

DATE

January 12, 2018

SECTORS

Healthcare

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Amish Bakhai

Executive Director

DC Advisory advised Duke Street and Baywater Healthcare on the sale of Bastide le Confort Medical



Baywater Healthcare Limited (“Baywater”) is a leading provider of a range of Home Oxygen Services (HOS) in the UK.

DC Advisory was initially appointed by Duke Street and Baywater in 2014 to advise on strategic options and successfully sold Baywater’s Irish business to Air Liquide in June 2015.

DC Advisory, led by Managing Director Richard Pulford, was retained by the shareholders to advise on the sale of the UK business and ran a highly tailored process, leveraging their global network and relationships with selected strategic bidders.

Following a competitive process, Bastide Le Confort Medical (“Bastide”) agreed to acquire Baywater for an undisclosed price.

The acquisition of Baywater allows Bastide to grow its presence outside France and expand its respiratory care business; both being key components of its growth strategy. Bastide will operate Baywater as a standalone business and support the existing management team’s investment plans to continue to grow the business and deliver high levels of patient care.

Richard and the DC team were integral to a highly successful outcome for both Duke Street and Baywater. They successfully identified key strategic buyers for both the UK and the Irish businesses and helped navigate the stakeholders through complex processes. We are proud to have worked with Baywater’s management team and are confident that Bastide is the right long term partner for the business.

Charlie Troup
Managing Partner at Duke Street

DC demonstrated sound judgment, strong sector-knowledge and incredible work ethic. Their support allowed me and my team to focus on the day-to-day operations and preserve momentum throughout the process. It has been a pleasure working with them and I would have no hesitation in recommending them in the future.

Adam Sullivan
Chief Executive of Baywater