[⊕] Investec

Preview – Healthcare Clinics

Healthcare Clinics in the Netherlands

2025



Investec's Business Advisory

We provide unbiased advice to mid-market players, helping them to grow, finance and sell their businesses across the globe

360-degree services, client & solution-driven

M&A **Equity** Global Sector Teams **Advisory Debt**

Serving all players active on the mid-market



Entrepreneurs & Founders

Family Businesses

Corporates (Public & Private)

One of the most active market players in Europe...





... as well as globally

Transactions** in Europe, North America,

Asia & South Africa

>70% of projects is sell-side advice

300 +Investment bankers

We are where M&A happens



* Exclusive partnership with Regions Bank to in North America



- One of 15 largest US banks with a coverage of 1300 branch offices.
- Listed at the NYSE (\$25bn market cap)
- 100+ M&A professionals throughout the USA (incl. BlackArch Partners & Clearsight Advisors) plus debt advisory

^{**} Last 24 months (Europe including UK) as of 30 September 2024

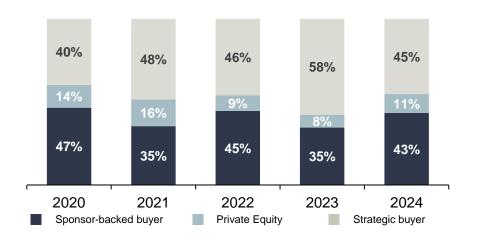
M&A in the Benelux Healthcare market

Despite macroeconomic uncertainty, interest in acquisitions by (international) players remains strong

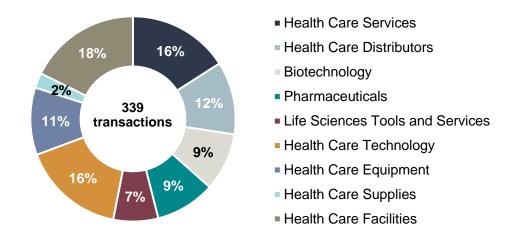
Overview

- · All graphs on this page include healthcare deals from 2020 up until 2024 in the Benelux. In total, over 300 transactions have been analyzed.
- When analyzing the transactions of Benelux targets, it shows that most transactions took place in the Healthcare Facilities market (18%), followed by Healthcare Services (16%) and Healthcare Technology (16%).
- 2024 and 2023 remained relatively slow, due to relatively high interest rates as a result of an uncertain economic environment, driven by a combination of geopolitical risks, slowing economic growth, persistent inflation, and interest rate hikes by the ECB. Additionally, in the years of and after COVID-19, there was an increase in the number of transactions.
- · Looking at Private Equity involvement in transactions, there have been some variations, including a surge in strategic buyer activity in 2023. Still, the overall trend has largely remained steady.

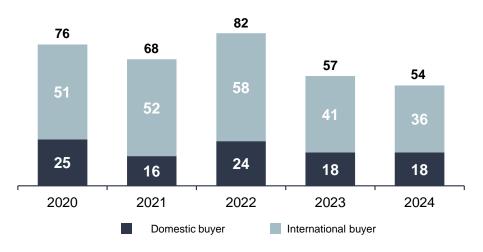
Type of buyer (in %) - Benelux market



Healthcare subsector transactions - Benelux market (2020 - 2024)



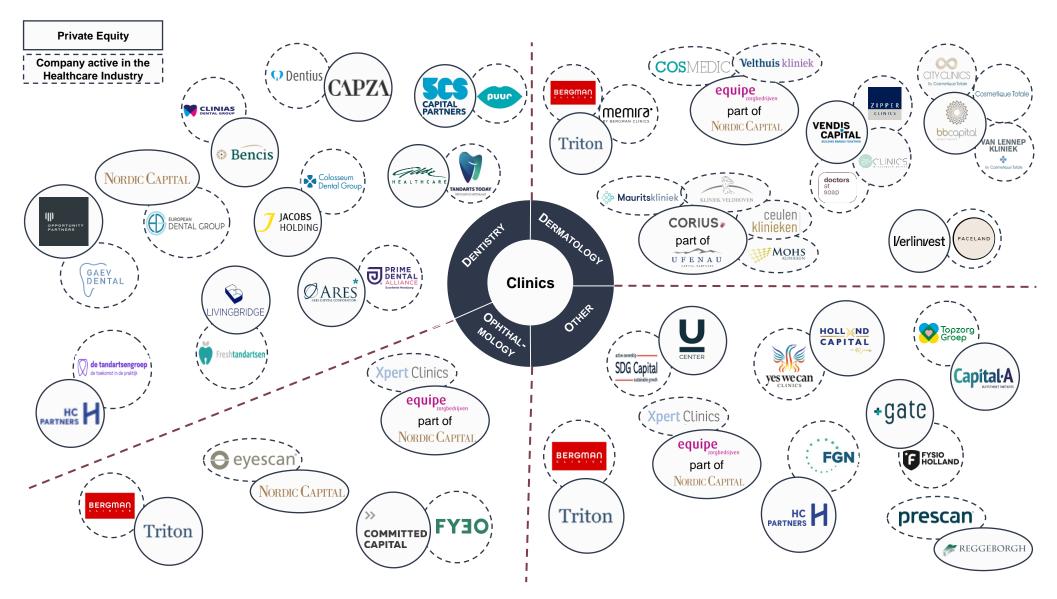
Number of international transactions – Benelux market



Source: S&P CapitallQ database. Please note that this database does not cover all acquisitions within the region (especially smaller clinics, which are not always included in the CapIQ database).

Dutch healthcare clinics receiving investments from Private Equity

Many Private Equity investors are currently active in the healthcare sector, acquiring clinics in various areas



^{*} Prime Dental Alliance's growth is facilitated by credit facilities provided by ARES Management Corporation

[†]Investec

Thank you

