

For immediate release

Affentranger Associates SA advised on three healthcare services transactions in 2018

Zurich, January 24, 2019. With three successful transactions closed in healthcare services, Affentranger Associates further strengthened its expertise and track record in this sector.

In the ophthalmology segment, Affentranger Associates could successfully advise the owners of two high-quality ophthalmologic groups (comprising eye clinics and practices) which are active in Switzerland and leader in their respective regions. These two transactions illustrate and confirm the rapid consolidation trend this segment is currently experiencing, driven by the growing interest coming from financial investors and strategic players. In both cases, a tailored-made solution and a strong value-adding partnership with larger ophthalmologic groups active in the whole of German-speaking Europe could be established. Going forward, the objective of these partnerships is to further address the growing patient needs for eye treatments resulting from the combination of an ageing population and a high number of doctors about to retire. The respective new partners will further leverage the leading market position and reputation for high quality ophthalmologic treatments as well as consolidate the market in order to reach patients across Switzerland. In both transactions, the founders remain fully on board in the long run and will actively support the successful development and growth of their companies.

In the dermatology segment, Affentranger Associates advised a pan-European dermatology group on the acquisition of a long-established player in Zurich offering dermatological and minimally invasive aesthetic treatments. For the buyer, this transaction provides an entry point to the Swiss market and allows him to continue its buy-and-build strategy focused primarily at Switzerland and Germany. The doctor-owner secured a mid-term transition and its succession on the medical and leadership side.

Affentranger Associates acted as exclusive financial advisor in all three transactions. Based on an in-depth understanding of the healthcare services market, a unique knowledge of the relevant strategic and financial investors active in this segment, Affentranger Associates could establish partnerships matching the different goals of the respective founders. In all three cases, Affentranger Associates implemented very professional and efficient processes and led the entire transaction from initiation until closing. The transactions highlight Affentranger Associates' industry expertise in the healthcare space and know-how to implement entrepreneurial solutions.

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affentranger associates sa

Leading group of eye clinics / practices
in German-speaking Switzerland

SOLE FINANCIAL ADVISOR

partnership with

Swiss ophthalmology group active in
German-speaking Europe

strategic sell-side mandate from
transaction to closing



AUGENCENTRUM
ZYTGLOGGE



SOLE FINANCIAL ADVISOR

on sale to



strategic sell-side mandate from
transaction to closing



CORIUS

Gruppe

SOLE FINANCIAL ADVISOR

acquisition of

SanaSkin

ÄSTHETISCHE MEDIZIN | SEIT 1984 FÜR SIE DA

strategic buy-side mandate





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About Affentranger Associates SA

Incorporated in 2002, Affentranger Associates SA (aasa) is a business platform focused on the theme of value creation. As trusted advisor, aasa provides tailored entrepreneurial solutions based on unbiased and independent advice. aasa helps its clients analyze and understand major industry trends, evaluate strategic options and execute value creating corporate finance transactions. Together we shape strategic vision. Highest ethical standards and flawless execution are the cornerstones of the professional advisory work.

As principal investor, aasa has the ambition to achieve sustainable long-term returns by investing a combination of labor and capital in companies which are in a transition phase.

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