

International Key Player Profile

Company name	LABORTOIRE CEVIDRA (Groupe DESTAING PARTICIPATIONS)
Website	WWW.CEVIDRA.COM
Spoken languages	French /Professional English / none Professional Italiano/
Date of establishment	2007
Turnover in euro (€) in 2015	>8 millions
Nr of employees in 2015	38
Please indicate your business areas:	<input checked="" type="checkbox"/> Healthcare <input type="checkbox"/> Cosmetics / Beauty <input type="checkbox"/> Both, please detail: Healthcare% Cosmetics/Beauty%
Please indicate your activities:	<input checked="" type="checkbox"/> Import <input checked="" type="checkbox"/> Distribution <input type="checkbox"/> Agent <input type="checkbox"/> Manufacturer of pharmaceuticals ,medical devices and food supplements
Please describe your activities:	HUMAN Distributor of medicine to hospital via public tenders, Distributor of medicals devices to pharmacies via wholesalers,; VET Distribution of medicine and MD to veterinarians via 17 sales reps in France, Belgium
Please specify the sectors:	<input type="checkbox"/> VET (Devices and equipment for veterinary use, commodities and good, food supplements) Specify...Medicines, Food supplements, cosmetics and hygiene products. <input type="checkbox"/> BIOTECHNOLOGY (Bioinformatics, Biomedical, Green biotechnology, Red Biotechnology, White biotechnology, Life sciences, Pharmaceutical, etc.) Specify
Please detail the products you deal with (and related brands): - typology - range	In Hospitals CEVIDRA is a specialized Laboratory for rare disease for Human. In Pharmacies CEVIDRA is a specialized for Cystitis Products, ENT products and anti snoring products for Human.
Please indicate whether you have your own brand/s	Our own brands are Laboratoire DESTAING, MP LABO
Geographic areas covered	France and Belgium
Please indicate if you are already sole agent of foreign	Yes always sole agent on exclusive distribution agreement.

products	For medicine products we require SDEA and QTA
Please indicate if you have contacts with foreign suppliers. If yes, indicate the country/ies	We work with all Europe, Canada, Australia
Please indicate your customers' characteristics.	We sell to about 530 hospitals in France and we can supply all the pharmacies. We have 17 sales reps visiting all veterinarian in France and Belgium
Please indicate if you have already worked with Italian companies. If yes, which ones?	HUMAN: Alfa Wassermann, Chiesi, Italfarmaco, Lifefarma, Petrone, VET:ICF
Please indicate products/services/processes solutions you are looking for	Medicine products for hospital (CNS, Urology, Allergology, Gastrology) Sophisticated medicals devices for hospitals Medicals devices in ENT, Allergology and Urology
Please indicate which kind of cooperation you would be more interested in: (i.e. Partnerships, Distributor / agent, Joint venture, System Integrator, Supplier)	Partnership as exclusive distributor. We can also be supplier for Veterinary products. (See MP Labo web site)
Please give further useful information	Family owned company.
Please give the specific purpose of your visit to Italy	Increase the volume of activities with Italian companies and settle long-term relations.
Please indicate your future projects and goals. What kind of sectors, solutions and technologies you are planning / wish to develop, but have not found yet the support to do so	Interested in developing the MD distribution in Hospitals and in Pharmacies. Looking for MD with Scientifics data to step in hospital market