

Greensleeves Care - Trading Statement

22 December 2021

Greensleeves Care trading update for the six months ending 30 September 2021.

- Greensleeves Care is today issuing its consolidated trading update for the six months ended 30 September 2021.
- The 30 September 2021 figures are unaudited.

Highlights

- Despite another very challenging year, Greensleeves Care has managed to grow income, improve CQC ratings and continued to expand operations in line with its strategic business plan.
- Occupancy levels have been impacted by the effects of the Covid pandemic falling to 83% in May 2020 before recovering to 86% in December 2020 and again falling to a new low of 76% in February 2021 as the impact of the second wave of the pandemic was felt. Occupancy has steadily recovered since February and currently stands at 87%.
- The occupancy recovery is forecast to continue for the remainder of the year resulting in a return to more normal operating levels in excess of 90% by March 2022.
- Despite the occupancy pressures, Greensleeves Care delivered profits in excess of both budget and prior year levels. EBITDA for the first half of 2021/22 was £2.0m (2020/21 half year: £1.7m).
- Both figures are adversely impacted by the development drag from our new homes while they reach mature operating levels.
- Our CQC ratings continue to outperform the sector. All our operating homes, that have been inspected, are rated as 'good' or 'outstanding' with one exception that is classed as 'requires improvement'.
- Greensleeves Care continues to be highly rated by the leading care directory carehome.co.uk. The charity's overall rating currently stands at 9.6 out of 10, a score which is comprised of 771 reviews across its 25 care homes.
- Other awards for Greensleeves Care included Speirs House being named as one of the Top 20 Care Homes in the entirety of London, as well as four of its homes being in the Top 20 Care Homes in the East of England: De Lucy House, Harleston House, Broadlands, and Sharnbrook House.
- Two new homes were added in November - the newly constructed Buckler's Lodge in Crowthorne, Berkshire (80 beds) and The Manor Care Home (60 beds), an operating home in Windsor, Berkshire. We expect to open Buckler's Lodge in early 2022 when fit out works have been completed.
- Following the recent acquisitions, Greensleeves Care is now registered to care for 1,226 residents.
- Development of a new home in South West London continues and the building is expected to be completed in late 2022. This acquisition will be immediately EBITDA

positive as we will be transferring the operations of a nearby home currently owned by another not for profit organisation to the newly built facility.

- The sale of Thornbank, our old home in Ipswich that was replaced by the newly built Henley House, completed in August 2021 with sales proceeds in line with book value. Marketing of Croxley House, our home in Croxley Green, Hertfordshire, that was replaced by the newly built Clarendon Lodge, is well underway and we would hope to complete the sale during the first half of 2022.

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

Despite extremely difficult operating conditions during the last eighteen months, 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 sustainable business model based on approximately 75% of our residents being privately funded, coupled with a commercial approach to cost control.

Our development pipeline is healthy and any activity is subject to rigorous capital investment appraisal to inform strong investment decisions.

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

Financial Results

Unaudited Statement of comprehensive income	30 Sept 2021 6 months	30 Sept 2020 6 months	31 Mar 2021 12 months
	£000s	£000s	£000s
Turnover	24,839	23,595	47,865
EBITDA	1,985	1,714	1,864
Net loss	(931)	(616)	(3,313)

Unaudited Balance Sheet	As at 30 Sept 2021	As at 30 Sept 2020	As at 31 Mar 2021
	£000s	£000s	£000s
Fixed assets	90,182	85,335	88,686
Bank & cash balances	21,160	5,185	14,258
Short term liabilities	(590)	(977)	(1,573)
Long term liabilities	(74,663)	(49,614)	(64,334)
Total funds	36,089	39,929	37,037