

# 20-Year Old Pharmaceutical South American Brand





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This company has been in the Colombian market for 19 years, it owns the approved INVIMA registrations.

There is a serious conversations to expand market to Guatemala and 5 more countries in Central America with one big distributor. There are 289 affiliated pharmacies in all main cities of Colombia and in many secondary cities. The CRM is very well organized, with 1397 members between doctors, pharmacies and the institutional market. There are 289 affiliated pharmacies in all main cities of Colombia and in many secondary cities.

### Commercial Market

- 75% of sales are through doctors
- 25% of sales are Institutional

The company buys the API, the excipients, the packaging and the products, and everything is made by outsourcing in specialized plants in Colombia that are approved by the INVIMA.

Currently, there are 32 products registered and approved by the INVIMA and the Superintendence of Industry and Commerce. Two new products are about to be approved by the INVIMA.

An approval by the INVIMA in Colombia takes an average of 2 years and USD \$30.000 of investment to achieve.

This business has 5 nutritional products, of which we own the brand, but not the registry.

### Products

- o Antibiotics
- o Analgesics
- o Anti-inflammatory
- o Antihistamines
- o Cardiovascular
- o Nutritional
- o Gastroenterology
- o Lipid lowering drugs
- o Pediatric Products: Antibiotics and Nutritional.

### TARGET PRICE

\$11,500,000

### GROSS REVENUE

\$2,000,000

### EBITDA

\$450,000

### BUSINESS TYPE

Manufacturing

### ESTABLISHED

2002-06-22

### SUPPORT & TRAINING

6 months

### REASON FOR SELLING

Retirement

### COUNTRY

Colombia

### BUSINESS ID

L#20210109

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