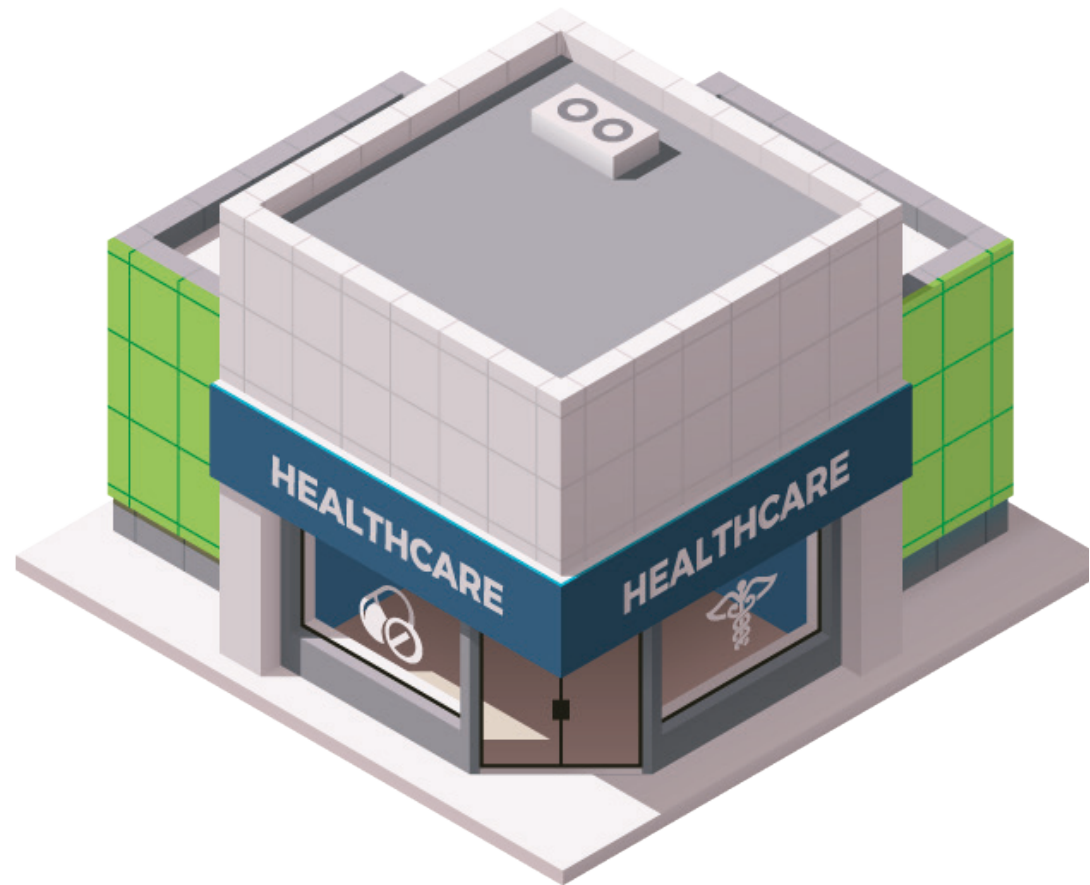


# GLOBAL HEALTHCARE PROPERTY REPORT UK EDITION

AUTUMN/WINTER 2019



 **REDWOODS**  
DOWLING KERR

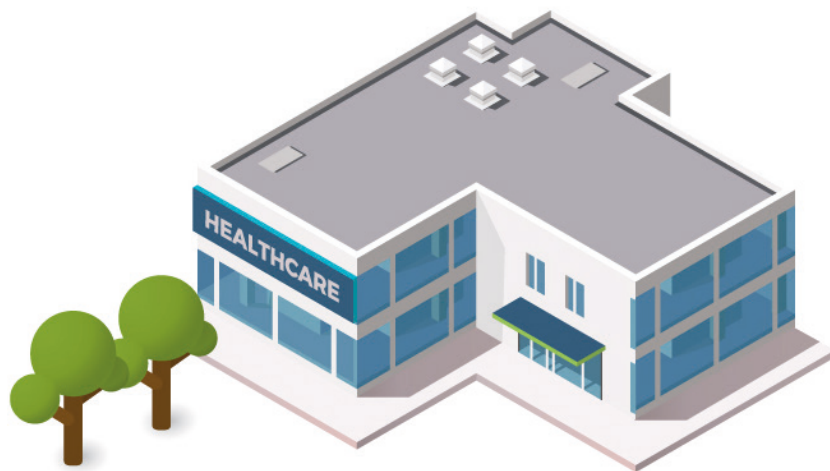
THE COMPLETE HEALTHCARE BROKER

# UK OVERVIEW



by PAUL J MILLER  
Chief Executive Officer

## Active deals market despite a cloudy economic climate



## 2019 HEALTHCARE PROPERTY SECTOR UPDATE

Against a backdrop of continued political and economic uncertainty it is pleasing to note that demand for UK healthcare opportunities is strong and is growing. Indeed 2019 has seen increased activity levels in the market and Redwoods Dowling Kerr has completed a significant number of deals throughout the UK. Demand and appetite is prevalent for all types of care with a particular bias towards specialist care. The market overall demonstrates the resilient strength of the sector in times where it would not be unusual for deal making activities to be placed on hold. It also demonstrates the magnitude of the opportunities which exist within the UK given the ageing demographic of the population and the increasing need for quality care provision.

Redwoods Dowling Kerr welcome the recent announcement from the new Prime Minister, Boris Johnson, that he intends to “fix the crisis in social care once and for all”. It is fantastic to see such desire but concerning that the words spoken were not backed up with a robust plan of action. Indeed it is startling to see that adult social care funding is still £700m per annum below the levels received in 2010-11. Whilst we are not sure the PM fully understands the scale of the issues and the funding gap, if Boris does manage to deliver a plan to “fix the crisis” then this will represent significant opportunity for the private sector. One thing that is certain is that these issues will not go away and thankfully their profile is being raised.

Earlier in the year I commented on the funding market and my expectation that the challenger banks would increase

**67%**  
of Care Home  
SOLD are Freehold

Average time taken  
to sell a Care Facility  
has reduced by  
**1 month**  
compared to last  
year

**22%**  
increase in  
businesses brought  
to market

SOLD

## Hollin Bank House

Accrington

### **Redwoods Dowling Kerr sells renowned care home situated in Accrington**

Specialising in providing care for the elderly, Accrington's Hollin Bank House delivered attentive, first class care to its 14 residents, with their meticulous standards being recognised upon the homes most recent CQC inspection, having been awarded a "Good" accreditation.

With the vendor wanting to pursue other business interests, once on the market with Redwoods Dowling Kerr Hollin Bank House received a great amount of interest, with 7 offers being made on the back of 13 viewings. Boasting 15 years in the healthcare sector as a doctor, the successful bidder and new proprietor of the home, Dr Ehab Hamisha, a first time buyer, hopes to increase the capacity of his new business, being attracted to the opportunity because of the growing nature of the industry.

### **Detailing their sincere thanks for selling their business, Vendor Mr K Khan said;**

*"We would like to express our thanks and appreciation to Redwoods Dowling Kerr for all their help and support. If it was not for your constant support and co-ordination, we would have struggled to complete the sale of our care home."*

*"Asif Musa did a fantastic job in finding us a reputable buyer and pushing the sale to a successful completion. Asif continued to liaise throughout the completion process with all parties to the sale ensuring a successful outcome."*

*"Your representation of our interests as the brokers of the business proved invaluable to us and we would have no hesitation in recommending Redwoods Dowling Kerr to any other prospective client."*

their underwriting capabilities to secure a larger share of the lending market and it is pleasing to observe this take effect. Out of our September completions, three deals were funded via "challenger banks". The increase in activity by the new entrant lenders will be extremely positive for the Healthcare Deal market as it significantly increases the range of financial products and suppliers available to assist in enabling buyers to complete their acquisition strategies.

At the time of writing, and as we approach yet another "Brexit Deadline," we are yet to see any negative impact caused by the government's indecision in resolving this position. It is undoubtedly the case that the economic uncertainty has caused some UK based operators to delay their expansion plans, however the increase in international buyers seeking to acquire UK assets has assisted in balancing out any negativity. In fact, a recent press release in Healthcare Business commented that 2019 has seen

the highest M&A activity since 2016 in the Healthcare services sector. This increase in activity has been partly due to interest from overseas buyers who are looking to take advantage of the weak sterling position and acquire high quality UK assets.

Redwoods Dowling Kerr are looking forward to closing out 2019 with a number of significant deals which are currently in our pipeline and are anticipated to complete prior to the year end.

As we look ahead to 2020 we expect the demand for good quality elderly care homes to continue to be strong with increasing focus on specialist care facilities for both children and adults with the homecare sector continuing to consolidate.

## **2019 HAS SEEN THE HIGHEST M&A ACTIVITY SINCE 2016 IN THE HEALTHCARE SERVICES SECTOR**

# DEMAND RISING FOR UK HEALTHCARE OPPORTUNITIES IN 2019



by **ANDREW K STEEN**  
Sales and Marketing Director

**There has never been a better time for international investors seeking high quality UK healthcare assets**



## HIGH LEVELS OF DEMAND

At the start of the year many sector commentators were talking down the expected activity levels for deal making in 2019. A combination of Brexit discussion and economic uncertainty were behind the thinking that confidence levels would be damaged and as a result expansion plans put on hold pending a more optimistic deal environment. Indeed many experts forecasted a halving in activity as we entered the second half of the year. Thankfully this scenario has not become reality and 2019 has seen a high level of deal making with transactions taking place for all types of Healthcare services. Below I have detailed some of the key themes.

### Value of Sterling

The value of sterling against the dollar is at an all-time low with recent fluctuations witnessing levels marginally below the \$1.20 mark against a value in October

2018 of \$1.30. Just 5 years ago this figure was around \$1.70. There has never been a better time for international investors and international operators seeking high quality UK healthcare assets to acquire and as a result the volumes of transactions to overseas acquirers has risen. This is a trend that we expect to see continue as it is likely that the value of sterling will remain suppressed for the foreseeable future.

### Competition for Specialist Care

Demand for specialist care facilities is high and increasing whilst supply is relatively low. As a result, the interest for businesses of this type on the market is significant which in turn is driving up yields with some deals ticking over the 10x EBITDA level. In search of expansion, existing operators are now looking outside their usual geographic regions and seeking opportunities on a national level. The search for high margin

niche providers can often be as a Bolt-On deal for existing operators or horizontal integrators .

#### **Demand for Domiciliary Services**

Demand growth is occurring from people who require in-home services or in-home carers to support them with their day to day activities and enhance their quality of life. Where a company has a strong local geographic presence then they are attracting interest from potential acquirers. In May 2019, Redwoods Dowling Kerr brokered the sale of Rainbow Services (UK) Limited to Grosvenor Health & Social care. The acquisition enabled Grosvenor to establish a major presence in Scotland (8000 hours per week), which is to serve as a springboard, enabling Grosvenor to develop and expand their services throughout Scotland.

#### **Differential Growth Strategies**

In the current market, buyers are adopting differential growth strategies to assist with their goals. Strategies range from traditional “buy and build” to more aggressive “portfolio acquisitions”. Buyers who are experienced in transacting multiple deals are able to acquire numerous assets in key geographical areas in

a short period of time which enables them to deliver their target growth aspirations. We are also working with clients who are looking to diversify away from their core business model and build with additional specialist acquisitions. All of these factors are contributing to an increase in demand for acquisitions.

#### **Children’s Homes**

Supply and availability of places for Children and Young Adults with learning difficulties, behavioural and dependency issues and specialist needs are scarce. Whilst there are facilities being built, converted and established by existing operators and new entrants, demand for places will significantly outstrip supply for many years to come. This imbalance is driving multiples and values of such specialist homes which come to market. A prime example of this involved the sale of Aspired Scotland Limited to the Priory Group.

SOLD

## Barham House

Kent

#### **Redwoods Dowling Kerr are delighted to announce the sale of Barham House**

A well established nursing home with a long history of high occupancy levels and exceptional standards of care.

Situated in Barham, Canterbury, the property has been extended numerous times over the years, providing a spacious, home from home feel with accommodation for 23 residents, and planning permission for an additional 10.

The owners of the last 11 years have sold the home to pursue business ventures outside of the sector.

#### **Praising the brokers professionalism and conduct throughout the sale, the vendor Mr Arjuna commented:**

*“I would like to thank Sam Fazackerley and Redwoods Dowling Kerr for the exceptional service provided throughout the sales process.”*

*“Sam has consistently been professional, positive and supportive, to ensure the sale went as smoothly as possible. He has been on hand for valued advice and comprehensive update whenever I have needed.”*

*“We had previously used redwoods for the sale of my nursery and the second time around, they were no different.”*

*“I would happily recommend Redwoods Dowling Kerr’s services to any other operator in the industry who are thinking about coming onto the market.”*

## SELECTION OF SOLD CORPORATE SALES



### All Saints Domiciliary Care Sold by Redwoods Dowling Kerr

#### Project Ethan - All Saints Domiciliary Care

South Glamorgan

**Redwoods Dowling Kerr oversee sale of Domiciliary Care Agency in Dinas Powys, South Glamorgan.**

Founded in 2006 All Saints Domiciliary Care has cultivated a fantastic standing within the sector and local community, providing the highest standards of care for elderly service users and those with mental health, physical disabilities, dementia and complex care needs. Delivering essential care packages for up to 65 service users, the Domiciliary service offered each client up to 70 hours of support each week, gaining numerous positive testimonials and a glowing report from the care inspectorate for upholding the independence and dignity of those under their care.

**Commending the professionalism of Redwoods Dowling Kerr, Vendors Ellan and Susan said:**

*"Without Nick we wouldn't have been where we are now, we would still be hanging on."*

*"He has been brilliant all the way through."*

*"He does his job well and cares about the people that he is dealing with. I would recommend him and Redwoods to anyone selling the business."*

**Lead Negotiator of the sale, Nicolas Shepherd commented:**

*"It was a delight to oversee the sale of Ellan and Susan's Care Home."*

*"I sincerely wish both of them the very best in their future business ventures and retirement."*

*"Susan and Ellan have developed and passed on an incredible business which I have every confidence will continue to prosper and deliver an outstanding service under its new owners."*



### Grosvenor Health & Social Care acquires well established Scottish domiciliary care provider thanks to Redwoods Dowling Kerr

#### Project Shine - Rainbow Services (UK)

Scotland

**Redwoods Dowling Kerr sell leading domiciliary care provider in Scotland.**

Being widely recognised as the leading provider of domiciliary care services throughout the regions in which the business operates, Rainbow Services (UK) Ltd, prides itself on providing a supportive service that champions choice, freedom and independence for those it cares for. This client focused approach has allowed the business to cultivate an outstanding reputation with local authorities and within the sector, allowing it to enjoy an impressive annual income in the region on £6m in the year ending March 2019.

Rainbow Care Services is an award winning, Scottish domiciliary care business operating in South Ayrshire, Dumfries & Galloway, East Ayrshire, North Ayrshire and Falkirk.

The business provides nearing 8000 care hours per week delivering a bespoke package of care that is individual and culturally appropriate to each person, allowing them to satisfy the needs of a broad range of clients encompassing children, young persons and adults.

**Delighted with the proceedings of the sale, Vendors Mrs Alice Abbott & Miss Sara Abbott:**

*"I would like to thank Redwoods Dowling Kerr and Sam Fazackerley for his hard work and persistence throughout the whole process. Sam helped and brokered the sale from start to finish in a professional and sensitive manner. I was delighted with Sam's conduct during the sale, he is a credit to the company and I would not hesitate to recommend RDK in the future"*

**Ravi Bains, CEO of Grosvenor health & Social Care stated:**

*"We are extremely proud and delighted to have acquired such a business that shares our family values and quality ethos. Alice and Sara have built a tremendous Care at Home business and I thank them for entrusting us with looking after staff and service users going forward."*

# SELECTION OF SOLD CORPORATE SALES



## Long-established, specialist care home sold by Redwoods Dowling Kerr

### Alexander House - Care Homes

London

**Redwoods Dowling Kerr helps expanding sector operative establish healthcare group in East Sheen, London.**

Purchased by the vendor over 20 years ago, Alexander House care home delivers phenomenal standards of care, specialising in catering for the care requirements of the elderly and those suffering with dementia. Situated in a prominent, highly sought after area of London, the home quickly established itself as a quality care provider, with the Care Quality Commission awarding the service a "Good" rating, helping Alexander House cultivate an exceptional reputation throughout the local community. The home operates from a substantial period property, having undergone numerous extensions and extensive renovations over the years to create a tranquil and comfortable living environment for all residents.

#### **Eager to now enjoy a hard earned retirement, Vendor Mr Mohidin said;**

*"From the moment we were assigned to Senior Sales Negotiator Asif Musa at Redwoods Dowling Kerr, we were confident that making the life changing decision to sell up and retire was right, and our much loved business was in good hands."*

*"I was kept well informed throughout the sale and Asif was very supportive and knowledgeable. Also, Asif excelled at finding me a credible buyer that couldn't have been more appropriate for my business. The transaction was made very simple, with any obstacles being overcome quickly, the whole process and handover being very smooth and seamless."*

*"When the situation turned stressful during the sale, through no fault of Redwoods Dowling Kerr, Asif's empathetic control and understanding was invaluable."*

*"Selling a business is always stressful at the best of times, but when things start to go pear shaped you need the professionals to help fight your corner, and Redwoods Dowling Kerr certainly gave us all the support and advice to bring this sale to a satisfactory conclusion. If it had not been for Redwoods Dowling Kerr, I think I would have never sold my business. I must say Asif is a great asset to Redwoods Dowling Kerr and I would certainly not hesitate in recommending them to anyone who is thinking of selling their business."*



## The Gables Care Home Sold by Redwoods Dowling Kerr

### The Gables - Care Home

Bedlington

**Redwoods Dowling Kerr helps an operative with 10 years of care industry experience acquire their first setting.**

Located in Bedlington, England, The Gables Care Home specialises in caring for younger adults who suffer from mental health issues. The care home has been run to an exceptional standard by the previous ownership, earning a "Good" CQC rating at their latest inspection. This is a testament to the phenomenal standards of care that this facility provides.

The site was placed on the market by the dependable hands of Redwoods Dowling Kerr, due to the previous vendor's wish to retire. The home received substantial interest and multiple offers, with the successful offer being made by the new proprietor. With 10 years of experience in the healthcare industry, the new vendor was attracted to choose this facility as their first setting due to its CQC report, its full occupancy level and its robust organisational structure. Their aim is to continue the unrivalled reputation this care home holds. They wish to make outstanding contributions to this growing industry.

#### **Excited with the acquisition of their new setting, the buyer commented;**

*"Asif and the Redwoods Dowling Kerr team were fantastic throughout the process of acquiring the care home. They give me updates of available businesses to acquire. When I made up my mind to acquire a particular one, they supported me throughout the buying process. Asif especially offered very valuable advice on funding, legal services and other issues; which made the whole process much easier. I would honestly advise anybody intending to acquire a care home to utilise the services of Redwoods Dowling Kerr. I would certainly be interested in using their services again for any future purchase."*

SOLD

## Clover Carers

Herefordshire

**Redwoods Dowling Kerr sells prestigious domiciliary care service, situated in Herefordshire, West Midlands.**

Successfully operating across the Herefordshire region, Clover Carers provided an exceptional home care service to clients within a 10-mile radius, delivering a comprehensive care initiative that upholds the independence, dignity and individuality of each of its clients.

Once on the market with Redwoods Dowling Kerr the business received an offer after only three viewings. Showing an appreciation for the potential for future profitability and expansion the business showed, the purchaser John Sheriff hopes to expand the business in line with the growth of the sector.

**Thrilled with the conduct shown throughout the sale, Vendor Ian Bevan Jones stated:**

*"Redwoods provided us with an excellent service from start to finish that was professional and punctual. Asif was amazing throughout and kept us informed. Asif found the perfect buyer for our business and the transaction was smooth. Thank you."*



SOLD

## Home Angels Healthcare Services Ltd

Newbury

**Redwoods Dowling Kerr sells award winning domiciliary care service situated in Wokingham and Newbury.**

Offering a range of long and short term, personal and domestic care across the Berkshire area, Home Angels Healthcare Services Ltd delivers comprehensive care initiatives to service users in the comfort of their home, upholding their independence and dignity.

Whilst on the market with Redwoods Dowling Kerr, the home care service received 5 viewings, with the successful offer being made by corporate buyer, Mr Quays Irby. With 7 years of experience within the healthcare sector and ownership of Yes Care Limited, a domiciliary care service situated in Greenford, Mr Irby says that after being attracted to the opportunity due to the potential growth within the business, he hopes to extend the business's reach and build upon the hours currently available to service users.

**Delighted with the ease of the sale, the vendor commented;**

*"I have recently used Redwoods Dowling Kerr to sell my company and I truly appreciated their service. Their help, support, understanding and knowledge is super. I will recommend them any time. Thank you for your patience, and special thanks to Nick my agent, you are amazing!"*



SOLD

## Ashwood Care Agency

Hampshire

**Redwoods Dowling Kerr sells established home care agency in Hampshire.**

Vendor David Green decided to put the business onto the market with Redwoods Dowling Kerr due to his wish to retire, with the business receiving 9 viewings with 4 offers being made on the back of this. Holding 11 years' experience within the sector, the successful bid was made by corporate operators Nobilis Care.

**Commending Asif's handling of the sale, Vendor Mr David Green commented;**

*"We have worked hard to create a reputable home care agency with good income streams but felt the time was right for us to step back and let another operator develop the business further."*

*"We are also delighted that the expanding existing operator Nobilis Care has bought our business and wish them all the best for the future plans moving forward."*

*"Asif at Redwoods has helped us throughout the sale process, we had a lot of viewings and with Asif's efforts we found a suitable buyer which lead to a successful completion. We would like to thank Redwoods Dowling and Kerr and Asif for their guidance and services, we would not hesitate in recommending Redwoods Dowling Kerr to anyone wanting to sell their business."*



SOLD

## Thorndene Residential Home

Doncaster

**Redwoods Dowling Kerr oversee successful sale of an established family run care home in Doncaster, South Yorkshire.**

Operated by the same family since the 1980's, Thorndene Residential Home has since established itself as a reputable care provider, with the supportive and personal nature of their care being praised by the CQC.

**Delighted with the sale of her business, Vendor Kathleen Pickup commented;**

*"I would like to thank Redwoods Dowling Kerr for their professional services provided in selling Thorndene care home."*

*"I sincerely would like to express my thanks to Asif Musa at Redwoods Dowling Kerr, for all his help and efforts in pushing the sale all the way to completion."*

*"Asif provided me with a great service and did a great job in finding a suitable buyer who was financially secure quickly. There is no way without the help from Redwoods Dowling Kerr, especially Asif Musa, that we would have proceeded to such a satisfactory outcome."*

*"Asif kept us informed throughout the sale process and has really gone the extra mile in selling our care home. I have no hesitation in recommending Redwoods Dowling Kerr's services to anyone who is considering in selling their care home."*





SOLD

## Complete Choice

Greater Manchester

**Redwoods Dowling Kerr oversee acquisition of established Domiciliary Care Service in Greater Manchester.**

Since being established the domiciliary care provider has maintained an excellent reputation for delivering a service that upholds the independence and dignity of each client, earning the business a "Good" rating on its most recent rating by the CQC.

On the back of its phenomenal reputation and potential for growth, the business received an offer after a single viewing, with the successful bid being made by experienced operators within the domiciliary sector looking to expand their portfolio.

**Delighted with the efficiency displayed by Redwoods Dowling Kerr throughout the sale, the Vendor commented;**

*"I received an excellent service from the very start right through to the sale of my business."*

*"My company was sold within 2 weeks of being marketed by Redwoods."*

*"The communication I received from Negotiator Nick Shepherd was second to none. Nick went above and beyond to ensure a smooth sale and transfer of my company."*

*"I would recommend Redwoods without any reservations."*



SOLD

## Ashdown & Sunnycroft

Devon

**Redwoods Dowling Kerr are delighted to announce the sale of Ashdown Residential Home in Devon, to corporate buyers, Fairhome Care.**

Ashdown Residential Home has successfully operated in the desirable town of Teignmouth for over 40 years. This includes 28 years under the ownership of the current vendor, who is now looking forward to retirement.

**Commenting on the transaction, the vendor who wished to remain anonymous said:**

*"I would like to thank Asif Musa and Redwoods Dowling Kerr for their help and advice during the sale of my care home"*

*"Asif kept us updated on the progress of the sale and acted in a professional and courteous manner at all times"*

*"When delays occurred, they were handled with diplomacy and tact which brought the deal to a satisfactory conclusion."*

*"I have no hesitation in recommending Redwoods Dowling Kerr to anyone else thinking of selling their care business." Following the sale, Fairhome Care aim to continue providing the highest standard of care."*



SOLD

## Tudor Lodge

Conwy

**Redwoods Dowling Kerr are delighted to announce the sale of Tudor Lodge Care Home in North Wales.**

The successful bid came from Mr Sudesh Bhunjun, a registered manager and experienced healthcare operator with 2 other residential care homes.

The home received a high level of interest with 22 viewings and multiple offers.

**Citing the location and the size of the property as factors that persuaded him to purchase, Mr Sudesh Bhunjun said:**

*"I would like to thank Asif Musa of Redwoods Dowling Kerr for the excellent service provided during the purchase of Tudor Lodge care home."*

*"With Asif Musa's knowledge and advice, I also managed to achieve my CIW (Care Inspectorate Wales) registration."*

*"I would have no hesitation in recommending Redwoods Dowling Kerr and Asif Musa to anyone wanting to buy a care home - I will certainly use them again to buy my fourth care home."*



SOLD

## Trewythen Hall

Gresford Wrexham

**A satisfied client is enjoying retirement after selling his residential care home with Redwoods Dowling Kerr.**

Operating from a historic Georgian Hall, the care home enjoys an idyllic location in North Wales and provides accommodation for up to 33 residents.

**Commenting on excellent service provided by Redwoods Dowling Kerr, vendor Peter Haycox said:**

*"I would like to personally thank Redwoods Dowling Kerr, for the excellent service offered throughout the sale of our care home. The Healthcare team have shown professionalism and have been meticulous in the approach to the marketing and ensured that we only spent time working with purchasers who were vetted and capable of purchasing a prime acquisition such as ours."*

*"We would be very happy to recommend Redwoods Dowling Kerr to anyone looking to sell their business in the future."*



# WHY SHOULD YOU WORK WITH THE RIGHT BUSINESS BROKER?



by ROBERT YATES  
Head of Sales

**“Deciding to sell your business is an important and often daunting decision. Given the options available, knowing the next steps to take can seem confusing.**

**Many people may not consider using a broker at first, but using the right broker, with extensive Healthcare/client experience, will add real value to the sale process and increase your chances of a successful outcome.”**

## MARKET EXPERTISE AND NEGOTIATING EXPERIENCE

When you choose Redwoods Dowling Kerr as your business broker, we work solely for you.

Our job is to get you the best possible deal and to find you the right buyer.

We achieve this through our market knowledge and negotiating experience

which have been built up over more than 30 years of selling healthcare businesses.

We work to ensure the price agreed is crystallised upon completion.

**WE ARE THE ONLY BROKER TO OFFER A “WHOLE OF MARKET APPROACH” FOR THE HEALTHCARE SECTOR**

## CONFIDENTIAL, TARGETED MARKETING TO QUALIFIED BUYERS

Your business broker should be able to provide persuasive, targeted marketing which emphasises the value of your business and highlights your opportunity to qualified buyers. At Redwoods Dowling Kerr we do this using a combination of campaigns in print, online and via direct approaches where relevant to ensure that your business is seen by the right buyers.

As an example our Corporate Sales service is a premium sales process offering:

- a confidential teaser campaign outlining the key selling points of your business and the opportunity which exists for the right buyer
- a researched buyer list targeting active buyers
- a managed marketing plan approaching active buyer's

- a detailed Information Memorandum presenting and highlighting your business opportunity to qualified buyers who have signed a nondisclosure agreement
- a full negotiating and support service where you are guided through the sale process to the completion of your deal.

This process not only means interested parties get to view your business in its best possible light, but that confidentiality is maintained.

Confidentiality is imperative to a lot of vendors, as it can be stressful worrying about the effect of staff, suppliers and clients finding out that your business is on the market for sale.

## MAXIMISING VALUE

Most importantly for vendors, choosing a broker means achieving a high-value sale and the right buyer is far more likely than going it alone. For most people, selling your business is a once in a lifetime experience and for some it is a journey into the unknown. By selecting the right broker, you can be confident you have the required knowledge, skills and experience working on your behalf to achieve the successful outcome you desire.

We are the only broker to offer a "whole of market approach" for the healthcare sector and as such our sales range from large groups to smaller scale operations and settings.

Our buyers range from Large Corporate Operators to regional players; Private Equity Houses to High Net Worth Investors; and growing operators to first time buyers or new entrants to the sector.

Above all we take pride in delivering the best deal possible for our clients.

Contact us today for an informal discussion about how we can maximise the value of your sale.

**Call Robert Yates on 0844 7011 819 or email Robert.Yates@redwoodsdk.com**



SOLD

## Bryn Y Mor

Isle of Anglesey

**Redwoods Dowling Kerr sells exceptional rural care home situated on the Isle of Anglesey.**

Situated in the delightful North East corner of the Isle of Anglesey, Bryn Y Mor's undisturbed surroundings provide a peaceful and serene setting, with the care home being surrounded by open countryside, boasting stunning views of the Anglesey coastline, in a region that has been designated for conservation having been given the status of an "Area of Outstanding Natural Beauty".

Receiving multiple offers after gaining an impressive 12 viewings whilst on the market with Redwoods Dowling Kerr, the successful bid was ultimately made by a first time buyer with 10 years' experience in the medical field as a doctor.

**Thankful for the support throughout the selling process the vendor stated;**

*"It's really in the arena that Redwoods Dowling Kerr excelled. After reducing the price I was impressed that we managed to get enough enquiries, from which Asif Musa, the Senior Sales Negotiator secured us a very creditable buyer who was equally passionate about our business and who can take it to the next stage of development."*

*"For this, I would like to sincerely thank Asif for his time, concerted efforts and support from Redwoods Dowling Kerr in selling our care home, which certainly stood out in comparison to other agents."*

*"We cannot praise Redwoods Dowling & Kerr and Asif too highly and we would not hesitate to recommend them to any possible seller."*

# SELECTION OF PROJECTS FOR SALE



## Project Auburn

East Sussex

**Offers Invited  
Freehold  
Ref: 47026**

Group of 3 exceptional care homes

Combined group income of £3.7m

Combined registration of 130 residents

Robust organisational structure in place

**Rated 'Good' by CQC**



## Project Argon

Hampshire

**£1.2m  
Freehold  
Ref: 46902**

Reputable residential care home for the elderly

Income of £685k

Registration for 24 residents

Historically high occupancy levels

Specialising in dementia and mental health care

**Rated 'Good' by CQC**



## Project Heathland

Devon

**Offers Invited  
Freehold  
Ref: 47180**

Group of 3 award winning care homes

Forecast figures for year end January 2020 is £2.8m

Combined registration of 73 residents

Strong organisational structure in place

Each home specialises in the provision of elderly care 24 hours a day for residents

**Rated 'Outstanding' by CQC**



## Project Sunray

Manchester

**Offers Invited  
Freehold  
Ref: 45483**

Group of 2 exceptional nursing & residential care homes

Combined group income of £4.1m

Combined registration of 131 residents

Historically high occupancy levels in both homes

Experienced and extremely well-qualified management team in place

**Rated 'Good' by CQC**



## Project Ochre

East Sussex

**Offers Invited  
Freehold  
Ref: 47092**

Respected residential care home

Income of £1.5m

Registration for 52 residents

Strong platform from which to significantly develop and grow the business

Robust organisational structure in place

**Rated 'Good' by CQC**



## Project Leo

Devon

**Offers Invited  
Freehold  
Ref: 46799**

Two limited companies, one of which is a provider of Supported Living Services

Combined group income of £2.9m

Twelve lodges throughout

Capacity for 7-9 residents per lodge

Opportunity to grow the business

Robust organisational structure in place

**Rated 'Good' by CQC**

# SELECTION OF PROJECTS FOR SALE



## Project Virgo

Devon

**Offers Invited  
Freehold  
Ref: 46308**

Group of 4 exceptional care homes

Combined group income of £7m

Combined registration of 165 residents

Robust organisational structure in place

High occupancy levels across all care homes

**Rated 'Outstanding' by CQC**



## Project Turquoise

Hampshire

**Offers Invited  
Freehold  
Ref: 47311**

Established care provider with a renowned reputation

Providing care for adults with autistic spectrum conditions

Income of £1.1m

Registration for 15 residents

Historically high occupancy levels

Strong organisational structure in place

**Rated 'Outstanding' & 'Good' by CQC**



## Project Cotton

London

**Offers Invited  
Leasehold  
Ref: 46957**

Domiciliary care provider with a renowned reputation and potential to expand

Income of £773k

Registration for 88 residents

Strong organisational structure in place

Providing comprehensive care services for adults & the elderly

**Rated 'Good' by CQC**



## Project Baron

Lanarkshire

**Offers Invited  
Leasehold  
Ref: 47024**

Long established domiciliary care business

Income of £4m

Offering care for over 50 patients

Robust and autonomous organisation structure in place

Experienced and extremely well-qualified team in place

**Rated 'Good' by Care Inspectorate**



## Project Aquarius

Fife

**£900k  
Goodwill & Equipment  
Ref: 46632**

Domiciliary care agency with 200 service users with a mixture of private & local authority clients

Income of £1.3m

Registration for 52 residents

Specialising in the care of adults & the elderly

Robust organisational structure in place

**Rated 'Very Good' by Care Inspectorate**



## Project Libra

Highland

**Offers Invited  
Freehold  
Ref: 46625**

Residential care home for the elderly, providing specialist care

Income of £1.3m

Registration for 44 residents

Opportunity to grow the business

Robust organisational structure in place

**Rated 'Very Good' by Care Inspectorate**



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Throughout 2019

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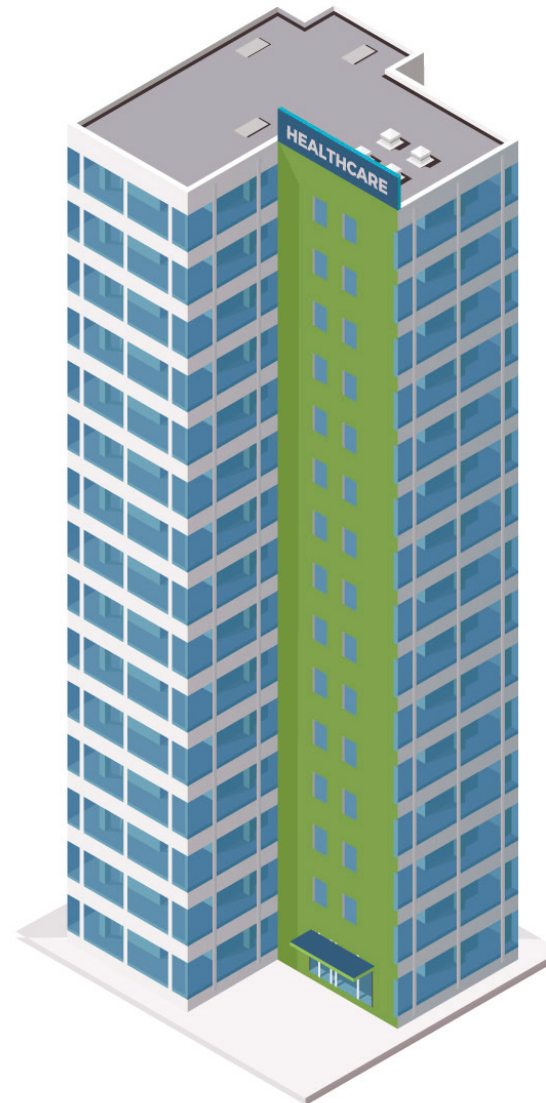
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# EXIT PLANNING

If you want to discuss your exit requirements then we would be delighted to visit you in confidence to discuss the options available.

**Contact Robert Yates on 0844 2488 275  
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