

London, 16 March 2022

## Ciesco advises Cognite, a leading healthcare strategy and communications agency on investment from Vespa Capital

Specialist M&A advisory firm Ciesco has today announced the successful completion of its latest transaction, advising Cognite, a leading independent healthcare strategy and communications agency focused on highly specialist, innovative medicines, and technologies on the investment from Vespa Capital.

Ciesco was the exclusive sell-side advisor for Cognite and was selected based on its specialist sector expertise and a strong network of senior-level buyer and investor relationships including Private Equity firms, leading strategy consultants, advertising networks, financial, and trade buyers.

Founded in 2012, Cognite is an independent healthcare strategy and communications agency with a focus on rare diseases and specialist pharma. Cognite team is made of professionals specialising in complex, challenging medicine, including breakthrough oncology technologies and rare and ultra-rare diseases. Headquartered in London with a presence in Switzerland, Cognite occupies a rapidly growing space in the market – biotech and specialist pharma and offers leading insights into strategic positioning and optimisation throughout the product lifecycle. Cognite's focus on science, agility, responsiveness, and flexibility allows the company to maintain a successful positioning in the booming biotech space.

Cognite is entering a new growth phase with plans to expand across Europe, the US and Asia, and to strengthen its position as a leading healthcare communication agency for the world's leading pharma and biotech brands.

In this process, the Cognite team were looking to find a partner with shared values, culture, passion and knowledge of the (bio)pharmaceuticals industry and the right experience and capabilities to help Cognite get to the next stage of its growth. After successfully taking the business to market, we received strong interest from a host of leading UK mid-market private equity houses. Amid a highly competitive process, Vespa was selected as the partner for Cognite. In Vespa Capital, Ciesco and Cognite identified the financial heft, industry expertise and cultural synergy to take Cognite to the next level.

Cognite will continue to be run by the existing leadership team of Lee Hurley and Sean Cush with ongoing involvement from Mike Young.

Lee Hurley, CEO of Cognite stated: "Right from the outset of the process, we knew that Ciesco were the best advisors to help us navigate this transaction. From Day 1 through to deal completion, the Ciesco team provided us with an outstanding level of service, support and solutions focus, resulting in an impressive range of potential deal options and delivering an excellent result. They showed genuine sector understanding throughout and were able to instantly identify the key properties and values of the business. It was great to see the interest in our business, and in Vespa Capital, we found the partner we need to complement our expertise and culture as we scale up."

Chris Sahota, CEO, and founder of Ciesco, said: "We are proud to have worked with Cognite and Vespa Capital to facilitate this investment. This partnership with Vespa Capital will enable Cognite to supercharge its current growth rate within its existing locations as well as in new markets overseas. I am confident that this partnership can deliver sustainable growth that can help to expand Cognite's global presence. This is a great outcome for Cognite's management team, employees, and clients."

Chris added: "We are seeing increasing interest for businesses providing technology and services for the specialist biopharmaceuticals space. This is supported by buyer appetite for Cognite that we witnessed during this process."

The transaction delivers a bespoke recapitalisation solution to the Cognite founders and senior management team, with Lee Hurley (CEO), Sean Cush (Chief Business Officer) and Mike Young (Non-executive Director) reinvesting a significant portion of their proceeds alongside Vespa Capital.

\*\*\*

**About Ciesco** – [www.ciesco.com](http://www.ciesco.com)

Ciesco is a leading specialist M&A firm with a focus on the technology, digital, media, and healthcare sectors. Headquartered in London, Ciesco operates globally offering a unique combination at the partnership level of senior industry practitioners and sector specialist investment bankers. This enables an extensive network of contacts and strong relationships that reach organisations worldwide at C-suite sponsor levels. Ciesco is well regarded in the market for its specialist advice derived from the deep understanding of the sector, industry and buyer landscape insights, and execution expertise.

**About Cognite** – <https://cognite.co/>

Founded in 2012, Cognite is a leading, independent healthcare strategy and communication agency. Based in London and Zug, the agency is committed to bringing science to life in the new and fast-changing biosciences world in which their clients seek to deliver life-changing medicines and technology. They collaborate with global, regional, and local teams to address a breadth of internal and external audiences. This extends also to a considerable number of therapeutic areas and many different types of biotech and pharma brands, including those which are specialist and highly specialised.

**About Vespa Capital** – <https://www.vespacapital.com/>

Vespa Capital is a well-established independent private equity investment firm, founded by experienced industry practitioners, with a focus on supporting MBOs and private company recapitalisations. The investment partners have long-standing, wide-ranging and international experience with a common heritage that brings a rich level of support to ambitious founders and management teams in the lower mid-market. Vespa Capital has a strong track record of partnering with differentiated, niche and quality leading B2B technology and services businesses enabling management teams to achieve their growth objectives.

\*\*\*

**Press Release Enquiries**

For enquiries, please contact the Ciesco deal team on this transaction:

**Chris Sahota**

Founder and CEO

[chris.sahota@ciesco.com](mailto:chris.sahota@ciesco.com)**Aika Kussimova**

Associate Director

[aika.kussimova@ciesco.com](mailto:aika.kussimova@ciesco.com)**Rohan Sharma**

Analyst

[rohan.sharma@ciesco.com](mailto:rohan.sharma@ciesco.com)