

## News

16 December 2024

## Lonsdale Capital Partners backs two new healthcare buy-and-build platforms.

Lonsdale Capital Partners (“Lonsdale”) today announced its investment in two new healthcare buy-and-build platforms in the Homecare and Dental sectors.

Lonsdale is delighted to announce the establishment of Senior Home Care Group (SHCG), a buy-and-build and organic roll out platform focused on the UK private homecare market. Lonsdale are investing behind Darren Kennedy and Kelly Fox, who have extensive experience in the UK homecare space having led growth at some of the largest corporate groups in the sector.

SHCG will pursue an M&A growth strategy alongside an organic branch roll out, initially in the Home Counties and surrounding areas. Darren and Kelly have a number of organic strategic initiatives they will bring to market to deliver an innovative and differentiated patient centric homecare offering. In addition to facilitating SHCG’s ambitious roll-out plan, Lonsdale will assist with platform development, support investment in the group head office function, and will be active on the Company’s board.

Following on from the success of Today’s Dental, Lonsdale’s private focused UK dental corporate, Lonsdale has also invested in Total Dental Ireland (“TDI”), a newly established dental corporate in the Irish market. Lonsdale is backing CEO Steven Lynch who has significant experience in the Irish dental market over the last 15 years as the leading advisor to dentists and dental practice owners.

TDI will offer an attractive model to non-corporate-owned dentists through the centralisation of certain of their back office and administrative functions, as well offering the opportunity to participate in the future financial success of TDI as a whole. Steven brings with him a strong initial pipeline of acquisition targets from which TDI will look to quickly scale the platform.

Lonsdale, with its recent experience in successfully executing buy-and-build and roll-out strategies in the healthcare and business services sectors (through firms such as Today’s Dental and Infrata), is expertly positioned to assist both SHCG and TDI as they look to scale in the UK and Republic of Ireland. Ross Finegan and Stephen Beale from Lonsdale will join TDI’s board, and David Gasparro and Stephen Beale from Lonsdale will join SHCG’s Board.

**David Gasparro, Partner at Lonsdale, said:**

“We are delighted to announce our investment in another two healthcare platforms, and are very much looking forward to partnering with both businesses on their respective growth journeys. The long-term growth dynamics in both dental and homecare are highly attractive, and we strongly believe that we are backing the right teams to capitalise on this opportunity, in particular in the private space.”