

# BIOPHARM

- Countries** → Algeria and across Africa
- Sector** → Pharmaceutical
- Business focus** → Production, importation and distribution of pharmaceutical products
- Key figures 2015** → € 480 million in revenues;  
1,800 employees
- Investment date** → March 2013

## THE COMPANY

Founded in 1991, Biopharm is today one of the most vertically integrated pharmaceutical companies in Algeria, specialising in the production, importation, and direct distribution of pharmaceutical products.

With nearly 1,800 employees and revenue of 51 billion DA up to the end of 2015, Biopharm leads the Algerian pharmaceutical market and contributes to the creation of added-value jobs and the development of innovative generic products in a market that is both complex and highly demanding.

Biopharm operates in qualified production facilities and has built its success on its large portfolio of brands and products. The company boasts almost twenty years of dealing with international laboratories and has developed excellent relationships with leading pharmaceutical companies such as Novartis, Boehringer Ingelheim, Eli Lilly, Ferrer, Cipla, AstraZeneca, and Sanofi Aventis.

Through a commercial network consisting of 14 distribution centres, over 150 wholesalers and 3,000 pharmacies, the company is able to deliver 4,000 pharmaceutical products throughout the Algerian territory including its remotest areas, thereby providing a large unserved population with access to medicines and helping to improve public health across the country.

As well as providing access to its products in Algeria, Biopharm exports a wide range of pharmaceutical products to Mali, Niger, Mauritania, Libya, and Tunisia.

In April 2016, Biopharm listed its securities on the Algiers Stock Exchange's secondary market by offering 20% of its shares.

## THE ROLE OF MEDITERRANIA CAPITAL PARTNERS

In 2013, a consortium of investors that includes Mediterrania Capital Partners acquired a 49% stake of Biopharm. Since the arrival of the consortium, Biopharm's R&D laboratory, the largest in Algeria, has tripled its personnel and obtained the coveted French ANSM quality accreditation. It has also created a special unit to share and promote medical information so that Algerian medical staff can be up to date with the latest health trends and recommendations.

Consistent with its strong focus on ESG policies, Biopharm has furthermore implemented best-in-class water treatment technologies and a robust recycling policy during the consortium's tenancy.

Overall, the consortium of investors has triggered a shift from a pure distributor to a generic branded local producer. Today Biopharm has a solid business foundation and operational methods that enable it to fully benefit from the growing demand for health-related products that exists in Algeria and across the African region.

## THE FUTURE

In the coming years, Biopharm will continue to accompany domestic pharmaceutical market growth with further investments intended to enlarge its commercial network and increase its industrial capacity.

The company also aims to expand geographically, consolidating its presence in the African countries where it has started to operate and entering new markets, mainly in Europe.



“ Thanks to Mediterrania Capital Partners and the other members of the investment consortium, the board of directors of Biopharm has drawn up an institutional strategic vision and action plan to achieve its objectives. With the help of Mediterrania Capital Partners, Biopharm is supporting R&D in Algeria and has created more than 300 new high-level jobs during the last three years. ”

Mr Kerrar, CEO of Biopharm

Revenues 2015

**€480** million

Workforce 2015

**1,800** employees