

Nemera breaks ground in Brazil through Milfra acquisition

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“Every day at Nemera, we work to improve the lives of millions of patients worldwide by designing, developing and manufacturing innovative drug delivery device solutions.

Our vision as a team is to become the most patient-centric drug delivery device solutions company.

We partner closely with our customers to deliver innovative and high quality devices, to ensure that patients will receive the best products and services possible”

Marc Hämel, CEO

Nemera in figures:

- **6 plants** in Europe, USA and Latin America
- **Insight Innovation Center** with offices in Europe and the US
- Over:**
 - **2,600 employees**
 - **30,000 sq. meters** of manufacturing clean rooms
 - **200 engineers and experts** in our Insight Innovation Center

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With this acquisition Nemera establishes an operational footprint in Brazil and expands its product and services offering to better serve the pharmaceutical industry in Latin America.

Nemera today announced that they have closed the acquisition of Milfra. Milfra, based in Jaguariuna, state of São Paulo, Brazil, specializes in the development and production of medical applicators, as well as oral dosers for the pharmaceutical industry. A family-owned company founded in 1966, Milfra is known for its expertise in high quality and high volume molding and assembly of devices and applicators.

This strategic acquisition expands Nemera’s global footprint in Latin America, extends its product offering and provides a foundation for future contract manufacturing services; thereby reinforcing its overall commitment to serving local markets. By integrating a key applicator pure player, Nemera will now be able to address specific patient and customer needs in the fields of gynecology and urology in Brazil.

Nemera has also appointed Roberto Restivo as the General Manager of the new Nemera manufacturing facility in Brazil. As a seasoned international leader, Roberto brings in a wealth of experience in several industry sectors, including medical, plastics and aerospace.

Marc Hämel, CEO of Nemera said, *“This acquisition opens-up new opportunities for Nemera in Brazil and Latin America in general. It will enable us to better understand and serve even more patients with different needs. We feel privileged by the opportunity to integrate a new and unique culture to our already international company. Despite the tough COVID circumstances and the restrictions to travel, we have already established a very good relationship with the Milfra leadership team and we have a very good feeling about their strong company culture and expertise.”*

“Since we began our first discussions with the Nemera team, I was convinced that becoming part of the Nemera family was the perfect match for Milfra. We fully align with Nemera’s vision of becoming the most patient-centric drug device solutions company in the world. After a long history of manufacturing in Brazil, it is fantastic to enable Nemera to operate in Brazil.” added Francisco Pofirio, owner of Milfra.

Milfra is Nemera’s third acquisition since the company was acquired by Astorg and Montagu in 2019 to actively support its development.

About Milfra

Founded in 1966, in the city of Santo André, SP, Milfra became one of the leading manufacturers of eletro-mechanical devices for OEM manufacturers for audio and video equipment. With the changes in market dynamics in the 2000s the family decided to leverage Milfra’s advanced manufacturing capabilities – in particular in tool making and

injection moulding knowhow – to service the pharmaceutical packaging industry, with a strong focus on vaginal applicators. It has quickly become the leader in the segment. In 2007 Milfra successfully expanded its product portfolio with a complete line of oral dosers. In 2020 Milfra launched a new line of products, including droppers, even with the challenges brought by the pandemic. The focus on quality and automation has led Milfra to become a leader in this market, always focused on how to best meet the specific needs of its customers.

About Nemera

As a world-leading drug delivery device solutions company, our purpose of putting patients first enables us to design and manufacture devices that maximize treatment efficacy.

We are a holistic partner and help our customers succeed in the sprint to market of their combination products. From early device strategy to state-of-the-art manufacturing, we're committed to the highest quality standards.

Agile and open-minded, we work with our customers as colleagues. Together, we go the extra mile to fulfill our mission.

For more information, visit www.nemera.net.

About Astorg

Astorg is a global private equity firm with over €10 billion of assets under management. We work with entrepreneurs and management teams to acquire market leading global companies headquartered in Europe or the US, providing them with the strategic guidance, governance and capital they need to achieve their growth goals. Astorg enjoys a distinct entrepreneurial culture, a long-term shareholder perspective and a lean decision-making body. Astorg has valuable industry expertise in healthcare, software, technology, business services and technology-based industrial companies. Astorg has offices in London, Paris, New York, Frankfurt, Milan and Luxembourg.

For more information about Astorg: www.astorg.com. Follow Astorg on [LinkedIn](#).

About Montagu

Montagu Private Equity is one of Europe's leading private equity firms and has been investing in businesses for over fifty years. Our investment strategy is focused on partnership with management in buyouts of high-quality companies operating in stable and growing sectors, providing products and services that their customers would badly miss. We develop a shared strategic vision with management that provides the necessary financial, strategic and operational resources to help realise their vision and support growth. For additional information on Montagu, visit www.montagu.com.

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