



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



Professional At-Home Care Services for the Elderly and Disabled- CQC Registered

West London

Asking Price: Offers Invited

Reference: DC05-ABS | Business Memorandum

Business Overview

This Care business is a well-established home care provider delivering compassionate, high-quality support services to elderly and disabled individuals in West London.

Established in 2018 and registered with the Care Quality Commission (CQC), the business has developed a strong reputation for providing safe, effective, and well-led domiciliary care services that enable clients to maintain their independence in the comfort of their own homes.

This business presents an excellent opportunity for an entrepreneur or an existing care provider looking to expand into the London home care sector.

Key Highlights

- **Established & Regulated:** Registered with the CQC since 2018.
- **Profitable Business Model:** Low overheads with a healthy profit margin.
- **Specialist Services:** Bespoke home care, including personal care, dementia care, mobility support, and interpretation services.
- **Turnkey Opportunity:** Fully operational structure with an experienced team in place.
- **Scalable Business:** Strong growth potential through geographical expansion and enhanced marketing strategies.
- **Flexible Transition Support:** The owner is willing to provide a two-week handover period for a seamless transition.

Business Details

- **Business Sector:** Care
- **Location:** West London
- **Year Established:** 2018
- **Legal Structure:** Limited Company
- **Ownership:** Sole director and full ownership control

Services Offered

This Care provider offers comprehensive home care services designed to provide personalised, high-quality support. The services include:

- **Personal Care:** Assistance with bathing, dressing, toileting, and hygiene.
- **Mobility Support:** Helping clients move around safely within their home.
- **Domestic Assistance:** Light housekeeping, meal preparation, and shopping.
- **Medication Assistance:** Reminders and help with medication management.
- **Dementia Care:** Specialist support for individuals living with memory-related conditions.
- **Companionship Services:** Social interaction and emotional support.
- **Translation & Interpretation Services:** Helping non-English speaking clients access quality care.

Operational Structure

The business operates with a well-structured team, ensuring smooth day-to-day operations and compliance with healthcare regulations:

- **Director:** Oversees financial and strategic operations.
- **Registered Care Manager:** Manages compliance and service delivery.
- **Assistant Supervisor:** Ensures care standards and staff performance.

- Care Staff: Trained professionals providing hands-on support to clients.
- Administrative Team: Manages scheduling, HR, and client records.

Client Base & Market Position

- Target Market: Elderly individuals and adults with disabilities requiring home care services.
 - Current Clients: One active double-client case (two carers assigned at a time).
 - Contract Structure: Hourly care with ongoing contracts.
 - Competitive Advantage: Personalised and compassionate care with a specialised translation service to address language barriers.
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Growth & Expansion Opportunities

This Care provider is in an excellent position for expansion. Some key growth strategies include:

- Geographical Expansion: Extend services to additional London boroughs.
 - Enhanced Marketing: Increase online presence through social media, SEO, and local advertising.
 - Additional Services: Introduce night-time and live-in care packages.
 - Partnerships: Collaborate with healthcare providers, hospitals, and local councils.
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Financial Summary

- Projected Annual Turnover: £72,000
 - Low Overheads: Efficient cost structure maximising profitability.
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Reason for Sale

The business is being offered for sale due to the owner's retirement. This presents a unique opportunity for a buyer to acquire a well-run, established home care provider with strong profit margins and significant potential for growth.

Post-Sale Support

The current owner is willing to provide a 14-day handover period to ensure a smooth transition. Additional transitional support can be negotiated if required.



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Next Steps & Contact

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