

July 2025:

# Reflecting on H1 2025 UK Healthcare M&A

A look back at key  
transactions and trends

We see things  
differently.



# Contents

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Executive summary	04
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---

H1 2025 in focus: UK healthcare M&A	06
-------------------------------------	----

---

H1 2025 notable deals	08
-----------------------	----

---

Month in focus: May 2025	10
--------------------------	----

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Deep Dive: Nurseries	13
----------------------	----

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Deep Dive: UK Government spending: children's social care and mental health	14
---	----

---

Deep Dive: US regulatory uncertainty and political headwinds rippling Pharma and Life Sciences	16
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Month in focus: June 2025	18
---------------------------	----

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Deep Dive: Fertility clinics	22
------------------------------	----

---

Deep Dive: AI drug discovery	24
------------------------------	----

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Deep Dive: Seizing the moment: Why now is the ideal time for M&A in UK Pharma & Life Sciences	25
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Deep Dive: Selling your business: The six steps you need to nail	30
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Corporate Finance healthcare team	32
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# In this blockbuster edition:

## A snapshot of the UK Healthcare M&A market in H1 2025

- H1 2025 deal volume was 134 deals, broadly in line with H1 2024
- Health and social care and Healthcare IT H1 2025 deal volumes were 74% compared to 51% in H1 2024

## Under the radar

- We have captured a number of under-the-radar deals from H1 that received limited coverage
- These deals did not materially shift the overall trends, but they add further depth to the dataset, and reinforce the key messages in this report

## A deep dive into why the UK Pharma and Life Sciences sector is entering a golden era for M&A

- H1 2025 has already seen strong buyer demand, robust innovation, supportive policy, and a strategic global position
- H2 2025 will provide a rare window for founders and investors to unlock value, scale rapidly, and secure long-term growth

## 6 steps to sale

- We explain how to be clear on what you actually want and understand who might buy and why
- We further explain how to negotiate thoughtfully, and how to glide through diligence

# Executive summary

- H1 2025, continues to be a buyers' market and there were **134 deals** in the UK healthcare space, which is broadly in line with the 130 deals seen in H1 2024. Given the retrospective addition of deals, it is likely that the number of deals in H1 2025 deals was higher, highlighting the positive sentiment that markets have for 2025.
- Health and social care, along with Healthcare IT, accounted for a larger share of UK healthcare M&A activity in H1 2025 compared to H1 2024, taking **50% of the volume**.
- **Pharma and life science deal volumes declined in H1 2025 compared to H1 2024, from 29% to 24% of total deal volumes.** As we explain on pg 13, this could be due, in part, to the regulatory uncertainty in the US following changes at the FDA, NIH, and CDC, and broader political and economic headwinds. For example, Moderna recently lost its mRNA influenza contract with the US government; a knock-on effect to the contract manufacturing outsourcing market, underscoring the shifting landscape and its impact on global pharma sentiment.
- **Medical equipment and device deals dropped c.10% year on year.** They were 11% of total H1 2025 deal volumes, compared to 20% of H1 2024 deal volumes. This makes Bromsgrove and Ireland-based IPP (Industrial Production Processes) Group's sale to Indutrade AB, a Sweden-based, publicly listed international technology and industrial group (XSTO: INDT) even more notable. Heligan advised IPP, the specialist value-added distributor of manufacturing equipment and consumables to the pharmaceutical, medical device, and electronics sectors across the UK and Ireland.
- In H1 2025, **84% of deals** involved strategic buyers, aligning with our view that Private Equity is focusing on bolt-on acquisitions rather than adding new platforms to their portfolios.
- In line with 2024, H1 2025 has seen that the UK's greatest outbound investment in terms of deal volume is the US, and also the US continues to be the biggest investor in the UK. In H1 2025, **57% of deals were internal**, with inbound M&A (24%) outpacing outbound (19%). This reinforces the UK's safe haven status.

We anticipate **continued resilience in deal activity in H2 2025**, with strategic buyers investing and private equity backing bolt-ons while remaining selective on platforms. Interest in UK healthcare assets remains steady despite global geopolitical uncertainty, highlighting the relative stability and attractiveness of the market.

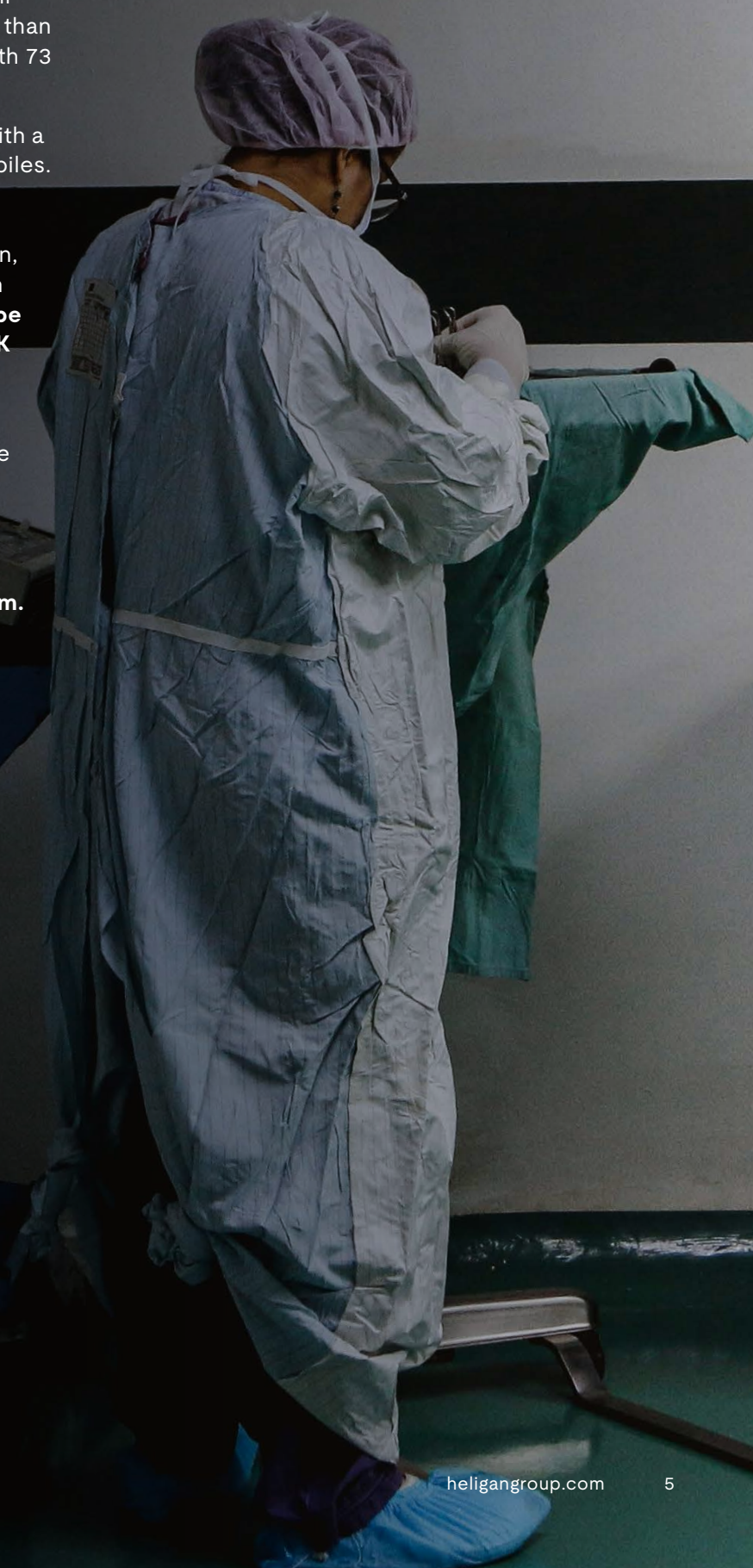
Many international deals completed in H1 2025 were based on assumptions and strategies formed under the previous geopolitical and regulatory paradigm, well before the US elections. Under the new paradigm, some acquirers may pause to reassess their positions. However, others have already adapted and are actively pursuing new opportunities in response to shifting global dynamics.

**Ramesh Jassal**  
Partner, Healthcare





- This is driven by legal and macro stability, a weaker pound, sector strength in technology and healthcare, and a globally competitive tariff position. The UK benefits from lower US tariffs than many peers and has secured 39 trade deals with 73 partners — making it ripe for M&A.
- The UK secured more favourable US access with a 10% tariff and zero duties on steel and automobiles. In contrast, the EU now faces a 15% baseline tariff, with steel and aluminium still subject to 50% duties. Key terms remain under negotiation, and enforcement and future revisions hinge on investment targets. For now, **the US and Europe will continue to invest in the UK, and the UK will continue to invest in the US.**
- Many transactions initiated at the end of Q3 and Q4 were targeting completion ahead of the April National Insurance changes. This drove a 42% increase in completed deals in March 2025, compared to March last year. The surge underscores how **policy shifts continue to influence deal timing and market momentum.**



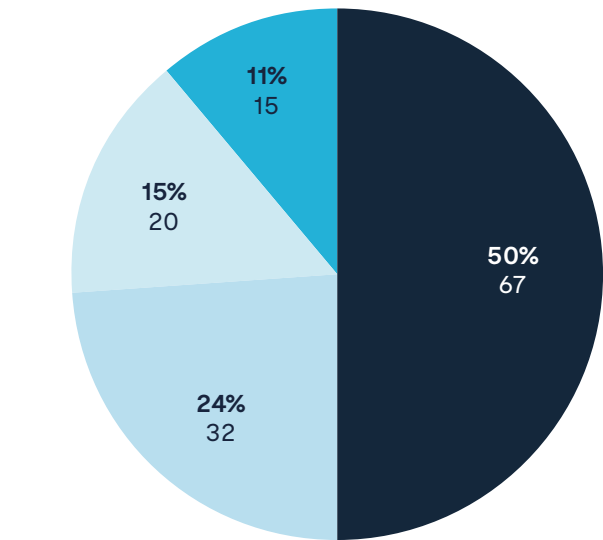
# H1 2025 in focus: UK healthcare M&A

Deal volumes in H1 2025 were broadly in line with H1 2024, and we expect strategic buyers and private equity to maintain strong interest in quality UK assets through H2, despite ongoing global geopolitical volatility.

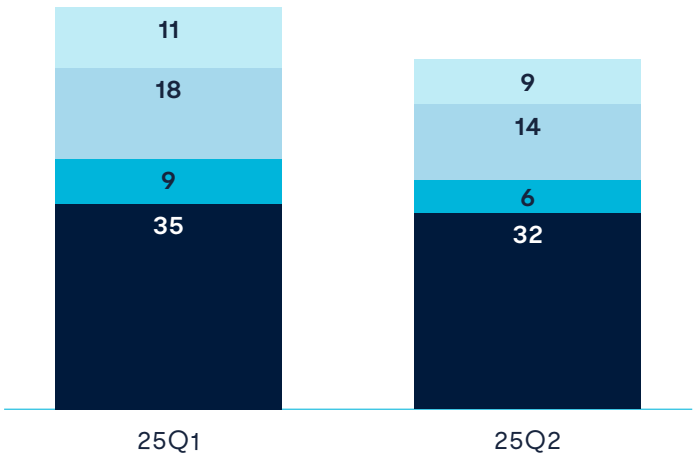
- Health & Social Care (HS&C) took an even greater portion of healthcare M&A activity compared to H1 2024, taking deal volumes from 41% to 50%.
- Medical equipment and device deals were 11% of total H1 2025 deal volumes, compared to 20% of H1 2024 deal volumes. Pharma and life science deal volumes also declined in H1 2025 compared to H1 2024, from 29% to 24% of total deal volumes.
- Significantly, 47% of inbound deal volume was in the pharmaceutical and life science sub-sector, reiterating the UK's safe haven status.

Health & Social Care   Medical Equipment & Devices   Pharmaceuticals & Life Sciences   Healthcare IT

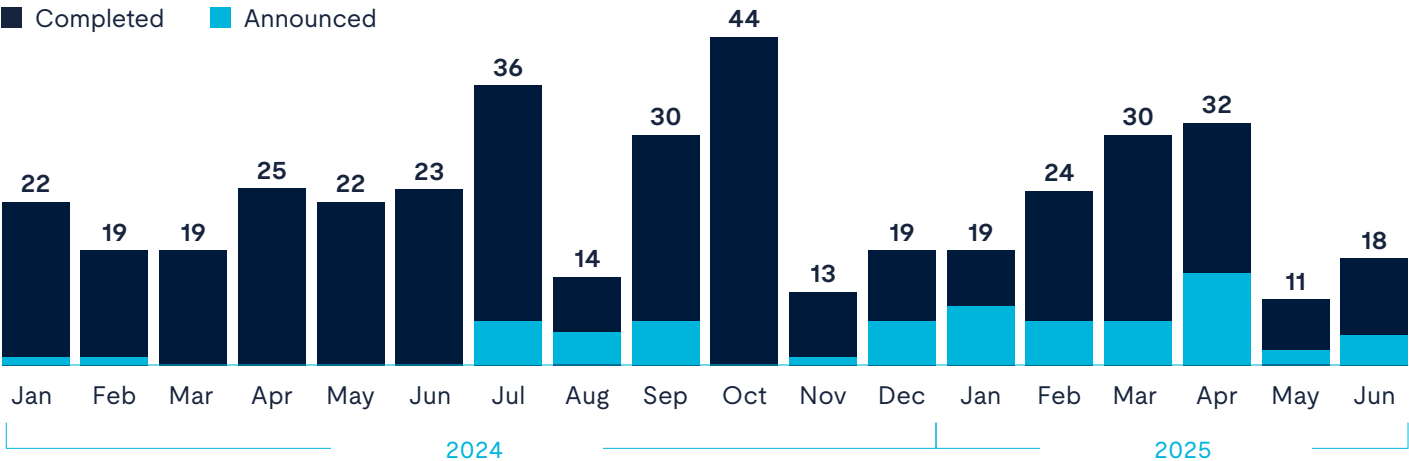
Deal volume by sub-sector



Quarterly deal volumes

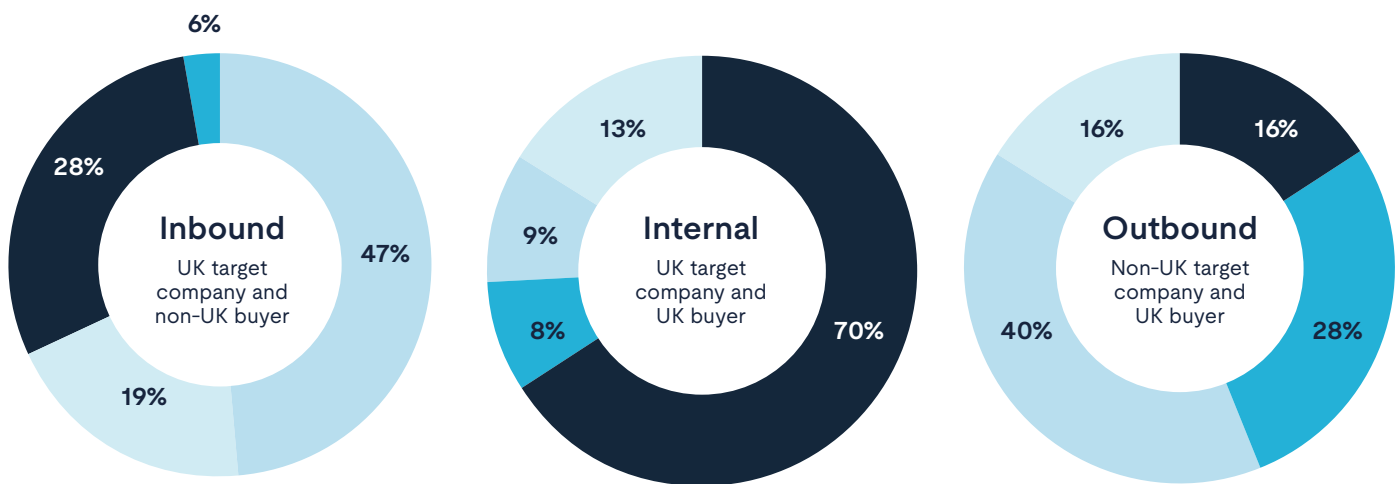


Rolling monthly M&A deal flow<sup>1</sup>



- Notably, H&SC deals made up 16% of outbound transactions, a slight decline, while domestic H&SC activity rose to 70%. This suggests a growing focus on UK-based opportunities amid global uncertainty.
- Outbound deal volume decreased to 19%, whilst internal deal volume increased to 57%, highlighting that UK buyers prefer internal assets amidst an unstable global political environment.
- North America remains the number one investor into the UK, and the UK continues to invest strongly in the US. We envisage, going forward, that this trend will continue, due to preferential tariff treatment between the US and UK, versus Europe.
- Trade buyers dominate the landscape, accounting for 84% of deals, while private equity remains focuses on bolt-on acquisitions.

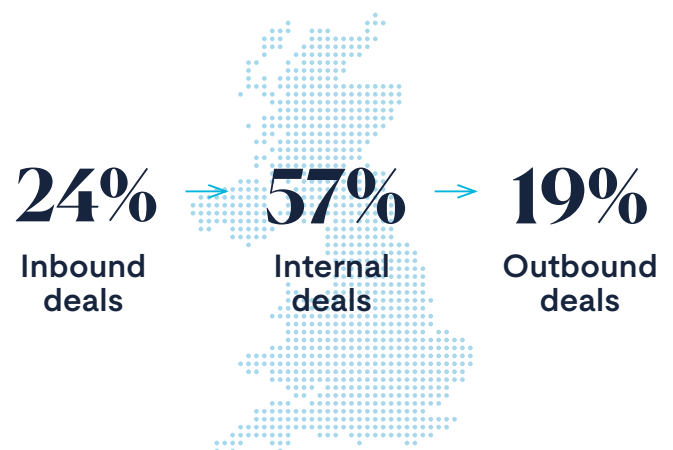
## Inbound vs Internal vs Outbound:<sup>2</sup>



### Deal volume ranking

### Overall deal flows

Inbound		Outbound	
1	<b>US</b> No. of deals: 9	<b>US</b> No. of deals: 7	
2	<b>Canada</b> No. of deals: 4	<b>Italy</b> No. of deals: 3	
3	<b>Sweden</b> No. of deals: 3	<b>Ireland, China, Sweden</b> No. of deals: 2	



## Trade buyer vs financial sponsor

PE

Strategic

16%

21

113

84%

Notes: (1) Data is accurate at the time of publication and accounts for the status of announced and completed deals. Announced deals are counted in the month of announcement and are still live and ongoing, and may or may not complete. Once completed, these deals will be removed from the month of announcement, and will be counted as completed in the relevant month of completion. (2) Inbound: UK target company and non-UK buyer; Internal: UK target company and UK buyer; Outbound: non-UK target company and UK buyer.

# H1 2025 notable deals

Below are some under-the-radar deals from H1 that received limited coverage and are worth highlighting.

## January



UK-based **GBUK** acquired Ireland-based **GS Medical**. GBUK Group Limited distributes medical devices and medical consumables for hospitals and NHS trusts. GS Medical is a full-service medical device company.



Limerston Capital's UK-based **Cormica** acquired US-based **Focus Laboratories**. Cormica provide testing services for medical device, combination device, and pharmaceutical manufacturers and innovators. Focus Laboratories offers microbiological testing and consultation services to the pharmaceutical, cosmetic, biotechnology, and medical device industries.

## February



UK-based **Amparo Prosthetics** acquired UK-based **Adapttech**, a biomedical company, which develops smart and wearable technologies to improve the quality of life of people with physical limitations.

Osaka Holdings



Luxembourg-based **Osaka** acquired UK-based **BenevolentAI** (OTC: BAIVF, prior to delisting), a clinical-stage AI enabled drug discovery and development company.



## March



UK-based **PHL Group** acquired UK-based **Malling Health**, a provider of exceptional primary care and urgent care services, including urgent treatment centres and GP practices.<sup>3</sup>



Richard Bittner



UK-based **DCC plc** through its indirect subsidiary **HBI Health & Beauty Innovations** acquired Austria-based **Richard Bittner** from **Perrigo plc** (NYSE: PRGO). Richard Bittner AG is a contract development and manufacturing organisation producing food supplements, medical devices and pharmaceuticals.

## April



**OMS**

UK-based **Outcomes First Group**, a leading provider of education for children with emotional, social and learning needs, acquired UK-based **Oxford Montessori Schools**, an education provider for children with special needs.



**IMS EURO**

UK-based **Elysian Capital** acquired a minority stake in UK-based **IMS Euro**, a supplier of non-pharmaceutical medical consumables and equipment.

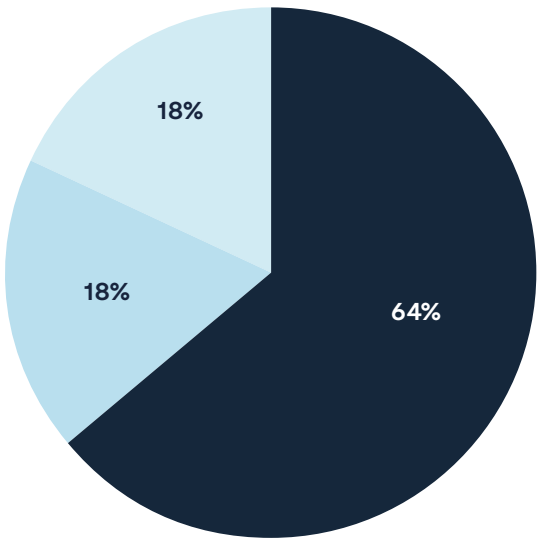
Notes: (3) Furthermore, within this subsector, in February 2025, 18 Week Support acquired Medical Clinics Limited. 18 Week Support is a leading provider of insourcing services to the NHS, specialising in clinical demand, capacity management, and waiting list initiatives for both outpatient and day case surgery. Medical Clinics Group are a specialist provider of dermatology care to both NHS and private patients.

# Month in focus: May 2025

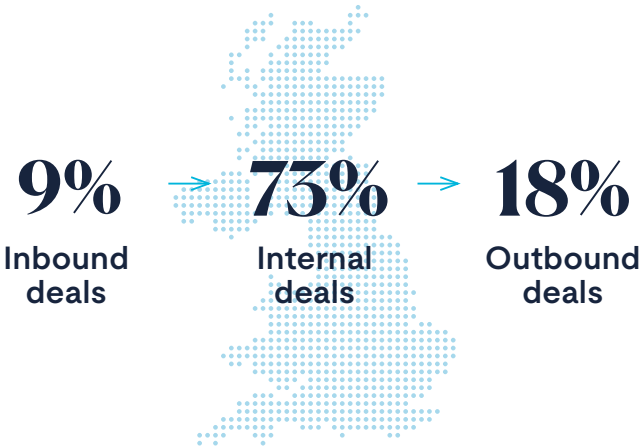
- There were 11 healthcare deals in the UK in May, with 3 announced and 8 completed. This is down from the 22 deals in May 2024 (of which, all completed). Further, this is less than half the 24 deals from April, (of which, 23 were completed and 9 were announced).
- This May, only one deal was a Private Equity acquisition, whilst the other deals were all strategic acquisitions.
- Health and Social Care was the most active sector, contributing 64% of the deal volume, followed by Pharmaceuticals and Life Sciences, and Healthcare IT, both of which contributed 18% individually. Interestingly, there were no medical equipment and device deals in May.
- 73% of total deals were internal deals, whilst outbound deals were slightly higher than inbound deals. In May, it appears that Private Equity investors and strategic buyers were apprehensive about the political and macroeconomic environment, and so deal completions were domestic.

Total deals

Health & Social Care   Medical Equipment & Devices  
Pharmaceuticals & Life Sciences   Healthcare IT



Inbound vs Internal vs Outbound<sup>4</sup>



Strategic vs PE buyers



Notes: (4) Inbound: UK target company and non-UK buyer; Internal: UK target company and UK buyer; Outbound: non-UK target company and UK buyer.





# Completed deals: May 2025

The completed deals occurred predominantly in the Health and Social Care sector, with 2 completed deals in the Healthcare IT sector, also.

## Health and Social Care



ALP Supported Living Services

UK-based (Cardiff) **Iris Care Group** acquired UK-based (Newport) **ALP Supported Living Services**. Iris Care Group is the South West and Wales' largest specialist complex care group, already providing a range of 58 services including specialist hospitals, residential homes, and a specialist educational needs college. ALP provides high quality supported living accommodation across South Wales, and the acquisition enables Iris Care to enter the Welsh supported living market.

CGEN Group



UK-based (London) **CGEN Care Group** acquired UK-based (East Anglia) **Stow Healthcare Group**, a portfolio of eight care homes and >400 beds in East Anglia and Essex. CGEN Care Group is a new UK venture, with strong management experience in children's care homes in the UK under Resicare Alliance.



Hyde Nursing Care Home

UK-based (Sevenoaks) **Cygnnet Group** acquired UK-based (Manchester) **Hyde Nursing Home**, a 100-bed purpose built 1990s nursing home, accommodating residential, nursing, challenging behaviour and mental health care. The home sold off an asking price of £3.8m, for an undisclosed price. Cygnnet provide a wide range of health and social care services for young people and adults with mental health needs, acquired brain injuries, autism and learning difficulties.



Safe Haven

UK-based (South Wales) and Downing-backed **Mysa Care** acquired UK-based (South Wales) **Safe Haven**, a residential care home supporting adults with learning difficulties, autism and complex needs. Mysa provides residential and care services for adults with complex care requirements, and post-acquisition it now operates 41 care homes and supported living units, with 144 beds and 11 beds in development.

Additionally, ICG made a minority investment in Hakim Group, the UK's fastest growing independent family group in optometry.



# Deep dive: Nurseries

The UK nursery market remains highly active in 2025, attracting strong interest from both financial sponsors and trade buyers. Demand is focused on high-quality nursery operators in strategic locations, underpinned by a childcare services market valued at approximately £7 billion. Buyers are valuing both leasehold and freehold nurseries, with a slight preference towards leasehold.

With over 21,000 group settings and a high degree of fragmentation, alongside a consistent increase in the average number of places per provider, the sector is well-positioned for continued consolidation.

There was one significant nursery deal this month:

**Nurtured**  
childcare



UK-based (Stockport) **Nurtured Childcare** acquired UK-based (Sheffield) **Elmore Kindergarten Group**, a group of three children's day nurseries, financed with a £2.7m loan from OakNorth. Nurtured Childcare operates 11 nurseries in the North of England catering to 790 children with c. 300 staff. The deal is expected to increase Nurtured Childcare's revenue by more than £2.3m.

# Deep dive: UK Government spending: children's social care and mental health

As per the UK Government's Spending Review 2025, which can be found [here](#), the government is committed to delivering children's social care reform. £555 million from the Transformation Fund over the SR period will help more children stay with their families, ensuring families have timely support and fixing the care market. The Government will also provide £560 million, between 2026-27 and 2029-30, to refurbish and expand children's homes and foster care placements.

The Government will also employ 8,500 additional mental health staff by the end of the Parliament and expanding mental health support teams to 100% of schools by 2029-30.

This month saw the following deal which touches on mental health:



UK-based (Birmingham) **Keys Group Holdings** acquired UK-based (Manchester) **ADHD360**. ADHD360 is the UK's leading specialist ADHD clinic, transforming lives through personalised ADHD diagnosis, treatment and support, both through private care and NHS partnerships. This transaction is complementary to Keys Group's broad range of support which includes services for adults with learning disabilities, autism, acquired brain injury and mental health needs, to residential children's homes, specialist education and adventure-based learning.



# Completed deals: May 2025

In May there were 2 deals in the Healthcare IT sub-sector, one of which was domestic and the other was outbound to the US.

## Healthcare IT

⊕ H U M A




UK-based **Huma Therapeutics** acquired US-based **Knox Medical Diagnostics** (also known as Aluna). Huma Therapeutics provides a remote patient monitoring platform, through Hospital at Home, and for Decentralised Clinical Trials, serving >3k hospitals and clinics. Aluna is a market-leader in respiratory patient monitoring and medical device manufacturing, including its proprietary spirometers. It provides an AI-powered remote patient monitoring solution, integrating a portable, FDA-cleared spirometer, an intuitive mobile application, and a clinician portal. As explained in this [press release](#), the acquisition expands Huma's reach into respiratory health, adding >150 US-based health systems and clinic networks to its growing global footprint. Simultaneously, all Aluna customers will gain access to Huma's comprehensive portfolio of disease management programs which serve c.500k contracted lives across asthma, COPD and sleep apnea.

♥ HealthKey

Syndi

UK-based **HealthKey** acquired UK-based **Syndi**. HealthKey's platform connects employees to health and wellbeing services, whilst similarly Syndi Health is a flexible benefits platform for aggregating and paying for health and wellbeing services for employees. HealthKey CEO David Joerring noted this complementary acquisition which, "combines two companies with similar roots and fully aligned missions. We have both been focused on supporting people with better access to healthcare through technology, making preventative care more personalised and affordable."

# Deep dive: US regulatory uncertainty and political headwinds rippling Pharma and Life Sciences



Deal volume in Pharmaceuticals, Life Sciences, and Medical Devices declined in May. This could be early evidence of the effects of regulatory uncertainty in the US following changes at the FDA, NIH, and CDC, and broader political and economic headwinds.

Mounting US regulatory pressures - especially around drug pricing - combined with broader political headwinds, are prompting global pharmaceutical companies to reassess their strategies. One potential response may be a shift in focus toward more stable domestic or regional markets, including other highly regulated blocs such as the EU, or increasingly active regions like the Middle East and Asia. Whether this reflects a temporary recalibration or a more structural realignment remains open to debate, but the implications for cross-border investment, innovation, and global access to medicines could be far-reaching.

## Regulatory uncertainty in the US

The FDA, NIH, and CDC have undergone significant changes in 2025, including leadership shifts and internal restructuring. These have led to: 1) Slower drug approval timelines 2) Reduced informal guidance 3) Greater unpredictability in regulatory decisions. Secondly, a 20% reduction in FDA staff has disrupted workflows, especially for biologics and vaccines. These changes have global ripple effects, as many countries rely on FDA approvals to fast-track their own processes.

## Political and economic headwinds

The Trump administration's policies have introduced new antitrust scrutiny and tariff threats, especially affecting cross-border pharma deals. Pharma giants are holding back on billion-dollar acquisitions due to political uncertainty and economic caution, with only a few large deals in early 2025. Moderna recently lost a \$766 million U.S. government contract for its mRNA influenza vaccine, a move that not only disrupted its pipeline but also triggered significant manufacturing cancellations and supplier contract terminations, including a \$238 million charge related to unused production capacity. This illustrates how shifts in US policy can ripple through the global pharma supply chain, dampening investor confidence and slowing deal activity.



# Other relevant announced deals

Announced deals show intention and may indicate future trends. However, the completion of these deals is uncertain, and it depends upon geopolitical and economic developments, such as the new US administration.

Both of the deals in the Pharmaceutical and Life Sciences sub-sector were announced deals. There was also one announced deal in the Health and Social Care sub-sector.

**EssilorLuxottica**



France-based **Essilor Luxottica** agreed to acquire UK-based **Optegra**, from **Mideuropa**. Optegra is a fast-growing and highly integrated ophthalmology platform operating >70 eye hospitals and diagnostic facilities in five key European markets (the UK, Czech Republic, Poland, Slovakia and the Netherlands). As explained in this [press release](#), Essilor Luxottica CEO Francesco Milleri, explained, “Optegra and its experienced doctors will bring new medical capabilities to our Group, enabling us to address patients’ needs with the most advanced vision care technologies and treatments in one trusted system that will anchor our med-tech aspirations.”

**GSK**



UK-based **GSK** (LSE: GSK) announced its acquisition of the **Efimosfermin alfa** drug from US-based **Boston Pharmaceuticals** for c.£1.47bn. GSK will pay c.£880m, with the potential for c.£590m based on performance targets. As explained in the [press release](#), Efimosfermin is a phase III-ready potential best-in-class specialty medicine to treat and prevent progression of steatotic liver disease (SLD). This significantly expands GSK’s hepatology pipeline, aimed at addressing steatotic and viral drivers of liver disease, offering multiple development options and potential first launch in 2029. The acquisition of Efimosfermin is highly aligned to GSK’s R&D focus on science related to the immune system and is further evidence of the company’s intent to build on its deep understanding of fibrosis and auto-inflammation to develop precision interventions that stop and reverse disease progression.



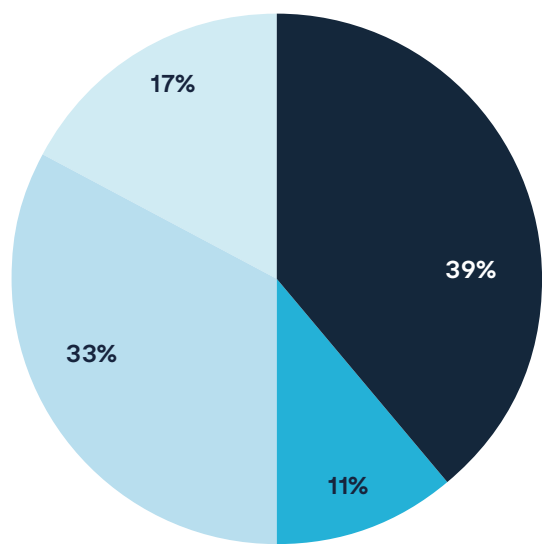
UK-based **Vespa Capital** acquired UK-based **FibroFind**, a pre-clinical CRO revolutionising drug testing and pre-clinical research. FibroFind has developed a patented Precision Cut Tissue Slice platform which is more accurate than in-vivo and in-vitro models, by preserving the architecture and function of diseased and healthy human tissue over a range of organs over a longer period of time.

# Month in focus: June 2025

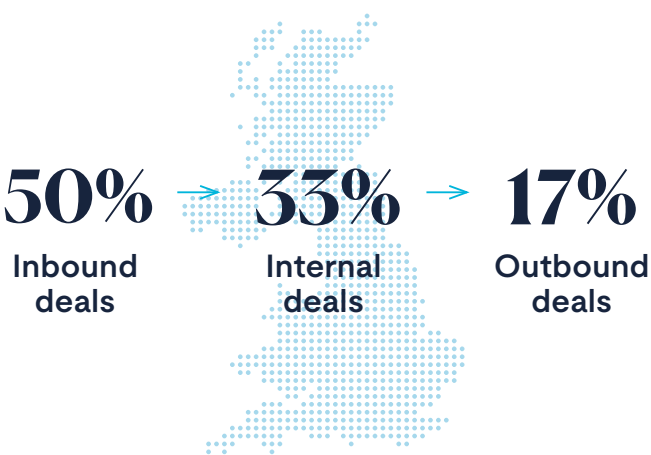
- There were 18 healthcare deals in the UK in June, with 5 announced and 13 completed, down from the 23 deals in the same month last year (of which, all were completed).
- Health and Social Care (H&SC) was the most active sector, contributing 39% of the deal volume. This was largely driven by elderly, domiciliary and home care acquisitions, including the deal completion of 46 Four Seasons’ care homes that were sold to US REIT Omega Healthcare.
- Strategic buyers accounted for 83% of deal volumes, while Private Equity activity was strongest in medical devices.
- Inbound deals made up 50% of the activity, compared with 17% outbound, with foreign strategic buyers and PE funds from the North America and mainland Europe focusing on attractive UK assets, this may have been a backlog from May.
- A notable theme in June were deals related to AI drug discovery, diagnostics and other treatment development. This signals there are several advancements in the technology that can be used for healthcare purposes.

Total deals

Health & Social Care    Medical Equipment & Devices  
Pharmaceuticals & Life Sciences    Healthcare IT



Inbound vs Internal vs Outbound<sup>5</sup>



Strategic vs PE buyers



Notes: (5) Inbound: UK target company and non-UK buyer; Internal: UK target company and UK buyer; Outbound: non-UK target company and UK buyer.





# Completed deals: June 2025

The completed deals occurred predominantly in the Health and Social Care sector, which is reflective of previous trends seen this year.

## Health and Social Care



US listed REIT **Omega Healthcare Investors** (NYSE:OHI) acquired 46 care homes from UK-based **Four Seasons** on 9 June 2025 for approximately £240 million. The portfolio includes freehold sites across England, Scotland, and Jersey, generating annual rent of £25.9 million with escalators from 1.7% to 2.5%. The portfolio will be leased to four existing Omega-affiliated operators and two operators that haven't worked with the REIT.



US-based **Franklin Real Asset Advisors**, under the Franklin Templeton Social Infrastructure Strategy, acquired 32 UK care homes (approx. 1,500 beds) from UK-based **LDC Care Homes**. The homes operate under >30 year leases to six different providers and include recent capex and ESG upgrades.



US-based **Aya Healthcare**, which provides healthcare talent software and staffing services, acquired **Locums Nest Ltd**, a UK healthcare workforce solutions platform. This partnership brings together two leading providers from their respective countries to exchange best practices and innovations. Aya Healthcare acquired UK-based ID Medical Group in January 2024. Locum's Nest will continue operating under its own brand, with a steadfast commitment to supporting the NHS and the healthcare professionals who power it.

Large UK  
care operator,  
undisclosed



UK-based (South Yorkshire) **Care 4U Care Limited**, a domiciliary care provider, was acquired by another UK care operator. This was a retirement sale, Care 4U offers services including dementia, disability, and mental-health support in clients' home. This acquisition will grow the operators' presence in the North East of England. The buyer was an established corporate operator that has been in the sector for 3 years.



Brackley-based home-care agency **Caroline Cares For You** was acquired by Cambridge's **A Class Care**. The strategic deal enhances A Class Care's service footprint and integrates live-in care alongside existing offerings.



Two residential  
care homes

UK-based **Tristone Healthcare**, specialising in care for children and adults with complex needs, acquired **Serenity Care Home**, two residential homes for ages 7–18 in Hampshire. The acquisition was supported by £2.5 million from Duke Capital to fund the deal (comprising £2m credit and £0.5m equity). The acquisition of Serenity Care Homes will enable Tristone to cater for a growing number of young adults with complex needs.

# Deep dive: Fertility clinics

Private Equity is continuing to dominate fertility M&A, actively acquiring and consolidating clinics into larger networks. Key players such as KKR are driving roll-ups, integrating single-location practices and smaller groups into their scalable platforms.



There was a key international deal in this sector. Spanish-based, and KKR-backed, **IVI-RMA** announced its acquisition of UAE-based **ART Fertility Clinics** for \$400-450m. This marks its entry into India's rapidly increasing IVF market, which is driven by rising infertility rates in the country and where infertility affects c.15% of Indian couples, according to the Economic Times of India ([here](#)). The acquisition brings IVI-RMA's presence to >15 countries and >190 clinical offices. Interestingly, ART Fertility Clinics was a division of IVI RMA, and in 2020 the international IVF player divested the business to Gulf Capital.



# Completed deals: June 2025

There were also several completed deals in the other key sectors during the month.

## Pharmaceuticals and Life Sciences



**Applied**Photophysics

Canadian firm **Nicoya Lifesciences**, a provider of advanced biologics characterisation tools for discovery and development, acquired UK-based **Applied Photophysics**. The acquisition expands Nicoya's biologics characterisation platform (SPR, CD, nanoDSF, stopped-flow), positioning the UK's Leatherhead facility as a new European hub and projecting 25% organic growth.



**euOAPI**  
Active Solutions for Health

**Particle Dynamics**, a global particle processing and delivery technology company headquartered in the US, completed the acquisition of **EUROAPI UK Ltd**, a commercial spray-drying facility. The move strengthens Particle Dynamics' global CDMO network, adding GMP-enabled commercial spray drying capabilities built over two decades.

# Deep dive: AI drug discovery

AI is revolutionising drug discovery by analysing vast datasets – from genomics and proteomics to chemical libraries and clinical outcomes to identify novel targets, predict molecular interactions, and optimise lead compounds faster and more accurately than traditional methods. The global AI in drug discovery market, valued at approximately £1.2bn in 2023, is projected to reach £6.5bn by 2030. This rapid growth highlights AI's transformative impact, as it accelerates drug development timelines, reduces R&D costs, and enables the creation of more targeted and effective therapies.

## £1.2bn

Global AI in drug discovery market, valued in 2023

## £6.5bn

projected market size 2030



Chinese biotech firm **XtalPi** (SEHK:2228) acquired UK-based **LCC Therapeutics**. LCC is a UK company based in Runcorn, and the acquisition will enhance the strength of the Group's "AI+Robot" intelligent autonomous experimental platform in the field of chemical space exploration, and better serve local and international customers in the fields of new drug research and development, new material discovery and high-value chemicals. . This purchase also strengthens XtalPi's abilities in AI-driven drug discovery and expands its presence in the UK chemical tech sector.



UK-based AI drug discovery firm **Ro5 Inc.** was acquired by UK firm **Juvenescence**, clinical-stage biotech company, following its previous £55m funding round. The integration is core to Juvenescence's strategy to enhance AI/ML capabilities in their therapeutics pipeline. Juvenescence is a clinical-stage drug development company focused on extending healthy lifespan through AI-driven therapies targeting aging mechanisms. Its diverse pipeline includes candidates for cognition, cardio-metabolism, immunity, and cellular repair. The company also invests in advanced AI and regenerative medicine platforms. Ro5's AI platform uses a proprietary Biomedical Knowledge Graph—over 85 million nodes and 400 million relationships—to identify novel biological associations and evaluate drug targets. Its AI Chemistry Platform accelerates compound discovery and optimisation using cutting-edge machine learning and cheminformatics tools.

# Deep dive: Seizing the moment: Why now is the ideal time for M&A in UK Pharma & Life Sciences

The UK Pharma and Life Sciences (PLS) sector is entering 2025 with real momentum. A perfect storm of strong buyer demand, supportive policy and robust innovation is creating a golden window for M&A and investment.

## A global life sciences powerhouse

The UK continues to stand out on the global stage, ranking among the top three destinations for life sciences investment. In 2024 alone, biotech and medtech firms secured over £3.5 billion in venture funding, with 80% of it concentrated in the Golden Triangle of London, Oxford and Cambridge.

With four of the world's top ten universities, more than 250,000 sector jobs and world-class research infrastructure, the UK's innovation ecosystem is thriving. The MHRA remains one of Europe's most agile regulators, enabling faster trial approvals and commercialisation, while the sector contributes over £94 billion annually to the UK economy.

## A geopolitical edge

Recent trade agreements with the EU and India have reduced friction and boosted UK pharma exports. Meanwhile, proposed reforms to US drug pricing are expected to increase demand for cost-effective, high-quality suppliers. UK-based generics and CDMO firms are well positioned to meet this need.

Following Brexit, the UK is carving out a new role as a strategic bridge between North American innovation, Asian manufacturing and European regulation, enhancing its appeal as a hub for global pharma investment.





**£3.5bn**

secured in venture  
funding during 2024

**80%**

of funding concentrated in  
London's Golden Triangle

**250k**

UK sector jobs and  
world-class research  
infrastructure

**£94bn**

annual contribution to  
the UK economy

### What buyers are looking for

M&A appetite is focused on resilient, scalable businesses across the following areas:

- **CRO/CDMO:** Niche clinical trial services and specialist manufacturing, supported by the global trend towards R&D outsourcing.
- **Consumer health:** Brands in supplements, wellness and skincare with strong equity and recurring revenue.
- **Animal health:** Vet practices and diagnostics labs in a fragmented, high-growth market.
- **Life Science tools:** High-IP assets in genomics, lab automation and reagents with loyal customer bases.
- **Generics & Specialty Pharma:** Steady cash flows and off-patent portfolios that align with value-driven healthcare trends.
- **Supply chain & distribution:** Vertically integrated and digitally enabled logistics firms that are becoming increasingly critical as therapies grow more complex.

### Fuel for growth

The UK Government continues to position life sciences as a pillar of its industrial strategy. Innovation Zones are unlocking hundreds of millions in investment, while R&D tax relief and targeted funding programmes are supporting both SMEs and large corporates.

With £20.4 billion committed to R&D and new lab space emerging in key cities such as Birmingham, Manchester and Edinburgh, the sector is well placed for further expansion.

### Why act now?

Several factors make this the ideal moment to pursue M&A or fundraising:

- **Strong buyer appetite:** Both private equity and strategic buyers are actively deploying capital into scalable, innovation-led platforms.
- **Attractive valuations:** Sellers can still achieve strong multiples, particularly in high-margin, high-growth niches.
- **Policy support:** Industrial, health and trade policies are aligned in backing the sector's long-term growth.
- **Strategic positioning:** The UK offers a unique route to connect with European, North American and Asian markets.

For founders, operators and investors, 2025 offers a rare opportunity to realise value, scale quickly and attract long-term strategic partners. The time to move is now.

[Read more of the blog here.](#)

# Completed deals: June 2025

There were also several completed deals in the other key sectors during the month.

## Medical Equipment and Devices



UK-based **G Square Healthcare Private Equity LLP** took a majority stake in Italian medtech company **G21 S.R.L.** G21 specialises in orthopaedic and spine solutions, and the partnership aims to support the next phase of G21's growth by accelerating international expansion (notably USA entry) and boosting R&D.

## Healthcare IT



US-based private equity firm **Accel KKR** took a majority growth investment in **CareLineLive** — a UK-based SaaS platform managing home care agencies across seven countries. The investment builds on earlier support from Oakglen and Haatch, enabling global expansion and product innovation.



UK-based health and social care learning platform **Blue Stream Academy** has been acquired by **Agilio Software**, a leading provider of healthcare software solutions. The acquisition strengthens Agilio's offering by integrating a broader, more comprehensive suite of compliance and learning tools for the healthcare sector.

## Other relevant announced deals

Announced deals show intention and may indicate future trends. However, the completion of these deals is uncertain, and it depends upon geopolitical and economic developments, such as the new US administration.



UK-based **Bupa**, a nationwide healthcare company, acquired **New Victoria Hospital** in Kingston upon Thames. New Victoria, a private hospital with 33 beds, 3 theatres, diagnostics, orthopaedics & gynaecology services, will now offer primary-to-secondary care integration via Bupa's network.



Italy's **SAPIO Group** signed an agreement to acquire UK-based **Baywater Healthcare** from Bastide Le Confort Médical. Baywater, which provides home respiratory care to over 60,000 UK patients, generates around €60 million in revenue with over 50% market share.



US-listed firm **Atai** (NASDAQ:ATAI) acquired UK-based **Beckley Psytech**, a clinical-stage biopharmaceutical firm researching mental health treatments, valuing the deal around £180m. The acquisition will create a global psychedelic mental health company.



Sweden-based **Safe Life AB**, a distributor of automated external defibrillators (AEDs) received a controlling stake investment from UK private equity company **Bridgepoint**, alongside Bonnier Capital, Byggmästare AJA, and Swedbank Robur. The transaction values the business at approximately £425 million. This will aid Safe Line's growth across Europe and North America.



Swedish saliva-based diagnostics firm **Magnasense AB** (OM: MAGNA), which develops a swab test that integrates with a mobile and computer-based app to detect infectious diseases, announced it would be acquired by UK-based **Subgen AI**. Distinguishing itself from conventional oral health testing, Magnasense's solution eliminates the need for sending samples to external labs, delivering rapid in-house results. Housed in a compact device easily integrated into the routine workflow of a dental visit, their platform facilitates seamless incorporation into clinic settings. The takeover will allow Magnasense to integrate advanced AI capabilities from Subgen, enhancing its diagnostic offerings and market competitiveness while expanding its international reach.





# Deep dive: Selling your business: The six steps you need to nail

There comes a moment, after years of building something from scratch, when a business owner starts to wonder: is it time to move on? It's rarely just about the money – more often, it's about timing, identity, and legacy. Selling a business isn't just a transaction; it's a turning point. For many, it's the biggest deal of their life and not just financially. You're letting go of a thing you've poured years, maybe decades, into shaping.

So how do you do it right? Not flawlessly, because let's be honest, there's no such thing, but with clarity, control, and a good handle on what actually matters.

Here's the six-step process most experienced sellers follow, whether they're handing off a family firm or exiting a fast-growing start-up.

## Be clear on what you actually want

Before anything else, get brutally honest with yourself: what's a good outcome? Is it walking away completely on day one with cash in the bank? Is it sticking around as a consultant for a few years? Are you hoping to pass the business down to your team or just ready for a clean break?

These aren't incidental questions; they shape everything. Your personal goals, your timeline, your appetite for risk – they will all influence the kind of deal you pursue and the buyers you engage. A founder looking for the maximum payout will approach things differently from someone prioritising continuity or employee ownership.

If you don't answer these questions early you'll be forced to answer them later, when the stakes are higher and the clock is ticking.

## Get your house in order

Once you know your destination, it's time to clean up the path. This is the prep stage, where you get financials tight, legal documents squared away, and anything fuzzy about your operations clarified.

Think of it like staging a house for sale. You're not changing the bones, but you're making sure the lights work, the windows open, and the floorboards don't creak. That means three years of clean financials, clear

customer contracts and ownership of IP, and tidy employee arrangements.

Buyers want confidence and transparency. If you can show that your business runs well, and explain the how and the why, you're already ahead of the game.

## Understand who might buy and why

Not all buyers want the same thing. Some are strategic players looking to expand their footprint. Others are financial investors hoping to grow and flip. Some might be your own management team or an employee ownership trust. Each group has different priorities, different deal structures, and very different expectations.

That's why understanding buyer profiles is critical. It's not about chasing anyone with a chequebook; it's about connecting with people who value what you've built. And yes, cultural fit matters. You don't want to spend six months in negotiations only to realise the buyer plans to gut the team or scrap your core product.

It can be helpful to ask: who benefits most from owning my business? Who would see this as an opportunity, not a fixer-upper?



### Create some competitive tension

Here's a little truth: nothing drives a better deal like interested parties knowing they're not the only one at the table. When buyers sense competition, offers tend to get stronger, terms become more flexible, and timing accelerates.

But creating that kind of tension isn't about shouting from the rooftops. It's about structured, selective outreach. You approach potential buyers quietly, under NDA, with just enough information to pique their interest. If multiple parties engage, you manage them in parallel, keeping the process clean and the momentum up.

It's a bit like a well-run auction but without the shouting.

### Negotiate, thoughtfully

Negotiation is where a lot of first-time sellers stumble. Not because they aren't savvy, but because emotion gets in the way. You're proud of what you've built and want it to be valued – and not just in financial terms.

The best negotiators know when to push and when to step back. Price matters, but so do terms: how the payment's structured, what happens if targets aren't hit, how long you're tied in. It's easy to chase the highest offer, only to find that it's packed with strings.

The goal here isn't to 'win'. It's to walk away with a deal that feels fair, achievable, and reflects the effort you've put in.

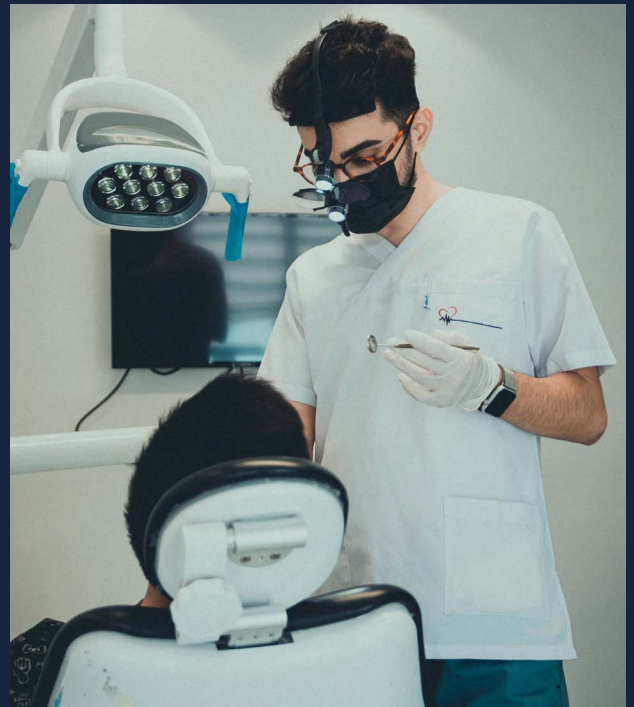
### Glide through diligence

Due diligence is the buyer's deep dive. They'll want to know how everything works and whether there are any skeletons in the closet. It can feel invasive and exhausting, but if you've done the groundwork it will be less of a slog.

This is where process management matters. Coordinating advisors, gathering documents, answering buyer questions – it all needs to run smoothly. The more frictionless you make it, the more confident the buyer becomes, and that confidence is usually reflected in the final terms.

And once diligence is done? You're nearly there.

Selling a business is often described as 'part marathon, part chess game'. That's not far off the mark. It's long, emotional, and full of strategic choices that affect not just the outcome, but how you feel about it after it's all done.



Selling a business isn't just a transaction; it's a turning point. For many, it's the biggest deal of their life and not just financially. You're letting go of a thing you've poured years, maybe decades, into shaping.



Written by Simon Heath for Management Today. Also discussed on The Debrief podcast – [listen here](#)



# Corporate Finance healthcare team

Our Heligan Corporate Finance team, seasoned across sectors and mid-market deal sizes, delivers exceptional, insight-driven results through deep expertise and a robust network.



**Ramesh Jassal**  
Partner,  
Healthcare



**Simon Heath**  
Managing Partner,  
Corporate Finance



**Matt Croker**  
Director



**Andrew Dickinson**  
Director



**Mike Howell**  
Manager



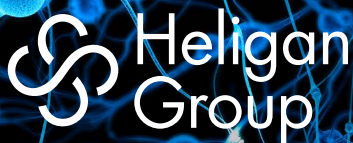
**Eleanor Smith**  
Associate



**Joanna Sam**  
Analyst



**Harry Spencer**  
Analyst



**Ramesh Jassal**  
Partner, Healthcare  
[ramesh.jassal@heligangroup.com](mailto:ramesh.jassal@heligangroup.com)

**Heligan Group**  
24 Upper Brook Street  
London  
W1K 7QB

St Philip's House  
4 St Philip's Place  
Birmingham  
B3 2PP