

# BDO Corporate Finance Healthcare

## Analysis of The National Treatment Fund (NTPF) Agreed Private & Voluntary Nursing Home Fair Deal Rate (FDR) Change in March 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 the highest and lowest rates being achieved as well as 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 December 2020 and March 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

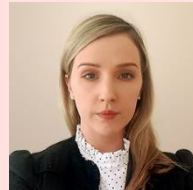
If you would like to seek advice on taking action from this report, BDO's Corporate Finance Healthcare team can assist you, contact us on (061) 464 822 or email:



Brian McEnery  
Corporate Finance & Advisory  
Partner, Head of Healthcare  
[bmccenery@bdo.ie](mailto:bmccenery@bdo.ie)

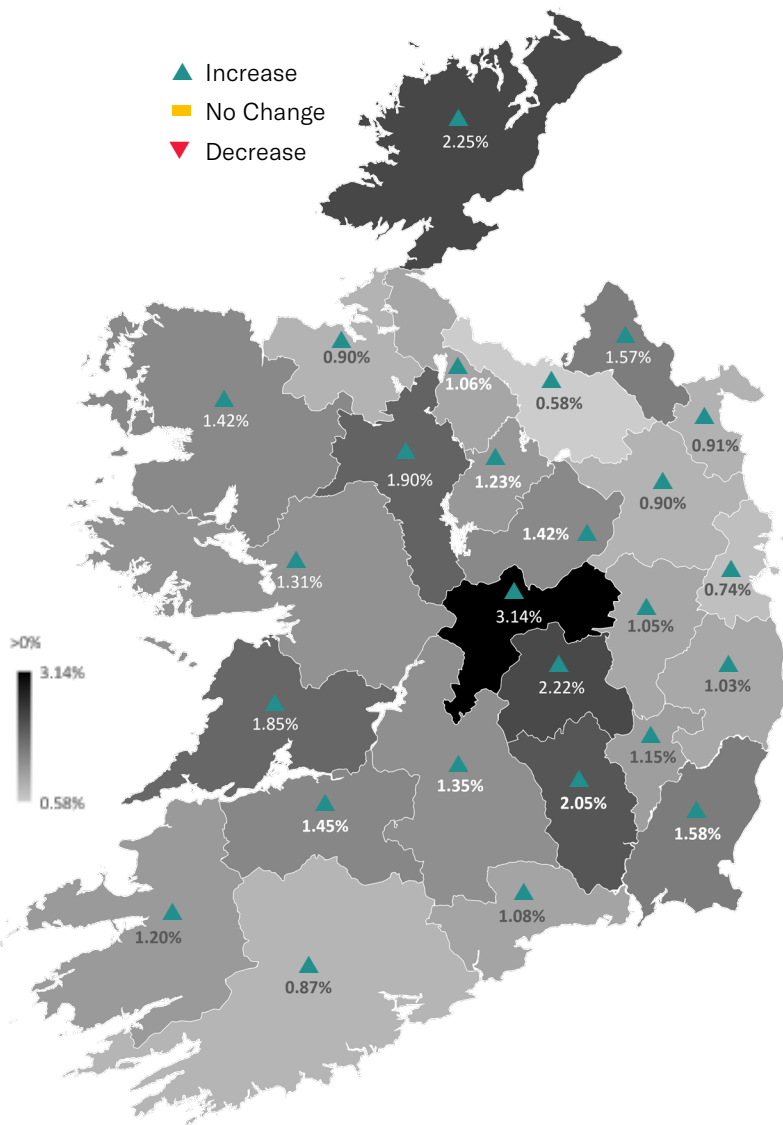


Brian Haugh  
Head of BDO Valuation &  
Financial Modelling Centre  
[bhaugh@bdo.ie](mailto:bhaugh@bdo.ie)



Shonagh Sheahan  
Corporate Finance Manager,  
Banking & Recovery  
[ssheahan@bdo.ie](mailto:ssheahan@bdo.ie)

### NTPF Weekly Fair Deal Rates : Average Quarterly % Change (December/March)

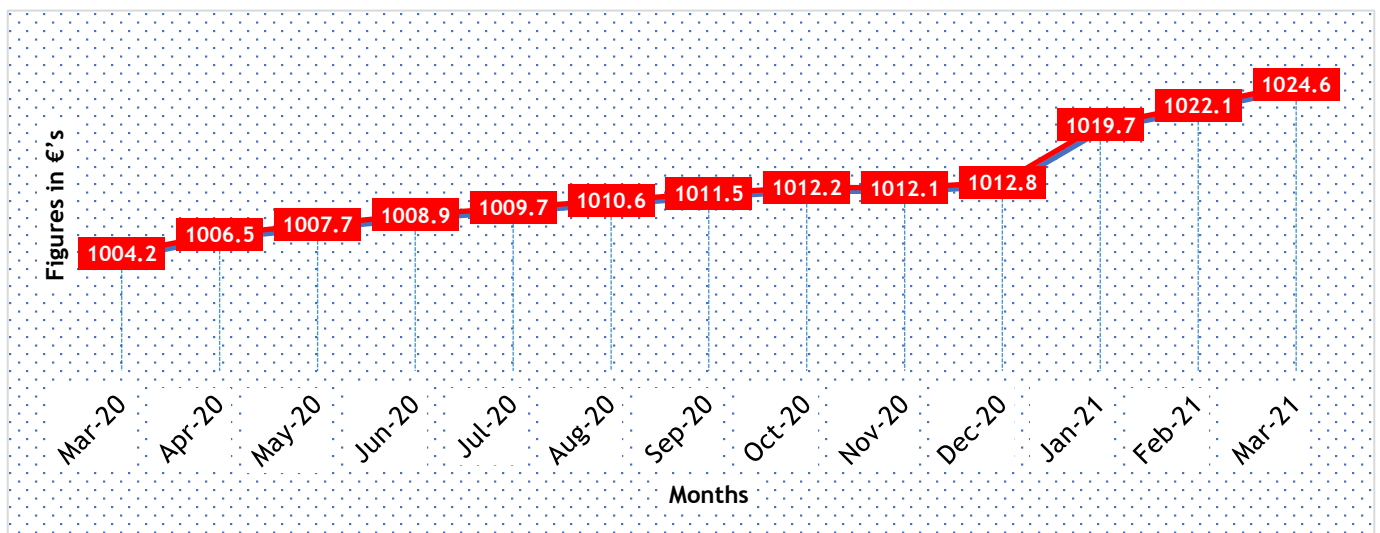


#### FDR comparison in Dec 2020 vs Mar 2021

This map shows the quarterly average % change in agreed NTPF Fair Deal Rates by county in December 2020 compared to the rates in March 2021 of voluntary and private nursing homes:

- The average weekly rate has increased in all counties during this period.
- The FDR changes are a result of successful negotiation between individual nursing homes and the NTPF to agree on maximum price that the nursing home charges under the nursing home support scheme on a weekly basis.
- Country average weekly rate has increased by 1.17% from €1,012.79 in December 2020 to €1,024.61 in March 2021.
- The highest weekly rate increase of 3.14% was achieved in Offaly, where the average rate increased from €925 to €954. Of note however is that the nursing homes in Offaly under the FDR scheme reduced from 6 nursing homes in December 2020, to 5 in March 2021.
- The lowest weekly rate increase of 0.58% was achieved in Cavan where the average weekly rate increased from €980.71 in December 2020 to €986.43 in March 2021.
- There was one additional nursing home in Kerry 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	Dec-20	Mar-21		% Change	Mar-20	No. of Nursing Homes Under the FDR Scheme			
						Dec-20	Mar-21	Change	
Carlow	939	950	↑	1.15%	923	6	6	→	-
Cavan	981	986	↑	0.58%	964	7	7	→	-
Clare	910	927	↑	1.85%	905	12	12	→	-
Cork	1,015	1,024	↑	0.87%	1,004	47	47	→	-
Donegal	905	926	↑	2.25%	890	14	14	→	-
Dublin	1,201	1,210	↑	0.74%	1,190	88	88	→	-
Galway	916	928	↑	1.31%	905	36	36	→	-
Kerry	916	928	↑	1.20%	906	17	18	↑	1
Kildare	1,075	1,086	↑	1.05%	1,067	21	21	→	-
Kilkenny	963	983	↑	2.05%	957	9	9	→	-
Laois	980	1,002	↑	2.22%	973	4	4	→	-
Leitrim	940	950	↑	1.06%	930	2	2	→	-
Limerick	925	938	↑	1.45%	914	22	22	→	-
Longford	947	958	↑	1.23%	932	3	3	→	-
Louth	1,027	1,037	↑	0.91%	1,015	8	8	→	-
Mayo	921	934	↑	1.42%	909	18	18	→	-
Meath	1,035	1,045	↑	0.90%	1,027	18	18	→	-
Monaghan	980	996	↑	1.57%	965	5	5	→	-
Offaly	925	954	↑	3.14%	912	6	5	↓	-1
Roscommon	910	928	↑	1.90%	905	11	11	→	-
Sligo	1,023	1,032	↑	0.90%	1,013	6	6	→	-
Tipperary	921	933	↑	1.35%	907	25	25	→	-
Waterford	980	991	↑	1.08%	966	9	9	→	-
Westmeath	916	929	↑	1.42%	904	10	10	→	-
Wexford	929	944	↑	1.58%	918	15	15	→	-
Wicklow	1,076	1,087	↑	1.03%	1,067	18	18	→	-
<b>Country Average</b>	<b>1,013</b>	<b>1,025</b>	<b>↑</b>	<b>1.17%</b>	<b>1,004</b>	<b>437</b>	<b>437</b>	<b>→</b>	<b>-</b>

**Contact us on:**

**061 464 822**

**or email:**

**Brian McEnergy at [bmcenery@bdo.ie](mailto:bmcenery@bdo.ie)**

**Brian Haugh at [bhaugh@bdo.ie](mailto:bhaugh@bdo.ie)**

**Shonagh Sheahan at [ssheahan@bdo.ie](mailto:ssheahan@bdo.ie)**

This publication has been carefully prepared, but it has been written in general terms and should be seen as broad guidance only. We have made no effort to confirm our analysis with HSE or any other parties. The publication cannot be relied upon to cover specific situations and you should not act, or refrain from acting, upon the information contained therein without obtaining specific professional advice. Please contact BDO to discuss these matters in the context of your particular circumstances. BDO, its partners, employees and agents do not accept or assume any liability or duty of care for any loss arising from any action taken or not taken by anyone in reliance on the information in this publication or for any decision based on it.

BDO is authorised by the Institute of Chartered Accountants in Ireland to carry on investment business.

BDO, a partnership established under Irish Law, is a member of BDO International Limited, a UK company limited by guarantee, and forms part of the international BDO network of independent members firms. BDO is the brand name for the BDO network and for each of the BDO Member Firms.

Copyright © 2021, BDO Ireland. All rights reserved. Published in the Republic of Ireland.

Gci fW' cZ bZcfa Ujcb  
<YU h' G/fj JW '9 YW'hj Yfk-G9E'.  
\hfdg ##k k k &"\g" ]Y#g/fj JWg#ZUJf! XYU! gWYa Y#Uci h h\Y! ZUJf! XYU! gWYa Y"\ha '