

Mark Ian Adams

Mark Adams is highly respected within the International Healthcare sector, renowned for his passion for innovation, quality and excellence. A highly successful, naturally motivated Chief Executive Officer with a proven and consistent career in business development, strategic planning and team development. Outstanding communication and presentation skills, combined with clarity of vision and perception. Highly experienced in creating, leading and motivating 'results orientated' management teams.



Career History

01.09.2017- To date **CEO of Community Integrated Care (UK)**

CEO of a 6000 people strong Charity which looks after 3500 people through 430 centers of care across the UK. Specializing in Dementia, Learning Disabilities and Spinal and Brain Injury Support.

01.02.2018- To date **Founder and Chairman of The Healthcare Network (UAE)**

Executive Chairman of a pioneering and innovative Healthcare Group across the UAE allowing independent clinics and hospital operators to come together as a virtual network and avoid the external pressures of competition and isolation felt by many smaller entrepreneurs. This is achieved with their own network, purchasing power, world class leadership team and mid-term exit strategy. THN provides umbrella support services to clinics and small hospitals to help them to prosper in a consolidating and increasingly branded marketplace.

01.04.2016- 31.03.2018 **Chairman of Lumina Advisers (UAE)**

Executive Chairman to a new boutique and M&A business in the UAE.

01.01.2012- 31.07.2017 **Founder and CEO of Anglo Arabian Healthcare (UAE)**

An integrated network of 21 clinics, 8 diagnostic centres, 2 hospitals and 7 pharmacies across the UAE, set up through an initial private equity investment of \$100m and the acquisition of 3 established family owned healthcare businesses at 5x EBITDA. Turnover \$130m

Key achievements:

- Created a 3 phase strategy to establish this new healthcare organisation from zero base, and secured investment for phase 2 of a further \$63m
- In 2015 introduced IVF and reproductive medicine into the companies repertoire to meet market need
- Currently opening a specialist women's care centre, an oncology unit and planning a new hospital in Dubai
- Initiated the launch of home care, occupational healthcare (through a joint venture with AXA), mobile health screening and diagnostics
- Recruited 160 new doctors in 18 months
- Now going through a phased sale over the next 24 months

2009- 2012 **CEO of Gulf Healthcare International (UAE)**

Incorporating Medsol Diagnostics, Occupational Health International, Amber and Adara Clinics Brands, Dubai, Kuwait and KSA

Key achievements:

- Led a recapitalization of AED 100m and brought JP Morgan in as new strategic investors
- Grew operating units from 18 to 26 in three years
- Launched three new brands and built partnerships with International providers to strengthen regional position
- Improved revenue from AED 100m to 250m and EBITDA from AED 20m to 47m (projected 2012)

2008- 2009

Advisor to Enaya Healthcare (UAE)

- Nine month project to study healthcare opportunities for Ithmar Capital in the GCC region

2007-2008

CEO of Virgin Healthcare (UK)

Market Entry strategy for the 'Virgin Group' to enter Healthcare in the UK. A 100% division of Virgin Group

Key achievements:

- Following initial work in partnership with Netcare, led the building of a senior team, development of the Virgin Healthcare brand and the launch of a public/private "Polyclinic" Primary Care model. Established the business opportunity with Assura.
- Led, developed and presented the 26 event road show launching Virgin Healthcare to 3,000 General Practitioners nationwide throughout the UK

2005-2008

CEO of Netcare Healthcare Ltd (UK)

General Healthcare Group, BMI Hospitals, Amicus Healthcare, InHealth London, NetDoc Medical Services

Key achievements:

- Managed the £2.6bn acquisition of the BMI Hospital Group (47 hospitals)
- Achieved circa £700m new NHS business
- Obtained Board approval for ongoing investment to support the tendering process and mobilisation of new contracts
- Worked with Virgin to explore new Primary Care joint venture
- Founding member and spokesman for NHS Partners Network

2003- 2008

Mark Adams Consulting Ltd (UK)

Key achievements:

- 2004 -2005: PruHealth
Advised and implemented Prudential's successful entry into the Healthcare market and became Senior Non-Executive Director. JV between Prudential UK and Discovery Healthcare SA
- 2003 -2007: Complete Case Management
Introduced by the VC group 'Sovereign Private Equity' as Chairman of a spinal injury & ABI care business. Sold to Claimar in December 2007 for £33m sterling
- 2007-2008: Non-Executive, Premier Medical Group
Great business founded and led by Dr Harry Brunjes providing medical reporting for the Insurance industry, a non- executive role curtailed by the move to Dubai. Sold in May 2010 to Capita for \$80m

2001- 2004

CEO of Corporate Services Group, Luton (UK)

2003-2004, CEO of (UK and USA) Medical and General Staffing

2001- 2003, CEO of Medacs and Blue Arrow (UK)

Turnaround of London listed PLC, four fold increase in share price in three years

Key achievements:

- Renegotiated £60m bond debt and led two rights issues as part of restructured banking and balance sheet
- Negotiated partnership with British Olympic Association to run the Olympic and Paralympics Employment Network Program
- Restructured UK and American operations closing 60 branches across the group and reducing costs by \$25m
- Developed CSR policy, including introduction of diversity product portfolio as key differentiator

1994- 2001

CEO of PPP Healthcare- (now AXA PPP Healthcare UK)

1994-1998, MD of Denplan Limited

Led both the market leading dental group Denplan before being asked to lead the parent company and market number two, PPP Healthcare in 1998

Key achievements:

- Annual turnover of £900m with 3.5m members and 2,500 employees
- Helped to transition a 60 year old 'Mutual' into Guardian Royal Exchange and then AXA
- Business growth from £6m losses in 1999 to £45m profit in 2001
- Launched AXA PPP Hearts and Minds campaign to support local community needs
- Won financial services industry customer satisfaction award in 2000
- Spearheaded new product launches and outsourced back office to India (700fte)
- Sold £70m hospital chain to HCA and purchased 'BUPA' Dental
- Merged and unified AXA PPP & Guardian Royal Exchange systems, policies and customers

1989-1994

Founder and MD of Longden & Cook Group (UK)

Medical and Dental management consulting company

Key achievements:

- Successfully sold business to Denplan for £1m sterling
- Built business from zero base
- Established in partnership with BDA, inaugural independent dental conferences
- Trained fund holder practices in first phase NHS reform

1981-1989

Partner at Medical Management Group (UK)

Medical Money Management

Key achievements:

- Developed career through to Branch Manager and Partner
- Worked with family practitioner committees to assist GPs on cost/notional rent reimbursement for their practices
- Seconded as advisor to Trafford FPC (NHS)

Past Responsibilities in the UK

- Trustee of Common Purpose International, 2003-2007
- Trustee of Common Purpose UK, 2007-2008
- Non-Executive Director and Chairman of Judges - British Quality Foundation, 2001-2008
- Trustee of David Lewis Hospital (Manchester based hospital for children with Epilepsy), 1998-2008
- Board member of London NSPCC, 2000-2006
- Chairman of Recruitment Employer's Confederation, 2003-2004

Education

Ellesmere College and Manchester Business School

Interests

A family man, keen golfer and loyal supporter of Everton FC