

# Abri Group

## Investor update

Caroline Moore - CFO

Vimal Gaglani - Director of Treasury & Financial Planning

11<sup>th</sup> March 2025



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# Welcome & Introductions



Caroline Moore  
Chief Financial Officer



Vimal Gaglani  
Director of Treasury & Financial Planning



# Agenda

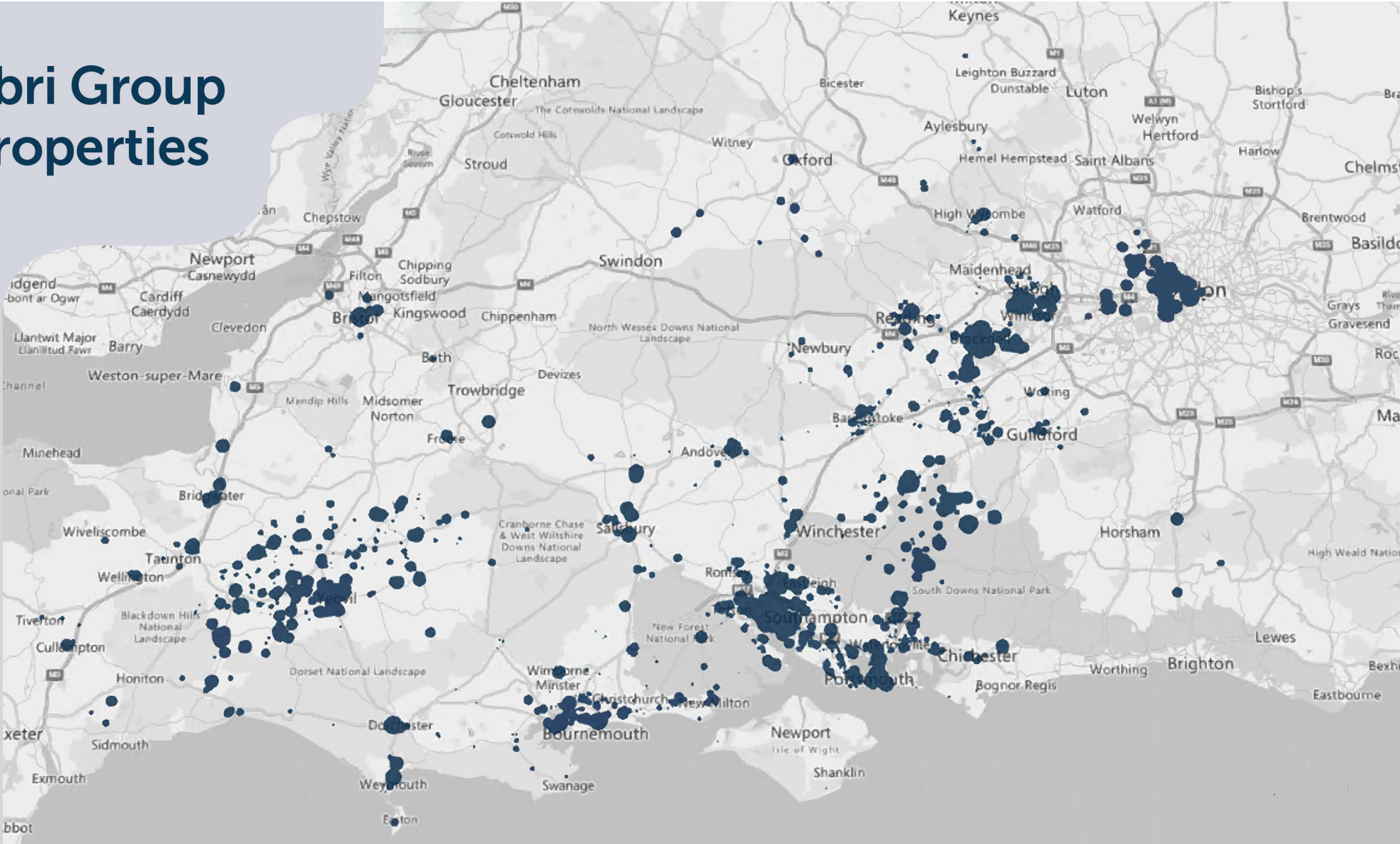
1. Abri - who we are
2. Corporate strategy
3. Growth story and regional focus
4. Operational performance
5. Financial performance
6. Treasury portfolio
7. Future funding
8. Questions

# Abri Group- key headlines/facts



- 55,000 units across 49 LA areas
- Turnover - £425m (annualised to include Octavia)
- Housing properties of £3.9bn; debt £1.9bn
- Strong operational performance based on regional delivery
- G1/V1/Moody's A3
- Homes England Strategic Partner; Chair National Delivery Group
- Founding member of Greener Homes Partnership
- Strategic growth activity

# Abri Group Properties



# Corporate Strategy



**2020**  
**2025**

We want to create  
great, sustainable  
communities and  
empower lives.



# Corporate Strategy progress



Corporate priority		Q3 24/5	Q4 forecast
	1. Build more homes		
	2. Invest in our homes		
	3. Get really good at customer service		
	4. Create thriving communities		
	5. Make all our communities more inclusive		
	6. Create a great place to work		
	7. Manage our business to the highest standards		
	8. Climate crisis: creating a sustainable future		
	9. Retain a local focus as we grow		





# Growth at Abri



# Significant growth targeted over the last strategy period



**FY20** - Abri formed from Yarlington and Radian

**FY21** - Portfolio acquisition (LiveWest)

**FY24** - Abri and Silva merger completed

**FY25** - Octavia joins the Abri Group



**35,000**

*Homes and assets*

**55,000**

**1,225**

*FTE*

**2,200**



**£223m**

*Turnover*

**£425m**

**£21m**

*Surplus before tax*

**£60m**



*Efficiency savings*

**£15.5m pa**

*Additional capacity/resilience created*

**£700m**

# Silva integration



- Integration complete - ahead of time & on budget.
- Final business case objectives achieved:
  - Savings target exceeded
  - £3m customer dividend invested in customers' priorities
  - Customer satisfaction improved by 8.2% (75%)
- Positive stakeholder feedback
- Regional operating model implemented, evaluated and rolled out

# Octavia



# Octavia Rescue - a quick summary



5,400  
Homes

>10,000  
customers

Legacy &  
brand

G3

V3

C3

Abri took control 18 December 2024

c.9 months to stabilise & be ready for ToE

Recovery and integration well underway

# Abri's Red Lines



- No impact on Abri's Governance and Viability Rating
- Abri BAU and Silva integration not to be impacted
- No impact on Abri's future C rating
- No material impact on credit profile
- Understanding of legacy complaints position with Housing Ombudsman

# Operational Performance

P9 2024/25

Abri



# Landlord Health & Safety Compliance



## Abri (excl Octavia)

- FRA, Water, Gas and Asbestos - **100%** compliant.
- FRA actions - at an average monthly WIP
- Electrical: **99.96%** certificates within 5 years - access issues
- Lifting: **92.97%** - some access issues
- Damp and mould: **86.2%** - assessment & treatment response in 10 working days - above target



# Housing Management & Repairs



Core performance remains strong:

- Arrears remain low - **top decile**
- Tenancy sustainment services - **low evictions** (20 to date).
- Void loss low & relet times bucking the trend (**23.6 days**)
- Repairs & maintenance budget **on-track**
- Repairs WIP reduced and stable (c11,000 repairs pm); **97.74%** repairs on time;  
**15.23 days** on average to complete a repair.

# Customer Satisfaction & Complaints



- TSM overall rental CSAT **74.5%** - **improvement** on 23/24 (+0.9%)
- Trust Pilot score - significantly improved to **4.6/5** - **'Excellent'**
- Repairs satisfaction (transactional) bucking trend - **93.9%**
- Housing Ombudsman annual assessment (Sept 24) improved to ***'performing very well'***.
- Compliant with HO code and all cases within extended SLA. **'Maladministration rate'** (**54.8%**) is **below 23/24 sector median (73%)**.
- Stage1 & Stage2 complaints - **reduced** during 2024/5
- Complaints satisfaction **improving**

# Development & Sales



## Continued strong delivery

- **Financial performance strong:** Programme **outperforming FP assumptions.**
- **Outperforming HESP2 targets**
  - 100% of £250m grant drawn down with additional £14m due by 31/3/25.
  - 100% homes identified (2,940 homes).
- Resilience in **contractor base** to date
- **Major regeneration** scheme (Sawyers Close, Windsor) - delivering additionality and significant social value
- **Sales:** Shared ownership remains largely resilient and staircasing is strong. Pockets of variability.

# Strategic Asset Management & Building Safety



## Stock investment

- 100% Decent Homes compliant at March 2025
- Good stock insight
- 80% homes **EPC C or above** - fully funded programme to achieve 100%
- Recipient of **SHDF** and Warm Homes programmes
- Fully funded **Net Zero C plan**
- Strategic asset disposal programme across the group

## Building Safety

- Fully funded **fire safety** programme
- **Cladding remediation completed on Abri's high/medium rise;** or with developer to complete
- FRA programme for Octavia's portfolio due to complete Mar25. **Forecast within FP envelope**

# Financial Performance

P9 2024/25



# Performance



	P9 2025	P12 2024	Performance Ratios	P9 2025	P12 2024
Turnover	£267.6m	£334.5m	EBITDA MRI	143.0%	150.4%
Operating Surplus	£81.2m	£102.8m	Overall operating margin	30.3%	30.8%
Operating Surplus Excl asset sales	£70.5m	£85.4m	Operating margin excluding asset sales	24.4%	23.7%
Surplus after tax	£43.0m	£56.2m	Net Margin	15.5%	16.8%
			Sales % of Turnover	14.9%	14.7%
			SHLIC	125.1%	127.9%

Unaudited figures.

P12 2024 has been grossed up to include a full year of Silva results, P9 2025 includes all ytd Silva results, but excludes Octavia.

	P9 2025	P12 2024
Covenant headroom - EBITDA interest cover	£65.8m	£66.2m
Arrears	2.78%	2.60%

# Financial Plan & Assumptions



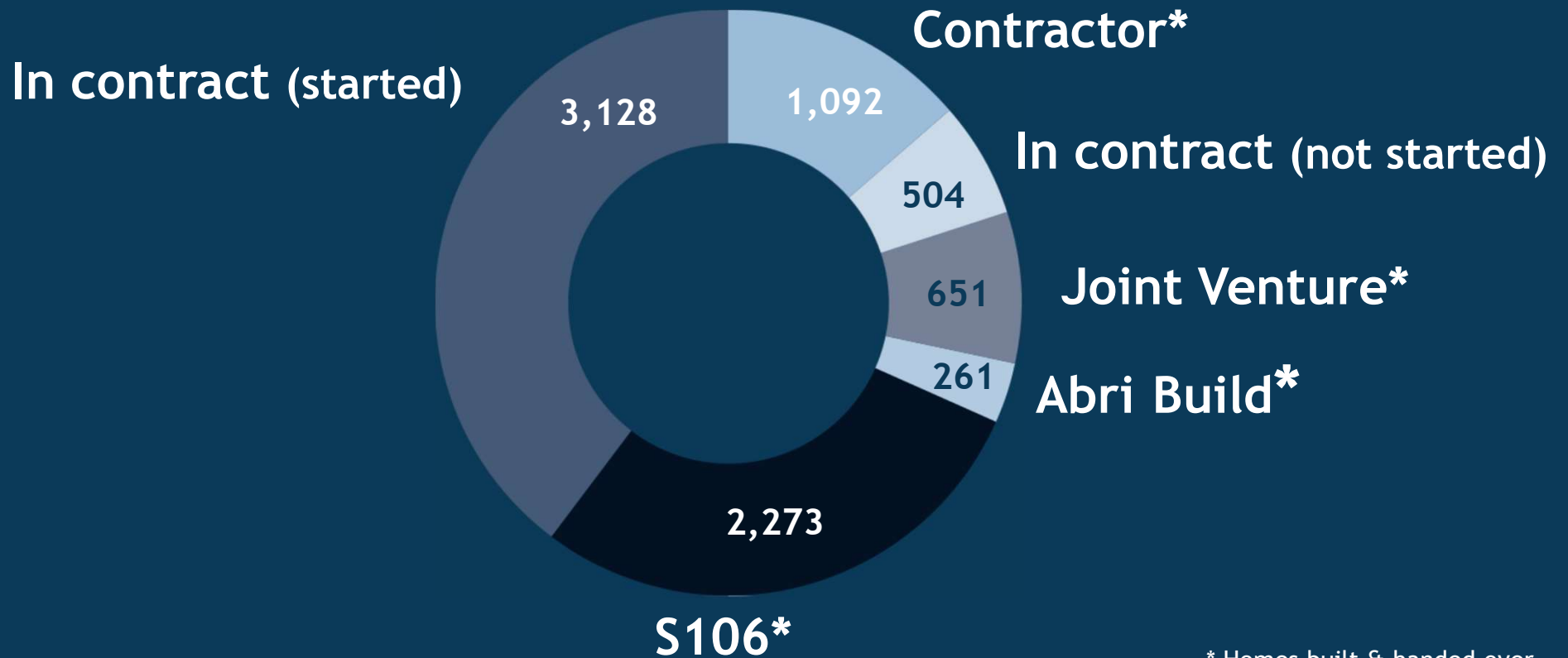
# Assumptions



- CPI+1 Rent regime for 5 years to 2030;
- Prioritise investment in building and fire safety and protecting our most vulnerable customers;
- Develop 10,000 homes in the 10 years to 2030;
- Include impact of October UK budget, including increase to NIC's;
- Net Zero included in plan from 2030 (Abri) and 2040 (Octavia), in line with peers;
- Assumes Octavia Housing ToE into Abri Group Limited in year ending March 2026 - on track;
- Includes Warmer Homes (Wave 3) funding.

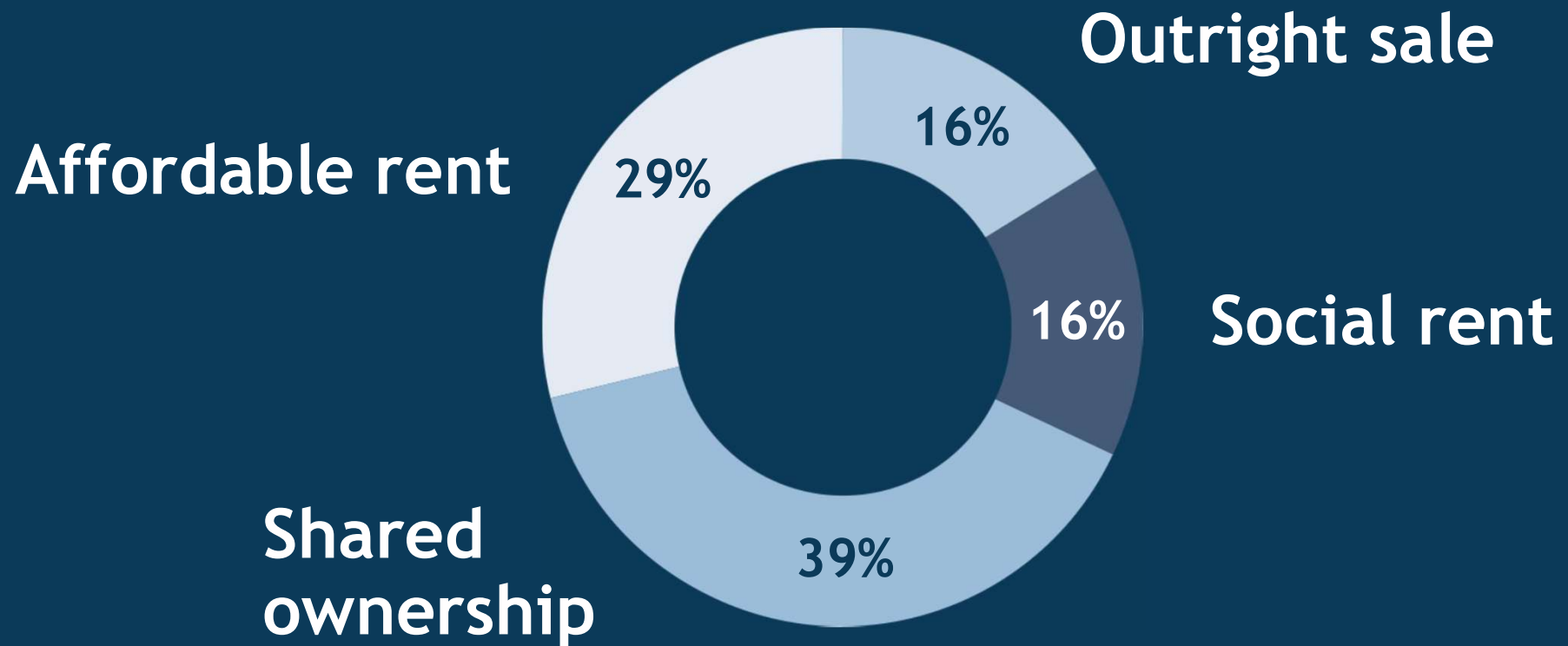


# Homes built, started & in contract - 7,909



\* Homes built & handed over

# Tenure split (completed homes)



# Committed development finance



Homes  
England

**£264 million**

**Abri**

Development spend

**£1.1 billion**

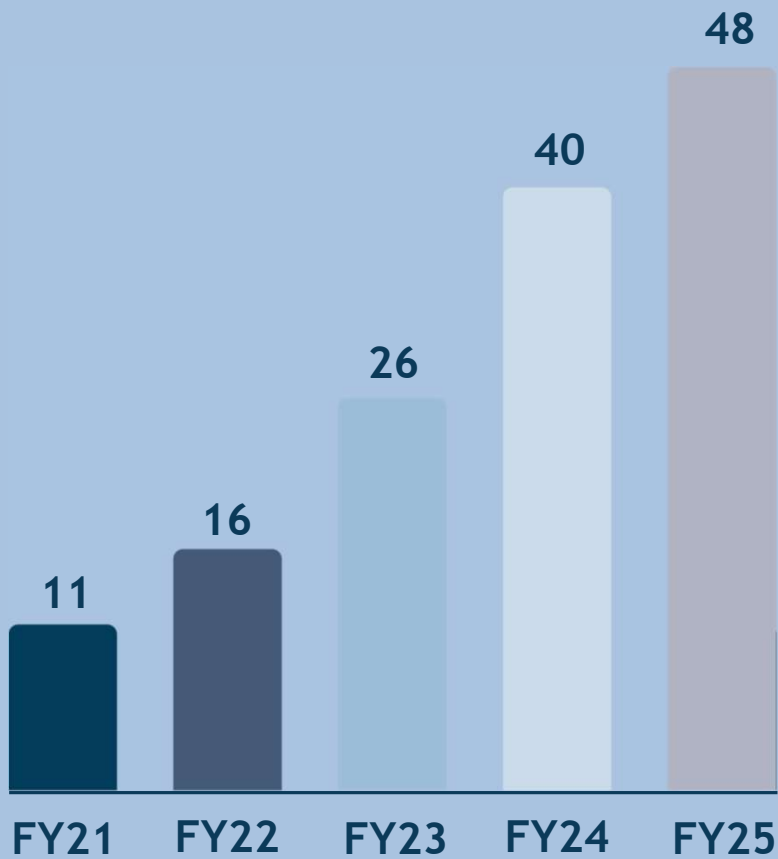
# Asset Investment



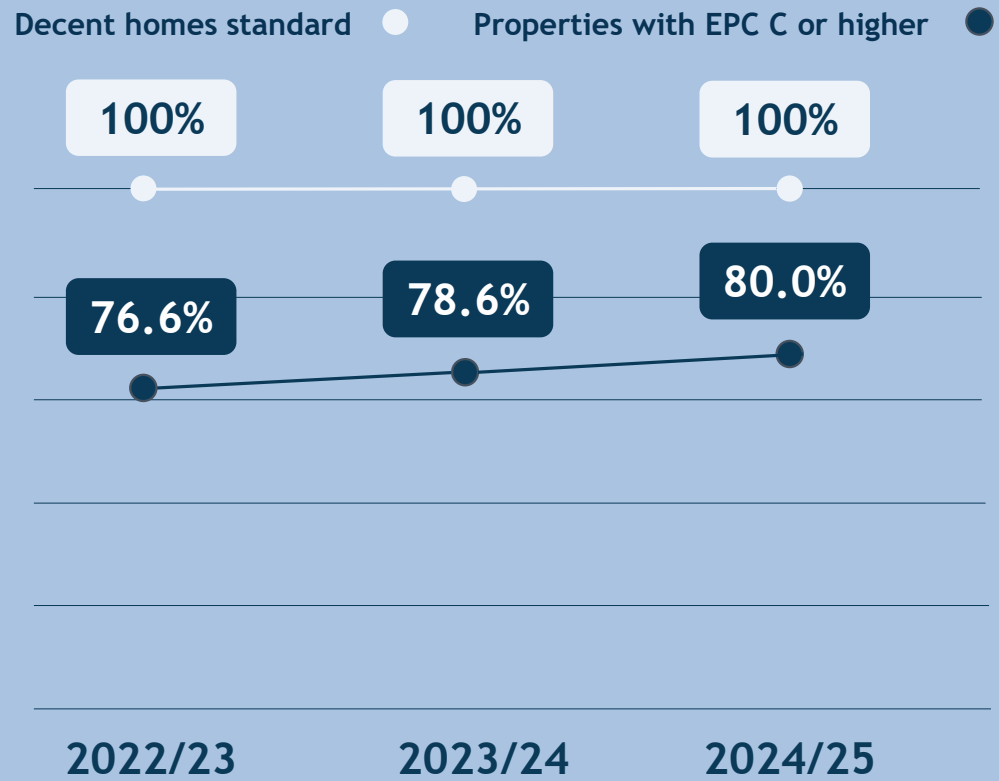
	30 year plan
Responsive repairs	£2,740.6m
Planned programme	£2,543.8m
Building Safety	£89.5m
EPC C and above	£125.7m
Net Zero	£839.2m
Surpluses from asset disposals	£412.9m

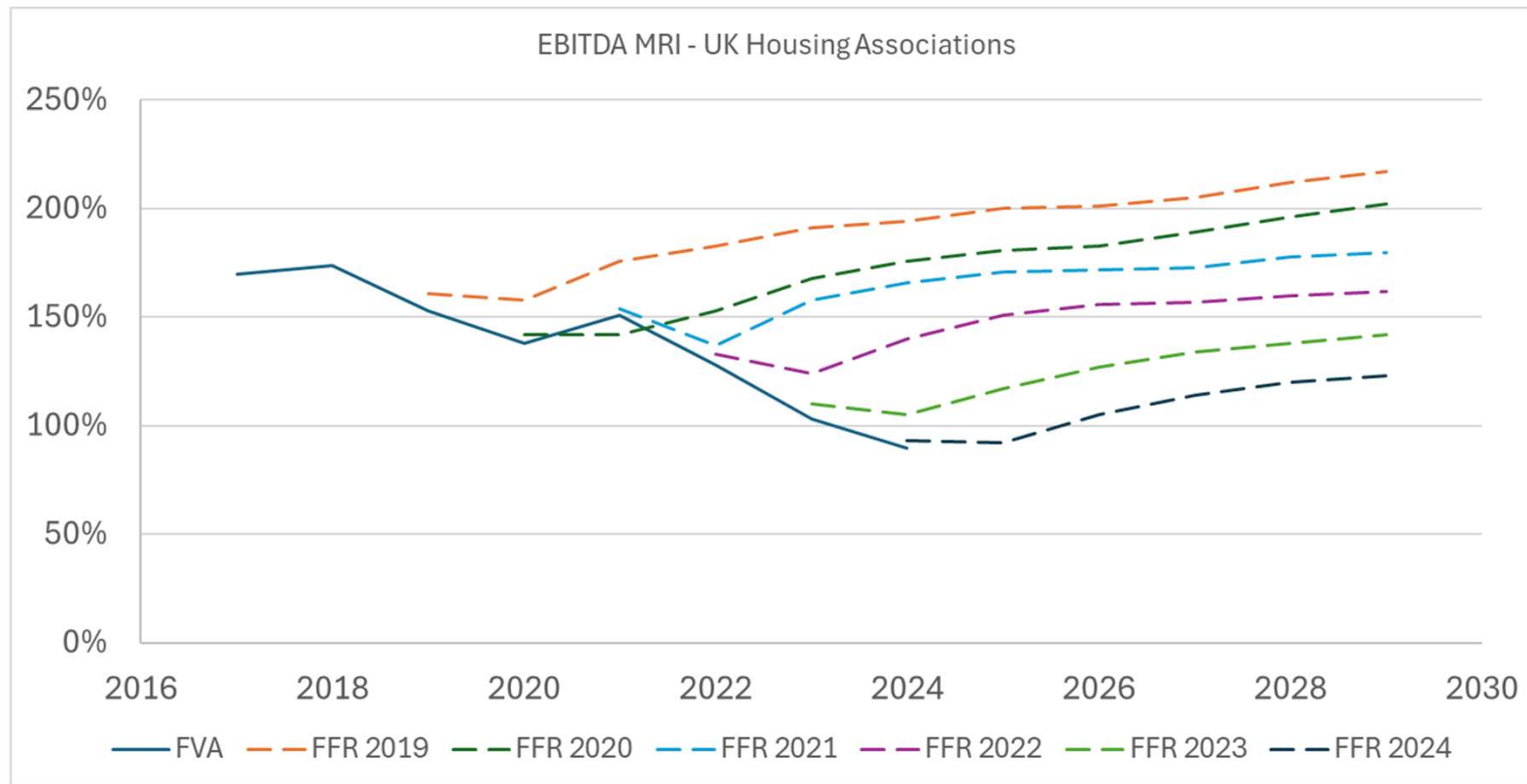
- Prioritised investment in Building and Fire Safety;
- EPC C and Net Zero commitments all included in plan;
- Covenant compliance not dependent upon existing asset disposal surpluses.

## Capital invested £m



## Decent homes standard & Properties with an EPC C or higher





# Ratings



- G1/V1
- Moodys A3 (Bca Baa1), highlighting:
  - Abri (including Octavia) being a large HA, with strong market position and resilience;
  - Strong liquidity and unencumbered asset base
  - “Sophisticated” (Strong and knowledgeable) Management

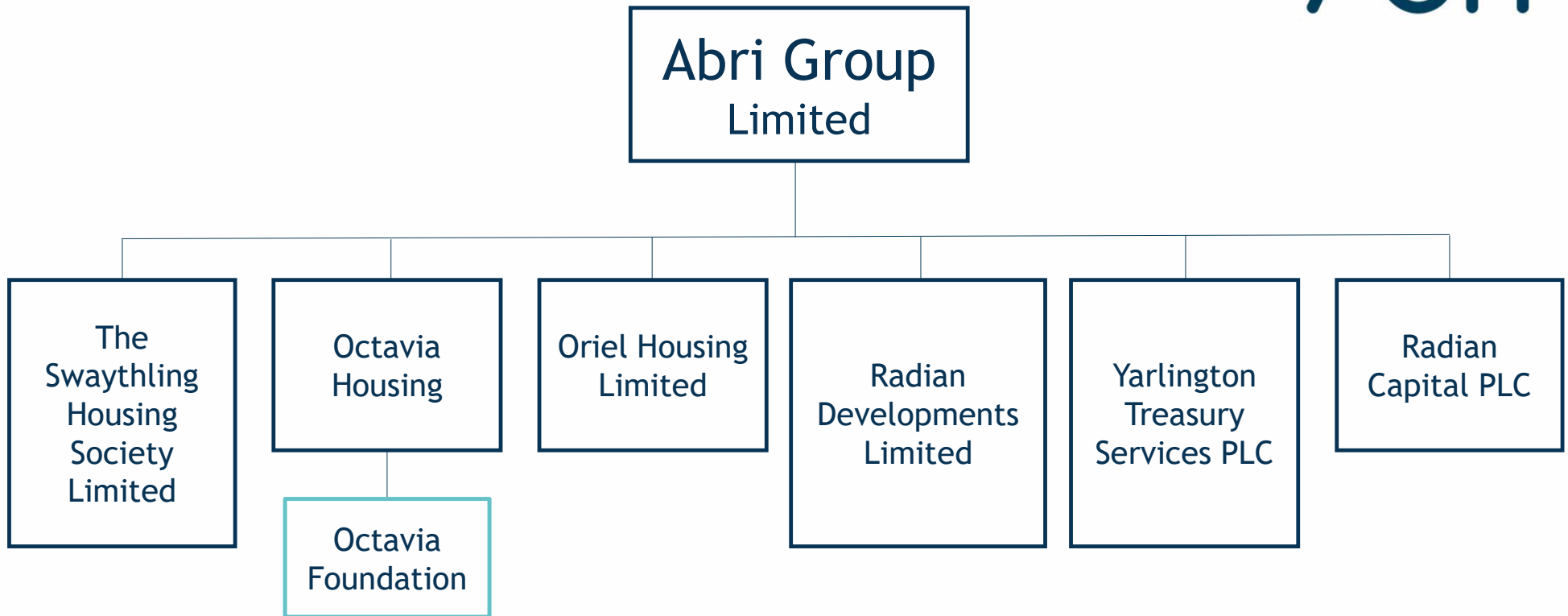
Abri

Treasury



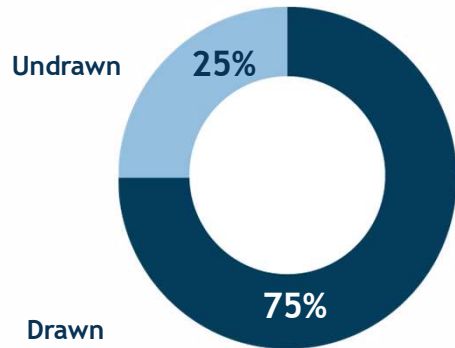


# Our Group - main entities

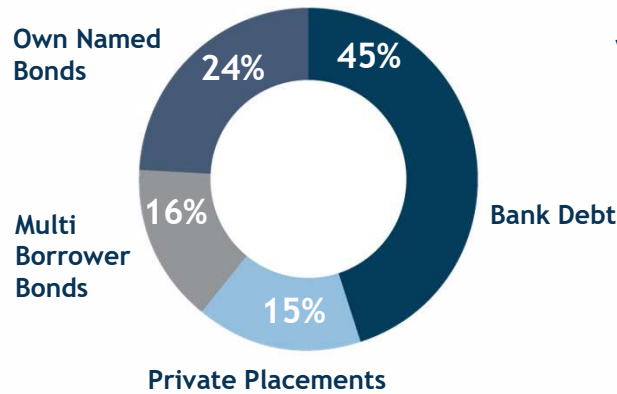


# Funding Portfolio

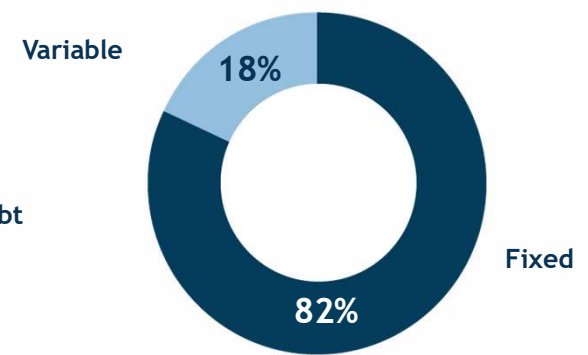
Drawn V's Undrawn



Total Drawn Funding



Fixed V's Floating (Drawn Debt)



	Counterparties	Drawn	Undrawn
Bank	6	£839m	£550m
Own public bonds	4 listed bonds	£450m	£70m
Private placements	4	£285m	£-
Multi borrower bonds	6	£303m	£-
<b>Total</b>		<b>£1,878m</b>	<b>£620m</b>

	2024	2025	Golden rule
Gearing (Historical Cost)	39.5%	42.9%	55%
Debt to Assets	44.8%	46.1%	75%
Debt Burden to Revenue	464%	447%	575%

	Units	Value
Unencumbered stock	14,337	£1,727m
Excess charged stock	N/A	£1,101m

# Future funding





# Summary



# Abri Group- summary



- Financially resilient group
- Strong and experienced leadership and management
- Stable core performance - underpinned by regional operating models
- Supportive relationship with key stakeholders
- Delivers on integration and growth
- Successful achievement of strategic objectives
- New corporate strategy anticipated in Autumn