



GRAPHITE CAPITAL

News release

11 April 2013

Graphite Capital sells premium quality care home provider, Optimum Care, to Four Seasons Health Care

Graphite Capital, a leading UK mid-market private equity specialist, has sold its majority shareholding in Optimum Care, a premium provider of high-quality homes and care to elderly residents, to Four Seasons Health Care, the UK's largest independent elderly and specialist care provider, which is owned by Terra Firma.

Optimum, which was created in June 2007, now operates 17 homes with a total of 1,213 beds. The homes have high levels of occupancy which are the result of the quality of care, hotel services and home environment provided to residents. The homes operate under the Avery brand name.

Graphite's development capital investment in Optimum enabled the company to build and acquire care homes across England, starting initially with one trading home. Under its highly experienced management team, led by founders John Strowbridge and Ian Matthews, Optimum has developed a portfolio of purpose-built homes and, in doing so, has created 795 full time jobs. Optimum is well placed to help meet the well-documented need for care home beds for the elderly in the UK and the requirement for more modern, purpose-built care homes to replace older homes, many of which are conversions.

Graphite remains committed to the sector through its continuing investment in Willowbrook Healthcare, a sister company to Optimum at a less mature stage of development which is managed by the same senior management team. Willowbrook operates 13 premium-quality care homes for the elderly which also trade under the Avery brand.

Commenting on the transaction, John Strowbridge, Optimum managing director, said: "Graphite have been tremendously supportive of Optimum over the past six years, and their knowledge and understanding of the care homes sector has been of huge value to us as we developed and acquired a significant number of new homes in a short space of time."

Graphite senior partner Mark Hudson added: "The combination of development capital provided by Graphite and the vision and experience of the founders enabled Optimum to grow rapidly. We were pleased to contribute to this success, especially given the ongoing requirement for additional high quality care homes in the UK to meet the needs of the rapidly increasing elderly population. Optimum is very successful and we believe it will continue to flourish under Four Seasons' ownership. Graphite will continue to invest in the sector and retains its majority shareholding in Willowbrook Healthcare whose portfolio of homes is still maturing."

Mark Hudson, Simon ffitch and Mark Hall managed the transaction for Graphite.

Ends

For further information, please contact:

Graphite Capital:

Mark Hudson/Mark Hall
020 7825 5300

Caroline Cecil Associates:

Caroline Cecil
020 7610 4110

Optimum Healthcare:

John Strowbridge
0161 942 4000

Notes to editors:

About Graphite Capital

Graphite is a specialist provider of private equity finance to mid-market companies in the UK. Graphite focuses on management buy-outs, expansion capital and turnaround opportunities. It invests in transactions with enterprise values of £25 million to £200 million. Graphite manages more than £1.2 billion through three private funds and the publicly-quoted Graphite Enterprise Trust PLC. The current fund, Graphite Capital Partners VII, is a £585 million fund raised in 2007. The fund's investments include Alexander Mann Solutions, the global leader in recruitment process outsourcing; U-POL, a world leader in automotive refinishing products; London Square, a new house-builder focused on prime sites within the M25; Explore Learning, the UK's leading provider of tuition for primary school children; and Rex Restaurant Associates, operator of The Wolseley, The Delaunay and Brasserie Zedel restaurants.

See the website: www.graphitecapital.com