

# 20 Jahre alte pharmazeutische südamerikanische Marke





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Dieses Unternehmen ist seit 19 Jahren auf dem kolumbianischen Markt tätig und besitzt die zugelassenen INVIMA-Registrierungen.

Es gibt ernsthafte Gespräche über die Ausweitung des Marktes auf Guatemala und 5 weitere Länder in Zentralamerika mit einem Großhändler. Es gibt 289 angeschlossene Apotheken in allen größeren Städten Kolumbiens und in vielen kleineren Städten. Das CRM ist sehr gut organisiert und hat 1397 Mitglieder, die sich auf Ärzte, Apotheken und den institutionellen Markt verteilen. Es gibt 289 angeschlossene Apotheken in allen größeren Städten Kolumbiens und in vielen kleineren Städten.

Kommerzieller Markt

- 75% der Verkäufe erfolgen über Ärzte
- 25% der Verkäufe sind institutionell

Das Unternehmen kauft den Wirkstoff, die Hilfsstoffe, die Verpackung und die Produkte und lässt alles in spezialisierten Betrieben in Kolumbien herstellen, die von der INVIMA zugelassen sind.

Derzeit sind 32 Produkte registriert und von der INVIMA und der Superintendence of Industry and Commerce zugelassen. Zwei neue Produkte stehen kurz vor ihrer Zulassung durch die INVIMA.

Eine Genehmigung durch das INVIMA in Kolumbien dauert durchschnittlich 2 Jahre und erfordert Investitionen in Höhe von 30.000 USD.

Dieses Unternehmen hat 5 Ernährungsprodukte, von denen wir zwar die Marke, aber nicht das Register besitzen.

Produkte

- o Antibiotika
- o Analgetika
- o Entzündungshemmend
- o Antihistaminika
- o Kardiovaskulär
- o Ernährungswissenschaftlich
- o Gastroenterologie
- o Lipidsenkende Medikamente
- o Pädiatrische Produkte: Antibiotika und Nahrungsergänzungsmittel.

TARGET PRICE

\$11,500,000

GROSS REVENUE

\$2,000,000

EBITDA

\$450,000

BUSINESS TYPE

Pharma

ESTABLISHED

2002-06-22

SUPPORT & TRAINING

6 Monate

REASON FOR SELLING

Ruhestand

COUNTRY

Kolumbien

BUSINESS ID

L#20210109

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