

October 15, 2013

BGM Associates advised PARTEC on an M&A transaction leading to the group's integration into Sysmex Corporation, Japan

BGM Associates has advised the owner family of PARTEC, Germany's leading flow cytometry specialist, in the search for a strategic partner and in the eventual company sale to Sysmex Corporation, Japan. With its global sales and service organization, Sysmex provides a platform for expanding Partec's business into the large market segment of clinical flow cytometry testing. In addition, Partec's expertise and technology in the field of flow cytometry are highly synergistic to Sysmex' hematology business and will substantially strengthen Sysmex' already leading position in the market.



PARTEC has pioneered fluorescence-based flow cytometry starting with the world's first patent in this field in 1968. Until today the company has set benchmarks with a continuous flow of technological improvements in what has become one of the standard methods of in-vitro diagnostic and cell analysis. Apart from the company's high-end instruments for advanced laboratories, PARTEC has enabled Point-of-Care solutions for HIV status monitoring in developing countries, especially in Africa. The company owned an estimated 40% of this market in 2012, and has gained worldwide reputation for advancing the availability and affordability of HIV immune status monitoring. After more than a decade of double-digit growth, Partec achieved consolidated sales of EUR 20.1 million and an EBIT of EUR 2.7 million in 2012.



Sysmex Corporation, an integrated supplier of clinical hematology analyzers and reagents, is the world leader in this field with a world market share of approx. 40%. The company operates 44 affiliated companies worldwide with more than 6000 employees, and generated revenues of JPY 145.6 billion (EUR 1.2 billion) in 2012.



The **BGM team** on this project included Prof. Gert Bruche, Managing Partner, Prof. Bernd Venohr, Senior Advisor and Expert on German Mittelstand, and Marco Falk, Associate.

***BGM Associates** is a specialized Strategy and Management Consulting firm for the Life Sciences and Healthcare industries. We operate globally with particular emphasis on Asia and Europe. As part of our services we support our clients building strategic partnerships and managing transactions. BGM Associates is led by its two founding partners Prof. Dr. Gert Bruche (gert.bruche@bgmassociates.com) and Prof. Dr. Hans Maier (hans.maier@bgmassociates.com).*

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