



TOSOH THE CUSTOMER MAGAZINE

CORPORATION/CELEBRATION/CHANGE

NO. #02
2019



TOSOH BIOSCIENCE

02 EDITORIAL DEAR READER

Welcome to the ‚Anniversary Issue‘ of the Tosoh Bioscience customer magazine. This year, we are celebrating the 30th anniversary of the Tosoh Bioscience office in Germany. We would like to use this opportunity to devote this issue of the customer magazine to this event.

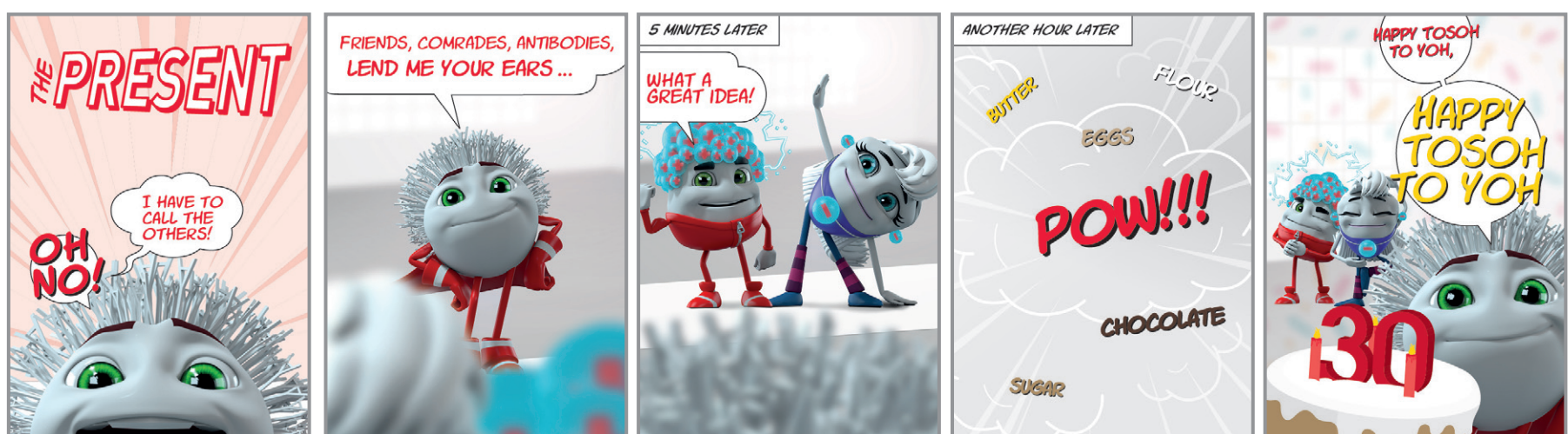
The motto of this issue is Corporation/Celebration/Change.

This year, Christian Rohrer took over the position of Sales and Marketing Director from Regina Holzhauser who headed this department for more than 13 years. We talked to both about the past and the future of our business.

ENJOY READING AND STAY INFORMED.

REGINA ROEMLING | SENIOR MARKETING MANAGER
TOSOH BIOSCIENCE GMBH

THE TOSOH THREE ARE CELEBRATING 30 YEARS



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- TOSOH BIOSCIENCE GMBH
➤ IM LEUSCHNERPARK 4 | 64347 GRIESHEIM | T: +49 [0] 6155 70437-00 | F: +49 [0] 6155 8357900 | INFO.TBG@TOSOH.COM

03 GREETINGS FROM TOSOH CORPORATION

IT IS A GREAT PLEASURE FOR ME TO ADDRESS IN THIS SPECIAL ISSUE OF THE TOSOH CUSTOMER MAGAZINE TO CELEBRATE THE 30TH ANNIVERSARY OF TOSOH BIOSCIENCE GMBH.

Tosoh Bioscience GmbH was established in 1989 under the company name of TosoHaas GmbH as a subsidiary of TosoHaas, which was a joint venture between Tosoh Corporation Japan and Rohm and Haas USA (now Dow Chemical Company). The purpose of establishing TosoHaas GmbH was to market HPLC columns and separation media for life science, pharmaceutical and chemical industries in Europe.

Today, Tosoh Bioscience GmbH, as a wholly owned Tosoh group company after the dissolution of TosoHaas in 2000, serves more customers in EMEA (Europe, Middle East, and Africa) with much wider range of liquid chromatography related products for analyzing and manufacturing products.

Our customers are using our products to analyze and make innovative products for the biopharmaceutical industry that are contributing to our global society to provide one of the Sustainable Development Goals - "Good health and well-being for people".

I express my sincere celebration on this milestone moment and look forward to the future growth of the Tosoh Bioscience group. We as Tosoh Corporation will continue to support Tosoh Bioscience GmbH to keep providing our customers the best solutions in various areas.



Masanobu Kasai
Senior General Manager, Bioscience Division, Tosoh Corporation

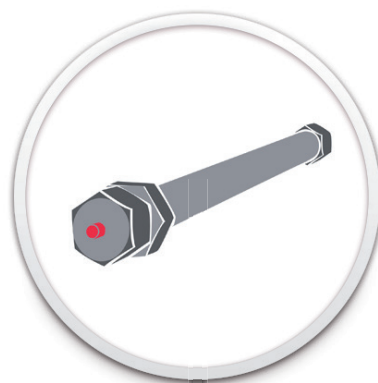


04 TOSOH TIMELINE



Founding of Toyo Soda Manufacturing Co., Ltd. The following year the operation of Nanyo Manufacturing Complex, where the chromatography products of Tosoh are produced, begins.

1935



High performance liquid chromatography column plant in Japan is completed. Tosoh starts offering its chromatography solutions to external customers.

1974



Tosoh Bioscience GmbH, opens its doors in Stuttgart! In the following 30 years, the broad portfolio of high quality TSKgel HPLC columns and TOYOPEARL chromatography purification media establishes Tosoh Bioscience as a key partner for the chemical and (bio)pharmaceutical industries.

1989

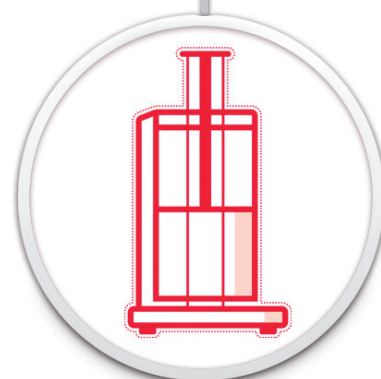
1971

Tosoh, one of Asia's largest chemical companies, introduces TSKgel GPC columns, developed to solve the need for suitable tools for the QC of Tosoh's polymer products. The year to come the first all-in-one GPC analysis instrument HLC 801 is introduced in Japan.



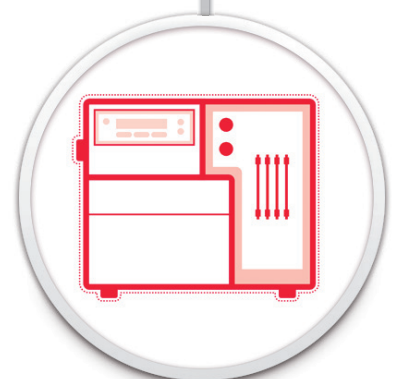
1979

Tosoh develops TOYOPEARL® media for preparative chromatography, a spherical, porous polymethacrylate resin, available in various particle and pore sizes



2008

Launch of the 7th generation compact, all-in-one EcoSEC GPC system in Europe. Thanks to its own work force as well as a dedicated distributor network, Tosoh Bioscience GmbH is successfully represented in over 50 countries throughout Europe, Middle East, and Africa.



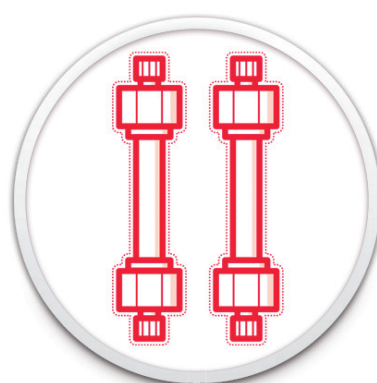
05 TOSOH TIMELINE

30 YEARS TOSOH BIOSCIENCE IN EUROPE



A second TOYOPEARL production site in Japan doubles manufacturing capacity.

2012



TSKgel UP-SW3000 columns for easy transfer of methods to UHPLC. Tosoh Bioscience successfully moves Griesheim (Darmstadt), Germany.

2015



Highest binding capacity for non-standard antibody formats with TOYOPEARL AF-rProtein L. Expansion of production capacity started. Tosoh's chromatography experts train the 2.000th participant to the renowned practical workshop "Chromatography in Process Development & Production"

2017

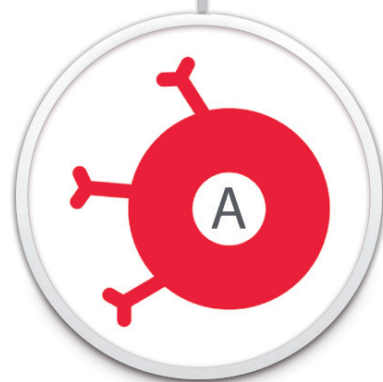
2013

3rd generation high temperature GPC system, EcoSEC HT, for analysis up to 220 °C, introduced to european market. At the same time, the portfolio of innovative chromatography resins for the purification of biomolecules expands with high capacity Protein A resins and mixed-mode chromatography.



2016

Protein A column for fast mAb titer determination. TOYOPEARL series expanded by salt-tolerant Ion Exchangers offering unmatched purification performances. Increases flexibility and reduces cost.



2019

Launch of TSKgel IIIA-NPR FcR Affinity Column for fast assessment of mAb ADCC activity. A third production plant in Japan starts production to keep pace with increasing global demand.
30 Years Anniversary of Tosoh Bioscience, Germany!



06 PEOPLE BEHIND TOSOH

GOODBYE DR. REGINA HOLZHAUSER, DIRECTOR SALES & MARKETING, TOSOH BIOSCIENCE GMBH, GRIESHEIM, GERMANY

END OF JULY, DR. REGINA HOLZHAUSER HAS DECIDED TO RETIRE. REGINA JOINED TOSOH BIOSCIENCE GMBH IN 2006. FOR OVER 13 YEARS SHE HAD THE COMMERCIAL LEADERSHIP OF TOSOH BIOSCIENCE'S SEPARATION BUSINESS FOR PROCESS MEDIA, COLUMNS, AND GPC INSTRUMENTS IN EUROPEAN AND SOME AFFILIATED COUNTRIES. ON HER LAST WORKING DAY, WE TOOK THE OPPORTUNITY TO HAVE A CHAT WITH REGINA AND REVIEW HER TIME WITH TOSOH.

Tosoh Bioscience (TB): You joined Tosoh Bioscience GmbH more than a decade ago, in 2006, as Director Sales & Marketing. What were the hot topics in chromatography at that time, and how did this technology evolve since then?

Regina Holzhauser (RH): Already at that time Chromatography was a significant technology used in analytical chemistry as well as in purification. Many analyses and purifications for Biopharmaceuticals have been done using SEC columns and Ion Exchangers. Analytical columns have been developed in the direction of UHPLC columns. For purification, the focus went to HIC materials and Affinity Chromatography.

TB: What major developments have you witnessed within the primary market for TSKgel and TOYOPEARL products, namely the biopharmaceutical industry, during your time with Tosoh?

RH: In the last ten years, dedicated resins have been developed, especially for biopharmaceutical products like Proteins, Monoclonal Antibodies, or Oligonucleotides. The users became more experienced in running more complex procedures so that the development of suitable materials and methods had to be adapted.

TB: In the future, which challenges do you see for the suppliers of chromatographic technologies?

RH: Because of the high costs of purification steps in the production process of biopharmaceuticals and the lower prices of biosimilars, the suppliers of chromatographic technologies will have to work on innovative solutions to increase productivity and efficiency of the processes. For instance, pairing reliable continuous chromatography systems with high-capacity capture resins will improve antibody production.

TB: In your opinion, what was the most significant transformation that Tosoh Bioscience GmbH underwent in the past 13 years?

RH: For sure, the relocation of our headquarters from Stuttgart to Griesheim represents one of the most significant milestones in the last decade. This change involved a lot of commitment from every single person within the company. This was possible thanks to the unique culture we developed over the years – we all have a common goal, and we support each other to reach it. It is worth noticing that over the years, we managed to keep this “family culture” while continuously improving our solutions to support our local and global customers.

TB: Managing a subsidiary of Tosoh Corporation leads you to be in daily contact with colleagues from Japan. What impressed you the most during these exchanges?

RH: The hospitality of a Japanese company is very high. I could perceive it in many different occasions, especially during trips to the headquarter in Tokyo or to the production site in Nanyo. You always feel welcome and appreciated and are getting all support which is possible.

TB: Now that you leave your job, will you miss something?

RH: Yes, of course. I will mainly miss my colleagues. We worked together for many years with high trust in and respect for each other. I also will try to stay updated about new developments and the future of biochromatography.

TB: Regina, thank you very much and all the best for the future!



07

PEOPLE

BEHIND TOSOH

WELCOME DR. CHRISTIAN ROHRER, DIRECTOR SALES & MARKETING, TOSOH BIOSCIENCE GMBH, GRIESHEIM, GERMANY

IN JUNE, DR. CHRISTIAN ROHRER JOINED TOSOH BIOSCIENCE GMBH. CHRISTIAN ROHRER SUCCEEDED REGINA HOLZHAUSER AND IS NOW THE COMMERCIAL LEADER OF THE SEPARATIONS BUSINESS UNIT FOR THE EMEA REGION. HE HOLDS A PHD IN MOLECULAR BIOLOGY FROM THE UNIVERSITY OF KONSTANZ, GERMANY, AND HAS OVER 15 YEARS OF EXPERIENCE IN INTERNATIONAL LEADERSHIP POSITIONS IN MARKETING, SALES, CUSTOMER SUPPORT AND CHANNEL MANAGEMENT, INCLUDING OVERSEAS RESPONSIBILITIES IN NORTH AMERICA AND ASIA.

Tosoh Bioscience (TB): Can you tell our readers something about your background?

Christian Rohrer (CR): I am a curious person by nature and as a trained scientist I have always been interested in advances in healthcare. Early in my career I discovered that the commercial side of things, supporting R&D, is my true passion. Throughout my professional career I have worked in different roles in the Life Science Industry. It gave me the opportunity to get to know and collaborate with leading researchers and entrepreneurs in this field.

TB: What were the drivers for your decision to take over the position of Director of Sales and Marketing at Tosoh Bioscience GmbH?

CR: The field of Bioscience is my passion. The Tosoh Separations Business Unit is a perfect match, as it offers premium solutions both for Analytics and Process. It inspires me and makes me proud to see what advances in therapeutics our customers are bringing to market with the help of our products. As a business unit serving the EMEA region, we have the ability to act flexibly and fast in order to serve our customers best. Being part of a large Japanese corporation provides cultural diversity and a long-term strategic direction.

TB: What were the highlights during your first months at Tosoh?

CR: The people working at Tosoh are outstanding, I am amazed how dedicated and passionate everybody at Tosoh is. Customer centricity comes as a natural behavior and seems to be part of the DNA of the company.

Another highlight has been my visits at customer sites. As a Tosoh representative I have received nothing but warm welcomes. It is great to hear how our customers feel secure and confident when using our products.

TB: In the future, what technological advancements do you see as being integral for biopharma and why?

CR: We foresee the need of many technological advancements—both in term of products and methods—to fulfil the requirements of customers for miniaturization, automation, product safety, or regulatory evolutions.

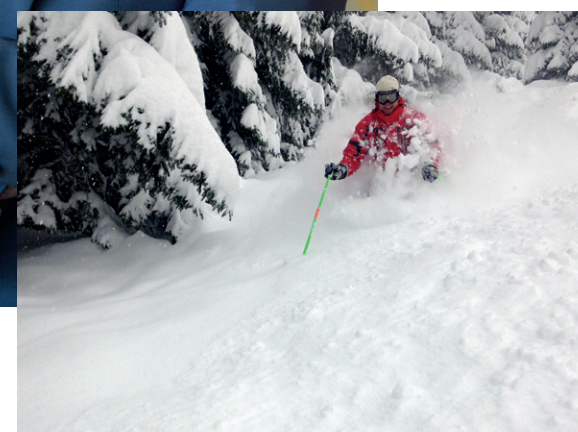
On the one hand, the diversification of the therapeutic targets is evolving into personalized medicine, as well as gene- and cell-based therapies, which will become more common as the cost of techniques to develop these forms of therapies is lowering. On the other hand, the pressure on development costs and time efficiencies will inevitably rise as quicker access and cheaper cost of medications is expected from governments and patient groups, on a global scale.

However, flexibility and an ability to be able to react to the unexpected remain integral for global companies to guarantee resilience in the future.

TB: What are your interests besides Biotechnology?

CR: Spending time with family and friends is a very important part of my life. It is the warmth and the honesty of these relationships that help me develop and grow as a person. I also enjoy being out in nature and feeling the power of the elements. Skiing for example is a perfect way for me to recharge and get energized, as I can be fully focused with no other distractions -just flow.

TB: Christian, thank you very much and all the best for the future!



08 WHAT'S HAPPENING WORKSHOPS

MORE THAN 25 YEARS OF TRAINING COURSES

One of the services that stand out in the industry is the Tosoh Chromatography Workshop Series providing a comprehensive background to the chromatographic purification of biomolecules. These courses offer a balance of effective presentations and practical hands-on experience under the guidance of qualified tutors.

Since 1996, over 1,100 participants from the biopharmaceutical industry used the opportunity to broaden or refresh their chromatography knowledge. We have been offering basic and advanced courses, first in Stuttgart, then in Griesheim (Germany), to German and English speaking participants from various countries.

Our international team of trainers from our technical support, sales and marketing departments, as well as external speakers from industry and academia have been sharing their knowledge with our participants. The workshops started as method development and application training,

and then developed to be more focused on packing, but still keeping the initial method development topic as an important part of the workshop.

Over the years, we have trained up to 110 participants per year with an average size of 14 participants per course. We are proud to see that these workshops have become a part of the official training program at many companies.

"A BIG , THANK YOU' FOR THE TRAINING. GREAT FEEDBACK FROM THE COLLEAGUES AND LOOKING FORWARD TO THE NEXT OCCURRENCE OF THE WORKSHOP!", FRANK GÜNDEL, FERRING GMBH



➤ HANDS ON TRAINING IN THE LAB.

NEWS & EVENTS | MEET TOSOH BIOSCIENCE



MEETTOSOH AT TRADESHOWS AND CONFERENCES

UPCOMING EVENTS

- NOV 5 - 7 | 2019 ➤ BIOPRODUCTION & CPHI | FRANKFURT [GERMANY]
- NOV 7 | 2019 ➤ HPLC PRAXISTAG | BERLIN [GERMANY]
- NOV 27 - 28 | 2019 ➤ ANNUAL BIOPROCESS UK CONFERENCE | LIVERPOOL [UK]
- DEC 5 | 2019 ➤ EASETALKS | ILLKIRCH [FRANCE]

TRAININGS/WORKSHOPS

- NOV 19 - 20 | 2019 ➤ CHROMATOGRAPHY IN PROCESS DEVELOPMENT & PRODUCTION | COMPACT COURSE IN GERMAN | GRIESHEIM [GERMANY]

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