

DATE

January 07, 2021

SECTORS

Healthcare

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DC Advisory advised Advantage Partners on its acquisition of a majority stake in Pharmaforte



DC Advisory (DC) acted as financial advisor to Advantage Partners on its acquisition of Pharmaforte

Through this acquisition, Advantage Partners looks to leverage Pharmaforte's extensive sales network and long-standing relationships with multinational healthcare principals to extract synergies and create a leading regional healthcare distribution group

Advantage Partners Asia Fund and affiliated entities collectively AP Funds invested in Pharmaforte Malaysia Sdn. Bhd. and Pharmaforte Singapore Pte Ltd collectively, 'Pharmaforte', a sales and marketing agency and distributor of healthcare products including pharmaceuticals, medical supplies and equipment, and consumer/personal care products in Malaysia and Singapore

Pharmaforte provides integrated value chain services from drug registration to distribution. Pharmaforte represents blue-chip multinational healthcare principals with specialization in major medical therapeutic areas including cardiology, psychiatry, and radiology, amongst others. Pharmaforte serves a diversified customer base including clinics, retail pharmacies, government bodies and private hospitals in Malaysia and Singapore

AP Funds were attracted to Pharmaforte due to its extensive sales network coverage and excellent operational track record that makes it a trusted partner to multinational healthcare principals as well as the robust underlying demand for medical services and products in Malaysia and Singapore

Post investment, AP Funds will collaborate closely with Pharmaforte's management to accelerate growth, integrate operations and extract synergies, and build on the existing platform to create a leading regional healthcare distribution group