

## Q3 2021 revenue

November 2021





#### Confirmed positive dynamic dynamic in Q3 2021 Evidencing strong fundamentals

in€m	Q3 2021	Q3 2020	Reported growth	Organic growth
France / Benelux	681.7	602.2	+13.2%	+7.9%
Central Europe	282.6	257.0	+10.0%	+1.8%
Eastern Europe	100.8	99.7	+1.0%	+2.5%
Iberia + Latam	44.5	41.9	+6.2%	+5.8%
Other Countries	0.8	0.9	NA	NA
Total	1,110.4	1,001.7	+10.8%	+5.7%

#### Organic growth Q3 2021: **+5.7%**

#### Main acquisitions

- Ireland: Brindley, Firstcare, Belmont House
- > Switzerland: Sensato

#### **CONTINUED GROWTH MOMENTUM IN Q3 2021**

- > Confirmed recovery in activity levels: revenue +6.6% vs. previous quarter [+€70m]
- > All geographical zones contributed to revenue growth in Q3 2021
- > Confirmed recovery in occupancy rate for nursing homes and clinics across all geographies
- > M&A contribution > 5%, outlining ORPEA's successful external growth strategy



Q3 2021 organic growth well above average performance since Q1 2019 [+5.7% vs +3.3%]



in Q3 2021

## Recovering pre-Covid growth

#### **ORGANIC GROWTH AND REVENUE EVOLUTION SINCE Q4 2019**



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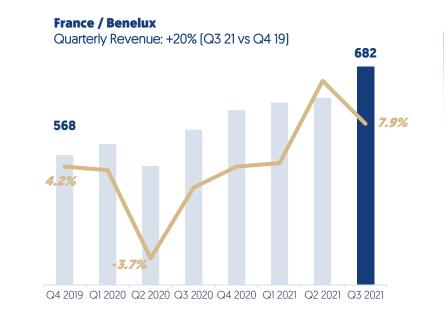
At Group level, organic growth representing more than half of reported growth for 2 consecutive quarters

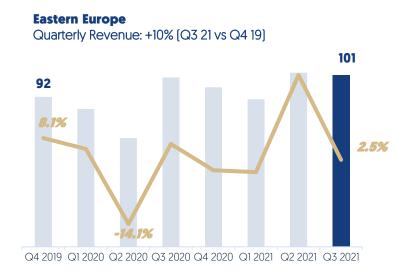


## Revenue and organic growth by geographical zones

Revenue (€m)

Organic growth [%]

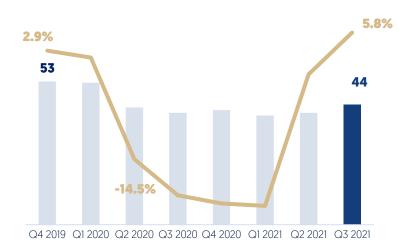




**Central Europe** Quarterly Revenue: +16% (Q3 21 vs Q4 19)



#### Iberia + Latam



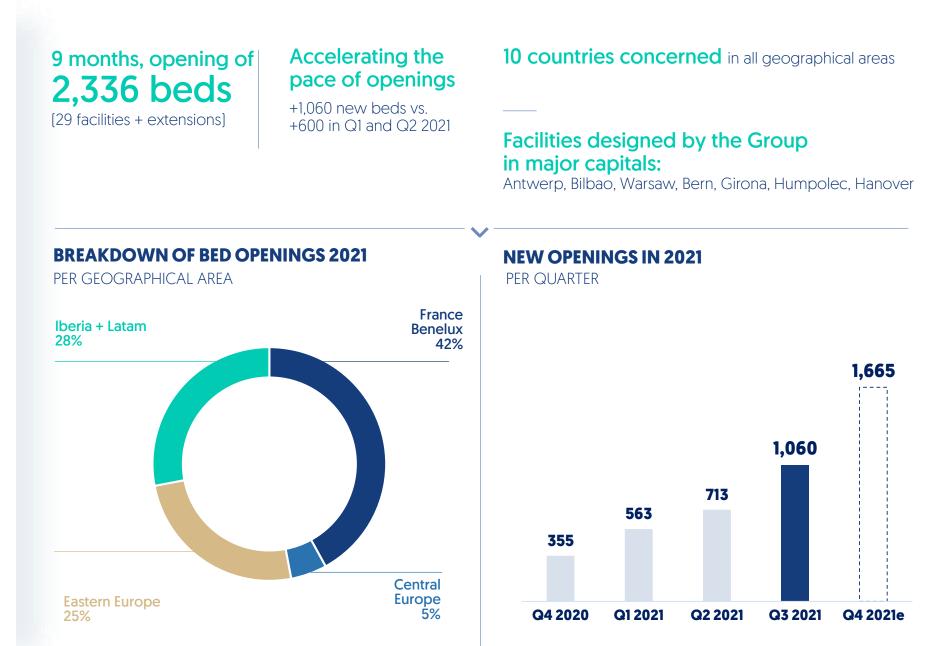
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All geographical zones returning to sustained organic growth levels



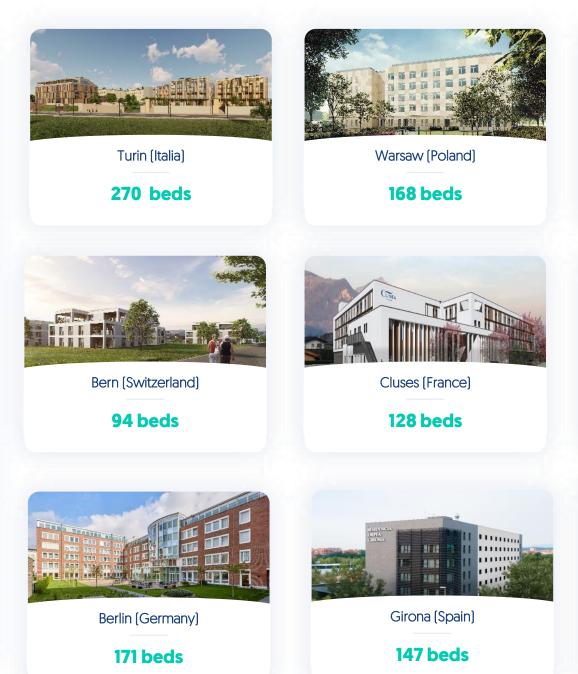
## 2021 openings in line with objective

4,000 additional beds for FY 2021 is confirmed





### Examples of openings in 2021





Villach (Austria)

**150 beds** 



Bilbao (Spain)

**104 beds** 



Humpolec (Czech Rep.)

**204 beds** 

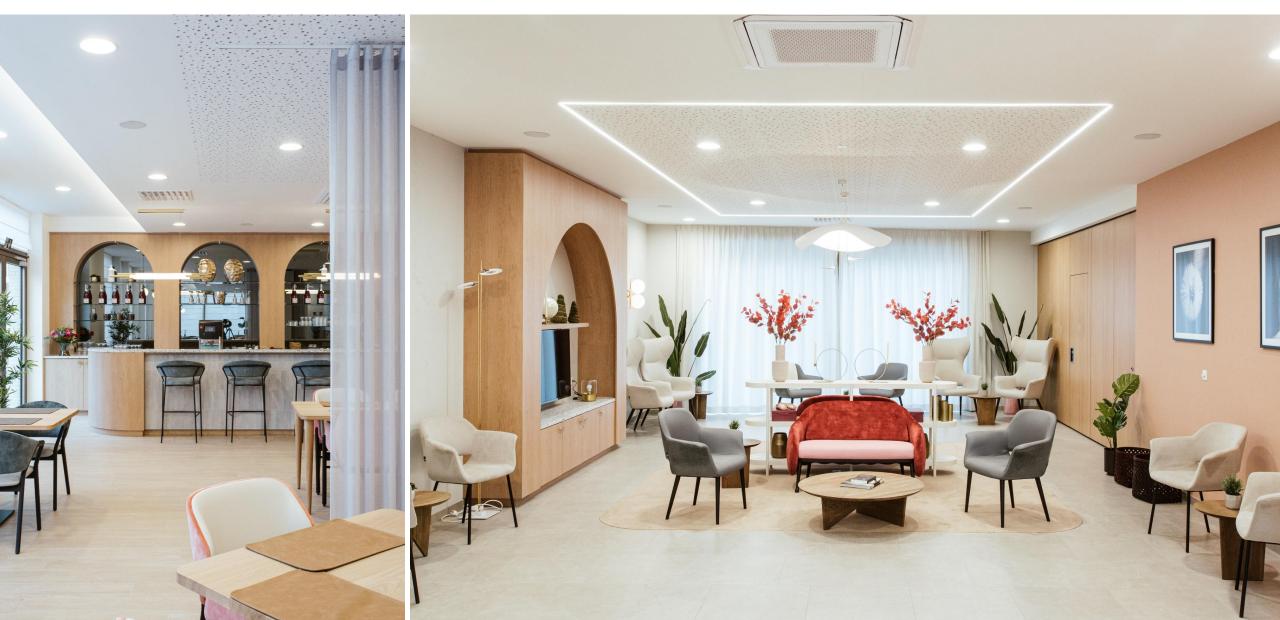
#### Rehabilitation clinic in Cluses (France) – 128 beds





### Nursing home in Antwerpen (Belgium) – 118 beds





#### Rehabilitation clinic in Warsaw (Poland) – 168 beds











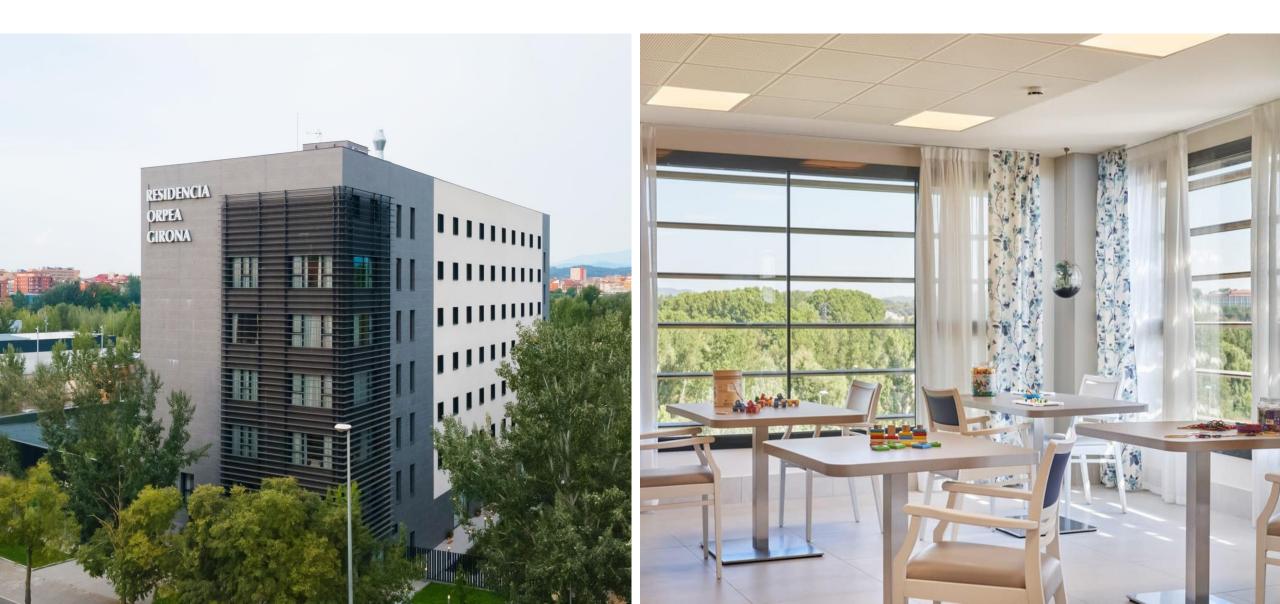
### Nursing home in Bern (Switzerland) – 94 beds











#### Nursing home in Bilbao (Spain) – 104 beds





#### Nursing home in Villach (Austria) – 150 beds





#### Nursing home in Berlin (Germany) – 171 beds





## **CSR Initiatives**





ORPEA partner of the Summit on economic inclusion 1<sup>st</sup> edition of the Summit on economic inclusion (« Sommet de l'inclusion économique ») under the leadership of Mr. Bruno Le Maire (French Finance Minister), along with other ministers and more than 50 companies and institutions already involved, intends to:

#### **Objectives:**

- promote diversity in the workplace as a key ingredient of debates
- demonstrate how diversity can foster economic growth and contribute to territories' economic inclusion
- share best practices
- > promote equal employment opportunities





Diversity, a major opportunity for success

#### **DIVERSITY IS KEY WITHIN THE HR POLICY OF THE ORPEA GROUP:**



 Gender equality: 65% of positions of responsibility are held by women within ORPEA



 Promoting the employment of young people (10% of employees aged less than 25 years-old) while retaining older workers (19 are aged 55 or above)



 Internships and apprenticeships within our facilities: 8,488 people worked for the Group in 2020



 Supporting organizations acting in favor of equal employement opportunities and professional integration: Rêv'Elles, Nos quartiers ont du talent, La Cravate solidaire...



> Help people with disabilities to access employement

## Outlook



# 2021 revenue guidance increased by stronger then expected organic growth







2021 revenue growth target increased 2 times during the year:

## 2021 objectives

PROFITABILITY	EBITDAR MARGIN H2 2021 > H1 2021	
REAL ESTATE	Disposals of €400m	



### Inflation effect on ORPEA



**INCREASE IN INFLATION** 

## Covid-19 and vaccination





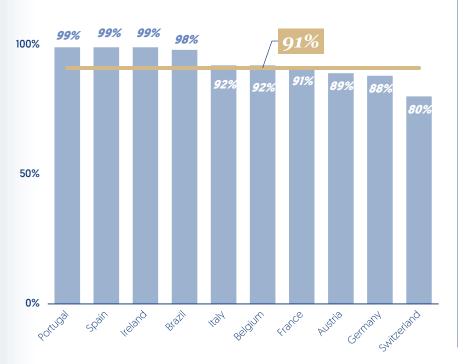
#### VACCINATION RATE OF RESIDENTS AND EMPLOYEES PER COUNTRY



Vaccination rate 91%



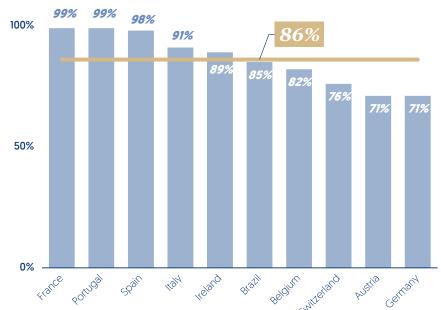
>90% of residents vaccinated as of 31.10.21





Vaccination rate Employees







Strong acceleration of vaccination among Employees



### Sanitary situation under control as of 31.10.21

Still very few positive cases, most of which asymptomatic

**NUMBER OF COVID+ RESIDENTS** 

4,000

3,000

2.000

1,000

0

Start of the

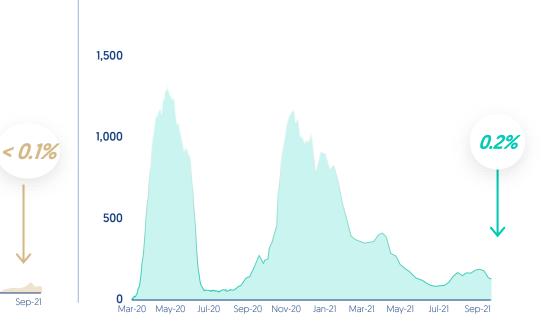
vaccination

Mar-20 May-20 Jul-20 Sep-20 Nov-20 Jan-21 Mar-21 May-21 Jul-21

< 0.1% COVID-19 positive residents

0.2% COVID-19 positive employees

#### NUMBER OF COVID+ EMPLOYEES



More than 90% of positive cases are asymptomatic

More than 98% of facilities are Covid free