

Homes & Beds

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Number of homes and beds operated by selected companies in both the independent and voluntary sectors

Company	Homes	Beds
Southern Cross	737	38,528
BUPA Care Homes	300	21,229
Four Seasons		
Health Care	332	16,959
Barchester Healthcare	196	11,520
Anchor Trust	102	4,460
Craegmoor	204	4,221
Care UK plc	80	3,640
Order of St John		
Care Trust	74	3,200
Caring Homes	112	3,265
MHA Care Group	69	2,999
Abbeyfield Society Ltd	81	2,235
Orchard Care Homes	33	2,023
Leonard Cheshire	102	1,965
Runwood	32	1,959
Sanctuary Care	52	1,910
Shaw Healthcare	58	1,908
Minster Care	77	1,884
Excelcare Holdings plc	31	1,661
Voyage	202	1,609
Sunrise Senior Living	33	1,582
Hallmark Healthcare	25	1,575
Prime Life	56	1,532
Avery Healthcare Group	22	1,501
Somerset Care	41	1,461
Quantum Care	27	1,450
Mimosa Healthcare		
Group	30	1,416
Meridian	27	1,338
María Mallaband	56	1,300
CLS	33	1,293
The Fremantle Trust	43	1,114
KCHT	19	1,005
CareBase	14	822
Hill Care	12	657
Springcare Limited	12	570

To update your entry, email vivshep@aol.com



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Increased demand sees new acquisition strategies for larger operators

From 2011 onwards, the UK will see a rapid increase in the old age dependency ratio as the 'baby boom' generation reaches retirement age. The high birth rates of the 1950's will result in a large increase of elderly people from 2011 and is projected to reach a maximum in 2031. With the number of elderly people continuing to rise, Redwoods Dowling Kerr are seeing larger care operators entering the market to satisfy the ever increasing demand for quality care.

Even though the need for care is rising, there will be certain challenges care operators will have to face over the next 10 years. A recent report from care provider Bupa predicts a shortfall of 100,000 care home beds by 2020. The report warns of the possible shortfall if council authorities' adult social care budgets are not ring-fenced. Local authorities are becoming increasingly stretched and there are fears that councils will use their financial resources elsewhere leaving holes in the healthcare budget.

However, there are some actions that can be taken to stop this shortfall from taking place, such as the councils pledging to ring-fence the budget and working closely with primary care trusts. Also, with Public Sector provision declining, we are finding the private sector expanding to meet demand. Larger independent operators are firmly establishing themselves in the market with 90% of care home services being provided by the independent sector.

The increasing number of elderly people in the UK is resulting in the

Care Industry becoming big business. A Santander report refers to several very large companies building, buying or leasing chains of homes across the country in recent years. Businesses are continuously seeking to improve the quality of care provided whilst increasing economies of scale and improving profit margins.

Andrew Steen of Redwoods Dowling Kerr commented: "We have seen an increase in larger operators buying the smaller care homes that we currently have on the market. The viability of smaller care homes is vulnerable in the current economic climate. Larger operators who benefit from operational economies of scale, are more robust to the effects of the reduced public spending by the government than these smaller operators."

A recent example of a smaller care home sold to a larger operator is The Glen, Leicestershire, which Redwoods Dowling Kerr sold for an undisclosed sum. This well presented and maintained Residential Care home was registered for six and had developed a very good reputation. Purchaser David Harrison, Heathcotes Care bought the home with vacant possession and will be re-registering to care for adults with learning disabilities. David commented: "The Glen is ideal for our purposes and I will be working with Redwoods Dowling Kerr in the future to find more homes to acquire." Heathcotes care is working with Redwoods Dowling Kerr to find further suitable care homes for the Group to purchase.

Andrew continues: "Heathcotes



Andrew Steen

is one of several operators we have recently assisted with their acquisition strategy. We are finding increased demand from groups rather than individuals, who are currently finding it a good time to sell their care home as the demand from large operators is rising, and the demand for realistically priced, good quality care homes is outweighing the supply."

If you are looking to acquire or sell a care home, Redwoods Dowling Kerr will be able to advise you on the current market and the options available to you. Please contact us on one of the following numbers:

**To Buy: 0844 387 7496
To Sell: 0844 387 7497**



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SPEAKING UP FOR THE INDEPENDENT HEALTHCARE SECTOR ISSUE 41

West Surrey Focus

Cartenwood think this area an attractive one for care home development

See pages 46 and 47

Social care providers demand VAT reform

A campaign announced by Mario Kreft at CFW

See page 38

DC Care host seminar on the future of Dementia care

See Pages 35 and 36



Hallmark: Healthcare is joined by industry leaders at the recent launch of its family foundation - see Healthcare Business issue 40 for full story. Picture: Lara (L-R) event organizer Jules Bottazzi, foundation member Neena Gupta and foundation trustee Mala Agarwal

Can you **see** it?

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