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C•H•Reynolds advised the family shareholders of Alsitan GmbH on the sale of a majority stake to Valentis Group

Frankfurt / Main, September 2020: Litnovia UAB, a subsidiary of Vilnius-based Valentis Group, acquired a majority stake in Alsitan GmbH from the Specht family with retroactive effect as of August 31, 2020. As part of the transaction, Hans-Jürgen Specht will step down for age-related reasons and handover the overall management to his son Marc Specht will remain a shareholder of Alsitan. The C•H•R•CF Healthcare Team, led by Stefan Constantin and Markus Kluge, advised the Specht family on the transaction.

Located in Greifenberg, Alsitan GmbH develops and markets OTC pharmaceuticals, dietary supplements, dietetic foods, natural remedies and natural cosmetics. With brands such as Alsifemin, Alsiroyal, and Anguraté, Alsitan is present in health food stores, pharmacies and online retail. Founded in 1949, Alsitan is among the market leaders in the health food store channel in Germany and Austria, particularly in the categories of dietary supplements and natural cosmetics.

Founded in 2002, Valentis Group is one of the largest manufacturers of dietary supplements in the Baltic states. Its core activities include the development of formulations, manufacturing (including tablets, capsules, liquids and powders), quality control in accordance with international standards (GMP, ISO certifications), as well as B2B services such as contract manufacturing and support with market entry and product registration. In recent years, the family-owned company has grown significantly and now exports to numerous Eastern European countries.

With this transaction, C•H•Reynolds once again underscores its expertise in the successful implementation of succession solutions for family-owned niche businesses. The team managed the entire process, which was conducted entirely virtually due to the COVID-19 pandemic. This included strategic preparation, coordination of due diligence, communication with international bidders and negotiation support through to successful signing and closing.

The parties have agreed not to disclose the details of the transaction.

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