



ECI exits CliniSys delivering a 2.5x return

London, 4th July, 2013: [ECI Partners](#), the UK growth-focused mid-market private equity firm, has sold healthcare IT company [CliniSys](#) to Montagu Equity Partners. The exit has yielded ECI a 2.5x return on its investment.

Based in Chertsey, and with offices in Germany, France, Belgium and Spain, CliniSys is the European market leading provider of software solutions to clinical laboratories across Europe. The Company's laboratory information systems help customers deliver timely and accurate test results to a wide range of constituents across the healthcare delivery chain. Solutions have been successfully deployed in over 2,000 laboratories with more than 22,000 users in 34 countries.

Technological advances, the emergence of personalized medicine and ageing populations are all boosting demand for clinical laboratory services, in turn driving a need for the efficiencies that CliniSys' systems can provide. CliniSys is forecasting revenues of over £34 million for the current year, an increase of over 50% since ECI invested.

Tom Wrenn, the partner who heads ECI's TMT sector, said:

'Under ECI's ownership CliniSys has increased sales, profits and headcount. The company is now the European market leader in laboratory information systems, and its transformation is all thanks to the hard work of Fiona and her team.'

'We wish CliniSys every success in the future as it embarks on its next stage of growth and development with Montagu.'

'Today's sale represents another successful transaction for ECI, and highlights our strong track record in and commitment to building international market leading businesses in the TMT sector.'

CliniSys Chief Executive, Fiona Pearson, said:

'ECI has been an incredibly supportive partner for us, helping us to nurture sustainable growth and to significantly expand our international business, which now generates over half of our total revenues.'

'We have a strong market position in Europe but there are still significant opportunities for us to expand further into new territories, and consolidate our position as a leading provider of laboratory information technology.'

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Notes to Editors

About ECI Partners

Founded in 1976, ECI is one of the longest established and most successful private equity groups in the UK. With offices in London and Manchester, ECI specialises in management buyouts, buyins and development capital deals with companies valued between £10 million to £150 million.

Specialising in TMT, business services, industrial, healthcare and consumer companies, ECI has sold over 85 investments with a total value of over £2.5 billion since 1990.

ECI's current TMT investments include Irish technology company CarTrawler, healthcare IT provider Ascribe, 'machine-to-machine' communications company Wireless Logic, the world's leading provider of cloud-based hospitality management systems Fourth, and SME telecoms provider XLN.

ECI remains a natural partner for companies with growth potential and ambition.