

# WELCOME TO



*Sourcing & Marketing  
Strategies in  
Excellence!*

2022



# ABOUT US



**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**



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



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

# Background of SOSTIE



## Managing Director: Michael Hanzl

- ✓ Professional background: chemistry
- ✓ After various sales and management positions – commercial Director for the Austrian API manufacturer
- ✓ Build up a network of manufacturers in Eastern/Central Europe to replace Chinese and Indian suppliers
- ✓ 08.2014 founded SOSTIE, 03.2016 SOSTIE Inc.
- ✓ Since then – realization of clients projects of APIs, cGMP Intermediates, Fine Chemicals, etc.
- ✓ **Goal is to create continuous business in a broad range of the chemical, cosmetical and pharmaceutical industries.**

# Our Services



## We are:

- ✓ **taking your inquiry** seriously with the individual treatment and immediate action.
  - ✓ **investigating the market and finding a manufacturer** for your product(s) in EE, CEE, US.
  - ✓ if required, **we organize secrecy agreement** between you and the potential partner.
  - ✓ **supervising** the whole process from your inquiry – to the final delivery.
  - ✓ **coordinating** the supply contact directly between client and manufacturer.
  - ✓ **working exclusively** with the Eastern/Central European and US manufacturers.
  - ✓ **reporting periodically** about the status of the process and keeping goals within time and budget plan.
- ✓ Finally, we are marketing/selling products of and for clients for developing new markets



## Locations of our main manufacturing partners:

The 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:



- Specialty chemistry – Fine Chemicals
- Cosmetical/Pharmaceutical Intermediates
- Electronical Industry (high purity products)
- cGMP Intermediates
- Prostaglandine Intermediates
- HPAPI
- API – human/veterinarian (EP, JP, US, BP etc.)
- 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.
- ✓ Production of 10000 products on the regular base.
- ✓ Formulation
- ✓ REACH registration
- ✓ Toxicological investigations, testing & evaluation
- ✓ Analytical Services

# LET'S GET IN TOUCH!



## **SOSTIE in Austria:**

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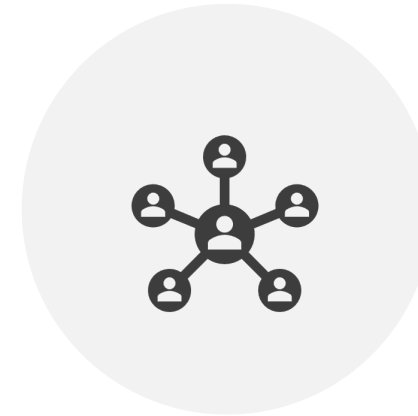
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## **SOSTIE in US:**

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