



## SOLID SALES GROWTH IN H1 2013: UP 14.3% TO €782.7 MILLION

- ORGANIC GROWTH: UP 7.1%
- INTERNATIONAL GROWTH: UP 58%

## 2013 SALES TARGET CONFIRMED AT €1,600 MILLION

### Puteaux, 9<sup>th</sup> July 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 second quarter and the first half of 2013 to 30<sup>th</sup> June.

In €m	Quarterly			Half-Year		
	Q2 2013	Q2 2012	Var.	H1 2013	H1 2012	Var.
<b>France</b> <i>% of total sales</i>	<b>331.8</b> 83%	302.8 87%	<b>+9.5%</b>	<b>652.1</b> 83%	601.8 88%	<b>+8.4%</b>
<b>International</b> <i>% of total sales</i>	<b>66.5</b> 17%	45.4 13%	<b>+47.7%</b>	<b>130.7</b> 17%	82.9 12%	<b>+57.7%</b>
<b>Belgium</b>	38.9	17.6		77.9	36.4	
<b>Spain</b>	12.2	15.5		24.8	24.6	
<b>Italy</b>	9.8	7.4		18.8	14.2	
<b>Switzerland</b>	5.6	4.8		9.2	7.6	
<b>Total sales</b> <i>Organic growth<sup>1</sup></i>	<b>398.4</b>	348.2	<b>+14.4%</b> <b>+7.3%</b>	<b>782.7</b>	684.7	<b>+14.3%</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.

Yves Le Masne, ORPEA's Chief Executive Officer, commented: *"In second quarter 2013, ORPEA continued to report significant sales growth of 14.4%, after an increase of 14.2% in the first quarter.*

*In the first half, ORPEA again demonstrated the quality and the efficiency of its business model, with strong sales growth of 14.3% to €782.7 million, surpassing its full-year target of 12%.*

*This performance can be attributed to the combination of a rigorous, value-creating acquisition policy and robust organic growth of 7.1%.*

*The occupancy rate of mature facilities remained very high in all of the countries where ORPEA operates, while the ramping up of recent openings is proceeding faster than expected.*

*ORPEA opened 540 beds (new construction and restructuring) in France and internationally in the second quarter, bringing the total for the first-half to nearly 1,200 beds, all in modern facilities in strategic locations. This strategy of new openings, we have once again been able to create more than 600 stable jobs.*

*International business reported strong growth of 57.7% and now contributes 17% of consolidated sales. In keeping with its development strategy, ORPEA's goal is to significantly increase the share of revenues generated internationally in the years ahead through selective developments:*

- *in European countries that continue to face the daunting challenges of an ageing population,*
- *in China, which must also face now the challenges of an ageing population.*

*On the strength of its excellent first-half performances and favourable development prospects, ORPEA confidently reiterates its full-year target of 12% sales growth, to €1,600 million, in 2013, along with solid operating profitability and tight control of debt."*

**Next press release: results for the 1<sup>st</sup> half of 2013,  
11 September 2013 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 **CAC Mid 60** and **SBF 120** indices - Member of the **SRD**  
ISIN: FR0000184798 - Reuters: **ORP.PA** - Bloomberg: **ORP FP**

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