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## **GRP Announces the Acquisition of Independent Healthcare (UK) Ltd (IHUK) and Paul Ganjou**

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Premier Choice Healthcare (PCH), the health insurance intermediary owned by GRP, has announced two further acquisitions; Independent Healthcare (UK) Ltd (IHUK) and Paul Ganjou.

Both IHUK and Paul Ganjou, based in the London area, distribute private medical insurance to SMEs and consumers, and the deals see PCH buying the client portfolios, bringing clients under direct control and strengthening PCH's customer footprint.

According to PCH MD Stephen Hough, these acquisitions continue the strong deal momentum built up since PCH became GRP's health and employee benefits hub in 2020.

"These are the seventh and eighth healthcare transactions completed in last two years. We have an appetite to continue to grow inorganically as well as organically in the health insurance sector, where there is significant further headroom for consolidation."

Stephen Hough said that IHUK vendors Siraj Kalaria and Alex Alton will remain with the business, Siraj as a member of the PCH team while Alex will be in an ambassadorial role. Paul Ganjou will also become a PCH brand ambassador following completion.

Siraj Kalaria said: "PCH has been a valuable partner for our business during the past 14 years, helping us to build a high quality and loyal client base. Our clients will be in extremely good hands with PCH."

Paul Ganjou added: "PCH will prove to be superb custodians for my client portfolio and I look forward to continuing to support them in my new ambassador role."

Stephen Hough concluded: "Many owner managers in the sector are approaching retirement and are inevitably thinking about the future for their clients, as well as looking to create value for themselves from their life's work."

"We have a wide number of solutions for vendors in this position, and we are keen to hear from them as they weigh up their future options."