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*Divestments*

## Viatrix divests Brazilian unit to Aché

The investment group which owns Viatrix has sold the German group's Brazilian operation to local firm Aché Laboratorios for an undisclosed sum.

Advent International wants Viatrix – for which it paid Degussa €375 million last year – to concentrate on European operations.

Viatrix' Brazilian business had a turnover last year of approximately US\$43 million (€40 million), of which about 18% or €7 million came from non-prescription products. Two OTC brands – the cough/cold brand Transpulmin and the Flogoral oral care line – accounted for four-fifths of this non-prescription figure.

A spokesperson for corporate finance consultants Dr Ferber & Partner – which advised Advent on the sale – noted that the Brazilian business had operated largely as a standalone firm within the group.

Viatrix – which will move from its headquarters in Frankfurt, Germany, to new premises in nearby Bad Homburg by the end of this year – had OTC sales in Europe in 2001 of approximately €75 million, with prescription-generated sales of non-prescription medicines adding about another €40 million.

The group's total European turnover was around €300 million, making up just over three-fifths of group sales of €483 million, including contributions from non-core operations in Brazil and the US.

Aché's product portfolio includes cough/cold remedies such as Iodepol, Notuss and Sorine, the dimethicone-based Flagass range, and several vitamin, mineral and supplement (VMS) brands.

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