



## Your reliable partner for medical applications

Innovative adhesive bonding solutions for  
the medical device and health care industries.



## A global company offering local support

Delivering a secure and reliable service while remaining flexible and responsive.

### History

From its medical origins of being an early pioneer in the manufacture of adhesive coated products, Lohmann today is a privately owned Global organisation with more than 160 years of successful trading history. Through continued investment in our people and capabilities, a commitment to customers and the environment, and a focus on technology and the long-term, Lohmann is a well respected and financially stable business at the forefront of our industry.

### Global presence with local representation

As a global organisation Lohmann has manufacturing sites located throughout Europe, North America, South America and Asia. In addition to these sites we are unique in our industry by being able to provide customers with local sales support, product distribution and specialist conversion through our many wholly owned regional subsidiaries.

### Integrated Value Chain

Underpinning our customer service and support is a fully integrated value chain that provides further differentiation and reinforces the fact that Lohmann are The Bonding Engineers. Whether developing a product for a market sector or a customer, we are able to utilise our in-house capabilities – which include polymerisation and formulation of adhesives; coating, casting and extrusion of adhesives and substrates; conversion and die-cutting of materials – to ensure that the end result is always cost-effective and fit-for-purpose.

### Market Presence

From applications in market sectors including Medical, Transportation, White Goods, Building and Construction, Electronics and Printing, Lohmann has built-up an enviable reputation for being able to provide both standard and customised bonding solutions to customers regardless of their size or regional location. Our Business-to-Business (B2B) model ensures that customer relationships are never compromised and core competences can be focused on and leveraged.



Polymerisation



Formulation



Coating



Converting



Laminating



Die-cutting



Testing



Applying



Pick & Place

Lohmann houses state-of-the-art coating capability at its TEC-Center.



Great emphasis is placed on development activities.



To support its activities in Global markets, Lohmann operates industry recognised Quality Management Systems, including EN ISO 13485.





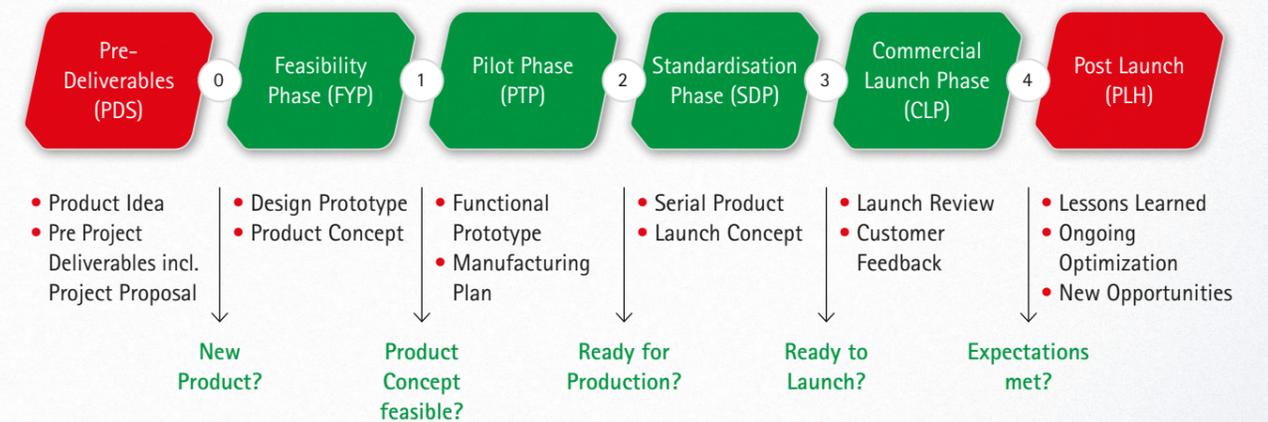
## Process capability and in-depth chemistry know-how

### Meeting customer needs with standard or tailored solutions.

Lohmann appreciates that markets are different and customers are not all the same. So when assessing product requirements we take the time to understand the details of the application, the market needs and the customer expectations, before a solution is proposed.

In some cases the solution may be a standard product that already exists within our portfolio. However, where a standard product is not available the alternative may be a modification or "tweak" to an existing product or the development of an altogether new product. In these cases we will work in partnership with our customer to formulate a project plan – with agreed objectives, milestones and timescales – and then work to deliver a solution on-plan and to-budget.

This approach is particularly important for customers within the Medical market, where the need for compliance to recognised Quality and Regulatory standards as well as the ability to demonstrate that a new product development has followed a structured and auditable process – from design and feasibility, prototyping and scale-up, through to validation and commercial launch – is a prerequisite in order to gain market approval.



# Applying our knowledge to develop solutions

## A philosophy we call Smart Bonding Approach.

### Our Value Proposition

Lohmann is more than a supplier of adhesive tapes. As one of the world's first adhesive tape manufacturers we have built on our experience and knowledge to become the most vertically integrated and locally represented supplier of bonding solutions in our industry. To build successful business partnerships across multiple market sectors and throughout many geographical regions it is important that suppliers are able to guarantee their customers a high level of service, product reliability, technical advice and innovative solutions. At Lohmann we recognise this and are able to demonstrate it in the way we have structured our organisation and developed our core competences.

### The People

For Lohmann our people are a major asset, a core strength of our organisation and a key reason why customers trust and enjoy doing business with us. We have well defined teams with roles, responsibilities and accountabilities across many important functions.

- Through the development of relationships with customers, key opinion leaders and raw material suppliers, Lohmann's Market and Product Management team help define the organisations strategic direction, ensuring that Lohmann are prepared and equipped to adapt and respond to the requirements of a dynamic Global market.
- With wholly owned subsidiaries located in many European countries as well as manufacturing sites across Europe, Asia and the Americas, our Commercial Teams can respond quickly to customers and are able to provide a local service that is unrivalled among our peers.
- Application Engineers are available to provide customers with advice on the use of existing products in applications, to recommend the use of alternative products or to support the initiation of a new product development. Lohmann's Application Engineers are trained in the theory and practice of bonding and are experts in their focussed market sector.
- When new products are required, whether for an individual customer or a market sector, our Product Development team can interpret product needs and translate these into chemical formulations. Highly skilled and educated, the team is able to make use of in-house capabilities or, where the capability does not exist within Lohmann, use one of our supply partners to provide a fit-for-purpose solution.

Our teams mentioned above are continually supported by additional functions, which include Quality and Regulatory Assurance, Operations, Supply Chain, Customer Services and Internal Sales, to ensure that our customer's experience of dealing with Lohmann is always positive, efficient and effective.

### Core Competences

Whether standard or customised, Lohmann's products are used in many medical applications including for Wearables, Diagnostics, Woundcare, Surgical, Ostomy, Electrodes and Consumer Healthcare.

As a privately-held organisation with more than 160 years involvement in the development, manufacture and supply of carriers, liners and adhesives, our raw materials knowledge is second to none and is a key reason why medical companies choose Lohmann.

Add to this knowledge state-of-the-art processing capability, including clean-room coating and die-cutting, as well as a sales and distribution network in more than 30 countries world-wide, Lohmann are proud to be able to offer our customers a truly unique combination of knowledge, capability and local service.

We pride ourselves on being able to find solutions for customers that our competitors simply cannot. With our fully integrated value chain – from Polymerisation, Formulation, Scale-up, Coating to Converting – a Project Management methodology that promotes and utilises tools such as FMEA, Risk Assessment, Design of Experiments and IQ, OQ, PQ validation, and a Quality Management system that operates in accordance with EN ISO 13485, Lohmann is your first choice partner for the design, development and commercialisation of products for the Medical market.



The best bonding solution is the one that meets the precise needs of your application. And how do we find it?  
By advising and supporting you from the initial idea right through to its intergration in your process.  
Our philosophy in three words:  
**Smart Bonding Approach.**