

Case studies: Bentleigh Cross



Overview

- Bentleigh Cross is a developer and operator of close care apartments and nursing homes
- Initially mandated to raise £26.1m debt and equity financing for two additional close care communities in South West England totalling 120 apartments and 100 nursing home beds
- Subsequently mandated to find a new equity partner to replace existing non management shareholders and to provide further development and working capital

Role

- Conducted strategic review, produced financial models, detailed information memorandum, investor presentations and compiled and managed a data room
- Advised management on optimum shareholder structure, cash management issues, approaches to shareholders
- Identified strategic investor willing to acquire existing shareholders at significant premium to NAV and provide guaranteed financing for new sites
- Represented company in negotiations with existing and incoming shareholders, controlled and populated data room and ensured smooth completion process



Successfully raised £70 million financing package to acquire shares from existing shareholders and to develop new close care communities