



Press release

Extens completes a strategic merger to create Amblea

Ambler and Sanilea join forces to become a 'mission-led company' and sustainably improve access to care by optimizing the patient journey

Paris, 27 June 2023 - Extens, the investment fund specialising in healthcare software and data, supports Sanilea in its merger with Ambler to create the leading digital platform to manage and optimize medical transportation.

The merger will represent a crucial step to reach the critical size required to successfully carry out its project to optimize transportation on a regional scale. Indeed, the new company will operate with close to 900 healthcare institutions and 6,000 medical transportation companies.

Previously competing against each other, the two challengers in medical transportation have developed complementary features, making this merger an obvious outcome.

- On the one hand, Sanilea, a pioneer and expert in medical transportation, stood out in the public sector as the only platform to win a regional tender offer.
- On the other, Ambler, a young challenger, outpaced the competition by winning key contracts with private hospital groups with the development of highly innovative features for its platform (management of shortages, order optimization, etc.).

In 2024, this merger will give rise to a single service and a new brand: Amblea

"In the long run, the merger of Ambler and Sanilea aims to create a single application combining the strengths of each to offer an optimized service for all users," explains **Thomas Bournac**, Chairman of **Amblea**. *"From September onwards, the teams will meet to define the next steps in the joint project."*

At a time when the hospital sector is under extreme pressure and in the face of a tight budgetary situation for medical transporters, the new group is transforming into a 'Mission-led Company'¹ to make its contribution to the cause. The entity's new raison d'être: "to contribute to the efficiency of the care pathway and the sustainability of the healthcare system, in the face of economic and climatic challenges, by optimizing patient transportation."

¹ Introduced in France in 2019 under the Pacte Law, a 'Mission-led Company' ('société à mission' in French) must define its "raison d'être" and one or more social, societal, or environmental objectives beyond profit. The objectives are aligned with the purpose and set out in its by-laws.

Amblea's mission:

- Taking care of patients by finding a transporter available in all circumstances.
- Giving time back to caregivers by relieving them of the burden of finding transporters.
- Supporting medical transportation SMEs, enabling them to drive less and better.
- Ensuring the long-term viability of the healthcare system by contributing to lower spending.
- Respecting the environment by transporting more patients while driving less.

"As Sanilea celebrates its 10th anniversary, this merger brings together experience and innovation. " explains **Alban Douady**, Analyst at **Extens**, a reference shareholder in the new group. *"Sanilea provides its functional depth and expertise to the organization of medical transportation, while Ambler adds its technology and optimization know-how. This alliance will enable the group to achieve the critical mass required to accelerate digitalization in this demanding market."*

In addition, this union is an opportunity for the new company to reposition itself strategically, in order to meet the demands of medical transportation companies and their federations.

"We want to make a clean break with our image as an intermediary, and move forward in line with medical transportation companies," adds **Thomas Bournac**.

"Beyond the merger, Amblea is rooted in the word "Asamblea" which means assembly. It embodies our desire to unite the actors of the medical transportation sector and the public authorities around a common objective: ensuring the sustainability of our healthcare system. We look forward to writing this new page with the Sanilea teams," concludes **Thomas Bournac**.

About Amblea

Announced in June 2023, the merger of Sanilea (based in Limoges, founded in 2013) and Ambler (Paris, 2018) will lead to a new company that will equip 30% of French hospitals, representing close to 900 healthcare institutions and 6,000 medical transportation companies. The entity will become a 'Mission-led Company' aiming at improving access to care by optimizing the patient journey.



Extens, is France's leading digital health investment fund. Extens acts as a growth investor, mainly in France and Western Europe, by injecting up to EUR 15 million into SMEs that generate over EUR 3 million in revenue and are EBITDA positive. The team consists of 13 professionals from the private equity and healthcare industries. Thanks to its in-depth expertise in the digital health ecosystem, Extens aims to turn today's players into tomorrow's champions, by improving their value-creation potential in the interest of the companies, their teams, their shareholders, and the healthcare system. To date, Extens has invested in 22 companies, including Enovacom, a publisher of interoperability software; Kayentis, software for collecting and analysing patient data for clinical trials; Teranga, a publisher of a business platform for the medico-social sector; Sofia Développement, a publisher of management solutions for the liberal paramedical professions and care centres.

For more information, please visit: <https://www.extens.eu>

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