



## Press Release

**Silver Investment Partners strengthens leading specialist pharmaceutical wholesaler GPW Group (formerly Lucien Ortscheit and Juers Pharma) in the Benelux region with Orly Pharma**

### **GPW Group expands internationally with Orly Pharma**

- **GPW Group acquires Orly Pharma and integrates it with its existing entities**
- **With Orly Pharma, GPW expands its business in the Benelux region**
- **The transaction represents the next step in the announced growth strategy in an attractive niche market**

**Königstein/Saarbrücken/Venlo (Netherlands)/Nettetal-Kaldenkirchen, 09 December 2024 –**

GPW Group GmbH (GPW), with the support of its majority shareholder Silver Investment Partners (SIP), has acquired the Dutch-German pharmaceutical wholesaler Orly Pharma. The two Orly entities will be integrated under the roof of the existing GPW Group. GPW is a leading specialist pharmaceutical distributor focused on the import and export of non-licensed medicines in the importing country. The business bridges delays in initial drug registrations or in case of supply shortages in selected markets. The previous owners of Orly Pharma are selling all their shares, ensuring an orderly succession process for the company. The locations and team will remain unchanged. The parties have agreed not to disclose the purchase price.

“With Orly Pharma, we are expanding GPW Group's offering in the Benelux region as well as benefiting from obvious synergies with the German market,” explains **Nick Rhys-Jones, Chief Executive Officer of GPW**. “At the same time, our group is significantly growing with this acquisition, from around 50 to about 75 employees. We look forward to welcoming the Orly team and expanding both our portfolio and service offering this brings to customers over the entire group.”

#### **Orly Pharma: Over 28 years of experience in specialist pharmaceutical trading**

Orly Pharma originated from a pharmacy in Venlo, Netherlands, which in 1996 took the initiative to make hard-to-find or not yet licensed medicines available for the Dutch and German markets. Soon, Orly became a leading specialist within the Benelux countries. In 2007, the German entity, Orly Pharma GmbH, was established, followed by the creation of Orly Pharma BV in the Netherlands in 2016.

The goal from the very beginning was and still today is that, in principle, every medication should be accessible to every patient who needs it and to whom it can help. A vision shared by Orly and the GPW Group.

### **Attractive niche market for specialist pharmaceutical trade**

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

The market for non-licensed medicines is an attractive niche segment. It grows steadily and independently of the economic cycle with 5-10 percent annually. One reason for this growth is the increasing development of specialty medicines (e.g. in oncology and rare diseases), for which the approval process can take longer in certain countries or for which approval is not initially seen as commercially viable due to the small number of patients.

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

SIP acquired the Saarbrücken-based company Lucien Ortscheit in 2020. At the end of 2021, Juers Pharma from Hamburg was added. Juers, which specializes in imports, complemented Lucien Ortscheit's export strength perfectly. In September 2024, the two companies were rebranded under the joint name GPW Group.

“The acquisition of Orly Pharma is the next step in driving the growth of the group and expanding its regional reach,” says **Philipp Amereller, Managing Partner of SIP**. “In addition to international expansion and the broadening of our product offerings, we will also consider further attractive acquisition opportunities both domestically and internationally.”

SIP supports its portfolio companies as an entrepreneurial partner with long-term commitment, offering flexible structures and an extensive network of experts.

GPW was advised on the transaction by CMS, Rödl & Partner and Bruski Smeets & Lange. The sellers mandated Aeternus, Holla and Maran Tax as their advisors.

## **About GPW**

GPW International, based in Saarbrücken, was previously known as Lucien Ortscheit. The company is a leading international specialist pharmaceutical distributor, exporting medicines that are approved in Germany or in a third country to foreign markets. The original company, Lucien Ortscheit, was founded in 1963 in Saarbrücken and has grown steadily ever since. The company serves the needs of several thousand customers in around 60 countries.

GPW Germany, located near Hamburg, was formerly known as Juers Pharma. The company is a leading international specialist pharmaceutical wholesaler with a focus on the import of medicines to Germany under Section 73,3 of the Medicinal Products Act (AMG). The original company, Juers Pharma, was founded in 1993 in Hamburg and has since become an established partner for numerous German pharmacies and hospital pharmacies.

## **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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