



**BUOYANT DEVELOPMENT MOMENTUM:  
+3,014 NEW BEDS SINCE MARCH 2011**

**2012 SALES GUIDANCE: €1,425M  
2010 – 2012 GROWTH: +48%**

### **NEW FINANCING**

- **REAL-ESTATE PARTNERSHIP WITH COFINIMMO: €500M OF ASSETS WITHIN THE NEXT 5 YEARS**
  - **AUTHORIZED UNDRAWN CREDIT FACILITIES €150M**

#### **Puteaux, 15<sup>th</sup> November 2011**

ORPEA, now the leading European player in Long-Term Care (nursing homes), Post-Acute Care and Psychiatric Care), today announced its recent developments and presented its network at end-October 2011 as well as new financing.

#### **New developments**

Since March 2011, ORPEA has actively pursued its selective development policy, with acquisitions and authorisations corresponding to 3,014 new beds.

These developments were achieved within an environment marked by a large number of opportunities and particularly favourable acquisition conditions.

These 3,014 beds, which correspond to some 30 new facilities and to extensions to existing facilities, break down as follows:

- 2,028 operational beds;
- 539 beds to be renovated;
- 447 beds to be constructed.

**In France**, the 1,576 new beds concern all segments of the Dependency care sector (Long-Term Care, Post-Acute Care and Psychiatric Care). These acquisitions were achieved:

- in majority via acquisitions that perfectly meet the Group's historical criteria: strategic locations that complement the current network, combined with substantial growth and profitability potential in the medium-term;
- and also via new authorisations, principally with the creation of a 90-bed long-term care facility located on avenue Mozart in the upmarket 16<sup>th</sup> arrondissement of Paris, which should open at end-2013.

Abroad, the Group has also continued its expansion policy in the countries where it already operates.

**In Spain**, ORPEA acquires a group of 6 recent facilities (including real-estate), representing 1,162 beds, all located in central Madrid or the close suburbs. This acquisition represents a unique opportunity, both in terms of quality of assets (80% of private single rooms) and price, in a country where long-term care needs are substantial and where the private sector is still fragmented. The Group has thus reached a critical size in Spain, with close to 3,000 beds, forming a network of modern and well-located facilities in which its Quality procedures and management principles are developed.

**In Belgium**, the Group has strengthened its positioning as a major player through the acquisition of 276 beds, thus pursuing its development in both Flanders and the Walloon area of Belgium.

These 3,014 new beds will eventually represent **sales of around €100m** once they are all opened, renovated and in cruising mode.

### A European network of 36,714 beds, including a growth reservoir of 9,517 beds

As of 31<sup>st</sup> October 2011, ORPEA has now positioned itself as the leading European player in dependency care, with **36,714 beds spread across 394 sites** broken down as follows:

	<b>TOTAL</b>	<b>France</b>	<b>Spain</b>	<b>Belgium</b>	<b>Italy</b>	<b>Switz.</b>
Operational beds	30,658	23,808	2,938	2,980	857	75
<i>of which currently being renovated</i>	3,461	2,771	0	650	40	0
Beds under construction	6,056	4,782	0	819	365	90
<b>Total number of beds</b>	<b>36,714</b>	<b>28,590</b>	<b>2,938</b>	<b>3,799</b>	<b>1,222</b>	<b>165</b>
<b>Total number of sites</b>	<b>394</b>	<b>322</b>	<b>22</b>	<b>36</b>	<b>12</b>	<b>2</b>

### 2-year embedded growth: +48%

Yves Le Masne, CEO, comments: *"Thanks to its low dependency to the economic and financial context, ORPEA has pursued a buoyant development policy in recent months, with more than 3,000 new beds, almost 50% of them abroad, with particularly favourable acquisition conditions.*

*Thus, over the last two years, ORPEA has strengthened its position as a key European player in Dependency care, with 10,000 new beds, whilst favouring high value-creating and profitable projects and pursuing its Quality policy in favour of the wellbeing of its residents and patients.*

*Following sales growth of +37% over the previous two years (2008 - 2010), ORPEA is further accelerating its momentum with embedded growth of +48% over 2010 - 2012. Thanks to its unique growth reservoir consisting of 9,517 beds to be renovated or constructed, ORPEA intends to achieve annual sales of €1,425m in 2012. This performance will continue to be accompanied by solid profitability and an increase in cash flow."*

### Real-estate partnership with Cofinimmo

Within the framework of its real-estate strategy and its willingness to diversify its financing, ORPEA has just reached an agreement on a strategic partnership with Cofinimmo, Belgium's leading listed real-estate company, which specialises in health property in Belgium and France.

With this partnership, the two partners will gradually create Joint Ventures whose purpose will consist in acquiring, holding and leasing real-estate assets that will be operated by ORPEA (nursing homes, post-acute clinics and psychiatric clinics).

The leasing of the assets held by the Joint Venture will result in annually-indexed rent and will be governed by the signing of a triple net commercial lease with an initial fixed term of 12 years.

The acquisition prices and rents will be determined asset by asset as the partnership is implemented.

Cofinimmo will hold 51% of each Joint Venture's share capital and the ORPEA group's OPCI collective real-estate fund will hold the remaining 49%.

The two partners intend to carry out investments for a total amount of €500m assets over the next five years. These investments will mainly apply to ORPEA's future developments.

This unique partnership in health sector real estate, with one of the sector's leading players, will allow ORPEA to accelerate its future development whilst retaining significant control over its real estate assets and ensuring its future profitability, thereby respecting its real-estate strategy.

This real-estate financing agreement, which supplements the existing tools, confirms the appeal and quality of ORPEA's real-estate portfolio, as well as the confidence investors have in the Group's operational management.

### Authorized undrawn credit facilities increased to €150m

ORPEA has put in place new bilateral credit lines and today has authorized undrawn credit facilities totalling €150 million enable it to pursue its development through targeted acquisitions.

### Strategy: pursuance of a dynamic and selective development policy

Doctor Jean-Claude Marian, Chairman, concludes: *"Thanks to the experience, loyalty and knowhow of its teams, ORPEA has seen particularly buoyant growth over the last two years, enabling it to increase its short-, medium- and long-term visibility in terms of both sales and profitability.*

*This growth will continue in coming years, in France and abroad, with the sector currently offering numerous acquisition opportunities. ORPEA will continue to focus on the countries in which it already operates whilst respecting its acquisition criteria: independent facilities or small groups enabling value-creation.*

*Bolstered by its new size, the Group will be able to rely on its numerous assets in order to continue to provide care solutions to dependent people whilst striving to continually improve the quality of its services:*

- *significantly strengthened financial flexibility;*
- *a large number of mature facilities enabling solid profitability and cash flow to be generated;*
- *acknowledged knowhow in running high-quality facilities;*
- *in-house expertise in prospecting acquisitions and in designing, constructing and renovating facilities."*

**Next press release: 2011 annual revenue  
8<sup>th</sup> February 2012, before market**

**About ORPEA** ([www.orpea.com](http://www.orpea.com)): Listed on Euronext Paris since April 2002 and a member of the Deferred Settlement Service, the ORPEA group is the leading European player in the Long-Term Care and Post-Acute Care sectors.

As of 31<sup>st</sup> October 2011, the Group has a unique European network of healthcare facilities with 36,714 beds (30,659 of them operational) spread across 394 sites, including:

- 28,590 beds in France: 23,808 operational (including 2,771 being renovated) + 4,782 under construction, spread across 322 sites,
- 8,124 beds in Europe (Spain, Belgium, Italy and Switzerland): 6,850 operational (including 690 being renovated) + 1,274 under construction, spread across 72 sites.

**Listed on Euronext Paris Compartment A** of NYSE Euronext  
Member of the **CAC Mid 60** and **SBF 120** indices - Member of the **SRD**  
ISIN: FR0000184798 - Reuters: **ORP.PA** - Bloomberg: **ORP FP**



### Investor Relations:

#### ORPEA

Yves Le Masne  
CEO

Steve Grobet  
Investor Relations  
Tel: +33 (0)1 47 75 74 66  
Email: [s.grobet@orpea.net](mailto:s.grobet@orpea.net)

#### NewCap.

Dusan Oresansky / Emmanuel Huynh  
Tel: +33 (0)1 44 71 94 92  
[orpea@newcap.fr](mailto:orpea@newcap.fr)