

DATE

January 14, 2021

SECTORS

Healthcare

DEAL TYPE

M&A Advisory
Debt Advisory & Restructuring

DEAL LOCATIONS



DEAL TEAM



Richard Pulford
Managing Director

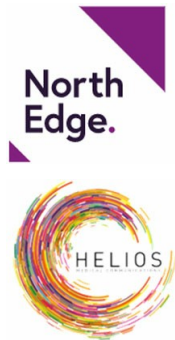


Robert Jones
Executive Director



Antoine Mazerolle
Director

DC Advisory advised NorthEdge Capital on the acquisition of Helios Medical Communications



Background

- Helios Medical Communications (Helios) is a full-service, independent, global healthcare communications and strategic consultancy
- Headquartered in Cheshire, Helios works with global pharmaceutical clients to deliver high-quality, high-impact bespoke solutions across a range of services including medical writing, advisory boards, training and symposia
- UK-based mid-market private equity firm NorthEdge Capital (NorthEdge) has invested in Helios to support its UK and international expansion plans

Process

- DC Advisory (DC) was engaged by NorthEdge in October 2020 to provide M&A and debt advice in relation to the potential acquisition of Helios
- DC provided NorthEdge with:
 - valuation support,
 - strategic advice,
 - sector expertise,
 - various potential exit opportunities; and
 - tactical process advice

- DC was able to secure an attractive debt package in an extremely short time frame

Outcome

- NorthEdge's investment will support Helios' future growth plans
- In addition to expanding their existing locations in Cheshire and Oxfordshire, the business is set to launch a new central Manchester office in early 2021
- Following this investment, Helios will also look to evaluate options for future international expansion

"We are delighted to have advised NorthEdge on their investment in Helios Medical Communications. Helios is a fantastic example of a resilient, high-growth North West-based business which taps into the talent pool of our region and delivers outstanding results for a global customer base of pharmaceutical household names. It was a pleasure to advise Phil and the NorthEdge team on their investment, and we are confident that Helios will continue its exceptional growth with NorthEdge as their new partner."

Richard Pulford
Managing Director, DC Advisory UK

"We are extremely pleased to announce our investment in Helios Medical Communications, an exciting regional business with a compelling global growth story. I'd like to thank Richard Pulford and the DC Advisory team for their hard work and expertise in delivering M&A and debt advice for this transaction, executed at pace in a very short time frame."

Phil Frame
Head of North West, NorthEdge Capital