

Press Release - 3 February 2021

Palex, backed by Ergon Capital, acquires Comercial Rafer, S.L.

Barcelona (Spain) - Palex, the leading distributor of high value-added MedTech equipment and solutions in Spain and Portugal, announced today the acquisition of Comercial Rafer, S.L. (“Rafer” or the “Company”). With such acquisition, Palex further strengthens its IVD and Laboratory range of solutions.

Headquartered in Zaragoza (Spain) and founded in 1967, Rafer distributes reagents and laboratory instruments across different areas, such as clinical diagnostics, research or industry. The Company’s wide portfolio mainly consists of leading OEM brands and, in particular, focuses on strategic IVD verticals like histocompatibility or organ transplants. Rafer employs approximately 40 people, counting with a dedicated salesforce and technical service with nationwide presence.

Xavier Carbonell, CEO of Palex, commented on the transaction: *“Palex and Rafer share many similarities, ranging from historical family heritage to a clear commitment of bringing innovative solutions to the broad IVD space. Specifically, Palex will benefit from Rafer’s track record and know-how in the histocompatibility space, a key niche within IVD. Accordingly, this acquisition fits perfectly well with the Group’s historical development and long-term strategic plan, which was defined and refreshed approximately one year ago when Ergon acquired a majority stake in Palex.”*

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About Palex

Palex, founded in 1955 by the Knuth family, is a company focused on the marketing, sales and distribution of high value-added MedTech equipment and solutions in the Spanish and Portuguese markets. The Company has a strong reputation for innovation, quality and service and offers a wide product portfolio (+100,000 references) from world-leading manufacturers (+650 partnerships) and own products across numerous therapeutic areas. Palex counts with ~500 employees and is headquartered in Sant Cugat del Vallés (Barcelona, Spain).

For more information on Palex visit palexmedical.com.

About Rafer

Founded in 1967 by the Ramos family, Rafer distributes reagents and laboratory instruments and equipment across different areas, such as clinical diagnostics, research or industry, mostly from third-party leading OEMs. Rafer employs approximately 40 people and is headquartered in Zaragoza (Spain).

For more information on Rafer visit rafer.es

About Ergon

Ergon is a mid-market investment company with over €1.0 billion of assets under management from select European institutional investors and families. Ergon is a disciplined and discreet value investor, which provides “patient and friendly capital” to entrepreneurs and managers, who need capital, industrial or technological solutions to accelerate the development of their companies. Ergon makes equity investments in leading companies with a sustainable competitive position in attractive niche markets located in the Benelux, France, Germany, Iberia and Italy. Ergon is advised by Ergon Capital Advisors which has offices in Brussels, Paris, Munich, Madrid and Milan.

Since its inception in 2005, over successive investment programs, Ergon has raised over €2.0 billion, invested in 29 companies (of which 9 in the Benelux, 9 in Italy, 4 in France, 4 in Germany and 3 in Spain) and completed approximately 60 add-on acquisitions for a total aggregate transaction value of approximately €5.0 billion. Ergon’s current portfolio consists of 15 companies across its target sectors.

For more information on Ergon visit ergoncapital.com.