



## PRESS RELEASE

### ARDIAN ACQUIRES MAJORITY STAKE IN NEOPHARMED GENTILI

Investment will establish Del Bono family and Ardian as strategic partners in Italy

**Milan, November 28 2018** – Mediolanum Farmaceutici, a pharmaceutical company founded by the Del Bono family and now one of the most prominent players in the Italian cardiovascular market, has selected Ardian, a world-leading private investment house, as its strategic partner to further build its presence in Italy and continue the international growth plan of its subsidiary Neopharmed Gentili.

Under the agreement, Ardian will acquire a majority stake in Neopharmed Gentili, which focuses on therapeutic products. Mediolanum Farmaceutici, which was founded in 1972, will retain a minority stake. Alessandro Del Bono will become Chairman and CEO of the company, which is headquartered in Milan.

Neopharmed Gentili S.p.A. comprises the brands of the Mediolanum Farmaceutici Group, which are all dedicated to the development, production and marketing of high value therapeutic products in the vascular, cardio-metabolic, respiratory, antibiotic and over-the-counter drug markets in Italy.

With a strong, high-quality sales network, combined with sector expertise and well-established industry relationships, Neopharmed Gentili recorded sales of €192 million in 2017. Neopharmed Gentili is a well-recognized pharmaceutical brand in the sector, particularly in several specialized therapeutic areas. It is a reliable, specialized partner of many large pharmaceutical companies, including Merck and Teva for which it distributes and supplies some licensed products.

The acquisitions carried out by Neopharmed Gentili have to date allowed the company to significantly increase its market share, its product range offer and to strengthen its top-line, while expanding its share of proprietary products.

Alessandro Del Bono, Chairman and CEO of Neopharmed Gentili, said: “The aim of Neopharmed Gentili is to become an increasingly competitive player in the pharmaceutical sector, oriented towards growth, international expansion and value creation. We have chosen to share this project with Ardian, the leading private equity player in Europe and the third largest in the world. The deal will allow the company to accelerate its development and to target new acquisitions, strengthening its presence in strategic areas of the pharmaceutical sector, and, last but not least, to protect employment in our country”.

Nicolò Saidelli, Managing Director and Head of Ardian in Italy, added: “We are proud that the Del Bono family has chosen Ardian as their partner for the development of Neopharmed Gentili, which represents an example of Italian entrepreneurial excellence combined with strong growth opportunities. Today Neopharmed Gentili is well-known within the Italian pharmaceutical industry and is ready to begin expanding internationally, through

important partnerships with global players such as Merck and Teva Pharmaceutical. We are pleased to support the Del Bono family in this new challenge and we will do it with passion, thanks to the experience and skills that distinguish Ardian and the many development projects already followed in Italy together with entrepreneurs and managers at the head of family businesses.”

#### **ABOUT MEDIOLANUM FARMACEUTICI S.P.A.**

Mediolanum Farmaceutici was set up in Milan in 1972. Right from the start, the intention was to create a group operating on the international scene with its own products.

Mediolanum Farmaceutici strongly believes that the creation of value determined by the satisfaction of patients and scientific community's needs, is possible only if due consideration is given to ethical principles and values. Since 1972, the Company developed four products and over 700 patents for more than 40 nations.

The Group can claim a dynamic and trustworthy image and strongly believes in the Social Responsibility culture in order to grant a service to the community.

For further information: [www.mediolanum-farma.it](http://www.mediolanum-farma.it)

#### **ABOUT NEOPHARMED GENTILI S.P.A.**

Neopharmed Gentili is an Italian pharmaceutical group founded in Milan in 2011, after the fusion of two eminent firms, Gentili Srl and Neopharmed Srl, respectively taken over in 2009 and 2010. Today Neopharmed Gentili is one of the most important player in the Italian pharmaceutical market. Over the years, the company expanded its business through partnership and acquisitions, which contributed to develop its product portfolio and strengthen its presence in strategic therapeutic areas. In particular, in 2017, the company took over the Italian branch of the Belgian company Therabel Gienne Pharma and established a partnership with Teva Pharmaceuticals for marketing and development of the portfolio in the respiratory area.

Neopharmed Gentili is focused on the research, development, production and distributions of medicines in many therapeutic areas such as vascular and cardio-metabolic areas, pneumological area, antibiotics, OTCs, and supplements.

For further information: [www.neogen.it](http://www.neogen.it)

#### **ABOUT ARDIAN**

Ardian is a world-leading private investment house with assets of US\$82bn managed or advised in Europe, the Americas and Asia. The company is majority-owned by its employees. It keeps entrepreneurship at its heart and focuses on delivering excellent investment performance to its global investor base.

Through its commitment to shared outcomes for all stakeholders, Ardian's activities fuel individual, corporate and economic growth around the world.

Holding close its core values of excellence, loyalty and entrepreneurship, Ardian maintains a truly global network, with more than 550 employees working from fourteen offices across Europe (Frankfurt, Jersey, London, Luxembourg, Madrid, Milan, Paris and Zurich), the Americas (New York, San Francisco and Santiago) and Asia (Beijing, Singapore, Tokyo). It manages funds on behalf of around 750 clients through five pillars of investment expertise: Funds of Funds, Direct Funds, Infrastructure, Real Estate and Private Debt.

Ardian on Twitter @Ardian

[www.ardian.com](http://www.ardian.com)

#### **LIST OF PARTICIPANTS**

Ardian Advisors

M&A Advisor: Rothschild

Commercial Due Diligence: Bain – Valerio di Filippo

Financial Due Diligence: PWC – Emanuela Pettenò

Tax: Gitti & Partners – Diego De Francesco, Paolo Ferrandi  
Legal: Giovannelli e Associati – Alessandro Giovannelli, Fabrizio Scaparro  
Financing: Gattai, Minoli, Agostinelli & Partners – Lorenzo Verneti

MEDIOLANUM FARMACEUTICI Advisors  
M&A Advisor: Four Partners – Guido Tugnoli, Pietro Pagnozzi, Angela Celetti  
Legal Advisor: NCTM – Pietro Zanoni

---

## **PRESS CONTACTS**

**Neopharmed Gentili S.p.A.**  
**Ottavia Landi di Chiavenna**  
**Head of External Relations and Institutional Affairs**  
**[o.landi@neogen.it](mailto:o.landi@neogen.it)**  
**+39.342.3409572**  
**+39 06.94354560**

**Mediolanum Farmaceutici**  
**Value Relations**  
**Angela Del Giudice**  
**[a.delgiudice@vrelations.it](mailto:a.delgiudice@vrelations.it)**  
**+39.392.6858392**

**Domenica Donato**  
**[d.donato@vrelations.it](mailto:d.donato@vrelations.it)**  
**+39.320.9547481**  
**+39.06.6788870**

**ARDIAN**  
**Headland**  
**VIKTOR TSVETANOV**  
**[vtsvetanov@headlandconsultancy.co.uk](mailto:vtsvetanov@headlandconsultancy.co.uk)**  
**Tel: +44 203 435 7469**