Oaklins

Investing in the future of healthcare at home

DEAL FLASH | HEALTHCARE | JULY 2019

DEAL SNAPSHOT

Millbrook Healthcare, a leading provider of healthcare-related services, has been acquired by Cairngorm Capital, a specialist private investment firm.

Millbrook Healthcare is a well-established nationwide provider of equipment, assessment and home-based services to help people live more independently for longer. The company supports individuals along the care pathway through the provision of aids, ranging from walkers and frames through to bespoke wheelchairs and specialist active pressure care mattresses. Headquartered in the UK, Millbrook Healthcare has 28 depots, employs 1,000 people and offers a fully integrated service to public authorities.

Cairngorm Capital provides equity capital, strategic advice and management expertise to ambitious companies. In partnership with the long-established management team, it is keen to take advantage of the expected expansion of community care services in the UK and continue to deliver an industry-leading level of service to its key stakeholders.

"We found the input and advice from the team at Oaklins Smith & Williamson invaluable. They were always available and solved problems to ensure a smooth process and helped us complete a transaction with a party who we believe to be the right strategic partner for the business and the management team."

COLIN CROLL
CHAIRMAN
MILLBROOK HEALTHCARE, UK

OAKLINS ASSISTS FAMILY-OWNED BUSINESS
FIND A STRATEGIC PARTNER

Oaklins Smith & Williamson worked with the directors and shareholders of Millbrook to deliver a successful sale to a partner with the appropriate strategic and operating experience to take the business through its next phase of growth.

MARKET TRENDS & DEAL DRIVERS

The healthcare system in the UK is publicly funded and is the world's largest single-payer healthcare service. With average life expectancy growing faster than 'healthy life expectancy' and the ever increasing costs of care, the public sector is struggling to deal with the challenges at play.

This year the UK government has announced increases in funding over the next five years, specifically noting there will be over US$5 billion more spent per annum on primary medical and community health services over this period.

This extra funding, in combination with the positive market demographics and increasing costs, is driving a trend towards further outsourcing care services to the private sector.

M&A VALUATION ASPECTS

The specific metrics of this transaction are confidential. However, it can be noted that the company received interest from both strategic and financial investors.

Driving the interest and valuation of the business were the range of services Millbrook Healthcare offers, being the largest range in the sector, the long-term contracts already secured underpinning the forecasts and the market trends expected to drive significant growth.

OUR INDUSTRY SPECIALISTS

BRIAN LIVINGSTON
Managing Director

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Brian has advised numerous healthcare clients on transactions, including the sale of Graham Home Care to Carewatch Care Services backed by Lyceum Capital; the sale of Panztel, a remote workforce management tool for the healthcare market, to Care Monitoring & Management Limited; the sale of Bluebird Care, a national provider of care in the home, to Interim Healthcare; and the sale of Oakleaf to CareTech, as well as a number of ongoing mandates.

STUART GOODMAN
Associate Director

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Stuart has significant experience of transactions in the healthcare sector. Recent deals he has worked on in the sector include the acquisition of Mangar Health by Winncare Group and the sale of Oakleaf to CareTech. Stuart is currently working on a number of live mandates in the industry covering home care service providers and healthcare products manufacturers.

"Millbrook is a family-owned business with a well-recognized brand in the rapidly growing healthcare services marketplace. We are delighted to have led another transaction in the healthcare industry, thereby enabling a family-owned business to achieve an exit to a party that is seeking to build upon the values instilled in the company."

BRIAN LIVINGSTON
MANAGING DIRECTOR, OAKLINS, UK

OAKLINS HAS CLOSED 355 DEALS IN HEALTHCARE

Oaklins is the world's most experienced mid-market M&A advisor, with 800 professionals globally and dedicated industry teams in 40 countries worldwide. We have closed over 1,500 transactions in the past five years.

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