

# GLOBAL CHILDCARE PROPERTY REPORT UK EDITION

2019



THE COMPLETE CHILDCARE BROKER

# UK OVERVIEW



by **PAUL J MILLER**  
Chief Executive Officer

**UK Childcare Market: A Golden Window of Opportunity for those wishing to sell their childcare businesses.**



## 2019 CHILDCARE SECTOR UPDATE

As we enter 2019 may I take this opportunity to wish everyone a happy and prosperous New Year.

2018 was a year in which the UK Childcare property market continued to excel despite the backdrop of an uncertain economy. The Redwoods Dowling Kerr Childcare team achieved a significant milestone, completing in excess of 100 transactions.

In addition to completing over 100 childcare deals, the team also set new records for the number of settings sold and the total sales transaction values achieved. One of the significant trends was a 10% increase in the mix of the volume of freehold transactions we completed when compared to 2017. This demonstrates a continued desire by acquirers to secure freehold assets and illustrates an availability

of liquidity from lenders in securing the transactions. In 2018 we witnessed diversification away from the big 6 lenders with a number of childcare deals being funded by “challenger” banks.

As we look ahead to 2019 our confidence is buoyed by record levels of pipeline transactions which are expected to complete in 2019. Our KPI levels are strong with high quality UK and International buyers approaching us on a weekly basis with a strong appetite to secure new childcare acquisitions.

The Childcare market is buoyant at present and this is impacting positively on multiples and sales values not only in key areas and regions, but also further afield in less traditional hotspots. The best results are being achieved by sellers who follow a tried and tested process with a proven

Freehold sales now accounted for **46.25%** in 2018 compared to 36% in 2017, 10% increase

Average places per freehold sold settings has risen from 61 places to **73** places

Average time taken to sell a freehold nursery has reduced by **3** months in the second half of 2018

## Mains Farm House Nursery

County Durham

### **A school teacher is looking forward to running her first children's day nursery after the sale of Mains Farm House Nursery in County Durham.**

First-time buyer, Lynsey Roy, beat 10 other interested parties in a bid to acquire the charming children's day nursery in Chester-le-Street.

Mains Farm House Nursery is a thriving childcare business with capacity for 34 children aged 6 weeks to 5-years-old. It was rated as 'Outstanding' by Ofsted in October 2017 and enjoys an excellent reputation for the quality of childcare provided.

### **In a joint testimonial, the owners of Mains Farm House Nursery, Maureen Sheekey and Lianne Dixon said:**

"I would like to thank Karrina Lee at Redwoods Dowling Kerr for all her support over the past few years, especially during the last 6 months. We couldn't have done it without you."



### Childcare sector specialist.

Whilst several Corporate deals were mooted in 2018 none were transacted and regional Group sales took centre stage. We enjoyed our best year ever on the sale of Groups and congratulations to all parties on the completion of Little Acorns in Bristol (Project Portugal). This was truly a win/win deal for everyone and a full case study of this transaction is included within this brochure.

However, it was not just regional sales that were buoyant but also growing local operators and single/dual site settings. Demand for Childcare businesses ranged across the full spectrum of buyers (Corporates, Private Equity, Regional and Local Groups, Growing Operators, Experienced First Time Buyers and High Net Worth Investors), with the emergence

of more overseas buyers from both Europe and Asia. Redwoods Dowling Kerr have been extremely active in encouraging inward investment into the UK having undertaken a number of initiatives in 2018 which we expect to come to fruition in 2019.

2019 has commenced against a backdrop of political and economic uncertainty as a result of the impending Brexit position. Whilst we may be only a few short months from theoretically leaving the European Union there is a strong possibility that it may take far longer for the position to be resolved.

Consequently, all UK businesses will need to operate within this framework of uncertainty as well as meeting the other challenges facing the childcare and education sectors.

Cost pressures, availability of good quality staff and trainees, rising employment costs and 30 hours funding will continue to be challenges for the sector in the coming year and may well impact margins in certain areas. However due to the resilience and proactive nature of childcare operators and the quality of early years provision that is delivered by the sector we have no doubt that those challenges will be met and overcome.

We expect demand to continue in 2019 with the emergence of more overseas buyers. We also expect to see Corporate deals as well as regional deals and the emergence of new entrants who will quickly become regional and national players.

There are undoubtedly challenges ahead for the Childcare sector, but we are confident that 2019 will be another positive year.

OVERSEAS INVESTMENT IS BEING DRIVEN BY A COMBINATION OF THE EXCELLENT REPUTATION OF THE UK CHILDCARE SECTOR AND THE GOOD VALUE REPRESENTED BY THE CURRENT WEAKNESS OF STERLING.

# INTERNATIONAL BUYER REACH



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

**A warm welcome to 2019, a year which offers a significant mix of business opportunities and political uncertainty which is predominately driven by the UK's current Brexit position. I say "current" as with two months until the UK is expected to resign its EU membership we are still unaware of what a post Brexit UK will look like.**

At Redwoods Dowling Kerr we have been preparing for Brexit from the moment which Article 50 was triggered. Our strategy of promoting UK interests to domestic and international buyers has paid dividends in 2018 with a number of market leading international transactions brokered by Redwoods Dowling Kerr.

In 2018 we launched our international buyer seminar program which served to spread the message that the UK is fully open for business and is rife with investment opportunities, particularly in the Healthcare, Childcare & Education and Leisure markets. As a result of these seminars we are now in a mandated position to match UK opportunities with international buyers who are located throughout the global business community. We look forward to 2019 with excitement as we announce new international seminars in the Middle East and China. As our global reach expands we are very excited to work on new projects which will serve to deliver increased exit values to our clients.

Buyer requirements for Childcare opportunities remain relatively unchanged in 2019, the one slight variation is that corporate operators are now considering opportunities with an EBITDA in excess of £150k. This is predominately due to the supply/demand effect which exists in the childcare brokerage market.

## Introducing... International Seminar Programs 2019

During 2018 the directors of Redwoods Dowling Kerr conducted International Seminars which took place in Dubai. The seminars took place with the intention of promoting our UK sale opportunities and also enabled the directors to deal with any concerns/objections which the attendees had in relation to investing in the UK.

We are delighted to announce that we received overwhelming feedback that the UK remains an attractive investment target and that appetite exists for profitable Childcare opportunities. It was also noted that the trend towards London & the South

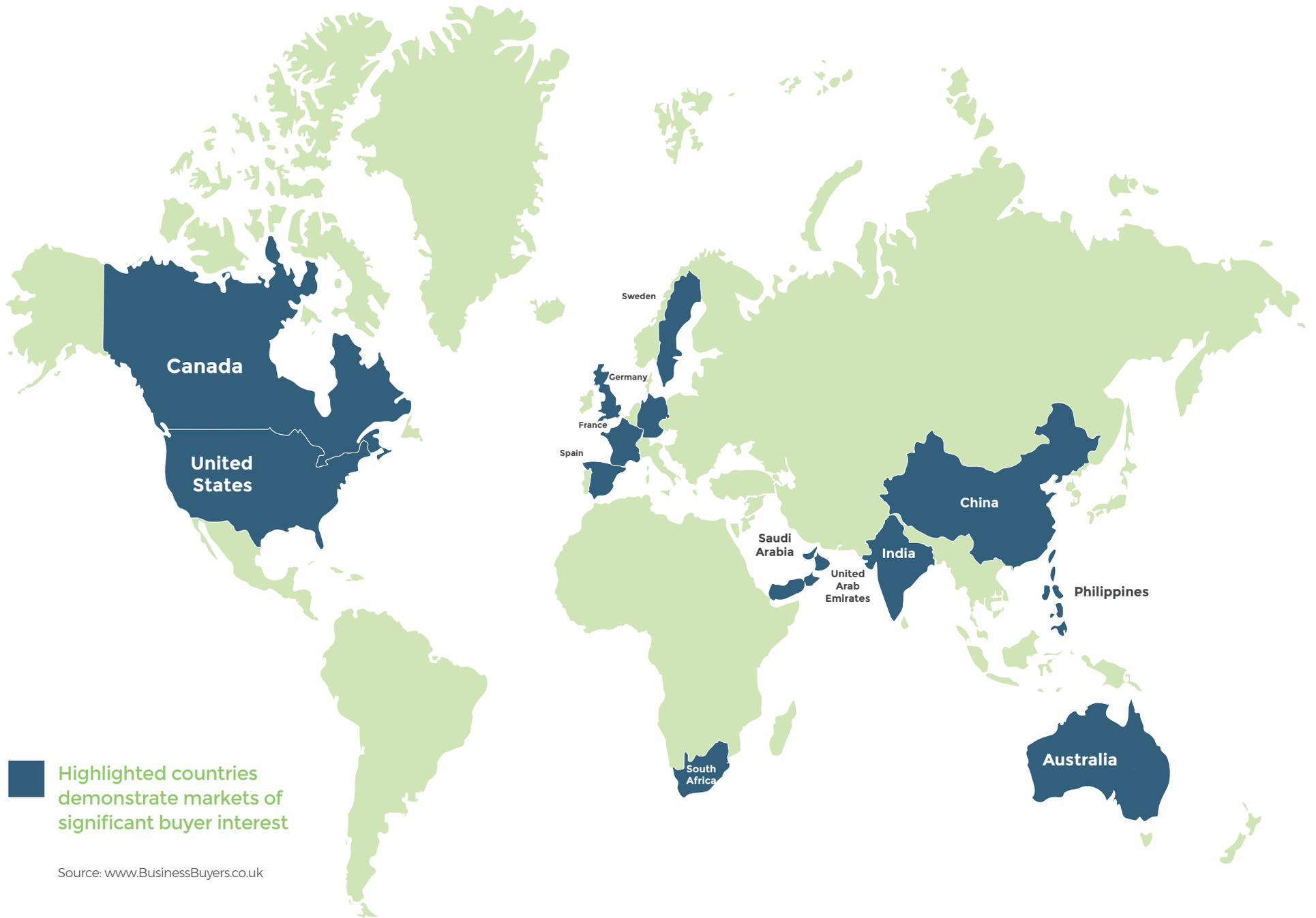
East is reducing as investors seek to realise additional value from acquiring in the Northern Powerhouse territory and also the Bristol/M4 corridor area. Interest is also evident for the Scottish central corridor, anchored by Edinburgh and Glasgow.

In 2019 we are seeking to expand our global reach with the addition of a China based seminar where we will reach out directly to the Chinese investment community to facilitate the brokerage of our opportunities which suit Chinese international investment.

Our seminar program is due to take place in March, May, September and October in 2019. If you are interested in finding out more then please contact us directly to register your interest.

### TYPICAL BUYER CRITERIA INCLUDES:

- 1) Strong, sustainable profit levels
- 2) Management team ran with strong performance statistics
- 3) Sites with profit levels in excess of £150k EBITDA
- 4) Sites with registration levels in excess of 50
- 5) Upward profit trend with strong local demographics



**Highlighted countries demonstrate markets of significant buyer interest**

Source: [www.BusinessBuyers.co.uk](http://www.BusinessBuyers.co.uk)

# OFFER ACCEPTED? – NOW IT’S TIME TO DELIVER



by **JENNA CALDWELL**  
Head of Childcare

**Many people may think that generating an acceptable offer is the toughest part of any deal and where a broker’s job ends. For some brokers this is the case but for us this is only a small part of our process.**

At the start of our Corporate Sales Process, we are actively mapping our way to achieve the right results for our clients. This begins with researching current buyers in the market who we feel would be the perfect buyer. This does not always come down to who we believe will pay the best price, it depends on what our clients value the most and want to achieve out of the sale.

In 2018 we brokered in excess of 100 childcare deals and each deal came with its own requirements which were relevant and personal to our clients. In each of these deals we broker, we set out our ambitions with our clients and set out a strategy to try and realise these, some clients wish to retain family members working in the settings, others wish to continue to receive beneficial fee rates for their close family. This is also the case when we take an opportunity to market where our clients own the freehold property but choose to lease the premises to the purchaser.

We work closely with our clients to match them to the buyers who are able to deliver on the client’s requirements and have a track record of completing on deals in a timely manner.

Once an offer has been agreed the Due Diligence process will commence. Thankfully we prepare our clients in advance of what to expect at this stage in addition to offering examples of standard due diligence questionnaires as we realise it can look very daunting. We work alongside our clients in this preparation and will provide all of the data that we hold to the solicitor’s data room so that our clients are only collating the information that has not already been provided thus reducing the workload for our clients. In December 2018 we completed the sale of Project Portugal which was a group of 8 settings. A detailed case study is featured later in this report which offers the vendors perspective on the deal process.

At this point having the right team of advisors is crucial. We will refer our clients to legal advisors who are specialists in the childcare market and have a proven track record in completing childcare transactions. Each week we conduct deal update conference calls to ensure that the deal is on the right track and is progressing as agreed. In our experience a solicitor who has not been involved in childcare transactions will not have the required childcare knowledge to create a smooth transaction and can cause delays

and frustration to all parties within the transaction.

“As part of their preparations for a sale, it is very important for sellers to consider the team of advisers they need. Key to this are a good agent, lawyer and accountant. They should have a successful track record for comparable sales and a commercial and pragmatic approach. On Project Portugal, RDK were an integral part of the advisory team. I had regular calls with Jenna who was instrumental in helping to resolve some of the commercial issues that arose. She had an impressive knowledge of the sector and a great hands-on approach, often acting as a vital go-between for the sellers and buyer.”

**Georgina Bryant Partner | Barcan+Kirby LLP**

SOLD

## BAMBINOS, A GROUP OF FOUR NURSERIES SOLD TO INTERNATIONAL INVESTORS FROM CHINA

Devon

### Accounts

Accountants are also crucial within the sale process. We will request an introduction to our client's accountant from the outset so that we can work alongside them and again help them to understand what will be required of them. This also removes the need for our client to be the go between when they have the most important job still to do which is to remain running the business throughout the sale process.

Throughout the sales process we are always on hand to drive the transaction forward and to ensure that our clients needs are met. More often than not this will mean being available 7 days a week including evening and weekends but to do the best by our clients we have to literally live and breathe our clients' experience.

"I would highly recommend Redwoods Dowling Kerr to anyone looking to sell their business. They provide a complete end to end service which most other brokers do not provide."

### Mr Arjuna - previous owner of Gingerbread Day Nursery

"RDK found us several potential buyers that they knew would be quality buyers for us and although there were some unforeseen hiccups along the way, they always had our best interest at heart and fought hard for us to achieve the sale we wanted."

### Mrs Edwards - previous owner of Childsplay of Liverpool

**OVERALL, WE DO FAR MORE THAN ADVERTISE A BUSINESS FOR SALE, WE MAKE IT HAPPEN.**

**Redwoods Dowling Kerr is delighted to announce the sale of Bambinos, a group of four nurseries based in Plymouth, Devon. The group of nurseries sold to international investors from China, making it one of the first deals of its kind in the industry.**

The vendors, Mr and Mrs Lane were delighted to receive two offers from interested parties. After careful consideration, they decided to accept an offer from London Thames Capital, who were working on behalf of an overseas investor from China.

London Thames Capital is a renowned business consulting firm that specialises in the education sector based in Mayfair, London. They hold strong relationships with associates from China, with a vision to promote business collaboration between the UK and China. Once communications between Redwoods Dowling Kerr and London Thames Capital were underway, it became clear that Bambinos Day Nursery was an ideal purchase for their clients.

Mr and Mrs Lane were more than happy to pass their legacy on to prestigious overseas buyers, who in turn were delighted to have a foothold in the UK childcare market in the form of an extremely strong nursery brand.

**The sellers, Mr and Mrs Lane commented on their experience saying that;** "We would like to thank you for your help along the way Sarah and for introducing us to the Chinese investors. We wish them every success for the future with the Bambinos brand."

**The buyers commented on their experience saying that;** "I would like to say a great thank you for your help and patience during the long process, we would like to purchase more through Redwoods Dowling Kerr in the future."



# PROJECT PORTUGAL LITTLE ACORNS & 100 ACRE WOOD EIGHT NURSERY SETTINGS

WHEN THE OWNERS OF TWO FLOURISHING CHILDCARE BUSINESSES WITH EIGHT NURSERY SETTINGS DECIDED IT WAS THE RIGHT TIME TO SELL THEY CAME TO THE BIGGEST PLAYERS IN THE MARKETPLACE - RDK.

## THE VENDORS' PERSPECTIVE

Shaun Woodman was cycling in Portugal in June 2018 when the call came through on his mobile - an offer to buy the childcare group that he and his partners had built up since 2004.

And it was more than the asking price.

Shaun remembers the moment vividly. In his own words, he was 'dumbfounded'. It marked the start of a process that would end just six months later.

"From the day we got the offer and for the next six months I was fixated on it - would the buyers come back with a lower offer or perhaps a counter offer? One day I thought we'll never get it completed and at other times I felt more positive.

"Despite many twists and turns, it was relief and sheer happiness when we completed on the price that we'd first agreed. RDK's help and support were invaluable throughout the whole process."

Shaun and Lisa Woodman started with a single nursery site in 2004 and almost 14 years later in partnership with James and Jude Evans had built up a portfolio of eight settings across the South West, caring for 487 children with 160 employees.

### Building the business

Over the years they built up a successful nursery group offering excellent childcare provision and were ready to enjoy early retirement however, they needed an exit strategy. They needed to understand how to make the business saleable and what the process involved.

In 2018 RDK contacted the owners asking whether they were interested in selling the group, especially during the exceptionally buoyant market conditions.

Shaun explained: "We knew that RDK was the biggest player in the childcare market because we'd come across them before when we were looking to buy nurseries.

"We wanted to sell but didn't know how to go about it - whether the eight settings should be broken up and sold individually or to sell as a group.

"So although we weren't in a fully saleable position with all the t's crossed and i's dotted, we decided to go for it. We were confident in RDK - they had the right experience, the right people and the right background to do the job."

### Saleable position

The initial process started with a detailed meeting with an Associate Director during which the fact-finding process of collating information and appraising the business started.

Shaun added: "RDK's appraisal was higher than we expected which was a real surprise and very happy news.

RDK'S HELP AND SUPPORT WERE INVALUABLE THROUGHOUT THE WHOLE PROCESS.

# PROJECT PORTUGAL LITTLE ACORNS & 100 ACRE WOOD EIGHT NURSERY SETTINGS



## THE VENDORS' PERSPECTIVE

"It was clear that we'd undervalued our businesses even though I thought we knew the sector pretty well and what nurseries were worth!

"Then, just three days after the corporate sales process had commenced, we had an offer.

"Whilst tempting to accept, RDK ensured that we followed the process and waited until the second round of bidding had finished.

"Once the process was complete RDK had negotiated an exclusive deal which was significantly higher than the asking price - we were dumbfounded!"

Running the group while managing the sale was not an easy balancing act, especially given its size and multiple locations.

Lisa explained: "RDK advised us that getting the sale to completion was a challenging experience, but we knew that with their support we could make it work.

"We had to continue to run the nurseries as though they were ours as they still were but whilst also dealing with the sale process."

RDK helped the owners source a local solicitor with the expertise and experience to represent them as well as third party professionals to meet other requirements that avoided delays and potential risks to a successful completion.

Lisa added: "The level of support and assistance we received from RDK was invaluable. They helped us navigate the process from offer accepted until completion."

"Without them we would have been lost on many occasions, not knowing which direction to go in. They occupied the middle ground to smooth things over and we could rely on them to sort issues out.

"RDK was a vital cog that kept everything moving."

After a hectic six months the sale of the businesses was completed in December 2018.

Shaun added: "We feel that both seller and buyer got a good deal and everyone was happy with the outcome.

"It was tough but now we are sitting back and deciding what to do next, wondering what our next project will be!"

CONTINUED...

# PROJECT PORTUGAL LITTLE ACORNS & 100 ACRE WOOD EIGHT NURSERY SETTINGS

WE ARE HERE TO HELP MAXIMISE OUR CLIENT'S SALE PRICE WHILST ALSO ENSURING WE DELIVER THE PERFECT BUYER AND THE RIGHT DEAL.



## GETTING THE SALE OVER THE LINE

Jenna Caldwell, Director of Childcare & Education for Redwoods Dowling Kerr, supported the owners every step of the way.

"We understand that when people sell a childcare business that it's an emotional time. They have invested huge amounts of time, effort and money, and the business is very personal to them.

"We also understand that they have to run the business throughout the sale process, so they can't take their eye off the ball.

"We are here to help maximise our client's sale price whilst also ensuring we deliver the perfect buyer and the right deal. At RDK we work with our clients at every phase of the transaction to assist them with the swiftest possible completion."

Jenna added: "During the transaction process there can be lots of demands on the vendor and we act on their behalf to find reasonable and innovative solutions to ensure the deal completes.

"From helping the vendor appoint a lawyer with expert knowledge to helping oversee a raft of due diligence requirements around issues such as leases, insurance and planning, we literally live and breathe our clients' experiences.

"It was a complex transaction with multiple locations but we were all delighted with the outcome.

"It demonstrates the true value of RDK - we do far more than advertise a business for sale, we make it happen and accelerate wealth creation for our clients."

## SALE PROFILE

Little Acorns Ltd  
100 Acre Wood Ltd

South West

### Timescales

Sale opportunity launched:  
June 2018

Heads of Terms signed:  
July 2018

Completion:  
December 2018

### Buyer

Nursery Group, Just Childcare



THE COMPLETE CHILDCARE BROKER

For more information visit [redwoodsdk.com](http://redwoodsdk.com)

SOLD

## Riverside Rascals

Argyll And Bute

**A first-time buyer is enjoying his latest business venture after acquiring Riverside Rascals in Lochgilphead, Argyll And Bute.**

The setting was acquired by Graham Ramsay, who is looking to build on the success of the business by renovating it and introducing a fresh ethos. His knowledge of the childcare sector stems from his wife and daughter, who are both registered nursery managers.

**Citing the location as one of the factors that persuaded him to purchase, Mr Graham Ramsay commented:**

"Thank you to Natasha Satterthwaite at Redwoods Dowling Kerr for all her help through the process of purchasing Riverside Rascals. She always responded very quickly to any questions I had and helped with the process of dealing with a complex sale. Thank you for all the help Natasha, it's much appreciated!"



SOLD

## Roundabout Day Nursery

Stoke on Trent

**Redwoods Dowling Kerr are delighted to announce the sale of Roundabout Day Nursery in Bucknall, Stoke on Trent.**

The nursery was acquired by experienced operator Mrs Lesley Wagg, who is now looking to build on the success of the business by introducing a fresh ethos.

**Citing the location of the setting as one of the factors that persuaded her to purchase, Mrs Lesley Wagg said:**

"I would definitely recommend Redwoods Dowling Kerr, their service has been professional, prompt and friendly.

"Natasha Satterthwaite has been amazing. She has been extremely helpful during an extremely complex purchase and she has remained upbeat and has always followed up any of my concerns in an efficient manner. I will miss hearing her cheerful voice every week."



SOLD

## Beach House Day Nursery

North Wales

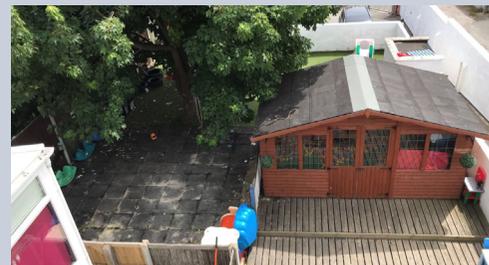
**Redwoods Dowling Kerr are delighted to announce the sale of Beach House Day Nursery in Rhyl, North Wales.**

Beach House Day Nursery is a family-run children's day nursery and separate out-of-school club that has operated under Mrs Helen Thomas for over 10 years.

Beach House Day Nursery has earned a truly enviable reputation for the quality of childcare provided, enjoying historically high levels of occupancy and regular referrals and recommendations.

**Commenting on the corporate sales process, Mrs Helen Thomas said:**

"The service provided by Sarah Ellison at Redwoods Dowling Kerr was excellent. She was professional, helpful and friendly throughout the sale. Thank you for all your help."



SOLD

## Cheverell Old School Nursery

Wiltshire

**Kids Planet Day Nurseries acquire 25th nursery via Redwoods Dowling Kerr.**

Redwoods Dowling Kerr is delighted to announce the sale of Childsplay of Liverpool Limited in Wavertree, Merseyside. The nursery was sold to the highly regarded Kids Planet Day Nurseries; a family-owned group of 24 nurseries in the North West of England. This sale marked a celebrated 25th addition to the group.

**The sellers, Mr and Mrs Edwards commented on their experience saying that:**

"We have recently completed the sale of our day nursery with Redwoods Dowling Kerr, who found us several potential buyers that they knew would be quality buyers.

Although there were some unforeseen hiccups along the way, they always had our best interest at heart and fought hard for us to achieve the sale we wanted. We are happy to have passed our reigns on to such a likeminded, quality childcare group Kids Planet and we would highly recommend Redwoods Dowling Kerr to others."



## SELECTION OF SOLD CORPORATE SALES



### Stoke Bishop Montessori School Bristol via RDK

#### Project Joshua - Bishop Montessori School

South West England

**A first-time buyer is enjoying her new business venture following the sale of Stoke Bishop Montessori School, via Redwoods Dowling Kerr.**

Pegah Esmaili acquired Stoke Bishop Montessori School in Bristol after falling in love with the business and its location.

Situated in leafy Stoke Bishop, the setting is renowned in the locality for the quality of childcare provided. In 2015 the setting achieved an overall 'Outstanding' rating from Ofsted.

Stoke Bishop Montessori School is registered for 50+ children aged 2 to 5-years-old and enjoys historically high levels of occupancy.

Following the sale, the vendor Sandra Pidgeon, is now looking forward to retirement.

The buyer Pegah Esmaili said:

"Thank you so much. I appreciate your patience and everything you did to ensure we got to completion."

Senior sales negotiator Karrina Lee said:

"I'd like to wish Pegah Esmaili every success in her future endeavours. I'm sure she will enjoy running the nursery and maintaining its excellent reputation.

"I'd also like to wish Sandra Pidgeon a happy and peaceful retirement."



### Busy Bees acquires kidsUniverse in London via RDK

#### Project Sphere - kidsUniverse

London

**Redwoods Dowling Kerr are delighted to announce the sale of kidsUniverse; a chain comprising of two Montessori day nurseries in the London Borough of Harrow.**

kidsUniverse was established by Mr & Mrs Shah in 2010. The business opened its first setting in Kenton in 2013 which was then followed by the Harrow setting in 2016.

The nursery settings provide a welcoming home-from-home environment with a light and airy feel throughout. Both properties benefit from good sized classrooms which create a pleasant environment to learn and play for all ages.

The previous owners spent a great deal on keeping the settings presented in excellent condition by way of a constant refurbishment program both inside and out along with fixtures, fittings and learning equipment. Both the settings at Marlborough Hill and Preston Hill were converted to nurseries from domestic dwellings but provide a purpose-built feel once inside.

The group has the capacity to provide childcare for 152 children and both settings have been rated as "Good" by Ofsted.

The successful bidders were Busy Bees Nurseries Limited, who saw the group as the perfect acquisition to add to their ever-expanding group portfolio.

Marg Randles, Chief Academic Officer and co-founder of Busy Bees said:

"It's fantastic to be able to welcome kidsUniverse to our growing portfolio. We want to provide the best possible outcomes to children in our care and I look forward to working with their talented and like-minded teams to continue giving the children the best start in life."

# SELECTION OF SOLD CORPORATE SALES



## Storal Learning acquire Manchester nursery via RDK

### Old Crofts Bank Day Nursery

North West

**Redwoods Dowling Kerr are delighted to announce the sale of Old Crofts Bank Day Nursery in Urmston, Manchester, to corporate buyers Storal Learning.**

Storal Learning own and operate several nurseries across England and their acquisition of Old Crofts Bank Day Nursery is their most recent to be brokered by leading childcare broker, Redwoods Dowling Kerr.

Having successfully operated in the Trafford town of Urmston since 1997, the nursery has earned a truly enviable reputation for the quality of childcare provided. As a result, Old Crofts Day Nursery enjoys historically high levels of occupancy and regular recommendations and referrals.

A spokesperson from Storal Learning said:

“We are thrilled to now be a part of Old Crofts Bank Nursery and very much look forward to working with the nursery’s fantastic team to continue building on its long-standing reputation for high quality childcare.”

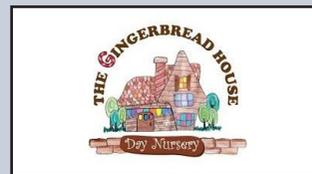
Senior Sales negotiator Sarah Ellison said:

“It was a massive decision for the sellers to come to market as they have run Old Crofts Bank Day Nursery for over 20 years.

“After meeting with Storal Learning, they felt they were the right group to build on the success of the business and ensure its excellent reputation prevails.

“I wish Linda Conway and Janet Hazzlewood all the best. It has been a pleasure assisting them with their sale, especially knowing how special the nursery, parents and staff are to them.

“We have worked with Storal Learning on other acquisitions and once again it was great to help them purchase another nursery. We wish them all the luck in the future.”



## All About Children acquire latest setting via RDK

### Gingerbread House Day Nursery

London

**Redwoods Dowling Kerr are delighted to announce the sale of Gingerbread House Day Nursery in Croydon to corporate buyers, All About Children.**

All About Children are the 12th largest nursery group in the UK, according to Nursery World, and the sale of Gingerbread House Day Nursery marks their latest acquisition through leading childcare broker Redwoods Dowling Kerr.

Commenting on the transaction, the vendor Mr Shandakumar Arjuna said:

“I would like to thank Karrina Lee who dealt with the sale of my nursery, the service she provided was excellent from start to finish.

“We achieved 5 offers, 3 of which were above asking price. Once we had accepted the offer, Karrina Lee was on hand to deal with all aspects of the sale.

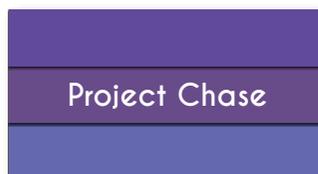
Russell Ford of All About Children commented:

“2018 has been a huge year of progress for All About Children, a year in which we have transformed our business. Although we have perhaps ‘flown under the radar’, in the 16 months between August 2017 and November 2018, we have acquired 13 new nurseries – taking our Group from 17 to 30 settings.

“The most challenging part of that has been to find flagship nurseries operating in the premium sector, or nurseries with the potential to be, and we couldn’t have done that without the support of brokers such as Redwoods Dowling Kerr.

“I’m very grateful for Jenna Caldwell and her team, who’ve done a fantastic job for us (and for sellers) and who’ve already found additional outstanding nurseries for us to acquire in early 2019.”

# SELECTION OF PROJECTS FOR SALE



## Project Chase

Scotland

**Offers invited in the region of £1.2m Freehold Ref: 46539**

Turnover of £559k for the year end May 2018 with an adjusted EBITDA of £188k.

Well-maintained children's day nursery with a capacity in excess of 75 children.

Robust organisational structure in place with 15 dedicated staff.

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



## Project Jacob

North West England

**Offers Invited for the Group Freehold & Leasehold Ref: 46563**

Combined income of £1.3m for the year end March 2018 with and adjusted EBITDA of £139k.

A group of 3 unique children's day nurseries with a combined capacity for 200 children.

2 modern purpose-built settings and 1 historic converted property.

Robust organisation structure in place with a team of 70+ staff.

**Rated 'Outstanding' & 'Good' by Ofsted**



## Project Anna

East of England

**Offers invited in the region of £1.2m Freehold Ref: 46740**

Income of £184k for the year end November 2017 with an adjusted EBITDA of £53k.

Private term time only nursery with a valuable four-bedroom detached family home set within 1/3 acre of land.

Current capacity for 44 children.

Significant potential to increase capacity, income and profitability.

**Rated 'Good' by Ofsted**



## Project Alvon

North West England

**Offers Invited Freehold Ref: 46748**

Income of £1.5m for the year end June 2018 with an adjusted EBITDA of £260k.

A well-established children's day nursery, with a separate 4-bedroom family home. This impressive nursery is set within 1.5 acres of grounds.

Capacity for 134 children.

**Rated 'Good' by Ofsted**



## Project Twilight

South West England

**Bids invited Freehold Ref: 46579**

Combined income of £55k with an adjusted EBITDA of £159k.

Two outstanding children's day nurseries with a stunning 4 bedroom cottage included in the sale.

Combined capacity for 95 children.

**Rated 'Outstanding' by Ofsted**



## Project Elijah

South West England

**Offers invited for the Group Leasehold Ref: 46513**

Combined income of £1.3m for the year end March 2018 with an adjusted EBITDA of £236k.

The opportunity to acquire an award-winning group of two children's nurseries.

Combined capacity of 130 children.

Team of highly-qualified and long-standing staff. Millie's Mark accredited 2016/17 at both settings.

**Rated 'Good' by Ofsted**

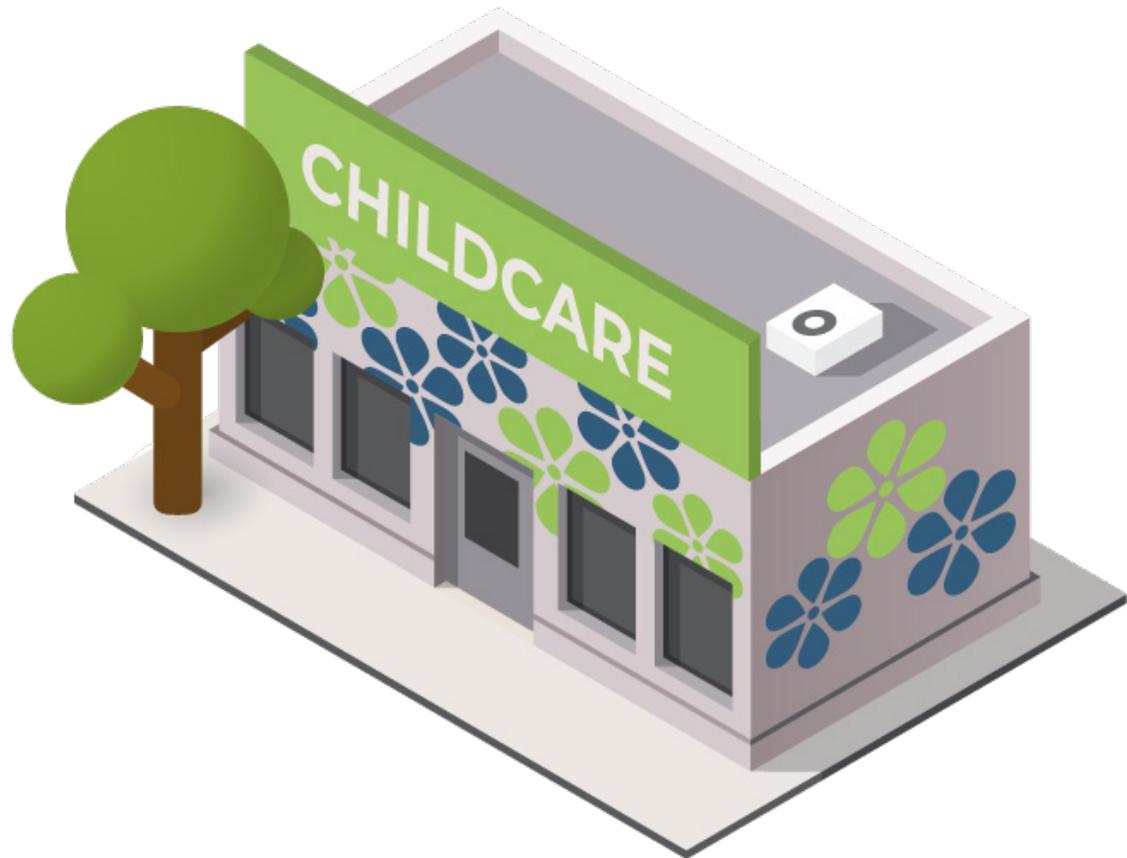
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# EXIT PLANNING

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

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