



Eclipse  
Corporate Finance

Healthcare M&A snapshot  
March 2022

# Notable sector deals: March 2022



## Totally's acquisition of Pioneer Healthcare

- The first of two major deals announced in March involving providers of insourcing and outsourcing services to the NHS
- An EV of up to £13m (£6.1m of which is linked to a short term earnout) looks high for a business that only generated £0.8m of PBT in the year to March 2021, but the business is likely to have seen significant growth over the last 12 months as COVID restrictions have eased
- By leveraging Pioneer's "Any Qualified Provider" status, the combination with Totall's existing insourcing division will allow NHS patients to select the business as their preferred elective provider



## Acquisition of 18 Week Support by Summit Partners

- Another significant transaction involving a provider of insourcing services to the NHS, 18 Week Support
- With the business' strong position in the market, generating £29.6m of revenue and underlying EBITDA of c.£4.7m in the year to March 2021, Summit Partners clearly recognise the opportunity for growth
- With NHS waiting lists continuing to grow and expected to reach more than 10 million for elective care procedures by 2024, outsourcing and insourcing providers will play a key role in addressing the issue
- We expect to see further deals in this sector as a result



## Investment into Nourish Care by LivingBridge

- LivingBridge's investment into Nourish, a digital care planning platform, will support the continued rapid expansion of the business
- Already serving over 300 care providers across more than 1,800 settings, Nourish is well positioned to benefit from the drive towards digitalisation of care records
- With a significant proportion of social care providers still relying on paper records and ambitious government targets to rectify this, established digital providers such as Nourish are likely to experience significant growth in the short to medium term



## SourceBio's acquisition of LD Path

- A truly strategic acquisition for SourceBio, providing a digital pathology solution which can materially reduce reporting timeframes
- The pathology market has been slower to digitalise and move to remote reporting than other markets such as radiology, but LDPath's technology could be a significant step in transforming the market
- The platform will be a key tool in reducing pathology waiting lists which have been exacerbated by the COVID pandemic
- With day one consideration of £18.5m and an earnout of up to £15m, it is a significant price for a business making £0.4m of EBITDA, but may well prove to be a very wise investment given the growth opportunities

# Healthcare market activity: March 2022

## Private Equity Activity

Sub-sector	Target	Acquirer / Investor	Exiting PE
Specialist Care	Blue Ribbon	Queen's Park Equity	N/A
NHS Insourcing / Outsourcing	18 Week Support	Summit Partners	N/A
Domiciliary Care	CSN Care Group	Clece Care Services	BGF
Specialist Care	Care Without Compromise	Choice Care (Icon Infrastructure)	N/A
Medtech	Nourish Care	LivingBridge	N/A
Medical Devices	Prism Medical	Charme Capital	Limerston
Elderly Care	Lovett Care	HIG Capital	N/A

## Venture Capital Activity

Target	Description	Lead Investor	Investment
Cumulus Oncology	Oncology drug development accelerator	Eos Advisory	£4.1m
MIP Diagnostics	Molecularly Imprinted Polymer technology for use in diagnostic devices	Mercia, BGF, Calculus, Downing	£7.3m
Ocutec	Development and commercialisation of soft contact lenses	Deepbridge	£1.5m
Ocushield	Medically-rated screen protectors to fit everyday devices	Rubix Ventures	£1m
Lantum	Healthcare workforce management platform	Finch Capital	\$15m



# Eclipse

## Corporate Finance



Company Sales



Acquisitions



Management Buy-outs



Capital Raises

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