



Helios Global Group, a leading full-service global healthcare communications provider, announces next stage of investment by Telemos Capital to support ambitious future growth

LONDON (10:00 GMT, 1 October 2024)

Helios Global Group (“Helios”) has today announced that it has agreed a new investment partnership with Telemos Capital (“Telemos”), a European mid-market private equity firm backed by family capital. The transaction marks the end of Helios’ successful investment period with NorthEdge, a leading regional lower mid-market private equity company, focused on the healthcare, technology and business services sectors.

Founded in 2015 and now with almost 300 employees across five office locations spanning the UK (Cheshire, Manchester, Oxford and Cambridge) and USA (Guilford, CT), Helios provides high-quality and impactful healthcare communications, as well as health economic and market access solutions following its acquisition of Cogentia in February this year.

Helios’ existing leadership team will continue to manage the business, expanding the client base and global operations while maintaining its core focus on sustainable organic growth. Telemos’ investment will support the group in its future ambitions expanding into new service lines, harnessing innovative technologies and continuing to scale its internal infrastructure to support its client base.

Andrew Minnock, CEO of Helios, said, “We’re incredibly excited about the next chapter for Helios. We chose Telemos as our next investment partner because of their flexible approach and agile decision-making capabilities, alongside their wish to assist strong management teams in building great companies for the long term.” Acknowledging Helios’ prior partnership with NorthEdge, Andrew added, “Our journey with private equity investment to date has been an incredibly positive and enabling experience. We would like to thank the NorthEdge team for their contribution to the growth and continued success of Helios over the past three and a half years.” Phil Frame, Partner at NorthEdge, commented, “We have thoroughly enjoyed supporting the Helios team since our investment in 2021. Since then, we have seen the business grow its national and international footprint, its team and the number of clients it services – it’s a great

example of a successful, regionally headquartered business that has global reach and a genuine impact on health outcomes. We look forward to watching the business continue to thrive with its new investment partner.”

Commenting on the news, Jacob Polny, CEO of Telemos, and Sami Kassam, Head of Healthcare at the company, stated, “Our investment in Helios confirms our approach of investing in high-performing, well-managed businesses with potential for sustainable growth through international expansion, strategically aligned add-on acquisitions and operational improvements. We have been following Helios’ journey for a number of years and are delighted to be working with Andrew and the team to support the continued success of the group.”

Completion is expected in October 2024 and is subject to customary approvals.

About Helios Global Group

Helios Global Group is a full-service healthcare communications group working with some of the world’s leading pharmaceutical and biotech clients. Supporting clients within the medical affairs, commercial and market access functions, the group provides strategic consultancy, medical and scientific communications, and commercialisation solutions. Helios added Cogentia, a health economics and market access company to the group in February 2024 to expand its service capabilities. Headquartered in Alderley Edge, Cheshire with further UK offices in Oxford, Manchester and Cambridge, alongside an expanding US base in Connecticut, Helios employs almost 300 healthcare communications and market access/HEOR professionals.

www.heliosglobalgroup.com

About NorthEdge

NorthEdge is a lower mid-market private equity firm headquartered in the North, owned and built by its senior team, supported by a global blue chip investor base. They have £900m AUM across four regionally focused funds.

With presence in Manchester, Birmingham and Leeds, the NorthEdge team has a 25-year track record of investing in businesses with ambitious management teams and significant growth potential.

NorthEdge looks to invest in like-minded businesses and management teams who have real ambition and the potential to shape global markets from the UK regions. They back management teams, in the technology, healthcare and business services sectors, who recognise the value of

having an experienced business partner alongside them, supporting them to build a better business.

<https://northedge.com/>

About Telemos Capital

Telemos Capital invests in private European businesses, with the aim of building great companies for the long term. Funded by family capital, it combines the flexibility and nimble decision making of a family office with the active ownership and professionalism of private equity.

Telemos seeks to acquire majority stakes in healthcare, business services and consumer businesses with the potential for sustainable growth through international expansion, add-on acquisitions and operational improvements. Other Telemos investments in the healthcare sector include Stingray, Sanoptis (exited in 2022) and MedEuropa (exited in 2024).

www.telemoscapital.com

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