Astute Education

ACQUISITION ADVISORY

Know what you are really buying

Specialist acquisition advisory services for childcare businesses.

THE REALITY OF CHILDCARE ACQUISITIONS

One of the biggest misconceptions is the idea that a centre is either a good buy or a bad buy.

The reality is more nuanced. A centre that's an excellent opportunity for an experienced, hands-on owner can be entirely wrong for a first-time purchaser or passive investor.

Buying a Childcare Business is never just about the numbers. It's about understanding how the business runs day to day, and whether it genuinely matches your experience, capability and appetite for involvement.

> *"Due diligence shouldn't just tell you whether to buy. It should tell you whether this centre is right for you."*

That is where Astute Education provides a difference.

200+
CHILDCARE ACQUISITION REVIEWS ACROSS NEW ZEALAND

17
YEARS OF SPECIALIST ECE ADVISORY EXPERIENCE

100%
EXCLUSIVELY FOCUSED ON EARLY CHILDHOOD EDUCATION

WHO WE ARE

We help buyers make informed acquisition decisions.

Astute Education specialises exclusively in Early Childhood Education. We've completed more than 200 childcare acquisition reviews across New Zealand. We know the risks most purchasers don't identify until after settlement.

Our role is simple. Help you understand exactly what you're purchasing before you commit to it.

> *"Many buyers engage us after they find a centre they love. Our job is to determine whether you would still love it after settlement."*

What we review

An independent assessment of the business from an operational, compliance and transition perspective.

Compliance & Regulatory Risk

- Licensing compliance with the Ministry of Education and the identification of any items requiring remediation
- Safety checks, policies and procedures, and health and safety systems
- Risks that could affect your licence during and after transition

Operational Risk

- Staffing structures, roster efficiency and leadership capability
- Pay Parity obligations — the wage commitments you'll be inheriting, and what they'll cost going forward
- Employment documentation and the systems the business actually runs on

Centre Environment & Assets

- Full onsite physical inspection of the centre
- Repairs, maintenance and deferred capital spend you'll need to budget for
- Condition of the building, furniture and learning environment

Business Sustainability

- Occupancy and enrolment stability
- How centre revenues are currently performing relative to historical financial reporting based on current attendance, funding bands, attendance and staff qualifications
- Long-term operational vulnerabilities that don't show up in a quick look at the books

OUR DIFFERENCE

We assess whether this business is the right fit for you as the purchaser.

Most due diligence asks whether the business is commercially viable. We go one step further and ask whether it's the right fit for you as the purchaser.

A service operating successfully today can still carry real risk for you specifically, depending on your sector experience, whether you're hands-on or passive, and your understanding of compliance and Ministry processes.

We help you understand not only what you're buying — but whether you're the right owner to buy it.

THE DELIVERABLE

A comprehensive acquisition advisory report.

Your report covers:

- Executive summary and investment decision summary
- Risk assessment matrix and overall acquisition risk rating
- Compliance and operational systems review
- Transition risk analysis and growth opportunity review
- Remedial action schedule
- Purchaser suitability assessment

> *Plus a findings meeting with our team — you won't be left to interpret a report on your own. We walk through it with you, line by line, and answer the questions you didn't know to ask.*

HOW IT WORKS

Our process

01 Documentation Review

We review vendor information and operational documentation to identify early risks and inform the onsite assessment.

02 Onsite Assessment

Physical inspection of the centre and its operational environment. We look at what the documentation alone cannot show.

03 Acquisition Advisory Report

A detailed written report covering every risk, opportunity and recommendation — tailored to your profile as the purchaser.

04 Advisory Consultation

A one-on-one walkthrough of all findings and what they mean for you, giving you full clarity before any unconditional decision.

INVESTMENT

Transparent, fixed-fee advisory.

We believe the cost of good advice should never be a barrier to a well-informed acquisition.

CORE SERVICE

Astute Acquisition Advisory

For services up to 70 licensed spaces

$4,500 FIXED FEE

+ GST · no surprises

INCLUDES

- Full operational review and onsite inspection
- Comprehensive written advisory report
- Initial consultation and completion findings meeting

Travel costs additional.

OPTIONAL ADD-ON

Market & Competitor Analysis

$2,100

+ GST

INCLUDES

- Local competitor analysis and market positioning review
- Pricing comparison and growth potential assessment

LARGER SERVICES

70+ licensed spaces

For businesses with more than 70 licensed spaces, pricing is available on request.

A note on specialist advisors. Our review focuses on operational acquisition risk. We strongly recommend buyers also engage independent accountants for financial review and lawyers for lease and legal review. We work alongside these professionals regularly as part of a comprehensive acquisition process.

BEFORE YOU GO UNCONDITIONAL

Make sure you know what you're really buying.

Because childcare is unlike any other business acquisition.

General advisors routinely miss the risks unique to Early Childhood Education. With more than 200 acquisition reviews across New Zealand, we give buyers the confidence to commit — or the clarity to walk away.