

Acquisition Search: Pharmaceutical Products & Services

About the Acquirer

- PE-owned;
- Specialist pharmaceutical company which acquires, markets and develops branded prescription medicines;
- Portfolio covers cardiovascular, women's health, neurology and gastroenterology;
- Turnover c.£250m and growing at 50% pa on average;
- Operating globally in over 100 countries, with offices in Benelux, Nordics, Switzerland, the UK, the Middle East and India.

Acquisition Criteria

- Distributors or licensees with sales forces or contract sales organisations (CSOs) - pharmaceutical marketing and promotion (GP- or hospital-focused);
- Developers of niche generics with regulatory and/or clinical development capability;
- Preferably focused on therapeutic areas of cardiovascular, women's health, neurology and gastroenterology;
- Located in Europe (especially France, Germany, Italy or Spain), Central & Latin America, East & South East Asia and Australia;
- Minimum turnover €10m;
- Does not need to be profitable or cash generative.

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