

Uriach acquires the Italian company Laborest

- **Uriach** has completed the acquisition of the Italian company Laborest, a leading national pharmaceutical company in the Italian Food Supplements market.
- The operation is part of the implementation of the Strategic Plan 2013-2017, which includes the inorganic growth of the company through acquisitions and international expansion.
- This year, Uriach has started commercial operations in Portugal.

Barcelona, October 15, 2015.- The pharmaceutical company Uriach has completed the acquisition of the Italian company Laborest, specializing in the Food Supplements market. The recent operation is part of the Uriach 2013-2017 Strategic Plan, which includes growth through acquisition and the international expansion. For confidentiality reasons between the parties the figures of the operation have not been disclosed publicly.

Laborest is a leading pharmaceutical company in the Italian market of Food Supplements, whose annual turnover is around 25 million euros and a with a workforce of 180 employees (130 of them are agents of medical visits). With a strong focus on innovation, in recent years Laborest has launched numerous products from different therapeutic areas, with one common denominator: to employ scientific research to find natural health remedies.

Uriach & Laborest business models of (in its activity in Consumer Health area) are very different but complementary: Uriach is more focused on the consumer and pharmacy channels for both products and promotion; while Laborest, is more oriented to high quality scientific products and medical sales representative as main source of communication. This will allow Uriach to generate and take advantage of the tremendous synergies, exchanging products and business models to complement its presence in both markets, Italian and Spanish.

Laborest acquisition is relevant not only because it allows Uriach to take a major leap in the growth of turnover, but because it adds new products to its portfolio and enables to expand internationally. At a global level, Uriach is already present in more than 70 countries, where commercializes its own products. Through this acquisition Uriach takes another step in its internationalization and is firmly committed to have a direct presence in some key countries for strategic expansion. In fact, in May they also started the first commercial operations in Portugal with its own sales network, enhancing the brands Innovage Aquilea and Food Supplements.

With these moves, Uriach consolidates its position as one of the leaders in the Consumer Health market and in particular into Food Supplements in Europe. Indeed, it has a broad portfolio of innovative and high quality products, which are sold through pharmacies as a strategic channel, with promotion on medical visit and direct to the consumer, with powerful brands such as Aquilea, Innovage and now Laborest.

Food Supplements

Food Supplements are products based on natural extracts and active ingredients. The aim is to develop science-based products of high quality and efficiency, based on a concentration of natural extracts (or other substances such as minerals or vitamins). Supplements can be provided in various formats such as tablets, capsules, liquids, etc. Nowadays, around the world, supplements are experiencing a clear growing trend much higher than traditional pharmaceutical products, because consumers prefer prevention and treatment with natural alternatives equally effective but without any side effects in many therapeutic areas and diseases.

About Uriach

Uriach is a family-owned pharmaceutical company in the business of improving the health, quality of life and well-being of people all around the world. The company has four business areas: Consumer Health (OTC and Natural Care products), Generics (including Business to Business), Pharma Licensing (NCE's and others) and Contract Manufacturing.

The group is expanding internationally and currently operates in more than 70 countries.

The company was set up in 1838 and since then has followed a sustainable and profitable business model. Uriach currently has 500 professionals working at two production centres in the province of Barcelona. The centres carry out in-house production and also manufacture for third parties.

In 2014, its turnover was close to €120 million; 45% came from the domestic market and 34% from international sales.

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