
Mayoly Spindler acquires Pharm Nature and strengthens its position in natural food supplements

Mayoly Spindler announced today that it has signed a contract to acquire the Pharm Nature group, a leader in the creation and marketing of high-end plant-based natural food supplements, based in Brittany, France. Through this transaction, Mayoly Spindler further accelerates its growth in the food supplements industry, with the ambition of becoming one of the European market leaders.

Following the acquisition of the Italian laboratory Biohealth in 2021, Mayoly Spindler continues its development in the food supplements industry. Through the acquisition of Pharm Nature, Mayoly Spindler intends to expand its range of high-end natural food supplements, adding some 300 references to its current product portfolio, already sold in almost a thousand French pharmacies.

Founded by Bernard Pariaud, Pharm Nature sales reached €7.5 million in 2021. The Pharm Nature group designs food supplements marketed in France and French overseas territories under two brand names with strong values that reflect authenticity and innovation:

- **Pharm Nature Micronutrition**, sold in Metropolitan France, specialising in natural food supplements based on marine collagen from Brittany or Peptidyss (first sleep, fast relax, burnout rescue);
- **Pharm & Nature**, a brand of food supplements based on phytotherapy, mainly present in the French Overseas Territories, notably Reunion Island, Guadeloupe and Martinique.

Leveraging their focus on product quality, their excellent brand image, their organic range and their sourcing of plants from the Drôme Provençale region in France, the two Pharm Nature brands have nearly 300 SKUs in the food supplement market.

This transaction fits Mayoly Spindler's growth strategy to become a major player in consumer health, capitalising on its strong brands. Already present in the food supplements market with its brand "Probiolog" (probiotics), Mayoly Spindler is set to become a key player in the fast-growing segments of phytotherapy and oligotherapy, which account for almost 70% of the food supplements market. Pharm Nature will therefore be able to expand its commercial footprint and accelerate its growth leveraging Mayoly Spindler's current customer base, totalling more than 6,000 pharmacies selling its food supplements.

Growth will also be accelerated by digital actions and R&D projects.

The transaction is expected to be finalised during the summer following customary closing conditions.

"Through the acquisition of Pharm Nature, Mayoly Spindler complements its portfolio of reputed consumer health brands, and strengthens its position in the fast-growing dietary supplements market. Within our group, Pharm Nature will accelerate its development both in terms of customer base and markets, thanks to a wider coverage, particularly in Metropolitan France with new customer opportunities and also on an international level by opening new countries, where Mayoly Spindler is already present. With Pharm Nature's current performance and the quality of its products, we are sure the brand will continue to see strong growth in the future. Finally, it is also an opportunity for Mayoly Spindler to expand into the French overseas territories", commented **Nicolas Giraud, CEO of Mayoly Spindler.**

"We are excited at the prospect of joining Mayoly Spindler, with whom we share common values. Our integration within Mayoly Spindler will further accelerate our brands' commercial momentum. Mayoly Spindler's presence in France and on an international level will enable us to further develop our ranges & accelerate growth in the well-being and functional health sector.", added **Frédéric Pariaud, who will retain his position as Pharm Nature's CEO.**

ADVISORS TO MAYOLY SPINDLER:

Legal and HR Due Diligence

Levine Keszler: Pierre Treille (Partner), Mickaël Guillemot (Counsel)

Financial Due Diligence

KPMG Finance: Yoann Lefort (Partner), Tahar Kedous (Senior Manager)

Tax Due Diligence

KPMG Avocats: David Lucas (Partner), Eddy Amouri (Senior Manager)

Regulatory Due Diligence

RNI Conseil: Violaine Chaumont (Executive President), Anne-Claire Thiboult (Senior Consultant)

ADVISORS TO PHARM NATURE:

M&A advisor

Arkestone Advisory: Sébastien Auger

Advisor to the majority shareholder

Jurilor: Olivier Laouenan (Partner), Valérie Blanchet Lecoq (Partner)

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About Mayoly Spindler

Founded in 1909, Mayoly Spindler is a French, independent pharmaceutical company and an international reference in Gastroenterology and Dermo-cosmetics. With the integration of Ipsen's Consumer Healthcare brands scheduled for the third quarter of 2022, Mayoly Spindler will employ 2,200 people worldwide and will generate sales of approximately €500 million, 70% of which will be generated on an international level

in more than 80 countries.

Mayoly Spindler is a French industrial player that is committed to accompanying patients, every day, in their well-being and health. For more information, please visit www.mayoly-spindler.fr or follow us on **Twitter** and **LinkedIn**.