

## Press Release

**Strategic add-on acquisition: Silver Investment Partners strengthens leading specialty pharmaceuticals distributor Lucien Ortscheit by acquiring import specialist Juers**

### Lucien Ortscheit expands with Juers Pharma

- **German Pharma Wholesale (GPW) acquires Juers Group and combines it with Lucien Ortscheit under the GPW roof**
- **The import focus of Juers Group complements Lucien Ortscheit's export focus**
- **First step of announced growth strategy in attractive niche market**

**Königstein/Saarbrücken/Barsbüttel/Müllheim, 21 December 2021** – GPW (German Pharma Wholesale) Holding GmbH, supported by its majority shareholder Silver Investment Partners (SIP), has acquired the Juers Group. The three Juers group companies will be combined with the existing GPW investment Lucien Ortscheit under the GPW roof. All GPW companies are specialty pharmaceuticals distributors, focusing on the import and export of medicines unlicensed in the target market. The business bridges delays in initial drug registrations or supply shortages in certain markets. The previous owners, the Alm family, are selling their entire shareholding, thereby securing an orderly succession process for the group. There will be no changes regarding locations or the team. The parties have agreed not to disclose the purchase price.

“With Silver Investment Partners, Juers now has a long-term oriented investor by its side, who recognizes the large potential of our strongly growing niche market“, says Christian Alm, Managing Director at Juers. “We are now joining forces with Lucien Ortscheit and intend to add additional outstanding businesses to our group. I see new growth opportunities on the horizon for Juers, allowing me to retire soon, after a ten-year delay, feeling good about the company's future.” Alm will support the transition period for a few months. His management colleague Dieter Gröning will remain with the company.

“Lucien Ortscheit and Juers are an optimal fit“, explains Philipp Amereller, Managing Partner at SIP. “Ortscheit has shown a very successful development in the export business. The company delivers medicines to several thousand clients in more than 60 countries and is growing robustly. Juers, on the other hand, is very strong on the import side and is an established partner of many pharmacies and hospital pharmacies in Germany. We will support the companies in growing even better together. We plan to build on existing markets, enter new ones and extend the product offering. We will also consider opportunities for further attractive add-on acquisitions.“

Kurt Kloos, Managing Partner of GPW and former owner of Lucien Ortscheit, comments on the add-on acquisition: “The combination of Ortscheit and Juers is a strategically important step on our growth path. It also proves once again that we have chosen the right partner with SIP to lead the GPW companies into a safe and successful future. I look forward to working with the colleagues at Juers.”

### **Juers Pharma: 25 years of experience in importing medicine**

Juers Pharma Import Export GmbH was founded in Hamburg in 1993 and was initially active in the fields of transport, storage and the sale of consumer goods. In 1996, the company refocused on the import of medicines, initially for HIV therapy. Today, Juers Group consists of the headquarters in Barsbüttel (close to Hamburg), a subsidiary in Müllheim (Baden-Württemberg) and Alwer Pharma AG (Birsfelden, Switzerland).

### **Attractive niche market: specialty pharmaceuticals distribution**

The GPW companies are international distributors of medicines that are not (yet) licensed in the importing country and can be imported in accordance with certain regulations. In Germany, such imports fall under section 73,3 of the Medicinal Products Act (Arzneimittelgesetz). Clients are pharmacies, hospital pharmacies as well as pharmaceutical wholesalers. The offering bridges the delays in initial drug registrations or supply shortages in certain markets. It also allows for patients with rare diseases to receive treatments that are not (yet) approved in their respective country.

The market for unlicensed medicines is an attractive niche segment. It grows steadily and independently of the economic cycle at a rate of 5-10 percent annually. One growth driver is the increasing number of specialty medicines being developed (for example in oncology), for which either the registration processes are taking longer in certain countries, or the registration does not make sense in every single country due to the limited number of patients.

### **Further strategic development in partnership**

As the majority shareholder of GPW, Silver Investment Partners will support the companies in their further development as an entrepreneurial partner, with a long-term approach, agility and a large network of experts. An international expansion and the development of new products offer a wide range of growth prospects. Further attractive add-on acquisition opportunities, domestically and abroad, with also be considered.

SIP was advised on the transaction by King & Wood Mallesons and Rödl & Partner. The seller mandated Addleshaw Goddard as advisors.

## **About German Pharma Wholesale**

GPW (German Pharma Wholesale) Holding GmbH is the holding entity for leading specialty pharmaceuticals distributors. It was founded in 2020 by Silver Investment Partners.

GPW currently comprises Lucien Ortscheit GmbH (Saarbrücken), Juers Pharma Import Export GmbH (Brunsbüttel and Müllheim) and Alwer Pharma AG (Schweiz)

### Lucien Ortscheit

Lucien Ortscheit is a leading internationally active specialty pharmaceuticals distributor. The firm exports medicines that are unlicensed in certain countries and distributes comparator drugs for clinical trials. Ortscheit generates the majority of its sales in the export business. Lucien Ortscheit was founded in 1963 in Saarbrücken and has steadily grown since. The company delivers medicines to thousands of clients in more than 60 countries.

### Juers Pharma

Juers Pharma is a leading internationally active specialty pharmaceuticals distributor, focusing on the import of medicines to Germany, under section 73 of the German Medicinal Products Act. The company was founded in Hamburg in 1993 and has become an established partner of numerous German pharmacies and hospital pharmacies. In addition to its headquarters in Barsbüttel (Hamburg), Juers Pharma has a subsidiary in Müllheim (Baden-Württemberg).

### Alwer Pharma AG

Alwer Pharma is a Swiss pharmaceutical wholesaler, authorized by Swissmedic. The company has been providing various services to Juers Group since 2001 and as of 2022 to the full GPW Group as well as third parties.

## **About Silver Investment Partners**

Silver Investment Partners is an independent equity finance investor for medium-sized companies in Germany, Austria and Switzerland. As an entrepreneurial, experienced and trusted partner, Silver Investment Partners engages in majority and minority interests in companies with revenues between 5 and 100 million euros, with a focus on companies with revenues between 10 and 50 million euros. The classic investment scenarios include succession situations, changes in shareholders, spin-offs of companies and growth financing. The investment strategy focuses on companies in the sectors of business services, industrial and manufacturing, software, consumer and trade, healthcare/medical, environmental and related industrial technologies with attractive growth and value-added potential.

Please find further information at: [www.silver-ip.com](http://www.silver-ip.com)

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