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KCP

KCP investment boosts domiciliary care provider Routes Healthcare



Growing domiciliary care business Routes Healthcare, which provides NHS-funded intensive home care, has received a substantial investment from private equity firm Key Capital Partners (KCP) which has a strong track record adding value to businesses in this sector, including experience with Nurse Plus and Hallam Medical. The investment is the first to be made following the launch of KCP's new £80m growth fund last November.

Routes Healthcare was established in 2005 by current managing director Andrew Healing. Over the last 11 years, the business has grown to encompass nine offices, serving public sector bodies, blue chip organisations, SMEs and private individuals. The business acts as a fully integrated, high acuity domiciliary care provider and is CQC registered. At the core of Routes Healthcare's success is a focus on quality of care, with the management team committed to delivering the best care possible.

The branch network, covering many parts of the North of England, is extensive and located within: Blackpool, Macclesfield, Cheadle, Liverpool, Preston, Rochdale, Salford, Stockport, Bradford, York, Settle, Newcastle and Tameside.

The KCP team which executed the deal was led by investment partners Mike Fell and Philip Duquenoy, assisted by investment manager James Excell. Mike will join the board of Routes Healthcare to provide strategic advice to the business.

Andrew Healing, managing director of Routes Healthcare, said: "With its proven experience in the healthcare industry, KCP was the ideal investment partner for us to assist with our continued growth. Excellence in all we do is the company's philosophy and the expertise of their senior advisers and the invaluable strategic advice they can bring to management teams were crucial factors in our decision. Maintaining excellence in the clinical care we deliver is imperative and we are already enjoying working closely with KCP to ensure this is managed safely as the business grows."

Mike Fell, investment partner at KCP's London office, comments: "Building on our deep sector expertise working with companies like Hallam Medical and Nurse Plus, this is a great opportunity to support what is already a very successful business, to reach the next stage of its development.

"Andrew has built a strong reputation for Routes Healthcare; it is trusted by Clinical Commissioning Groups for providing quality, personal service and value for money. Our investment will provide development capital to support the continued expansion of the network of branches both organically and through acquisition while ensuring that the business' ethos of 'always putting the patient first' remains central to all services."