

PRIVATE EQUITY WEEKLY - MAY 17, 2023[CONTACT US](#) | [SHARE](#) | [VIEW FULL VERSION](#)

Hello, PE Weekly readers. Jon Hammack, head of healthcare at investment bank Solomon Partners, told The Deal that from the start of 2023 to the present, “there’s a noticeable change in people’s willingness to consider bringing assets out.” Hammack said he expects things to pick up from now until yearend.

For companies that are generally ready to go to market and are looking at the environment, Hammack said it comes down to two things: is there buyer appetite and is there lending? “I think the answer to both of those now is yes,” he said.

Given that many are projecting a pickup in deal activity in the second half of the year, he said that anecdotally, “we’re hearing that some people are deciding to pull their timing forward a little bit and go [to market] earlier.” The thinking by these people, he said, is that “If the lending market is there and we’re ready, what are we waiting for? Why wait until post-Labor Day when we’re hearing there’s going to be a lot of businesses in the market?”

Indeed, outside the healthcare sector, my colleague Tom Terrarosa **recently reported** that **Altamont Capital** was braving a quiet market to relaunch a process for its fumigation chemicals business **Douglas Products** in an attempt to beat a second half rush to market.

Elsewhere in the deal world, Nikitha Sattiraju delves into the consumer contract manufacturing space, which has attracted investors such as Sole Source Capital, Lee Equity and Halifax Group, while Crestview Partners partner head of media strategy Brian Cassidy talks about the private equity firm’s investment in talent agency The Gersh Agency in an interview with Chris Nolter. We’ve also got a roundup of recent healthcare deals, check out our Middle Market Digest below!

—*Armie Margaret Lee, healthcare reporter*