

From strategy to execution: Fette Compacting establishes global process partnership for OSD development

Schwarzenbek/Düsseldorf, May 7, 2026. Fette Compacting is consistently implementing its strategic approach as a process partner for OSD manufacturing. At interpack, the company is presenting initial results: a strategic cooperation with US contract manufacturer CMIC has led to numerous new projects with pharmaceutical manufacturers. At the same time, a state-of-the-art innovation center with GMP-certified cleanrooms is taking shape at the Schwarzenbek site in the form of the new Customer Development Center CDC'25. In addition, a global network of Competence Centers gives Fette Compacting customers worldwide access to the company's development and production expertise.

Many companies in the pharmaceutical industry face a structural dilemma: Of the typical 20 years of patent protection for newly developed medicines, a significant portion is often consumed by research, development, and regulatory approval. Every month a manufacturer can start commercial production earlier means a longer period of exclusive sales and thus significant additional revenue. At the same time, development and production are often organizationally and physically separated in many pharmaceutical companies: formulation developers and production teams frequently work in separate structures with different goals and timelines. This is exactly where Fette Compacting comes in.

"In the past, pharmaceutical companies have primarily drawn on our tableting expertise in production – too late to unlock the full potential," explains Dr. Marten Klukkert, Chief Customer Officer of Fette Compacting. "With 'Together – from lab to production', we bring our decades of expertise into play as early as the development phase, uniting two worlds that too often work in isolation. This shortens time-to-

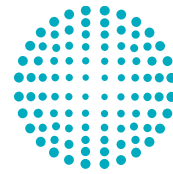
market and gives our customers valuable additional time for production under patent protection."

What the strategy involves in detail

The holistic process partnership begins with formulation development and extends through process optimization in ongoing production. Fette Compacting offers a tiered service portfolio to deliver this:

- The Qualified Expert Database (QED) consolidates insights from over 75 years of tableting and enables data-based process consulting for nearly any product and process.
- Within R&D Solutions, the F Lab 10, among others, supports precise characterization of powders and tablets with minimal material input. An interdisciplinary expert team from pharmaceutical sciences and process engineering develops optimized formulations based on the Quality by Design (QbD) approach. This offering is complemented by a strategic cooperation with SOTAX, which adds expertise in testing and safeguarding Critical Quality Attributes (CQAs), particularly in the early development phase.
- Emulators enable process development under production-like conditions – without conversions or time loss, and with minimal material input. Formulations and process parameters can thus be validated early on, significantly simplifying scale-up.
- The Continuous Direct Compression system, comprising the dosing-blending-conveying modul FE CPS with embedded Process Analytical Technology (ePAT) and a connected tablet press, forms the centerpiece for the transition to production. Embedded near-infrared spectroscopy monitors Critical Quality Attributes (CQAs) in real time.

"Our customers don't just buy a machine from us; they buy a production promise," emphasizes Dr. Marten Klukkert. "We support them in developing and implementing the optimal production process from the initial formulation idea through to the market-ready tablet."



Cooperation with CMIC: compelling results from the field

A strategic partnership with contract manufacturer at CMIC in Cranbury, New Jersey, demonstrates the benefits of this approach in real-world conditions. In CMIC's GMP-certified cleanrooms, Fette Compacting has installed the FE CPS together with an FE55 rotary tablet press. There, pharmaceutical companies can develop and validate Continuous Manufacturing processes and produce clinical samples under regulated conditions. In numerous customer trials, the FE CPS exceeded user expectations – for instance, in processing poorly flowing crystalline powders, which could be tableted in a stable manner and without flow issues thanks to integrated blending.

"The cooperation with CMIC shows that our offering closes precisely the gap between technology supplier and manufacturer that the market has long identified," says Klukkert. "Together, we deliver results that directly move our customers forward."

Customer Development Center: Investment in Schwarzenbek

Alongside its international expansion, Fette Compacting is investing in its home base. In May 2025, ground was broken for the new Customer Development Center CDC'25 in Schwarzenbek. The state-of-the-art innovation center will include laboratory and cleanroom areas built to ISO 8 standard and enable trials with highly active ingredients under tightly controlled conditions. All key technologies – from the F Lab 10 to emulators and ePAT through to the FE CPS – will be available there for joint development projects with customers.

"The CDC'25 is a clear commitment to our headquarters and the region," emphasizes Joachim Dittrich, CEO of Fette Compacting. "At the same time, it creates a venue that lifts our process partnership to a new level. Customers will have access to state-of-the-art capabilities for jointly developing and testing new formulations and processes."

Global network is growing

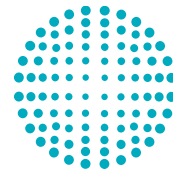
The FE CPS is now installed at multiple sites worldwide: in Germany, Belgium, the USA, and China, complemented by development environments in India. Since 2024, Fette Compacting China has rolled out the new strategy to the Asian market in a multi-stage process. As a result, pharmaceutical companies in all key markets now have access to a regional offering covering the entire value chain.

About Fette Compacting

Fette Compacting is the world's leading provider of integrated solutions for industrial tablet production, with more than 6,000 tablet presses operating in production and more than 12,000 machines manufactured to date. The company has specialized in high-performance machines for the pharmaceutical, food, and chemical industries, as well as for special industrial applications. Headquartered in Schwarzenbek, near Hamburg, Germany, Fette Compacting has a second technology and production site in Nanjing, China and a research and development site in Mechelen, Belgium. As a comprehensive process partner, Fette Compacting offers integrated solutions for the entire product life cycle, from formulation development to ongoing production.

The company has an established presence in over 50 countries and is part of the LMT Group, a family-owned, mid-sized group of companies. With over 1,900 employees and more than 20 locations worldwide, the Group achieved a turnover of around 374 million euros in fiscal year 2024.

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