

Mother Hubbard Acquired by Tigers Childcare

ABOUT US

Combining more than 40 years of M&A advisory experience, FOCUS Investment Banking drives results for middle market clients across 11 coverage groups. With over 50+ professionals, FOCUS boasts a nationwide footprint and access to foreign markets through 36 global partnerships.

Process & Overview

Mother Hubbard's Childcare is an established childcare provider which operates four childcare centres strategically located in counties Dublin and Meath in Ireland. The objective was the sale of the business to deliver an exit for the owner. FOCUS led a competitive sales process, with a number of strategic trade buyers and private equity houses contacted in phase 1 in July 2024, indicative bids were received, with a preferred bidder advanced in August 2024, and completion in February 2025.



"I am delighted to share my experience working with FOCUS Capital during the sale of my business. From start to finish, their professionalism, dedication, and expertise were evident in every interaction. The team in particular Barry Madden and Shane O'Connor guided me through the entire process over the past year, making what could have been a daunting journey feel seamless and manageable.

Their thorough understanding of the market, combined with their strategic insights, helped me achieve a successful sale. I was particularly impressed by their team's commitment to my needs, always taking the time to address my concerns and keep me informed at every stage.

I wholeheartedly recommend FOCUS Capital and Barry Madden to anyone looking to sell their business. Their exceptional service and genuine care for their clients truly set them apart."

Karen McGovern
Owner, Mother Hubbard's Childcare

Transaction Results

Mother Hubbard's was acquired by BGF-backed Tigers Childcare in 2025. FOCUS maximized shareholder value with strong negotiation and efficient deal management. A high majority upfront transaction structure was agreed. The properties from which the creches were operated were owned by the vendors. As part of the transaction, a long lease was entered into between the vendors and the acquirers. As the properties were owned personally by the owner, the transaction required successful navigation of challenges around title defects, encumbrances and compliance issues.



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