

Sector
Healthcare

Location
Norfolk

Deal
Trade
Disposal



JDC Corporate Finance



Haven Veterinary Healthcare on JDC

"Initially we were sceptical as to the value that JDC could add and how they would justify their fee - we had already been approached by a number of corporate buyers and were confident we could agree a deal with one of them. However, in the end, not only did JDC ensure that the deal happened, their expertise in negotiation and maximising value meant we ended up selling for considerably more than we would have achieved on our own. Jon, Adam and Kerri were heavily involved in every stage of the process and having now experienced the process of selling first hand, I can honestly say that without their help and guidance we cannot imagine how we would have managed through this stressful time - thank you once again!"

Robert Livie, Director

Trade Sale of Haven Veterinary Healthcare



The business

One of East Anglia's oldest small animal veterinary practices, servicing Great Yarmouth and the surrounding areas for over 130 years.

Reputation for offering high quality services utilising modern medical treatments and equipment.

Operated from strategically located premises off the A12.

Mature business but with significant scope for further growth.

The deal

Sale of 100% of the shares to CVS, who are listed on the London Stock Exchange and trade via the Alternative Investment Market.

CVS are the UK's largest veterinary group, owning more than 360 practices and employing over 4,350 staff.

Full cash consideration payable on day one, with continued commitment from the purchaser to the current operation and employment of staff.

JDC value add

Fully understood the market dynamics and the wide range of the potential buyers to maximise competitive tension and drive up price.

Carried out pre-sale due diligence to identify and rectify any potential issues before presenting to third parties to prevent any 'price chipping'.

Chaired meetings and negotiated offers with six parties (comprising private equity firms and national corporates), acting as hands-on lead advisers through every stage of the sale process.





Raising the bar

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