



# Flexible options for *selling your practice*






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MEDIVET

ALWAYS THERE



We're looking for people like you, who own their own practice and who would like to explore the options available to them and their team. We're really flexible and can help you to plan your future, in your way.

Vets can join us as partners and keep an ownership stake in their practice or sell outright. Meanwhile, your Vet team can acquire equity in a partnership too.

Being **clinically-led**, our Vets have full autonomy and access to **state-of-the-art equipment** allowing them to offer a full spectrum of services.

All this makes Medivet the only **true partnership model** of its kind in the UK and Europe. By working in this way, we've grown into one of the UK's most trusted Veterinary brands and this is reflected in our growing client base.

**At Medivet we aim to deliver truly exceptional care to our clients and their pets, whenever they need it.**

# So you *own your own practice*

What are your options? We have a solution for everyone.

1

**You're looking for exit options - perhaps you're considering retirement or maybe a new career direction**

- ▶ Sell outright to Medivet
- ▶ Work for two years as a Lead Vet, during which time you can focus on ensuring a smooth transition for your team
- ▶ Reduce your admin burden and focus on your clinical work, your patients and your team
- ▶ Maybe your team aren't quite ready to take over the reins yet, but would like the option to become a partner in the practice one day - with Medivet they can do just that

2

**You're looking for exit options and one or two of your Vet team are excited to step up – but they aren't in a position to buy the practice from you**

- ▶ Medivet offers the best of both worlds
- ▶ Sell outright to Medivet for a very competitive price, opening the door for your Vets to buy in and partner, keeping ownership local
- ▶ We help them to find funding and support them on their journey into practice ownership
- ▶ We enable them to continue to grow and develop the practice creating a perfect partnership



3

**You want to take your practice to the next level; you've got big plans and great ideas, maybe you need time to bring them to life, a cash injection or guidance and support. Or considering your future exit strategy**

- ▶ Partner with us – Medivet's Branch Partnership is the industry's best kept secret
- ▶ All the benefits of owning and selling combined
- ▶ Release some hard-earned equity but continue to benefit from the success of your practice
- ▶ Potential for your team to partner with you or follow in your footsteps one day, keeping ownership local



4

**You're one of several vendors and you each have your own plans and timelines**

- ▶ Medivet can tailor the offering for each of your needs, by using a combination of our previous options one, two and three



*Talk to us –  
we're ready  
to be flexible*

Exceptional  
care that's  
*always there*



# How we work and why this makes us *different*

At Medivet we're first and foremost Vets. Like any Vet we strive to provide the highest level of care to our patients. Behind every practice is a successful business model that provides a range of benefits to its partners and makes us unique.



## **More freedom**

thanks to our **clinically-led model**



## **More flexibility**

offered by our unique **partnerships**



## **More possibilities**

through **connection** with other clinics



## More freedom because we're *clinically led*

Our clinically-led model means **greater clinical freedom** for our Vets and an exceptional level of care for patients.



### **Clinical Freedom**

Our Vets have complete freedom to look after their patients however they wish. Our community is built on trust and as a Lead Vet or Branch Partner we trust you to do the right thing. That means no individual clinical targets and no interference in clinical decision-making.

### **State-of-the-art equipment**

We make sure our clinics are well equipped to provide a great service to our clients and their pets. Our Veterinary teams have access to state-of-the-art facilities, including MRI and CT scanners, radioiodine units, and the use of our in-house laboratory testing service.

### **Having your say**

We're big believers in progressive evidence-based medicine. Our clinical committees regularly review and trial the latest developments in medications, treatments and equipment. Our Vets and Nurses have the opportunity to join these committees, depending on their interests and passions, and to share learnings across the wider group.

### **Top talent**

Many of our Vets are attracted to Medivet for our clinical excellence and well-equipped clinics. We encourage and support our Vets and Nurses to continue to develop clinically. This includes helping them study for certificates that develop their careers.



## More flexible because we're a *partnership*

Our true partnership model is the industry's best kept secret. It allows Vets in practice to have the flexibility of a locally run practice, whilst benefiting from the backing of a corporate group.

## Routes to partnership

Our partnership model offers you the flexibility to either sell outright and give your Vet team the chance to step up, or partner with us so you can have all the benefits of owning and selling combined.

### **Sell your practice but retain an equity stake.**

With partial ownership you can sell your practice to Medivet and keep a <50% stake. As long as Medivet have at least 50% the other 50% is available.

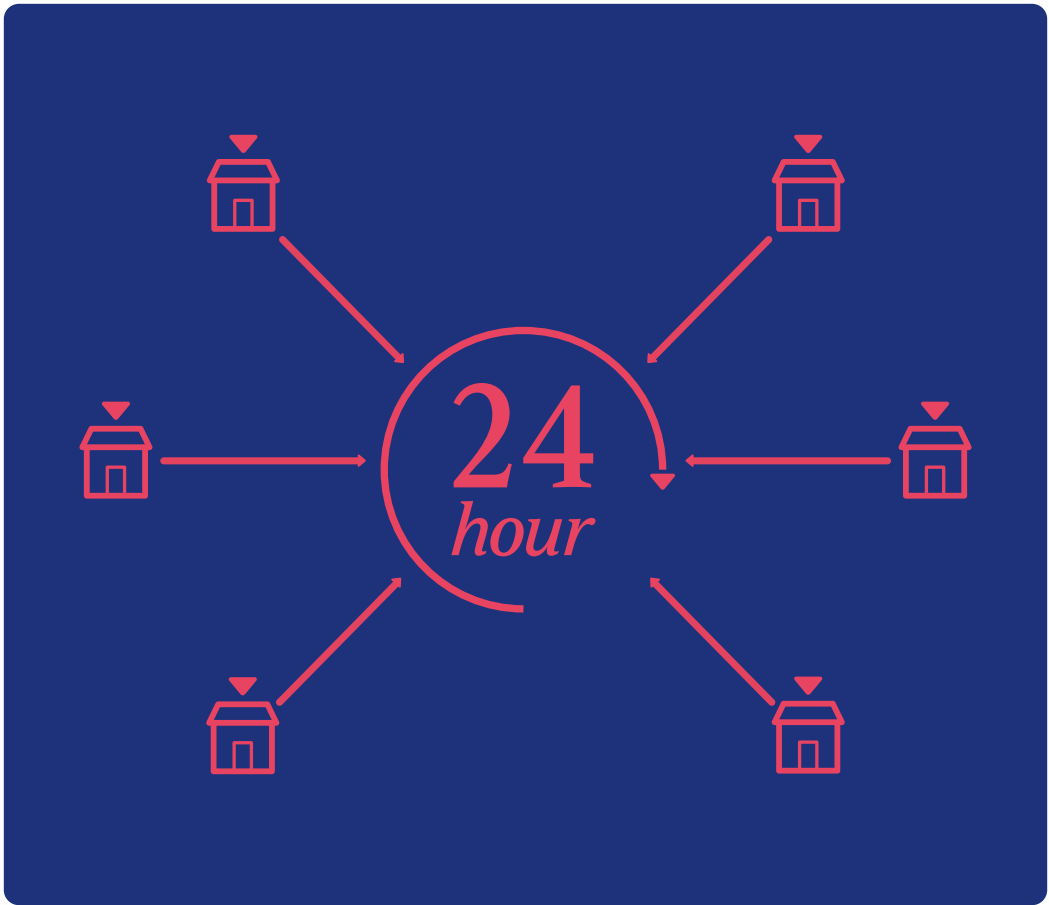
### **Your team can buy-in to partner with us.**

Your Vet team also have the option to become a partner, either at the point of sale or in the future, so ownership stays local.

## What's different about us?

Many UK Veterinary corporates retain full ownership of practices or operate franchise models. Not the case at Medivet, Vets can be true partners with a traditional profit-sharing arrangement and exit strategies available.

As a Branch Partner you retain full accountability and clinical autonomy, whilst being supported by Medivet central functions. This leaves you to do the work that's important – focusing on **your patients and your team.**



## More possibilities because we're *connected*

Medivet's hub-and-spoke model connects each region of clinics with a 24 hour hospital. This mutually beneficial relationship means our branches can work collaboratively, providing comprehensive treatment and continuity of care.



### **Collaborative working:**

Working this way means emergencies and referrals can be managed within a connected, collaborative, local Medivet community which efficiently shares equipment, skills, knowledge and resources.



### **Comprehensive care:**

All aspects of Veterinary care can be managed in-house, from consultations to advanced surgery and evidence-based diagnostics.



### **Continuity of patient care:**

24/7 hospitals with full access to medical records.  
The referring Vet remains the key point of contact for the client.



### **Skill sharing:**

This collaborative style of working means colleagues can rotate and train in the hospitals getting exposure to advanced treatments. This helps them to develop and progress their personal interests in specific areas of Veterinary medicine, which ultimately motivates them to stay with the practice.

Clinically-led management allows **more freedom** for Vets.

Access to a large **support network**.

There are many reasons for **joining the Med**

Popular **Graduate Development Programme** and support with recruitment.



Investment in practices means **growth and development** for your whole team.

any benefits to  
*divet* community.

Support Centre **helps remove the admin burden.**

Possibility to **release equity** without impacting your team.



# The *process*

## Stage 1



### **Explore your options**

Contact our Mergers and Acquisitions team for a discreet, no obligation chat – to really understand what being part of Medivet means and the opportunities it brings for you and your team.

## Stage 2



### **Protect your privacy**

We provide an NDA – to ensure everything is kept confidential and give you peace of mind.

## Stage 3



### **Tell us about you**

We provide you with a questionnaire to help us really understand your practice, your team and your ambitions, so we can shape our offer.

## Stage 4



### **Share your financial information**

Help us appreciate the journey your practice has been on and how it could perform in the future.

## Stage 5



### **Find out your valuation**

We consider all aspects of your practice to calculate a valuation. We talk you through our flexible options – outright sale or partnership for you and/or your team.

## Stage 6



### **Agree the deal**

We work with you to finalise the legal paperwork and support you through Due Diligence up to completion of sale (4-8 weeks).

## Stage 7



### **Complete the deal**

We guide you through telling your team and you'll have a dedicated integration team to support you through every step of the process.



# Is a partnership with Medivet right for *you* *and your team?*

The Medivet model has helped hundreds of Veterinary Surgeons to grow clinically and financially.

Read about how their decision to become a partner has meant an investment in themselves and their future.







“

I think the partnership model is probably Medivet's best kept secret. The partnership model is *the best of both worlds*. For me, it's without question the best thing I've ever done.

When my Dad sat down with other companies they were very much opening the laptop, looking at the spreadsheet and seeing where costs could be cut and revenue could be driven up. Whereas when he sat down with Medivet it was very much about taking care of people, taking care of pets, taking care of the staff - very much running the clinic the way we ran the clinic before the sale.

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**M**

**Andrew McVey MRCVS**  
**Branch Partner and Veterinary Surgeon**  
Medivet Orrell Park, Anfield and Mossley Hill





“

You receive the rewards of the work that you put into Branch Partnership. Whatever equity percentage you own, you get that percentage back out. I'm doing the Veterinary side of work for my percentage and Medivet are doing everything else for their percentage. It feels very equal.

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**M**

Emma Evans MRCVS Cert AVP BVSc  
**Branch Partner and Veterinary Surgeon**  
Medivet Sutton Farm Oteley Rd

Whether you're considering  
partnership or selling  
outright, remember,  
*we go at your pace*

*Get in touch, we'd love  
to hear from you*

Charlotte Jennings MRCVS  
Head of Acquisitions

**07535 127 039**

**[charlotte.jennings@medivet.co.uk](mailto:charlotte.jennings@medivet.co.uk)**

Jon Hall, Acquisitions Manager

**07961 839 871**

**[jon.hall@medivet.co.uk](mailto:jon.hall@medivet.co.uk)**

Sara Glentworth, Acquisitions Manager

**[sara.glentworth@medivet.co.uk](mailto:sara.glentworth@medivet.co.uk)**

For more information, visit

**[medivet.co.uk/selling-your-practice](https://medivet.co.uk/selling-your-practice)**





