

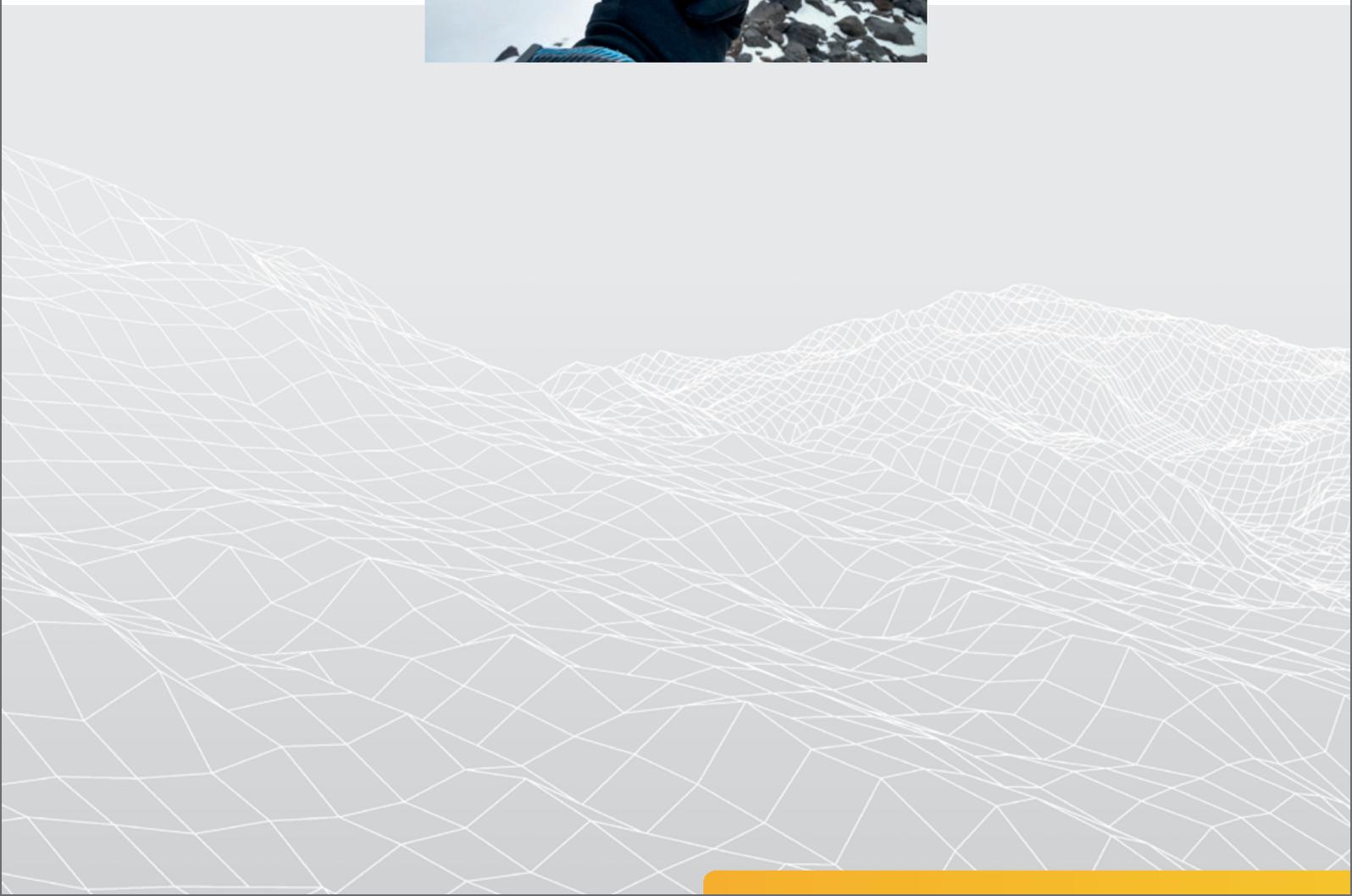


**Of knowledge,**  
competence and values

...



The specialist for innovative solutions





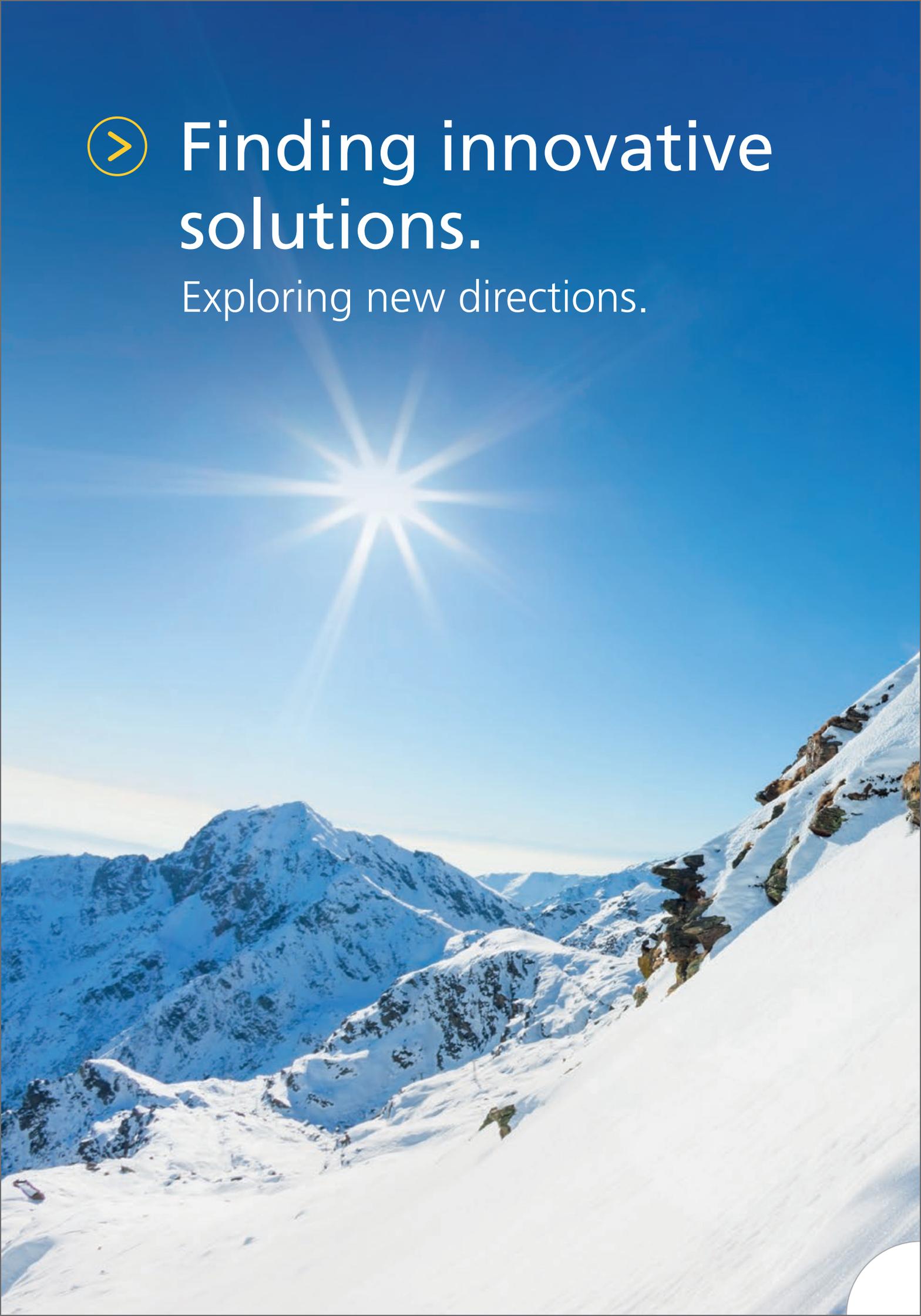
**Knowledge**  
sets apart

...



# Finding innovative solutions.

Exploring new directions.





# Philosophy

*"Knowing more today is the crucial factor for tomorrow's success."*

## Being ahead of the market

- Thinking ahead – with the best knowledge and a lot of experience. That is how we have been approaching future challenges with motivation for many years.

We regard excellent know-how in the field of freeze drying systems as our obligation towards our customers. We have therefore been maintaining intensive contact and collaboration with renowned universities, technical colleges, research institutions and cooperation partners for many years. On the other hand, it is the highly practical and innovative projects which we develop in close cooperation with our customers that continuously provide us with essential know-how. And this is also how our product portfolio is created, perfectly tailored to the requirements of our customers.

We are certain that our customers benefit from our cutting-edge expertise and will continue to do so in the future. Because knowing more today is the crucial factor for tomorrow's success. For HOF, securing this expertise and passing it on to our customers is one of our very essential corporate objectives and challenges.

# Knowledge

*"Good to know that knowledge makes a difference."*

## The specialist, technologically leading – with knowledge and curiosity

- Know-how and experience on the one hand, foresight and flexibility on the other.

Knowledge is an important raw material for us. We gain this raw material from two sources: practical application and professional exchange. Knowledge, however, has no value in itself. What counts is what you do with it. This is where curiosity and the will to explore new directions come into play: We always use both for new innovations and let strategic foresight and long-term objectives guide us. At the same time, our knowledge and flexibility also allow us to react quickly to changing market conditions and customer requirements.

This process has made us the international technical market leader and has ensured a very high level of satisfaction among our customers for decades. This applies whether you are working with our freeze drying plants, loading and unloading systems or freezing and defrosting plants.



# Competence

*"Today is crucial for the long-term success of tomorrow."*

## Being able to rely on competence

- Technological know-how and power of innovation for pioneering freeze drying systems.

What is competence? Competence is applied knowledge – knowledge that manifests in experience that is as broad as it is deep. Our competence links well-founded theoretical knowledge with longstanding practical know-how and the power of innovation from the people who work at our company. They are the competence for which HOF is so highly appreciated.

Customised, reliable and pioneering are the key terms here: HOF finds reliable, individual solutions to customer-specific problems and implements these with a focus on practical application. For us, that means being a pioneer, because today is crucial for the long-term success of tomorrow.

# Values

*"Those who have become a HOF customer once usually stay with us."*

## When customers become partners

- Respect, eye level and trust provide reliability for good, efficient collaboration.

Integrity, fairness and loyalty are the main pillars of our collaboration and also the guiding principles for our entrepreneurial actions. To achieve this, we have made it our mission to ask questions, to listen and to think things through every single day – at eye level and with respect. And that is also what really sets HOF apart in the market and makes the company such a credible partner for its customers.

This credibility is reflected in the loyalty of our customers: Those who have become a HOF customer once usually stay with us. Our appreciation for our customers is also reflected in our customer service. HOF customers never have to wait for the right advice or the right spare part, which is why they appreciate the reliability just as much as the high level of credibility.



# HOF

## at a glance

- 1988 Foundation
- 13,500 qm production, warehouse and office area
- more than 270 employees

### An overview of HOF products:

- Freeze drying systems
  - Vial and bulk systems and laboratory systems
- Loading and unloading systems
  - HOF ACS: automatic loading and unloading systems
  - HOF smartVTS: vial transfer system
- Freezing and defrosting equipment
  - pharmaceutical industry – biotechnology
  - blood donation services

### HOF services:

- Qualification
- Process development
- Design and concept studies
- Maintenance
- Training
- LYOPOOL premium stocked systems

### Service & spare parts:

- 24 hours service availability
- Over 60,000 spare parts in stock
- Emergency service



## HOF Sonderanlagenbau GmbH

Freeze drying systems | Loading and unloading systems | Freeze-Thaw Units | Service | LYOPool

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