

# Project Celsius

An exciting opportunity to acquire/invest in or merge with an established UK-based care and support services provider. The Group is facing a liquidity shortage and requires immediate investment.

## Overview

- BTG Advisory has been appointed to solicit offers to acquire all or part the Group. A comprehensive information memorandum about the Group will be made available to interested parties on signing an NDA.
- The Group is a registered UK charity with nearly 30 years' experience in providing care and support services for older people, people with a mental health need and people with a learning disability.
- The Group's wide range of services include:
  - Residential and Nursing Care
  - Supported Living
  - Domiciliary Care
  - Extra Care Schemes
  - Respite/Short Breaks
  - Outreach and Day Care Services
- The Group serve three core groups of beneficiaries:
  - Elderly
  - People with a mental health need
  - People with a learning disability
- The Group has significant asset value in the form of freehold property, which if acquired on a going concern basis, would strongly compliment an existing care portfolio.
- As a result of recent challenged trading conditions, the Group now faces a liquidity shortage, with significant unsecured creditor stretch sitting behind secured debt.
- The Group offers the chance to acquire an established brand with significant growth asset value.
- Due to pressure from creditors, we are aiming to conclude a sales process over an accelerated timeframe. Interested potential investors will have to submit indicative offers as soon as possible, with completion in early October.
- Interested parties will need to evidence proof of funds in excess of £3.5m

## Key Highlights

- Established charity with significant asset value.
- The Group has outlined the areas of the business that would be restructured post-transaction to re-establish profitability across the portfolio.
- Revenue is expected to be £30.3m in FY26, with the Group losing £1.4m at an operating profit level.
- The Group currently holds around £3.5m in asset value from Freehold Property.

## Financial Highlights

P&L Summary			
Year ended 31 March, £'000	FY23A	FY24A	FY25A
Revenue	35,316	36,327	34,125
Gross Margin	3,662	5,096	4,062
EBITDA	(3,275)	(150)	(588)
Gross Margin %	10.4%	14.0%	11.9%
Overhead as % of Revenue	20.0%	21.9%	27.8%
EBITDA %	-9.3%	-0.4%	-1.7%
Balance Sheet			
Year ended 31 March, £'000	FY23A	FY24A	FY25A
Total fixed assets	7,023	6,322	3,581
Total current assets	4,870	4,705	2,935
Creditors (Current)	(4,523)	(7,117)	(6,897)
Creditors (Non-current)	(1,335)	(1,207)	(2,220)

## For Further Information

Further information is available upon completion of a Non-Disclosure Agreement (NDA), which will permit access to a comprehensive Information Memorandum. Enquires should be directed in the first instance to:

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### Important Notice

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