

EMMA Group strengthens its presence in the European medical technology market

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Magna MedTech Group, in which EMMA Capital holds a 65% stake, completed the acquisition last week of a 70% stake in RSR Group, which is the Bulgarian market leader in healthcare distribution. With an annual turnover of around EUR 70 million, the group operates in Bulgaria as well as in Romania, North Macedonia, Kosovo, Croatia and Albania. This move further significantly strengthens EMMA Capital's position in the medical technology market across Southern and South-Eastern Europe.

RSR Group was founded in Sofia in 1994. It currently has branches in eight major cities, thereby covering the entire Bulgarian market. It represents over fifty leading global manufacturers, including Medtronic/Covidien, Abbott, Johnson & Johnson, Boston Scientific, ConvaTec, Fresenius Kabi, Leica and 3M.

The group employs 160 people across five divisions, the largest of which are surgery (33%) and diabetes care (22%). It is the diabetes division, together with ophthalmology (11%), that will bring EMMA Group valuable experience in areas of medicine where it has not previously operated.

"From the moment we decided to make healthcare distribution one of the main pillars of EMMA Group's business, it has been important for us to strengthen our market presence. Accordingly, our acquisition of RSR Group meets all the criteria we set ourselves: we are becoming the leader in the Bulgarian market, which we only served marginally until now, while also strengthening our position in other countries within our key region," says Michal Houšť, a partner at EMMA Capital.

In line with its customary strategy, EMMA Group has agreed with the selling party, Professor Racho Ribarov, who founded RSR in 1994, that he will remain a minority shareholder with a stake of 30%.

As a result of this recently completed transaction, Magna MedTech Group, in which EMMA is the majority shareholder, will now comprise four major companies: Magna Pharmacia (Serbia), Diamedix (Romania), Urion (Montenegro) and RSR (Bulgaria). The current breakdown of the Group's turnover by country is as follows: Serbia 51%, Romania 22%, Bulgaria 22%, Montenegro 4%, and other countries 1%.



PRESS RELEASE

EMMA Capital is a private investment holding founded in 2012 by Jiří Šmejč. In recent years, it has focused primarily on markets in the European Union, but is also present in other markets in Europe. In companies in which it acquires an equity stake, it usually plays an active role, overseeing their management, development and any eventual restructuring. EMMA's investment priority is retail and customer-oriented companies, and it is also successfully entering the B2B segment.

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