



Trading update for the 12 months ended 31 March 2024



LiveWest trading update for the 12 months ended 31 March 2024

LiveWest issues its unaudited group trading update for the 12 months ended 31 March 2024, with comparatives to the audited position for the 12 months ended 31 March 2023.

Financial and operating performance

Turnover for the year of £306m is £6m higher than in 2023 (£300m) due to £24m of higher rental and other lettings income offset by a £18m reduction in shared ownership and open market sales.

Operating costs decreased by £2m in the year as a result of lower open market sales of £21m which had related costs of £17m, offset by general inflation across the cost base and higher property maintenance of £3m.

Net interest payable increased by £5m to £33m (2023: £28m) reflecting higher loan balances together with an increase in our average cost of debt.

Surplus for the period is £52m (2023: £54m) which largely reflects a £5m lower Movement in Fair Value of Financial Instruments of £1m in the year (2023: £6m).



Statement of comprehensive income

	12 months	
	Mar-24	Mar-23
	£m	£m
Turnover	306	300
Operating costs	(237)	(239)
Surplus on disposal of properties	15	15
Operating surplus	84	76
Net interest payable	(33)	(28)
Revaluation of investment property	-	-
Movement in fair value of financial instruments	1	6
Surplus for the period	52	54

Operating surplus

£ 84m
12 months
March 24

£ 76m
12 months
March 23



Financial indicators

	12 months	
	Mar-24	Mar-23
Operating margin on social housing lettings	24%	23%
Gross margin on shared ownership sales	24%	22%
Gross profit margin on open market sales	21%	19%
Sales as percentage of turnover	23%	29%

Sales of open market and shared ownership homes totalled 392 units for the year (2023: 411). Whilst a marginally harder housing market resulted in lower open market sales in the year, our underlying margins remained strong for both open market and shared ownership sales.

As at 31 March 2024, we had 84 shared ownership stock units, of which 26 were unreserved (2023: 105 stock/44 unreserved), and 10 open market stock units, of which 5 were unreserved (2023: 7 stock 4 unreserved).

Housing Properties (net of depreciation) have increased to £2.5bn from £2.3bn in 2023. Net Debt has increased to £1.0bn (2023: £0.9bn).

Void losses for our general needs stock were 0.68% (2023: 0.71%). Rent arrears were 1.98% (2023: 1.83%). The average days to re-let our general needs stock is 41.8 (2023: 39.0 days). We continue to carry out planned maintenance and energy efficiency works on our homes as they become void.



12 MONTHS TRADING UPDATE

Liquidity

As at 31 March 2024 LiveWest had liquidity of £286m, consisting of available undrawn facilities of £274m, and available cash of £12m.

Development

788 homes for rent and shared ownership were handed over in the year (2023: 988). We have a contracted pipeline of 2,528 affordable homes (2023: 2,006).

Building safety

As at 31 March 2024, 100% of homes had an up to date Fire Risk Assessment (2023: 100%). 100% of homes had a valid Gas Safety Certificate (2023: 100%) and 99.98% of rented homes met the Decent Homes Standard (2023: 100%).

Board and Executive Team changes – 12 months to March 2024

On 1 July 2023, Andrew Sloman became the Executive Director of Finance of the LiveWest Homes group. Mr Sloman has been with LiveWest for 17 years, most recently as Director of Financial Services. The appointment is part of the transition to the planned retirement later in the year of Melvyn Garrett, the former Executive Director of Finance and Deputy Chief Executive. Until then, Mr Garrett will remain as Deputy Chief Executive, and will retain his seat on the Board of LiveWest Homes Limited and its subsidiary companies.

On 29 January 2024, Paul Turner was appointed to be the Executive Director of People and Communications for LiveWest Homes Group. Mr Turner has over 20 years of experience working within human resources.

Joanna Crane was appointed on 31 July 2023 to replace Jenefer Greenwood as Chair of the Remuneration and Nominations Committee. Christopher Balch (previously an independent advisor) was subsequently appointed as Board member on 1 August 2023.

The Group Chair, Linda Nash retired on 10 September 2023 having served her maximum term. She has been replaced as Group Chair by Board member Jaqueline Starr.

In anticipation of the upcoming retirement of Tony MacGregor as Chair of the Treasury Committee in November 2024, Alison Cabbage was appointed on 4 October 2024 to the Board as Treasury Committee Chair Designate.

These changes were carefully managed, with time built into the recruitment process to allow the new incumbents to learn from their predecessors.

There were no changes to the membership of the LiveWest Treasury plc Board.





84.9%

Overall customer satisfaction



72.9

Average EPC rating



99.3%

New affordable homes developed EPC B or above

Environmental and social indicators

- Overall customer satisfaction is **84.9%**, compared to **85.6%** in 2023.
- Average EPC rating **72.9**, compared to **72.2** in 2023.
- **99.3%** of new affordable homes developed EPC B or above, compared to **98.2%** in 2023.

LiveWest Rating

LiveWest Homes Ltd is rated **A2** (stable) by Moody's (February 2024), and **G1/V1** by the Regulator of Social Housing (December 2023).

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A home for everyone