

DATE

January 29, 2016

SECTORS

Healthcare
Business & Tech-Enabled
Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM

DC Advisory advised Kinapse on its sale to HgCapital



Kinapse provides advisory, capability building and operational services to the world's leading life sciences organisations, their customers, suppliers and regulators.

DC Advisory ("DC") was engaged in a retained advisory role by the Kinapse Board in early 2013 ahead of an envisaged sale process in 2015.

The DC team conducted a targeted bidder screening and education exercise with a select number of international strategic and private equity parties in advance of the process.

Following a highly competitive process with strategic and financial buyers engaged, HgCapital acquired a majority interest in Kinapse on 29 January 2016.

Having tracked Kinapse for a number of years, HgCapital demonstrated a deep understanding of the sector and business, which transposed into an ability to move quickly and decisively during the auction process.

Kinapse will continue to be led by its existing management team. Future growth strategies will include driving the US business, entering the Japanese market and creating broader full service solutions enabled by technology. Both organic and inorganic growth opportunities will be considered.

We all greatly appreciate the support of the DC Advisory team under David Sanders' leadership. The expertise and commitment of the DC team has been instrumental in us achieving a very positive outcome from a rigorous and focused process.

Andy Black
CEO of Kinapse

The pharma services sector continues to be an important part of DC Advisory's Healthcare franchise and it has been a privilege to work with Kinapse and Synova Capital to prepare the business for sale and throughout the process itself. Kinapse is a dynamic, fast-growing business which has a wealth of opportunities to pursue under HgCapital's ownership and we look forward to seeing the business continue to thrive.

David Sanders
Executive Director of DC Advisory