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Dec GROUP

A LEGACY OF INNOVATION AND EXCELLENCE IN PHARMACEUTICAL AND CHEMICAL INDUSTRIES

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Dec Group, a family business established over 35 years ago, has consistently demonstrated a commitment to innovation and improvement in operational practices. The company's mission

has always been to provide groundbreaking solutions to the market, with a particular focus on the pharmaceutical and chemical industries. From the inception of their pioneering Powder Transfer System (PTS) to their recent acquisitions and technological advancements, Dec Group has evolved into a global leader in providing end-to-end process equipment solutions.

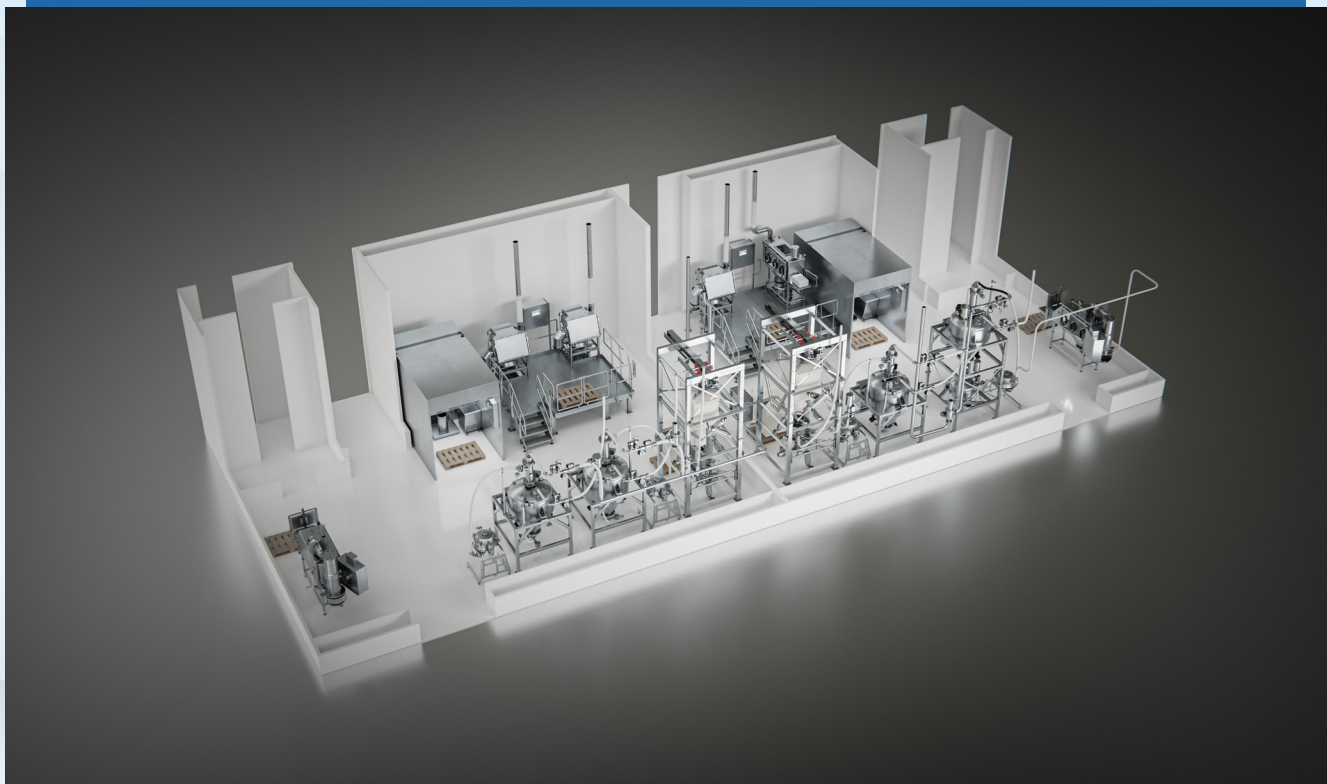
EARLY YEARS AND TECHNOLOGICAL BREAKTHROUGHS

Dec Group began with a clear mission: to revolutionize the way powders are handled in chemical and pharmaceutical processes. The development of the Powder Transfer System (PTS)

was a significant milestone. This innovative technology allowed for the safe charging of powder into chemical reactors, addressing a critical need in the industry. Despite initial resistance to adopting this new technology, Dec Group's persistence paid off, and they eventually became a major supplier to chemical and pharmaceutical plants worldwide.

OVERCOMING CHALLENGES AND EXPANDING HORIZONS

The journey to acceptance was fraught with challenges. Convincing industry players to adopt a new technology required a combination of technical excellence and strategic persistence. Dec Group not only succeeded in gaining acceptance but also leveraged this success to expand internationally. Through enhancing their own product portfolio and strategic acquisitions, they advanced their technological capabilities, adding innovations such as spiral jet mills for micronization and isolator technology.



STRATEGIC ACQUISITIONS AND GLOBAL EXPANSION

In recent years, Dec Group has further solidified its global presence through key acquisitions. The purchase of companies specializing in continuous processing solutions and primary packaging has allowed Dec Group to offer comprehensive solutions from raw material handling to final product packaging. These acquisitions have enabled Dec Group to integrate diverse technologies, enhancing their ability to provide tailored solutions to a global clientele.

CURRENT INDUSTRY TRENDS AND DEC GROUP'S STRATEGIC POSITIONING

The landscape of the pharmaceutical and chemical industries is rapidly evolving. A significant trend is the move towards regaining autonomy and control of the supply chain, particularly in Europe and the US. This shift is driven by geopolitical factors and lessons

learned from the pandemic. Dec Group has been at the forefront of this trend, anticipating industry needs and developing innovative process solutions that emphasize flexibility and productivity.

Dec Group's approach aligns perfectly with the current industry trend towards quality by design. Their modular facilities, which utilize continuous, semi-continuous, and hybrid processes, are designed to enhance efficiency and adaptability. This strategic positioning ensures that Dec Group remains a leader in an industry increasingly focused on innovation and modernization.

TECHNOLOGICAL ADVANCEMENTS AND INDUSTRY LEADERSHIP

Historically, the pharmaceutical industry has been slow to embrace new technologies. However, there is now a noticeable shift towards innovation, driven in part by the FDA's Emerging Technology Teams (ETT). Dec Group has been instrumental in promoting this shift, adopting advanced technologies that set them apart from the competition.



One of the most significant technological advancements in recent years is the development of fully integrated systems for continuous pharmaceutical processes. In 2023, Dec Group delivered one of the largest continuous pharma processes, fully skid-mounted and automated for API manufacturing. This system, with a capacity of 25 kg/h, utilizes Dec Group's unique technologies for crystallization, filtration, and drying, showcasing their ability to provide cutting-edge solutions.

SIGNIFICANT ACHIEVEMENTS AND MILESTONES IN 2023

The year 2023 was marked by substantial growth and significant milestones for Dec Group. The successful integration of newly acquired companies with diverse technologies and cultures was a major

achievement. This integration allowed Dec Group to offer fully integrated systems that leverage the strengths of each entity.

One of the standout achievements was the delivery of a fully automated large scale powder handling, micronizing and packaging facility to a large Pharma company in South America that was at risk of facility closure due to non-compliance with GMP regulations. Rather than reconstructing their plant, Dec Group developed an innovative strategy to contain each process within the current infrastructure, effectively preventing GMP violations and the expansion

of the factory. Their ability to think outside the box and tailor their solutions to the specific customer needs has helped them establish a track record of success in delivering results.

DEC GROUP'S COMPREHENSIVE SERVICE MODEL: XAAS

Dec Group's innovative approach extends beyond technology. Their comprehensive service model, XaaS (Everything as a Service), reflects a commitment to providing holistic solutions. This model begins with consulting and assisting customers in developing tailored solutions. It continues through the development of new technologies, design, and supply of complex engineering solutions, and culminates in complete field and service support throughout the equipment's lifetime.

One of the key aspects of Dec Group's XaaS model is the constant innovation in creating intelligent tools for monitoring and improving equipment performance. These tools enhance efficiency and reliability, ensuring that Dec Group's clients receive the highest quality of service and support.

COMPETITIVE DIFFERENTIATION AND MARKET POSITIONING

Dec Group's market approach is unique, positioning itself between traditional equipment manufacturers and engineering companies. This strategic positioning allows Dec Group to offer comprehensive support to clients, guiding them through process development, conceptual design, and equipment supply.

Customers appreciate Dec Group's deep industry knowledge and expertise in developing efficient process solutions. Their commitment to supporting clients at every stage of a project transforms their role from a mere supplier to a trusted partner. This approach has earned Dec Group a reputation for reliability and excellence, setting them apart from the competition.

CASE STUDIES: REAL-WORLD IMPACT OF DEC GROUP'S SOLUTIONS

Dec Group's innovative solutions have made a significant impact across various industries. In the battery manufacturing sector, for instance, Dec Group assisted a European customer in establishing a factory that complied with stringent EU regulations. Initially relying on expertise from Asian companies, the client found that the technologies used were not compliant with EU standards. Dec Group stepped in, redesigning the process, supplying the necessary equipment, and successfully commissioning the new facility.

CUSTOMER EXPERIENCE STRATEGY: BUILDING TRUST AND MINIMIZING RISK

Dec Group's customer experience strategy is centered on building trust and minimizing risk. Clients have grown increasingly comfortable with

Dec Group's approach, placing their trust in the company at an early stage. This trust allows clients to minimize risk and save valuable time on their projects. Dec Group's commitment to customer satisfaction is evident in their comprehensive service model. By providing end-to-end solutions and continuous support, Dec Group ensures that clients can rely on them for all their process equipment needs. This dedication to customer service has helped Dec Group build long-lasting relationships and a loyal customer base.

FUTURE PLANS AND VISION

Looking ahead, Dec Group is focused on enhancing their capabilities and technologies to realize their vision of providing comprehensive end-to-end solutions. The recent acquisition of BAUSCH technologies in Germany, for example, has enhanced Dec Group's aseptic filling capabilities. This acquisition enables Dec Group to offer comprehensive solutions ranging from small-scale to fully integrated modular filling solutions, including washing and labeling units. Dec Group is committed to staying ahead of industry trends and continuously innovating to meet the evolving needs of their clients. By leveraging their deep industry knowledge and technological expertise, Dec Group aims to remain a leader in the pharmaceutical and chemical industries.

CONCLUSION

Dec Group's journey from a family business to a global leader in process equipment solutions is a testament to their commitment to innovation, excellence, and customer satisfaction. By anticipating industry trends, adopting advanced technologies, and providing comprehensive end-to-end solutions, Dec Group has positioned itself as a trusted partner for clients worldwide. As the industry continues to evolve, Dec Group remains dedicated to driving progress and delivering value through innovative solutions and strong cooperative values.

