

## Domiciliary Care

### Trade Sale

£2-2.5m

#### Case Study

## Transaction Services

#### Sector:

Domiciliary Care

#### The Business

The company provides domiciliary care services to councils in a region of Wales.

#### The Transaction

The company was acquired by an national company in the sector whose strategy was to grow by acquisition.

The transaction was a full exit of the previous shareholders, although to ensure the smooth transition of the contracts held by the company, there is a handover period.

#### How we helped

We supported the vendors as follows:

- Pre-transaction support in relation to monthly and annual accounting procedures to provide a clear picture to potential acquirers;

- Reviewing the offer letter and Heads of Terms and advising the vendors on the level, timing and potential tax implications of the consideration as outlined;
- Reviewing monthly management information to support negotiations;
- Providing a sounding board for the vendors in relation to the financial and commercial elements of the transaction;
- Collating the financial information for the due diligence process, including liaising with the purchasers' advisers, hosting the process in our offices and answering queries;
- Liaising with legal advisers in relation to the financial aspects of all transaction documentation including tax warranties and indemnities;
- Providing post completion processes such as reconciliations of consideration for distribution, completion accounts and support through the year end process.

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