

Salisbury NHS Foundation Trust

Annual Report and Accounts 2011/2012

Presented to Parliament pursuant to
Schedule 7, paragraph 25 (4) of the
National Health Service Act 2006

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▼ e a e f o n h e h a i h a n

This has been another challenging year, yet despite the economic situation we have continued to maintain the high standards that we have set ourselves and make real improvements in facilities and services.

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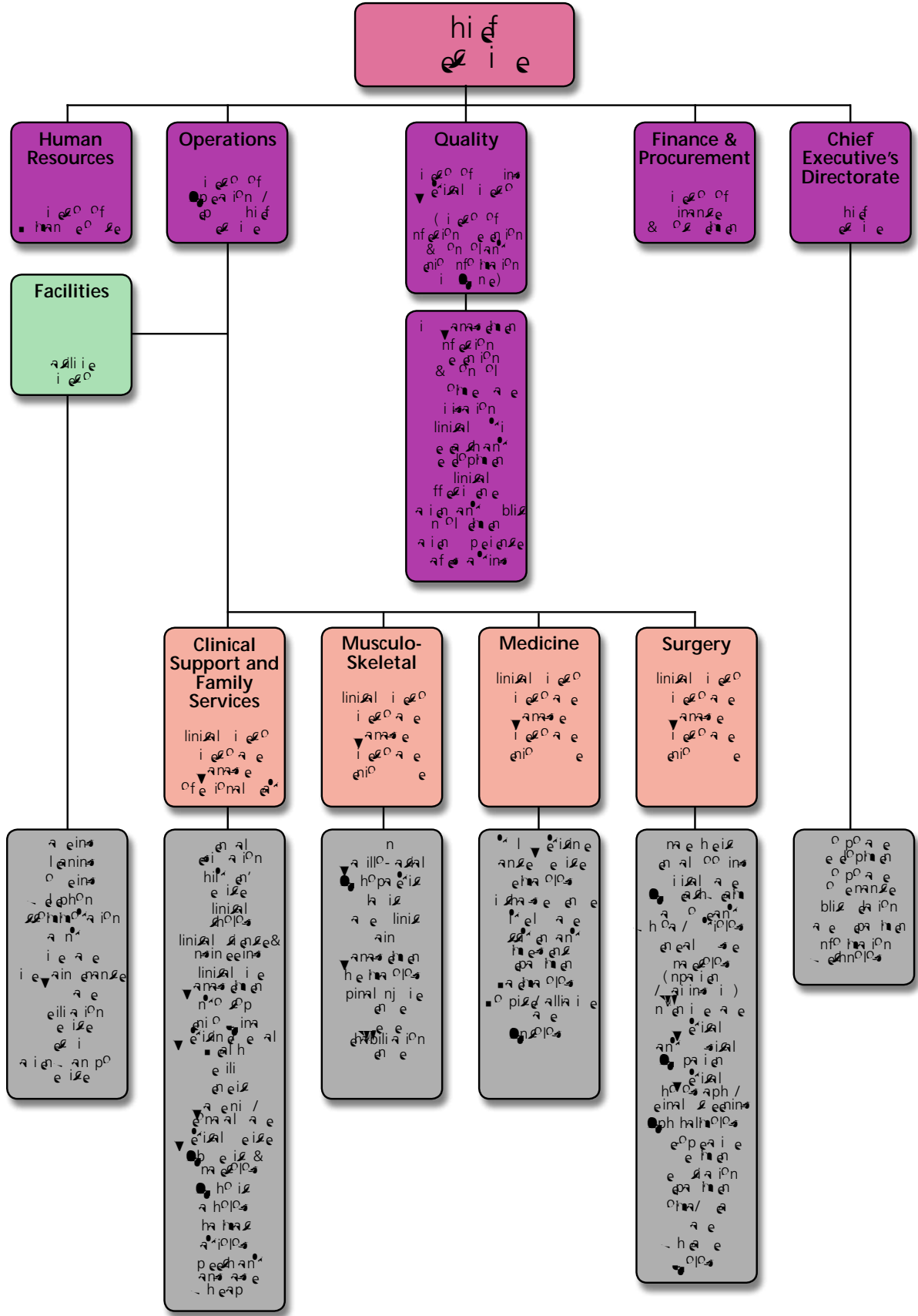
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h a e a l o o e a e l l i h o p o i e h e a

All strategic planning is underpinned by a number of values and beliefs. These were developed in conjunction with staff and are used in their day to day work with patients, colleagues and stakeholders.

Patients

We will place the interests of patients at the heart of everything we do



Directors of Salisbury NHS Foundation Trust During 2011/2012

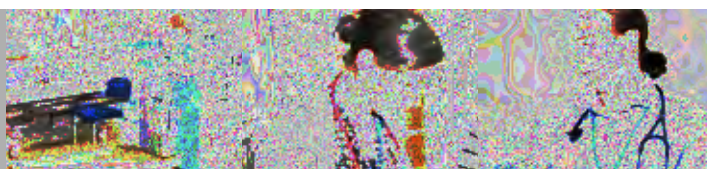
Luke March DL	Chairman
Caspar Ridley	Chief Executive (From 1 March 2012)
Nigel Atkinson	Non Executive Director. (Vice Chairman and Senior Independent Director) until 30 Nov 2011
Christine Blanshard	Medical Director (From 5 September 2011)
Lydia Brown MBE	Non Executive Director. (Vice Chairman and Senior Independent Director) from 1st Dec 2011
Barry Bull	Non Executive Director
Malcolm Cassells	Director of Finance and Procurement
Alan Denton	Director of Human Resources
Ian Downie	Non Executive Director
Clare Fuller	Acting Medical Director (From 4 April 2011 to 4 September 2011)
Peter Hill	Chief Operating Officer (Interim Chief Executive until 29 February 2012)
Stephen Long	Non Executive Director
Tracey Nutter	Director of Nursing (Director of Nursing & Operations until 24 July 2011)
Jim O'Connell	Interim Chief Operating Officer (25 July 2011 to 29 February 2012)
Sean O'Kelly	Medical Director (until 18 April 2011)
Michele Romaine	Non Executive Director (until 31 January 2012)
John Stokoe CB, CBE	Non Executive Director

Companies Act Disclosures

Principal Activities of the Trust

The Trust is a charitable company limited by guarantee. Its principal activity is the provision of health care services to the community of Salisbury. The Trust has a staff of approximately 225,000 people. It has a turnover of approximately £11 million. The Trust is a charitable company limited by guarantee. Its principal activity is the provision of health care services to the community of Salisbury. The Trust has a staff of approximately 225,000 people. It has a turnover of approximately £11 million.

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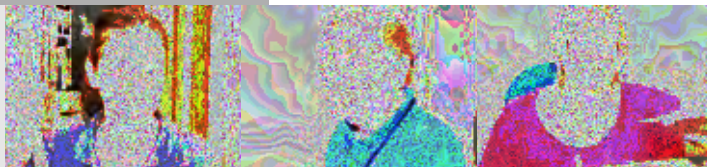
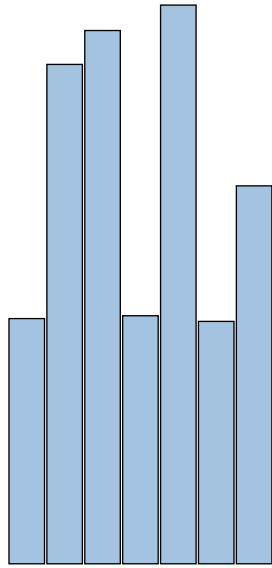




Operational Review

The Trust has continued to provide patients with fast access to good quality, safe care and meet its operational demands during 2011/2012, despite the continuing financial challenges faced by all NHS organisations. It has also continued to make real progress in many areas of patient care, with a particular focus on safety, quality and patient's experiences.

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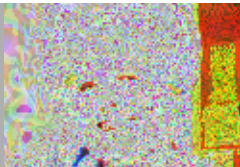


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Increased use of enhanced recovery programmes have enabled the Trust to reduce the length of hospital stay for many patients.

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 v' hie d' g of p' h n, n' e l in' p e f' o' h' an' d' e manndal
 e' d' g an' l i' i' v an' v h e g' of h e manndal
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 of ■ bill p' v i' h in h e 30' v v e e. h e h' a
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 an' p' h' d' e' in' h e p' b l i' d' o' f' v' i' n' s. h e' ' manndal
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n' d' i' e' e' g' e' v' e' b' o' v' e' v' e' i' d' a' l' o' (o' v'),

Salisbury District Hospital

During the year the Trust introduced a number of developments and initiatives that have directly or indirectly improved patient's experiences and the quality patient care at Salisbury District Hospital. The Trust has also worked in conjunction with a number of other organisations on projects that reinforce partnership working, stakeholder relations and staff involvement. These are summarised within the following themes:

TAKING CARE OF OUR PATIENTS

Introduction of Dementia Champions

Salisbury District Hospital has introduced a number of initiatives to support patients with dementia. The introduction of Dementia Champions has been a key initiative. These are staff who have been trained to provide support and information to patients and their families. This has helped to reduce the anxiety and confusion that can be experienced by patients with dementia. The Champions also provide a point of contact for patients and their families, ensuring that they have the support they need. This has been a positive experience for both patients and staff.

Young at Heart Project Helps Elderly People

The Young at Heart project has been a successful initiative to help elderly people. The project provides a range of services, including social activities, health checks, and information. This has helped to improve the quality of life for elderly people and has also helped to reduce the risk of hospital admission. The project has been a positive experience for both patients and staff.

23/01/2023

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MAINTAINING PERFORMANCE FOR OUR PATIENTS

Excellent Dementia Peer Review

The health care professionals provide a high level of care for people with dementia. The care is person-centred and meets the needs of the patient. The staff are well trained and provide a safe and secure environment for the patient. The care is of a high quality and meets the needs of the patient.



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Remaining Clothed for Radial Diagnostic



Remuneration Committee

The Remuneration Committee reviews the salaries of the Executive Directors of the Trust and the individual reward packages of Executive Directors. These are fixed in comparison with packages given to holders of similar posts within the NHS. A salary range for each Director has been determined based on salaries paid across the NHS for similar posts. In setting, monitoring and reviewing salary ranges, the Committee uses survey material and receives independent advice and guidance as and when required from an organisation specialising in this work. During the year Interim Chief Executive Peter Hill and Director of Human Resources Alan Denton provided advice to the committee. The Head of Corporate

Name	Role	Attendance from four meetings
Luke March	Chairman	4
Nigel Atkinson	Member	4
Lydia Brown	Member	4
Barry Bull	Member	2
Ian Downie	Member	4
Stephen Long	Member	3
Michele Romaine	Member	3
John Stokoe	Member	4



Disclosure Statement

The Trust Board has overall responsibility for the administration of sound corporate governance throughout the Trust and recognises the importance of a strong reputation.

n ē d'ā bē 2006, v'ōniō, hē in' d'ō ēn' ē h'ō f'ō d' n'ā iōn, p' b'li h'ē hē ■ d' n'ā iōn, d'ē of d' emānē h'ā ā p'ā ē'ōn 1 p'il 2010. h' d'ē b' i'ōn hē d' h' b' i'ōn d'ē of d' p'ā ē'ō emānē h'ā i' d' f' i' hē p' d' d' of h' i' p'ā ē'ō emānē d'ē d' p' h'ān in hē d' ē h'ān ē .

hē d'ē p' p'ō hē i' ē ān' hē ē h'ō b' h' i'ōn h'ā ē i' ē hē p'ō h'ānē of hē ān' hē i' ān' p'ō in' p' i'ōn ē ān' p'ō i'ōn .

hē ā in h'ā hē d'ē ā p' p' i' ē ān' p'ō i'ōn i' ē d' i' ē ān' hē i' ē d' ē n' i' ē h'ā f'ō hē 2010/2011 ē hē h'ā b' ēn d' h' p' l' i' ān i' hē d'ē i' h' hē ē d' i'ōn of hē f' i'ō i' n' ē .

C.2.2 – Appointment of Non Executive Directors for terms of no more than three years.

The Trust Board and the Council of Governors agreed that appointment of Non- Executive Directors shall be for terms of no more than three years.

36 33 P017bb 7P01R



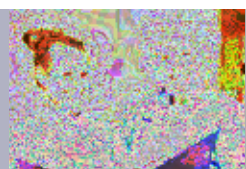
Statement Explaining How the Board of Directors and the Council of Governors Operate, Including a High Level Statement of Which Types of Decisions are Delegated to the Management by the Board of Directors

Board of Directors

The Board of Directors comprises the Chairman, Chief Executive, and six Non-Executive Directors and five Executive Directors, making thirteen in total. The Board meets on the first or second Monday of each month. Normally, six of the meetings are held in public and six in private. The public and private meetings alternate. The dates of the public meetings are advertised on the Trust's web-site and in the local press.

The Agendas, Papers and Minutes of all public meetings are published on the web-site and are also available in hard copy on request.

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Elected Governors – Public Constituency

Name	Constituency	Date Elected	Term of Office	Attendance from 4 meetings
*John Carvell	Liberal	Nov 200	1 year	4
Celeste Collins	Liberal	Nov 2011	1 year	3
Chris Wain	Liberal	Nov 200	1 year	4
Kate Beaumont	Conservative	Nov 200	1 year	2
Robert Coate	Conservative	Nov 200	1 year	4
**Dr Alastair Lack	Conservative	Nov 2011	1 year	3 from 3
*Dr Beth Robertson (Lead Governor)	Conservative	Nov 200	1 year	3
Sara Willan	Conservative	Nov 200	1 year	4
Paul Goldman	Liberal	Nov 2011	1 year	4
Mary Hutcherson	Liberal	Nov 200	1 year	3
Wayne Arnett	Liberal	Nov 200	1 year	2
John Markwell	Liberal	Nov 200	1 year	3
Carole Noonan	Conservative	Nov 200	1 year	4
Elizabeth Connock	Liberal	Nov 200	1 year	3

* Elected in Nov 2011
 ** Elected in Nov 2011

Elected Governors - Patient/Carer Constituency

Name	Constituency	Date Elected	Term of Office	Attendance from 4 meetings
Andrew Farrow	Liberal	Nov 200	1 year	3

Elected Governors - Staff Constituency

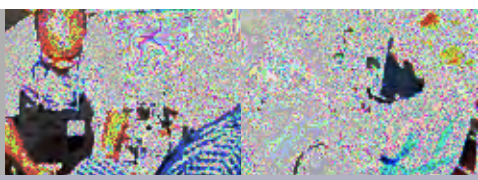
Shaun Fountain	Liberal	Nov 200	1 year	3
Colette Martindale	Liberal	Nov 200	1 year	4
Lynda Weeks	Liberal	Nov 200	1 year	3
Louise Arnett	Liberal	Nov 200	1 year	3
*Christine White	Liberal	Nov 2011	1 year	1 from 3
Eric Gould	Liberal	Nov 200	1 year	3

* Elected in Nov 2011

Nominated Governors

Name	Constituency	Date Elected	Term of Office	Attendance from 4 meetings
Anita Pheby	Liberal	Nov 2011	1 year	3
William Moss	Liberal	Nov 2011	1 year	3
Lis Woods	Liberal	Nov 2011	1 year	4
Elizabeth Stevens	Liberal	Nov 2011	1 year	4

The elected governors are elected in the first year of the term of office. The nominated governors are elected in the second year of the term of office. The attendance figures are based on the number of meetings attended by each governor.



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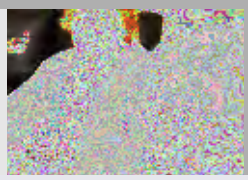
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Board of Directors' Attendance

	Trust Board (7 meetings)	Audit Committee (4 meetings)	Remuneration Committee (4 meetings)	Finance Committee (12 meetings)	Clinical Governance Committee (6 meetings)
Luke March		/	4	12	/
Caspar Ridley	0 of 0	/	/	1 of 1	1 of 1
Nigel Atkinson	6	4	4	/	5
Christine Blanshard	3 of 3	/	/	/	4 of 4
Lydia Brown	6	4	4	/	6
Barry Bull	6	3	2	12	/
Malcolm Cassells		/	/	11	/
Alan Denton		/	/	/	/
Ian Downie	6	/	4	12	2 of 2
Clare Fuller	3 of 3	/	/	/	/
Peter Hill		/	/	11	5 of 5
Stephen Long	5	/	3	/	5
Tracey Nutter		/	/	2 of 4	6
Jim O'Connell	3 of 4	/	/	1 of 1	/
Sean O'Kelly	0 of 1	/	/	/	/
Michele Romaine	6 of 6	/	3	/	3 of 5
John Stokoe		3	4	11	/

The role of the committee is to provide independent assurance to the Board of Directors on the effectiveness of the internal control system and the financial reporting process. The committee also monitors the effectiveness of the internal control system and the financial reporting process. The committee is also responsible for monitoring the effectiveness of the internal control system and the financial reporting process.

The Audit Committee

	Committee Role	Attendance out of four meetings
Nigel Atkinson	Chairman	4
Lydia Brown	Member	4
Barry Bull	Member	3
John Stokoe	Member	3

The Work of the Audit Committee in Discharging its Responsibilities

On 12 March 2009 the Audit Committee was appointed by the Board of Directors to discharge its responsibilities.



The nominations committee for the appointment of a Medical Director

	Committee Role	Attendance out of four meetings
Luke March	Chairman	4
Peter Hill	Member	4
Michelle Romaine	Member	4
Steven Long	Member	4
Steve Smith	Member	4
Trust		

The nominations committee for the appointment of a Chief Executive

	Committee Role	Attendance out of four meetings
Luke March	Chairman	4
Ian Downie	Member	4
Michelle Romaine	Member	4
Beth Robertson	Member	4
Robert Coate	Member	4
Jean O'Callaghan	Member	4

Membership

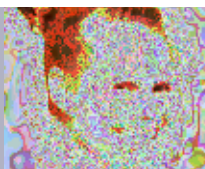
The committee is a non-executive committee of the Trust, established in 2011. It is responsible for recommending the appointment and removal of the Medical Director and the Chief Executive. The committee is made up of seven members, including the Chairman and six non-executive members. The committee meets regularly to discuss and recommend appointments and removals. The committee also provides advice and support to the Trust's senior management.

The committee is responsible for recommending the appointment and removal of the Medical Director and the Chief Executive. The committee is made up of seven members, including the Chairman and six non-executive members. The committee meets regularly to discuss and recommend appointments and removals. The committee also provides advice and support to the Trust's senior management.

Public Members

The committee has six public members, who are appointed by the Trust's Board. The public members are responsible for representing the interests of the public in the committee's work. The public members are also responsible for providing advice and support to the Trust's senior management.

The public members are responsible for representing the interests of the public in the committee's work. The public members are also responsible for providing advice and support to the Trust's senior management. The public members are appointed by the Trust's Board and are responsible for representing the interests of the public in the committee's work.



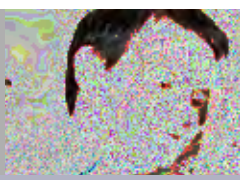
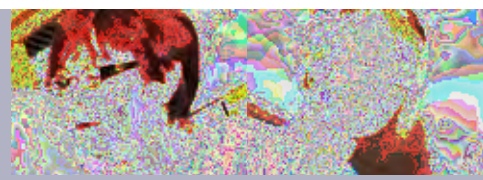


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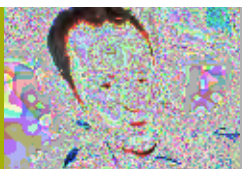
■ An individual joins the team because he
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Our priorities for 2012/2013 are:

Priority 1





We will evaluate the quality of care for the elderly with hip fracture and the effectiveness of the hip fracture care bundle.

2011. The proportion of bone health treatment in hip fracture patients fell and the proportion of hip fracture patients who were discharged to hospital.

We will evaluate the quality of care for the elderly with hip fracture and the effectiveness of the hip fracture care bundle. We will evaluate the proportion of patients who are discharged to hospital and the proportion of patients who are discharged to hospital within 24 hours of admission. We will evaluate the proportion of patients who are discharged to hospital within 24 hours of admission. We will evaluate the proportion of patients who are discharged to hospital within 24 hours of admission.

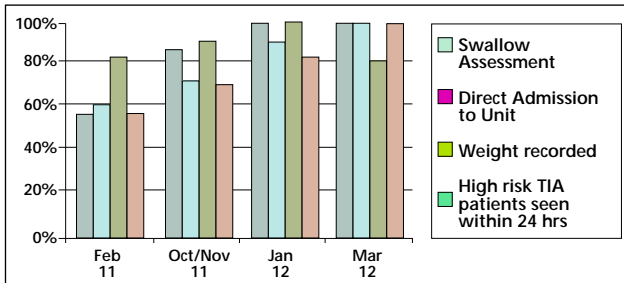
In the national hip fracture audit, the proportion of patients who were discharged to hospital fell from 4% in 2011 to 0% in 2012. The proportion of patients who were discharged to hospital within 24 hours of admission fell from 5% in 2011 to 0% in 2012. The proportion of patients who were discharged to hospital within 24 hours of admission fell from 5% in 2011 to 0% in 2012.

What will we do in 2012/2013?

We will continue to evaluate the quality of care for the elderly with hip fracture and the effectiveness of the hip fracture care bundle.

The proportion of patients who are discharged to hospital within 24 hours of admission fell from 5% in 2011 to 0% in 2012.

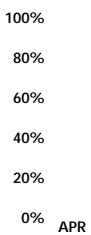
We will continue to evaluate the quality of care for the elderly with hip fracture and the effectiveness of the hip fracture care bundle.



Patients who are discharged to hospital within 24 hours of admission will continue to be evaluated.

The proportion of patients who are discharged to hospital within 24 hours of admission fell from 5% in 2011 to 0% in 2012.

Patients who are discharged to hospital within 24 hours of admission will continue to be evaluated.



We will continue to evaluate the quality of care for the elderly with hip fracture and the effectiveness of the hip fracture care bundle.

We will continue to evaluate the quality of care for the elderly with hip fracture and the effectiveness of the hip fracture care bundle.

How will we report progress throughout the year?

We will evaluate the quality of care for the elderly with hip fracture and the effectiveness of the hip fracture care bundle. We will evaluate the proportion of patients who are discharged to hospital and the proportion of patients who are discharged to hospital within 24 hours of admission. We will evaluate the proportion of patients who are discharged to hospital within 24 hours of admission.

We will continue to evaluate the quality of care for the elderly with hip fracture and the effectiveness of the hip fracture care bundle.

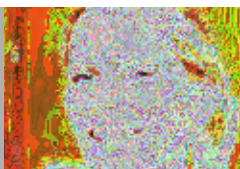


Priority 2

Ensure patient's privacy and dignity is maintained during their stay and



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What will we do in 2012/2013?

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How will we report progress throughout the year?

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Priority 3

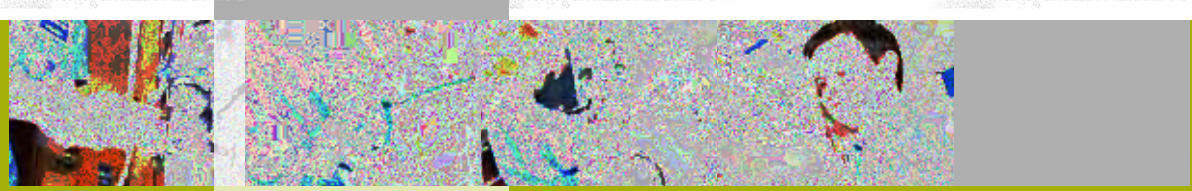
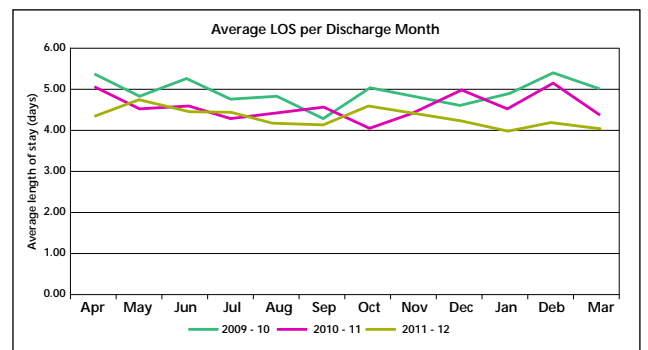
Further reduce the average length of stay for all inpatients by 10%

Description of the issue and reason for prioritising it:

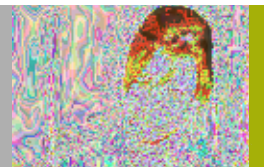
The length of stay for inpatients is...
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Priority 5

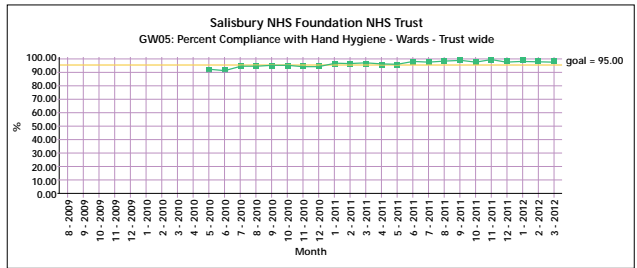
Continue to keep patients safe during their stay in hospital

Description of the issue and reason for prioritising it:

The safety of patients in hospital is a high priority. We have been advised that the safety of patients in hospital is a high priority. We have been advised that the safety of patients in hospital is a high priority.



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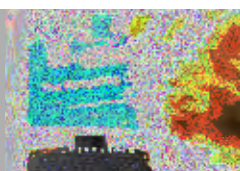
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o' f' o' n' a' s' o' o' i' n' f' e' c' t' i' o' n' p' e' e' n' i' o' n' a' n' i'
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n' 2011/2012 h' e' e' e' 111 s' e' o' f' i' o' i' i' h'
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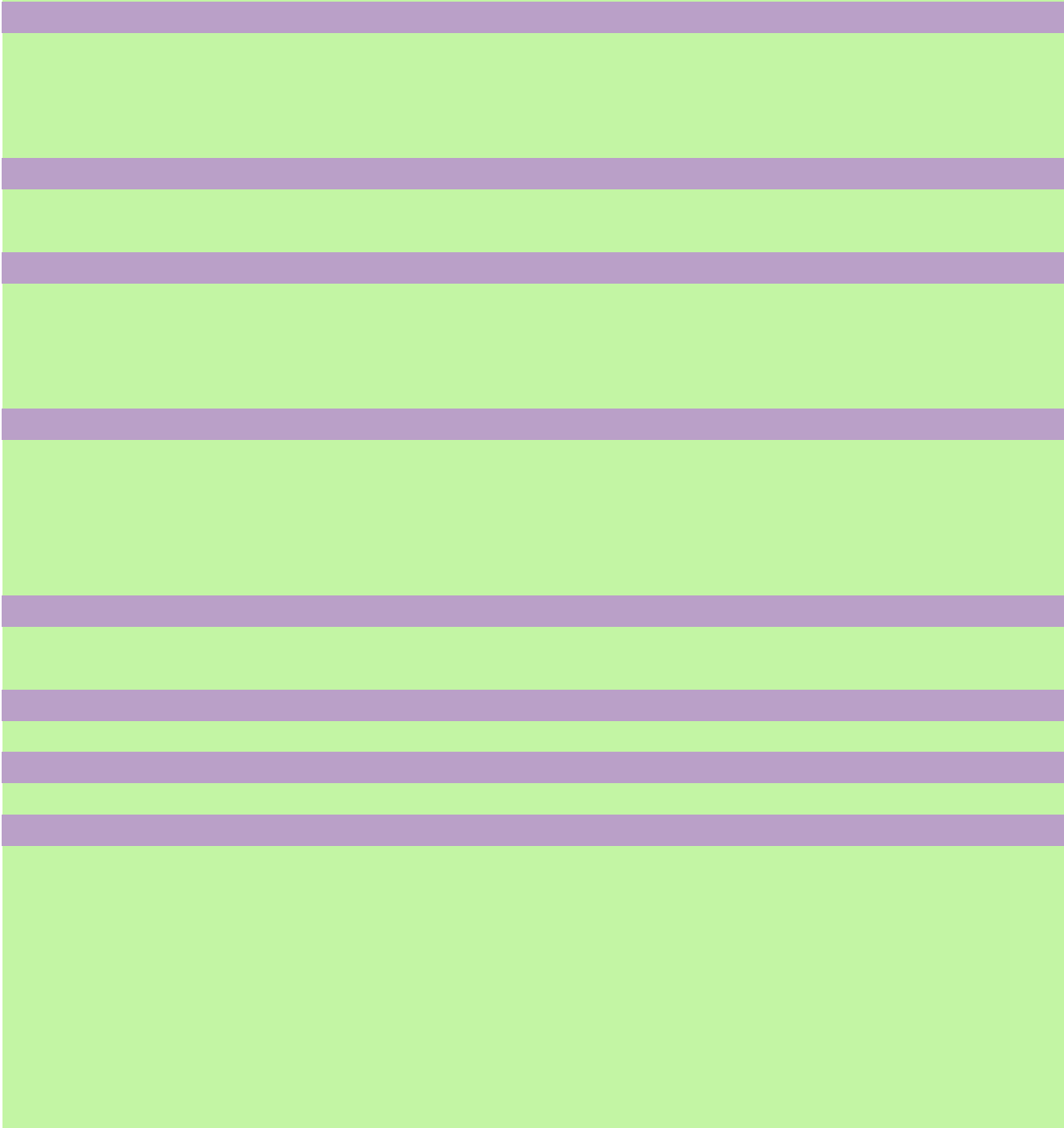


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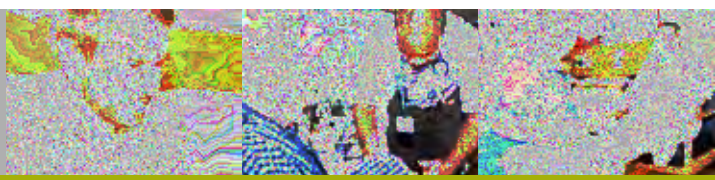


The total of 12 (6%) of 14 public financial institutions were able to complete their 2011/2012. Of the 12 (6%) that were able to complete their 2011/2012, 11 (5.6%) were able to complete their 2011/2012. The 11 (5.6%) that were able to complete their 2011/2012 were able to complete their 2011/2012.

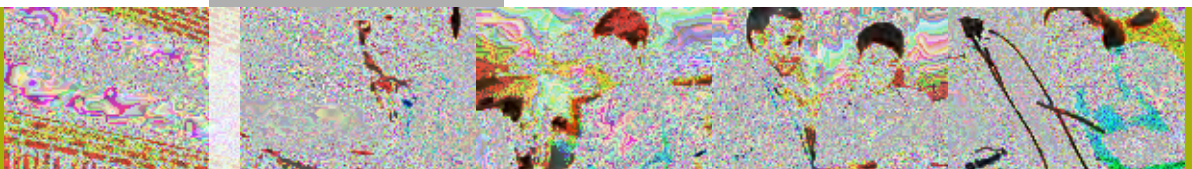
The total of 12 (6%) of 14 public financial institutions were able to complete their 2011/2012.

The total of 12 (6%) of 14 public financial institutions were able to complete their 2011/2012. Of the 12 (6%) that were able to complete their 2011/2012, 11 (5.6%) were able to complete their 2011/2012. The 11 (5.6%) that were able to complete their 2011/2012 were able to complete their 2011/2012.

Audit report	Reviewed by whom	Action taken or required to improve
<p> The total of 12 (6%) of 14 public financial institutions were able to complete their 2011/2012. </p>	<p> The total of 12 (6%) of 14 public financial institutions were able to complete their 2011/2012. </p>	<p> The total of 12 (6%) of 14 public financial institutions were able to complete their 2011/2012. </p>



Goals	CQUIN indicators	Domain	Target 11/12	Performance in 11/12
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	hap ^o e ⁱ dha ^e h ^o a ^e inf ^o h ^o i ^o n	afe	afe e ⁱ dha ^e e ⁱ e ^e	



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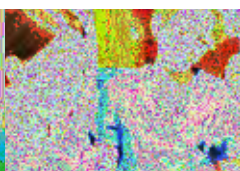
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. % of pa i g h ^o h ^a i a e h g f (g ^o h ^o h ^a b ^o d ^o b ^o l ⁱ h)	5 %	2%	1%	2%	0%	i h e n h b e b e e	a e ^o n n a i ^o n a l e n i ^o n i h a a a g



<p>ආදායම් ප්‍රතිපත්ති</p> <p>විදේශීය ආදායම්</p>	n/a	n/a	n/a	2.0%	5%
<p>විදේශීය ආදායම්</p> <p>විදේශීය ආදායම්</p>	n/a	n/a	n/a	2.44% ක්	5%



Statement from Wiltshire Council Health and Adult Social Care Select Scrutiny Committee

Statement from Wiltshire Involvement Network (LINKS)

The Health and Adult Social Care Select Scrutiny Committee has been asked to consider the report of the Health and Adult Social Care Select Scrutiny Committee for the period 1st April 2011 to 31st March 2012.

The Health and Adult Social Care Select Scrutiny Committee has been asked to consider the report of the Health and Adult Social Care Select Scrutiny Committee for the period 1st April 2011 to 31st March 2012.

The Health and Adult Social Care Select Scrutiny Committee has been asked to consider the report of the Health and Adult Social Care Select Scrutiny Committee for the period 1st April 2011 to 31st March 2012.

Priority 1

The Health and Adult Social Care Select Scrutiny Committee has been asked to consider the report of the Health and Adult Social Care Select Scrutiny Committee for the period 1st April 2011 to 31st March 2012.

The Health and Adult Social Care Select Scrutiny Committee has been asked to consider the report of the Health and Adult Social Care Select Scrutiny Committee for the period 1st April 2011 to 31st March 2012.

Priority 2

The Health and Adult Social Care Select Scrutiny Committee has been asked to consider the report of the Health and Adult Social Care Select Scrutiny Committee for the period 1st April 2011 to 31st March 2012.

The Health and Adult Social Care Select Scrutiny Committee has been asked to consider the report of the Health and Adult Social Care Select Scrutiny Committee for the period 1st April 2011 to 31st March 2012.

The Health and Adult Social Care Select Scrutiny Committee has been asked to consider the report of the Health and Adult Social Care Select Scrutiny Committee for the period 1st April 2011 to 31st March 2012.

Priority 3

The Health and Adult Social Care Select Scrutiny Committee has been asked to consider the report of the Health and Adult Social Care Select Scrutiny Committee for the period 1st April 2011 to 31st March 2012.

The Health and Adult Social Care Select Scrutiny Committee has been asked to consider the report of the Health and Adult Social Care Select Scrutiny Committee for the period 1st April 2011 to 31st March 2012.

Hampshire County Council

The Health and Adult Social Care Select Scrutiny Committee has been asked to consider the report of the Health and Adult Social Care Select Scrutiny Committee for the period 1st April 2011 to 31st March 2012.

Dorset County Council

The Health and Adult Social Care Select Scrutiny Committee has been asked to consider the report of the Health and Adult Social Care Select Scrutiny Committee for the period 1st April 2011 to 31st March 2012.

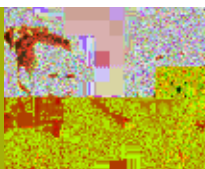
Priority 4

The Health and Adult Social Care Select Scrutiny Committee has been asked to consider the report of the Health and Adult Social Care Select Scrutiny Committee for the period 1st April 2011 to 31st March 2012.

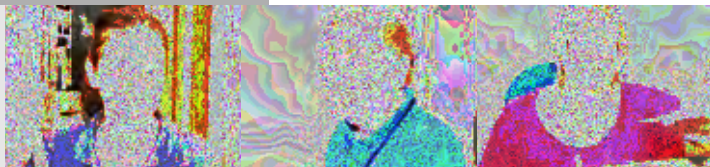


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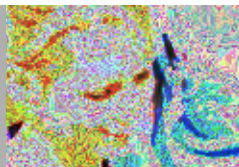
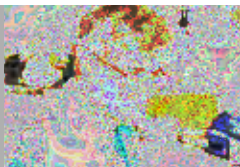
Procurement skills:







	2010/2011		2011/2012		Test Improvement/ deterioration



Percentage of staff working extra hours:

The chart below shows the percentage of staff working extra hours in the 20% in the highest band. The percentage of staff working extra hours in the 20% in the highest band is 20%.

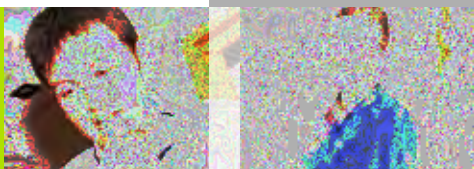
Percentage of staff using flexible working options:

The chart below shows the percentage of staff using flexible working options in the 20% in the highest band. The percentage of staff using flexible working options in the 20% in the highest band is 20%.

Percentage of staff working extra hours

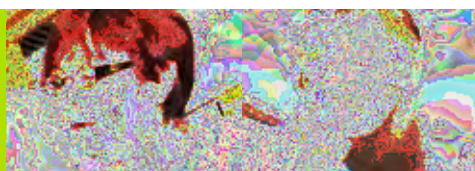
Financial Rating

When assessing financial risk, Monitor will assign a risk rating using a scorecard which compares key financial metrics on a consistent basis across all NHS Foundation Trusts. The scorecard is based on the following metrics:



	Annual Plan 2010/2011	Q1 2010/2011	Q2 2010/2011	Q3 2010/2011	Q4 2010/2011
Financial Risk Rating	3	3	3	3	3
Governance Risk Rating	eeñ	hub e- eeñ	hub e- eeñ	eeñ	eeñ

	Annual Plan 2011/2012	Q1 2011/2012	Q2 2011/2012	Q3 2012/2012	Q4 2011/2012
Financial Risk Rating	3	3	3	3	3
Governance Risk Rating	eeñ	hub e- eeñ	hub e- eeñ	hub e- eeñ	hub e- eñ



Size and Profitability of Income Generation Activities

- the profitability of the operation,
- the affordability of the investment



Salisbury NHS Foundation Trust Consolidated Financial Statements For The Year To 31 March 2012

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, UHSRUW WR \RX LI LQ P\ RSLQLRQ WKH \$QQXDO *RYHUQDQFH (UHTXLUHPHQWV , KDYH QRWKLQJ WR UHSRUW LQ WKLV UHVSHFV

&HUWLILFDWH

, FHUWLI\WKDW , KDYH FRPSOHWHG WKH DXGLW RI WKH DFFRXQWV
WKH UHTXLUHPHQWV RI WKH 1DWLRQDO +HDOWK 6HUYLFH \$FW DQG
LVVXH E\ 0RQLWURU

6LPRQ *DUOLFV

(QJDJHPHQW /HDG
\$XGLW &RPPLVVLRQ
&ROOLQV +RXVH
%LVKRSVWRNH 5RDG
(DVWOHLJK
+DPSVKLUH
62 \$'

'DWH 0D\

67\$7(0(17 2)),1\$1&,\$/ 326,7,21
0\$5&+

*URXS 7UXVW
5HVVDWHG 5HVVDWHG 5HVVDWHG 5+
ODUFK ODUFK \$SUODUFK ODUFK

	1RWH
121 &855(17 \$66(76						
,QWDQJLEOH DVVHWV						
3URSHUW\ SODQW DQG HTXLSPHQW						
,QYHVWPHQWV LQ VXEVLGLDULHV						
7RWDO QRQ FXUUHQW DVVHWV						
&855(17 \$66(76						
,QYHQWRULHV						
7UDGH DQG RWKHU UHFHLYDEOHV						
&DVK DQG FDVK HTXLYDOHQWV						
7RWDO FXUUHQW DVVHWV						
7RWDO DVVHWV						
&855(17 /,\$%,/,7,(6						
7UDGH DQG RWKHU SD\DEOHV						
%RUURZLQJV						
3URYLVLRQV						
727\$/ &855(17 /,\$%,/,7,(6						
727\$/ \$66(76 /(66 &855(17 /,\$%,/,7,(6						
121 &855(17 /,\$%,/,7,(6						
%RUURZLQJV						
3URYLVLRQV						
727\$/ 121 &855(17 /,\$%,/,7,(6						
727\$/ \$66(76 (03/2<('						
),1\$1&(' %<						
7\$;3\$<(56 (48,7<						
0LQRULW\ ,QWHUHVW						
3XEOLF GLYLGHQG FDSLWDO						
5HYDOXDWLRQ UHVHUYH						
,QFRPH DQG H[SHQGLWXUH UHVHUYH						
727\$/ 7\$;3\$<(56 (48,7<						
7KH QRWHV RQ SDJHV WR IRUP SDUW RI WKHVH ILQDQFLDO VWDWHPHQWV						
7KH ILQDQFLDO VWDWHPHQWV RQ SDJHV WR ZHUH DSSURYHG E\ WKH %RDU						
6LJQHG						
&DVSDU 5LGOH\ &KLHI ([HFXWLYH						

3XEOLF ,QFRPH DQG 5HYDOXDWLRQ 'RQ >WH
3LYLGHQG H[SHQGLW\UH UHVHUYH D VVH
FDSLWDO UHVHUYH UHVHUYH HTXI
3'&
... ..
%D DCFH DW \$SULO
3ULRU 3HULRG \$GMXVWPHQW
%D DCFH DW \$SULO UHVW >WHG
&KDQJHV LQ W\ [SD\H V HTXLW\ RU
1HV J LQ ORV FQ JHYDOXI
HTXLS 'HQW
5HV DLQHG VXLSO>V G IILFLW IFU WKH \HDU
7UDQV HUV RI WKH IIFHV RI FXU HQW FRVW GHSUHFLDWLRQ
RYHU DL LFLWUL #D W HV GHSUHFLDWLRQ WR WKH ,QFRPH DQG
([SHQGLWXUH :HVIU'H
7UDQV HUV RI JHDOLHG SUR
DQG H SHQGLW XUH UHVHUYH
7UDQV HUV EH /ZHQP\ WXUH UGy <... grP (P&w%t@ QV I 00 p 0

5HVWDW

1RWH

&\$6+)/2:6)520 23(5\$7,1* \$&7,9,7,(6
7RWDO RSHUDWLQJ VXUSOXV

121 &\$6+ ,1&20(\$1' (;3(16(
'HSUHFLDWLRQ DQG DPRUWLVDWLRQ FKDUJH
'LYLGHQGV DFFUXHG DQG QRW SDLG RU UHFHLYHG
,QFUHDVH GHFUHDVH LQ WUDGH DQG RWKHU UHFHLYDEOHV
,QFUHDVH GHFUHDVH LQ LQYHQWRULHV
,QFUHDVH GHFUHDVH LQ WUDGH DQG RWKHU SD\DEOHV
,QFUHDVH GHFUHDVH LQ SURYLVLQRV
7D[SDLG UHFHLYHG
2WKHU PRYHPHQWV LQ RSHUDWLQJ FDVK IORZV
‡P0p
1HW FDVK LQIORZ IURP RSHUDWLQJ DFWLYLWLHV

&\$6+)/2:6)520 ,19(67,1* \$&7,9,7,(6
,QWHUHVW UHFHLYHG
3D\PHQWV WR DFTXLUH SURSHUW\ SODQWPe•ëÂ0 ,19(67,1

\$&&2817,1* 32/,&,(6

0RQLWRU KDV GLUHFWHG WKDW WKH ILQDQFLDO VWDWHPHQWV R
UHTXLUHPHQWV RI WKH 1+6)RXQGDWLRQ 7UXVW \$QQXDO 5HSRUWLQJ 0DQXID
&RQVHTXHQWO\ WKH IROORZLQJ ILQDQFLDO VWDWHPHQWV KDYH EHHQ SL
)RXQGDWLRQ 7UXVW \$QQXDO 5HSRUWLQJ 0DQXID LVVXH E\ 0RQLWRU 7
PDQXID IROORZ ,QWHUQDWRQDO)LQDQFLDO 5HSRUWLQJ 6WDQG
H[WHQW WKDW WKH\ DUH PHDQLQJIXO DQG DSSURSULDWH WR 1+6)RXQGDW
DSSOLHG FRQVLVWHQWO\ LQ GHDOLQJ ZLWK LWHPV FRQVLGHUHG

%DVLV RI &RQVROLGDWLRQ

6XEVLGLDU\ HQWLWLHV DUH WKRVH RYHU ZKLFK WKH 7UXVW KDV WK
DV WR JDLQ HFRQRPLF RU RWKHU EHQHILWV 7KH LQFRPH H[SHQVHV DV
VXEVLGLDULHV DUH FRQVROLGDWHG LQ IXOO LQWR WKH DSSURSULDWH IL
DWWULEXWDEOH WR WKH PLQRULW\ LQWHUHVWV DUH LQFOXGHG I

7KH DPRXQWV FRQVROLGDWHG DUH GUDZQ IURP WKH SXEOLVKHG ILQDQF

:KHUH VXEVLGLDULHV DFFRXQWLQJ SROLFLHV DUH QRW DOLJQHG ZLWK WI
XQGHU 8. *DDS WKHQ DPRXQWV DUH DGMXVWHG GXULQJ FRQVRO

6XEVLGLDULHV ZKLFK DUH FODVVLILHG DV KHOG IRU VDOH DUH PHDVXUHG I
YDOXH OHVV FRVW WR VHOO

1+6 FKDULWDEOH IXQGV FRQVLGHUHG WR EH VXEVLGLDULHV DUH H
DFFRXQWLQJ GLUHFWLRQ LVVXH E\ 0RQLWRU

8QOHVV RWKHUZLVH VWDWHG WKH QRWHV WR WKH DFFRXQWV UHIHL
DUH QRW PDWHULDOO\ GLIIHUHQW

\$FFRXQWLQJ FRQYHQWLRQ

\$&&2817,1* 32/,&,(6 &217,18('

,QWDQJLEOH DVVHWV

5HFRJQLWLRQ

,QWDQJLEOH DVVHWV DUH QRQ PRQHWDU\ DVVHWV ZLWKRXX SK\VL
IURP WKH UHVW RI WKH WUXVW\V EXVLQHVV RU ZKLFK DULVH IURP FRQWUC
RQO\ ZKHQ LW LV SUREDEOH WKDW IXWXUH HFRQRPLF EHQHILWV ZLOO IORZ
ZKHUH WKH FRVW RI WKH DVVHW FDQ EH PHDVXUHG UHOLDEO\ DC

,QWHUQDOO\ JHQHUDWHG

([SHQGLWXUH RQ UHVHDFK LV QRW FDSLWDOLVHG ([SHQGLWXUH
IROORZLQJ FDQ EH GHPRQVWUDWHG

" WKH WHFKQLFDO IHVLELOLW\ RI FRPSOHWLQJ WKH LQWDQJLEO\

" WKH LQWHQWLRQ WR FRPSOHWH WKH LQWDQJLEOH DVVHW DQG)

" WKH DELOLW\ WR VHOO RU XVH WKH LQWDQJLEOH DVVHW

" KRZ WKH LQWDQJLEOH DVVHW ZLOO JHQHUDWH SUREDEOH IXWXL

" WKH DYDLODELOLW\ RI DGHTXDWH WHFKQLFDO ILQDQFLDO DQG RW
XVH LW DQG

" WKH DELOLW\ WR PHDVXUH UHOLDEO\ WKH H[SHQGLWXUH DWWUL

6RIWZDUH

6RIWZDUH ZKLFK LV LQWHJUDO WR WKH RSHUDWLRQ RI KDUGZDUH H J DQ
UHOHYDQW LWHP RI SURSHUW\ SODQW DQG HTXLSPHQW 6RIWZDUH ZKLFK
DSSOLFDWLRQ VRIWZDUH LV FDSLWDOLVHG DV DQ LQWDQJLEOH C

0HDVXUHPHQW

,QWDQJLEOH DVVHWV DUH UHFRJQLVHG LQLWLDOO\ DW FRVW FRPSULVLG
SURGXFH DQG SUHSDUH WKH DVVHW WR WKH SRLQW WKDW LW LV FDSDE
PDQDJHPHQW

6XEVHTXHQWO\ LQWDQJLEOH DVVHWV DUH PHDVXUHG DW IDLU YDOXH ,QF
DUH UHFRJQLVHG LQ WKH UHYDOXDWLRQ UHVHUYH H[FHSW ZKHUH DQG V
SUHYLRXVO\ UHFRJQLVHG LQ RSHUDWLQJ H[SHQVHV LQ ZKLFK FDVH WK
'HFUHDVHV LQ DVVHW YDOXH DQG LPSDLUPHQWV DUH FKDUJHG WR WKH UH
DYDLODEOH EDODQFH IRU WKH DVVHW FRQFHUQH G DQG WKHUHDIWHU DUH
UHFRJQLVHG LQ WKH UHYDOXDWLRQ UHVHUYH DUH UHSRUWHG LQ WKH 6WI
2WKHU FRPSUHKHQVLYH LQFRPH

,QWDQJLEOH DVVHWV KHOG IRU VDOH DUH PHDVXUHG DW WKH ORZHU RI

\$PRUWLVDWLRQ

,QWDQJLEOH DVVHWV DUH DPRUWLVHG RYHU WKHLU H[SHFWHG XVI
FRQVXPSWLRQ RI HFRQRPLF RU VHUYLFH GHOLYHU\ EHQHILWV ZK
6RIWZDUH <HUV

3URSHUW\ SODQW DQG HTXLSPHQW

5HFRJQLWLRQ

3URSHUW\ SODQW DQG HTXLSPHQW LV FDSLWDOLVHG ZKHUH

" LW LV KHOG IRU XVH LQ GHOLYHULQJ VHUYLFHV RU IRU DGPLQL\

" LW LV SUREDEOH WKDW IXWXUH HFRQRPLF EHQHILWV ZLOO IORZ

" LW LV H[SHFWHG WR EH XVHG IRU PRUH WKDQ RQH ILQDQFLDO \

" WKH FRVW RI WKH LWHP FDQ EH PHDVXUHG UHOLDEO\ DQG

" WKH LWHP KDV FRVW RI DW OHDVW ... RU

" FROOHFWLYHO\ D QXPEHU RI LWHPV KDYH D FRVW RI DW OHDVW ...

ZKHUH WKH DVVHWV DUH IXQFWLRQDOO\ LQWHUGHSHQGHQW WKH

WR KDYH VLPXOWDQHRXV GLVSRVDO GDWHV DQG DUH XQGHU VLQ\

" LWHPV IRUP SDUW RI WKH LQLWLDO HTXLSSLQJ DQG VHWWLQJ XS FRVW RI

LQGLYLGXDO RU FROOHFWLYH FRVW

3URSHUW\ SODQW DQG HTXLSPHQW FRQWLQXHG

*DLQV DQG ORVVHV UHFRJQLVHG LQ WKH UHYDOXDWLRQ UHVHUYH DL
,QFRPH DV DQ LWHP RI 2WKHU FRPSUHKHQVLYH LQFRPH

(DFK \H DU WKH 7UXVW PDNHV D WUDQVIHU IURP WKH 5HYDOXDWL
UHIOHFW WKH H[FHVV RI FXUUHQW FRVW GHSUHFLDWLRQ RYHU KI

,PSDLUPHQWV

,Q DFFRUGDQFH ZLWK WKH)7 \$50 LPSDLUPHQWV WKDW DUH GXH WR D C
WKH DVVHW DUH FKDUJHG WR RSHUDWLQJ H[SHQVHV \$ FRPSHQVDWLQJ
WKH LQFRPH DQG H[SHQGLWXUH UHVHUYH RI DQ DPRXQW HTXDO WR WK
H[SHQVHV DQG LL WKH EDODQFH LQ WKH UHYDOXDWLRQ UHVHU

\$Q LPSDLUPHQW DULVLQJ IURP D ORVV RI HFRQRPLF EHQHILW RU VHUY
WKDW WKH FLUFXPVWDQFHV WKDW JDYH ULVH WR WKH ORVV LV UHYHU
WKH H[WHQW WKDW WKH DVVHW LV UHVWRUHG WR WKH FDUU\LQJ DPRXQ
UHFRJQLVHG \$Q\ UHPDLQLQJ UHYHUVDO LV UHFRJQLVHG LQ WKH UHY
LPSDLUPHQW D WUDQVIHU ZDV PDGH IURP WKH UHYDOXDWLRQV UHV
DPRXQW LV WUDQVIHUHG EDFN WR WKH UHYDOXDWLRQ UHVHUYH

2WKHU LPSDLUPHQWV DUH WUHDWHG DV UHYDOXDWLRQ ORVVHV 5HYHU
JDLQV

'H UHFRJQLWLRQ

\$VVHWV LQWHQG HG IRU GLVSRVDO DUH UHFODVVLILHG DV +HOG
" WKH DVVHW LV DYDLODEOH IRU LPPHGLDWH VDOH LQ LWV SUHVHQW F
FXVWRPDU\ IRU VXFK VDOHV

" WKH VDOH PXVW EH KLJKO\ SUREDEOH L H

' PDQDJHPHQW DUH FRPPLWWHG WR D SODQ WR VHOO WKH DV\

' DQ DFWLYH SURJUDPPH KDV EHJXQ WR ILQG D EX\HU DQG FRF

' WKH DVVHW LV EHLQJ DFWLYHO\ PDUNHWHG DW D UHVRQDE

' WKH VDOH LV H[SHFWHG WR EH FRPSOHWHG ZLWKLQ WZHOYH

\$&&2817,1* 32/,&, (6 &217,18('

'RQDWHG JRYHUQPHQW JUDQW DQG RWKHU JUDQW IXQGHHG DVVH\
)ROORZLQJ WKH DFFRXQWLQJ SROLF\ FKDQJH RXWOLQH LQ WKH 7U
QR ORQJHU PDLQWDLQH 'RQDWHG DQG JUDQW IXQGHHG SURSHU\
'



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/HDVHV

/HDVHV DUH FODVVLILHG DV ILQDQFH OHDVHV ZKHQ VXEVWDQWLI

\$&&2817,1* 32/,&,(6 &217,18('

)LQDQFLDO DVVHWV FRQWLQXHG

7KH HIIHFWLYH LQWHUHVW UDWL LV WKH UDWL WKDW H[DFWO\ GLVF
OLIH RI WKH ILQDQFLDO DVVHW WR WKH LQLWLDO IDLU YDOXH RI

\$W WKH HQG RI WKH UHSRUWLQJ SHULRG WKH WUXVW DVVHVHV ZKI
YDOXH WKURXJK SURILW DQG ORVV DUH LPSDLUHG)LQDQFLDO DVV
WKHUH LV REMHFWLYH HYLGHQFH RI LPSDLUPHQW DV D UHVXOW RI F
UHFRJQLWLRQ RI WKH DVVHW DQG ZKLFK KDV DQ LPSDFW RQ WKH

)RU ILQDQFLDO DVVHWV FDUULHG DW DPRUWLVHG FRVW WKH DPRXC
EHWZHHQ WKH DVVHW V FDUU\LQJ DPRXQW DQG WKH SUHVHQW YDOX

6HJPHQWDO \$QDO\VLV
*URXS DQG 7UXVW

5HYHQXH
*URXS DQG 7UXVW
5HYHQXH E\ 7\SH

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3ULYDWH 3DWLHQW 5HYHQXH

%DVH \HDU

*URXS DQG 7UXVW

... ..

3ULYDWH SDWLHQW UHYHQXH
7RWDO SDWLHQW UHODWHG UHYHQXH
3URSRUWLRQ DV D SHUFHQWDJH

6HFWLRQ RI WKH \$FW UHTXLUHV WKDW WKH SURSRUWLRQ RI SU
UHYHQXH RI 1+6)RXQGDWLRQ 7UXVWV VKRXOG QRW H[FHHG LWV SURSR
RU WKH EDVH \HDU

)ROORZLQJ D +LJK &RXUW -XGJ `

2WKHU 2SHUDWLQJ UHYHQXH

5HVWD

*URXS

... ..

5HVHDFK DQG GHYHORSPHQW
(GXFDWLRQ DQG WUDLQLQJ
&KDULWDEOH DQG RWKHU FRQWULEXWLRQV WR H[SHQGLWXUH
1RQ SDWLHQW FDUH VHU\LFHV WR RWKHU ERGLHV
3URILW RQ GLVSRVDO RI SURSHU\
3URILW RQ GLVSRVDO RI SODQW DQG HTXLSPHQW
2WKHU

,QFOXGHG ZLWKLQ 2WKHU UHYHQXH DERYH DUH DPRXQWV UHFHLYHG
... P ODXQGU\ ... P FKLOG FDUH VHU\LFHV ... P DQG WUDGLQJ

5HYHQXH

7RWDO UHYHQXH LV DOPRVW H[FOXVLYHO\ IURP WKH VXSSO\ RI VHI

2SHUDWLQJ ([SHQVHV

2SHUDWLQJ H[SHQVHV FRPSULVH

*URXS

... ..

6HUFLFHV IURP RWKHU 1+6)RXQGDWLRQ 7UXVWV

6HUFLFHV IURP 1+6 7UXVWV

6HUFLFHV IURP 3&7 V

6HUFLFHV IURP RWKHU 1+6 ERGLHV

3XUFKDVH RI KHDOWKFDUH IURP QRQ 1+6 ERGLHV

([HFXYLH GLUHFWRUV FRVWV

1RQ H[HFXYLH GLUHFWRUV FRVWV

6WDII FRVWV

'UXJ FRVWV

6XSSOLHV DQG VHUFLFHV FOLQLFDO H[FOXGLQJ GUXJ FRVWV

6XSSOLHV DQG VHUFLFHV JHQHUDO

(VWDEOLVKPHQW

7UDQVSRUW

3UHPLVHV

3URYLVLRQ IRU LPSDLUPHQW RI UHFHLYDEOHV

,QFUHDVH LQ RWKHU SURYLVLRQV

'HSUHFLDWLRQ DQG DPRUWLVDWLRQ

/RVV RQ GLVSRVDO RI SODQW DQG HTXLSPHQW

\$XGLW VHUFLFHV VWDWXWRU\ DXGLW

2WKHU DXGLWRUV UHPXQHWDWLRQ

&OLQLFDO QHJOLJHQFH

2WKHU

7KH WRWDO PERSONNEL AND OTHER SERVICES PROVIDED BY THE TRUST

5HGXQGDQF\ SD\PHQWV WRWDOOLQJ ... P DUH LQFOXGHG LQ VWDII F

)LQDQFH LQFRPH

*URXS

,QWHUHVW UHYHQXH

%DQN DFRXQWV

2WKHU ORDQV DQG UHFHLYDEOHV

... ..

)LQDQFH FRVWV

*URXS DQG 7UX,lyPXcöFV

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3URSHUW\ SODQW DQG HTXLSPHQW
*URXS
3URSHUW\ 3ODQW DQG HTXLSPHQW DW WKH EDODQFH VKHHW GDWH FRPSULVH WKH IROORZLQJ HOHPHQWV
)UHHI )UHHK )UHHK $VVHWV 3ODC 7UDQV ,QIRUPL )XUQLW 7RWDO
ODQG EXLOG GZHOC FRQVWU PDFKLQHUHTXLSf WHFKQI ILWV
H|FOX GZHOOLQJV DQG SD\PHQWV RQ DFFRXQW
&RVW RU YDOXDWLRQ
$W $SULO
$GGLWLRQV SXUFKDVHG
$GGLWLRQV GRQDWHG
,PSDLUPHQWV
5HFODVVLILFDWLRQV
5HYDOXDWLRQ
'LVSRVDOV
$W 0DUFK
$FFXPXODWHG GHSUHFDWLRQ
$W $SULO
3URYLGHG GXULQJ WKH SHULRG
5HYDOXDWLRQ
'LVSRVDOV
$FFXPXODWHG GHSUHFDWLRQ DW 0DUFK
1HW ERRN YDOXH DW 0DUFK
2ZQH
)LQDQFH OHDVHG
2Q EDODQFH VKHHW 3),
'RQDWHG
7RWDO DW 0DUFK
1HW ERRN YDOXH DW 0DUFK
2ZQH
)LQDQFH OHDVHG
2Q EDODQFH VKHHW 3),
'RQDWHG
7RWDO DW 0DUFK
$QDO\VLV RI SURSHUW\ SODQW DQG HTXLSPHQW
1HW ERRN YDOXH
3URWHFWHG DVVHWV DW 0DUFK
8QSURWHFWHG DVVHWV DW 0DUFK
3URWHFWHG DVVHWV DUH WKRVH UHTXLHG WR SURYLGH HLWKHU PDQGDWUR\ JRRG RU VHU\LFH XQGHU 6DOLVEXU\ 1+6 )RX
2Q 0DUFK WKH 'LVWULFW 9DOXHU UHYLHZHG WKH 7UXVW\ ODQG EXLOGLQJV DQG GZHOOLQJV RQ D ORGHUQ (TXLYDOHQW $V
9DOXDWLRQ 6WDQGDUGV $V D UHVXOW WKHVH DVVHWV ZHUH UHYDOXHG WR EULQJ WKHP WR WKHLU IDLU YDOXH DW 0DUFK

```

3URSHUW\ SODQW DQG HTXLSPHQW FRQLQXHG
*URXS

1HW %RRN 9DOXH RI \$VVHWV +HOG 8QG HU)LQDQFH
/HDVHV

/LDELOLWLHV

7UDGH DQG RWKHU SD\DEOHV

0DUFK 0DUFK 0DUFK 0DU

... ..

\$PRXQWV GXH WR RWKHU UHODWHG SDUWLHV UHYHQXH
1RQ 1+6 WUDGH SD\DEOHV UHYHQXH
1RQ 1+6 WUDGH SD\DEOHV FDSLWDO
5HFHLSWV LQ DGYDQFH

3' & SD\DEOH
7D[SD\DEOH

\$OO 7UDGH DQG RWKHU SD\DEOHV DUH FXUUHQW OLDELOLWLHV

%RUURZLQJV

*URXS DQG 7UXVW

0DUFK 0DUFK 0DUFK 0DU

... ..

2EOLJDWLRQV XQGHU ILQDQFH OHDVHV
\$PRXQWV GXH XQGHU RQ 6R)3 3), QRWH
)RXQGDWLRQ 7UXVW)LQDQFLQJ)DFLOLW\ ORDQ
2WKHU ORDQV

\$PRXQWV SD\DEOH XQGHU ILQDQFH OHDVHV

... ..

:LWKLQ RQH \HDU
%HWZHHQ RQH DQG ILYH \HDUV
\$IWHU ILYH \HDUV



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3URYLVLRQV IRU OLDELWLHLV DQG FKDUJHV

*URXS DQG 7UXVW

ODUFK ODUFK

ODUFK ODUFK

... ..

3HQVLRQV UHODWLQJ WR RWKHU VWDII
/HJDO FODLPV
2WKHU

3HQVI /HJ 2WKHU 7RWDO
UHOD\ FODLPV
RWKHU VWDII

... ..

\$W \$SULO
&KDQJH LQ WKH GLVFRXQW UDWH
\$ULVLQJ GXULQJ WKH \HDU
8WLOLVHG GXULQJ WKH \HDU
5HYHUVHG XQXVHG
8QZLQGLQJ RI GLVFRXQW

\$W ODUFK

([SHFWHG WLPLQJ RI FDVK IORZV

:LWKLQ \HDU
 \HDUV
 \HDUV

3HQVLRQ SURYLVLRQV DULVH IURP HDUO\ UHWLUHPPHQWV ZKLFK GR QRW UH\ 1+6 3HQVLRQ 6FKHPH

/HJDO FODLPV UHODWH WR WKH 7UXVW V SURYLVLRQ IRU SHUVRQDO LQMXU\ 7KHVH DUH EDVHG RQ YDOXDWLQJ UHSRUWV SURYLGHG E\ WKH 7UXVW V

2WKHU SURYLVLRQV LQFOXGH WKH IROORZLQJ D ... WKH 7UXVW KDV SURYLGHG IRU LQMXU\ EHQHILWV SD\DEOH WR IR

... LV LQFOXGHG LQ WKH SURYLVLRQV RI WKH 1+6 /LWLJDWLQJ \$XWKR OLDELWLHLV RI WKH 7UXVW ...

3UXGHQWLDO %RUURZLQJ /LPLW

7UXVW

... ..

7RWDO ORQJ WHUP ERUURZLQJ OLPLW VHW E\ 0RQLWRU
:RUNLQJ FDSLWDO IDFLQJ\ DJUHHG E\ 0RQLWRU
7RWDO 3UXGHQWLDO %RUURZLQJ /LPLW VHW E\ 0RQLWRU

/RQJ WHUP ERUURZLQJ DW \$SULO

1HW DFWXDO+ ERUURZLQJ LWHQBB@G@V@ aGRH@UDFORQJ WHUP ~U~ "

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)LQDQFLDO LQVWUXPHQWV FRQWLQXHG

	\$VVHVW	/LDELOLW				
(XUR
*%3						

7KH (XUR GHQRPLQDWHG ILQDQFLDO LQVWUXPHQWV UHODWH WR WKH 7UXVW LWVHOI
/LTXLGLW\ ULVN

7KH 1+6)RXQGDWLRQ 7UXVW V QHW RSHUDWLQJ FRVWV DUH LQFXUUHG XQGHU FRQW
DQQXDOO\ E\ 3DUOLDPHQW 7KH 7UXVW DOVR ODUJHO\ ILQDQFHV LWV FDSLWDO H[SHQV
)RXQGDWLRQ 7UXVW LV QRW WKHUHIRUH H[SRVHG WR VLJQLILFDQW OLTXLGLW\ ULNV

,QWHUHVW 5DWH 5LVN

7KH *URXS V ILQDQFLDO OLDELOLWLHV FDUU\ HLWKHU QLO RU IL[HG UDWHV RI LQWH
/LTXLGLW\ DQG LQWHUHVW ULVN WDEOHV

7KH LQWHUHVW UDW SURILOH RI WKH QRQ GHULYDWLYH ILQDQFLDO OLDELOLWLHV R
HIIHFWLYH LQWHUHVW UDWHV DUH DV IROORZV

\$V DW 0DUFK

	:HLJK'					
	DYHU					
	HIIHF /HVW WKDQ	PRQWKV				RYHU
<u>)LIHG</u> UDWH	LQWHUHVW UDW	PRQWKV	WR	\HDU	\HDUV	\HDUV

)LQDQFH OHDVH REOLJDWLRQV
3), REOLJDWLRQV
)RXQGDWLRQ 7UXVW)
/RDQ
6DOL[/RDQ

)ORDWLQJ UDWH
7UDGH DQG RWKHU SD\DEOHV

\$V DW 0DUFK

	:HLJK'					
	DYHU					
	HIIHF /HVW WKDQ	PRQWKV				RYHU
<u>)LIHG</u> UDWH	LQWHUHVW UDW	PRQWKV	WR	\HDU	\HDUV	\HDUV

)LQDQFH OHDVH REOLJDWLRQV
3), REOLJDWLRQV
)RXQGDWLRQ 7UXVW)
/RDQ
6DOL[/RDQ

)ORDWLQJ UDWH
7UDGH DQG RWKHU SD\DEOHV

&UHGLW 5LVN

\$V WKH PDMRULW\ RI WKH 7UXVW V LQFRPH FRPHV IURP FRQWUDFWV ZLWK RWKHU SXEC
PD[LXP H[SRVXUHV DW 0DUFK DUH LQ UHFHLYDEOHV IURP FXVWRPHUV DV GLVFC

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)LQDQFLDO LQVWUXPHQWV E\ FDWHJ

\$W)DLU /RDQV \$YDLO 7RWI
 WKUR UHFHLYDEOHV VDOH
 LQFRPH
 H[SHQG
 DFFRXQW

)LQDQFLDO DVVHWV

... ..

7UDGH DQG RWKHU UHFHLYDEOHV H[FOXGLQJ QRQ ILQDQFLDO DVVHWV
 2WKHU ILQDQFLDO DVVHWV
 7RWDO DW 0DUFK

D'D™ 8D0F3 DD0G DVMM0 H@XQD W OF3™bQf uv W 4™bQ'D• @ OX1"

7UDGH DQG RWKHU UHFHLYDEOHV H[FOXGLQJ QRQ ILQDQFLDO DVVHWV
 2WKHU ILQDQFLDO DVVHWV

\$W)DLL 2WKHU 7RWDO
 WKUR
 SURIL'
 ORVV

... ..

%RUURZLQJV
 3ULYDWH)LQDQFH ,QLWLDWLYH
)LQDQFH OHDVH REOLJDWLRQV
 7UDGH DQG RWKHU SD\DEOHV
 3URYLVLRQV XQGHU FRQWUDFW

%RUURZLQJV
 3ULYDWH)LQDQFH ,QLWLDWLYH
)LQDQFH OHDVH REOLJDWLRQV
 7UDGH DQG RWKHU SD\DEOHV
 3URYLVLRQV XQGHU FRQWUDFW

)DLU YDOXH RI ILQDQFLDO OLDELWLWLV DW 0DUFK)DLU
 %RRN 9DOXH 9DOXH

3URYLVLRQV XQGHU FRQWUDFW
 /RDQV

7KLUG 3DUW\ \$VVHWV

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,QWUD *RYHUQPHQW DQG 2WKHU %DODQFHV

5HFHLYC	3D\DE(5HFHLYI	3D\DE
FXUUHC	FXUUHC	FXUUH	FXUUH
QRQ FX	QRQ FX	QRQ FX	QRQ FX
...

(QJOLVK 1+6)RXQGDWLRQ 7UXVWV
 (QJOLVK 1+6 7UXVWV
 'HSDUWPHQW RI +HDOWK
 (QJOLVK 6WUDWHJLF +HDOWK \$XWKRULWLHV
 (QJOLVK 3ULPDU\ &DUH 7UXVWV
 5\$% 6SHFLDO +HDOWK \$XWKRULWLHV
 1+6 &*\$ ERGLHV
 2WKHU :*\$ ERGLHV
 3XEOLF &RUSRUDWLRQV DQG 7UDGLQJ)XQGV
 %RGLHV ([WHUQDO WR *RYHUQPHQW

=====	=====	=====	=====
=====	=====	=====	=====

,QYHVWPHQW LQ VXEVLGLDU\

6DOLVEXU\ 1+6)RXQGDWLRQ 7UXVW KDV HVWDEOLVKHG IROORZLQJ 'HSDUWPHQW
 OHGLFDO /LPLWHG WR PDUNHW DQG GHYHORS DWHFKQRORJ\ FUHDWHG DW 6DOL
 REWDLQ LQFUHDVHG PRELQW\ IROORZLQJ LOOQHVVHV ZKLFK UHGXFH WKHLU I
 \$XJXVW DQG FRPPHQFHG WUDGLQJ RQ \$SULO 6DOLVEXU\ 1+6)RXQGD
 /LPLWHG

6KDUHV 7UX
..
 \$W 0DUFK DQG 0DUFK _____

1R JRRGZLOO DURVH LQ UHVSHFW RI WKH VXEVLGLDU\ DV WKH UHSRUWLQJ 7I
 FRPSDQ\ HTXDO WR WKH IDLU YDOXH RI DVVHWV RQ LWV IRUPDWLRQ

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