



## FURTHER SOLID GROWTH IN Q3 2013:

REVENUE UP 11% TO €407M

- ORGANIC GROWTH OF 7.1%

**2013 REVENUE GUIDANCE CONFIRMED AT €1.6BN**

### Puteaux, 6<sup>th</sup> November 2013

ORPEA, the leading European player in Long-Term Care (nursing homes), Post-Acute Care and Psychiatric Care, has today announced its sales for the third quarter of 2013 to 30<sup>th</sup> September.

### Solid revenue growth

In €m	Quarterly			9-months		
	Q3 2013	Q3 2012	Var.	2013	2012	Var.
<b>France</b>	<b>338.9</b>	307.4	<b>+10.3%</b>	<b>991.0</b>	909.1	<b>+9.0%</b>
<i>% of total sales</i>	83%	84%		83%	86%	
<b>International</b>	<b>67.7</b>	59.2	<b>+14.4%</b>	<b>198.4</b>	142.1	<b>+39.6%</b>
<i>% of total sales</i>	17%	16%		17%	14%	
<b>Belgium</b>	40.4	34.7		118.2	71.1	
<b>Spain</b>	12.4	12.1		37.2	36.8	
<b>Italy</b>	9.8	8.7		28.6	22.9	
<b>Switzerland</b>	5.1	3.7		14.3	11.3	
<b>Total sales</b>	<b>406.6</b>	366.5	<b>+10.9%</b>	<b>1,189.5</b>	1,051.2	<b>+13.1%</b>
<i>Organic growth<sup>1</sup></i>			<b>+7.1%</b>			<b>+7.1%</b>

<sup>1</sup> Organic growth reflects the following factors: 1. the growth in sales (in period n vs. period n-1) of existing facilities as a result of changes in their occupancy rates and daily rates, 2. the growth in sales (in period n vs. period n-1) of restructured facilities or those with capacity increased during period n or n-1, and 3. sales generated in period n by facilities set up in period n or n-1. Organic growth includes the improvement in sales recorded at recently-acquired facilities by comparison with the previous equivalent period.

### Ongoing momentum in new facility openings

In the third quarter of 2013, ORPEA opened almost 500 new beds, through six newly created or refurbished facilities in all of its areas of expertise within the long-term and mid-term care sector.

Since the start of the year, the Group has opened 1,700 new beds in France, Belgium, Italy and Switzerland. These facilities are particularly attractive. They are located in the heart of major urban areas, feature modern architecture that is well suited to long-term care needs, and offer high-quality care and lifestyle plans delivered by highly trained staff committed to ensuring the well-being of residents and patients.

To accompany this growth, the Group has already created over 800 long-term jobs in 2013, providing new staff with fulfilling training and career prospects.

### Development in China

In addition to its growth in Europe, ORPEA is continuing its successful move into China:

- it has identified a number of new projects, on which its teams are negotiating financial and administrative terms;
- it has established several contacts with regional governments, offering sites to meet their needs;
- the Group is looking at plans to work with major Chinese institutions in both the private and public sectors.

### Long-term profitable growth ahead

Yves Le Masne, ORPEA's CEO, made the following comments: *"ORPEA continued its strong growth momentum in the third quarter of 2013, achieving revenue growth of 11%.*

*Organic growth also remained very firm at 7.1%, representing additional revenue of almost €26m during the quarter. This was driven by:*

- *high occupancy rates in mature facilities;*
- *the rapid build-up of new facilities opened in the last 12 months, confirming their strong strategic positioning and their ability to meet the needs and expectations of residents and patients.*

*The Group's performance in the first nine months of 2013 shows the effectiveness of its value-creating growth model, and its very limited exposure to the economic and financial environment. International growth remains solid, with revenue up almost 40% in the first nine months.*

*As a result, ORPEA is very confident of hitting its 2013 targets, i.e. revenue of €1.6 billion, increase of profitability and a firm grip on debt.*

*Looking ahead, visibility is very good because the Company has 8,500 beds being built or undergoing refurbishment. Combined with the sector's strong fundamentals connected with population ageing, ORPEA is already expecting 2014 to be another year of profitable growth and continued development in Europe and China."*

## Next press release: sales for 2013 full-year 12 February 2014 before market opens

### About ORPEA ([www.orpea-corp.com](http://www.orpea-corp.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.

At 1<sup>st</sup> March 2013, the Group had a unique European network of 431 healthcare facilities with 40,374 beds (34,972 of them operational), including:

- 29,477 beds in France: 26,488 operational (including 2,334 being renovated) + 2,989 under construction, at 339 facilities,
- 10,897 beds in Europe (Spain, Belgium, Italy and Switzerland): 8,484 operational (including 912 being renovated) + 2,413 under construction, at 92 facilities.

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



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