

Company number: 06595498

Charity registration number: 1125402

The Exaireo Trust Ltd

(A company limited by guarantee)

Annual Report and Financial Statements

For the Year Ended 31 March 2024

RWB CA Limited  
Northgate House  
North Gate  
New Basford  
Nottingham  
NG7 7BQ

# THE EXAIREO TRUST LTD

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# THE EXAIREO TRUST LTD

## REFERENCE AND ADMINISTRATIVE DETAILS

<b>Charity registration number</b>	1125402
<b>Company registration number</b>	06595498
	The Charity is incorporated in England & Wales
<b>Principal office</b>	5 The Coneries Loughborough Leicestershire LE11 1DZ
<b>Registered office</b>	Northgate House North Gate New Basford Nottingham NG7 7BQ
<b>Trustees</b>	Mr M Millman - Chairman Mr G Bradshaw-Mays Mrs B Wallington Mr J Harper (Resigned 1 January 2024) Mrs C Brady Mr S Scoggins
<b>Secretary</b>	Mr C York
<b>Bankers</b>	CAF Bank Ltd 25 Kings Hill Avenue Kings Hill West Malling Kent ME19 4JQ
<b>Auditor</b>	RWB CA Ltd Northgate House North Gate New Basford Nottingham NG7 7BQ

**TRUSTEES REPORT**

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The trustees, who are directors for the purposes of company law, present the annual report together with the financial statements and auditors' report of the charitable company for the year ended 31 March 2024. This report includes the narrative reporting requirements of the Housing SORP 2018.

**Reference and administrative details**

Reference and administrative details are shown in the schedule of members of the board and professional advisors on page 1 of the financial statements.

**Governing document**

The Exaireo Trust Ltd is registered as a company limited by guarantee, governed by its Memorandum and Articles of Association. It is also a charity registered for charitable purposes with the Charity Commission.

The charity also operates under the name 'Exaireo Reuse'; specifically, at its back to work project based at the Weldon Road site.

**Trustees**

The trustees have a range of professional and business skills and experience appropriate to the needs of the charity.

Full trustees' meetings are held at least six monthly, usually quarterly, with the day-to-day operations being delegated to subgroups as appropriate.

New trustees are sought in the event of a current trustee retiring and invited to join the Trustee body if they can fill any necessary professional skills gaps. New trustees are provided with a copy of the Memorandum and Articles of Association, the latest financial statements and the Charity Commission publication 'The Essential Trustee: What You Need to Know'. The trustees are encouraged to undertake the appropriate training and are given the opportunity to visit the Charity's properties and meet the residents.

The company provides trustee indemnity insurance for all trustees.

**Risk review**

The Trustees have assessed the major risks to which the charity is exposed and are satisfied that systems are in place to mitigate exposure to those risks.

The Trustees are confident that the reserves held by the charity are sufficient to enable its continued operations.

**Objectives and activities**

Under its Memorandum the Charity is empowered to house, support, care and treat persons in need who are homeless and suffering from the effects of poverty, sickness, disability, old age, alcoholism, drug addiction, offending behaviour or any other mental or physical infirmity, as an expression of Christian faith.

The objectives of the Charity are within the Charity Commission's guidance on public benefit.

The company is managed by the trustees, two of whom have executive roles.

**Fundraising disclosures**

The charity does not carry out significant fundraising activities that require disclosure under the Charities Act 2011.

**Public benefit**

The trustees confirm that they have complied with the requirements of section 17 of the Charities Act 2011 to have due regard to the public benefit guidance published by the Charity Commission for England and Wales.



### **Achievements and performance**

The charity, now having completed 15 years of operation, has maintained a diverse range of courses and activities for residents, as well as offering a high quality of support and accommodation. There was significant investment in the refurbishment of one property during the year and one additional property was taken on. This property will be for residents that are working and not claiming Housing Benefit. They will be supported to save to be able to provide a deposit for their own property within twelve months where possible. This development extends the support we can give to homeless adults.

The charity now has 54 bedspaces for clients in need. Strong ongoing controls on collection of ineligible rent and Housing Benefit continued the good levels of income seen during this financial year. Void levels remained low, this year below 7% (partly increased due to one property refurbished and unoccupied for 6 weeks).

As a Registered Provider of Social Housing the trustees are keen to assist smaller charities around the UK to start up similar temporary supported housing projects. We are pleased to report that the projects in Manchester, Worcester, Loughborough, Mansfield and Coventry continued to provide help to those in need. We are still in discussions with other similar projects to expand this side of our work gradually. This work helps the charity to meet its aims of supporting a larger number of homeless adults than would be possible just in Loughborough.

Throughout the year, all staff continued to deliver courses and activities to residents, most continue to be in the areas of anger management and lifestyle, but others catered for special interests, crafts and general leisure time, including games evenings, art courses, craft, music and sport. The charity's allotment plot has continued to be an area of significant development, providing a safe space for some of our most vulnerable residents.

The charity has been very fortunate to obtain the support of additional volunteers to help with a number of areas of our work including working in reception at the office, supporting residents at the Reuse Project and accompanying our residents to appointments. We also ran a successful outward-bound week in Edale for residents. Our main office in Loughborough has continued to be an essential tool in the provision of support to our residents and others in need in the local community alongside the Reuse Project.

The 'Exaireo Reuse' back to work program for residents has continued to develop and grow, offering targeted support to residents, helping them to find education and work experience that leads to worthwhile employment. The project boasts an excellent reputation and social media following and has proved very popular with our residents. Significant amounts of furniture and paint have been saved from landfill or incineration and the local community are benefitting by purchasing low-cost quality items. The Pallet Project has been successful, recycling old wooden pallets into garden furniture, Christmas decorations and other household items.

Over the year, we continued to show a positive level of success in the rehabilitation of our residents. We received 368 referrals for accommodation during the year and 70 new residents were housed by the Trust, 114 residents lived with us in total during the year. Around 32% of those who left us did so successfully as part of a planned move-on. Even for those whom we had to evict, (mainly for non-payment of their rent), a significant proportion had made considerable improvements in their lifestyle, while with us.

We have seen increased levels of referrals recently which may have been as a result of the cost-of-living crisis. We are also aware of a significant number of asylum seekers and refugees housed locally in temporary accommodation; we anticipate further increases in demand as their applications are processed.

The Exaireo Trust has adopted the Charities Commission Code of Good Governance, and the trustees confirm compliance with the Governance and Financial Viability Standard. The Trustees have reviewed the internal control systems in place and are satisfied that they provide strong controls over the resources of the charity.

## TRUSTEES REPORT

### Financial review

The trustees are pleased to report the increase in core turnover to £881,855 (2023: £824,629). There have also been strong increases in grant and donation income and a steady rise in fees earned from supporting umbrella organisations. This combined with careful control of expenditure, particularly staff wages and salaries £65,553 (2023: £77,531) have contributed to a return to surplus this year. This is despite significant increases in rent costs, utility charges and a significant investment in refurbishing one property with the resultant increase in repairs and maintenance costs.

The net income/ (expenditure) for the year was £47,007 (2023: £(72,854)).

### Reserves policy

The charity has total reserves of £257,269 (2023: £210,262). Of these reserves £25,465 is restricted (2023: £249) therefore free reserves are £231,804 (2023: £210,013).

The trustees will review the level of reserves annually when approving the annual accounts and business plan.

The policy is for the charity to grow and maintain its free reserves to 25% of turnover, this providing a reasonable cushion against the possibility of some properties being relinquished back to their landlords and against any future extraordinary property maintenance needs or business fluctuation.

The trustees' intention is that this goal will be achieved each year, but of necessity this may have to be tempered by the costs incurred in further growth as well as the ongoing social objective of the charity to provide for the personal, health and skill-related rehabilitation of the residents. Where possible this latter objective will be resourced by grants and donations, but some aspects will need to be funded from retained revenue.

### Investment policy

There are no restrictions on the Charity's power to invest.

The trustees will determine the requirements of the Charity in the short, medium and long term.

It will make, change or maintain its investments in the light of these requirements and the advice of suitably qualified advisors

### Future developments

The Charity continues to support other charitable organisations around the UK to provide temporary supported accommodation in the areas that they operate.

The charity plans to purchase properties in future to reduce the reliance on landlords. Any growth in this area will be gradual.

### Disclosure of information to auditor

Each trustee has taken steps that they ought to have taken as a trustee in order to make themselves aware of any relevant audit information and to establish that the Charity's auditor is aware of that information. The trustees confirm that there is no relevant information that they know of and of which they know the auditor is unaware.

### Small companies provision statement

This report has been prepared in accordance with the small companies' regime under the Companies Act 2006.

The annual report was approved by the trustees of the Charity on 5 December 2024 and signed on its behalf by:

Mr G Bradshaw-Mays  
Trustee



Mrs C Brady  
Chair of Trustees





## THE EXAIREO TRUST LTD

### STATEMENT OF TRUSTEES' RESPONSIBILITIES

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The trustees (who are also directors of The Exaireo Trust Ltd for the purposes of company law) are responsible for preparing the trustees' report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland".

Company law requires the trustees to prepare financial statements for each financial year. Under company law the trustees must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing these financial statements, the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Housing SORP
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards, comprising FRS 102 have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.

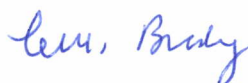
The trustees are responsible for keeping proper accounting records that can disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The trustees are responsible for the maintenance and integrity of the corporate and financial information included on the charitable company's website. Legislation governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

Approved by the trustees of the Charity on 5 December 2024 and signed on its behalf by:



**Mr G Bradshaw-Mays**  
Trustee



**Mrs C Brady**  
Chair of Trustees

### Opinion

We have audited the financial statements of The Exaireo Trust Ltd (the 'Charitable Company') for the year ended 31 March 2024, which comprise the Statement of Comprehensive Income, Statement of Changes in Reserves, Statement of Financial Position, Statement of Cash Flows and Notes to the Financial Statements, including a summary of significant accounting policies in note 2. The financial reporting framework that has been applied in their preparation is United Kingdom Accounting Standards, including FRS 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and applicable law (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the Charitable Company's affairs as at 31 March 2024 and of its income and expenditure for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006, the Housing and Regeneration Act 2008 and the Accounting Direction for Private Registered Providers of Social Housing 2019.

### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the auditor responsibilities for the audit of the financial statements section of our report. We are independent of the Charitable Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

The comparative financial statements for the year ended 31 March 2023 were unaudited.

### Conclusions relating to going concern

In auditing the financial statements, we have concluded that the Board's use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the Charitable Company's ability to continue as a going concern for a period of at least twelve months from when the original financial statements were authorised for issue.

Our responsibilities and the responsibilities of the trustees with respect to going concern are described in the relevant sections of this report.

### Other information

The other information comprises the information included in the Trustees' Report, other than the financial statements and our auditor's report thereon. The Board is responsible for the other information. The other information contained within the annual report. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements, or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.



# THE EXAIREO TRUST LTD

## INDEPENDENT AUDITOR'S REPORT

### TO THE TRUSTEES OF THE EXAIREO TRUST LTD

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We have nothing to report in this regard.

#### **Opinion on other matter prescribed by the Companies Act 2006**

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Trustees' Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Trustees' Report has been prepared in accordance with applicable legal requirements.

#### **Matters on which we are required to report by exception**

In the light of our knowledge and understanding of the Charitable Company and its environment obtained in the course of the audit, we have not identified material misstatements in the Trustees' Report.

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

#### **Responsibilities of directors**

As explained more fully in the Statement of Trustees' Responsibilities (set out on page 5), the trustees are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the trustees are responsible for assessing the Charitable Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the trustees either intend to liquidate the Charitable Company or to cease operations, or have no realistic alternative but to do so.

#### **Auditor responsibilities for the audit of the financial statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

#### **Extent to which the audit was capable of detecting irregularities, including fraud**

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

Our audit procedures were designed to respond to risks of material misstatement in the financial statements, recognising that the risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error, as fraud may involve deliberate concealment by, for example, forgery, misrepresentations or through collusion. There are inherent limitations in the audit procedures performed and the further removed non-compliance with laws and regulations is from the events and transactions reflected in the financial statements, the less likely we are to become aware of it.

# THE EXAIREO TRUST LTD

## INDEPENDENT AUDITOR'S REPORT

### TO THE TRUSTEES OF THE EXAIREO TRUST LTD

A further description of our responsibilities is available on the Financial Reporting Council's website at: [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditor's report.

As part of an audit in accordance with ISAs (UK), we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Charity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the trustees.
- Conclude on the appropriateness of the trustee's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Charity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Charity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Charity to express an opinion on the financial statements. We are responsible for the direction, supervision and performance of the Charity audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

#### Use of our report

This report is made solely to the Charitable Company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the Charitable Company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and its trustees as a body, for our audit work, for this report, or for the opinions we have formed.



**Neil Coupland FCA (Senior Statutory Auditor)**  
**For and on behalf of RWB CA Limited, Statutory Auditor**

Northgate House  
North Gate  
New Basford  
Nottingham  
NG7 7BQ

5 December 2024

**THE EXAIREO TRUST LTD**  
**STATEMENT OF COMPREHENSIVE INCOME**  
**FOR THE YEAR ENDED 31 MARCH 2024**

	Note	2024 £	2023 £
Turnover	3	881,855	824,629
Operating Expenditure	3	(1,136,027)	(1,052,464)
Other Income	3	313,713	165,176
<b>Operating Surplus/(Deficit)</b>		59,541	(64,009)
Profit on disposal of fixed assets		-	-
Interest receivable		-	-
Interest and financing costs	3	(12,534)	(10,195)
Surplus/(Deficit) before tax		47,007	(72,854)
Taxation		-	-
<b>Total comprehensive income for the year</b>		47,007	(72,854)

The Charity's results relate wholly to continuing activities. The accompanying notes form part of these financial statements.

The financial statements were approved by the Board on 5 December 2024



**Mr G Bradshaw-Mays**  
Trustee

**Mrs C Brady**  
Chair of Trustees





THE EXAIREO TRUST LTD

STATEMENT OF CHANGES IN RESERVES

AS AT 31 MARCH 2024

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	Unrestricted Income & Expenditure Reserve £	Restricted Reserve £	Total £
Balance as at 1 April 2022	282,028	1,088	283,116
Total comprehensive income for the year	<u>(72,015)</u>	<u>(839)</u>	<u>(72,854)</u>
Balance as at 31 March 2023	210,013	249	210,262
Total comprehensive income for the year	<u>21,791</u>	<u>25,216</u>	<u>47,007</u>
<b>Balance as at 31 March 2024</b>	<u><u>231,804</u></u>	<u><u>25,465</u></u>	<u><u>257,269</u></u>

## STATEMENT OF FINANCIAL POSITION

AS AT 31 MARCH 2024

	Note	2024 £	2023 £
<b>Fixed Assets</b>			
Tangible fixed assets	7	<u>263,890</u>	<u>270,521</u>
<b>Current Assets</b>			
Trade & other debtors	8	89,310	81,296
Cash & cash equivalents		<u>86,472</u>	<u>52,749</u>
		175,782	134,045
<b>Creditors: amounts falling due within one year</b>	9	<u>(39,440)</u>	<u>(50,967)</u>
Net current assets		136,342	83,078
		<u>136,342</u>	<u>83,078</u>
Total assets less current liabilities		400,232	353,599
<b>Creditors: amounts falling due after more than one year</b>	9	<u>(142,963)</u>	<u>(143,337)</u>
<b>Total net assets</b>		<u>257,269</u>	<u>210,262</u>
<b>Reserves</b>			
Income & expenditure reserve		231,804	210,013
Restricted reserve		<u>25,465</u>	<u>249</u>
<b>Total reserves</b>		<u>257,269</u>	<u>210,262</u>

The financial statements on pages 11 to 27 were approved by the trustees, and authorised for issue on 5 December 2024 and signed on their behalf:



**Mr G Bradshaw-Mays**  
Trustee



**Mrs C Brady**  
Chair of Trustees

**THE EXAIREO TRUST LTD**

**STATEMENT OF CASH FLOWS**

**FOR THE YEAR ENDED 31 MARCH 2024**

	<b>2024</b> £	<b>2023</b> £
<b>Net cash generated from operating activities</b>	53,807	(15,118)
<b>Cash flow from investing activities</b>		
Purchase of tangible fixed assets	(5,905)	(14,091)
Sale of tangible fixed assets	400	-
	48,302	(29,209)
<b>Cash flow from financing activities</b>		
Interest paid	(12,534)	(10,195)
New loans	-	-
Loans paid	-	-
Repayments of borrowings	(2,045)	(5,114)
	(14,579)	(15,309)
<b>Net change in cash and cash equivalents</b>	33,723	(44,518)
<b>Cash and cash equivalents at beginning of the year</b>	52,749	97,267
<b>Cash and cash equivalents at end of the year</b>	86,472	52,749

The accompanying notes form part of these financial statements.

**1. Legal status**

The Exaireo Trust Ltd is registered under the Companies Act 2006 and is a registered provider of social housing and a registered charity.

**2. Accounting Policies**

**Basis of accounting**

The financial statements of the Charity are prepared in accordance with UK Generally Accepted Accounting Practice (UK GAAP) including Financial Reporting Standard 102 (FRS 102) and the Housing SORP 2018: Statement of Recommended Practice for Registered Social Housing Providers, and comply with the Accounting Direction for Private Registered Providers of Social Housing 2019.

**Basis of preparation**

The Exaireo Trust Ltd meets the definition of a public benefit entity in accordance with FRS 102.

The financial statements are presented in Sterling (£).

**Going concern**

The Charity's business activities, its current financial position and factors likely to affect its future development are set out within the report from the board. The Charity has in place long-term debt facilities which provide adequate resources to finance committed development programmes, along with the Charity's day to day operations.

As part of the going concern assessment and conclusion, the trustees believe they have strong controls within a very detailed risk assessment to minimise the risks to staff and residents.

On this basis, the board has a reasonable expectation that the charity has adequate resources to continue in operational existence for the foreseeable future, being a period of at least twelve months after the date on which the report and financial statements are signed. The board have considered the foreseeable future for their going concern assessment to cover the period to 30 September 2024.

On this basis, the board continues to adopt the going concern basis in the financial statements.

**Significant judgements and estimates**

Preparation of the financial statements requires management to make significant judgments and estimates.

**Useful lives of depreciable assets**

Management reviews its estimate of the useful lives of depreciable assets at each reporting date based upon the expected utility of the assets including any components. Uncertainties of these estimates relate to technological obsolescence that may change the utility of certain software and IT equipment, changes to Decent Homes Standards and changes to energy efficiency requirements which may require more frequent replacement of key components. Accumulated depreciation of housing properties as at 31 March 2024 was £25,389. The carrying amount of the housing properties was £230,956 at the year ended 31 March 2024.

**Turnover and revenue recognition**

Turnover comprises rental income receivable in the year, and other services included at the invoiced value of goods and services supplied in the year and grants receivable in the year.



**2. Accounting policies (continued)**

Donations are recognised when the charity has been notified in writing of both the amount and settlement date. In the event that a donation is subject to conditions that require a level of performance by the charity before the charity is entitled to the funds, the income is deferred and not recognised until either those conditions are fully met, or the fulfilment of those conditions is wholly within the control of the charity, and it is probable that these conditions will be fulfilled in the reporting period.

Donated services and facilities are included in income at a valuation which is an estimate of the financial cost borne by the donor where such a cost is quantifiable and measurable. No income is recognised when there is no financial cost borne by a third party.

**Taxation**

The Exaireo Trust Ltd is a registered charity and is, therefore, exempt from taxation upon profits arising from its charitable activities.

**Debtors**

Short term debtors are measured at the transaction price.

Loans receivables are measured initially at fair value.

**Creditors**

Short term trade creditors are measured at the transaction price. Other financial liabilities, including bank loans, are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method.

**Employee Benefits**

Short-term employee benefits and contributions to defined contribution plans are recognised as an expense in the period in which they are incurred.

**Housing properties – Properties held at cost**

Housing properties are properties held for the provision of social housing or to otherwise provide social benefit. Housing properties are principally properties available for rent and are stated at cost less accumulated depreciation and. Cost includes the costs of acquiring land and buildings.

**Government grants**

Government grants include grants receivable from local authorities, and other government organisations.

Grants relating to revenue are recognised in income and expenditure over the same period as the expenditure to which they relate once reasonable assurance has been gained that the entity will comply with the conditions and that the funds will be received.

Grants due from government organisations or received in advance are included as current assets or liabilities.

**Other grants**

Grants received from non-government sources are recognised using the performance model. A grant which does not impose specified future performance conditions is recognised as revenue when the grant proceeds are received or receivable. A grant that imposes specified future performance-related conditions on the association is recognised only when these conditions are met. A grant received before the revenue recognition criteria are satisfied is recognised as deferred income.

**2. Accounting policies (continued)**

Deferred income represents amounts received for future periods and is released to incoming resources in the period for which it has been received. Such income is only deferred when:

- The donor specifies that the grant or donation must only be used in future accounting periods; or
- The donor has imposed conditions which must be met before the Trust has unconditional entitlement.

**Depreciation of housing properties**

Where possible the major components of housing properties are separately identified and depreciated to write down the cost of each component to its estimated residual value on a straight-line basis over its estimated useful economic life.

Unless identified at acquisition, newly acquired properties are treated as a single structure until subsequent valuations and/or replacement expenditure is quantified.

The charity depreciates the major components of its housing properties at the following annual rates:

Structure and roofs	2%
Kitchen and bathrooms	10%

Freehold land is not depreciated.

**Other tangible fixed assets**

Other tangible fixed assets are measured at cost less accumulated depreciation and any accumulated impairment losses.

Depreciation is provided evenly on the cost of tangible fixed assets to write them down to their estimated residual values over their expected useful economic lives. No depreciation is provided on freehold land. The principal annual rates used for other assets are:

Motor Vehicles	25% reducing balance
Computer Equipment	33.33% straight line
Fixtures, Fittings & Equipment	16.67% straight line

**Leases**

Rentals paid under operating leases are charged to income and expenditure on a straight-line basis over the lease term.

**Reserves**

Unrestricted income funds are general funds that are available for use at the trustee's discretion in furtherance of the objectives of the charity.

Restricted income funds are those donated for use in a particular area or for specific purposes, the use of which is restricted to that area or purpose.

THE EXAIREO TRUST LTD

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2024

3. Particulars of turnover, cost of sales, operating costs and operating surplus/(deficit)

	Turnover £	Cost of Sales £	2024 Operating expenditure £	Operating (deficit) £
<b>Social housing lettings</b>	881,855	(293,234)	(701,585)	(112,962)
<b>Other social housing activities</b>				
Charges for support services	-	-	-	-
Other	-	-	-	-
	-	-	-	-
<b>Activities other than social housing</b>	313,713	(216)	(153,528)	159,969
	1,195,568	(293,448)	(855,113)	47,007
	Turnover £	Cost of Sales £	2023 Operating Expenditure £	Operating (deficit) £
<b>Social housing lettings</b>	824,629	(217,058)	(680,898)	(73,327)
<b>Other social housing activities</b>				
Charges for support services	-	-	-	-
Other	-	-	-	-
	-	-	-	-
<b>Activities other than social housing</b>	165,176	(216)	(164,487)	473
	989,805	(218,624)	(845,385)	(72,854)



**THE EXAIREO TRUST LTD**

**NOTES TO THE FINANCIAL STATEMENTS**

**FOR THE YEAR ENDED 31 MARCH 2024**

**3. Particulars of turnover, cost of sales, operating costs & operating surplus/(deficit) (continued)**

<b>Homeless needs supported housing</b>	<b>2024 £</b>	<b>2023 £</b>
Rent receivable net of identifiable service charges	881,855	824,629
Donations	-	-
Grant	-	-
<b>Turnover from social housing lettings</b>	<b>881,855</b>	<b>824,629</b>
<b>Direct costs</b>		
Rent	143,608	128,661
Rates and water	21,802	19,195
Light, heat and power	63,138	46,221
Repairs and maintenance	32,737	7,882
Other direct costs	31,949	15,099
	<b>293,234</b>	<b>217,058</b>
<b>Other operating expenditure</b>		
Wages and salaries	452,875	423,178
Staff NIC	28,433	24,642
Staff pensions	9,275	7,972
Trustee remuneration	71,883	67,624
Trustee NIC	7,170	6,955
Travelling	5,250	14,010
Rent	16,250	26,380
Rates and water	1,667	2,183
Light, heat & power	4,101	1,385
Insurance	7,721	9,680
Other expenses	14,433	19,997
Repairs & maintenance	12,341	11,614
Telephone	8,537	12,931
Office expenses	24,419	21,911
Motor expenses	4,419	4,791
Training	1,011	1,071
Personal support costs	1,941	-
Accountancy costs	2,436	3,356
Independent examiners fees	10,740	3,180
Legal and professional fees	-	3,600
Depreciation of housing properties	3,627	3,627
Loan and mortgage interest paid	12,534	10,195
Other interest paid	-	-
Bank fees	522	616
	<b>701,585</b>	<b>680,898</b>

THE EXAIREO TRUST LTD

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2024

3. Particulars of turnover, cost of sales, operating costs & operating surplus/(deficit) (continued)

Activities other than social housing	2024 £	2023 £
Donated goods and services	40,483	34,567
Donation income	80,247	32,821
Grants	66,232	5,695
Other revenue	126,751	92,093
<b>Turnover from other activities</b>	<b>313,713</b>	<b>165,176</b>
 Fundraising costs	 216	 216
 Wages and salaries	 65,553	 77,531
Staff NIC	3,897	3,742
Staff pensions	1,113	1,261
Depreciation of other fixed assets	8,103	13,237
Rent, rates and water	40,414	31,277
Light, heat and power	6,022	5,467
Telephone	492	-
Insurance	550	-
Motor expenses	424	-
Bad debt	3,668	-
Loss on asset disposal	406	-
Travelling	551	-
Personal support costs	22,335	31,972
	<b>153,528</b>	<b>164,487</b>

# THE EXAIREO TRUST LTD

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEAR ENDED 31 MARCH 2024

#### 4. Operating surplus/(deficit)

The operating surplus/(deficit) is arrived at after charging/(crediting)

	2024 £	2023 £
Depreciation of housing properties	3,627	3,627
Depreciation of tangible fixed assets	8,103	13,237
Deficit on disposal tangible fixed assets	406	-
Operating lease rentals		
Land and buildings	200,272	184,699

#### 5. Employees

The average number of persons employed by the charity (including trustees) during the year was:

	2024 No.	2023 No.
Administration	8	11
Housing, support and care	30	31
	38	42

The aggregate payroll costs of these persons were as follows:

	£	£
Wages and salaries	588,582	566,778
Social security costs	39,499	35,340
Other pension costs	12,118	10,787
	640,199	612,905

Mrs B Wallington received remuneration of £38,909 (2023: £36,817), employer pension contribution of £980 (2023: £917) and travel expenses of £Nil (2023: £Nil) in her capacity as Support manager.

Mr G Bradshaw-Mays received remuneration of £31,245 (2023: £29,251) for support working, and travel expenses of £2,518 (2023: £1,167).

No directors received remuneration for their role as trustees.

No employee received emoluments of more than £60,000 during the year (2023 – No. Nil)

#### 6. Taxation

The company is a registered charity and is, therefore, exempt from taxation.

THE EXAIREO TRUST LTD

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2024

7. Tangible fixed assets

	Social Housing Properties for letting £	Plant and machinery including motor vehicles £
<b>Cost</b>		
As at 1 April 2023	256,345	83,988
Additions	-	5,905
Disposals	-	(12,589)
As at 31 March 2024	256,345	77,304
<b>Depreciation</b>		
As at 1 April 2023	21,762	48,050
Charge for the year	3,627	8,103
Disposals	-	(11,783)
As at 31 March 2024	25,389	44,370
<b>Net book value</b>		
As at 31 March 2024	230,956	32,934
As at 1 April 2023	234,583	35,938

The number of units managed by the charity at the start and end of the period were:

	2024 No.	2023 No.
Homeless needs supported housing	54	51

8. Debtors

	2024 £	2023 £
Trade debtors	50,143	52,875
Other debtors	8,635	9,253
Prepayments and accrued income	30,532	19,168
	89,310	81,296
Included within Trade debtors are:		
Rent and service charges	40,143	43,702
<b>Less</b> provision for bad debts	(1,600)	-
	38,543	43,702

**THE EXAIREO TRUST LTD**

**NOTES TO THE FINANCIAL STATEMENTS**

**FOR THE YEAR ENDED 31 MARCH 2024**

**9. Creditors: Amounts falling due within one year**

	<b>2024</b>	<b>2023</b>
	<b>£</b>	<b>£</b>
Bank and other loans	2,125	3,797
Trade creditors	1,336	6,284
Taxation and social security	9,678	9,870
Other creditors	10,954	12,233
Accruals and deferred income	15,347	18,783
	<b>39,440</b>	<b>50,967</b>
Accruals and deferred income include the following deferred income:		
As at 01 April 2023	5,833	779
Resources deferred in the period	-	5,833
Amounts released from previous periods	(5,833)	(779)
As at 31 March 2024	-	5,833

**10. Creditors: amounts falling due after more than one year**

	<b>2024</b>	<b>2023</b>
	<b>£</b>	<b>£</b>
Bank and other loans	142,963	143,337
The bank loan is repayable as follows:		
Within one year	2,125	3,797
Within one to two years	2,125	3,797
Within two and five years	6,374	11,391
Five years or more	134,464	128,149
	<b>145,088</b>	<b>147,134</b>

The bank loan is repayable by monthly instalments, with interest charged at 8.45%; the loan is secured by a charge over the property.

**11. Operating lease commitments**

As at 31 March 2024 the charity has annual commitments under non-cancellable operating leases as follows:

	<b>Land and buildings</b>	
	<b>2024</b>	<b>2023</b>
	<b>£</b>	<b>£</b>
Operating leases:		
Total operating leases	290,399	252,474
	<b>290,399</b>	<b>252,474</b>



**12. Capital Commitment**

Capital commitment of £4,551 existed at the year-end (2023: £Nil).

**13. Related parties**

**Controlling entity**

The charity is controlled by the trustees who are also directors of the company.

**Related party transactions**

**G & S Services (E.Mids) Community Interest Company**

Mrs B Wallington is a director of this company.

During the year The Exaireo Trust Ltd paid £Nil (2023: £Nil) to this company for goods and services supplied. There is an outstanding balance of £Nil (2023: £Nil) included in creditors.

During the year The Exaireo Trust Ltd received £Nil (2023: £Nil) from this company for the supply of goods and services. There is an outstanding balance of £250 (2022: £250) included in trade debtors.

Included within other debtors is a loan of £2,711 (2023: £3,911). This is due from the company to Exaireo Trust Ltd.

**Mrs J Millman**

(Wife of the Chairman)

During the year, Mrs J Millman received a salary of £15,872 (2023: £14,950).

**Mrs Tracy Bradshaw-Mays**

During the year, Mrs Bradshaw-Mays received a salary of £18,123 (2023: £1,664).

**Mr Barry Mays**

During the year, sale of £800 was made to Barry Mays and the debt outstanding is included within accounts.

**14. Members liability**

The charity is a private company limited by guarantee and consequently does not have share capital. Each of the members is liable to contribute an amount not exceeding £1 towards the liabilities of the charity in the event of liquidation.

THE EXAIREO TRUST LTD

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2024

15. Funds analysis	At 1 April 2023 £	Incoming Resources £	Resources Expended £	Transfers	At 31 March 2024 £
<b>General funds</b>					
Unrestricted income fund	210,013	1,151,497	(1,132,943)	3,237	231,804
<b>Total unrestricted funds</b>	210,013	1,151,497	(1,132,943)	3,237	231,804
<b>Restricted funds</b>					
Residents Fishing Club	249	-	(72)	-	177
Women's Recovery House	-	5,000	-	-	5,000
Clothworkers Trust	-	10,000	(2,429)	(3,237)	4,334
St Martin in the Fields	-	954	-	-	954
Nutrition Course	-	2,284	(2,284)	-	-
Garfield Weston Foundation	-	20,000	(5,000)	-	15,000
Drug & Outreach work	-	5,833	(5,833)	-	-
	249	44,071	(15,618)	(3,237)	25,465
	210,262	1,195,568	(1,148,561)	-	257,269

Residents Fishing Club was established by a grant from Charnwood Borough Council.

Drug & Outreach work - funding to contribute towards staff cost of the project.

Women's recovery House – To purchase a vehicle.

Clothworkers Trust – Purchase of Minibus.

St Martin in the Fields – Resident deposit for G Sinclair & T Bennett.

Nutrition Course - Leicester & Rutland Community Foundation for Manna & Artem courses.

Garfield Weston Foundation - Outreach worker salary and the Reuse Project costs.

16. Cash flow from operating activities	2024 £	2023 £
Surplus/ (Deficit) for the year	47,007	(72,854)
<b>Adjustments for non-cash items:</b>		
Depreciation of tangible fixed assets	11,730	16,864
(Increase) in trade & other debtors	(8,015)	10,497
Increase/ (decrease) in trade & other creditors	(9,855)	20,180
<b>Adjustments for investing or financing activities:</b>		
Net loss on sale of fixed assets	406	-
Interest payable	12,534	10,195
<b>Net cash consumed by operating activities</b>	53,807	(15,118)



# THE EXAIREO TRUST LTD

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEAR ENDED 31 MARCH 2024

#### 17. Cash flow from operating activities (continued)

	At 1 April 2023 £	Cash flows £	Other non- cash movements £	At 31 March 2024 £
Cash	52,749	33,723		86,472
Bank loans due within one year	(3,797)		1,672	(2,125)
Bank loans due greater than one year	(143,337)	2,045	(1,672)	(142,964)
<b>Total</b>	<b>(94,385)</b>	<b>35,768</b>	<b>-</b>	<b>(58,617)</b>

#### 18. Value for Money Standard

##### Introduction

As part of the Value for Money Standard: The Regulator of Social Housing has adopted a series of regulatory metrics as a tool to keep a consistent measure of Value for Money (VFM) across all providers.

Metric to Measure	Outcome
Reinvestment % (due to the nature of the project we have not developed new stock during this financial year)	N/A
New Supply Delivered % (due to the nature of the project we have not developed new stock during this financial year)	N/A
Gearing (Housing Properties at cost)	22.87%
Earnings before interest, tax, depreciation, amortisation, major repairs included Interest Cover %	471.86%
Headline social housing cost per unit	£18,422
Operating Margin % - social housing only	(12.81)%
Operating Margin % - overall	3.93%
Return on capital employed	11.75%

#### Value for Money Standard – Exaireo's Own Metrics

In addition to the 7-core metrics, set by the Regulator, organisations can choose other metrics that best define their ethos. All these metrics are reported in, or with, the annual accounts.

### ***Choosing What Exaireo Will Measure***





Exaireo specialises in Supported Housing for homeless persons many of whom have life controlling issues such as mental health, drug or alcohol dependency, offending behaviour or other issues which affect their ability to successfully maintain a tenancy.

Our aims are not only to provide somewhere to live, but to address the causes of homelessness. A major part of this is for residents to develop new routines and keep active with positive activities.

Therefore, alongside meeting the raw homelessness need, as effectively as possible, by providing a good standard of housing; Exaireo has always had the ethos of keeping resident active, in positive ways, to help their recovery and 'move them on' in their lives, rather than just provide the accommodation for a 'steady state' existence. This has been with a 'vision' for future work readiness, as working is a major part of future independence and builds self-esteem in the meantime.

Exaireo has developed an innovative *Work Ladder* program to move residents on from just somewhere to live (the bottom rung), stepping-up through volunteering, ESA Permitted Work, etc, to eventual full employment (the top rung).

We have translated these objectives into our own Metrics: see table 1 below.

1	Exaireo's Strategic Objective	Metric to Measure our VFM Achievement
	Meeting the homelessness need in the local community as effectively as possible	 VOID management: Occupancy
	Keeping residents positive & active and building work-readiness	 Work Experience / Volunteering hours
	Providing a good standard of housing	 Meeting the Decent Homes Standard (DHS)
	Providing an excellent service to make a real difference in the lives of our residents	Overall Satisfaction
		 Complaint Resolution






## THE EXAIREO TRUST LTD

### NOTES TO THE FINANCIAL STATEMENTS

#### FOR THE YEAR ENDED 31 MARCH 2024

#### VFM Achievement in 2023-24

For this year's outcomes, against our chosen metrics, please see table 2 below.

2	Metric to Measure our VFM Achievement		2023-24 Outcome	Measure
	VOID management: Occupancy		93.3%	Occupancy Rate of units available to let
	Work Experience / Volunteering hours		109.6	Average Resident hours per week <sup>1</sup>
	Meeting the Decent Homes Standard (DHS)		100%	Units meeting the DHS quality measure
	Overall Satisfaction		90.9%	Residents either Very or Fairly Satisfied with the overall Exaireo service <sup>2</sup>
	Complaint Resolution		100%	Complaints resolved within the target timescale <sup>3</sup>

<sup>1</sup> Exaireo encourages a work ethos through resident volunteering whilst building work experience and other transferrable skills e.g. teamwork. We keep statistics to demonstrate this unique extra value provided, not only to the resident themselves, but also to Exaireo and indeed the wider community. Our statistics are limited to our Reuse unit only, at the present time, and so do not include external or other internal placements that are also taking place. Hence overall volunteering is a degree larger. [Note: the hours figures apply purely to resident volunteers / work experience and does not include the numerous externally sourced hours provided to our charity by generous members of our local community].

<sup>2</sup> Tenant Satisfaction Measure (TSM) standardised survey question on *overall satisfaction* from the 2024 TSM Exaireo Resident Survey.

#### Tenant Satisfaction Measures (TSM's)

The *overall satisfaction* measure has been taken from our 2024 TSM Exaireo Resident Survey and used as a metric here as we have historically always reported on that measure. There are 11 other TSM's, via survey questions, along with 10 TSM's generated from management information. The Decent Homes Standard metric is related to one of the latter TSM's.

It has been decided that our overall TSM's will be reported separately. This is because the Tenant Satisfaction Measures are part of a different Standard: the new Transparency, Influence and Accountability Standard, not the Value for Money Standard that these metrics are part of. It was felt that to include all 22 TSM's here would blur the respective Standards reporting, although there is a degree of overlap. To combine the two may also risk the document becoming too cumbersome, less specialist and so less readable.

Hence the 22 overall TSM's will be reported separately, in a new area of Exaireo's website.








**THE EXAIREO TRUST LTD**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 MARCH 2024**

**Comparison with 2022-23, Benchmarking and Targets for 2024-25**

Exaireo is a member of the Acuity Small Provider Benchmarking (SPBM) service. This helps us to benchmark (compare) the various elements and outcomes of our service with other similar organisations or peer groups.

Not all aspects of our service can be benchmarked, due to the bespoke nature of our service. Where benchmarking data is held by SPBM, it is given in relation to each of our chosen metrics.

**With reference to the previous tables**, the benchmarking data, together with our existing and proposed targets for the forthcoming 2024-25 reporting year, are summarised in table 3 below. The table also allows comparison with our outcomes for the previous 2022-23 reporting year.

3	Metric		2022-23 Outcome	2023-24 Outcome	Benchmark	2023-24 Target	2024-25 Target
	Occupancy Rate		96.1%	93.3%	92.07%	90% ✓	90%
	Resident Volunteering (hours per week)		162.1	109.6	N/A	100 ✓	100
	Meeting DHS		100%	100%	100%	97% ✓	97%
	Overall Satisfaction		90.3%	90.9%	85.65%	85% ✓	85%
	Complaints Resolution		100%	100%	100%	85% ✓	85%

Benchmarking obtained via Acuity Small Provider Benchmarking, peer group & Acuity medians for 2023/24.

**Targets**

The Resident Volunteering target for 2023-24 had been reduced to 100 average resident hours per week as external and other internal activities (e.g. Exaireo's allotment, placement with the Maintenance Team, etc) are no longer being robustly measured. Hours are now only being recorded for our Reuse Warehouse Unit hence, also, the reduction when compared with the previous year. Although stats are no longer being robustly captured for other resident activities, these activities are indeed still carrying on. The volunteering target will remain in place, at the same level, even though we only just met it this year. This should provide incentive for growing this area of service.

Other targets remain the same and are realistic although they look low. This is due to the very low sample-sizes involved as Exaireo is a very small provider, with just 54 directly managed units as of 31<sup>st</sup> March. Hence it would only take 1 actual failing to radically change an outcome. E.g. Exaireo received only 6 complaints in this year.