

pharma

TECH OUTLOOK

EUROPE SPECIAL



PAN™
BIOTECH

**CHAMPIONING
QUALITY AND
SPEED FROM
RESEARCH TO
COMMERCIALIZATION**



Jens Hartmann,
CEO



Certificate



PANTM BIOTECH

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PAN-Biotech is a pioneering force in the biotechnology industry, renowned for its commitment to delivering innovative solutions that empower researchers and industries worldwide.

An expert in manufacturing and packaging high-quality sterile liquids with exceptional speed and efficiency, PAN-Biotech has an extensive product portfolio that encompasses serum, serum-free media and customized formulations capable of enhancing cell culture performance and reliability. For nearly four decades, the company has consistently advanced scientific research, helping biotechnology and

pharmaceutical companies set new standards in the field.

“We are driven by a passion for science and a commitment to excellence. Our mission is to empower our customers with the tools they need to make a meaningful impact on the world,” says Jens Hartmann, CEO.

This commitment is reflected in its adherence to highest standards of quality with ISO 9001 and ISO 13485 certifications. PAN Biotech is one of the few companies in Europe that follows true Good Manufacturing Practice (GMP) standards across all its facilities.

It recently opened its new production unit operating at the highest standard—EU GMP Annex 1. This state-of-



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the-art facility is designed to meet European GMP standards and uphold its ‘Made in Germany’ quality commitment.

Comprehensive Support in Every Stage

PAN-Biotech offers complete support throughout the product lifecycle, from development and manufacturing to commercialization. Capitalizing on its deep expertise, it remains flexible and effortlessly integrates into any stage of the client’s product journey.

continuous support throughout the process. Prioritizing the delivery of end-to-end solutions, PAN-Biotech integrates its manufacturing capabilities with logistical support, delivering an all-inclusive, full-service solution. Known as PAN Complete, this approach embodies the company’s commitment to efficiently managing its supply chain to address the varied needs of the biotechnology sector. To meet the growing demand for customized solutions and specialized product development, PAN-Biotech has also



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For example, companies emerging from university research with innovative ideas often lack the facilities, equipment and resources for preclinical production. PAN-Biotech provides the necessary infrastructure and expertise to take on production for them. For clients who don’t require full facilities but need high-quality products, it provides its own manufactured cell culture media and other sterile liquids to transform their research into viable solutions.

When companies progress to more advanced phases, such as Phase 1 clinical trials, its role evolves into preparing them for future regulatory requirements. At this stage, the focus is on ensuring that products are GMP-ready, anticipating the stringent demands of later stages of trials.

“During this phase, switching from research-use-only (RUO) to GMP is essential to ensure quality,” says Hartmann. “Key differences include using higher-grade raw materials, qualified water for injection, single-use equipment and thorough documentation.”

PAN-Biotech simplifies this transition by providing media, reagents and buffer solutions that meet the required quality standards.

The proactive assistance extends through Phase 3 trials and into commercialization. When a product reaches a certain volume, PAN-Biotech strategically steps back, transferring all relevant information to larger players capable of managing production. The team ensures a seamless transition, providing

established itself as a dominant contract development and manufacturing organization. While the primary focus has not been on developing new products from scratch, the company has demonstrated the competence and flexibility to do so after providing numerous customers with products that meet precise specifications.

Swift Solutions for Time-Critical Requirements

PAN-Biotech distinguishes itself with its ability to deliver products in a short timeframe.

Large and mid-sized companies running on complex systems often require four to six weeks to integrate a new product and begin production. In the same timeframe, PAN-Biotech can complete all necessary paperwork, manufacture and even ship the product.

It has crafted countless success stories, including one for a major manufacturer that faced an unexpected halt in its production unit due to technical issues. They approached PAN-Biotech in mid-November, seeking immediate assistance. Despite the rigorous audits, contractual agreements and other formalities, PAN-Biotech successfully produced and delivered the first batch of products by early January.

Within eight weeks, it delivered over 10,000 litres of the required product, fully bottled, packed and labeled with the client’s branding. In total, it supplied more than 150,000 litres.

This rapid response, including multiple audits and extensive legal work, demonstrates PAN-Biotech’s ability to handle time-sensitive and large-scale demands. The company has a filling capacity of up to 1.8 million litres per year.

A leading vaccine manufacturer also benefited from its solutions. The client urgently required a substantial quantity of buffers and injections. Rising to the challenge, PAN-Biotech delivered between 40,000 and 50,000 litres of the necessary products within eight weeks.



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A Versatile Product Lineup Driving Superior Cell Culture Results

PAN-Biotech has made major contributions that revolutionized cell culture in the pharma industry. One of them is Panexin, the world’s first serum-replacement product, a reliable animal-free alternative to traditional serum.

The innovation addressed the variability and ethical concerns associated with animal-derived components, providing uniformity in cell culture environments and leading to more reproducible results. Panexin improved experimental accuracy and supported optimal cell growth and function across a range of applications.

While specializing in media and reagents, the company also offers a varied range of high-quality water products, including sterile water, GMP-grade water and water for cell culture and cell injection (WFI), which are essential for maintaining purity and consistency in both experimental and production settings. The form-factors of sterile-filling includes tubes, bottles, 2D/3D bags and canisters. To ensure product integrity and quality, it maintains state-of-the-art storage facilities. The facilities are temperature-controlled and monitored around the clock to maintain optimal storage conditions.

To facilitate easy access to these products, PAN-Biotech introduced an eShop that features an extensive product catalogue. With 85 percent of its products in stock, the company enables rapid delivery, guaranteeing worldwide shipping within two days.

Advancing Tomorrow’s Therapies

PAN-Biotech is focused on progressively evolving its capabilities and product offerings to pioneer the future of

biotechnology and pharmaceutical industries. At a time when cell and gene therapy continues to evolve, it is dedicated to developing specialized media and reagents that support the growth and enhance the efficacy and safety of these cutting-edge treatments. It also aims to support the burgeoning field of mRNA-based therapeutics by developing optimized media and delivery systems.

The goal also involves enhancing products and processes for producing high-quality antibodies and vaccines, ensuring that its solutions meet the highest performance and reliability standards.

In tandem with technological advancements, PAN-Biotech proactively addresses evolving environmental concerns. In 2018, it launched the Save the Planet initiative, which focuses on reducing the industry’s carbon footprint. This initiative includes a comprehensive waste recycling system with over 1,000 waste collection points and the return and recycling of more than 500,000 cell culture media bottles.

Delivering high-quality products and services, PAN-Biotech ensures that its clients are equipped with the optimal tools and resources to facilitate groundbreaking achievements. This symbiotic relationship allows pharmaceutical companies to race ahead, supported by a trusted ally. 