



***Take care -
take the best advice***

***Broomfield & Alexander
leaders in professional care home advice***

Health & Care Team

Our Health & Care Team work with a broad range of care providers and their funders, including care home owners, corporate groups, not-for-profit operators and their investors. We guarantee a confidential service especially important when you are looking at buying or selling a care home.

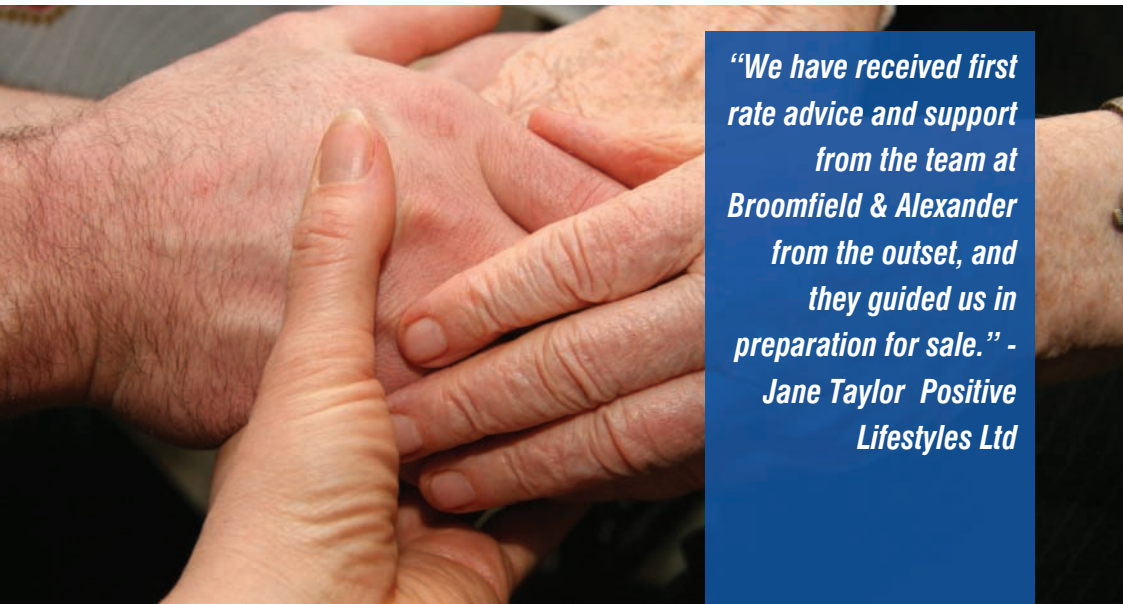
We can help you with:

Operational Issues

- >> claiming all of your entitled tax relief on the property.
- >> establishing internal financial systems to manage the cash-flow.
- >> preparation of annual accounts and management accounts.
- >> budget preparation and cash flow forecasting.
- >> processing your confidential payroll.
- >> strategic advice to develop the business.
- >> HR advice to ensure you comply with employment legislation.

Raising Finance

- >> preparation of a business plan.
- >> integrated financial projections including sensitivity analysis to test the impact of occupancy assumptions.
- >> negotiations with funders to secure the best possible terms.



“We have received first rate advice and support from the team at Broomfield & Alexander from the outset, and they guided us in preparation for sale.” - Jane Taylor Positive Lifestyles Ltd

Acquisitions

- >> confidential approaches to target businesses and advice on valuation.
- >> negotiations with vendors.
- >> due diligence to ascertain sustainable income levels taking account of registration requirements and care plans etc.
- >> strategic tax advice to make the most of the tax reliefs on the cost of the acquisition thereby improving cash-flow.

Disposals

- >> preparation of the business for sale, identifying any issues that may cause a buyer concern.
- >> advice on the potential value, and whether to sell the company or the assets.
- >> preparation of an Information Memorandum for potential buyers.
- >> negotiations with potential buyers.
- >> management of the due diligence requirements of buyers.
- >> advice to minimise the tax payable on the sale.
- >> advice to reduce the irrecoverable VAT.

Our clients include:

- >> Positive Lifestyles Ltd.
- >> St Anne's care home.
- >> Caeffair nursing home.
- >> Fairfield nursing home.
- >> Meadow nursing home.

The next step...

For more information and to request a free no obligation meeting with one of our team, please contact our specialist **Health & Care Team** now on **029 2054 9939** or email them at **care@broomfield.co.uk**.

www.broomfield.co.uk

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