



Case study: AFA Fostering Ltd

Larking Gowen assisted the vendors with the sale of the Group to BSN Social Care Limited.

The deal

Incorporated in 2009, the Group is an independent fostering agency providing committed, empathetic and knowledgeable foster parents to local authorities for placements across East Anglia and the Midlands.

Our role

We undertook the following:

- Marketing the business for sale, identifying and directly approaching potential buyers
- Preparing sales documentation
- Negotiations with interested parties
- Coordinating due diligence enquiries
- Working alongside the solicitors, Howes Percival, to agree the legal paperwork

Client:

AFA Fostering Limited

Industry sector:

Foster care

Transaction:

Business sale

Key highlight:

We carefully targeted potential buyers, approaching credible acquirers whose values were closest to our client's.

This allowed us to optimise value for the sellers whilst successfully completing the transaction in a smooth and efficient manner.



Comments

Nigel Pickering, Director and Shareholder of AFA Fostering Limited, said: "We felt it was important to have the right team around us who took the time to understand our ethos and the legacy we wanted to leave. With Larking Gowen's support we were able to select a buyer who is compatible with the great business we had created. The process was handled smoothly and efficiently by Larking Gowen and our interests as the seller were protected and promoted at all times. We were very pleased with the process and the outcome."

Hannah Rutherford, Manager at Larking Gowen, said: "It's been a genuine pleasure advising Nigel and Graeme throughout this process. It was satisfying to facilitate a deal that not only recognised their years of dedicated hard work but also ensured the seamless transition of the business into the capable hands of BSN Social Care, whose ethos aligns closely with theirs. I wish both Nigel and Graeme all the best for the future."