



New developments: 6 acquisitions in 3 countries

30 June 2021



3 acquisitions
in Ireland:
ORPEA becomes no. 1



Acquisition of FirstCare*

A long-standing player in long-term care

- › Founded in 1994, 4th largest private nursing home operator
- › A total of 8 facilities (857 beds)
 - 6 open (551 beds)
 - 2 under construction (306 beds)
- › A high-quality network: first-class reputation, single rooms make up over 90% of capacity, excellent locations, mainly in Dublin and neighbouring counties of Wicklow and Kildare
- › 2020 revenue: €32 million (at maturity: €50 million)
- › Acquisition of 50% of the real estate (2 opened facilities and 2 greenfield sites)



Great potential for development and complementary care offerings

- › Complements TLC and Brindley Healthcare geographically and in terms of synergies
- › Possibilities for expansion and specialisation in post-acute and rehabilitation
- › High growth potential taken on board with embedded revenue growth of over 55%



Attractive locations, close to the centre of Dublin,
that complement TLC and Brindley Healthcare locations

Facilities in excellent locations



Beneavin House
Dublin
150 beds



Mountpleasant Lodge
Kildare
81 beds



Beneavin Manor
Dublin
115 beds



Blainroe Lodge
Wicklow
71 beds

Acquisition of Belmont House and of the remaining stake (50%) in Brindley Healthcare

Acquisition of the remaining stake in Brindley Healthcare

- › ORPEA acquired 50% of Brindley in September 2020, with a buyout option on the horizon for 2022
- › A total of 10 facilities (574 beds), with expansion possibilities
- › Acquisition of 9 buildings
- › The takeover will enable the acceleration of synergies with TLC, then FirstCare



Simultaneous acquisition of the flagship facility in Dublin: Belmont House

- › Dublin's most beautiful facility with 157 beds and one of the best reputations in the country
- › A reputation for excellence in care, recognised by the Health Information and Quality Authority (HIQA)
- › Acquisition of the real estate



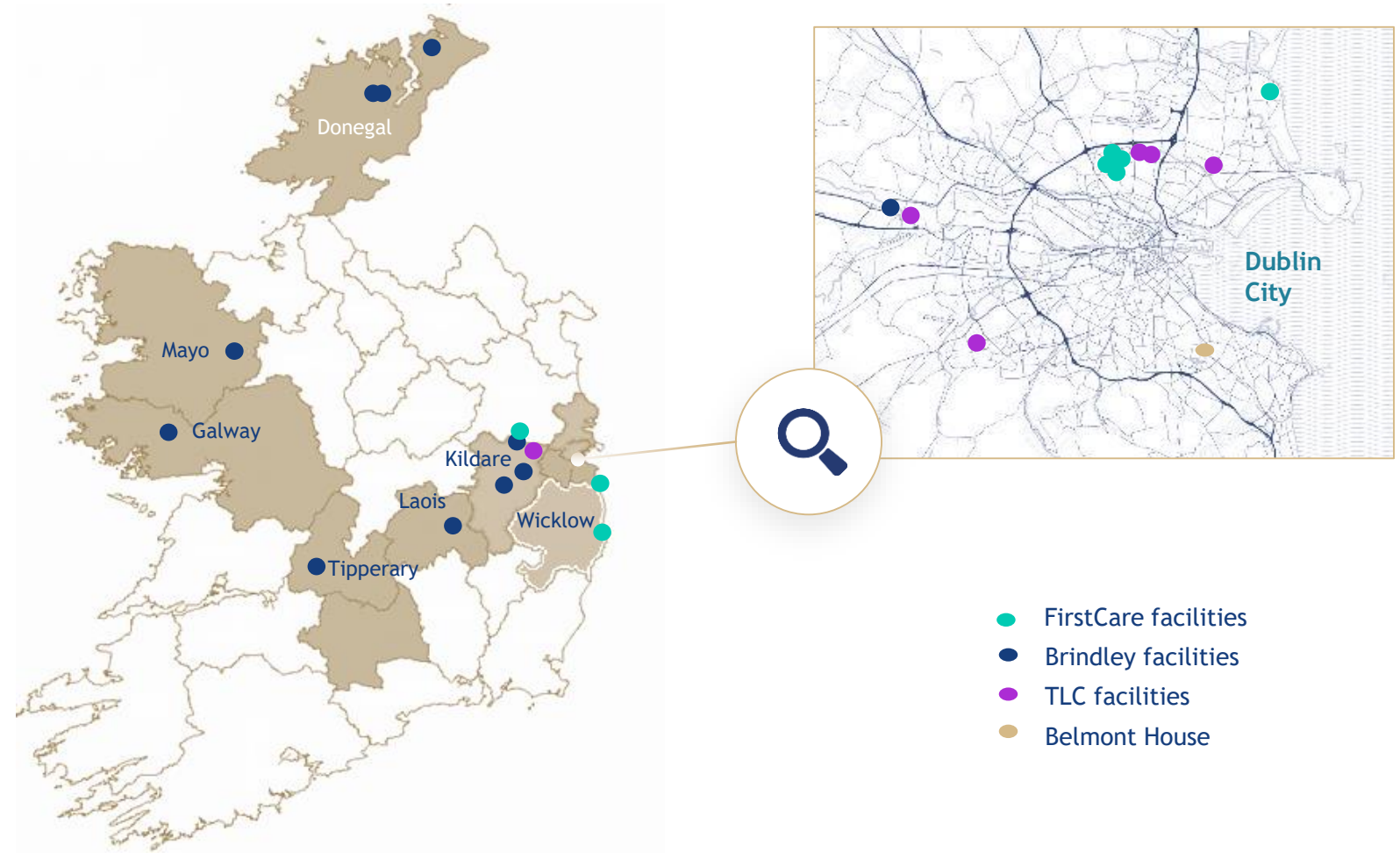
Belmont House

Dublin's most
prestigious flagship
facility



ORPEA becomes no. 1 in Ireland

A network of **25 facilities, 2,284 beds**
with future **revenue of over €135 million**



A solid development base in a growing market (> 10,000 beds to be built by 2030)

Switzerland: acquisition of Sensato AG



Acquisition of Sensato AG, 4th largest Swiss operator

A very-high-quality network

- › Founded in 2008, 4th largest Swiss operator, offering a mix of senior assisted-living facilities and nursing homes
- › A total of 7 facilities (443 beds), a third of which opened recently, in ramp-up phase
- › Excellent reputation, modern facilities less than 5 years old, located in the north and northwest of the country
- › 2020 revenue: €20 million



Great potential for value creation

- › ORPEA strengthens its position as the no. 2 in Switzerland
- › High upside potential
- › Complements Senevita geographically and in terms of synergies



→ **ORPEA strengthens its position as the no. 2 in the Swiss market**
with great potential for value creation

A network of
modern, good-
quality **facilities**

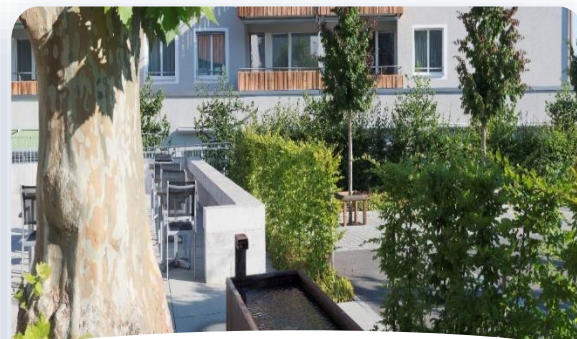
Sensato AG



Casa Hubpuent
Lenzburg (Aargau)



Casa Tulip
Biel (Bern)



Casa Sunnwies
Islikon (Thurgau)



Casa Guepf
Wohlen (Aargau)



Casa Giesserei
Arbon (Thurgau)



Casa Vivimius
Zurich

Spain:

ORPEA is no. 1 in
post-acute care and
rehabilitation
and mental health



Strategic acquisition* of Hestia, no. 1 group in post-acute care and rehabilitation and in psychiatry

An excellent reputation in medical care

- › Founded in 1992, the Hestia Group is the leader in the post-acute and rehabilitation and the psychiatry sectors in Spain
- › 14 facilities (2,131 beds) with a wide range of services: post-acute care and rehabilitation, palliative care, medium and long-term psychiatry, outpatient
- › A team that has received recognition from the supervisory authorities
- › Excellent locations: 64% of facilities in Madrid and Barcelona and 2 on the Balearic Islands
- › Acquisition of 7 buildings. 3 franchises
- › 2020 revenue: €70 million



ORPEA becomes no. 1 in post-acute care and rehabilitation and in psychiatry in Spain

- › Management teams will continue to support the Group to ensure its development
- › A unique base for accelerating progress in post-acute care and rehabilitation and in mental health in Spain
- › Complements the existing network well geographically and in terms of business activity



High-quality facilities

in excellent locations



Barcelona
98 beds



Barcelona
372 beds



Lleida
120 beds



Madrid
184 beds

Acquisition of 7 Sanitas facilities

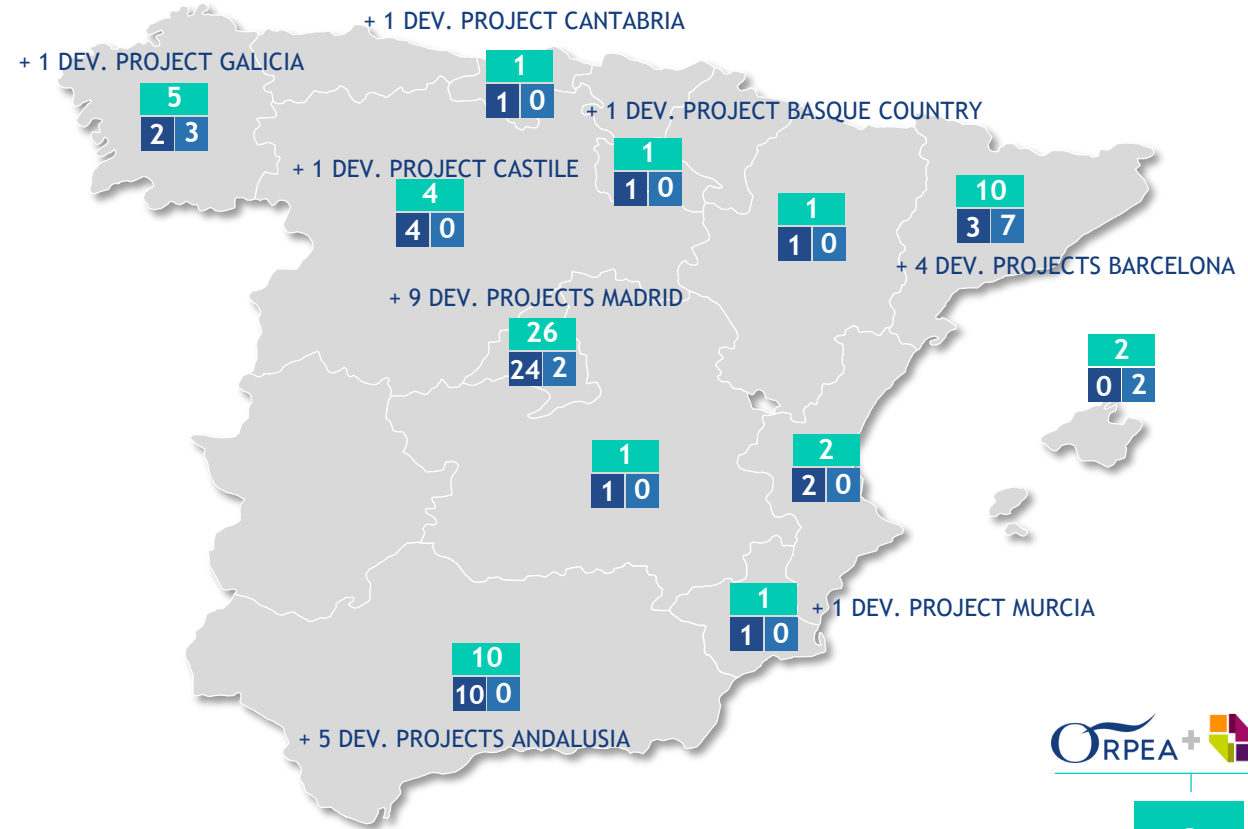
An opportunity to strengthen the Premium offering

- › Acquisition of 7 nursing homes (838 beds) from Sanitas (part of the Bupa Group)
- › 2 open facilities
- › 5 redeployment and construction projects in excellent locations in Madrid, Barcelona, Logroño and San Sebastián
- › Revenue at maturity of €25 million

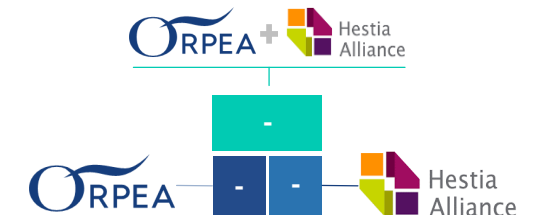


Selective acquisitions of nursing homes
to complete the ORPEA network across Iberia

Improved geographical coverage



87 facilities
> 14,300 beds
3 complementary businesses



6 complementary acquisitions



6 acquisitions illustrating the uniqueness of ORPEA's M&A strategy

Our M&A strategy



→ 6 acquisitions in 3 countries
42 additional facilities / 4,700 additional beds
€210 million in future additional **revenue**
A good boost for profitability

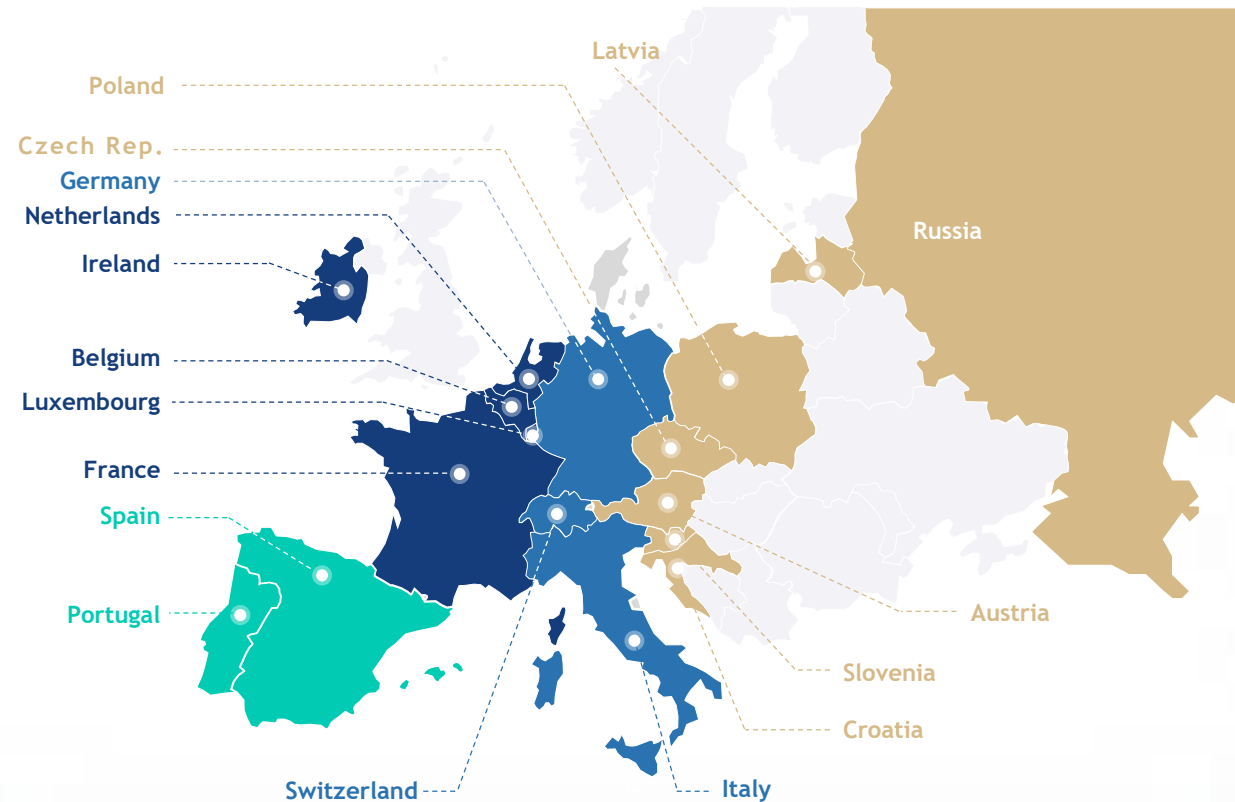
An improved global network

23 countries

1,156 facilities

116,514 beds

EUROPEAN NETWORK



France Benelux
586 fac.

49,207 beds

Central Europe
268 fac.

28,419 beds

Eastern Europe
142 fac.

15,255 beds

Iberian Peninsula +
Latin America
158 fac.

23,108 beds

Other country
2 fac.

525 beds

OUTSIDE EUROPE

LATIN AMERICA



34
fac.

4,744
beds

CHINA



2
fac.

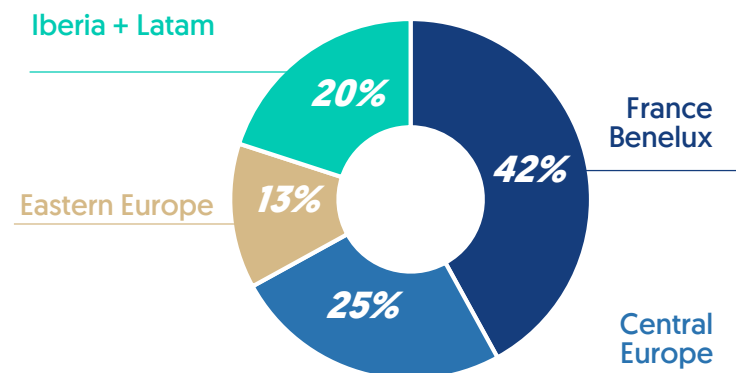
525
beds

Breakdown of beds and pipeline by geographical area























	Nb. countries	Nb facilities	Opened beds	Pipeline	Total beds
France Benelux	5	586	43,535	5,672	49,207
Central Europe	3	268	22,591	5,828	28,419
Eastern Europe	7	142	11,154	4,101	15,255
Iberia + Latam	7	158	12,735	10,373	23,108
New Countries	1	2	140	385	525
Total	23	1,156	90,155	26,359	116,514

NETWORK BREAKDOWN

BY GEOGRAPHICAL REGION



The most
important
pipeline
within the industry

	Nb. of facilities	Opened beds	Pipeline
France Benelux	586	43,535	5,672
 France	372	32,673	3,543
 Netherlands	116	1,676	1,168
 Belgium	71	7,230	268
 Luxembourg	2	-	365
 Ireland	25	1,956	328
Central Europe	268	22,591	5,828
 Germany	191	17,105	3,452
 Switzerland	47	3,509	858
 Italy	30	1,977	1,518
Eastern Europe	142	11,154	4,101
 Austria	87	7,041	954
 Poland	23	1,190	1,696
 Czech Rep.	20	2,044	784
 Slovenia	9	551	467
 Latvia	1	202	
 Croatia	1	126	
 Russia	1		200
Iberia + Latam	158	12,735	10,373
 Spain	87	11,311	2,989
 Portugal	37	728	3,336
 Brasil	22	471	2,487
 Uruguay	3	100	209
 Colombia	4	-	641
 Mexico	5	125	711
Other countries	2	140	385
 China	2	140	385

Growth pipeline doubled in 3 years

Beds under construction

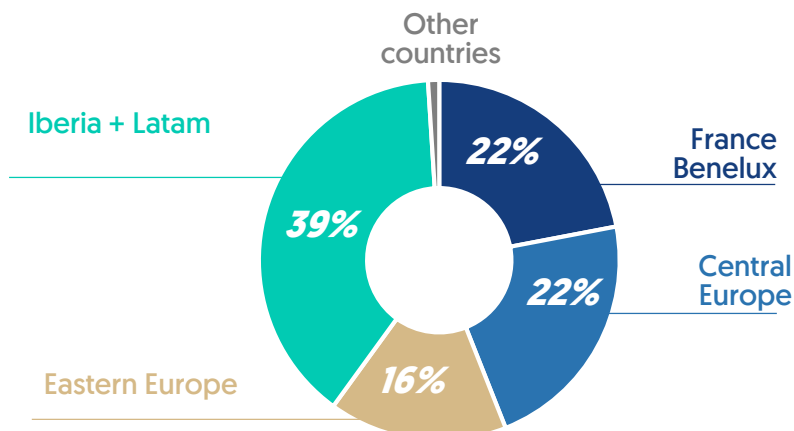
26,359

% pipeline vs. opened beds

30%

PIPELINE BREAKDOWN

PER GEOGRAPHICAL AREA



2021 objective: revenue growth target raised

