



Pinders was asked to provide a strategic overview of a Care Group that had found itself at a crossroads in terms of expansion versus maintaining profitability.

After inspecting the care homes and undertaking a detailed analysis of the company records and an interview with the Chief Executive, we were able to provide both the Bank and the Group with a focused overview of the development stages involved.

The Business Appraisal aspects of our report included:

- ▶ Review of the background and history of the Group, company structure and business development objectives
- ▶ Overview of each home's history in terms of purchase, development costs and current presentation
- ▶ Analysis of Group accounting records and inter-company relationships
- ▶ Occupancy analysis by group, category and on an individual home basis
- ▶ Review of referrals, funding authorities, fees and profitability
- ▶ Confirmation of any legislative and CSCI requirements
- ▶ Analysis of Head Office costs and functions

We also provided specific opinions upon the various options open to the Group, including:

- ▶ Potential closure of one or more units
- ▶ Disposal as individual units or as a group
- ▶ Potential for merger
- ▶ Future strategic expansion
- ▶ Consolidation of existing trading position

We were able to offer independent, expert advice, outlining the respective strengths and weaknesses of each option; the likely impact, both short and medium term, on asset value and ongoing profitability, and anticipated timescales involved.

This is a typical case where our experience and expertise provided comfort to the client in making an informed decision about a future course of action and funding requirements.

For further information as to how we may help you, please contact Malcolm Kidby on 01908 350500, or via email to malcolm.kidby@pinders.co.uk