

Apposite Capital Acquires HCML a Leading Provider of Case Management and Rehabilitation Treatment Services

London, UK – 15th November 2021. Apposite Capital LLP (“Apposite Capital”), the healthcare specialist private equity investor, today announces that it has acquired Health and Case Management Limited (“HCML” or “the Company”), a leading service provider in physical and psychological rehabilitation and case management, assisting injured and ill individuals to recover and return to work or to their pre-injury condition. Apposite Capital will work with incoming CEO Nick Delaney and the HCML team to continue to build on the growth of the Company’s existing service offerings.

HCML is one of the UK’s largest case management and treatment services providers, with capabilities ranging from minor injuries to complex ‘catastrophic’ cases, corporate sickness management, and an integrated network of over 1,000 physical and psychological treatment providers. The Company has invested in a strong digital offering, including a bespoke case management system, and recently launched an end-to-end fast-track digital MSK rehabilitation pathway that brings referrals, triage, booking and treatment services online. HCML’s specialist case managers, medical expertise and clinical governance have earned it a reputation for excellence of service among its long-standing ‘blue-chip’ customer base, made up of insurance companies, corporates and solicitors. The Company was founded in 2003 and is headquartered in Croydon, United Kingdom.

The investment was led for Apposite Capital by Rory Pope, Alex Cunynghame and Sahil Shah. As part of the investment, HCML has appointed industry veteran Nick Delaney as CEO. Nick brings extensive industry experience from his previous role as CEO of Ascenti (formerly known as TICCS), where he grew the business by over five times during his seven years of leadership and opened over 400 therapy sites. HCML’s existing CEO of over 10 years, Keith Bushnell, will remain on the board of HCML as a Non-Executive Director alongside Nick Delaney, Rory Pope and Alex Cunynghame.

Nick Delaney, incoming CEO of HCML, said: “I am delighted to have the opportunity to lead HCML through the next exciting phase of its development and growth. I am fortunate to be inheriting a strong business with a fantastic reputation for quality and clinical excellence, an enthusiastic and committed management team and a real powerhouse of innovation sitting at its core. Apposite’s specialist interest in the healthcare market, along with their well-known commitment to enhancing clinical service levels at every opportunity, makes them the perfect partner for this venture and I look forward to working with them as I expand HCML’s operations.”

Rory Pope, Partner of Apposite Capital, commented: “We are very excited to support HCML in its next phase of growth and work alongside Nick in executing his vision for the Company. HCML has a great management team, highly experienced and specialised case managers and an industry leading digital offering which has been welcomed by the market. It is in an excellent position to continue growing its core offering in specialist case management and treatment services while expanding into new service areas. We are looking forward to working with Nick and the team to continue driving HCML’s growth.”

Advisers to Apposite Capital: Eight Advisory (financial and tax), Stephenson Harwood (legal), Tatsu Partners (debt advisory) and Lockton (insurance)

Advisers to HCML: Phoenix BSC (corporate finance advisory) and Goodman Derrick (legal)

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About Apposite Capital

www.appositecapital.com

Apposite Capital is an independent investment firm focused exclusively on healthcare in Europe. It focuses on companies operating in health and social care, medtech & medical products, pharmaceuticals & life science and digital health.

The firm operates at the lower end of the private equity market, providing both capital and expertise to those businesses offering 'disruptive' models that aim to improve or reduce the cost of care provision and which have the potential to become market leaders.

Apposite has an in-depth sector knowledge covering key aspects of the healthcare industry internationally coupled with local insights, an exceptional network and an entrepreneurial mindset which it applies to drive the growth of its portfolio companies.

Apposite was established in 2006 and is headquartered in London, UK.

About HCML

<http://www.hcml.co.uk>

HCML is a leading service provider in rehabilitation and case management. HCML specialises in providing case management and treatment services, assisting injured and ill individuals to recover and return to work or their pre-injury condition.

HCML's service offering spans the personal injury, private medical insurance, and sickness absence segments, and also refers patients to treatment service providers. The Company is focused on delivering high quality services, delivered by specialist case managers, supported by innovative technology, to ensure best-in-class outcomes for service users.

The Company was established in 2003 and has become the UK's second largest provider of case management services. Today, HCML's 100+ employees support a 'blue-chip' customer base primarily consisting of large insurance companies, corporates and solicitors.

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