



RMBI Care Co. Trading Statement 17 July 2023

RMBI Care Co. trading update for the year ending 31 March 2023

RMBI Care Co. (the “Charity”) is today issuing its consolidated trading update for the twelve months ended 31 March 2023.

The 31 March 2023 figures are unaudited.

Highlights

- In line with the wider social care sector the Charity remains in a recovery mode post the Covid 19 pandemic.
- RMBI Care Co. has managed to retain stable income, maintain high CQC (England) and CIW (Welsh) regulatory ratings, a well-trained and skilled workforce.
- A 10-year Strategic Modernisation Plan of new build care homes has been approved and progressed and sits in the context of a 20-year vision for further expansion and greater profitability.
- 1,008 registered placements as of 31 March 2023 are provided across 17 care homes. 513 new admissions were made with 516 departures.
- Occupancy levels were severely impacted by the effects of the Covid pandemic. In 2018 85% was a consistent trend with levels dropping to 78% at the height of the Covid pandemic in 2020. A partial and improving recovery now sees an average for the financial year of 83%. The occupancy levels are expected to continue to improve during 2023/24.
- 1,289 employees provide the required delivery of care and support and, despite shortages in the sector, a consistent 80% of all permanent posts remain filled.
- The Charity also retains a workforce retention rate 24.48% which is 11% better than care market turnover rates (Skills for Care).
- The Charity in 2023 has been awarded an Agenda Consulting Award in recognition of the strong engagement of our workforce and positive outcomes in our annual staff survey.
- The Charity successfully raised £10m through an issue of bonds by RCB Bonds PLC. The issue was over-subscribed and closed early. A further £10m of bonds were retained to allow the Charity to raise further funding in future.
- The money was raised to support the Modernisation Plan approved by our board in the financial year 2022/23 to replace six of our existing homes with new builds. The first of the new builds, called Prince Philip Duke of Edinburgh Court, opened near Reading in September 2022 on the site of an existing home, Lord Harris Court, which was then closed.
- Since opening it has been trading profitably with occupancy levels of 95% and above.
- The home received an international Silver MUSE design award for our awareness in creating an appropriate dementia support environment.

- During the year a loss-making care home, Ecclesholme, in Salford was also successfully sold.
- Planning approval is pending for our next planned development at Cornwallis Court, Bury St. Edmunds. This will be a 64-bedded unit replacing the existing care home, with build works now commencing later in the year.
- Other development sites are under investigation in line with our Modernisation Plan for new builds in the North-West and Midlands.
- The Charity holds an investment portfolio in a joint venture partnership involving the conversion of its former offices at 19/20 Great Queen Street, London. Three high-end apartments are now on the market to generate a return on the investment in 2023.
- The Charity secured favourable fixed-price deals on gas and electricity in January 2022. As part of our Sustainability Strategy the roll out of solar energy panels and electric car parking points commenced with plans to progress and complete at all our sites by 2024. The Charity retains a 2035 Carbon Neutral objective.
- The Charity will be publishing an EDI Statement in 2023 to underpin and support our values of Kind, Supportive, and Trusted.
- Strong compliance with our regulators was maintained with 94% of all homes rated either 'good' or 'outstanding' in England and 'fully compliant' in Wales during the financial year.
- The Charity continues to be highly rated on the leading care directory Carehome.co.uk having achieved 9.5 out of 10 for the sixth year running. Two homes, Albert Edward Prince of Wales, Porthcawl and Harry Priestley House, Doncaster were rated Top 20 Homes in their regions.
- In 2022/23 the Charity's care homes made a £4.4m EBITDA loss.
- The Charity is expecting a return to a breakeven position in 2023/24 in line with the recovery in the sector. At the end of the first quarter (30 June 2023) occupancy was 86% of available beds and in line with budget and national data (Carterwood).

Commenting on the results, Mark LLOYD Managing Director said:

“Despite difficult operating conditions during 2022/23, the social care market continues to recover from the effects of the Covid 19 pandemic. RMBI Care Co. remains financially strong with net assets valued in 2023 at book cost at £106.6m, including an investment portfolio of £8m, low levels of gearing, stable income and a clear vision and plans to modernise the estate and generate greater profitability of the operation.

“The Charity has a sustainable business model based on 62% of all placements made in the year being fully self-funded, coupled with a commercial approach to cost control. This has included the retender of our catering contract, our largest outsourced service, to ensure the best commercial and quality outcomes.

“RMBI Care Co. continues to operate in the upper quartile of care home operators based on key metrics including occupancy recovery, staffing retention and regulatory outcomes coupled to clear commercial objectives to modernise and improve the profitability of the portfolio further.”

Financial Results	2018/19	2019/20	2020/21	2021/22	2022/23
Average Occupied Beds	955	963	864	874	860
Occupancy as % of Registered Beds	85%	86%	78%	79%	83%
Average weekly fee received from residents	£861	£902	£938	£959	£1,047
Total Income (including Donations)	£50.0m	£52.2m	£58.1m	£54.3m	£54.0m
Net Movement in Funds	-£1.0m	-£6.0m	£3.8m	-£2.8m	-£11.3m
Fixed Assets, including investments	£115.5m	£107.9m	£113.0m	£109.3m	£99.9m
Net Current Assets	£6.6m	£7.1m	£5.6m	£4.7m	£13.9m
Long-Term Loans	-	-	-	-	£10.0m
Net Assets	£122.9m	£116.9m	£120.7m	£117.9m	£106.6m
Cash & Cash Equivalents	£5.9m	£7.2m	£5.6m	£4.5m	£13.5m
New Homes added during the year	-	-	-	-	1