

TRUSTED IN

PRACTICE



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A Haier Biomedical Customer Success Story
with Swiss Vacuum Technologies SA



Swiss Safety Trusted by Biopharma Worldwide

How Airpharm Life Science Logistics relies on
Haier Biomedical ultra-low temperature solutions to
protect high-value biological materials.

Nearly 200 -80°C ULT Freezers

A growing infrastructure built on operational confidence

TwinCool Dual Refrigeration

Redundancy designed for sample security

Future-Ready -150°C Storage

Supporting next-generation biobanking applications



Haier Biomedical
Intelligent Protection of Life Science

SWISS SAFETY TRUSTED BY BIOPHARMA WORLDWIDE

In biopharma, one question ultimately defines every storage decision:

► HOW DO YOU GUARANTEE THE SAFETY, INTEGRITY, AND LONG-TERM SECURITY OF SOME OF THE WORLD'S MOST VALUABLE BIOLOGICAL MATERIALS?

That question was at the centre of the Haier Biomedical Europe team's recent visit to Airpharm SA, a highly specialised Swiss cold storage provider trusted by biopharma companies around the world for safeguarding sensitive drug substances, proteins, peptides, biological drug products, and, potentially in the future, the biobanking of cell-based

materials. From the moment we entered the facility in Pratteln, it was immediately evident that this operation represents far more than storage capacity.

Inside the facility, Airpharm SA is not only providing storage capacity, but also embodying the values Switzerland is known for.

Everything reflected the values Switzerland has built its global reputation on for decades: precision, trust, organisation, safety, cleanliness, and uncompromising quality.

Every room, every workflow, and every operational detail demonstrated a culture where nothing is left to chance.



Haier Biomedical Director for North, Central & Eastern Europe, Semir Selimović, surrounded by trusted Haier Biomedical TwinCool ULT freezers with frequency conversion compressors, hydrocarbon refrigerants (HC), and dual refrigeration system technology designed to deliver optimal sample security, energy efficiency, and sustainability.

NO CUSTOMER IS TOO SMALL. ALL CUSTOMERS ARE TREATED EQUALLY.

➤ BUILT AROUND CUSTOMER CONFIDENCE

One of the strongest impressions from the visit was the passion and dedication of the two owners behind the business.

Their philosophy was simple: **"No customer is too small"** and **"All customers are treated equally."**

Whether supporting emerging biotech companies or major global biopharma organisations, every customer receives the same level of care, precision,

responsiveness, and commitment. Their approach is deeply relationship-driven, very much a "people business."

As the well-known saying goes: "What you see is what you get." That authenticity, combined with Swiss reliability, has helped Airpharm build an exceptional reputation globally across both smaller innovators and larger biopharmaceutical organisations.

Another phrase mentioned during the discussions strongly reflected their approach to success: "Think globally, act locally."

Despite supporting international biopharma customers worldwide, they maintain a highly personal, local, and responsive service model focused entirely on customer needs and operational trust.



➤ SAMPLE SECURITY IS EVERYTHING

For customers storing irreplaceable biological materials, security is not simply about monitoring temperatures. It is about protecting years of research, clinical development timelines, regulatory compliance, and ultimately patient outcomes.

This is why one technology stood out as especially important during discussions: **the Haier Biomedical TwinCool dual refrigeration system.**

Haier Biomedical TwinCool Frequency Conversion ULT freezers use dual independent refrigeration systems, supported by dedicated circuit breakers

for each refrigeration circuit.

For Airpharm and their customers, this "double security" concept was extremely important. In highly sensitive biopharma applications, redundancy directly translates into customer confidence and sample protection.

The message was clear: **"Biopharma customers want security of mindset"**

Knowing that critical samples remain protected even under unexpected circumstances provides enormous reassurance for organisations managing high-value biological assets.



Airpharm SA directors Bertrand Hertzog and Giuseppe Massi with Ariel Haymoz from Swiss Vacuum Technologies SA and Semir Selimović from Haier Biomedical Europe.

➤ RELIABILITY THAT ENABLES GROWTH

Another particularly impressive aspect was hearing about their operational experience with Haier Biomedical ULT freezers over the past five years.

Today, **Airpharm SA** is approaching nearly 200 Haier Biomedical -80°C ULT freezers as part of their expanding infrastructure, a remarkable scale that reflects both customer demand and operational confidence.

When I asked about maintenance experience over those years, their response genuinely stood out:

“There is literally no big maintenance because they don’t need maintenance.”

Of course, regular preventative checks and servicing remain part of good GMP and operational practice.

However, what impressed them most was the exceptionally smooth operation, low intervention requirements, and low occurrence of faults throughout years of continuous use.

For mission-critical biopharma storage environments, that level of reliability becomes a major strategic advantage.



➤ PREPARING FOR THE FUTURE

Perhaps the most exciting part of our visit was seeing how rapidly **Airpharm SA** continues to expand. Their future vision extends beyond traditional ultra-low temperature storage into the biobanking of highly sensitive cell-based samples

It was particularly exciting to see one Haier Biomedical -150°C chest freezer already integrated into their operations, supporting future ambitions in ultra-low temperature biological storage applications.

For many organisations, building and maintaining full LN₂ infrastructure can be complex and costly.

Advanced ultra-low temperature solutions may offer a highly attractive alternative for certain applications involving sensitive cell-based materials and biological samples.

Airpharm SA directors Bertrand Hertzog and Giuseppe Massi with the Haier Biomedical -150°C Cryo Freezer, Model DW-150W209, featuring energy-efficient and environmentally friendly hydrocarbon refrigeration, superior uniformity, and sample security.

➤ A REAL EXAMPLE OF SWISS QUALITY IN ACTION

What made this visit especially inspiring was seeing how closely operational success was connected to listening carefully to customer challenges and continuously adapting around evolving needs.

That mindset strongly aligns with the partnership between Haier Biomedical and Swiss Vacuum Technologies SA:

building long-term relationships focused on reliability, safety, and customer trust.

Walking through Airpharm's facility was a reminder of why Swiss quality still carries such strong meaning globally.

In biopharma, where biological materials can represent years of research and enormous patient impact, trust is everything.

And in Pratteln, Switzerland, that trust is clearly being built every single day.

We would like to sincerely thank Swiss Vacuum Technologies SA, Haier Biomedical's trusted distribution partner in Switzerland. Their dedication, expertise, and close support have been an important part of this journey and have helped make this success possible.

Haier Biomedical
Intelligent Protection of Life Science



SWISS VACUUM
TECHNOLOGIES SA

CUSTOMER PROFILE

AIRPHARM SA

► SWISS PRECISION. CONTROLLED INFRASTRUCTURE. CUSTOMER TRUST.

Airpharm SA is a Swiss life science logistics specialist based in Pratteln, Switzerland. The company supports customers in the chemical, pharmaceutical, cosmetic, and veterinary industries with specialised logistics solutions built around quality, reliability, and close customer contact.

Positioned as a strategic partner for 360° integrated logistics in Switzerland, Airpharm SA combines advanced infrastructure with specialised expertise and an international network of qualified agents.

This enables the company to support

customers across the supply chain, from transportation and customs services to warehousing, distribution, controlled sampling, dispensing, and temperature-sensitive storage.

For customers working with sensitive pharmaceutical and biological materials, this level of control is essential.

Airpharm SA's operations include cGMP-certified warehousing, controlled temperature storage, dangerous goods handling, narcotics storage, online temperature monitoring, and ISO Class 8 cleanroom capabilities for sampling and splitting of APIs.

What makes Airpharm SA especially relevant in the biopharma environment is its strong customer-focused mindset. The company develops tailored solutions around specific customer needs and maintains direct, continuous communication throughout the supply chain.

For Haier Biomedical, Airpharm SA represents a strong example of Swiss quality in action: a highly specialised environment where operational reliability, sample security, and customer confidence are central to everyday business.

Customer: Airpharm SA

Location: Pratteln, Switzerland

Industry: Life science logistics

Core sectors: Chemical, pharmaceutical, cosmetic, and veterinary industries

Core services: Warehousing, distribution, transportation, customs services, controlled sampling and dispensing

Infrastructure: cGMP-certified warehouse, temperature-controlled storage, ISO Class 8 clean rooms, online temperature monitoring

Application focus: Sensitive pharmaceutical and biological materials

Haier Biomedical connection: Nearly 200 Haier Biomedical -80°C ULT freezers support Airpharm SA's expanding infrastructure.

Swiss partner: Swiss Vacuum Technologies SA





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