

DATE

September 07, 2016

SECTORS

Healthcare

DEAL TYPE

M&A Advisory
Debt Advisory & Restructuring

DEAL LOCATIONS



DEAL TEAM



Joaquín Gonzalo
Managing Director

DC Advisory advised PRIM on the acquisition of the branch of business of Laboratorios Milo



Background

- Laboratorios Milo is a manufacturer and distributor of orthopaedic and parapharmacy products based in Zaragoza and with over 50 years experience in the sector
- The company covers 100 % of the country through its network of 17 distributors in 12 areas delegates
- Milo laboratory supplies more than 4,670 customers between pharmacies and orthopaedic centres
- Prim is one of the leading Spanish manufacturers and distributors of hospital supplies, orthopaedic products as well as provider of healthcare products such as physiotherapy, spa and rehabilitation. Founded in 1870, Prim is basically present in Spain and Portugal and the orthopaedic product sales represent c. 25% of its total sales

Process

- DC Advisory has advised on the acquisition of Laboratorios Milo, a manufacturer and distributor of orthopaedic and parapharmacy products
- DC Advisory was requested to advise on a bilateral deal started in February 2016

Outcome

- The transaction reinforces the geographical presence in the Aragon and Catalonia region of the Prim Pharma division, as well as provide a wide variety of distribution products in the parapharmacy space

- The transaction was implemented through an acquisition of the branch of business