

Healthcare | BDO Corporate Finance

Private and voluntary nursing home Fair Deal Rate

Analysis of The National Treatment
Purchase Fund Agreed Private & Voluntary
Nursing Home Fair Deal Rate Change in
September 2023



Fair Deal Rate (FDR) Change

March 2023

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 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 Fair Deal 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 rate between June and September 2023.

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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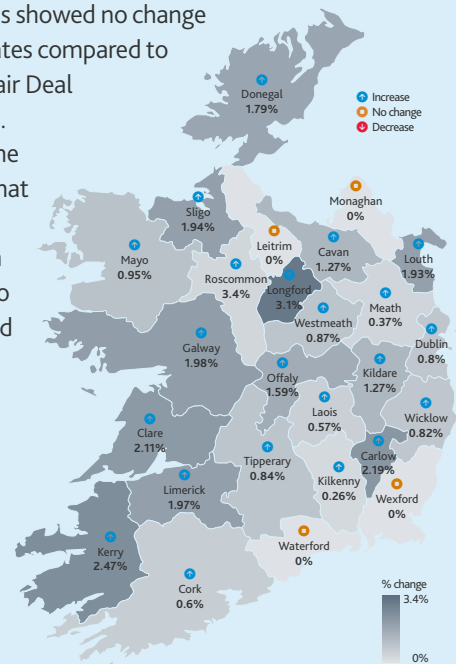
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NTPF weekly rates: Average quarterly % change (June 2023/September 2023)

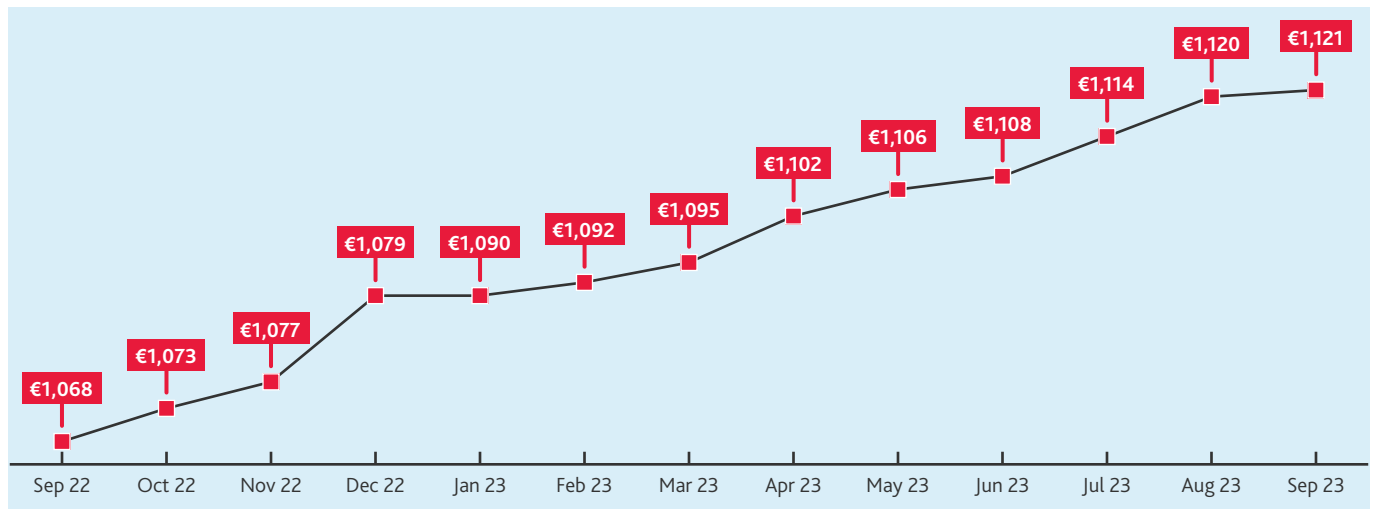
FDR comparison June 2023 vs September 2023

This map shows the quarterly average % change in agreed NTPF Fair Deal rates by county in September 2023 compared to the rates in June 2023 of voluntary and private nursing homes:

- The FDR changes are a result of successful negotiation 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 1.13% from €1,108 in June 2023 to €1,121 in September 2023.
- 22 counties showed an increase in the weekly average NTPF Fair Deal rates in September compared to June with the highest rate increase of 3.40% in Roscommon, where the average rate increased from €1,012 to €1,046. The lowest recorded increase of 0.26% was in Kilkenny where the average weekly rate increased from €1,059 in June to €1,061 in September.
- Four counties showed no change in average rates compared to June 2023 Fair Deal weekly rates.
- There was one new home that opened over the period in Cork and two homes closed in Mayo and Kildare.



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



NTPF Agreed Weekly Fair Deal Rates*

COUNTY	JUN '23	SEPT '23		% CHANGE	SEPT '22	NO. OF NURSING HOMES UNDER FDR SCHEME			
						JUN '23	SEPT '23	CHANGE	
Carlow	1,048	1,071	↑	2.19%	984	5	5	○	0
Cavan	1,066	1,080	↑	1.27%	1,019	7	7	○	0
Clare	1,014	1,036	↑	2.11%	966	12	12	○	0
Cork	1,100	1,107	↑	0.60%	1,062	48	49	↑	1
Donegal	1,017	1,036	↑	1.79%	970	14	14	○	0
Dublin	1,270	1,280	↑	0.80%	1,243	89	89	○	0
Galway	1,027	1,047	↑	1.98%	985	32	32	○	0
Kerry	1,005	1,030	↑	2.47%	974	16	16	○	0
Kildare	1,150	1,165	↑	1.27%	1,116	21	20	↓	-1
Kilkenny	1,059	1,061	↑	0.26%	1,031	9	9	○	0
Laois	1,098	1,104	↑	0.57%	1,033	4	4	○	0
Leitrim	1,041	1,041	○	0.00%	1,041	2	2	○	0
Limerick	1,030	1,050	↑	1.97%	987	21	21	○	0
Longford	1,023	1,054	↑	3.10%	987	3	3	○	0
Louth	1,106	1,127	↑	1.93%	1,074	9	9	○	0
Mayo	1,034	1,043	↑	0.95%	986	18	17	↓	-1
Meath	1,120	1,124	↑	0.37%	1,084	18	18	○	0
Monaghan	1,074	1,074	○	0.00%	1,039	4	4	○	0
Offaly	1,034	1,050	↑	1.59%	1,004	5	5	○	0
Roscommon	1,012	1,046	↑	3.40%	977	8	8	○	0
Sligo	1,116	1,138	↑	1.94%	1,073	6	6	○	0
Tipperary	1,016	1,025	↑	0.84%	974	24	24	○	0
Waterford	1,099	1,099	○	0.00%	1,036	8	8	○	0
Westmeath	1,011	1,020	↑	0.87%	973	8	8	○	0
Wexford	1,058	1,058	○	0.00%	987	13	13	○	0
Wicklow	1,160	1,169	↑	0.82%	1,121	18	18	○	0
COUNTRY AVERAGE	1,108	1,121	↑	1.13%	1,068	422	421	↓	-1

*Figures are rounded, Country average rates provided includes all private & voluntary nursing homes under the Fair Deal Scheme

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Health Service Executive(HSE):

<https://www2.hse.ie/services/fair-deal-scheme/about-the-fair-deal-scheme.html>