

BDO Corporate Finance Healthcare

Analysis of The National Treatment Fund (NTPF) Agreed Private & Voluntary Nursing Home Fair Deal Rate (FDR) Change in September 2021

Introduction

Every month, the HSE releases an update on the prevailing FDR for private & voluntary nursing homes operating under the Fair Deal Scheme across the country. This is the maximum price per week agreed between the nursing home and the HSE under the nursing home support scheme, providing an insight into not only the highest and lowest rates being achieved but also into the changes occurring on a monthly basis for each individual private nursing home.

Nursing homes under the FDR scheme allows for residents to pay only a portion of their cost of care and the remaining is paid by the HSE to the nursing home.

For the past number of years, our Healthcare team in Corporate Finance has analysed these changes, noting trends and patterns on a county-by-county basis and an all-country basis. We have now prepared this report to highlight the changes between June 2021 and September 2021, assisting operators and healthcare providers across the country.



BDO's Healthcare Team provides the following Corporate Finance Services:

- · Development financing and restructuring
- · Financial due diligence
- · Rescue, recovery & turnaround
- Mergers & acquisitions
- NTPF negotiations

If you would like to seek advice on taking action from this report, BDO's Corporate Finance Healthcare team can assist you, contact us on (061) 464 822 or email:



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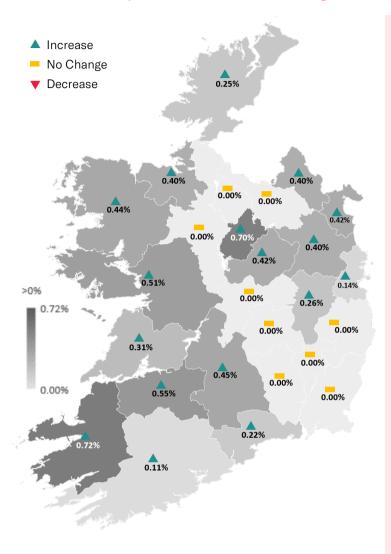
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NTPF Weekly Fair Deal Rates: Average Quarterly % Change (June/September)

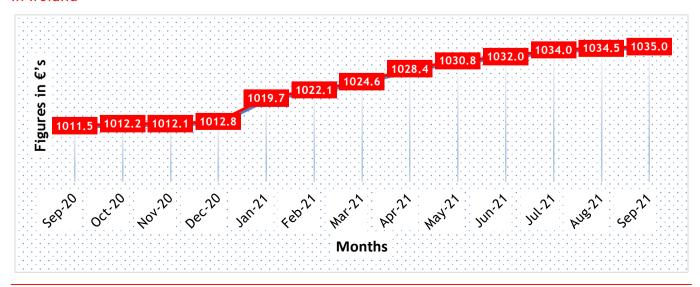


FDR comparison in June 2021 vs September 2021

This map shows the quarterly average % change in agreed NTPF Fair Deal rates by county in September 2021 compared to the rates in June 2021 of voluntary and private nursing homes:

- The FDR changes are a result of successful negotiation between individual nursing homes and the NTPF to agree on a maximum price that the nursing home charges under the nursing home support scheme on a weekly basis.
- Country average weekly rate has increased by 0.29% from €1,032.00 in June 2021 to €1,035.05 in September 2021.
- 17 counties showed an increase in the weekly average NTPF rates in September compared to June with the highest rate increase of 0.72% in Kerry, where the average rate increased from €935.29 to €942.06 The lowest recorded increase of 0.11% was in Cork where the average weekly rate increased from €1,032.38 in June to €1,033.52 in September.
- 9 counties showed no change in average rates compared to June NTPF weekly rates.
- There was one additional nursing home in Dublin which joined the scheme in this period.

Last 12 months country average weekly FDR increases for Private & Voluntary Nursing Homes in Ireland



NTPF Agreed Weekly Fair Deal Rates

County	Jun-21	Sept-21		% Change	Sept-20	No. of Nursing Homes Under the FDR Scheme			
						Jun-21	Sept-21		Change
Carlow	957	957	→	0.00%	935	6	6	->	-
Cavan	993	993	→	0.00%	971	7	7	→	-
Clare	932	935	↑	0.31%	910	12	12	→	-
Cork	1,032	1,034	1	0.11%	1,014	48	48	->	-
Donegal	931	934	1	0.25%	899	14	14	->	-
Dublin	1,216	1,218	1	0.14%	1,199	89	90	↑	1
Galway	938	943	1	0.51%	915	36	36	→	-
Kerry	935	942	1	0.72%	916	17	17	→	-
Kildare	1,088	1,091	^	0.26%	1,074	21	21	→	-
Kilkenny	983	983	→	0.00%	961	9	9	->	-
Laois	1,002	1,002	→	0.00%	980	4	4	→	-
Leitrim	960	960	→	0.00%	940	2	2	->	-
Limerick	945	950	↑	0.55%	922	22	22	->	-
Longford	958	965	^	0.70%	947	3	3	→	-
Louth	1,037	1,041	1	0.42%	1,024	8	8	->	-
Mayo	944	948	1	0.44%	921	18	18	→	-
Meath	1,051	1,055	1	0.40%	1,035	18	18	->	-
Monaghan	996	1,000	1	0.40%	980	5	5	->	-
Offaly	963	963	→	0.00%	925	5	5	→	-
Roscommon	937	937	→	0.00%	910	11	11	->	-
Sligo	1,038	1,043	↑	0.40%	1,023	6	6	→	-
Tipperary	938	943	1	0.45%	918	25	25	→	-
Waterford	995	997	↑	0.22%	971	9	9	→	-
Westmeath	934	937	↑	0.42%	914	9	9	→	-
Wexford	953	953	→	0.00%	929	15	15	->	-
Wicklow	1,095	1,095	→	0.00%	1,075	18	18	→	-
Country Average	1,032	1,035	•	0.29%	1,011	437	438	↑	-



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Source of Information
Health Service Executive(HSE):
https://www2.hse.ie/services/fair-deal-scheme/about-the-fair-deal-scheme.html

