



**MIP Pharma Holding GmbH**

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**press release**

Blieskastel, November 16, 2020

**MIP Pharma Group: Acquisition by capiton AG completed / New management starts with ambitious growth course / Upgrade of the production capabilities/ Strengthening of national and international sales functions**

- Acquisition of MIP Pharma Group (formerly the CNP Group) by capiton AG completed
- New management team and new advisory board with deep expert knowledge and ambitious growth targets: Dr Friedrich Sernetz (CEO), Martin Osterhues (CFO), Dr Axel Müller (Chairman of the Advisory Board)
- Investments in German production capacities for process optimization as well as to establish MIP as contract manufacturer for highly specialised pharmaceutical products, specifically for antibiotics and parenteral dosage forms
- Strengthening of national and international sales functions, building on MIP Pharma's excellent reputation for quality and delivery reliability

The acquisition of the MIP Pharma Group (formerly CNP Group) by capiton AG is completed. The purchase from the founder's family for an undisclosed price was funded by the capiton VI Fund.

The MIP Pharma Group (MIP Pharma) produces and sells prescription-only generics, specifically antibiotics, as well as over-the-counter medicines and medical devices. Main markets are Germany, Poland and other Eastern European markets; key areas of sales are hospitals and select groups of specialist doctors and also dentists. MIP Pharma has two own production plants in Saarland/Germany. With around 400 market authorisations for pharmaceutical products and around 250 employees, MIP Pharma realised a turnover of more than €40 million in the last business year.

As a result of the completion of the transaction, a new management team has taken over the management of the group from the founder's family. The new managing directors of MIP Pharma Holding GmbH are Dr Friedrich Sernetz as CEO and Martin Osterhues as CFO. Dr Friedrich Sernetz has many years of management experience in the German and international generics industry; Martin Osterhues is an experienced financial expert, who has already been acting as the interim CFO of MIP Pharma since the beginning of the year. The new management will be completed on the Advisory Board by Dr Axel Müller, a former Executive Board Member of a large stock noticed generics supplier and today Associate Partner of a healthcare-focused consultancy, which has already supported the buyer during the transaction. Dr Axel Müller is the new Chairman of the supervisory Advisory Board of MIP Pharma and will support the Group in a long-term advisory mandate, particularly in the area of strategic development.

The declared strategy of the new MIP owner, capiton AG, a specialist for investments in medium-size companies, is to create for its new portfolio companies new growth opportunities. Thus, capiton has included significant investments in growth opportunities during the next few years in its business plan for the development of MIP Pharma.



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German and international health experts are asking for a return of the production of pharmaceutical products in the EU. In view of this, a key area of the planned investment of MIP Pharma is to strengthen its own production capacities in Germany. Combined with internal process optimisation, the aim is also to newly establish MIP Pharma in the market as a highly specialised contract manufacturer, e.g. for parenteral forms of antibiotics.

Another part of the planned investments will be used to expand the portfolio and increase national and international sales activities. Co-operations and in-licences are planned to foster such growth with a focus on products which may leverage the existing sales strengths of MIP Pharma, e.g. the special knowledge in the German hospital business or the dental market segment.

Dr Friedrich Sernetz, the new CEO, is optimistic that these investments will be very fruitful: "Not least because of our German production facilities, MIP Pharma is known for flawless quality and high delivery reliability. This excellent reputation is a strong basis for our intended growth due to significant investment in process optimisation, products and sales activities. All in all, we have a full basket of growth opportunities ahead - and we are poised to make use of them."

### **Further information:**

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### **About the MIP Pharma Group:**

The MIP Pharma Group (MIP Pharma) produces and sells prescription-only generics, specifically antibiotics, over-the-counter medicines and medical devices. The main markets are Germany and Poland and some other Eastern European markets. MIP Pharma has two production facilities in Saarland/Germany. With around 250 employees, MIP Pharma realised a total turnover of more than €40 million during the last business year. Since November 2020, the previously family-run MIP Pharma has been a portfolio company of the Berlin financial investor capiton AG.

### **About capiton AG:**

capiton is an independent, owner-managed private equity firm that manages a total fund volume of € 1.3 billion. The investment portfolio of capiton AG currently contains 14 medium-sized companies. As an equity partner, capiton supports management buy-outs and growth financings in established medium-sized companies mainly in the German-speaking region.