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# Post-acute, rehabilitation and psychiatric hospitals

Analyst meeting 4 December 2018



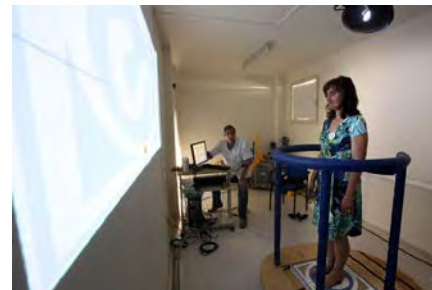


Rehab. Clinic in Switzerland

Post-acute and rehabilitation



- ✦ To provide medical care and rehabilitation services following surgery or an acute episode of a chronic illness
- ✦ Both on inpatient and outpatient basis
- ✦ With high-quality technical platform and advanced technologies
- ✦ In France, Germany, Austria, Poland, Italy, Switzerland
- ✦ Strong development and interest in all the countries in order to:
  - Reduce the length of stay in acute-care hospitals
  - Reduce the cost for public / private insurance
  - Accelerate and improve the rehabilitation of workers and elderly



## Geriatric post-acute

- ✦ For patients of 75 and over and with high risk of dependency
- ✦ For polypathological patients

## Haemato-oncological post-acute

- ✦ Care for patients post related-cancer surgery
- ✦ Care for patients with chemotherapy treatment

## Functional re-education

- ✦ Care for patients after orthopaedic surgery and traumatology
- ✦ Post hip or knee replacements, post spinal surgery care, chronic back pain

## Neurology

- ✦ Readjustment relating to neurological complaints such as stroke
- ✦ Patients with a degenerative neurological disease (preventive, therapeutic actions)

## Cardiovascular post-acute care

- ✦ Follow-on care for cardiac and vascular patients (bypass)
- ✦ Care following cardiological intervention (stent) and cardiac prosthesis (artificial heart or transplant)

## Respiratory post-acute care

- ✦ Readjustment following cardiothoracic surgery
- ✦ Care following lung transplant or lung reduction surgery for cancer

## Highly specialized rehabilitation care units

- ✦ Patients in vegetative state, ventilated patients
- ✦ Specialised units for children with cardiovascular or respiratory disease

## Offering of outpatient services by adding new day hospitals in all countries

### Geriatric outpatient center

- ✦ Geriatric oncology
- ✦ Geriatric post-stroke
- ✦ Neurodegenerative disease
- ✦ Prevention of loss of autonomy risk
- ✦ Malnutrition
- ✦ Educational therapy of the helpers

### Neurological outpatient center

- ✦ Stroke
- ✦ Multiple sclerosis
- ✦ Parkinson's disease

### Chronic disease outpatient center

- ✦ Diabetes
- ✦ Heart disease
- ✦ Respiratory failure
- ✦ Chronic ulcerations

# Modern, high-quality technical platforms

- 1 Physiotherapy
- 2 Ergotherapy
- 3 Hydrotherapy
- 4 Diagnostic and assessment platform
- 5 Exercise tests (cardiology)
- 6 Isokinetics



Technical platform



Physio room



Gym



Specialised technical platform  
(cardiology)



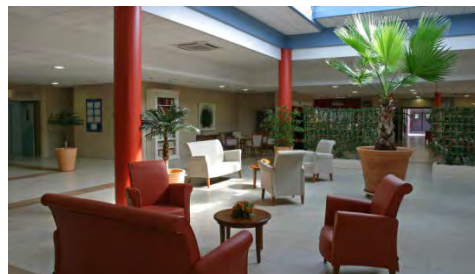
Hydrotherapy





# High quality of accommodation

- ✦ New or renovated buildings
  - Average age: 10 years
  - Purpose-built, functional architecture
- ✦ High-quality hotel services:
  - On-site catering with plated service
  - Comfortable rooms, most of which are single-occupancy
  - A range of services
- ✦ Living areas open to the outside world
  - Social and cultural activities and daily therapeutic workshops
  - Interaction with local charities



Relaxation room



VIP restaurant



Terrace - Green spaces



Relaxation room



Restaurant



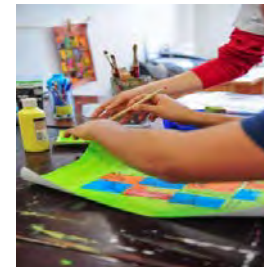
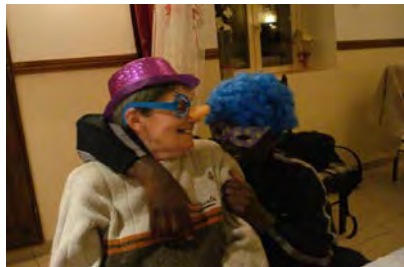
Bedroom



Psychiatric care



- ✦ People with mental health issues following voluntary admission
- ✦ From pediatric to geriatric psychiatry
- ✦ Different hospital status: full hospitalisation, outpatient, in-patient hospitals for socially isolated patients who can go to the clinic in the evening for psychological support and assistance
- ✦ Multi-disciplinary team and variety of psychotherapeutic approaches: psychotherapists, occupational therapists, art therapists, sport physiotherapists
- ✦ Presence in France, Germany, Spain, Italy, Switzerland, Netherlands



①

## PSYCHIATRIC SPECIALTIES

- ✦ Mood disorders: depression, bipolar disorder
- ✦ Anxiety disorders: obsessive compulsive behaviour, panic attacks, anxiety, social phobia
- ✦ Addictions
- ✦ Eating disorders
- ✦ Sleeping disorders
- ✦ Post-traumatic stress disorders
- ✦ Burn-out

②

## SPECIALISED UNITS

- ✦ For adolescents and young adults aged 5 to 25 (in Austria, Spain and France)
- ✦ Special mother-and-child psychiatric rehabilitation unit (in Austria and Germany)
- ✦ Geriatric psychiatric units
- ✦ Long-term psychiatric disorders requiring 24-hour-a-day protection and support (Netherlands)



Specific equipments depending on the medical plan and the pathologies treated:

- ✦ **Neurofeedback** using an electro-encephalographic to teach patients self-control of brain functions
- ✦ **Electro-convulsive therapy** highly effective in cases of severe depressive episodes or treatment-resistant major depressive disorder
- ✦ **Deep Transcranial Magnetic Stimulation (TMS)** is used to treat depression, post-traumatic stress disorder, addiction or obsessive-compulsive disorders (OCD)
- ✦ **Virtual Reality Therapy** (used to treat phobias, eating disorders and addictions) consists of immersing the patient in a virtual environment related to the disorder



Deep TMS



Neurofeedback



Virtual Reality





ORPEA's network of clinics

# ORPEA network of clinics: European presence



200 facilities



8 countries in Europe



23 years of experience







Recent international developments





## Acquisition of Clinica Holistica



- ✦ Psychiatric clinic focusing exclusively on stress-related diseases using various psychiatric and therapeutic approaches (physiotherapeutic, art, quigong, music etc)
- ✦ Created in 2010 and recently renovated to high standards
- ✦ Premium facility of 61 beds with possibility of being extended
- ✦ Daily price of CHF 460 for the accommodation
- ✦ Located in Susch, a very peaceful place in Switzerland



## Creation in Veyrier (Geneva)



- ✦ Dual care offer: psychiatric with a focus on mood disorders (14 beds) and functional re-education (28 beds)
- ✦ Those two cares are lacking in the Geneva canton
- ✦ Premium facility offering high-performance technical equipment platform
- ✦ Daily price of CHF 750 - 1,000
- ✦ Opening in 2018



Ability to expand by greenfield and acquisition thanks to the reputation



# Development in Spain: acquisition of a highly reputed psychiatric hospital in Madrid



- ✦ **Clinic López Ibor**, founded in 1965, has 70 private rooms
- ✦ **Very well-known** medical institution specializing in mental illness and disorders, previously managed by the ex-president of the World Psychiatric Association
- ✦ **Premium location:** Madrid (Puerta de Hierro) in a quiet residential area and well communicated to the city center with significant additional land surface to be built
- ✦ **Diversified and high quality offer:**
  - Psychiatric hospitalization
  - External practices (psychiatry, neuropsychology, neuropsychiatry and psychology)
  - Emergency psychiatric services
  - Day hospital services
- ✦ **Agreements with 30 insurance companies** and mutual companies such as Adeslas, Axa, Aegon, Allianz, Asisa, DKV, Mapfre, etc.



First acquisition in mental health in Spain with lot of upside



- ✦ Founded in 2005, Woonzorgnet is a private healthcare provider of psychiatric care (sheltered housing, day care and outpatient living)
- ✦ Network: 7 facilities / 162 beds, a model adapted to the country culture
- ✦ WZN benefits from an excellent reputation amongst both clients and municipalities and provides:
  - Sheltered housing, day care and outpatient living support
  - Personal assistance by personal coordinator and living facilitation
  - Electronic client file
  - Daytime activities
  - Learning modules such as psychological well being, empowerment, healthy eating and exercise, personal care and hygiene
- ✦ Average length of stay: between 6 months and 3 years but people can stay at WZN for the rest of their life
- ✦ 134 employees and a strong management team with a culture similar to ORPEA's



 Strong growth platform for the Netherlands





# Poland: new greenfield mixing nursing homes, Rehab and assisted living

- ✦ Purchase of several buildings of which some are classified in the **historical center of Poznan**: a unique and prestigious part of the City Center of Poznań; just a few steps away from The Old Market Square, which is the pride of the city of Poznań
- ✦ Creation of a healthcare complex of 3 buildings / **400 beds** :
  - 1 nursing home 166 beds
  - 1 assisted living 73 apartments
  - 1 rehab clinic 158 beds
  - Ambulatory care and home care
- ✦ Opening expected in 2021

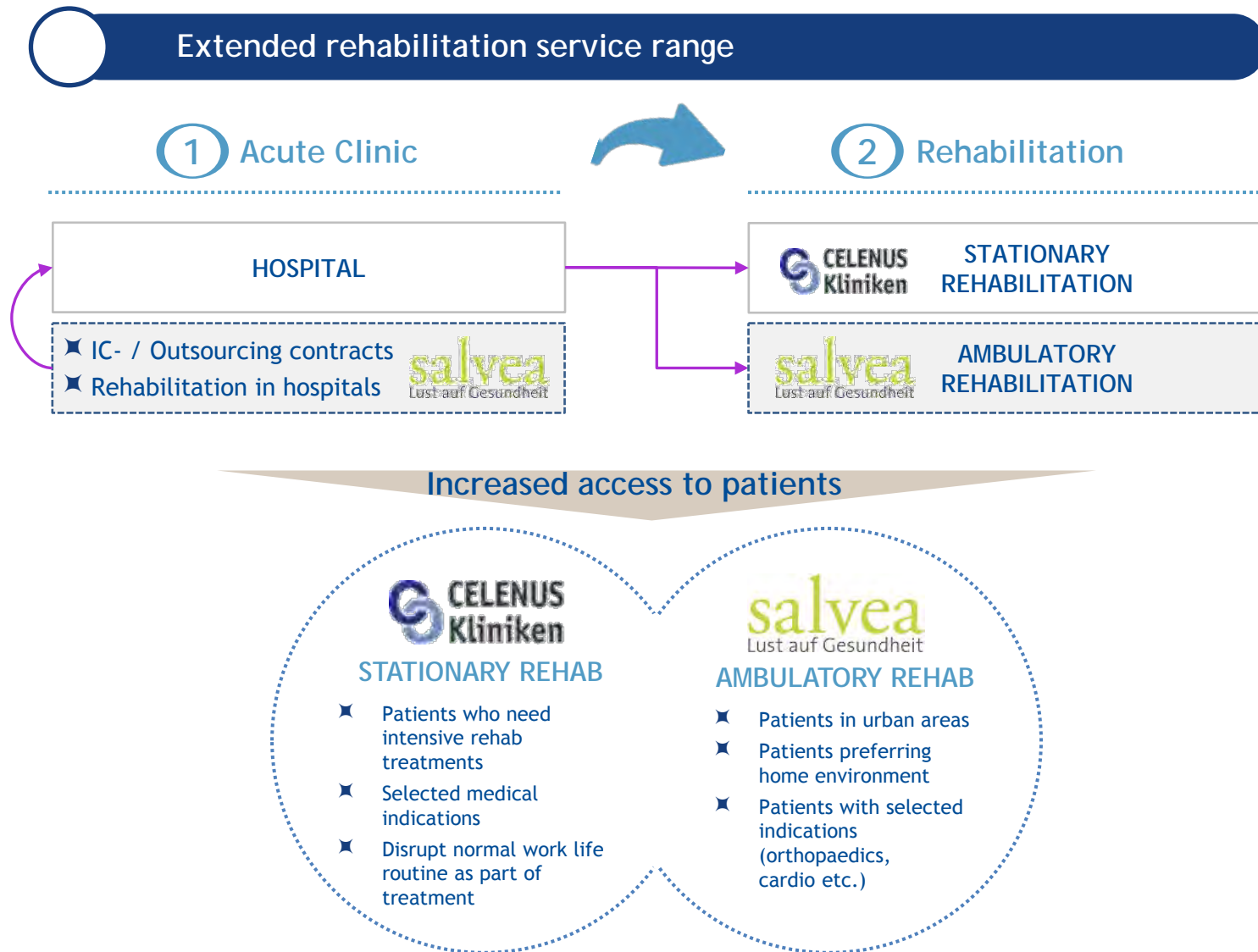


A high value project



- ✦ “Ambulatorisation“ in the German rehabilitation market: ambulatory rehabilitation cases have grown by 13% every year between 2000 and 2014
  - Cheaper (approx. 30%) solution than stationary rehab. for insurers (Between 2005 and 2014, payments related to ambulatory rehabilitation have increased by 70% to 100% depending of the insurance)
  - Requested by the patients: more than 40% of patients want more ambulatory rehabilitation offers
  - Developments in medical technology and treatments reducing needs for stationary rehabilitation
- ✦ Founded in 2003, Salvea (=Inoges) is a market leader in Germany, primarily engaged in outpatient centers in rehabilitation and therapeutic services
- ✦ 31 units taking care of more than 5 million patients per annum with 1,000 employees
- ✦ Revenue of more than €50m
- ✦ Location of the facilities in urban areas with good local infrastructure in attractive federal states with high income (i.e. North-Rhine Westphalia, Hesse and Bavaria)
- ✦ Strong recognition and reputation of Salvea brand: ISO 9001-certified quality management, a norm that is recognized nationally and internationally as the most important certification in quality management









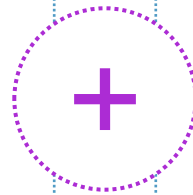
Development prospects

## Strong needs for high quality and technical care in all countries:

- ✦ Specialized stationary rehabilitation facilities (neuro, cardio, oncology, etc)
- ✦ Outpatient rehabilitation centers
- ✦ Private psychiatric unit in city centers due to increasing modern psychiatric diseases (addictions, eating disorders, burn-out, ...)
- ✦ Low level of competition

## ORPEA strength and tools:

- ✦ Strong track-record in Rehab and mental health: more than 20 years of experience in greenfield and restructuration of facilities
- ✦ Technical and innovative know-how
- ✦ Strong capacity to attract qualified staff and experienced talents ready for international expansion



## International expansion in rehab and mental health:

- ✦ Greenfield in city centers
- ✦ Selective acquisitions of existing facilities in order to upgrade them to the highest level of quality