



HKM190 – Social Care Services Provider for Sale – South East England

Executive Summary

An opportunity has arisen to acquire a fast-growing independent social work and education company based in the South East of England, with an extensive range of services and a substantial roster of Local Authority clients. Throughout 14 years of trading, this dynamic business has experienced dramatic growth, earning a solid reputation as a proven provider of high-quality social work and education intervention.

The company has developed a solid client base with an initial regional focus across Southern England but is now starting to win contracts nationwide, providing a wide range of social work and education assessment and support services to Local Authorities; education professionals and Legal Firms working with children and families subject to public and private law proceedings; with children and young people for whom preventative services are necessary and children and young people with specific educational needs.

The company benefits from the expertise of experienced Senior Managers with over 50 years of extensive social work, education and management experience across many disciplines. The experience of the Management Team is supported by a considerable network of Independent Social Work Practitioners; education professionals; psychologists and Experts, complemented by the company's access to professionals from a range of related disciplines. This impressive stable of expertise enables a response to any size or type of project commissioners may request.

This innovative business is becoming recognised for pioneering some services which are becoming standards for the social care industry including a bespoke education service, designed to support young people with challenging behaviours and complex or high-level needs and is also available to young people on the edge of care and/or at high risk of gang exploitation. The company has also developed a well-utilised family-focused assessment service which is trademarked to the business and increasingly recognised among practitioners within the court circuit.

The company enjoys a consistent record of repeat custom among its notable Local Authority; education and Legal Practitioner client base yet has significant growth opportunities through a healthy contract pipeline for its key services, further referrals and demand for new service offerings.

The company has achieved a track record of consistent growth and has maintained this even through the challenges posed by Covid19 and is now on the threshold of its biggest step change in growth to date. This highly cash generative business has consistently achieved high profit margins and is projecting revenues to at least double over the next 12 months.

Highlights

- Fast-growing business with long standing industry experience
- Recognised as high-quality social work and education intervention provider
- Solid client base of Local Authorities, education providers and Legal firms across Southern England
- Portfolio of pioneering services with a high proportion of repeat custom
- IP on a key, bespoke and well-utilised service
- Key recent contractual wins across the UK
- Significant growth opportunities through a healthy contract pipeline
- Cash generative business attaining consistently robust profit margins

Financial Overview

Y/E: 31 st December	2017	2018	2019	2020 (F/C)	2021 (F/C)
Sales revenue	£370,452	£695,269	£1,672,338	£2,500,000	£5,000,000
Gross profit	£259,883	£315,049	£943,593	£1,525,000	£3,050,000
<i>Percentage</i>	70%	45%	56%	61%	61%
Adjusted EBITDA	£110,114	£39,234	£445,112	£989,640	£1,964,279
<i>Percentage</i>	30%	6%	27%	40%	39%

Offers invited