

DATE

August 06, 2018

SECTORS

Healthcare

DEAL LOCATIONS



DC Advisory advised UDG Healthcare plc on the sale of its Aquilant division to H2 Equity Partners



UDG Healthcare plc



H2 | Equity Partners

DEAL TEAM



Amish Bakhai
Executive Director

UDG mandated DC Advisory (DC) to lead the disposal process for Aquilant in 2017.

Aquilant is a leading value-added distributor of specialist medical, pharmaceutical and scientific products and services, including outsourced sales, marketing, distribution and engineering services to clients in the Republic of Ireland and the UK. Aquilant represented approximately 4% of UDG's operating profits in the six-month period ended 31 March 2018.

A tailored auction process was undertaken in Q1 2018 with Information Memoranda and Vendor Due Diligence reports distributed to a pre-qualified selection of private equity and strategic purchasers

H2 Equity Partners (H2) emerged as the successful bidder and following a period of exclusivity, acquired Aquilant from UDG in August 2018.

H2 will leverage significant recent experience in healthcare and medical devices to support Aquilant and its management team as it enters its next phase of growth.

David, Amish and team did an excellent job in ensuring that this complex disposal got over the line. DC's advice and support was important to achieving this outcome, and I am delighted to offer our thanks from the whole team at UDG.

Robert O'Beirn
Director of Corporate Development at UDG

The commitment shown by the entire team at DC was unquestionable

right from the off. DC provided sound advice on a daily basis and their professionalism and capability were an invaluable guide to the Aquilant management team through the transaction. I would like to wholeheartedly thank the team for their hard work as we look forward to a new era of growth under H2's ownership.

John Bentley
Managing Director at Aquilant

John and the Aquilant team provide a high quality service, and deserve to flourish within the H2 portfolio. It has been a pleasure to support UDG and Aquilant through to this successful conclusion.

David Sanders
Executive Director at DC Advisory

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