



Acquisition Opportunity

Ukraine-based Pharmaceutical Manufacturer and Distributor



Business Description: Ukraine-based producer of OTC drugs. This pharmaceutical company has developed 15 drugs unique to the Company that have gone through clinical trials and about half have been patented. All Company's drugs passed government approved clinical trials and are certified for sale.

Distribution: Company's drugs are sold in 5,000 pharmacies using its own sales force of 50 reps throughout Ukraine which has 43 million citizens and 20,000 pharmacies in total. The market for OTC and Prescription drugs is expected to triple in Ukraine by 2025 to 2030. At present 60% to 80% of OTC and Prescription products that are available in the USA and EU are not available in Ukraine so many citizens purchase medicine abroad to fulfill their needs. Company is launching approximately 15 new products by 2018 and is currently experiencing 20% to 25% revenue growth.

Operational Strengths: Currently licensed in Ukraine, products can be sold in EU and other developed countries upon application. New factory built to EU GMP (good manufacturing practice) standards which has a production facility that is ISO 9001 certified was completed in 2015. Facility has strict quality control protocols in place and features a physical, chemical and microbiological lab, research lab and microbiology clean room. Company can produce any type of liquid, ointment or topical medicine with raw material being bought as well as produced by means of an on-site extractor.

Financial Summary				
	2016 Est by Seller	2015	2014	2013
Revenue	\$13,000,000	\$10,000,000	\$14,000,000	\$15,000,000
EBITDA	\$5,000,000	\$4,000,000	\$5,000,000	\$4,000,000

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
Ukraine	Yes	Yes	30	2834

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10/13/16

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