



*Sourcing & Marketing
Strategies in Excellence!*

2021





SOSTIE is an international acting service provider offering a full service package in sourcing requested chemicals, cosmetical and pharmaceutical products from the Eastern & Central Europe



SOSTIE is service provider in finding your best possible manufacturer in the Eastern, Central Europe & US. We are using an existing and established network!



Our goal is to help chemical, pharmaceutical and cosmetical companies to become Independent from China & India with local alternative suppliers!

History



- SOSTIE founded – 2014.08 YR
- SOSTIE Inc established 2016.03
- Build up a network of manufacturers in Eastern/Central Europe as an alternative to Chinese and Indian suppliers
- CLIENTS' VISIONS REALIZATION of APIs, cGMP Intermediates, Fine Chemicals, etc.
- **OUR GOAL - to provide solutions for our customers and partners in a broad range of the chemical, cosmetical and pharmaceutical industries.**

Team



- **Michael Hanzl** (Chemist) - Founder & CEO
- **Gabija Stankeviciute** (Business Management) - Business development - Sourcing and Project management
- **Vilune Atkociunaite** (Pharmacist) - Business development - Pharma project management
- **Doris Hanzl** - Founder & Back Office; Organization

Who we are

- **Taking your inquiry responsibly** with individual treatment and immediate action.
- **Detailed investigation in markets** for your product(s) in EE, CEE, US.
- **Working exclusively with the Eastern/Central European and US manufacturers.**
- If required, **we organize non-disclosure agreement** between you and the potential partner.
- **Reporting periodically** about the status of the process and deadlines
- **Sostie is marketing/selling products of and for clients for developing new markets**

THE SOSTIE NETWORK



Possible Chemical Reactions:

Oxidation and Reduction including Complex Hydride

Diazotisation and Sandmeyer Reaction

Esterification and Saponification

Cyclocondensation

Nitration and Sulfonation

Bromination, Chlorination and Iodination

Alkylation and Acylation

Organo Lithium and Grignard Chemistry

Distillation and Controlled Crystallisation

Phosgenation/handling of phosgene/ - aromatic isocyanates

Salt Formation

Optical resolutions

Cryogenic and organometallic reactions

High temperature reactions

Hydrogenations

Acid chloride preparations

Carbene additions

Friedel-Crafts reactions

Isomerizations

Cyanations

And MANY more!

Product range:

HPAPI

API – human/veterinarian (EP, JP, US, BP etc.)

cGMP Intermediates

Specialty chemistry – Fine Chemicals

Cosmetical/Pharmaceutical Intermediates

Electronical Industry (high purity products)

Prostaglandine Intermediates

CRO capabilities (ROS development/
optimization)

Rare Sugars

Dyes

Essences of plants

Our Main Clients and Their Localizations



Specialty chemistry
manufacturers
API manufacturers
Electronical industry
Traders – distributors
Pharmaceutical companies
Food Industry
Cosmetic companies

From:
Europe
US, Canada
Japan, SE Asia
South & Middle America

Discover R&D and Process Development Possibilities at Our Partners:

- **Staff:**
From 3 up to 60 employees, depending on manufacturer, supplier and inquired project size.
- **Equipment:**
Laboratory scale, kilo labs, upscaling from mg to kg range.
from -90C° up to 300C°.
- **Analytical systems:**
GC, GC/MS
LC, LC/MS
AAS/ICP
NMR
IR, spectrophotometry, Karl Fischer etc.

Services Our Partners are Offering:

- **R&D, process development and CMO production of:**
 - APIs & cGMP Intermediates: from g to kg up to MT.
 - Non-GMP Intermediates & Fine Chemicals: from g to kg up to 100 MT.
- **APIs for CPhI, CPhII, CPhIII, Commercial and Generics**
- Production of + 10000 Fine chemical products on a regular base.
- Formulation services
- Toxicological investigations, testing & evaluation
- Analytical Services - Certified Labs

PharmaServices

Our Partners are Offering:

- **R&D, process development and CMO production of:**
 - APIs & cGMP Intermediates: from g to kg up to MT.
- **APIs for CPhI, CPhII, CPhIII, Commercial and Generics**
- Documentation as R&D reports, ROS scouting, qualification, validation, DMF composing, DMF filing, stability data service
- Formulation services
- Toxicological investigations, testing & evaluation
- Analytical Services - Certified Labs

Extract of successful realized API Projects:

- **Rare sugar as an API for a German company**
- **Colored API for an Italian Pharma company**
- **Anti Cancer product for a French client**



LET'S GET IN TOUCH!



SOSTIE in Austria:

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SOSTIE in US:

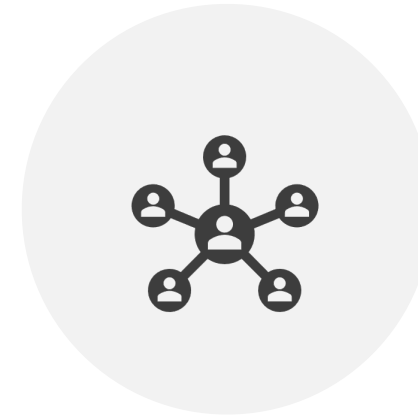
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