



# OPPORTUNITY

**to take over a first class industrial site with its highly skilled personnel in France**

## SEARCH FOR TAKEOVER

Develop your industrial footprint and your production capacity while redeploying a highly skilled personnel soon to be available in Montrichard, a location close to many French cities (Tours, Orléans, Poitiers, Chateauroux, ...).

The production, logistics, and office areas are located to the East of the Tours conurbation, at the heart of a dense motorway and river network, providing access to the whole Western Europe.

This location offers an excellent quality of life, a favourable environment for industrial development, and is boosted by the presence of a close-knit network of SME-SMIs.

A leading player in the healthcare industry, the BOIRON Group is restructuring its territorial presence in France in order to adapt to new practices and customer needs.

As part of its reorganisation, the company is proposing to sell its Montrichard site. The group will fully support this process.

Eager to contribute to the continuation of an industrial or related activity at the Montrichard site, BOIRON invites you to consider the opportunity to develop your activity and know-how, through the acquisition of the skills of the employees concerned and the available site areas. You can rely on the industrial culture and expertise of the local, highly flexible and versatile teams.

This high-potential site will become available in January 2022.

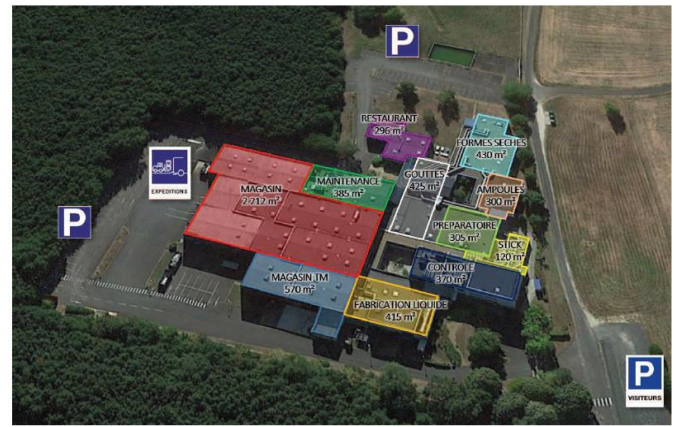
Boiron will be committed to supporting projects that ensure the **continuation of a sustainable industrial activity** at the Montrichard site.

# 1 The available site's potential

The site, acquired by BOIRON in 2005, has been successfully integrated into its pharmaceutical activities, benefiting from investment focused on regular maintenance and modernisation. As a result, the **site fully complies with recent regulations** (approved pharmaceutical establishment Manufacturer/Importer, Master File site).

Both its proximity to a very dense road network (multiple motorways nearby) and the site characteristics are particularly suited to the establishment of an industrial activity requiring large site areas.

All the land and buildings are available to acquisition. In an alternative scenario, the possibility of dividing the site in favour of complementary projects will be considered.



Designed since its acquisition to become a **site specializing in the production of liquid forms** (ampoules and drops), the existing production equipment can also produce both **dry and semi-dry formats**.

As a result, the Montrichard site can be used for a wide range of activities:

- Manufacturing and packaging of homeopathic dilutions;
- Packaging of homeopathic mother tinctures;
- Packaging of homeopathic tablets;
- Packaging of pastilles manufactured under contract.

The clean rooms are pharmaceutical D-Class and could, if needed, be adapted to reach C or B-Class.



Located on a land of 25,871 m<sup>2</sup>, the site was initially built in 1979 and is comprised of a **single building of 7,785 m<sup>2</sup>** in which there are dedicated areas for complementary activities:

- Manufacture of hydroalcoholic excipients;
- Manufacture of homeopathic dilutions;
- Primary packaging of drinkable products;
- Secondary packaging of drinkable products.



**BOIRON will support any credible project** and is prepared to consider the sale of manufacturing equipment (ovens, weighing stations, packing machines, etc.) subject to expressed needs, the compatibility of the equipment with the projected activity and the employment potential provided by the project.

## PRODUCTION CAPACITY:

- 4 million small bottles
- 23 million drinkable ampoules or about 800,000 boxes
- 200,000 sticks
- 1.5 million pill dispensers
- 700,000 boxes of cough pastilles
- 250,000 boxes of soft capsules



## 2 Human capital available

The site currently employs 69 employees, whose skills and experience can be deployed in the context of a large-scale project.

These employees have developed a very high level of **versatility**, which is used to:

- Manage the **variability** of production volumes (small or large batches)
- Adapt to the **regulatory, organisational, and environmental constraints** that frequently impact the activities.



### Administrative and Management:

- Site director
- Production department manager
- Maintenance department manager
- Packaging & Warehouse department manager
- Senior production technician
- Management controller
- Purchasing assistant
- Strains purchasing assistant
- Secretary – personal assistant
- Receptionist – switchboard operator



### Warehouses:

- Production technician
- Senior warehouse preparation technician & qualified customer relations employee
- Warehouse technicians
- Qualified warehouse employees

### Production:

- Qualified production employees
- Production technicians
- Production sector managers

### Maintenance & facilities management:

- Senior maintenance technicians
- Assistant
- Senior industrialisation technician

### Quality Control:

- Senior quality assurance technicians
- Senior quality control technicians
- Laboratory & quality control manager
- Quality control technicians
- Quality assurance & quality control manager

### Planning:

- Planning manager



- Currently organised in 2 complementary teams
- Stable workforce, well-versed in the requirements of the pharmaceutical sector
- Diverse range of professional occupations and trades
- Located near densely populated employment areas providing access to a pool of complementary skills and expertise if required
- Broad range of training courses on offer

Well accustomed to an **industrial culture of adaptability**, qualified employees and production technicians draw on:

- **Specialist or cross-functional know-how:** Preparation of work areas (raw material supply, stock checks, etc.); realisation of production operations on more or less complex production lines, reporting, etc.
- And **transferable skills:** Adaptability, availability, high team spirit, good communication abilities, capacity to learn and adapt, apply rigour, compliance with procedures, organisational skills, critical mindset, observation and anticipation, taste for manual work, ...



In addition to the maintenance of all machines, the **engineering and design office** is also skilled in the design of new machines that comply with production constraints.

This team of 4 can provide a real opportunity to enrich or renew the existing production lines.

**TAM**  
34% of staff

**Executives**  
9% of staff

**Employees and factory workers**  
57% of staff








# 3 Strategic development location in the heart of France

The site is situated in the heart of the Centre-Val de Loire region, itself a junction between the Rhine-Rhone and Spain-North Europe axes. This strategic location puts the whole of Western Europe in easy reach and ensures that the site has a high growth potential.

Thus, its location and the proximity of the A10, A28, A71, and A85 motorways can contribute to the national or even European network of a developing company.



ACCESSIBILITY		
Paris-Orly Airport: 		2h15 min
Saint-Pierre des Corps (TGV) train station: 		40 min
Montrichard (TER) station: 		5 to 10 min
Dry port/multimodal hub at Vierzon: 		1h20 min
Motorway access (A10, A28 and A85): 		20 to 45 min

## An attractive area

The Loir-et-Cher administrative department has a low unemployment rate (7.2% in the 3rd quarter of 2019), whilst promoting a real quality of life, between the countryside and medium-sized towns.

The Montrichard site therefore offers a balance between a dynamic economic area and a pleasant living environment in a peri-urban setting.

## A dynamic territory, enjoying the benefits of the presence of competitive clusters

The Loir-et-Cher department (where industry accounts for 18% of employment) and the Centre-Val-de Loire region boast 4 competitive clusters:

- Elastopole: rubber and polymers;
- Cosmetic Valley: perfumes and cosmetics;
- S2E2: energy management;
- Dream Eaux & Milieux: water sector;

As well as a close-knit network of innovative SME-SMIs, ready to train and invest.

The site also benefits from an active local economic ecosystem driven by the presence of:

- 33 business parks located throughout the catchment area,
- More than 2,256 companies (including 30 with more than 50 employees)
- 2 employment centres.



Local economic development players, working alongside Boiron and ready to support you:

The offices of the Centre-Val de Loire region (in particular Dev'Up, its economic development agency), the Val-de-Cher-Controis Community of Communes, Consular Chambers as well as the Montrichard city are available to support you with your project and will harness their resources to facilitate your local development.

## CONTACTS



Patrick TALER  
Partner  
+33 (0)6.80.91.76.25  
patrick.taler@semaphores.fr

43/45 avenue de Clichy • 75017 PARIS • Tel.: +33 (0)1 40 15 56 00 • Fax: +33 (0)1 47 03 09 46  
S.A. with a capital of €1 090 950 • APE : 7022 Z • R.C.S. Paris 428 761 886