

BSN MEDICAL

Deal type:	Management Buyout
Date:	2005
Business:	Global medical products company manufacturing and selling a broad range of consumable medical products such as casting and bandaging, general wound care and phlebology products for medical professionals
Funds raised:	Total Funding €1,077m,

In February 2006, Montagu led the Management buyout of BSN medical, a 50/50 joint venture between Beiersdorf AG and Smith & Nephew plc.

BSN medical is a leading global player in the professional medical products market for general wound care, non-invasive orthopaedics and phlebology with operations in 25 countries, approximately 3,400 staff and revenues of €526 million in 2005.

Since its foundation in 2001, BSN's Management has successfully integrated the largely complementary product ranges and customer bases businesses contributed by the two joint venture partners and has established BSN as an independent company with strong brands, a reputation for high quality and a broad product offering, holding global No.1 and No.2 market positions in most of its product segments.

BSN is a text book example of a primary management buyout since the company was restricted by the parents in its development and is now able to concentrate on complementing and extending its product portfolio organically as well as through add-on acquisitions supported by Montagu.