

CASE STUDY

WE GET THE DEAL DONE

Eakin Healthcare Group Ltd. (Northern Ireland) acquires Alphamedis (Belgium)

HEALTHCARE



THE DETAILS:

FEBRUARY 2024

UNITED KINGDOM | BELGIUM



acquired



Translink acted as exclusive advisor to the seller, KMT Medical Europe Ltd. (a USA based healthcare company).

KEY TAKEOUTS:

The acquisition closed a geographical gap in Eakin Healthcare Group's European home healthcare companies network including Alphamedis in Belgium and its wholly owned subsidiary, Medexia in Luxembourg.

The cross-border Translink team involved offices from the UK and Denmark with the Danish office acting as project lead, utilising the industry expertise within the Danish Translink team.

DEAL MAKERS:

Jens Borelli-Kjaer, Henrik Schrøder (Translink Denmark) and Jack Laflin (Translink UK)

TRANSACTION ANNOUNCEMENT:

In February 2024, Translink Corporate Finance announced that it had acted as exclusive advisor to the shareholders of Alphamedis (Belgium) and its wholly owned subsidiary, Medexia (Luxembourg). Both businesses are medical distribution companies supplying Ostomy products, Intermittent Catheters and other predominantly reimbursed healthcare products to chronic care patients at home.

The seller was KMT Medical Europe, a US-owned group of healthcare companies.

The buyer, Eakin Healthcare Group Ltd, is a family owned, Northern Ireland headquartered, leading manufacturer of medical devices for primarily Ostomy, Wound, Respiratory and Surgical needs. Eakin already have a widespread "forward integration" network of medical distribution companies throughout Europe, and the acquisition will fill a geographical gap.

SUMMARY:

- Translink assisted KMT Medical Europe in presenting an exciting acquisition opportunity to targeted potential purchasers from several countries
- An international sales process was conducted with Translink leveraging its European country office relationships to attract interest and offers from several buyers of different origin
- Translink DK – having specific industry knowledge - worked as project manager in close collaboration with Translink in the UK and several other countries to deliver a successful outcome for the sellers of Alphamedis and Medexia

“Ensuring our patients’ needs are met is at the heart of everything we do. We have ambitious plans for international strategic growth and have worked hard to build our Northern European infrastructure. The experienced teams at both Alphamédís in Belgium and Medexia in Luxembourg have been expertly providing a quality service to thousands of patients for many years and will add great value to our team.”

Stuart Welland, Chief Commercial Officer for Ostomy, Eakin Healthcare