

HEALTHCARE TECHNOLOGY

SECTOR INSIGHTS



JANUARY 2026



COOPER PARRY
CORPORATE FINANCE

REACH

SECTOR INSIGHTS & DRIVERS



CP DEALS SUPPORT INNOVATORS AT THE FOREFRONT OF HEALTHTECH TO MAXIMISE VALUE

The **UK HealthTech market** is entering a structurally different phase of growth, following valuation resets and capital discipline between 2023–2025. Investment and **M&A activity are rebounding**, but capital is concentrated into fewer, higher-quality assets with clear clinical validation, regulatory readiness and a credible path to profitability.

Unlike earlier “growth-at-all-costs” cycles, buyers are now prioritising mission-critical software embedded into healthcare workflows, particularly where technology addresses cost pressure, workforce constraints and regulatory complexity. This shift is driving **renewed M&A interest** from strategic healthcare groups and private equity sponsors executing disciplined buy-and-build strategies.

Sector Drivers

Flight to Quality & Proven Assets

HealthTech M&A has become highly selective. Capital is flowing toward companies with demonstrated clinical adoption, revenue predictability and operational maturity, while sub-scale or unprofitable platforms increasingly face consolidation or distressed outcomes. This quality bias is shaping valuation and deal structures.

Regulatory Compulsion, Not Optional Adoption

SaMD frameworks, MDR/IVDR, AI governance and data protection requirements are acting as market “clearing mechanisms”. Platforms that are already compliant, or meaningfully reduce regulatory burden for customers, are being adopted faster and valued more highly than speculative or under-prepared solutions.

AI as an Efficiency Lever, Not a Feature

Buyers are differentiating between “AI-labelled” products and platforms where AI materially improves clinical throughput, workforce utilisation or cost base. AI embedded into diagnostics, triage, scheduling and revenue workflows is a primary driver of strategic and financial buyer interest.

Operational & Workforce Pressure in Care Delivery

Healthcare systems face structural staffing shortages and rising delivery costs. HealthTech that automates administration, clinical documentation, diagnostics reporting or financial workflows directly addresses unavoidable operational pain, making these platforms highly resilient and “must-own” assets.

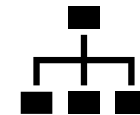
M&A-Led Platform Consolidation

Both strategics and PE sponsors are increasingly using M&A to build scaled HealthTech platforms rather than backing standalone point solutions. Software that can act as a core system or integrate cleanly into a broader platform strategy is advantaged in exit processes.

Company Value Drivers



Recurring, Visible Revenue with Low Churn



Embedded, Mission-Critical Workflow Use Cases



Regulatory & Clinical Validation



Data & AI Capability with Clear ROI

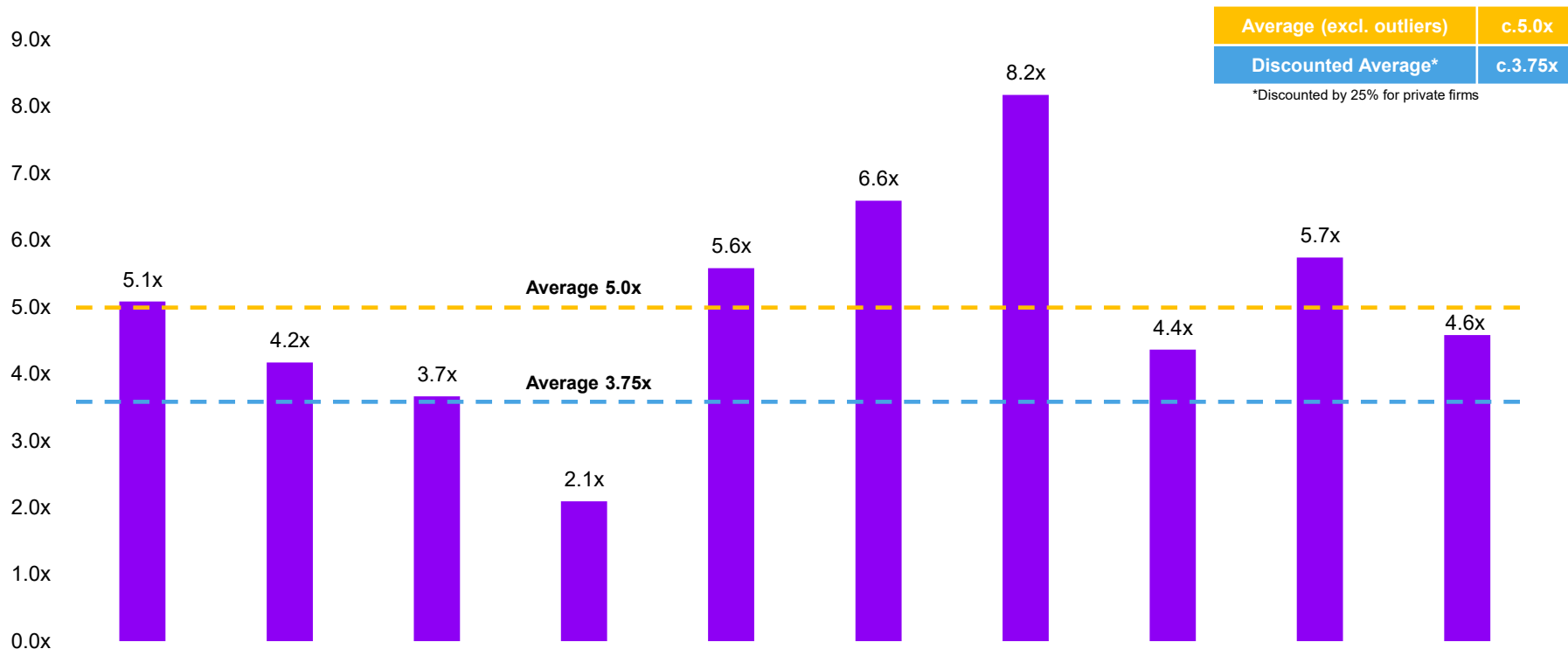


Platform Potential for Buy and Build & Cross-Sell

LISTED COMPARABLES



LISTED COMPANY EV/REVENUE MULTIPLES



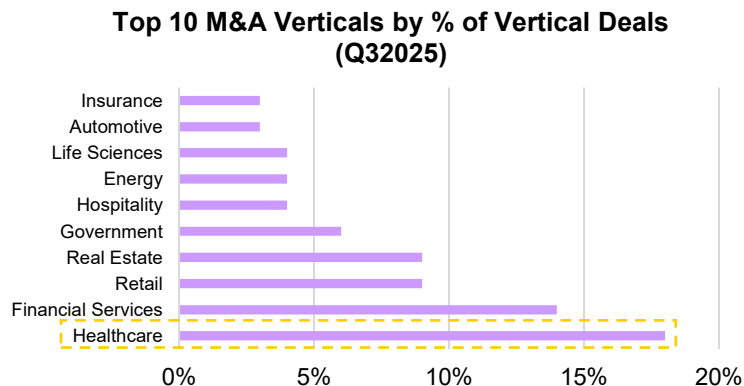
Company	CARASANT	the crane ware group	Diaceutics	GE Healthcare	hims & hers	Kneat	median	nordhealth	RaySearch	SOPHiA GENETICS
Description	SaaS Medical Records	Healthcare Software Solutions	Pharmaceutical Software Solution	Healthcare Software Solutions	Telehealth Platform	Pharmaceutical Software Solution	Oncology Software	Healthcare Software Solutions	Oncology Software	Healthcare Data Software
EV (£m)	136	611	126	31,843	5,514	212	166	191	603	249
Revenue (£m)	22	205	43	15,218	1,693	26	20	39	97	48
EBITDA (£m)	(2.8)	38	0.74	2,720	128	(3)	(19)	(-0.75)	23	(48)
EBITDA Margin (%)	(12.9%)	18.5%	1.72%	17.8%	7.6%	(11%)	(96%)	(1.91%)	24%	(99%)
Revenue Growth (%)	12.27%	8.66%	35.69%	4.33%	78.02%	43%	0.8%	24%	16.6%	4.49%

PRIVATE COMPANY – B2B SaaS

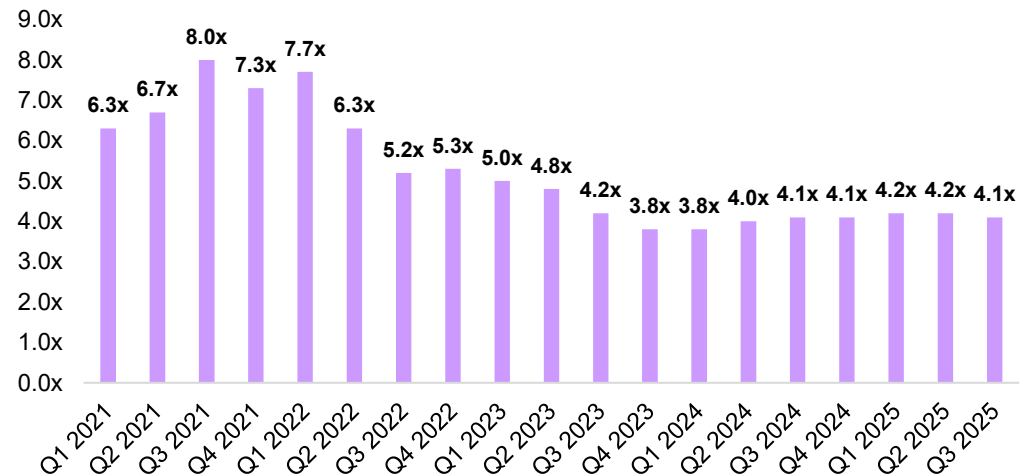


PRIVATE COMPANY EV/REVENUE MULTIPLES

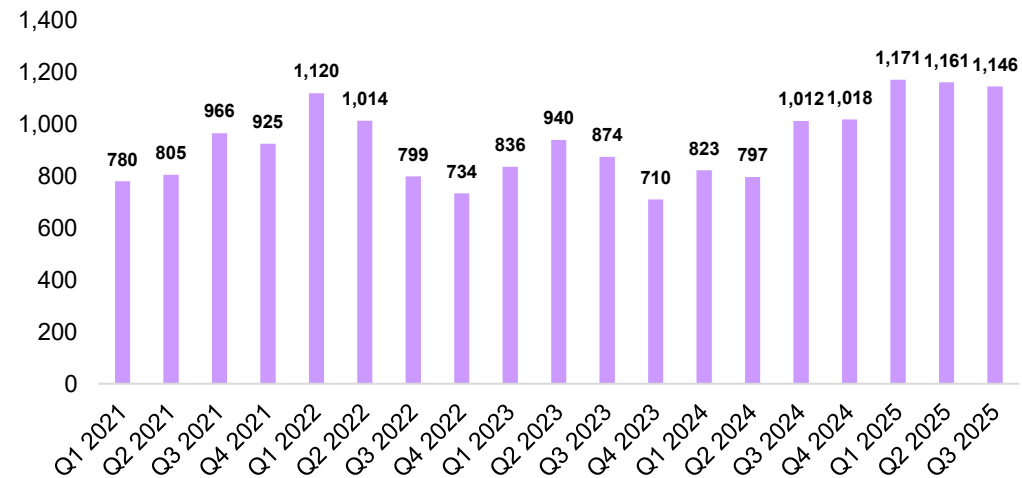
- Smaller, product-focussed acquisitions, especially by strategic buyers are becoming more common, contributing to a broader shift toward high-volume consolidation
- At the same time, interest rate hikes have levelled off, public markets have largely absorbed 2024's volatility and tariff-related market drawdowns have fully bounced back, and Private Equity firms are under pressure to deploy record levels of dry powder
- The surge in AI has also catalysed a new category of SaaS, adding both more targets and tailwinds to M&A volume
- Rather than a short-term spike, the rise in deal activity points to a more durable shift in M&A dynamics
- While some macro uncertainty remains, the data suggests there is a solid floor for volume and growing confidence among buyers moving forward



Software Industry Median Reported ARR Multiples - Quarterly



Software Industry M&A Deal Volume - Quarterly



COOPER PARRY CREDENTIALS



OUR RECENT EXPERIENCE ADVISING LEADING BUSINESSES



COMPANY NAME

NOURISH CARE SYSTEMS

DEAL TYPE

MBO

COUNTRY

UNITED KINGDOM

INVESTOR

LIVINGBRIDGE

COMPANY NAME

TRI.X

DEAL TYPE

COMPANY SALE

COUNTRY

UNITED KINGDOM

INVESTOR

ONETOUCH HEALTH

COMPANY NAME

ANTSER GROUP

DEAL TYPE

MBO

COUNTRY

UNITED KINGDOM

INVESTOR

YFM EQUITY PARTNERS

HEALTHCARE DEALS



TECHNOLOGY DEALS



COOPER PARRY CORPORATE FINANCE

TRUSTED ADVISORS TO TECHNOLOGY BUSINESSES

- **Award winning M&A advisers** to mid-market business owners, corporates & Private Equity investors
- Cooper Parry are a **long-established full service** financial advisory (CF, audit, tax, wealth) and **PE-backed business**
- Our M&A deals fall into range **£10m-£100m EV**
- **Team of 120 in Cooper Parry Deals** working nationally on transactions – lead advisory, transaction services, transaction tax, management advisory, debt advisory and legal
- Sector focus across **Technology, Healthcare & Business Services**
- **Core Technology focus:**
 - **B2B SaaS businesses £2m-£10m+ ARR**
 - **Profitable or break-even/clear path to profitability**

glassdoor rating
4.5 ★★★★★



NIALL CHANTRILL

PARTNER – CORPORATE FINANCE

niallc@cooperparry.com



Niall has been with Cooper Parry for 15 years and has spent all of that time working with privately owned companies and Private Equity clients operating across the mid-market. Niall has a strong focus on working with businesses and entrepreneurs in B2B software.

MATT HELLIS

MANAGER – CORPORATE FINANCE


matthewh@cooperparry.com



Matt works in the Corporate Finance Technology team at Cooper Parry, having trained in the firms' London Tech and High Growth team working with VC & PE backed clients in the B2B software space. Matt recently advised on the Sale of InfoSpectrum to Montagu-backed LLI, and the sale of TrustID to Citation.



**THAT'S THE END
BUT HOPEFULLY,
ONLY THE START
THANK YOU**

A light blue, hand-drawn signature or scribble is positioned below the main text, adding a personal touch to the message.

Important notice: This document has been prepared by Cooper Parry Advisory Limited ("Cooper Parry"). The information and, where relevant, opinions contained in this document have been compiled or arrived at by Cooper Parry from published sources which we believe to be reliable and accurate and in good faith but which, without further investigation, cannot be warranted as to the accuracy, completeness or correctness. All information and, where relevant, opinions and estimates contained in this document constitute Cooper Parry's judgment as at the date of this document and are subject to change without notice. The information in this document is supplied only on the condition that Cooper Parry, and any partner, member or employee of Cooper Parry is not liable for any error or inaccuracy contained herein, whether negligently caused or otherwise, or for any loss or damage suffered by any person due to such an error, omission or inaccuracy as a result of such supply. This document does not constitute or contain any recommendation by Cooper Parry.

COOPER PARRY
CORPORATE FINANCE

REACH