

## BDO Corporate Finance Healthcare

### Analysis of The National Treatment Purchase Fund (NTPF) Agreed Private & Voluntary Nursing Home Fair Deal Rate (FDR) Changes in March 2022

#### Introduction

Every month, the HSE releases an update on the prevailing FDR for private and 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 and voluntary nursing home.

Nursing homes under the FDR scheme allow 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 in the rates between December 2021 and March 2022, 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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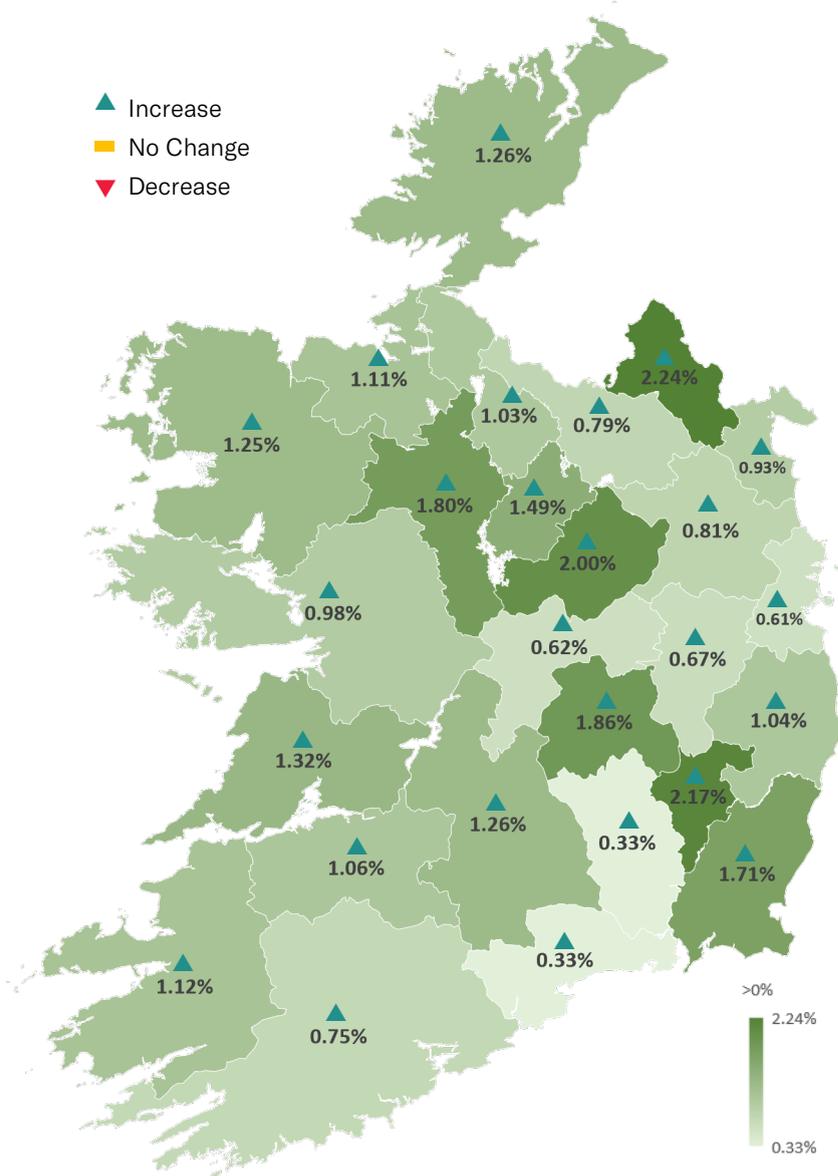


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## NTPF Weekly Fair Deal Rates: Average Quarterly % Change in Dec. 2021/Mar. 2022

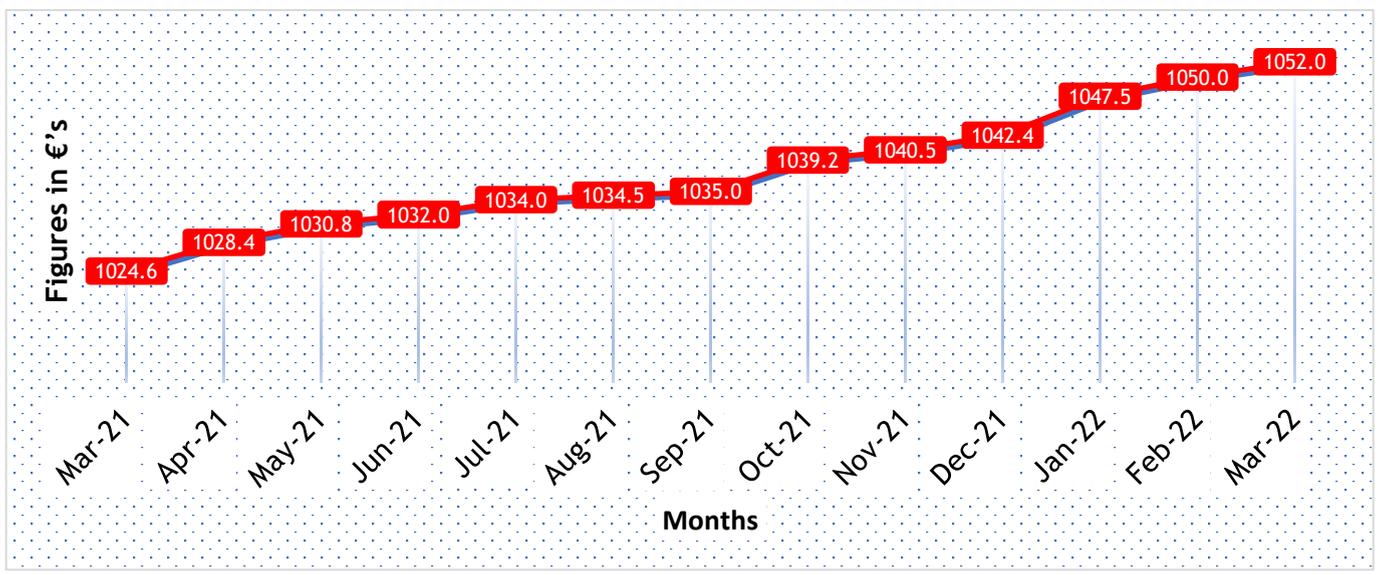


### FDR comparison in Dec. 2021 vs Mar. 2022

This map shows the quarterly average % change in agreed NTPF Fair Deal rates by county in March 2022 compared to the rates in December 2021 of private and voluntary nursing homes:

- The FDR changes are a result of successful negotiations 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.
- The country average weekly rate has increased by .92% from €1,042.42 in December 2021 to €1,052.04 in March 2022.
- All counties showed an increase in the weekly average NTPF rates in March compared to December with the highest rate increase of 2.24% in Monaghan, where the average rate increased from €999.60 to €1,022.00. The lowest recorded increase of just over 0.33% was in Waterford where the average weekly rate increased from €1,008.33 in December to €1,011.67 in March.
- At the end of the period, on an overall basis there was one less home partaking in the scheme in Co. Dublin.

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



## NTPF Agreed Weekly Fair Deal Rates\*

County	Dec-21	Mar-22		% Change	Mar-21	No. of Nursing Homes Under the FDR Scheme			
						Dec-21	Mar-22	Change	
Carlow	960	981	↑	2.17%	950	6	6	→	-
Cavan	999	1,007	↑	0.79%	986	7	7	→	-
Clare	945	958	↑	1.32%	927	12	12	→	-
Cork	1,040	1,048	↑	0.75%	1,024	48	48	→	-
Donegal	941	953	↑	1.26%	926	14	14	→	-
Dublin	1,223	1,231	↑	0.61%	1,210	90	89	↓	-1
Galway	951	961	↑	0.98%	928	35	35	→	-
Kerry	948	959	↑	1.12%	928	17	17	→	-
Kildare	1,097	1,104	↑	0.67%	1,086	21	21	→	-
Kilkenny	1,003	1,007	↑	0.33%	983	9	9	→	-
Laois	1,008	1,027	↑	1.86%	1,002	4	4	→	-
Leitrim	973	983	↑	1.03%	950	2	2	→	-
Limerick	960	971	↑	1.06%	938	22	22	→	-
Longford	965	979	↑	1.49%	958	3	3	→	-
Louth	1,043	1,053	↑	0.93%	1,037	8	8	→	-
Mayo	955	967	↑	1.25%	934	18	18	→	-
Meath	1,057	1,066	↑	0.81%	1,045	18	18	→	-
Monaghan	1000	1,022	↑	2.24%	996	5	5	→	-
Offaly	972	978	↑	0.62%	954	5	5	→	-
Roscommon	947	964	↑	1.80%	928	10	10	→	-
Sligo	1,052	1,063	↑	1.11%	1,032	6	6	→	-
Tipperary	948	960	↑	1.26%	933	25	25	→	-
Waterford	1,008	1,012	↑	0.33%	991	9	9	→	-
Westmeath	943	962	↑	2.00%	929	9	9	→	-
Wexford	962	978	↑	1.71%	944	14	14	→	-
Wicklow	1,099	1,111	↑	1.04%	1,087	18	18	→	-
<b>Country Average**</b>	<b>1,042</b>	<b>1,052</b>	<b>↑</b>	<b>0.92%</b>	<b>1,025</b>	<b>435</b>	<b>434</b>	<b>↓</b>	<b>-1</b>

\* Figures are rounded

\*\* Country average includes all private &amp; voluntary homes under Fair Deal Scheme

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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>