

AESD Research & Development GmbH Taubenstraße 19 10117 Berlin

Herr Paul Antauer  
Wadzeckstraße 4  
10178 Berlin

Berlin, 06. Juli 2017

## Work Certificate

Mr. Paul Antauer, born on 18.05.1993, was working in our company as a trainee from 01.02.2016 to 30.04.2016 and as a Client Services Executive from 1 May 2016 to 31.07.2017.

AESD Research & Development GmbH is a private company founded in 2012. Headquartered in Berlin, the focus of innovative biosciences in Europe, AESD develops creative solutions in the increasingly important point-of-care testing (POCT) industry.

The activities of Mr Antauer included the following tasks:

- creation of content and graphics for marketing materials, both print and digital (brochures, business cards, stickers, printed boxes)
- coordination of print orders, both in Berlin and in Dubai
- planning and monitoring the installation of AESD's stand at the DIHAD 2017
- representation of the company at the stand at different sales meetings and at the stand at DIHAD
- planning and coordinating the design and the production of the so-called Magic Box together with the designer Mark Braun
- sales talks on the phone as well as personally, in German and in English
- preparation of sales presentations
- provide logs for materials and information
- close co-operation with AESD's research and development team on the further development of our products
- development of packaging solutions
- searching for suppliers

- sales research, analysis of competitors and an analysis of the market
- support of our first customer Pocramé in France

Mr. Antauer was an extremely hardworking employee who did the extraordinary amount of his tasks in a remarkably short time. We were always very satisfied with the quality of his work. He performed his duties extraordinarily carefully, reliably and rationally. In addition, he distinguished himself by his above-average perception, resilience, versatility and initiative. Mr. Antauer was very interested in all business transactions and worked completely independently. All in all, he has carried out the assigned tasks to our full satisfaction at all times.

Because of his always friendly, helpful nature and his constant willingness to cooperate, he was particularly popular. His behavior towards superiors were exemplary in every respect.

We sincerely hope that, after his time at the Austrian military, Mr Antauer will be available for us as an employee and till then we wish him the best and success for his further professional and private career.



Vasanthi Klundt

Associate Director Administration / Human Resources