

# Press release

Regulated information

## FAGRON STRENGTHENS MARKET LEADERSHIP WITH ACQUISITIONS IN BRAZIL, COLOMBIA AND SCANDINAVIA

### FAGRON AUSTRALIA AND FAGRON CHINA OPERATIONAL

Waregem (Belgium) / Rotterdam (the Netherlands)<sup>1</sup>, 13 November 2012 – Arseus NV announces today that it has further strengthened its worldwide market leadership in the fast-growing niche market of pharmaceutical compounding with acquisitions in Brazil, Colombia and Denmark. These acquisitions will generate an annual turnover of approximately € 12 million in 2012 and an EBITDA margin of 25%. Fagron paid a multiple of 5.5 times EBITDA for the acquisitions. The acquisitions are consolidated as from 1 November 2012.

In Australia, Fagron has entered into a partnership with NxGen Pharmaceuticals, resulting in Fagron Australia being fully operational since 1 November 2012. Fagron China commenced operations as of 1 October 2012. Fagron China will optimise purchasing conditions of pharmaceutical raw materials in China and facilitate the audits of Chinese suppliers.

Ger van Jeveren, CEO of Arseus and Fagron: ‘*These acquisitions are a perfect match for Fagron’s strategy to further extend its worldwide market leadership in the fast-growing niche market of pharmaceutical compounding. The acquisitions in Brazil, Colombia and Denmark, the partnership in Australia and the opening of Fagron China enable us to gain clear benefits, not only in terms of purchase, analysis and production, but also in the fields of innovation and product range.*

*With these acquisitions, Fagron currently has 1,500 employees, including 150 pharmacists, and is active in 28 countries in Europe, North America, South America, Asia and the Pacific. Fagron will further extend its worldwide market leadership through an active buy-and-build strategy and robust organic growth. Fagron has a well-filled pipeline of acquisition candidates in both Europe, and North and South America.’*

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<sup>1</sup> This press release was sent out by Arseus NV and Arseus BV.

#### *Colombia – Acquisition of five compounding pharmacies*

In Colombia, Fagron finalised the acquisition of Orbus Pharma ([www.orbuspharma.com](http://www.orbuspharma.com)). Fagron also acquired four compounding pharmacies from Quifarma. The five compounding pharmacies are located in Bogotá, Medellín and Cali and are specialised in the preparation of tailor-made medication. These acquisitions are a decisive first step in the fast-growing market of pharmaceutical compounding and at the same time form a solid foundation for expansion within this niche market in Colombia. Immediately after finalising these acquisitions, Fagron started integrating the compounding pharmacies. From 1 January 2013, the five compounding pharmacies in Colombia will operate under the name 'Fagron Colombia'.

#### *Brazil – Acquisition of Florien*

After the acquisitions of DEG (currently Fagron Brazil) in 2010 and Pharma Nostra in 2011, Fagron further strengthened its market leadership in the Brazilian market for pharmaceutical compounding with the acquisition of Florien ([www.floreseervasind.com.br](http://www.floreseervasind.com.br)). Set up in 1994 and based in Piracicaba (close to Campinas), Florien supplies pharmaceutical extracts and tinctures for pharmaceutical compounding to compounding pharmacies in Brazil. The product range of Florien is fully complimentary to the existing activities of Fagron in Brazil.

#### *Denmark – Acquisition of ApodanNordic PharmaPackaging*

In Denmark, Fagron finalised the acquisition of Copenhagen-based ApodanNordic PharmaPackaging A/S ([www.pharmaemballager.dk](http://www.pharmaemballager.dk)). Established in 1962, ApodanNordic PharmaPackaging specialises in the development and sale of packaging materials for pharmaceutical compounding to pharmacies and hospitals. Although a large part of the turnover is achieved in Scandinavia, ApodanNordic PharmaPackaging's products are being sold beyond Scandinavia to an increasing extent. ApodanNordic PharmaPackaging's products are an important addition to the Fagron Group's range of pharmaceutical packaging.

#### *Australia – Partnership with NxGen Pharmaceuticals*

Fagron has entered into a partnership in Australia with NxGen Pharmaceuticals, resulting in Fagron Australia being fully operational since 1 November 2012. Fagron Australia will be introducing Fagron's innovative products and concepts to the Australian market. Through Fagron Academy, Australian prescribers and pharmacists will be informed about the benefits and importance of pharmaceutical compounding for their patients. In addition to this, pharmacists will be offered courses to further improve their skills in compounding of tailor-made medication.

#### **Conference call**

Today, Ger van Jeveren (CEO) and Jan Peeters (CFO) will be providing further information about the acquisitions in Brazil, Colombia and Denmark, the partnership in Australia and the opening of Fagron China in a conference call. The conference call starts at 9:30 CET. You can join from 09:15 CET onwards by calling +31 10 713 72 95 (Netherlands) or +32 24 01 52 59 (Belgium).

From 10:30 onwards the conference call may be listened to by calling telephone number +31 20 713 34 87 and typing in access code 413952#. From 14 November, the conference call may be listened to or downloaded from the corporate website of Arseus ([www.arseus.com](http://www.arseus.com)).

**For more information:**

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*In the event of any discrepancy between the English translation and the original Dutch version of this press release, the latter shall prevail.*

**Arseus profile**

Arseus is a multinational group of companies that supplies products, services and concepts to professionals and institutions in the healthcare sector in 28 countries in Europe, North America, South America, Asia and Australia. Arseus is subdivided into four divisions and operates in the markets for pharmaceutical compounding for pharmacies, dental products, medical and surgical products, and medical ICT-solutions. The Belgian company Arseus NV is located in Waregem, and is listed on NYSE Euronext Brussels and NYSE Euronext Amsterdam. The operational activities of the Arseus group are driven by the Dutch company Arseus BV. The head office of Arseus BV is located in Rotterdam.

**Forward-looking statements**

This press release may contain forward-looking statements concerning Arseus' future results and position, both financial and otherwise. These statements are based on Arseus management's current expectations, estimates and prognoses, and information that the company currently has at its disposal. Arseus warns readers that such statements are subject to certain risks and uncertainties that are difficult to assess. Readers should be aware that actual results and positions may differ substantially from these statements as a consequence of various factors. Aside from statutory obligations, Arseus dismisses all obligations to effect the statements contained in this press release.