Aenova. In addition, the requirements for quality and GMP compliance, as most recently introduced in aseptic manufacturing under Annex 1, are very capital intensive and often only the large CDMOs like Aenova have the capital resources to implement this fully and in a timely manner. Aenova is very well positioned to do that and liquidity is very well secured very successful refinancing rounds. We have grown the company's revenue by almost 5% YTD, exceeding our own expectations. At the same time, in these challenging times, we have implemented our new Aenova Manufacturing System, which redefines our approach to lean manufacturing ("lean operations") and operational excellence. This enables us to serve our customers with increasingly reliable delivery times and at the highest quality. And despite COVID-19, we were able to improve our operational KPIs in many of our factories.

Despite COVID, trends haven't really changed. There are moves to pull supply chains into Europe, but as API manufacturing will remain in Asia, I don't see political will turning into reality in the near future. However, our customers continue to seek supplier consolidation and it is now a matter of Aenova positioning itself as a core supplier and strategic partner to customers.

Despite our size, we still have a relatively small presence in some countries in Europe. This will now change rapidly. In addition, the US continues to be a very attractive growth market and at Aenova we have FDA certification at most locations - among many others.

And our customers expect exactly what we offer with our claim "Excellence beyond Manufacturing": Delivery reliability, price advantage over in-house production, the highest quality standards, differentiation through technology and development expertise in new technologies and forms such as -nibs, -mabs, i.e. in the area of oncologics, as well as biosimilars.

And this is also the Aenova strategy: To position Aenova as the manufacturing and development service provider for the pharmaceutical and healthcare industry that excels in top quality, delivery reliability and customer service mentality. From clinical trial support to formulation and scale up of large scale commercial production, we are establishing the Aenova Group as a one-stop-shop for our customers. Different dosage forms, packaging variants, serialization, high potent APIs (Active Pharmaceutical Ingredients) up to OEB 5, but also food supplements. What is essential is that our focus is on providing patients worldwide with their urgently needed, sometimes life-saving medicines. And this is where OEB 5 is relevant again: because not every CDMO can produce drugs against cancer, hormone preparations or sterile injectables - which are now playing a major role in the discussion about the COVD-19 vaccine.

The business unit structure allows us to concentrate capital and resources, to focus locations, and to realize best-practice sharing along similar technologies with our broad positioning. This has positive effects in many directions.

We are in the process of implementing the largest investment program in Aenova's history. We are expanding our solids site in Tittmoning by over 2.5 billion tablets, in Gronau we have implemented aseptic ampoule capacity and lyophilization, in Wolfratshausen our aseptic vial manufacturing for oncology applications, in Latina our animal health portfolio in the area of intramammary syringes and the introduction of pre-filled syringes for beta-lactam antibiotics and conventional manufacturing, - to name just a few highlights. The good news is that all these investments are de facto already largely booked up with customer projects. Therefore, the focus is on securing the future by expanding, renewing and differentiating our product portfolio up to biologics fill and finish, e.g. for vaccines BSL-1 and BSL-2. The new combination plant in the new sterile area at the Aenova site in Latina can also do this.

It can be summed up: Aenova is well positioned to serve its customers with a 360° view of customer needs, professional, innovative and at the same time pragmatic.

Ein Bild, das Person, Mann, Anzug, Wand enthält.

Automatisch generierte Beschreibung**Jan Kengelbach, CEO Aenova Group**

Dipl.-Ing. Jan Kengelbach has been CEO of Aenova Group since July 2019. Previously, Mr. Kengelbach worked for over 10 years as a partner at BC Partners in London, the private equity led majority shareholder of Aenova Group. Prior to that, Mr. Kengelbach was a financial restructuring and operational restructuring advisor at AlixPartners.

Mr. Kengelbach holds an MBA from the Kellogg School of Management, Chicago, a Dipl.-Ing. in Engineering from Ecole Centrale Paris and a Dipl.-Ing. in Mechanical Engineering from the Technical University of Munich. He is a certified restructuring and insolvency consultant (CIRA).

**For filename Aenova\_Sterile\_Production.jpg:**

Sterile production at Aenova, e.g. for oncology applications. Aenova is one of the leading CDMOs worldwide. Photo: Aenova.

**For filename Aenova\_Sterile\_line\_Wolfratshausen.jpg**

A new sterile line at Aenova, also suitable for fill and finish of biologics such as COVID-19 vaccine. Photo: Aenova

**For filename Aenova\_Tablet\_press\_Regensburg.jpg**

The new tablet press at Aenova's Regensburg site for highly potent active ingredients enables flexible high-containment production. Photo: Aenova.

**Über die Aenova Group**

The Aenova Group is a leading global contract manufacturer and development service provider for the pharmaceutical and healthcare industries. As a one-stop shop, Aenova develops, produces and packages all common dosage forms, product groups and active ingredient classes of pharmaceuticals and food supplements for human and animal health: solid, semi-solid and liquid, sterile and non-sterile, high and low dose, OEB 1-5. With around 4,300 employees at 16 locations in Europe and the USA, Aenova generates annual sales of around 740 million euros[. www.aenova-group.com](http://www.aenova-group.com)

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