

Health tech investor Clanwilliam Group expands into medical education with Obsidian

Following Clanwilliam Group's recent announcement of a €300m funding agreement, global clinical education provider Obsidian Healthcare Group – known across pharma, biotech and healthcare sectors – joins the fast-growing healthcare, technology and services organisation.

An organisation that educates tens of thousands of healthcare professionals across the globe each year on new innovations, drugs and clinical best practice has officially become part of the rapidly expanding Clanwilliam Group, it has been announced today.

Obsidian Healthcare Group works with clinical experts to design and deliver innovative educational programmes for pharma, biotech and healthcare organisations worldwide, as well as grant providers and medical societies.

These programmes have helped countless healthcare professionals to address clinical priorities, share best practice internationally and, ultimately, improve patient care and clinical outcomes. Obsidian Healthcare Group has now become the 17th business to join the fast-growing Clanwilliam Group since it started an ambitious mergers and acquisitions (M&A) strategy in 2014. Clanwilliam Group also confirmed in November that it had completed a €200m debt placement with asset management firm Alcentra, in order to refinance existing facilities and to finance near term acquisitions, with a further €100m of follow-on capital earmarked for future growth.

As part of Clanwilliam Group, Obsidian Healthcare Group will retain its identity and independence as it continues to support clients, grant providers and healthcare professionals.

Dr Wendy Mathias, founder and CEO of Obsidian Healthcare Group, said: "Becoming part of Clanwilliam Group marks a major step in expanding our ability to accomplish the educational goals of our clients and grant providers across the world. Obsidian has always been driven by our vision of doing things differently, and it was critical to me to find an investment partner who not only values our distinctive ethos, attitudes and commitment to quality, but also shares our passion for improving healthcare outcomes.

"We will remain focussed on delivering medical education based on scientific rigour, and at the same time enhancing our services by drawing on the digital technologies, expertise and resources of the wider Clanwilliam family. I will remain CEO of Obsidian and look forward to contributing to the connected health vision of Clanwilliam Group, helping to link technologies and innovations in the group with clinical and educational needs, as well as being the fulcrum of a new division for the company."

Obsidian operates globally via its two trading arms – Elements Communications and Connect2 CME – communicating scientific insights to healthcare professionals so that they can make better informed decisions on treatments and clinical practice.

Howard Beggs, CEO of Clanwilliam Group, said: "The long-standing success that Obsidian Healthcare Group has had across the world in helping to distil crucial information to healthcare professionals through high-impact education programmes, will be an invaluable asset to Clanwilliam Group.

"Not only do we expect to see new opportunities in new markets as a result of our investment in Obsidian, but the addition offers the potential to build our reputation as a trusted intermediary

between innovation, clinical need and patient outcomes, as we continue to expand our M&A ambitions.”

Clanwilliam Group has acquired a number of prominent organisations in recent months and years. In June, NHS technology provider Informatica Systems Limited, which helps GPs to predict when specific patients are at risk of developing chronic diseases and that allows planners to track disease progression across entire populations, was acquired by the group as part of its NHS division.

Other businesses within Clanwilliam Group include Clanwilliam Health, Analytical Medical Insight, Claimsure, Epic Solutions in Ireland, Toniq, MBS and Healthlink in New Zealand and Australia and Bluespier, Maxwell Stanley Consulting and Medisec Software in the UK.

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Notes to editors

About Clanwilliam Group

Clanwilliam Group, headquartered in Dublin, is an expanding healthcare, technology and services business with a unique M&A strategy. Our products and services are trusted by tens of thousands of users every day in private and public clinical settings across the UK and Ireland, Australia and New Zealand as well as other worldwide locations.

In November 2018, Clanwilliam Group announced a new €300m funding agreement. City of London-based, Foxford Advisors LLP, were Clanwilliam Group’s debt advisors for the transaction, providing assistance in approaching lenders and selecting Alcentra, structuring and execution. Clanwilliam Group was also advised by its lead counsel, Dechert LLP, London.

More details can be found at www.clanwilliamgroup.com

About Obsidian Healthcare Group

Obsidian Healthcare Group is a full service, global healthcare communications group that is proud to do things differently – providing exceptional healthcare communications and medical education with a more personal, service-orientated and ethical approach.

Its two firewalled divisions – Elements Communications and Connect2 CME – are both leaders in their respective fields, delivering collaboratively sponsored healthcare communications, and independent ‘arms-length’ medical education and continuing medical education (CME) programmes, respectively, across the globe.

More details can be found at www.obsidianhg.com

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