

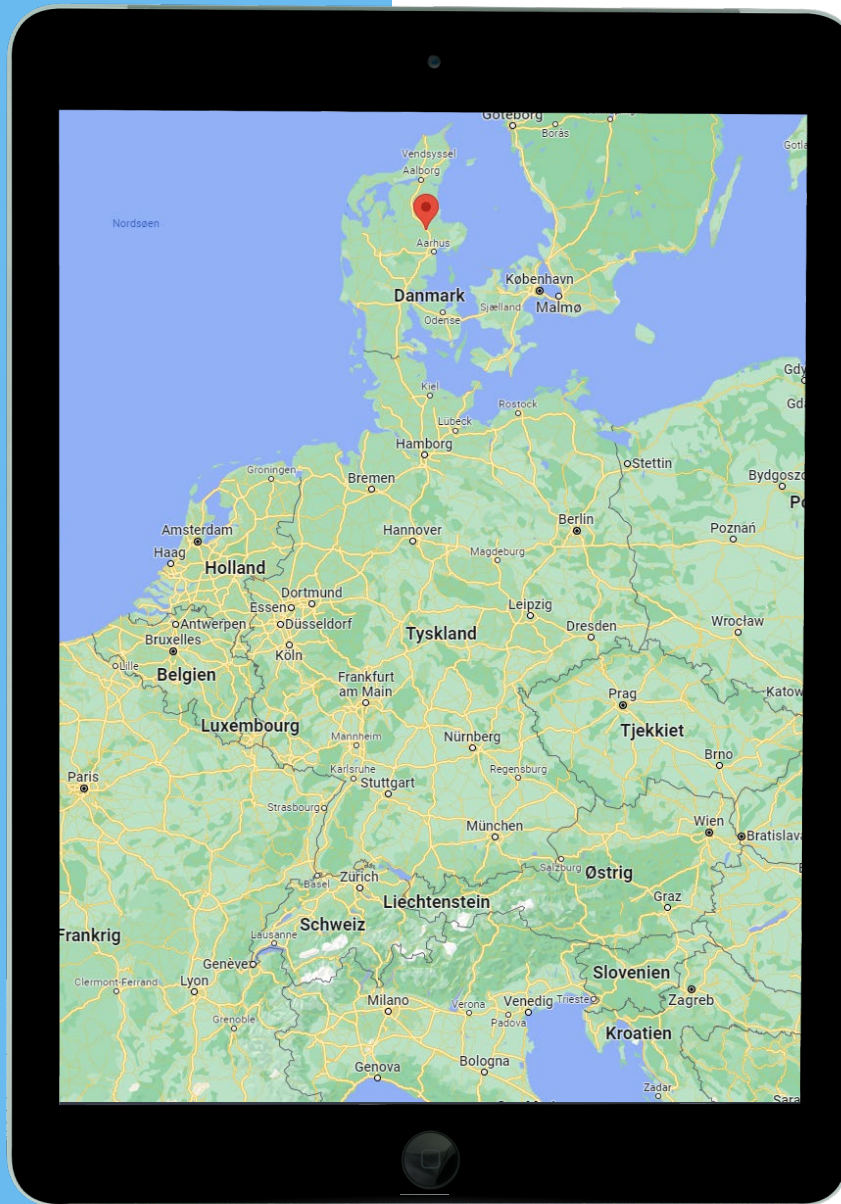


Who we are

LSS, Labelling
Systems Scandinavia



SCAN ME



BASICS



Founded in 2001 (management buy out from Avery Dennison)



Based in Randers, Denmark



45 employees, most with engineering background



Part of Possehl since 2014



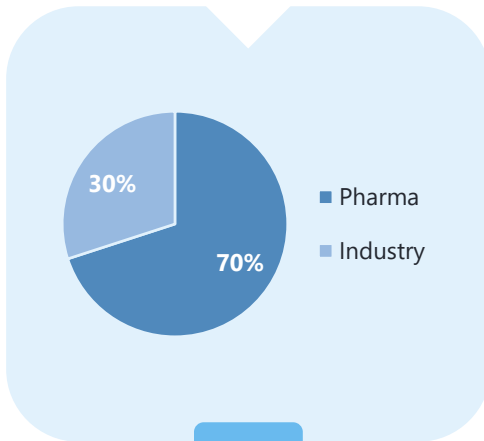
10 MEUR turnover



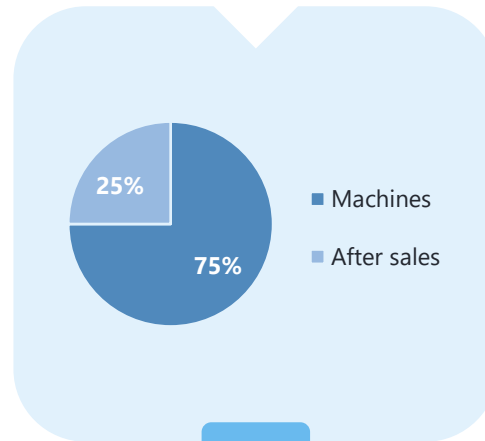
TURNOVER



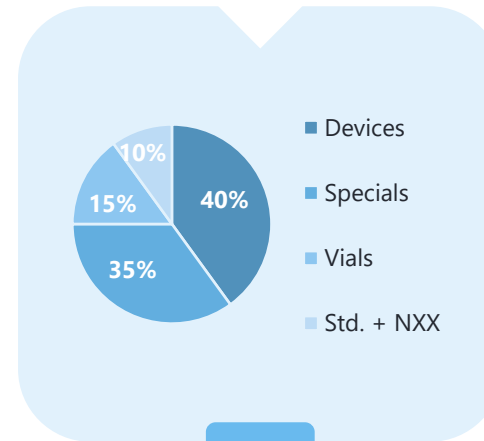
Our focus is the **Pharmaceutical industry**



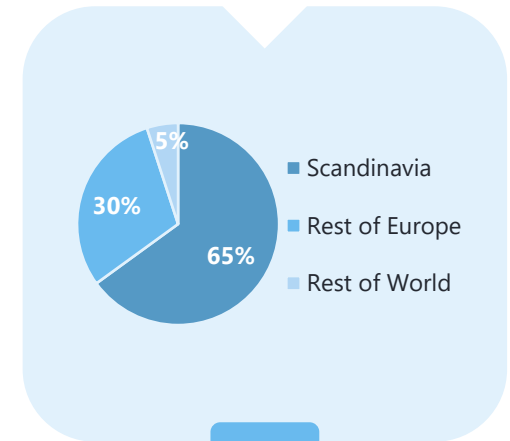
Machine sales is by far the **biggest segment**



Device labelers and Special solutions are **75% of machine turnover**



Turnover is primarily in **Scandinavia** and the **rest of Europe**





Customers and competition



CUSTOMERS AND COMPETITION

Top 5
customers (all Pharma)

2
main competitors –
and many others





Unique Selling Points



Made to measure

Made to measure device and vial labelling solutions that meet your standards, customised to your packaging line and standardized for your industry.

250+ customised solutions delivered to date.



Perfect precision

When it comes to labelling devices, precision is paramount.

If a label is incorrectly positioned it may obscure important information on the injectable device. It can also result in waste during packaging and could have an impact on safety as incorrect placement could result in an incorrect dose.

LSS' device labelling solution is accurate down to 0.2mm, precision that delivers peace of mind.



Reliable partnerships

When you partner with LSS you can expect your equipment on time and to spec. It's that simple. Above all else, we are reliable. That's why our customer relationships stand the test of time.

Long standing partnership with major manufacturers for more than 25 years.



What we present at Interpack

Labelling solutions for ampoules, vials and devices
(syringes and pen injectors)



We will bring a large **touch screen** to show videos, animations and technical details of our solutions



There will be a **VR area** with a Vial and Device labeller animations. Customers can try the goggles and get into the universe of our products.



We will bring **samples of the products** we label (ampoules, vials, bottles, syringes and pens).



Our target group is **Pharma** so if you have customers looking for our solutions – please bring them to us!





Modular labelling solutions for vials, ampoules and bottles that meet your standards. Custom-made to your packaging lines



Scalable labelling solution for vials, ampoules and bottles



From clinical trials and small batches to large-scale production - our standard labelling modules can be combined to fit the specific needs and scale of your production lines



Modular solution for device labeling (syringes, cartridges and pen injectors)



Modular solutions key to reducing time to market

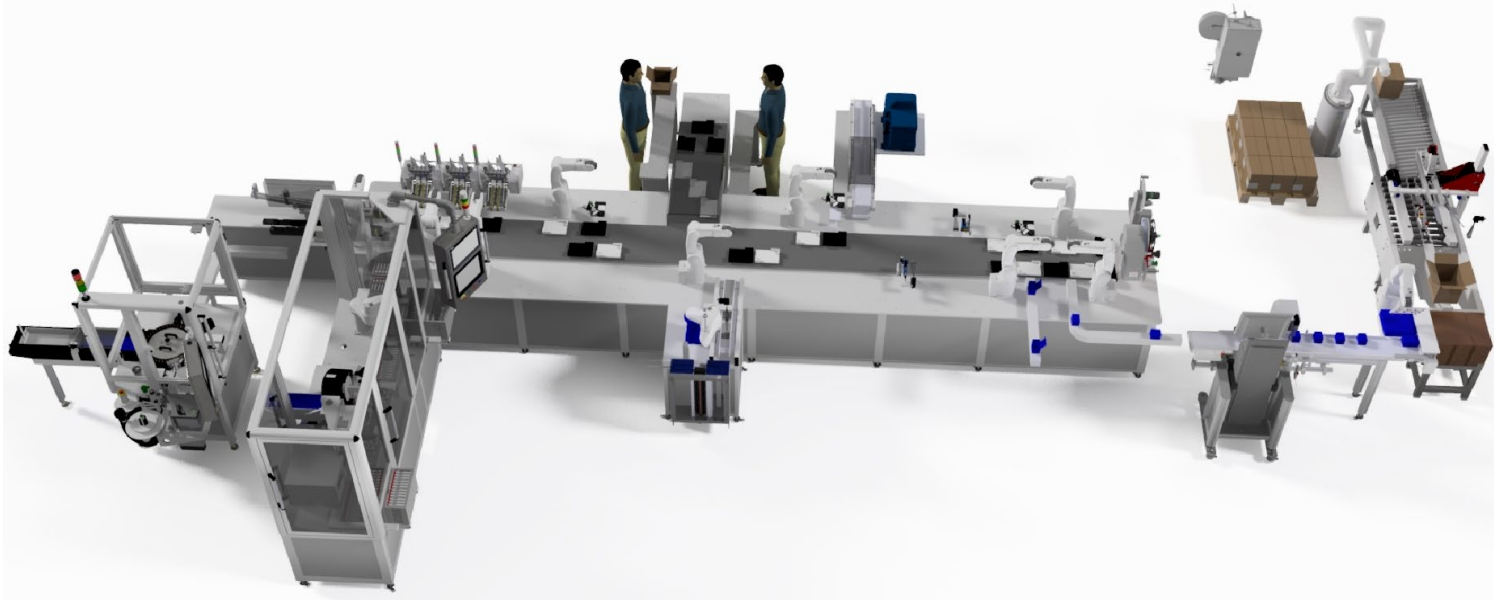


Purpose built standard modules simplify and reduce the costs of implementation and system integration



Small batch packaging

We are also ready to discuss solutions for small batch packaging (and labelling) – a growing segment in pharma



Solutions for rare diseases, individual global markets and more clinical trials are resulting in smaller batches



At the same time the pharma industry is trying to increase efficiency by reducing human intervention



This drives the demand for flexible automatic solutions – a LSS focus area



LSS is ready to service your Danish install base!



MORTEN
KJÆR

Service technician
Zealand

+45 7020 1008

service@lss-dk.com



PER V.
PEDERSEN

Service technician
South Jutland and Funen

+45 7020 1008

service@lss-dk.com



ANDERS
HAGBARTH

Service technician
Northern Jutland

+45 7020 1008

service@lss-dk.com



CHRISTIAN
KORSKJÆR WEDEL

Service technician
Denmark

+45 7020 1008

service@lss-dk.com



.....and ready to deliver labelling solutions to your pharma customers

Label **geometry**
(application of "horseshoe"
label)

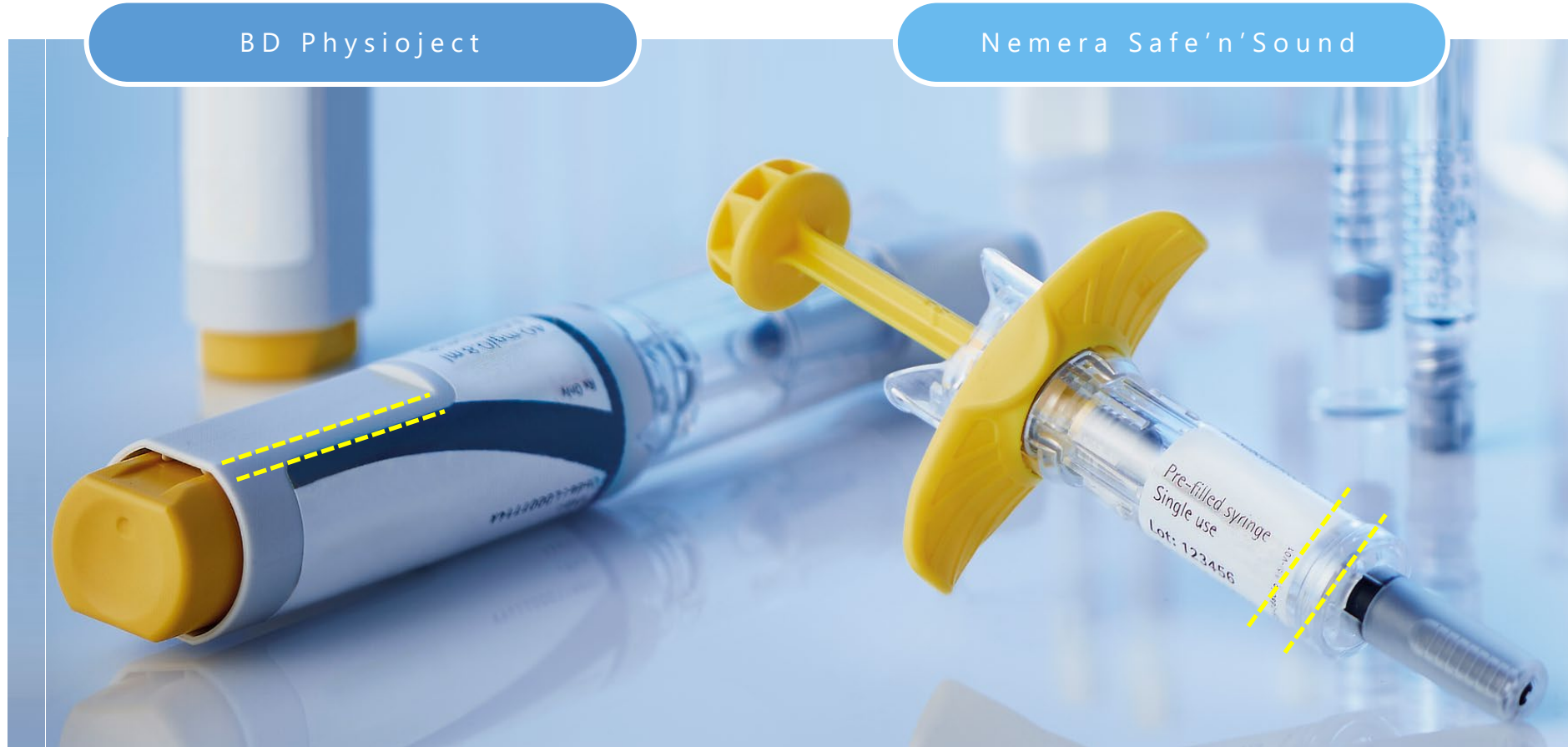
Device **geometry**
(product handling)

Label placement in
relation to device

Label placement
accuracy

BD Physioject

Nemera Safe'n'Sound





We are looking for an agent to support our sales to the pharmaceutical industry in your country

We need agents in UK, Sweden and France

Important: agent must be selling to the pharma industry already!

Do you know someone?





We are happy with the service support we get for our install base in your country

LSS is already benefitting from local PID service on our machines installed in Germany, Benelux, France and Italy and from PID partners doing service for LSS in Poland and Hungary

Thanks, and keep up the good work!

