

Project Onyx - Nationwide GE Healthcare Financial Services – Investment Advice

Project outline

GE Healthcare Financial services were considering their first foray into the UK Healthcare market, negotiating for the purchase of a £multi-million portfolio of care home investments.

Services provided

Over a 2 year period, GVA Grimley's Healthcare team provided market data and advice on trends, opportunities, risks, pricing, and the regulatory funding environment of the long-term care sector.

When an actual opportunity was identified, more detailed advice was provided to both the HFS and the Commercial Real Estate Teams of GE to assist in bid preparation. This included investment yields, drivers specific to the care sector, and a desktop review of the portfolio in question.

This was followed up by a detailed examination of the composition of the portfolio, home by home, across England, Scotland, Wales and Northern Ireland, and then by formal valuation and market advice.

How GVA Grimley added value

A typical hand-holding exercise, where a substantial company was making a major voyage into previously uncharted waters, and required the comfort of dedicated specialists working alongside its analysts, negotiators, decision-makers, and other professional advisers.