

## INTERVIEW

### WITH HENRIK OEVERMANN, CEO DIOSNA DIERKS & SÖHNE GMBH



**Henrik Oevermann, CEO**  
DIOSNA Dierks & Söhne  
GmbH

**There is currently a lot of pressure on the global pharmaceutical industry. How do you assess the situation in the market and what are the consequences of the corona virus for DIOSNA Dierks & Söhne GmbH?**

**Henrik Oevermann:** *The greatest responsibility currently lies with the research laboratories and specialists, who are working intensively on the development of vaccines and medicines. Our task as DIOSNA only begins in the next step, supporting production. Like every manufacturing company in Germany, we also notice the uncertainty of our customers and employees in this particular dynamic situation. Fortunately, since 135 years we rely on "Made in Germany", which enables us to continue our day-to-day business in machine production almost without restriction. With our mixer granulators, fluid bed systems and complete process systems, we are able to respond to the respective customer requirements. How quick we can do this in the short and medium term depends on many factors.*

*We are also observing different approaches for new indication solutions, such as the so-called "repurposing". This procedure tests the use of drugs that have already been tested for other applications. As soon as such an active ingredient is released and goes into production, our machines can indirectly help to relax the situation due to their performance and reliability.*

**Which measures are DIOSNA taking internally and in relation with customers?**

**Henrik Oevermann:** *Our goal is of course to do everything to protect our employees and customers. Our production facilities are so spacious that the work areas are separated from one another. Great importance has always been attached to the topic of hygiene, however, all employees were informed again in this special situation. Internal meetings and discussions with our customers and business partners take place online, if possible. Preferably our employees work in the home office.*

**What about the ability to deliver, is production at risk?**

**Henrik Oevermann:** *Our customers can rely on us one hundred percent, because our in-house workshops are well organized. Orders that have already been confirmed will of course be processed and delivered. If there are any delays due to illness or to our sub-suppliers, we will inform our customers in good time. Reliable processes have been developed to keep the information up to date. Provided that the production chains work, we can continue to deliver on time. Restrictions naturally result from restricting the freedom of travel. This primarily affects our experts, who work closely with the customers, these are our salesmen, technical fitters, technologists, programmers and commissioning engineers. As DIOSNA group, we have our own sales and service staff in many countries. Where this is not the case, we rely on our local partners. All in all, a good service to the customer should be possible.*

**What measures are you taking to compensate for the trade fair cancellations? Are there any options for interested customers to get an idea of the company's performance?**

**Henrik Oevermann:** *As a market leader, we always strive to offer our customers something special. We are currently testing how we can use social media and tools such as 3D scans to interact with our customers. We use digitalization as an opportunity to develop new ways. You can be curious to see what else we can come up with.*



**What impacts do you expect for the Pharma industry in the long term?**

**Henrik Oevermann:** Many of our pharmaceutical customers have been feeling strong pressure from investors for months to build their supply chain more sustainably, that is, closer to the “point of sale”. Now pressure from end customers and governments in this direction is increasing. In the long run, therefore, more preparations will be manufactured in Europe and the USA, which will ensure independence in terms of drug availability.

I am also convinced that customers in particular will also devote more attention to the important topic of "quality". Due to the corona crisis, the education of the end customers regarding the manufacture of medicines is increasing rapidly. Informed customers have a better understanding of quality and higher requirements to the pharmaceutical industry. High-quality process equipment takes important aspects like homogeneous mixture of medications and a precise and defined particle size distribution into account and meet the high-level requirements of the pharmaceutical industry much better.

**What do you generally advise your customers in this uncertain situation?**

**Henrik Oevermann:** The eagerness of the Germans to organize and regulate was laughed at in many other countries, but helps a lot in situations like this. In the meantime, it is less about the question of whether we become infected with the virus but more about how quickly it is possible to find effective drugs that delay or reduce the course. So I advise to keep calm and actively contribute to slow down the increasing of the number of infections as much as possible in order to keep the respective health system functioning.



**GRANULATION LINE CCS 10-80 RC**

**MIXING, GRANULATING AND DRYING IN COMBINATION**

The granulation line CCS-RC made by DIOSNA is a space-saving pilot plant consisting of a mixer granulator and a fluid bed processor.

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