

# PetskyPrunier

INVESTMENT BANKERS

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## Petsky Prunier and Altium Advise Ascribe on its Sale to EMIS Group

*Best-in-class Hospital-based Healthcare Information Technology Provider Combined with Leading Primary Care Software Company to Create an Integrated Technology Platform to Facilitate Higher Quality Delivery of Healthcare*

**September 17, 2013 (New York, NY and London, UK)** – Petsky Prunier and its European investment banking partner Altium are pleased to announce they have co-advised Ascribe Group Limited, a UK-based leading supplier of healthcare software and IT services, on its sale to EMIS Group plc (AIM: EMIS) for an initial consideration of £57.5m (approximately \$91 million), plus a deferred payment contingent on performance.



Headquartered in the UK, Ascribe is a clinically-focused provider of healthcare IT solutions. Ascribe's customers are National Health System (NHS) trusts and boards and NHS contractors, primarily in the secondary care market, with software largely deployed in hospitals and community care settings. More than 70% of NHS Trusts in the UK, as well as healthcare providers in Hong Kong, Malaysia, Australia, and New Zealand, use Ascribe solutions, which include e-prescribing, pharmacy, mental health, patient administration, and A&E systems. The company was founded in 1984 and was listed on AIM from 2004 to 2009, when it was taken private by its senior management with backing from ECI Partners.

EMIS Group supplies clinical software and related services to general practitioners (GPs) and other healthcare practitioners in the UK. The company's core activities include software development, software licensing and support, hardware support and maintenance services, hardware sales, third-party software sales, and training services. EMIS Group has more than 39 million patient records entrusted to its systems.

The acquisition is consistent with EMIS Group's strategy of providing integrated, cross-organizational healthcare systems and represents a rare

opportunity to acquire a significant market position in several areas strategically adjacent to, but not overlapping with, EMIS Group's core offerings.

Petsky Prunier and Altium acted together as financial advisors to the shareholders of Ascribe. The Petsky Prunier team was lead by managing director Christopher French, who leads the firm's healthcare practice, and managing director John Sternfield.

***"We have enjoyed a long partnership with the combined Altium and Petsky Prunier team and have found them to be extremely easy to work with. Their combination of a local senior team with extensive international reach has helped deliver an excellent process. We look forward to working as part of the EMIS Group towards delivering improved healthcare solutions for patients."***  
**Stephen Critchlow, CEO, Ascribe**

### *About Petsky Prunier LLC*

Petsky Prunier is one of the leading investment banks in the technology, media, marketing, eCommerce, and healthcare industries. Our firm's mergers and acquisitions and private placements advisory services reflect a unique blend of product specialization and industry expertise. Together with strategic consulting firm Winterberry Group, a Petsky Prunier company, our organization represents one of the largest industry-specific advisors providing strategic and transactional services. In addition, we offer international reach through our partnership with Altium. Established for more than 20 years and privately owned, Altium is an international investment bank operating from eight offices across Europe. Securities transactions are processed through Petsky Prunier Securities LLC.

### *About Altium*

Altium is a leading international financial advisory group, providing M&A and corporate finance advice to companies, private equity firms and entrepreneurs. A truly independent, 100% employee-owned company, Altium was established more than 25 years ago. Today, Altium operates a strong global network of 15 offices across Europe, Asia and the US and has established itself as a leader in mid-market transactions. The firm has strong expertise across various sectors, specially Internet & e-Commerce, TMT, Industrial & Capital Goods, Business Services, Consumer, Energy, and Healthcare. Altium is dedicated to finding tailored solutions for its clients through its network, profound expertise, service- and solution-oriented approach, and independent perspective.

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