

## MERGERS & ACQUISITIONS PROFILE

### BRIEF DESCRIPTION OF LUMINOVA PHARMA GROUP

Luminova Pharma Group is a pharmaceutical company with Swiss origin, founded in 1963 as Unipharm SA. In 1976 the first manufacturing plant in Central America was established in Guatemala. In 2016 a second manufacturing plant was acquired.

Luminova is dedicated to providing health care solutions with high quality through its diverse product portfolio. Through the years we have expanded operations across Central America, Mexico, The Caribbean, Ecuador, Colombia, and West Indies. Luminova is in the process of expanding to other markets like Peru, Bolivia, Paraguay, and Uruguay.

We are proud to have the largest pharmaceutical manufacturing plant in Central America.

Luminova Pharma Group is within the Top 10 Laboratories in Central America, producing solids, semi-solids, liquids, injectables, and antibiotics. Luminova counts with various Quality Certifications which are: RTCA, OMS, MSPAS (Guatemala), INVIMA (Colombia), DIGEMID (Peru), and in the process of obtaining COFEPRIS (Mexico).

### COMPANY DATA

Company Name	Luminova Pharma Group
CIF	10786964-0
Address	12 Calle 2-25 Zona 10 Edificio Avia Oficina 1200 Nivel 12
Phone	+502 59660079
Web Page	<a href="http://www.luminova.com">www.luminova.com</a>
Person of Contact	Mario Cáceres
Position	Corporate Manager in Public Relations
Email	<a href="mailto:mcaceres@luminovapg.com">mcaceres@luminovapg.com</a>
Invoice	Upon request with NDA
Number of Employees	1200
Presence	Central America, The Caribbean, Colombia, Ecuador, and Venezuela
Sector/Industry	Pharmaceutical Industry
Country Headquarter	Guatemala
Sector/Industry	Pharmaceutical Industry

## BRIEF DESCRIPTION OF THE INVESTMENT PROJECT

Luminova Pharma Group is interested in acquiring a small to medium size pharmaceutical manufacturing plant that is currently operating or that has operated and needs new investment.

Our idea is to expand into new markets like: Europe, Africa, and South America by developing new and innovative products heading towards biotechnologies. Luminova’s mission is to provide high quality branded generic products at affordable prices everywhere we operate.

We are searching to expand our operations by investing in R&D laboratories developing new products using new technologies. We are looking for a manufacturing plant that’s already operating and wants to pursue a M&A to grow their business.

## DESCRIPTION OF SOLICITED BUSINESS

Economic Activity		Production and distribution of Pharmaceutical forms
Sector/Industry		Pharmaceutical
Economic Data	Invoice	A range from 7,000,000 to 8,000,000 Euros per year even up to 20,000,000 depending the type of acquisition we carry out.
	EBITDA	1,500,000-3,000,000
	Cash Flow	Not relevant at the moment
Type of acquisition (total, partial (%))		Total or Partial with majority of shares.
Number of Employees		25-150
Required Experience		Having worked in the Pharmaceutical business in E.U. and Africa.
Location		Subject to availability
Clients		Distributors in the European Union, CIS, African Nations, Mexico, and South American Nations.
Other information of interest		It can also be a production plant that can be adequate to other types of industries that can potentially be converted into a production laboratory. (As a last resource)

LUMINOVA PHARMA GROUP



