



# **BDO Healthcare Ireland**

Healthcare Service Offering

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## BDO Healthcare Ireland: Healthcare Service Offering

**BDO has a wealth of experience and expertise in the healthcare sector and offers the following services:**

### Consulting Services

- Financial modelling and capital development planning
- Change management advisory
- Valuation and financial modelling
- Feasibility studies and best use analysis
- Policy formation and research activities
- Risk management and value for money reviews
- Service costing – activity based, service line and patient level costing.

### Corporate Finance Services

- Development financing and restructuring
- Financial and commercial due diligence
- Rescue, recovery and turnaround
- Mergers and acquisition
- Sale and leaseback structures.

### Tax Services

- Deal structuring and optimisation
- Tax structuring in PPP arrangements
- Setup and registration for companies and charities
- Group tax planning and restructuring.

### Indirect Tax Services

- VAT planning and optimisation
- VAT implications of PPP type arrangements
- VAT planning for development and equipping.

### Specific expertise

BDO is one of the leading advisory firms in the healthcare sector in Ireland. We have well-established and close working relationships with a number of industry bodies.

Our team has acted as advisor to primary care centres, acute care facilities and older person care centres throughout Ireland. We have a broad range of healthcare experience from both a financial, strategic and operational perspective.

#### BDO's Valuation & Financial Modelling Centre of Excellence

has completed a number of feasibility studies, strategic and financial reviews in respect of planned and existing nursing home projects throughout Ireland. We have developed a comprehensive understanding of overall sector performance and both the internal and external factors impacting on the operation of nursing and care homes throughout Ireland.

As the largest financial advisory firm in Ireland's long term and step-down care sectors, we have been retained to assist in the financing, development, and in some cases, restructuring of major healthcare infrastructure projects. Looking back on our track record, we have supported healthcare projects to raise and restructure in excess of €650m in direct funding.

For almost two decades, we have produced the annual industry analysis and published the analysis of the sector surveys.

We have also provided sectorial policy input to government departments, banks and representative bodies.





## Our global offering



**Financial modelling and capital development planning**



**Change management advisory**



**Valuation**



**Benchmarking**



**Market analysis**



**Risk management & value for money reviews**



**Service costing**

– activity based, service line and patient level costing



**Development financing and restructuring**



**Financial due diligence**



**Bank and non-bank capital structures**

e.g., senior debt, sale and leaseback and equity capital



**Rescue, recovery & turnaround**



**Mergers & acquisition**

## Clients we have worked with



## Research Publications

### Quarterly Fair Deal Rate (FDR) Article:

BDO's healthcare team issue a quarterly FDR article that analyses the monthly FDR for private & voluntary nursing homes operating under the FD Scheme (the maximum price per week agreed between the nursing home and the HSE under the nursing home support scheme) across the country. This analysis enables BDO to identify changes, trends and patterns on a county by county basis and all country basis and publish a report to notify sector of same.



### Nursing Home Survey (NHS):

BDO have been producing the Nursing Homes Survey since 2002. The purpose of this survey is to report comprehensively on the state of the private and voluntary nursing home industry in Ireland, to analyse key industry indicators and trends and to report on matters of concern to nursing home operators.



### Benchmarking Analysis:

BDO has vast experience working with nursing homes across Ireland. This has allowed us to develop a comprehensive understanding of benchmarking information including revenue, staff costs, overheads etc. This enables BDO to compare Ireland's healthcare sector to the rest of the world, which provides valuable information that can be used to advice on best practice and performance when working with nursing homes in Ireland and worldwide.

For further information please contact:



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**Brian McENERY** heads-up our Healthcare Team in Ireland. Brian has been an advisor in the primary care and older person care sector for the last 20 years and for many years has edited the Nursing Home Ireland annual nursing home survey. Brian previously produced the report “*A Fair Price for Care – Ireland*” on behalf of Age Action Ireland. Brian has acted as advisor to primary care centres, acute care facilities and older person care centres throughout Ireland. Brian is a past Chairman of HIQA (2013-2018) and worked as a care assistant while studying to become an accountant. Brian has a broad range of healthcare experience from both a financial, strategic and operational perspective.

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