

# Acquisitions and sales in the care sector

Our expertise in care home sales and acquisitions ranges from acting for large national and regional names to investment-backed operators, new entrants and single site operators.

Our sector knowledge is second to none. We know exactly what the potential pitfalls are in a care transaction and how to protect our clients from them, ensuring that the deal runs smoothly, cost effectively and to time.

Our team understands you need lawyers who will not only get the job done but ensure that it is done well.

## We pride ourselves on our service features:

- Commercial and cost-effective approach, highlighting potential risks and protecting you against future liabilities.
- 360° experience: our complete knowledge of operating care businesses helps us anticipate and resolve any potential issues in advance.
- Connected in the sector: we work with specialist professionals including agents, accountants, lawyers and banks.
- In-house CQC expertise to resolve regulatory or registration issues that arise during the process.
- On your terms: we listen and take the time to understand how you want us to support you and meet your expectations of your legal team.
- Size doesn't matter: we have experience of deals of all sizes and adapt our team and approach for a high level of service.
- Partner-led: confidence in your team when you work with lawyers with vast experience in the sector.



"Thank you very much! A huge thank you to you and your team for your patience and professionalism on what was an interesting journey! You were great to work with as I always thought you would be and I am grateful you took me on as a client."

**Sandra Joyce, Sandringham Care**



"I just wanted to say thank you to you and your team for your excellent service. The information you provide is concise and jargon-free and the instructions thorough and crystal-clear. In addition to this, we always receive a prompt response and you and your team always go the extra mile to deliver great advice."

**Kaye Hawkins, Commercial Director,  
Littlecombe Park Limited**

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## A snapshot of recent deals

### Sale of values in care

We acted on behalf of the shareholders of Values in Care (Holdings) Limited in the share sale of the company and its trading subsidiary (which owned 18 complex residential care units, each registered under separate titles) to Swanton Community Care. We advised on the entire process including negotiation of detailed provisions concerning sleep-in liability pending the outcome of the Mencap case.

### Sale and lease-back of Gold Care Homes

We acted for Gold Care Homes in the sale and leaseback of 18 care homes to new operating companies and subsequent share sale of the holding company for £85m to a US REIT. This involved the drafting and negotiation of 18 certificates of title with a view to raising finance against the portfolio. This was a fast-paced, complicated transaction involving several sets of lawyers working in different time zones. We worked closely with the agents to project manage the legal work through to a successful completion.

### Purchase of domiciliary care group

We acted for a substantial regional operator in the purchase of a domiciliary care group comprising two regional offices in Somerset. This involves advising in relation to change of control clauses with the local authority in relation to a key funding contract.

### Sale of Mavern Care Limited

We acted on behalf of the sellers in the sale of Beeley Holdings and its trading subsidiary Mavern Care Limited to Welford Care and Impact REIT for £5.1m. The transaction was completed within three months of instruction.

### Purchase of a learning disability group

We acted for the buyer in the £5m purchase of two learning disability homes and some supported living units.

### Sale of Sentinel Healthcare Limited

We acted for the shareholders of Sentinel Healthcare Limited in the sale of the 5 nursing home group to Allegra and Moorfields. This was a complex transaction due to the high value of the deal and a safeguarding incident arising during near to completion. We worked closely with our clients to negotiate a resolution and keep the deal on track.