

NHSBT Finance Report

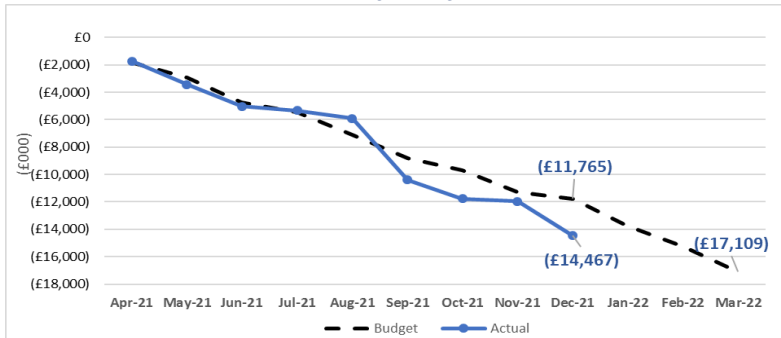
December 2021

| Contents | Page |
|---------------------------------|------|
| Financial Performance Headlines | 2-3 |
| NHSBT – Summary I&E Statement | 4 |
| Divisional I&E statements | 5-8 |
| Cash & Debtors | 9 |
| Contribution Report | 10 |

2021/22 NHSBT Financial Performance Headlines - December 2021

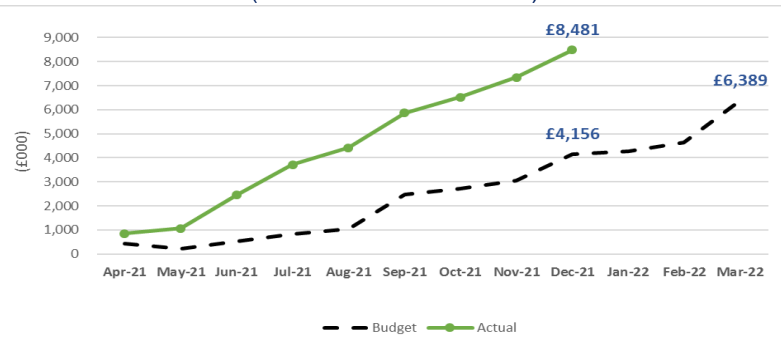
Year to Date deficit of £6.3m (£9.6m ahead of plan)

Blood and Group Net Income & Expenditure (excl. Change Programme)



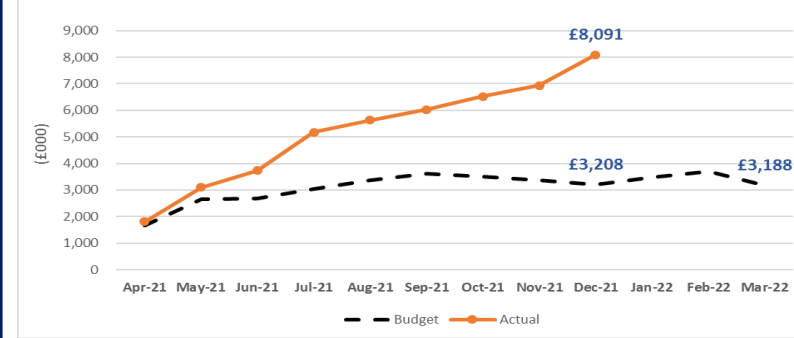
Significant overspends in Blood Supply partly offset by underspends in Group Services - detail on page 5 & 6

Clinical Services Net Income & Expenditure (Business unit contribution)



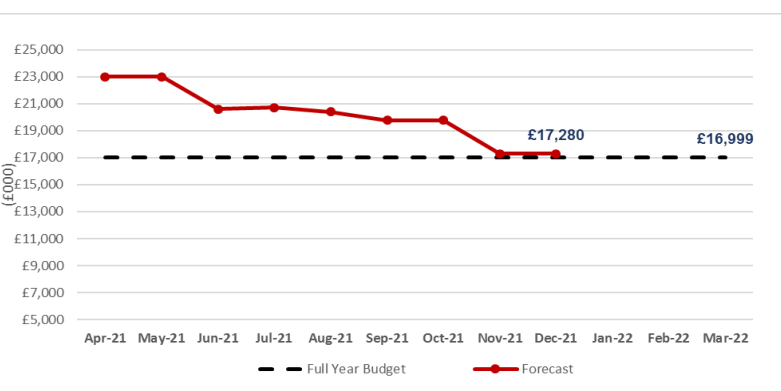
£4.3m favourable variance – activity higher than (conservative) plan across most Business Units – detail on page 7

Organ Donation & Transplantation Net Funding & Expenditure



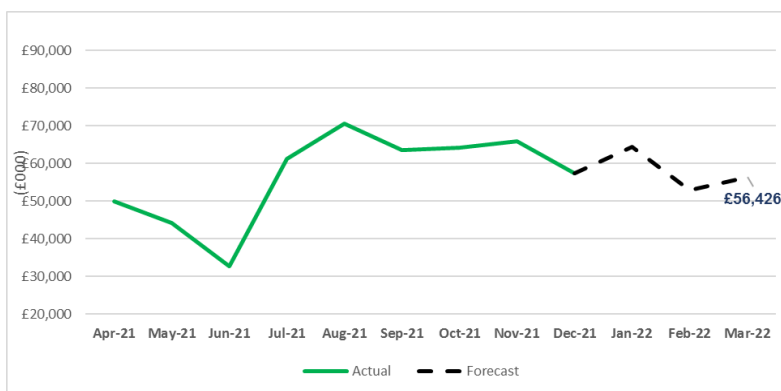
£4.8m favourable variance due to lower activity expenditure and transformation spend – detail on page 8
Additional £1.2m favourable variance reported in TES

Blood and Group Change Programme Full Year Forecast



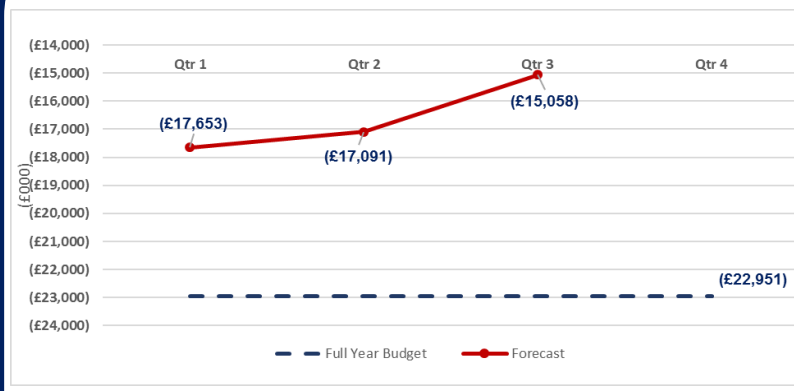
Transformation plan over programmed but anticipated to spend in line with budget of £17m.

NHSBT Cash Flow 2021/22



Forecast cash at end March 2022 has increased to £56m.
(Notional split; Blood £12m, ODT £14.3m, CS £9.3m, Plasma £20.8m)

NHSBT I&E Full Year Forecast



At Q3, the full year forecast is a deficit of £15.1m, £7.9m better than plan.

2021/22 NHSBT Financial Performance Headlines - December 2021

Surpluses in Clinical Services and OTDT more than offsetting overspends in Blood Supply

| | | | | |
|--------------------------------------|---|----------------------------------|--|--|
| Year to date I&E Position | £6.3m deficit VS £15.9m budget deficit | Blood/Group -£0.8m | Significant overspends in Blood Supply (£6.8m) offset by positive variances in group services and lower transformation spend. Detail on pages 5 & 6. | |
| | | Clinical Services + £4.3m | Increased activity (income) versus a conservative budget. | |
| | | OTDT + £6.1m | ODT (+£4.9m) - activity levels and associated costs lower than plan, plus low transformation spend. TES (+£1.2m) - increased sales income versus a conservative budget. | |
| Full year forecast | £15.1m deficit VS £23.0m budget deficit | Blood/Group - £5.0m | Combination of full year effect of adverse expenditure in Blood Supply and a decline in red cell stock (fixed cost movement in stock). | |
| | | Clinical Services + £4.7m | Activity higher than conservative plan (especially Stem Cells, RCI and TAS). | |
| | | OTDT + £8.2m | ODT (+£7.0m) - activity levels lower than plan plus an additional budgeted NORS team <i>not</i> mobilised. TES (+£1.2m) - full year effect of higher sales income versus a conservative plan. | |
| Cash and Debtors | Cash balance £57m | Debtor Days | 13 days - 7 days ahead of target. | |
| | | 90+ day overdues | £0.5m (within the £0.5m - £1.0m target range). | |
| | | Cash | Forecast cash at end March 2022 is £56m. | |

Covid-19 - costs of £8.5m were included in blood prices (and budget) to cover anticipated Covid costs. This included £1.5m for additional touch point cleaning, £2.0m for additional collection staff, £0.7m higher venue costs and £0.8m for additional pop up venues, with the balance being for contingency (£2m) and to cover a potential lost/uncovered contribution in TES. In addition to these costs, the Q2 forecast has identified an increase in the cost base of c£5.8m, predominately driven by overspends in blood collection. This in year cost pressure will be partially mitigated by the release of the Covid Contingency (£1.3m) and higher TES contribution (c£1.2m), with the balance to be met through cash reserves.

Demand and supply in Blood continues to be highly variable. Although there are signs of improvement in collection KPIs, we need to plan for 2022/23 based on current (potentially worst case) performance. The adverse variances (subject to some target reduction) are effectively being carried forward into 2022/23 pricing (and hence the proposed increase of 6.0%).

Plasma Funding – DHSC has agreed for the full 2021/22 Plasma funding envelope to be drawn down this year and any cash not utilised this year will be deferred and used in 2022/23. Of the forecasted £56m cash position, c£21m is attributable to plasma.

NHSBT Summary I&E statement - December 2021

| Period (£k) | | | Blood and Group | WTE | | Year to Date (£k) | | | Full Year (£k) | | | |
|-----------------|-----------------|----------------|--|--------------|--------------|-------------------|------------------|----------------|------------------|------------------|------------------|-----------------|
| Budget | Actual | Variance | | Budget | Actual | Budget | Actual | Variance | Prev. Yr Actual | Budget | Q3 Forecast | Variance |
| 5,094 | 2,296 | (2,797) | Programme Funding - Plasma | | | 27,519 | 25,275 | (2,244) | 57,623 | 46,044 | 30,803 | (15,241) |
| 908 | 872 | (36) | Programme Funding - Corporate | | | 8,175 | 8,565 | 390 | 11,061 | 10,900 | 11,996 | 1,096 |
| 24,622 | 24,421 | (201) | Blood Supply Income | | | 221,426 | 222,350 | 925 | 283,445 | 295,060 | 294,555 | (505) |
| 411 | 423 | 13 | Group Services Income | | | 3,699 | 3,902 | 202 | 6,613 | 5,071 | 5,554 | 483 |
| 31,035 | 28,013 | (3,022) | Blood and Group Income | | | 260,819 | 260,091 | (728) | 358,742 | 357,075 | 342,908 | (14,166) |
| (5,094) | (2,296) | 2,797 | Plasma for Medicine | 296 | 124 | (27,541) | (25,275) | 2,267 | (57,623) | (46,066) | (29,904) | 16,162 |
| 910 | (304) | (1,214) | Blood Supply Cost of Sales | 0 | 0 | 13 | (2,538) | (2,551) | (515) | 0 | (1,281) | (1,281) |
| (13,095) | (13,467) | (372) | Blood Supply Operations | 2,524 | 2,468 | (117,928) | (122,146) | (4,218) | (150,304) | (156,792) | (162,595) | (5,803) |
| (14,236) | (14,452) | (217) | Group Services | 1,147 | 1,063 | (127,127) | (124,600) | 2,528 | (177,269) | (171,327) | (171,224) | 103 |
| (1,855) | (2,661) | (806) | Change Programme | 12 | 37 | (12,452) | (10,533) | 1,919 | (12,701) | (16,999) | (16,999) | (0) |
| (33,369) | (33,181) | (2,821) | Blood and Group Expenditure | 3,979 | 3,693 | (285,036) | (285,092) | (56) | (398,412) | (391,183) | (382,002) | 9,181 |
| (2,334) | (5,168) | (5,843) | Blood and Group Total | 3,979 | 3,693 | (24,217) | (25,001) | (784) | (39,670) | (34,108) | (39,094) | (4,986) |
| | | | Clinical Services (DTAS) | | | | | | | | | |
| 347 | 347 | 0 | Programme Funding | | | 3,121 | 3,121 | 0 | 4,173 | 4,162 | 4,162 | 0 |
| 6,155 | 5,915 | (240) | Diagnostic and Therapeutic Services Income | | | 48,731 | 50,687 | 1,956 | 58,602 | 66,747 | 68,943 | 2,196 |
| 6,502 | 6,262 | (240) | Clinical Services Income | | | 51,853 | 53,808 | 1,956 | 62,774 | 70,909 | 73,105 | 2,196 |
| (5,065) | (5,014) | 51 | Diagnostics, Therapeutic Apheresis and Stem Cells Operations | 763 | 732 | (44,977) | (44,580) | 396 | (53,520) | (60,780) | (60,261) | 519 |
| (340) | (117) | 223 | Diagnostics, Therapeutic Apheresis and Stem Cells Change Programme | 0 | 3 | (2,720) | (746) | 1,974 | (903) | (3,740) | (1,766) | 1,974 |
| (5,405) | (5,131) | 274 | Clinical Services Expenditure | 763 | 735 | (47,697) | (45,326) | 2,370 | (54,423) | (64,520) | (62,027) | 2,493 |
| 1,097 | 1,131 | 34 | Clinical Services Total | 763 | 735 | 4,156 | 8,482 | 4,326 | 8,351 | 6,389 | 11,078 | 4,689 |
| | | | Organ Donation & Transplantation | | | | | | | | | |
| 6,792 | 6,714 | (78) | Programme Funding (DHSC and Other UK Health Authorities) | | | 61,130 | 60,794 | (336) | 74,880 | 81,506 | 80,968 | (538) |
| 0 | 0 | 0 | Programme Funding - Opt Out | | | 0 | 0 | 0 | 11,509 | 0 | 0 | 0 |
| 278 | 144 | (134) | NHSE Funding | | | 2,500 | 1,344 | (1,156) | 1,617 | 3,333 | 2,167 | (1,166) |
| 7,070 | 6,858 | (212) | ODT Income | | | 63,630 | 62,138 | (1,492) | 88,006 | 84,839 | 83,135 | (1,704) |
| (5,579) | (5,581) | (2) | Organ Donation and Transplantation Operations | 470 | 453 | (49,779) | (47,597) | 2,182 | (55,260) | (66,350) | (62,774) | 3,576 |
| (1,640) | (118) | 1,522 | Organ Donation and Transplantation Change Programme | 23 | 32 | (10,643) | (6,449) | 4,193 | (14,860) | (15,302) | (10,174) | 5,128 |
| (7,219) | (5,699) | 1,520 | ODT Expenditure | 493 | 485 | (60,422) | (54,047) | 6,375 | (70,120) | (81,652) | (72,948) | 8,704 |
| (149) | 1,159 | 1,308 | ODT Total | 493 | 485 | 3,208 | 8,091 | 4,884 | 17,886 | 3,188 | 10,188 | 7,000 |
| | | | Tissues and Eye Services | | | | | | | | | |
| 1,171 | 1,117 | (54) | Tissue & Eye Services Income | | | 10,530 | 11,500 | 970 | 11,994 | 14,298 | 15,238 | 940 |
| 1,171 | 1,117 | (54) | TES Income | | | 10,530 | 11,500 | 970 | 11,994 | 14,298 | 15,238 | 940 |
| (1,067) | (1,022) | 44 | Tissue and Eye Services Operations | 148 | 131 | (9,537) | (9,326) | 212 | (11,577) | (12,717) | (12,467) | 250 |
| (1,067) | (1,022) | 44 | TES Expenditure | 148 | 131 | (9,537) | (9,326) | 212 | (11,577) | (12,717) | (12,467) | 250 |
| 104 | 95 | (9) | TES Total | 148 | 131 | 992 | 2,175 | 1,182 | 417 | 1,580 | 2,770 | 1,190 |
| | | | NHSBT Summary | | | | | | | | | |
| 45,777 | 42,249 | (3,528) | Income | | | 386,831 | 387,538 | 706 | 521,516 | 527,121 | 514,386 | (12,734) |
| (47,059) | (45,033) | 2,026 | Expenditure | 5,384 | 5,044 | (402,692) | (393,790) | 8,901 | (534,532) | (550,072) | (529,444) | 20,628 |
| (1,282) | (2,784) | (1,502) | NHSBT Surplus/(Deficit) | 5,384 | 5,044 | (15,861) | (6,253) | 9,608 | (13,016) | (22,951) | (15,058) | 7,893 |

Blood and Group - December 2021

| Blood Supply |
|--|
| (£)m |
| Blood and Component Income |
| NCI Income |
| Logistics Income |
| Blood Donation Income |
| Total Income |
| Cost of Sales - Blood Component Stock Movement |
| Blood Donation |
| Manufacturing, Testing & Issue |
| Logistics |
| Total Expenditure |

| WTE | |
|--------------|--------------|
| Bud. | Act. |
| | |
| | |
| | |
| | |
| 1,468 | 1,412 |
| 754 | 750 |
| 303 | 305 |
| 2,524 | 2,468 |

| Year to Date | | |
|----------------|----------------|--------------|
| Bud. | Act. | Var. |
| 216.4 | 216.8 | 0.4 |
| 2.6 | 2.7 | 0.1 |
| 2.5 | 2.7 | 0.2 |
| 0.0 | 0.2 | 0.2 |
| 221.4 | 222.4 | 0.9 |
| 0.0 | (2.5) | (2.6) |
| (53.8) | (57.1) | (3.3) |
| (49.3) | (49.1) | 0.2 |
| (14.8) | (16.0) | (1.2) |
| (117.9) | (124.7) | (6.8) |

| Full Year | | |
|----------------|----------------|--------------|
| Bud. | Q3 Fcst. | Var. |
| 288.3 | 288.3 | (0.0) |
| 3.4 | 2.5 | (0.9) |
| 3.3 | 3.5 | 0.2 |
| 0.0 | 0.2 | 0.2 |
| 295.1 | 294.6 | (0.5) |
| 0.0 | (1.3) | (1.3) |
| (71.4) | (75.7) | (4.3) |
| (65.7) | (65.5) | 0.1 |
| (19.7) | (21.3) | (1.7) |
| (156.8) | (163.9) | (7.1) |

| Plasma for Medicine |
|------------------------------------|
| (£)m |
| Programme Funding |
| Expenditure |
| Programme Surplus/(Deficit) |

| WTE | |
|------------|------------|
| Bud. | Act. |
| | |
| 296 | 124 |
| 296 | 124 |

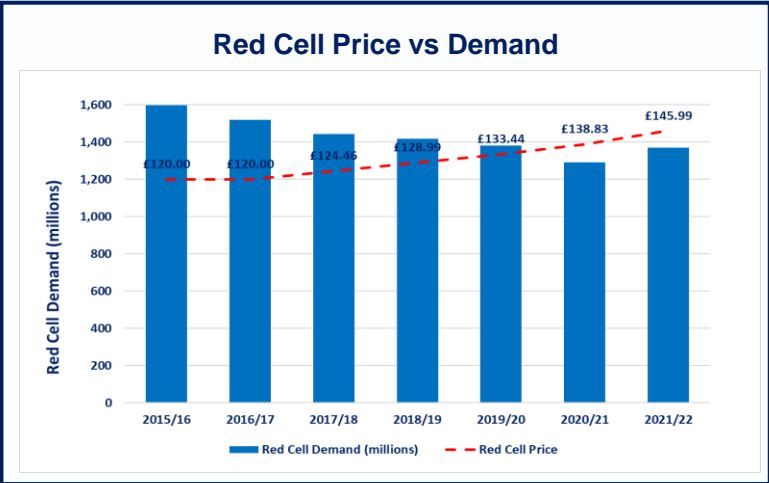
| Year to Date | | |
|--------------|--------------|------------|
| Bud. | Act. | Var. |
| 27.5 | 25.3 | (2.2) |
| (27.5) | (25.3) | 2.3 |
| (0.0) | (0.0) | 0.0 |

| Full Year | | |
|--------------|------------|------------|
| Bud. | Q3 Fcst. | Var. |
| 46.0 | 30.8 | (15.2) |
| (46.1) | (29.9) | 16.2 |
| (0.0) | 0.9 | 0.9 |

| | | | | | | | | |
|---|--------------|--------------|--------------|-------------|--------------|--------------|--------------|--------------|
| Blood Supply Operating Surplus/(Deficit) | 2,820 | 2,592 | 103.5 | 97.7 | (5.8) | 138.2 | 131.6 | (6.7) |
|---|--------------|--------------|--------------|-------------|--------------|--------------|--------------|--------------|

| | | | | | | | | |
|--|--------------|--------------|----------------|----------------|------------|----------------|----------------|------------|
| Group Services (incl. Change Programme) | 1,159 | 1,101 | (127.7) | (122.7) | 5.0 | (172.4) | (170.7) | 1.7 |
|--|--------------|--------------|----------------|----------------|------------|----------------|----------------|------------|

| | | | | | | | | |
|--|--------------|--------------|---------------|---------------|--------------|---------------|---------------|--------------|
| Blood and Group Surplus/(Deficit) | 3,979 | 3,693 | (24.2) | (25.0) | (0.8) | (34.1) | (39.1) | (5.0) |
|--|--------------|--------------|---------------|---------------|--------------|---------------|---------------|--------------|



Group Services detail on page 6

At Q3, Blood and Group Services are reporting an £0.8m adverse variance against plan. This continues to reflect large overspends in Blood Supply (predominately Blood Donation and Logistics), largely offset by positive variances in Group and Transformation (see page 6 for detail).

The adverse variance in Blood Supply is driven by the continuation of higher than plan pay costs in Collections, as a result of overtime and temporary labour in support of improving collection performance and improving red cell stock levels. This is increased further by delayed LRP benefits reported in Logistics combined with rising fuel and courier costs. The Q3 forecasts for the operating directorates (Collections, Manufacturing and Logistics) are very much in line with the full year outturn reported at Q2, and continue to imply this current level of spending will continue into quarter 4.

These reported cost pressures are partially offset by a (£1.3m) Covid contingency reported in Group Services, increased Logistics and BD income (£0.4m) and better than plan contribution from TES (£1.2m). The income forecast for blood components is in line with plan reflecting the latest demand planning assumptions. Losses on NCI income, driven by supply being withdrawn in favour of plasma for fractionation, is fully covered by the PFM programme funding.

The forecast also assumes an adverse (non-cash) variance for cost of sales of £1.3m. This is based on a forecast red cell stock of 32k units at March 2022, versus actual opening stock of 42.5k units at the start of April 2021.

Group - December 2021

| Group Services (£)m | WTE | | Year to Date | | | Full Year | | |
|---|--------------|--------------|----------------|----------------|------------|----------------|----------------|--------------|
| | Bud. | Act. | Bud. | Act. | Var. | Bud. | Q3 Fcst. | Var. |
| Programme Funding | | | 8.2 | 8.6 | 0.4 | 10.9 | 12.0 | 1.1 |
| Group Services Income | | | 1.2 | 1.5 | 0.3 | 1.7 | 2.0 | 0.3 |
| Medical | | | 0.8 | 0.7 | (0.1) | 1.0 | 1.0 | (0.0) |
| Research & Development | | | 1.7 | 1.6 | (0.0) | 2.4 | 2.6 | 0.2 |
| Total Income | | | 11.9 | 12.5 | 0.6 | 16.0 | 17.5 | 1.6 |
| Chief Executive and Board | 4 | 5 | (0.6) | (0.5) | 0.1 | (0.8) | (0.7) | 0.1 |
| Donor Experience | 157 | 136 | (15.3) | (14.3) | 1.0 | (20.5) | (20.5) | 0.0 |
| Quality | 111 | 118 | (5.4) | (5.3) | 0.1 | (7.2) | (7.3) | (0.1) |
| Estates & Facilities | 79 | 71 | (33.2) | (33.1) | 0.1 | (44.8) | (44.8) | (0.0) |
| Finance | 108 | 101 | (5.0) | (5.3) | (0.4) | (6.6) | (7.3) | (0.6) |
| Strategy and Transformation | 35 | 32 | (1.7) | (1.9) | (0.2) | (2.3) | (2.6) | (0.3) |
| Business Transformation Services | 13 | 1 | (0.5) | (0.4) | 0.1 | (0.6) | (0.5) | 0.1 |
| People | 144 | 134 | (7.6) | (8.5) | (0.9) | (10.1) | (11.2) | (1.1) |
| Digital, Data and Technology Services | 266 | 246 | (30.0) | (29.1) | 0.9 | (40.4) | (40.6) | (0.1) |
| Research & Development | 39 | 34 | (3.5) | (3.4) | 0.1 | (5.3) | (5.5) | (0.2) |
| Medical | 192 | 185 | (12.9) | (12.3) | 0.6 | (17.0) | (16.4) | 0.6 |
| Miscellaneous and Capital Charges | 0 | 0 | (11.5) | (10.5) | 1.0 | (15.6) | (13.9) | 1.7 |
| Total Expenditure | 1,147 | 1,063 | (127.1) | (124.6) | 2.5 | (171.3) | (171.2) | 0.1 |
| Operating Surplus/(Deficit) | 1,147 | 1,063 | (115.3) | (112.1) | 3.1 | (155.4) | (153.7) | 1.7 |
| Change Programme | 12 | 37 | (12.5) | (10.5) | 1.9 | (17.0) | (17.0) | (0.0) |
| Group Services Surplus/(Deficit) | 1,159 | 1,101 | (127.7) | (122.7) | 5.0 | (172.4) | (170.7) | 1.7 |

Collectively, Group Services are reporting a £5.0m year to date positive variance against plan. Donor Experience and DDTs are continuing to report large underspends as a result of delayed approvals / expenditure, however, the current forecast implies a 'catch up' in Q4 will bring spend back in line with plan. The large adverse cost variance reported against the People directorate is driven by the new operating model and additional resource to aid increased transactional volumes, with the forecast assuming this run rate will continue into Q4. Likewise, Finance are also reporting higher cost trends against budget, driven by a combination of additional EU Exit costs (fully offset against agreed DHSC programme funding) and additional payroll resource to support significantly increased transaction volumes (collection, plasma, Flowers case, selling leave etc).

Note that the £1.3m unallocated Covid contingency is reported within the Miscellaneous forecast. This is currently being utilised to partially offset the increased cost base reported in Blood Supply and, as a result, the underlying Group Services forecast outturn is broadly in line with budget.

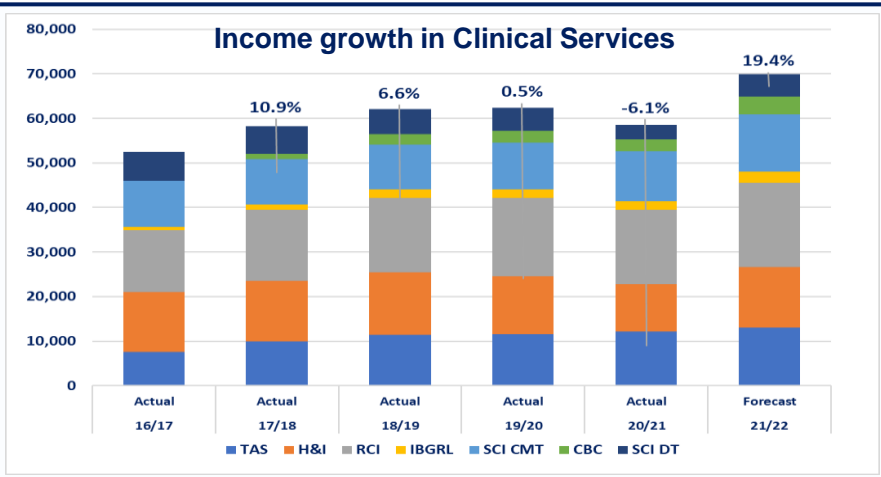
Clinical Services - December 2021 (operating contributions - pre ABC analysis)

| (£)m | WTE | | Year to Date | | | Full Year | | |
|---|------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | Bud. | Per Act. | Bud. | Act. | Var. | Bud. | Q3 Fcst. | Var. |
| Therapeutic Apheresis Services | | | | | | | | |
| Income | | | 8.5 | 9.7 | 1.3 | 11.3 | 13.0 | 1.7 |
| Expenditure | 93 | 91 | (6.7) | (6.6) | 0.1 | (8.9) | (8.8) | 0.1 |
| TAS I&E | 93 | 91 | 1.8 | 3.1 | 1.3 | 2.3 | 4.1 | 1.8 |
| Histocompatibility & Immunogenetics | | | | | | | | |
| Income | | | 10.4 | 10.2 | (0.2) | 13.9 | 13.6 | (0.3) |
| Expenditure | 179 | 180 | (11.8) | (12.0) | (0.2) | (15.7) | (16.0) | (0.3) |
| H&I I&E | 179 | 180 | (1.4) | (1.9) | (0.5) | (1.9) | (2.5) | (0.6) |
| Red Cell Immunohematology | | | | | | | | |
| Income | | | 14.0 | 14.2 | 0.2 | 18.6 | 18.9 | 0.2 |
| Expenditure | 193 | 182 | (9.6) | (9.3) | 0.2 | (12.7) | (12.5) | 0.2 |
| RCI I&E | 193 | 182 | 4.4 | 4.8 | 0.4 | 5.9 | 6.4 | 0.5 |
| IBGRL | | | | | | | | |
| Income | | | 1.8 | 1.7 | (0.1) | 2.4 | 2.3 | (0.1) |
| Expenditure | 50 | 46 | (2.5) | (2.5) | 0.0 | (3.3) | (3.3) | 0.1 |
| IBGRL I&E | 50 | 46 | (0.7) | (0.7) | (0.1) | (0.9) | (0.9) | (0.0) |
| SCI - Cellular & Molecular Therapies | | | | | | | | |
| Income | | | 8.8 | 9.1 | 0.3 | 12.8 | 12.8 | 0.1 |
| Expenditure | 104 | 100 | (6.5) | (6.7) | (0.2) | (9.2) | (9.1) | 0.1 |
| CMT I&E | 104 | 100 | 2.3 | 2.3 | 0.0 | 3.6 | 3.8 | 0.2 |
| CBC | | | | | | | | |
| Income | | | 2.6 | 2.1 | (0.4) | 3.9 | 3.5 | (0.4) |
| Expenditure | 35 | 29 | (2.1) | (2.1) | (0.0) | (3.3) | (3.1) | 0.1 |
| CBC I&E | 35 | 29 | 0.4 | (0.0) | (0.5) | 0.7 | 0.3 | (0.3) |
| SCI - Donation & Transplantation | | | | | | | | |
| Income | | | 5.8 | 6.8 | 1.0 | 8.0 | 9.1 | 1.1 |
| Expenditure | 46 | 44 | (2.4) | (2.4) | 0.0 | (3.2) | (3.3) | (0.1) |
| SCDT I&E | 46 | 44 | 3.4 | 4.4 | 1.0 | 4.8 | 5.8 | 1.0 |
| Transfusion (Excl. R&D and Medical) | | | | | | | | |
| Income | | | | | | | | |
| Expenditure | 21 | 23 | (0.5) | (0.3) | 0.2 | (0.6) | (0.7) | (0.1) |
| DTS Management | 43 | 36 | (2.8) | (2.5) | 0.3 | (3.8) | (3.4) | 0.4 |
| Operating Surplus/(Deficit) | 763 | 732 | 6.9 | 9.2 | 2.4 | 10.1 | 12.8 | 2.7 |
| Change Programme | 0 | 3 | (2.7) | (0.7) | 2.0 | (3.7) | (1.8) | 2.0 |
| Clinical Services Surplus/(Deficit) | 763 | 735 | 4.2 | 8.5 | 4.3 | 6.4 | 11.1 | 4.7 |

Clinical Services is reporting a £4.3m positive variance at direct contribution level in the year to date results. The forecast anticipates that this will increase to £4.7m by year end. The positive variances primarily reflect the conservative income budgets that were set in relation to Covid-19 recovery.

Summary by Business Unit;

- **TAS** favourable income variance driven primarily by ECP. The Q3 forecast suggests a continuation of strong activity performance in Plasma Exchange combined with the assumption that the sustainability allowance will be available for the remainder of the year.
- **H&I** behind plan driven by lower activity driven by a shortfall on H&I service income – specifically Stem Cell related investigations and Solid Organ Routine Antibody testing.
- **RCI** activity above plan predominately driven by a the strong reference activity performance in Q1. The positive variance is increased further by underspends on Pay, driven by a large amount of unfilled vacancies.
- **IBGRL** in line with plan
- **CMT** broadly in line with budget
- **CBC** are forecasting a full year outturn of (-£0.3m), driven by a combination of delayed Lifearc project income (re-phased into 2022/23, therefore no implications on the project plan), with the remainder driven by reduced plasmid service income (-£0.1m).
- **Stem Cell Donation & Transplantation** favourable against plan primary driven by increased BBMR harvest activity (179 harvest vs a plan of 130).



Note: Excludes Medical and R&D funding.

ODT - December 2021

| ODT I&E (£)m | WTE | | Year to Date | | | Full Year | | |
|--|------------|------------|--------------|-------------|------------|-------------|-------------|------------|
| | Bud. | Act. | Bud. | Act. | Var. | Bud. | Q3 Fcst. | Var. |
| Programme Funding | | | 51.5 | 51.5 | 0.0 | 68.6 | 68.6 | 0.0 |
| Other UK Health Authorities Funding | | | 9.2 | 9.1 | (0.1) | 12.2 | 12.1 | (0.1) |
| Operating Expenditure | 470 | 453 | (49.8) | (47.6) | 2.2 | (66.3) | (62.8) | 3.6 |
| Operating Funding & Expenditure | 470 | 453 | 10.9 | 13.0 | 2.1 | 14.5 | 17.9 | 3.4 |
| Transformation | 23 | 32 | (7.7) | (4.9) | 2.8 | (11.3) | (7.7) | 3.6 |

| | | | | | | | | |
|--|------------|------------|------------|------------|------------|---------------|---------------|------------|
| ODT Surplus/(Deficit) | 493 | 485 | 3.2 | 8.1 | 4.9 | 3.2 | 10.2 | 7.0 |
| Direct contribution to Group Services | | | | | | (10.8) | (10.8) | 0.0 |
| ODT Deficit (funded by cash) | | | | | | (7.6) | (0.6) | 7.0 |

| ODT Transformation Detail | | | | | | | | |
|-------------------------------|-----------|-----------|--------------|--------------|--------------|---------------|--------------|--------------|
| | WTE | | Year to Date | | | Full Year | | |
| | Bud. | Act. | Bud. | Act. | Var. | Bud. | Q3 Fcst. | Var. |
| DCD Hearts | | | | | | | | |
| NHSE Funding | | | 0.6 | 0.6 | 0.0 | 0.8 | 0.8 | 0.0 |
| Expenditure | 1 | 0 | (2.4) | (2.0) | 0.4 | (2.5) | (2.9) | (0.4) |
| Total | 1 | 0 | (1.7) | (1.4) | 0.4 | (1.7) | (2.1) | (0.4) |
| Donor Characterisation | | | | | | | | |
| NHSE Funding | | | 1.9 | 0.7 | (1.2) | 2.5 | 1.3 | (1.2) |
| Expenditure | 3 | 5 | (1.8) | (0.6) | 1.2 | (2.5) | (1.3) | 1.2 |
| Total | 3 | 5 | 0.1 | 0.1 | (0.0) | 0.0 | 0.0 | 0.0 |
| Opt Out | | | | | | | | |
| Scotland Funding | | | 0.5 | 0.2 | (0.3) | 0.7 | 0.3 | (0.4) |
| Expenditure | 19 | 14 | (2.2) | (2.1) | 0.1 | (3.2) | (0.3) | 2.9 |
| Total | 19 | 14 | (1.7) | (1.9) | (0.2) | (2.5) | 0.0 | 2.5 |
| ODT Development Fund | 0 | 13 | (4.3) | (1.7) | 2.6 | (7.2) | (5.7) | 1.5 |
| Transformation Total | 23 | 32 | (7.7) | (4.9) | 2.8 | (11.3) | (7.7) | 3.6 |

ODT is reporting a £4.9m positive variance at direct operating level in the year to date. This results from lower donation and transplant volumes versus plan (and hence related lower activity costs) versus fixed programme funding, plus lower transformation spend than plan.

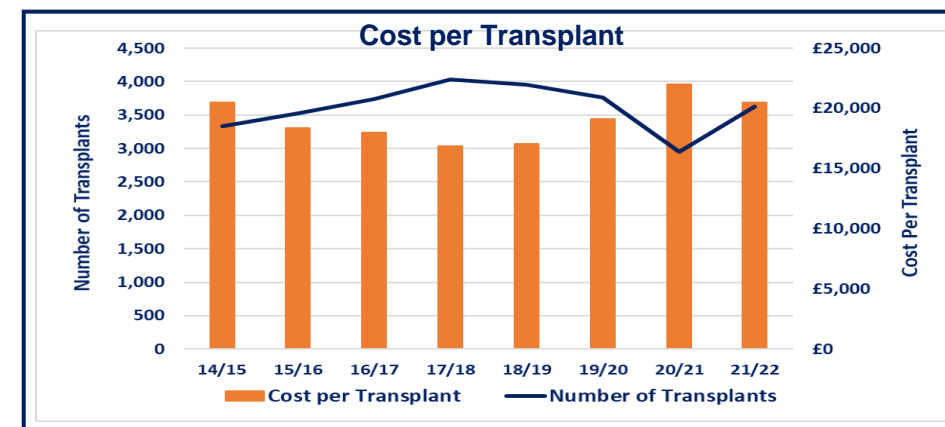
The Q3 forecast for the year is based on 1,374 deceased donors versus a plan of 1,697. The related reduction in costs results in an a positive variance of £3.6m for year.

In addition an additional NORS team that was assumed in the budget (included in the ODT Development Fund budget line budget) will not now happen, generating a positive variance of £2.2m.

Transformation spend is also forecast to be £1.4m lower than plan, now that business cases and associated plans, have now been worked up.

Taken together, this results in a total forecast positive contribution variance of £7.0m.

The surplus cash generated by this variance is reflected in NHSBT cash flow forecast. Discussions with DHSC will take place towards the year end, when the surplus cash will either be returned or carried forward against 2022/23 funding requirements (the latter is anticipated).



Tissue and Eye Services - December 2021

TES is reporting a year to date £1.2m positive variance against plan at direct contribution level (ie pre ABC cost allocation). As with Clinical Services this reflects the conservative income level that were set in the budget. However, TES has seen a reduction in activity over November and December, driven by cancellation of elective surgery. This reduced run rate has been reflected in the Q3 reforecast, which now anticipates a full year outturn of £1.2m favourable.

| TES I&E (£)m |
|--------------------------|
| Income |
| Cost of Sales |
| Expenditure |
| Surplus/(Deficit) |

| WTE | |
|------------|------------|
| Bud. | Per Act. |
| | |
| 148 | 131 |
| 148 | 131 |

| Year to Date | | |
|--------------|------------|------------|
| Bud. | Act. | Var. |
| 10.5 | 11.5 | 1.0 |
| (0.6) | (0.5) | 0.0 |
| (9.0) | (8.8) | 0.2 |
| 1.0 | 2.2 | 1.2 |

| Full Year | | |
|------------|------------|------------|
| Bud. | Q3 Fcst. | Var. |
| 14.3 | 15.2 | 0.9 |
| (0.8) | (0.7) | 0.1 |
| (12.0) | (11.8) | 0.2 |
| 1.6 | 2.8 | 1.2 |

Cash Flow – as at December 2021

| | Actual Apr-21 £k | Actual May-21 £k | Actual Jun-21 £k | Actual Jul-21 £k | Actual Aug-21 £k | Actual Sep-21 £k | Actual Oct-21 £k | Actual Nov-21 £k | Actual Dec-21 £k | Forecast Jan-22 £k | Forecast Feb-22 £k | Forecast Mar-22 £k | Total £k |
|--|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|--------------------------|--------------------------|--------------------------|----------------|
| Opening bank balance | 53,211 | 49,942 | 44,169 | 32,800 | 61,342 | 70,557 | 63,531 | 64,245 | 62,805 | 57,441 | 64,454 | 52,896 | 53,211 |
| Receipts | | | | | | | | | | | | | |
| Debtors & Other Receipts | 33,878 | 35,028 | 37,837 | 35,339 | 42,097 | 30,109 | 41,722 | 34,937 | 32,061 | 34,919 | 32,646 | 40,219 | 430,791 |
| Revenue Cash Limit | 0 | 0 | 0 | 24,158 | 5,958 | 5,958 | 5,958 | 7,044 | 5,958 | 6,440 | 5,543 | 6,878 | 73,896 |
| Revenue Cash Limit - Pensions Uplift | 824 | 0 | 0 | 3,633 | 906 | 906 | 906 | 906 | 906 | 908 | 913 | 915 | 11,724 |
| Revenue Cash Limit - Plasma for Medicine | 0 | 0 | 0 | 9,090 | 2,465 | 0 | 2,965 | 0 | 6,168 | 10,770 | 10,770 | 10,771 | 53,000 |
| Capital Cash Limit | 0 | 0 | 0 | 0 | 0 | 0 | 8,000 | 0 | 0 | 0 | 0 | 13,000 | 21,000 |
| Total Receipts | 34,702 | 35,028 | 37,837 | 72,220 | 51,426 | 36,973 | 59,551 | 42,887 | 45,093 | 53,038 | 49,872 | 71,783 | 590,411 |
| Payments | | | | | | | | | | | | | |
| Staff Expenses | 15,253 | 20,370 | 20,881 | 17,657 | 20,983 | 23,376 | 24,681 | 20,786 | 21,574 | 20,394 | 21,496 | 27,097 | 254,549 |
| Other Revenue Payments | 22,286 | 19,669 | 27,681 | 25,403 | 20,739 | 20,231 | 23,510 | 23,091 | 28,579 | 23,630 | 23,806 | 32,656 | 291,281 |
| Capital Charges Less DH Credit Due | 0 | 0 | 0 | 0 | 0 | 0 | 10,184 | 0 | 0 | 0 | 10,183 | 0 | 20,367 |
| Capital Payments | 432 | 762 | 644 | 618 | 488 | 392 | 462 | 451 | 305 | 2,000 | 5,944 | 8,501 | 21,000 |
| Total Payments | 37,971 | 40,801 | 49,205 | 43,679 | 42,210 | 43,999 | 58,837 | 44,328 | 50,457 | 46,025 | 61,430 | 68,254 | 587,196 |
| Closing bank balance | 49,942 | 44,169 | 32,800 | 61,342 | 70,557 | 63,531 | 64,245 | 62,805 | 57,441 | 64,454 | 52,896 | 56,426 | 56,426 |

| | | | | | | | | | |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Debtor Days (Target is 22 days) | 16 | 17 | 14 | 17 | 19 | 18 | 14 | 17 | 13 |
| YTD BPPC By Value % (Target is 95%) | 92.2% | 95.1% | 93.5% | 94.0% | 94.1% | 93.6% | 94.1% | 93.9% | 93.4% |
| YTD BPPC By Number % (Target is 95%) | 94.3% | 97.0% | 96.1% | 95.7% | 95.1% | 94.7% | 94.7% | 94.5% | 94.5% |

| Overdue Debtors NBS/ODT £000's | 1-30 Days overdue £000's | 31-60 Days overdue £000's | 61-90 Days overdue £000's | >90 Days overdue £000's | Total Overdue £000's |
|--------------------------------|--------------------------------|---------------------------------|---------------------------------|-------------------------------|----------------------------|
| Total Overdue Debtors | 3,034 | 2,550 | 609 | 486 | 6,680 |

| Notional Split | £m |
|-------------------|-------------|
| Blood | 12.0 |
| Clinical Services | 9.3 |
| ODT | 14.3 |
| Plasma | 20.8 |
| | 56.4 |

| Top 5 > 90 days Overdue Debtors £000's | Nov-21 | | Dec-21 | |
|--|-------------------------------|----------------------------|-------------------------------|----------------------------|
| | >90 Days overdue £000's | Total Overdue £000's | >90 Days overdue £000's | Total Overdue £000's |
| CROYDON HEALTH SERVICES NHS TRUST | 69 | 305 | 138 | 405 |
| BARTS HEALTH NHS TRUST | 52 | 1,002 | 45 | 1,285 |
| IMPERIAL COLLEGE HEALTHCARE NHS TRUST | 44 | 710 | 42 | 644 |
| UNIVERSITY COLLEGE LONDON | | | 33 | 46 |
| EAST SUFFOLK AND NORTH ESSEX NHS FOUNDATION TRUST | | | 19 | 126 |
| GREAT ORMOND STREET HOSPITAL FOR CHILDREN NHS FOUN | | | 15 | 136 |
| BOLTON NHS FOUNDATION TRUST | 28 | 28 | | |
| LEEDS TEACHING HOSPITALS NHS TRUST | 20 | 76 | | |
| Total 5 Overdue Debtors | 213 | 2,121 | 292 | 2,641 |
| Other Debtors | 224 | 4,577 | 195 | 4,038 |
| Total Overdue Debtors | 436 | 6,699 | 486 | 6,680 |

| >90 DAYS OVERDUE | Profile by Month | | | | | | | | | | | | |
|-----------------------------|--------------------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
| | Actual Apr-21 £000s | Actual May-21 £000s | Actual Jun-21 £000s | Actual Jul-21 £000s | Actual Aug-21 £000s | Actual Sep-21 £000s | Actual Oct-21 £000s | Actual Nov-21 £000s | Actual Dec-21 £000s | Actual Jan-22 £000s | Actual Feb-22 £000s | Actual Nov-21 £000s | Actual Mar-22 £000s |
| | Target Range Between £0.5m and £1.0m | | | | | | | | | | | | |
| Ledger Balance at month end | 369 | 467 | 497 | 775 | 648 | 492 | 407 | 436 | 486 | | | | |

Contribution Statement– as at December 2021

Post allocation of costs via the ABC model

| Year to date Actual £m | Blood & Components inc. R&D | Diagnostics | | Stem Cells | | | TAS | TES | ODT | NHSBT |
|---|--------------------------------|---------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|----------------|
| | | RCI | H&I | CMT | CBC | SCDT | | | | |
| Income/Funding | | | | | | | | | | |
| Prices | 221.9 | 15.2 | 9.7 | 8.5 | 0.0 | 3.7 | 9.4 | 11.5 | 0.0 | 279.7 |
| Central Funding from DHAs | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 9.0 | 9.0 |
| Grant in Aid (DHSC Funding) | 30.7 | 0.3 | 0.2 | 0.2 | 0.1 | 3.3 | 0.2 | 0.3 | 53.4 | 88.6 |
| Other | 4.4 | 0.7 | 0.5 | 0.6 | 2.1 | 0.0 | 0.4 | 0.0 | 1.5 | 10.2 |
| Total Income/Funding | 256.9 | 16.2 | 10.4 | 9.3 | 2.2 | 6.9 | 9.9 | 11.8 | 63.9 | 387.5 |
| Expenditure | | | | | | | | | | |
| Variable Costs | (25.7) | (1.4) | (2.9) | (1.5) | (0.7) | (0.6) | (2.5) | (1.9) | (2.4) | (39.7) |
| Variable Contribution | 231.2 | 14.9 | 7.5 | 7.8 | 1.4 | 6.3 | 7.4 | 9.9 | 61.5 | 347.8 |
| Direct Costs | (122.5) | (7.5) | (5.6) | (5.0) | (1.5) | (3.2) | (3.9) | (8.3) | (47.6) | (205.1) |
| Direct Contribution | 108.7 | 7.4 | 1.8 | 2.7 | (0.1) | 3.1 | 3.5 | 1.6 | 13.9 | 142.7 |
| Direct Support Costs | (72.3) | (4.9) | (0.6) | (2.3) | (0.5) | (1.6) | (1.0) | (2.3) | (7.4) | (92.9) |
| Total Allocated Costs | (220.5) | (13.8) | (9.2) | (8.9) | (2.7) | (5.4) | (7.4) | (12.5) | (57.4) | (337.7) |
| Total Unallocated Costs | (22.6) | (1.8) | (1.1) | (1.1) | (0.3) | (0.7) | (0.9) | (1.5) | (8.3) | (38.4) |
| Operating Net Surplus / (Deficit) | 13.8 | 0.7 | 0.1 | (0.7) | (0.9) | 0.8 | 1.6 | (2.2) | (1.8) | 11.4 |
| Transformation | (10.5) | (0.2) | (0.1) | (0.1) | (0.0) | (0.1) | (0.1) | - | (6.4) | (17.7) |
| Net Surplus / (Deficit) Inc Transformation | 3.3 | 0.5 | (0.0) | (0.8) | (0.9) | 0.7 | 1.5 | (2.2) | (8.3) | (6.3) |
| Budget | 4.2 | (0.6) | 0.0 | (1.3) | (0.5) | (0.6) | (0.3) | (3.5) | (13.3) | (15.8) |
| Variance | (0.9) | 1.1 | (0.0) | 0.5 | (0.4) | 1.3 | 1.7 | 1.2 | 5.1 | 9.6 |
| RAG | R | G | G | G | R | G | G | G | G | G |

Blood at "Red" reflecting the adverse variances being seen in Blood Supply.

Specialist Services at "green", primarily as a result of conservative budgets, except for CBC where expected project income is projected to arrive later than plan (and still expected in Q4).

TES improved, but still in persistent deficit. Growth/pricing plan aimed at break even over next 3 years.