



Healthcare

# CARING FOR GROWTH

**Bespoke funding for mid-sized operators in  
the specialist, primary and social care sectors,  
including children's services and day care  
nurseries.**



THINCATS

# Healthcare Funding Focus

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## Flexible funding for a range of businesses in the healthcare sector

- Specialist care homes
- Children's services
- Elderly care
- Day care nurseries
- Primary care services including pharmacies and dentists
- Supported living and domiciliary care
- Private hospitals



**“ We have found the ThinCats team to be willing, trusting, understanding, and credible - it is a real partnership. ”**

**Bernie Suresparan,  
Founder, We Care Group**

# Our Proposition

We offer fast, flexible finance to help good operators in the healthcare sector achieve faster growth

- Cashflow and asset-backed lending
- Quick response times
- Transparent process
- More flexible structures
- Opportunistic approach to non-standard transactions
- Equity release such as 100% purchases, dividend payments, director loan repayments

# Key Criteria

**Amount:**  
**£2-35m**  
initial funding



Amounts of £1m and over £35m to be considered on a case-by-case basis



**Leverage:**  
**Up to 7x**

Run rate based

**Minimum 3 properties**  
2 by exception.  
No single regulatory risk



**LTV:**  
**Max 75%**

Up to a maximum of 75% of trading values

*No cap against vacant possession*

**Term:**  
**Max 7 years**



CRH periods available

**Purpose:**

- Cash out for growth
- Acquisitions
- Refinance
- MBOs
- Extensions and refurbishments

# What we look for

Critical Success Factors		Measures
<b>Management</b>	<ul style="list-style-type: none"><li>• Strong management team</li><li>• Strong reputation in the market</li><li>• Experienced operator with demonstrable track record of operating multiple sites</li></ul>	<ul style="list-style-type: none"><li>• 2 years experience verified by regulatory outcomes</li></ul>
<b>Asset quality</b>	<ul style="list-style-type: none"><li>• Latest regulator rating and history e.g. CQC, Ofsted, CIS, CSSIW, etc.</li><li>• Single rooms and en-suite provision</li><li>• Opportunity to extend or improve</li><li>• No single asset or regulatory risk</li></ul>	<ul style="list-style-type: none"><li>• Externally rated</li><li>• Wider business with a demonstrable track record of achieving satisfactory CQC rating or equivalent from appropriate regulator</li></ul>
<b>Demand</b>	<ul style="list-style-type: none"><li>• Location</li><li>• Public and Private Funding</li><li>• Level and standard of competition</li></ul>	<ul style="list-style-type: none"><li>• Occupancy rates</li><li>• Average weekly fees</li><li>• Diversity of funding sources</li></ul>
<b>Financial strength</b>	<ul style="list-style-type: none"><li>• Provision of good quality management information</li><li>• Clarity of pricing strategy</li><li>• Overheads management</li><li>• Staff recruitment and retention</li></ul>	<ul style="list-style-type: none"><li>• Staff costs</li><li>• Agency usage for staffing</li><li>• EBITDA conversion post head office costs</li></ul>

# Recent Deals

Our Healthcare proposition has delivered over **£300m** to mid-sized businesses in the healthcare sector



**FirstBlue Acquisition**  
East Midlands



**We Care Group Growth**  
North West



**Inspire Scotland MBO**  
Scotland



**Godfrey Care Growth finance**  
Midlands



**JN Healthcare**



**LuxuryCare Refinance**  
South West



**Marble Arch Health**



**JGP Healthcare Solutions**



**My Tribe**

# Healthcare Team



**Richard Henshaw**  
Head of Healthcare,  
Business Development



**Darrel Franciosy**  
Senior Relationship  
Director



**Paul Turner**  
Senior Director,  
Business Development,  
Healthcare



**Tom Jessop**  
Senior Relationship Director



**Craig Williams**  
Director,  
Transaction Management



**Craig Davies**  
Associate Relationship  
Director

**Healthcare credit analysis**  
Credit analysis is performed  
by Healthcare underwriters  
who bring 25 years'  
experience in private equity,  
healthcare, debt and credit  
structuring gained at  
Natwest, KPMG and RBS.

# About ThinCats

THINCATS HAS PROVIDED OVER £2BN IN FUNDING TO MID-SIZED BUSINESSES FROM ACROSS THE UK.

**ThinCats is a leading finance provider focused on serving mid-sized UK businesses with loans from £1m - £35m.**

We specialise in creating bespoke lending structures to support fast growing businesses pursuing organic and acquisition growth strategies.

ThinCats has provided over £2bn in funding to mid-sized businesses from across the UK.

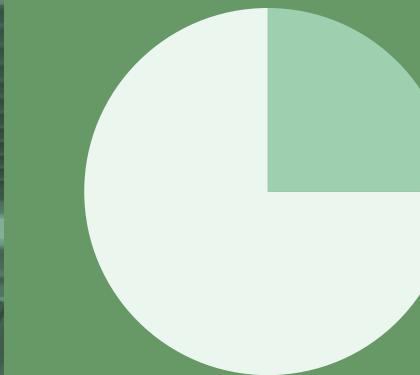
## Our market

ThinCats provides capital to the mid-market, focusing on ambitious businesses seeking growth organically and via acquisition.

## Mid-sized SMEs defined

There are over 500,000 mid-sized SMEs in the UK generating EBITDA from £1-£5m, revenues up to £20m and employing between 10 and 250 staff.

There are around **500,000** mid-sized SMEs accounting for more than **25%** of UK GDP.



However, they often struggle to access the debt capital they need. These businesses deserve better.

ThinCats exists to fill this gap and we are proud to have provided over £2bn in long-term debt funding to help these businesses thrive.



## Contact Us

For additional information please  
get in touch with us at:



[thincats.com](http://thincats.com)



[ThinCats](#)

ThinCats is a trading name of ThinCats Limited (Company No. 09707863).

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