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Ashley House Plc



## Business Overview

**ESTABLISHED:** 1991

**LOCATION:** High Wycombe,  
Buckinghamshire, UK

**LISTING:** AIM  
NEX Exchange, SSX Segment

**NUMER OF EMPLOYEES:** 11 - 50

**ISSUED SHARE CAPITAL:**  
59,187,067 shares of 1p<sup>1</sup>

### BUSINESS AREA:

Health, Elderly and Social Care Infrastructure;  
Development; Design and Construction  
Management; Asset Management

### COMPANY WEBSITE:

[www.ashleyhouseplc.com](http://www.ashleyhouseplc.com)

### BUSINESS OVERVIEW

Ashley House Plc (Ashley House) was established in 1991 as a social developer. The company has a 25 year track record in providing innovative approaches to the resourcing, funding, design and delivery of health, care and supported living environments.

The company works in partnership with local government, health commissions and affordable housing providers. The objective is to address health and social care needs of communities throughout the UK. The company has developed in excess of 200 properties and has improved outcomes across the country by providing its clients with the most cost effective property solutions.

Ashley House listed on AIM on 15 January 2007 and on the Social Stock Exchange segment of the NEX Exchange growth market on 10 February 2016.

### SOCIAL MISSION

Ashley House's social purpose is to bring a positive change to the lives of people living within their communities, by working with professional service providers, community enablers and individuals in the health, extra care and community sectors. The company creates accessible and inspirational facilities, often in areas of deprivation. The focus is on those with physical and mental health needs, and individuals from other socially excluded groups.

Ashley House's vision is to be the leading property development partner to providers and commissioners of health and community care.

### WHO BENEFITS?

**ADULTS AND ELDERLY:** Residents in need of Extra Care accommodation.

**PATIENTS WITH PRIMARY HEALTHCARE NEEDS:** Increased access to cost effective health facilities.

**PATIENTS WITH PHYSICAL AND MENTAL DISABILITIES:** Increased supply of accommodation with thoughtful design and specialist equipment and technology.

**FAMILIES:** Increased assurance that a loved one is living in a high quality environment with the best possible support and care.

**LOCAL AUTHORITIES:** Increased support in delivering appropriate housing for the most vulnerable with care needs.

<sup>1</sup> As at December 4, 2016

# Commercial and Financial Summary

## CAPITAL STRUCTURE<sup>2</sup>

The company is funded by both debt and equity and has a Debt to Total Capital ratio of 34.40% down from previous year's 56.34%.

The company's shares are traded on AIM, a market operated by London Stock Exchange plc. The company's shares are dual listed and were admitted to the Social Stock Exchange segment of the NEX Exchange with effect from 10 February 2016.

The total number of shares not in public hands is measured differently by the two exchanges:  
Pursuant to AIM rules 32.54%  
Pursuant to Nex Exchange rules 46.89%

## PRICE CHART<sup>3</sup>



## BUSINESS HIGHLIGHTS<sup>4</sup>

For the year ended April 2016, revenues increased by 147% to £20.7m (2015: £8.4m) while net income improved from a loss of £11.9m to a gain of £247k.

The completion of its first Extra Care scheme in Grimsby together with the signing of the Funding and Partnering Agreement with Funding Affordable Homes ("FAH") and its property advisor SHA Housing Limited, were landmark events for the company. In December 2015, the company entered into its first contracts with FAH for the provision of full funding for design and construction of two Extra Care developments in Essex. One of these developments is now complete and operational with the other due to complete in Spring 2017.

The Extra Care pipeline consists of 18 schemes, on site (2) or appointed (16) with £162.7m of revenue anticipated to be recognised.

Despite the limited government funding in primary care, the company's Health segment performed well. The pipeline consists of 10 schemes, on site (1) or appointed (9) with £20.6m of revenue anticipated to be recognised.

## FINANCIAL PERFORMANCE

Year end	30-Apr-2014	30-Apr-2015	30-Apr-2016
Revenue (£m)	8.34	8.38	20.74
EBITDA	(2.60)	(3.37)	2.24
Profit (Loss) before tax (£m)	(4.71)	(11.89)	0.24
EPS - Adjusted (£m)	(3.55)	(7.27)	1.99
Total Assets (£m)	21.19	12.84	11.52
Cash Balance (£m)	0.10	0.86	0.02
Cash flow from (used by) operating activities (£m)	1.20	(0.35)	0.08
Quick Ratio <sup>5</sup>	1.63	0.55	0.81
PE (x)	N.A.	N.A.	N.A.

## FINANCIAL INFORMATION

**TICKER:** AGR

**SHARE PRICE:** 56.95p (close 31/12/16)

**MARKET CAP:** £ 939.17.m<sup>6</sup> (close 31/12/16)

<sup>2</sup> Data as of Financial Year ending April 2016, unless otherwise stated

<sup>3</sup> Source: LSE

<sup>4</sup> Data as of Financial Year ending April 2016, unless otherwise stated

<sup>5</sup> (Cash+Marketable Securities+Receivables/Current Liabilities)

<sup>6</sup> LSE (The market capitalisation of companies reflects the London listed element only. These figures are approximate and are updated monthly)

# Impact Assessment Matrix

## ECONOMIC IMPACT

	MEASUREMENT	REPORTED DATA		
<b>Employment &amp; Training</b>	% workers living in 30 mile radius	78%		
	No. of qualifications gained by people while working on AH schemes	2013/14	2014/15	2015/16
		21	8	3
	No. of long-term unemployed and 18-24 year olds employed	2013/14	2014/15	2015/16
		20	13	11
<b>Local Economy</b>	Number of developments	2013/14	2014/15	2015/16
	Under construction	2	5	2
	Social Return on Investment	4	2	2
	Total Capex on newly completed schemes	2013/14	2014/15	2015/16
	£5.4m	£6.06m	£8.97m	

## ENVIRONMENTAL IMPACT

	MEASUREMENT	REPORTED DATA
<b>Local Environment</b>	No. of completed developments meeting BREEAM standard	1
	Energy Performance Rating for completed buildings ≥ C	60 flats
	Considerated contractor scheme rating on completed premises	3 at or beyond compliance

<sup>7</sup> During the year the company completed the novation of the rights under the operational service agreements with 7 LIFT companies to a major provider in this arena and therefore no longer delivers such services.

## SOCIAL IMPACT

	MEASUREMENT	REPORTED DATA		
<b>Healthcare</b>	No. of patients accessing new facilities	2014/15	2015/16	
		8,300	12,400	
	No. of new or refurbished medical and care facilities completed and open	2014/15	2015/16	
		1	2	
	No. of new provider organisations delivering services from facility	2013/14	2014/15	2015/16
		3	1	1
	No. of care services / integrated pathways	2013/14	2014/15	2015/16
		2	6	0
	No. of new complementary specialised activities supporting existing services	2013/14	2014/15	2015/16
		2	6	0
	No. of units built to house priority residents (physical / mental health needs and disabilities, over-55s)	2014/15	2015/16	
		60	12	
<b>Community</b>	No. of facilities under AH management hence reduced NHS management cost	2013/14	2014/15	2015/16
		33	34	N.A. <sup>7</sup>

## GOVERNANCE

	MEASUREMENT	REPORTED DATA
<b>Business Planning</b>	Integration of social purpose into business plan	Yes
<b>Corporate Governance</b>	Non-Executive Chairman	Yes
	Non-Executive Directors	3

## MUST READ

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