

About ECI

ECI is one of the longest established private equity firms in the UK mid-market, working with the management teams of more than 250 companies over the last three decades. With offices in London and Manchester, and a team of 20 dedicated professionals, ECI specialises in buyouts, buy-ins and development capital deals of between £10m and £150 million. ECI is owned by its team and manages private equity funds with a capital base of over £850 million.

ECI focuses on investing in businesses operating in niche, growing markets and has a strong track record of value creation, as evidenced by the growth in employment, turnover and profits of its portfolio companies. In recent years the total value of investments exited is in excess of £2.5bn.

We seek to invest across 5 sectors: healthcare, support services, IT services, manufacturing, and consumer and leisure.



ECI and Healthcare

In recent years we have made a number of very successful healthcare investments and have therefore launched healthcare as a standalone investment sector, with resources to support this. We believe an aging population, increasing consumer health expectations and ever greater pressures on public healthcare budgets are driving industry change which will continue to lead to interesting investment opportunities.

We invest across the full range of the healthcare spectrum, including:

- Healthcare services
- Pharmaceuticals
- Medical technology
- Healthcare IT

We have invested in all these areas in recent years and our team have considerable sector experience.

What are the business characteristics we are looking for?

As with the rest of our portfolio, we are looking to invest in companies which can demonstrate their growth potential through a combination of the following characteristics:

- An experienced and ambitious management team
- Strength in a market sector demonstrating above average growth
- Evidence of strong recurring or long-term contractual revenues streams
- A profitable and scalable business model
- Sustainable sources of competitive advantage
- A limited dependency on any single technology or customer

Working with ECI

We are a small team of experienced investment professionals and are highly selective about the deals we do, rapidly giving a preliminary response to potential vendors. Hence every transaction is important to us and we will always commit the resources required to get the deal done in a timely fashion.

We are a flexible investor - prepared to take minority or majority stakes, to find MBI solutions to fill management gaps, and to allow vendors to rollover into the new company or to sell. We believe our breadth of experience and our open-minded approach enables us to provide imaginative solutions to even the most complex transactions.

Post-deal, we can help the management teams we back in a number of ways, including:

- Funding business expansion
- Securing new talent
- Providing strategic advice
- Accessing specialist expertise

Contact ECI

For more information about ECI's investments in this sector, or to discuss specific investment opportunities please contact:

Team

Eleanor Blagbrough
Richard Chapman

ECI Partners LLP

Brettenham House
Lancaster Place
London
WC2E 7EN
Tel 020 7606 1000
Fax 020 7240 5050

40 Peter Street
Manchester
M2 5GP
Tel 0161 819 3160
Fax 0161 819 3161

www.ecipartners.com



WCI

Healthcare consulting
Buyout / Turnover £10m
www.wcigroup.com



WCI is a consulting business which combines a 20+ year track record with excellence in the design and implementation of lean processes supported by expertise in technology. Its mission is to deliver world class levels of performance and compliance for leading businesses in the life sciences sector. ECI backed a management buyout of WCI Group in 2002, which now comprises WCI Consulting and a significant shareholding in Harmoni, a provider of healthcare outsourcing services.

Premier Research Group

Clinical Research Organisation (CRO)
Public to private / Turnover £70m
www.premier-research.com



Premier Research is a leading clinical research organisation (CRO) which manages phase II and phase III clinical trials for biopharmaceutical and medical device companies around the world. It is a leader in clinical research for Analgesia, CNS, Infectious Diseases and Oncology and has a wealth of experience in medical device and pediatric research. The company has 30 offices and operates in over 30 countries across Europe and North America. It employs more than 1,200 clinical professionals dedicated to ensuring that trials are completed in a timely, accurate and cost-effective manner. ECI supported a public to private management buyout in June 2008.

Premier Bathrooms

Specialist bathing products
Buyout / Turnover £80m
www.premierbathrooms.co.uk



Premier Bathrooms is the market leader in the UK and North America in the design, manufacture and installation of specialist bathing products for assisted living, including walk-in baths and easy access showers. The company sells its products to both the institutional market and direct to the consumer. Demand for its products is growing strongly with an increasingly elderly population and a trend towards assisted living within the home as an alternative to residential care. ECI took a minority stake in the company in March 2007.

Ascribe

Pharmacy management systems
Public to private / Turnover £17m
www.ascribe.com



Ascribe is the UK market leader in medicines management, providing patient data at the point of care to help reduce prescribing errors. The company supports 80% of UK hospitals with at least one application and serves over half the hospital pharmacy market, a third of the A&E market and a quarter of the mental health market. Ascribe's systems are also used in Australia, New Zealand, Hong Kong and Malaysia. ECI took Ascribe private in February 2009.

Clinisys

Laboratory information systems
Buyout / Turnover £25m
www.clinisys.co.uk



Clinisys is a leading pan-European supplier of laboratory information systems (LIMS), supporting medical diagnostics and pathology services. It has an installed base of more than 400 sites throughout Europe and beyond. Clinisys' products are deployed across the full spectrum of laboratory configurations, from small private laboratories to multi-site clinical networks. ECI backed a management buyout from Clinisys' founding shareholders in April 2007.

Harmoni

Outsourced services to the NHS
Joint venture / Turnover £40m
www.harmoni.co.uk



Harmoni is one of the UK's largest primary care service providers specialising in unscheduled care. It provides out-of-hours (OOH) and other primary care services to local patients in need of such services, usually at times when other parts of the NHS system may be closed or difficult to access. Harmoni was formed in 2005 as a joint venture between Harmoni Limited, the largest GP co-operative in the UK, with over 600 GP members, and ECI's portfolio company, WCI Group.

DLP

Assisted living products
Buyout / Turnover £35m
www.akwmedicare.co.uk



DLP is the UK's leading manufacturer and distributor of adapted bathroom and kitchen products for assisted living. It sells its products directly to housing contractors as well as through distributors. The business continues to benefit from the 'independent living' agenda and the preference for adapting existing homes over residential care. ECI backed the existing management team who became shareholders in the business.



Building successful businesses in
Healthcare