



HEALTHCARE SERVICES

NATIONAL
CAPABILITIES



**CUSHMAN &
WAKEFIELD**



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Following their appointment in 2017, we were confident of receiving the performance we expected from the C&W Healthcare team as our chosen valuation partner. As we continue to expand across the UK Healthcare market, they have successfully blended high quality valuation advice with an excellent understanding of the commercial factors impacting upon UK healthcare businesses. The wider C&W business has also demonstrated the ability to support us with additional services when we have called upon them.

Andrew Cowley

Managing Partner, Impact Healthcare REIT

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As we are recent entrants to the UK market, Cushman & Wakefield have told us what we needed to know about the industry in the course of providing us with a balance sheet valuation. Their opinions are thorough and well rounded, covering all the issues we needed to be aware of and we have been delighted with our choice of UK adviser accordingly.

Revera Living



HEALTHCARE AT CUSHMAN WAKEFIELD

FROM PRIMARY TO SOCIAL CARE, OUR FOCUS IS ON UNDERSTANDING ALL YOUR CHANGING NEEDS AND PREPARING YOU FOR **WHAT'S NEXT** IN THE HEALTHCARE SECTOR.

We offer the following services in the healthcare sector:



The team has extensive experience in all market segments, covering:

- *Elderly care homes*
- *Retirement living*
- *Lifesciences*
- *GP surgeries*
- *Dental practices*
- *Supported living*
- *Pharmacies*
- *Private acute hospitals*
- *Children's day nurseries*
- *Special educational needs schools*

KEY FACTS

THE NATIONAL TEAM OPERATES
ACROSS THE UK

OFFICES

LONDON
BRISTOL
MANCHESTER
GLASGOW

WITH
19 PEOPLE
IN THE HEALTHCARE SERVICES TEAM



LAST YEAR WE INSPECTED OVER

43,000

BEDS ACROSS THE UK



TOTALLING APPROXIMATELY

£5.5 BILLION



ESTABLISHED
**RETIREMENT
LIVING**



PRACTICE

HEALTHINVESTOR
CAPITAL MARKETS 2018



**TEAM OF
THE YEAR**

CAPITAL MARKETS

From experienced operators through to first time investors, we tailor our advice for sellers and buyers across the sector.

LET US INTRODUCE YOU

Whether it's single assets or portfolios, going concerns or development opportunities, healthcare centres or retirement communities, structuring joint ventures or M&A advice, our team has the knowledge and experience to lead you through to a successful conclusion.

We deal with sensitive information and know confidentiality matters. We undertake assignments discreetly, or publicly, as the situation may dictate.

We support our clients at all stages of the investment cycle including underwriting, market research, financial analysis, marketing strategy and execution, transaction negotiation and structuring, due diligence and closing.



HOWARD DE WALDEN ESTATE

Investment transaction of a health facility for c.£6m.



CORNERSTONE HEALTHCARE PORTFOLIO

Acquisition of the entirety of Cornerstone Healthcare. The £20m deal, which was concluded off-market, was backed by a new Private Equity provider. C&W have a mandate to assist with their ongoing expansion.



STRATFORD HEALTHCARE

Sale of one of the UK's largest medical centres for c.£30m.



LAVENDER FIELDS, SEAL, KENT

Acted on behalf of LaSalle Investment Management to acquire a 75 bed purpose built care home in Seal, Kent for £20m.



SIDCUP DEVELOPMENT

Sale of an 80-bed care home pre-let to Care UK on a forward commitment basis for £17.3m

VALUATION & ADVISORY

Cushman & Wakefield's Healthcare Team includes a team of dedicated and experienced valuers who provide valuation advice to a wide range of clients and are on the advisory panel of all the leading financial institutions.

THE VALUE OF OUR EXPERIENCE

The team has worked across a broad range of properties and locations, undertaking valuations for loan security and accounts purposes, as well as providing due diligence to investors acquiring or disposing of healthcare assets.

Trading business valuation in the healthcare sector requires specialist expertise to understand the complexities of the interaction between the business, the building and the industry regulator. All factors combine to have an impact on trade and how that affects earnings. We offer a full range of valuation, advisory, landlord and tenant and litigation support services to provide true market knowledge, strategy and advice from a thorough and expansive perspective.

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REVERA

Regular valuation of Revera's UK assets including their recent acquisition of Signature. The £700m portfolio comprises some of the highest value care homes in the UK.





UK CARE HOME PORTFOLIO

Valuation of 201 assets for the bank financing the c.£2.5bn acquisition. Inspection and delivery within 18 days



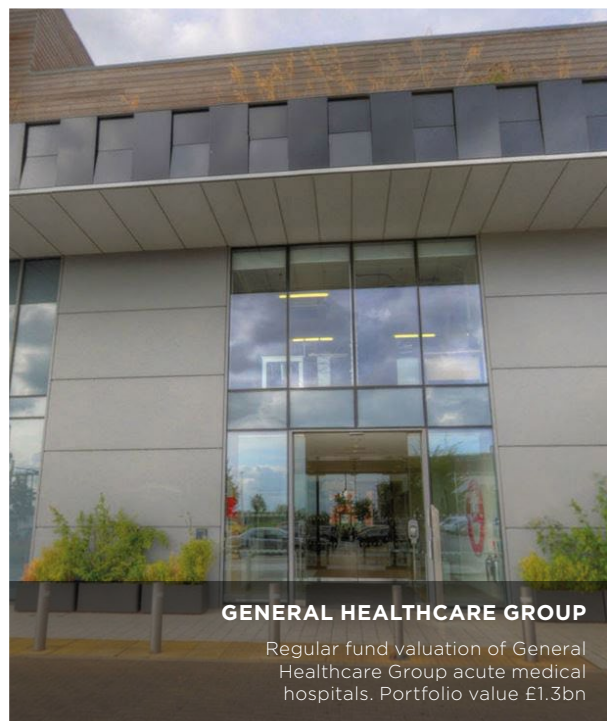
CARETECH / CAMBIAN

Valuation for equity and debt raise for CareTech as part of their acquisition of Cambian. The portfolio comprised over 200 freehold assets across the UK.



AEDIFICA

Valuation of 93 care home investments across England, Scotland and Wales on behalf of the purchaser, followed by a mandate for regular fund valuations.



GENERAL HEALTHCARE GROUP

Regular fund valuation of General Healthcare Group acute medical hospitals. Portfolio value £1.3bn

CONTACTS



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Jamil Mawji
Director, National Care Group

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Cushman & Wakefield's team possess a wealth of sector knowledge and they responded very quickly and professionally when we needed their help at short notice. We won't hesitate to use them in the future.

Nick Broadbent
Development Director, LNT Group

