

DATE

November 04, 2021

SECTORS

Healthcare

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Giuliano Guarino

Co-Head of Italy



Alberto Tack

Director

DC Advisory advised Gada Group on the acquisition of Evoluzione



Background

- Gada Group (Gada) is a leading distributor of medical devices for cardiovascular, blood management and intensive care and is an experienced provider of integrated healthcare services
- Gada has been working for over 40 years with both public and private hospitals in Italy, having developed long-term partnerships with key international medical device suppliers
- Evoluzione is an Italian distributor of specialist medical devices - both third party and proprietary - offering a vast range of niche products that are designed to prevent complications in intravenous and intra-arterial therapies

Process

- DC Advisory (DC) was engaged by Gada in April 2021 to advise on the acquisition of Evoluzione
- Throughout the process, DC supported Gada across multiple different work streams, including:
 - Valuation and deal structuring;

- Process strategy and tactics;
- Assistance with contract negotiations;
- Support with transaction financing; and
- Process management

Outcome

- Following a detailed due diligence process, the sale and purchase agreement was signed on 22 October 2021
- The acquisition of Evoluzione is expected to:
 - Expand Gada's offering through complementary products that will create vast upselling potential;
 - Exploit synergies from both a distribution channel and product portfolio perspective;
 - Create a partnership of the two commercial structures
- The transaction closed on 29 October 2021

"We greatly appreciate DC Advisory's support on this important transaction for us. In particular, they provided valuable advice on the deal structuring, which tightly links the purchase price to the future performance of the acquired business. They have also assisted us throughout the process, ultimately bringing the deal to the finish line."

Luisa Salza
CFO, Gada Group

"It has been a pleasure to assist Gada Group - an important client for DC - in this strategic step that will help them accelerate their growth trajectory and enhance their product offering. For DC, this is a further example of our strong capabilities and expertise in the healthcare space."

Giuliano Guarino
Managing Director, DC Advisory