

Greensleeves Care - Interim Announcement

28 November 2018

Greensleeves Care trading update for the period ending 30 September 2018.

- Greensleeves Care is today issuing its consolidated trading update for the six months ended 30 September 2018.
- These figures are unaudited, as are the comparative figures shown for the same period last year and shown in brackets.

Highlights

- Greensleeves Care continues to expand operations in line with its strategic business plan
- Homes in management

Greensleeves Care now owns and manages 24 homes - up from 21 in September 2017 and 22 at the March 2018 year end.

Homes	30 Sept 2018	31 March 2018	30 Sept 2017
Freehold	22	21	20
Leasehold	2	1	1
Total	24	22	21
Residents	971	872	832

Two existing care homes have been acquired during the last nine months, Rose Cottage Residential Home in February 2018 with 38 resident spaces and Whitegates Retirement Home in Sussex in July 2018 with 24 resident spaces. Also in July 2018, Greensleeves Care opened Lavender Fields in Kent with 75 resident spaces.

Expansion continues and two major expansion and redevelopment projects have commenced at Mount Ephraim House in Kent and Croxley House in Hertfordshire

- CQC ratings.

19 Greensleeves Care homes are accredited as 'Good' or 'Outstanding' by the CQC with two awaiting inspection.

In addition, three homes are currently rated requires improvement due to localised, operational issues. The homes are now under new management and Greensleeves Care continues to outperform the national benchmark.

CQC Ratings	30 Sept 2018	31 March 2018	30 Sept 2017
Outstanding	2	2	2
Good	17	15	16
Requires improvement	3	2	1
Awaiting inspection	2	3	2
Total	24	22	21

‘Good’ or ‘Outstanding’ ratings represent 86.4% of the homes that have been inspected which compares with 80% for the overall market as at September 2018.

In addition, the Greensleeves Care homes that provide nursing care significantly outperformed the sector average.

- Occupancy

Over the period occupancy was 92%, slightly down from 93% in the same period to September 2017 and 94% for the year ended 31 March 2018. This compares favourably with the industry average of 85% (87% in September 2017)

- Awards

Greensleeves Care homes won five national and regional care awards in 2018 including Great British Care Awards (GBCA), Suffolk Care Awards and NAPA (National Activity Providers Association) and were finalists in four other awards

- Public reviews

Greensleeves Care is one of the highest rated care home groups in the leading online care directory carehome.co.uk enjoying a group score of 9.6 out of 10 based on the reviews from residents, their relatives and friends. Each Greensleeves Care home has individual high review score ranging from 9.9 to 9.1 out of 10. This demonstrates that residents and their relatives/friends hold our homes and the care they receive in a very high regard.

Commenting on the results, Chris Doherty, CFO, said:

Greensleeves Care remains financially strong with good growth in income driven largely by acquisition and development activity and low levels of gearing.

The Trust has a very sustainable business model based on approximately 75% of our residents being privately funded coupled with a commercial approach to cost control.

Our development activity is subject to rigorous capital investment appraisal to inform strong investment decisions.

We also continue to invest heavily in our existing estate (six months to September 2018: £0.8m) in order to ensure our homes are safe and comfortable for our residents for the foreseeable future.

Greensleeves Care continues to exceed our own financial performance targets and also to outperform the market in most key indicators of performance.

Paul Newman, CEO, said:

We are all living longer - As the 'baby boomers' enter later life, we face the prospect of a significant increase in the number of people in need of care. In 15 years, we will have 1.2 million more people aged 85 than today - an increase of nearly 80% between 2018 and 2033.

Greensleeves Care continues to deliver on its dual strategic goals of care quality improvement and sustainable growth. In February 2018, Greensleeves Care was named the country's No.1, large care charity for older people based on the regulator's independent ratings. Our ambition is to build on this enviable reputation and deliver award-winning residential, dementia and nursing care to this ever growing market.

Unaudited Statement of comprehensive income	30 Sept 2018 6 months	30 Sept 2017 6 months	31 Mar 2018 12 months
	£000s	£000s	£000s
Turnover	19,336	16,508	34,646
EBITDA	1,895	1,695	3,685
Net income	320	175	722

Unaudited Balance Sheet	As at 30 Sept 2018	As at 30 Sept 2017	As at 31 Mar 2018
	£000s	£000s	£000s
Fixed assets	58,902	50,983	54,809
Net current assets	9,336	16,044	12,911
Long term liabilities	(34,312)	(33,968)	(34,115)
Total funds	33,926	33,059	33,605

This trading update contains certain forward looking statements about the future outlook for Greensleeves Care. Although senior management believe that these statements are based upon reasonable assumptions, any such statements should be treated with caution as future outlook may be influenced by factors that could cause actual outcomes and results to be materially different.