



## Case study: Bluebird Care

Larking Gowen assisted Bluebird Care franchise owner, Peter Slough, with the acquisition of another territory.

### The deal

A reputable Bluebird Care franchise owner has taken over the running of the network's Kensington & Chelsea branch.

Larking Gowen assisted Peter Slough with the acquisition of another Bluebird Care franchise, assisting from valuing the target through to completion.

Bluebird Care Kensington & Chelsea employs over 55 members of staff, who together provide services to over 60 customers in the borough.

### Our role

We undertook the following:

- Feasibility study of target business
- Price guide calculation
- Negotiations with vendors to agree price and heads of terms
- Financial and taxation due diligence
- Advised on the commercial and tax structure for the acquisition
- Deal management

### Client:

Bluebird Care

### Industry sector:

Home care

### Transaction:

Acquisition and financial due diligence

### Key highlight:

We gave advice and key input at the negotiation stage, and undertook due diligence, allowing Peter to focus on getting the deal over the line.



### Comments

Peter Slough, Managing Director, Bluebird Care, said:

"Jack and his team were a pleasure to work with, from the initial phone call to the agreement of completion accounts. Even before we were clients, Jack gave a lot of his time to give me advice and some really key input when I was in the negotiation stage.

"Once the deal was finalised, Jack and his team were efficient and made the financial due diligence a simple process – which is no mean feat! They took on board the outcomes I wanted to achieve and got on with the hard work to allow me to focus on getting the deal over the line.

"In an acquisition like this it's a massive compliment to say that I didn't need lots of meetings with Larking Gowen as they understood my aims and just got on with the work."