



**2013 Full-Year results**

**ORPEA**

LIFE GOES ON WITH US

- 1. Introduction**
- 2. Acquisition of stake by CPPIB**
- 3. Development in China**
- 4. ORPEA Network**
- 5. 2013 FY results**
- 6. Acquisition of Senevita**
- 7. Conclusion**





## Overview

Dr. Jean-Claude MARIAN M.D. - Chairman

ORPEA

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## Business: global dependency care

- ✧ Nursing homes
- ✧ Post-acute and rehabilitation facilities
- ✧ Psychiatric care facilities



## A European network of 460 facilities

- ✧ 45,296 beds
- ✧ 30% of the beds abroad
- ✧ Pipeline of 8,339 beds under construction or refurbishment (52% abroad)



## Supporting regional economies

- ✧ 1,300 jobs created each year
- ✧ Support improvements to local amenities
- ✧ Partnerships with schools and local charities





## KEY DEVELOPMENTS IN 2013

- ✧ **Opening of 1,800 beds** in 2013
- ✧ **Increase of the network of 2,629 beds** (Excl. Senevita)
- ✧ Several authorizations granted (Ex. Paris 15<sup>th</sup>) and some extensions



## ANOTHER YEAR OF PROFITABLE GROWTH

- ✧ Solid sales growth: 12.5%
- ✧ Improved profitability: **EBITDAR margin up 100bp**



## INCREASED FLEXIBILITY

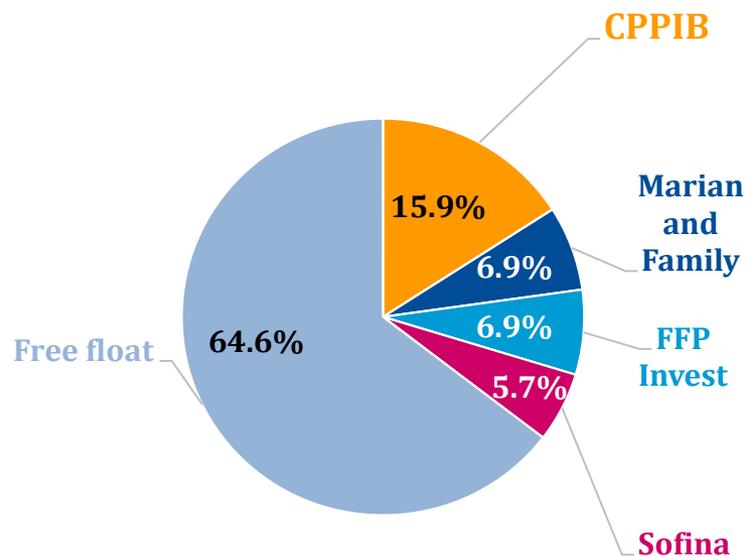
- ✧ Bond and ORNANE issues
- ✧ Success of €100m capital increase
- ✧ **€69m reduction in net financial debt** compared with 31.12.12



## ACQUISITION OF A STAKE BY CPPIB

- ✧ **Strategic long-term shareholder, Partner of ORPEA**
- ✧ A new phase of development
- ✧ Improved visibility and growth capacity

## Shareholders % of share capital



## A diversified board with complementary skills

### ✧ Board members:

- Dr Jean-Claude Marian – Chairman
- Yves Le Masne – CEO
- Brigitte Michel
- Alexandre Malbasa
- Jean Patrick Fortlacroix
- FFP Invest (Thierry Mabillet de Poncheville)
- Sofina (Sophie Malarne Lecloux)
- CPPIB (Alain Carrier)

✧ **Board members bring specific expertise and new contacts for the development of the Group**

# ORPEA, winner of “Prix du financement de l’économie”

## Equity Transaction category

**Aim: Rewarding mid-sized companies which have carried out major financial transactions**

- ✧ **4 selection criteria:** innovation, technical excellence, quality of communication about the transaction and value creation
- ✧ **4 categories:** equity transaction, debt finance, LBO and Merger & Acquisition
- ✧ **3 nominees in the Equity Transaction category :** Criteo, Numéricable and ORPEA

**Les Prix  
du financement  
de l’économie**



*Prize awarded by Bernard Cazeneuve,  
Minister for the Budget at the Ministry of  
Economy and Finance*



**ORPEA won for simultaneous acquisition of a stake by CPPIB and capital increase via private placement**



**Acquisition of stake by CPPIB**  
Christian HENSLEY - CPPIB

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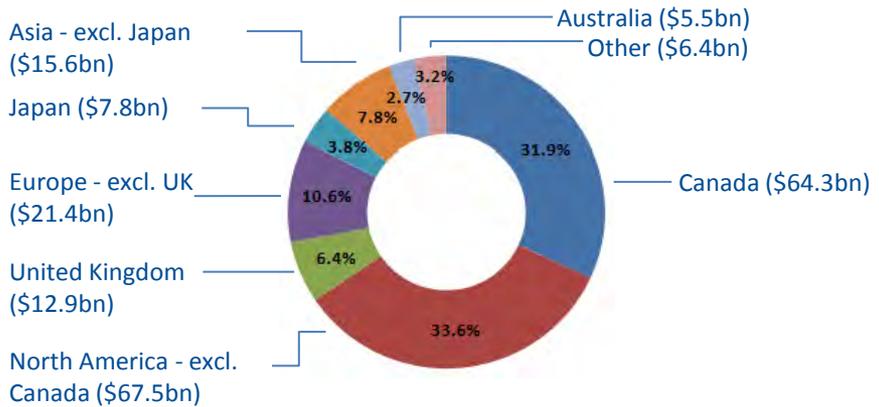
# Who is CPPIB (Canada Pension Plan Investment Board) ?



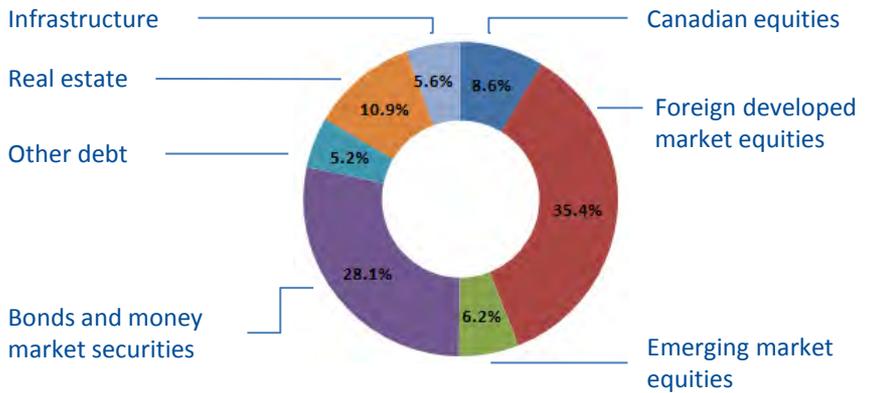
- ✧ CPPIB manages net assets of **C\$201.5 billion\*** on behalf of the Canada Pension Plan, **one of the 10 largest retirement funds** in the world
- ✧ CPPIB is a **global long-term investor** with certainty of assets and deep investment expertise. Its offices are located in Toronto, London, Hong Kong, New York and São Paulo
- ✧ CPPIB is a **provider of strategic, long-term capital** to leading public companies
- ✧ **Helps to create greater value** in a company through an ongoing, long-term partnership
- ✧ **Expertise in the global real estate market** with C\$23.0 billion\* of its total portfolio invested in real estate assets
- ✧ Shares a **common vision with ORPEA** on strategy and value creation

\* Source: CPPIB, as of December 31<sup>st</sup>, 2013

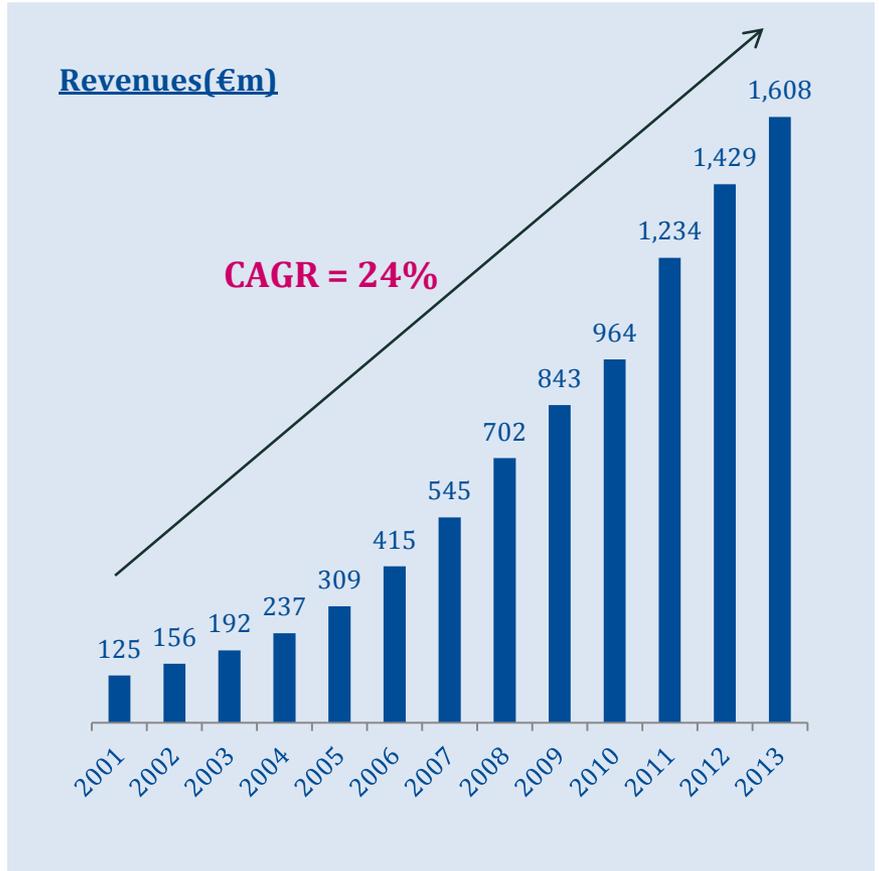
## Asset\* breakdown by region :



## Asset\* mix :



- 1. Experienced and committed management team
- 2. Strong track record of operational and financial performance
- 3. Demand growth driven by favourable demographics
- 4. Insufficient supply of long-term care facilities
- 5. High barriers to entry
- 6. Multiple avenues of growth





- ✧ **Support company for long-term value creation through market cycles**
- ✧ **Help fund future growth as appropriate**
- ✧ **Actively participate at the board level**
- ✧ **Contribute real estate expertise**
- ✧ **Support geographic expansion (CPPIB global reach)**



## Development in China

Dr. Jean-Claude MARIAN - Chairman

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## Strong fundamentals

- ✧ **Explosion in the number of very elderly people** : 35 million increase in number of people over 80 between 2000 and 2025 (to around 45 million)
- ✧ **Rising wealth**: 6.2 million people with annual income >\$300,000
- ✧ **Strong political will** to develop structure and encourage the entry of foreign private care providers with the necessary expertise

## Implementation of strategy

- ✧ **Several new projects** under consideration in Shanghai, Beijing and other cities with high purchasing power
- ✧ **Recruitment and structuring** of local teams
- ✧ **Translation and adaptation** of quality procedures, care plans and training programmes

## 1<sup>st</sup> plan for a nursing home

- ✧ **A 180-bed nursing home** in the City of Nanjing (population of 8 million, 10% over 65), under a partnership with the City authorities and Gulou hospital (10,000 beds)



A secure growth strategy

# Plan for a nursing home in Nanjing

- ✧ **Development of a 180-bed nursing home** in Nanjing
- ✧ **Nanjing:** the former imperial capital of China with a current population of 8.2 million (160,000 aged over 80 and 800,000 forecast by 2050)
- ✧ **Located** in a recently built, tree-lined **residential district** on the site of the new Gulou hospital project (10,000 beds)
- ✧ **Preliminary agreement** signed with the hospital and the public development company of the City of Nanjing



- ✧ December 3<sup>rd</sup>, 2013, signature of a **strategic partnership agreement** between ORPEA and China Development Orient, a subsidiary of China Development Bank Capital (CDBC)
- ✧ **CDBC: one of the major investment entities of the Chinese Government**, financing projects in newly developed urban areas and in major cities within China
- ✧ **CDBC will help ORPEA in its projects** by proposing properties and contributing to the financing of the projects
- ✧ **ORPEA will bring its knowledge and expertise by operating the facilities and training the employees**





## ORPEA network

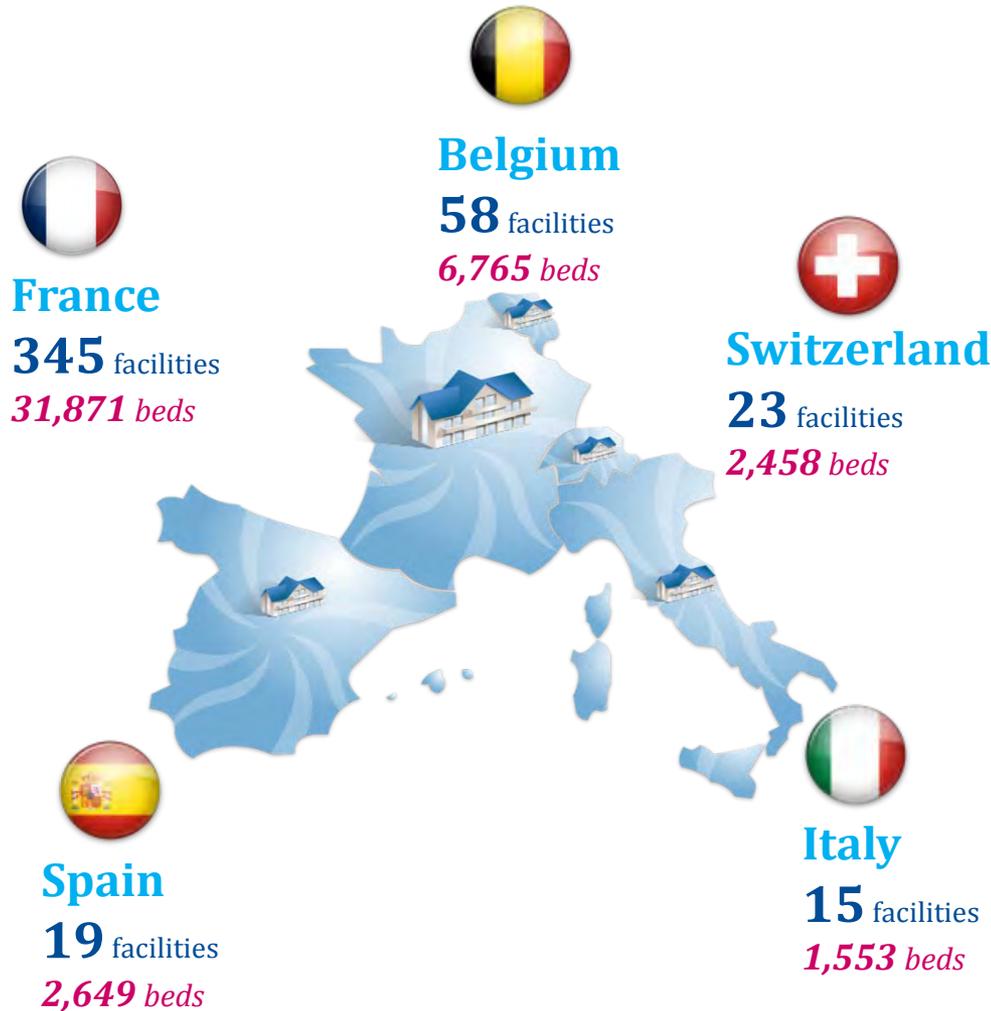
Jean-Claude BRDENK – Deputy CEO

Steve GROBET – Investor Relations Officer

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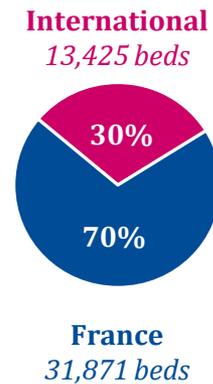
# A European network of 45,296 beds on 460 facilities



**Strong increase of the network:  
+ 4,922 beds in 12 months**

- \* Targeted development: 2,629 beds
- \* Senevita: 2,293 beds

**Increase of the international  
share**

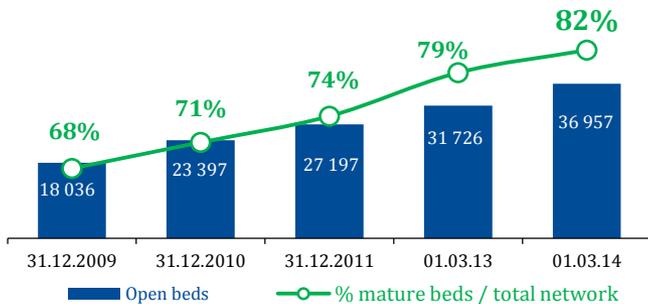


# A European growth reservoir of 8,339 beds

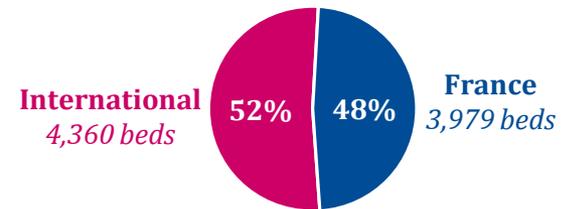
**Historical development of the network**  
Annual growth = ~ 3,400 beds = +17%



## Ramp-up in mature facilities



## A pipeline well balanced between France and International



# Strong development in all countries

	Open beds	Beds under refurbish.	Beds under construction	Pipeline (% beds in dvlp)	Update
 <b>FRANCE</b>	27,892	1,582	2,397	<b>13%</b>	✦ + 2,394 beds in 12 months ✦ Authorizations and extensions ✦ Targeted acquisitions
 <b>BELGIUM</b>	4,008	694	2,063	<b>41%</b>	✦ + 247 beds in 12 months ✦ Targeted acquisitions
 <b>SPAIN</b>	2,649	0	0	<b>0%</b>	✦ - 289 beds in 12 months ✦ Closing of 3 low profitability facilities
 <b>ITALY</b>	1,061	60	432	<b>32%</b>	✦ + 277 beds in 12 months ✦ Targeted acquisitions
 <b>SWITZERLAND</b>	1,347	0	1,111	<b>45%</b>	✦ + 2,293 beds ✦ Acquisition of Senevita

# European retirement home sector and ORPEA's growth strategy

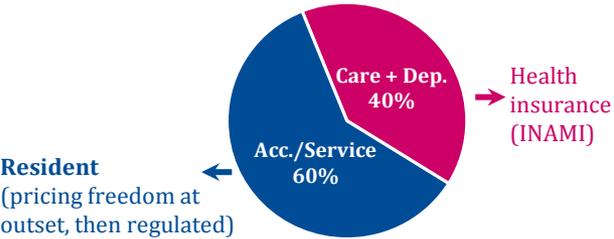
	FRANCE	BELGIUM	SPAIN	ITALY
	<p>FRANCE</p> <p>53% Public, 27% Private non-profit, 20% Private commercial</p>	<p>BELGIUM</p> <p>30% Public, 37% Private non-profit, 33% Private commercial</p>	<p>SPAIN</p> <p>40% Public, 40% Private non-profit, 20% Private commercial</p>	<p>ITALY</p> <p>47% Public, 35% Private non-profit, 18% Private commercial</p>
<b>Number of existing beds</b>	593,000	137,000	350,000	340,000
<b>ORPEA market share</b>	3.1%	4.8%	1%	<1%
<b>Sources of growth</b>	<ul style="list-style-type: none"> <li>• Independents in the private sector (appx. 30,000 beds)</li> <li>• Charity sector</li> <li>• Calls for projects</li> </ul>	<ul style="list-style-type: none"> <li>• Independents in the private sector</li> <li>• Authorisations</li> </ul>	<ul style="list-style-type: none"> <li>• Private sector groups in financial difficulties</li> </ul>	<ul style="list-style-type: none"> <li>• Authorisations</li> <li>• Charity sector</li> </ul>
<b>ORPEA strategy</b>	Selective according to locations	Authorisations Acquisition of establishments to restructure Focus on Flanders High quality projects	Acquisition of small groups on attractive terms Presence only in major cities	High quality projects Focus on Psychiatry and Post-acute



A selective strategy adapted to each country



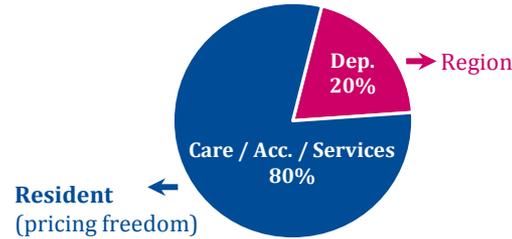
## BELGIUM



Average price per day: €110



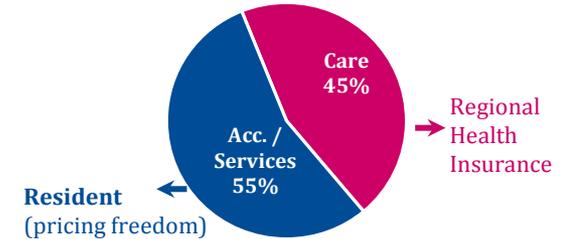
## SPAIN



Average price per day: €55



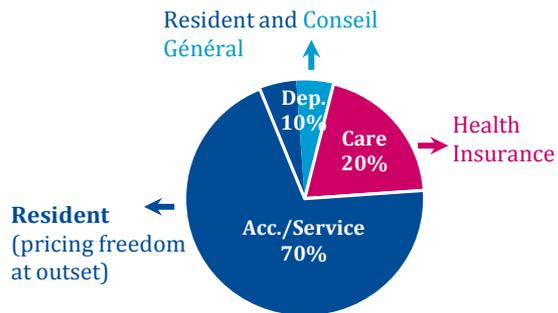
## ITALY



Average price per day: €90



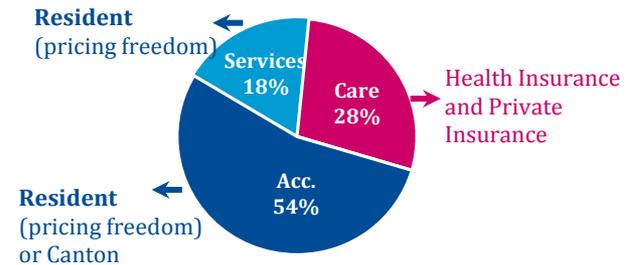
## FRANCE



Average price per day: €110



## SWITZERLAND



Average price per day: €170



## 2013 Full-Year results

Yves LE MASNE – CEO



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## 2013 INITIAL TARGET

## 2013 ACHIEVEMENTS

1 Revenue: €1,600m



**€1,608m**  
**+12.5%**

2 Solid organic growth



**+7.1%**

3 Higher profitability



**EBITDAR margin: 26.9%**  
**+ 100 bp**

4 Debt under control



**Net financial debt\*: €1,742m**  
**- €69m**

*\* Excluding debt associated with assets held for sale*

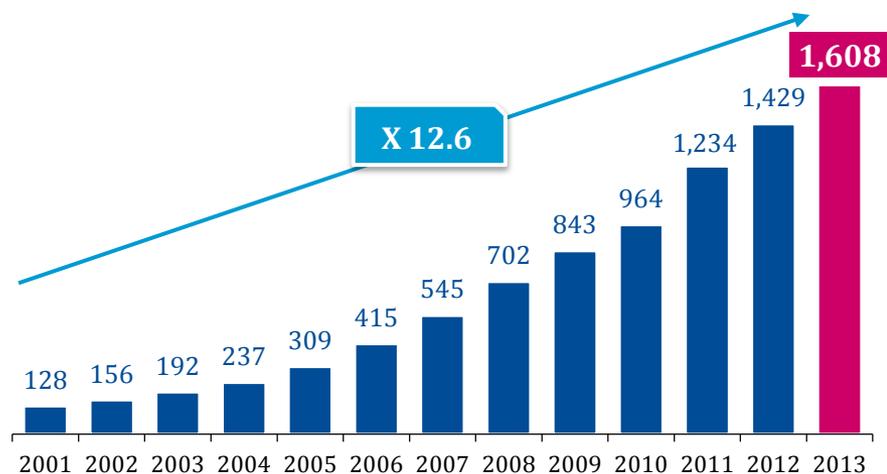
*Currently being audited*

# Solid growth in FY2013 revenues: +12.5%

In €m	2013	2012	%
<b>France</b>	<b>1342.3</b>	1227.4	<b>+9.4%</b>
	83%	86%	
<b>International</b>	<b>265.7</b>	201.9	<b>+31.6%</b>
	17%	14%	
Belgium	158.1	105.6	
Spain	49.6	48.7	
Italy	38.5	32.2	
Switzerland	19.5	15.4	
<b>Total</b>	<b>1607.9</b>	1429.3	<b>+12.5%</b>

**Strong organic growth in 2013**  
**+7.1% (= €100m)**

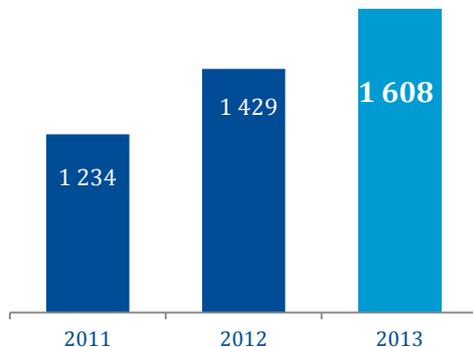
## ✧ Historical revenue growth:



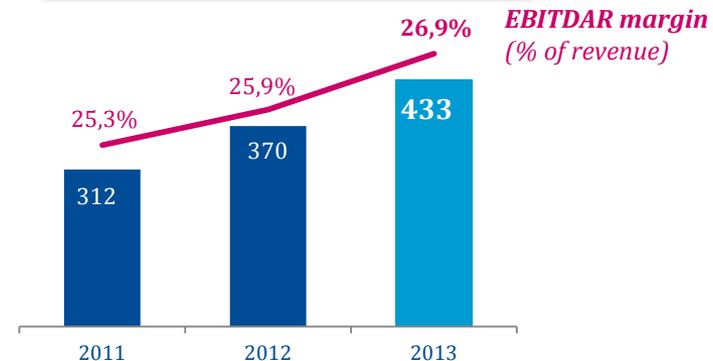
**CAGR on 2001 - 2013:**  
**+23.5%**

# 2011 – 2013: strong momentum in profitability growth

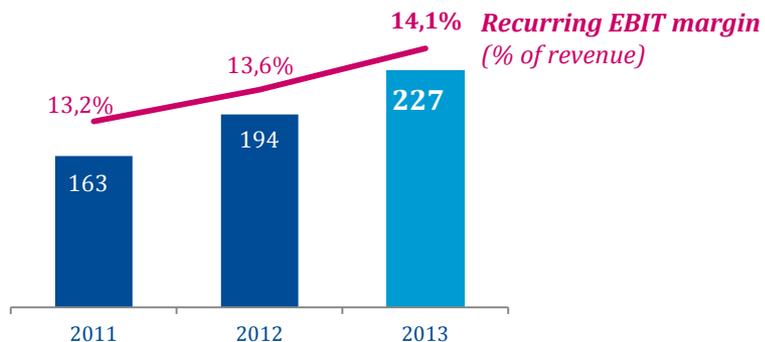
**Revenue (€m)**  
2013/2011: +30%  
**CAGR: +14%**



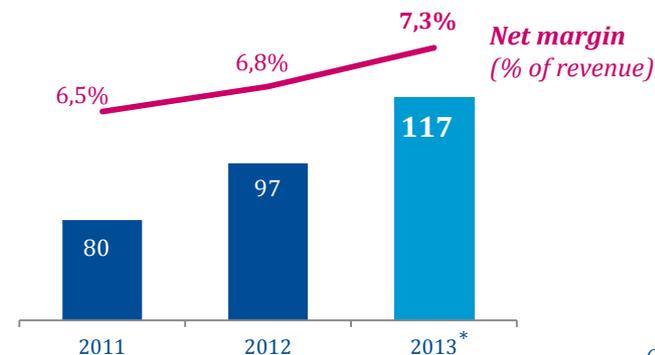
**EBITDAR (€m and % of revenue)**  
2013/2011: +39%  
**CAGR: +18%**



**Recurring EBIT (€m)**  
2013/2011: +39%  
**CAGR: +18%**



**Net profit (€m and % of revenue)**  
2013/2011: +46%  
**CAGR: +21%**



Currently being audited

\* Excluding changes in the fair value of the right to the grant of shares embedded in the ORNANE

CAGR: Compound Annual Growth Rate

# Strong increase in all profitability indicators

<i>In €m</i>	<b>2013</b>	<b>2012</b>	<b>%</b>
<b>Revenue</b>	<b>1,607.9</b>	1,429.3	<b>+12.5%</b>
<b>EBITDAR</b> (Recurring EBITDA before rent)	<b>433.2</b>	370.1	<b>+17.1%</b>
<b>Recurring EBITDA</b>	<b>298.0</b>	257.9	<b>+15.6%</b>
<b>Recurring EBIT</b>	<b>227.3</b>	194.4	<b>+16.9%</b>
<b>EBIT</b> (Operating profit)	<b>267.5</b>	221.3	<b>+20.9%</b>
<b>Net financial cost *</b>	<b>-90.1</b>	-72.8	<b>(+23.8%)</b>
<b>Profit before tax *</b>	<b>177.3</b>	148.5	<b>+19.4%</b>
<b>Net profit (group share) *</b>	<b>116.9</b>	97.0	<b>+20.5%</b>
<b>EPS (in €)</b>	<b>2.15</b>	1.83	<b>+17.5%</b>

Attributable net profit after marking to market the right to the grant of shares embedded in the ORNANE: €113.9m

\* Excluding changes in the fair value of the right to the grant of shares embedded in the ORNANE

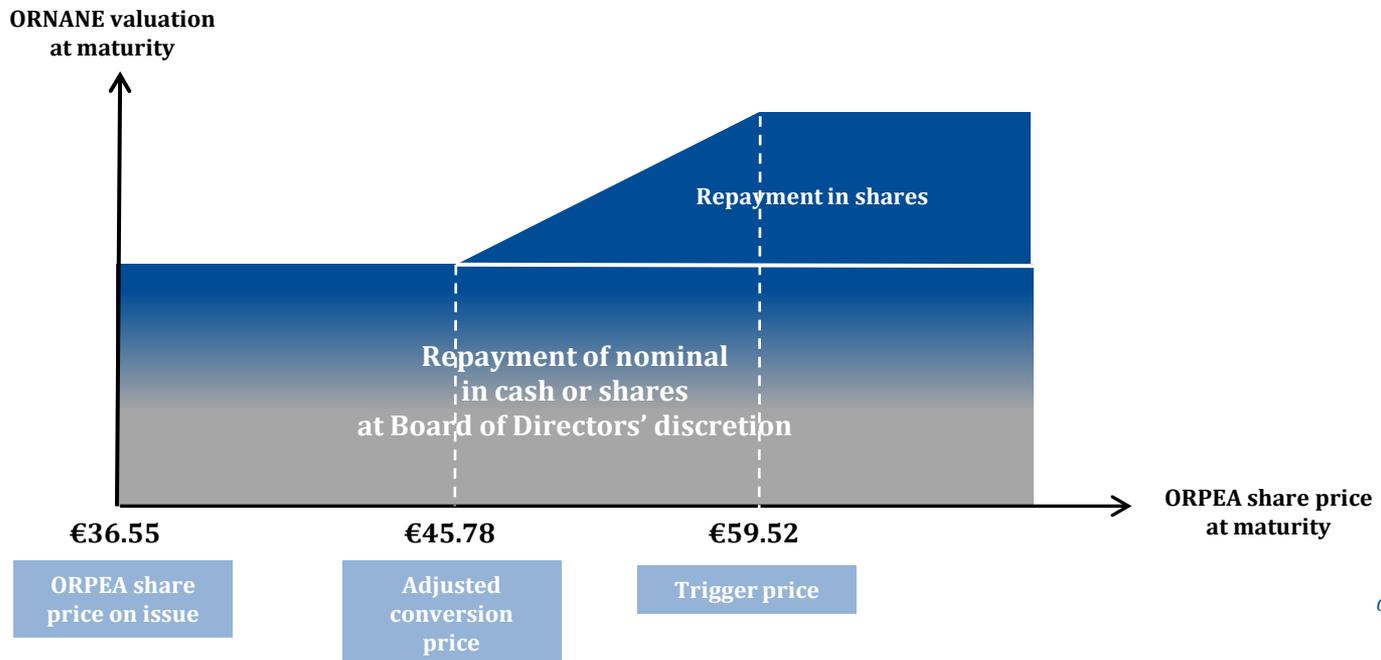
Currently being audited

- ✧ Issue of ORNANE for €198m on 9 July 2013: premium of 27%, annual interest rate of 1.75% and maturity January 2020
- ✧ **IFRS rules for treatment of convertible bonds:**
  - OCEANE: exact number of shares to be created in case of conversion is known => impact on shareholders' equity
  - ORNEANE: number of shares to be created not known at time of issue (because subject to decision by Board of Directors) => impact on income statement

This impact is the inverse of the trend in the share price (non-cash charge if the share price rises, non-cash income if the share price falls).

On maturity: neutral effect on shareholders' equity:

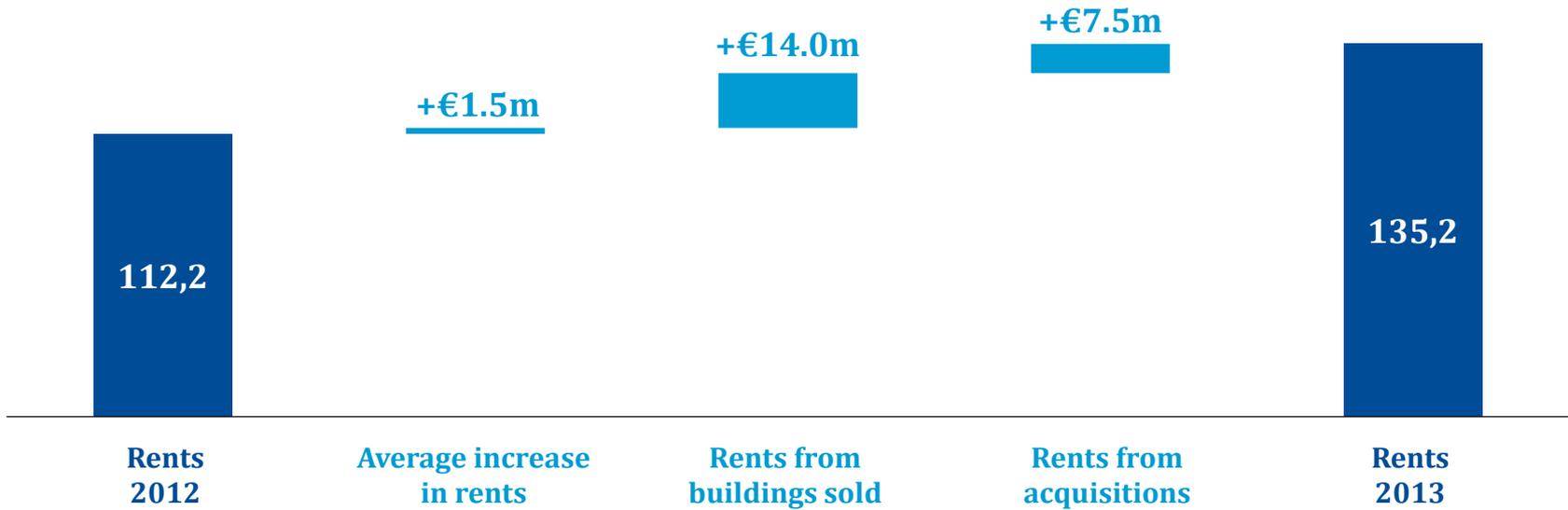
  - in the event of non-exercise, cancellation of previous income and charges
  - in the event of exercise, neutralisation by shareholders' equity
- ✧ The share price rose in the 2<sup>nd</sup> half, following the issue, resulting in a mark-to-market of €4.9m
- ✧ Consolidated net income attributable to equity holders of the parent taking account of the fair value of the conversion option: €113.9m



# Strong growth in operating profitability

<i>In €m</i>	2013	2012	%
<b>Revenues</b>	<b>1607.9</b>	1429.3	<b>+12.5%</b>
Staff costs	-798.5	-716.2	+11.5%
Expenses	-296.0	-275.7	+7.4%
Taxes and duties	-77.7	-67.3	+15.5%
Other income and expenses	-2.6	-0.1	N.S.
<b>EBITDAR (Recurring EBITDA before rents)</b>	<b>433.2</b>	370.1	<b>+17.1%</b>
<i>% of revenues</i>	<b>26.9%</b>	25.9%	
Rents	-135.2	-112.2	+20.5%
<b>Recurring EBITDA</b>	<b>298.0</b>	257.9	<b>+15.6%</b>
<i>% of revenues</i>	<b>18.5%</b>	18.0%	
Depreciation & Amortization	-70.7	-63.5	+11.5%
<b>Recurring EBIT (Recurring Operating</b>	<b>227.3</b>	194.4	<b>+16.9%</b>
<i>% of revenues</i>	<b>14.1%</b>	13.6%	
Non-recurring items	40.2	26.9	NA
<b>EBIT (Operating Profit)</b>	<b>267.5</b>	221.3	<b>+20.9%</b>

## ✧ Rents in €m



**Average 2013 increase in rents on a lfl basis: +1.3% (+€1.5m)**

# Geographical breakdown of profitability

In €m	2013			2012		
	Revenue	Recurring EBITDA	% Rev.	Revenue	Recurring EBITDA	% Rev.
<b>France</b>	1,342.3	265.7	19.8%	1,227.4	231.4	18.8%
<b>Belgium</b>	158.1	17.7	11.2%	105.6	13.1	12.4%
<b>Spain</b>	49.6	8.1	16.3%	48.7	6.1	12.6%
<b>Italy</b>	38.5	3.0	7.7%	32.2	2.3	7.2%
<b>Switzerland</b>	19.5	3.6	18.3%	15.4	4.9	32.0%
<b>International</b>	265.7	32.3	12.2%	201.8	26.5	13.1%
<b>Grand TOTAL</b>	1,607.9	298.0	18.5%	1,429.3	257.9	18.0%

Recurring EBITDA: Recurring Operating Profit before net depreciation and amortization

<i>In €m</i>		<b>31-Dec-13</b>	<b>31-Dec-12</b>
<b>ASSETS</b>	<b>Non-current assets</b>	<b>4,501</b>	<b>4,229</b>
	Goodwill	400	380
	Intangible assets	1,438	1,306
	Property, plant & equipment and property under development	2,561	2,452
	Other non-current assets	103	91
	<b>Current assets</b>	<b>741</b>	<b>606</b>
	<i>Of which cash, cash equivalent and marketable securities</i>	468	362
	<b>Assets held for sale</b>	<b>210</b>	<b>121</b>
	<b>TOTAL ASSETS</b>	<b>5,452</b>	<b>4,955</b>
	<b>LIABILITIES</b>	<b>Sh. Equity, Group share and permanent deferred taxes</b>	<b>1,824</b>
Shareholders' equity Group share		1,412	1,214
Deferred taxes on intangible assets (quasi equity)		412	372
<b>Non-controlling interests</b>		<b>1</b>	<b>1</b>
<b>Non-current liabilities</b>		<b>2,378</b>	<b>2,047</b>
Other differed tax liabilities		344	321
Provision for liabilities and charges		68	57
Long-term financial debt		1,965	1,670
<b>Current liabilities</b>		<b>1,039</b>	<b>1,200</b>
<i>Of which short-term debt (bridge loans)</i>		245	504
<b>Debt linked to assets held for sale</b>	<b>210</b>	<b>121</b>	
<b>TOTAL LIABILITIES</b>	<b>5,452</b>	<b>4,955</b>	

## 2013: issue of bonds and ORNANE

- \* **Aim:** to diversify sources of finance and increase maturity of debt on attractive terms
- \* **Euro Private Placement** in France and Belgium for €128m (maturities of 5.5 and 7.5 years)
- \* **ORNANE** issue for €198m (maturity of 6.5 years)

WITHIN 2 YEARS, A SIGNIFICANT  
IMPROVEMENT IN FINANCIAL  
FLEXIBILITY

		2011	2013	Change
1	<b>Diversification</b> % of non-bank debt	11%	45%	↗
2	<b>Increase in maturity</b> Average maturity of net debt	4.3 years	5.8 years	↗
3	<b>Increased flexibility</b> Restated leverage	2.2	1.4	↘
4	<b>Lower cost of borrowing</b> Average cost	4.5%	4.3%	↘
5	<b>Increased cash</b>	€309m	€468m	↗

Currently being audited

Indicators	31 Dec. 2013	30 June 2013	31 Dec. 2012
Net financial debt* (€m)	1,742	1,864	1,811
Restated leverage <sup>1</sup>	1.4	1.7	1.7
Restated gearing <sup>2</sup>	1.1	1.3	1.2

After 2016 OCEANE conversion  
Exercise price with adjusted parity  
= €39.95

Net financial debt\* **1,542**

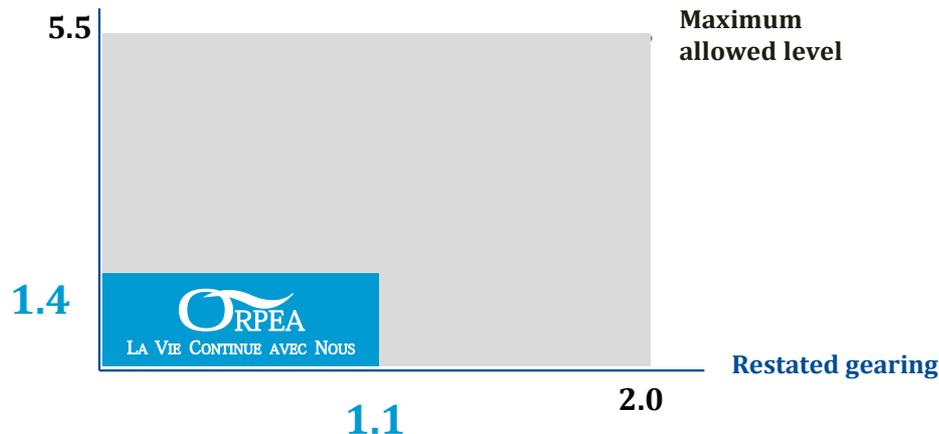
\* Excluding debt associated with assets held for sale

<sup>1</sup>  $\frac{\text{Net Financial Debt} - \text{Real Estate Debt}}{\text{EBITDA} - (6\% \text{ Real Estate Debt})}$

<sup>2</sup>  $\frac{\text{Net Financial Debt}}{\text{Equity} + \text{Near Equity}}$

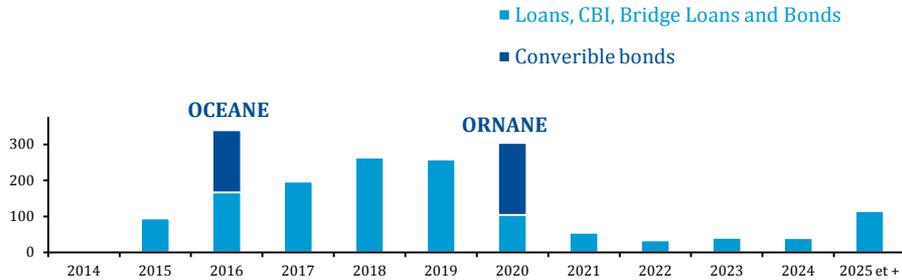
**Considerable flexibility relative to banking covenants before OCEANE conversion**

Restated leverage

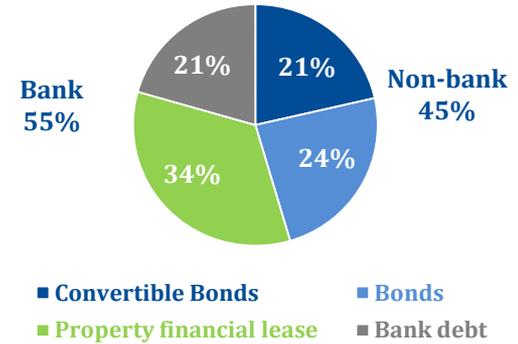


Currently being audited

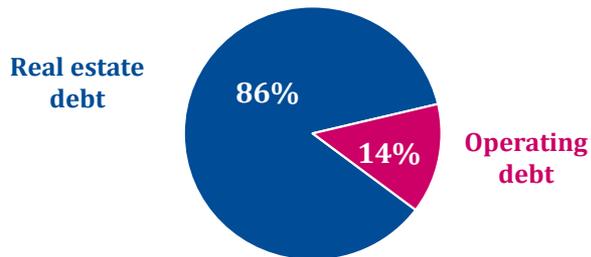
## Maturity of net debt\*



## Diversification of net debt\*

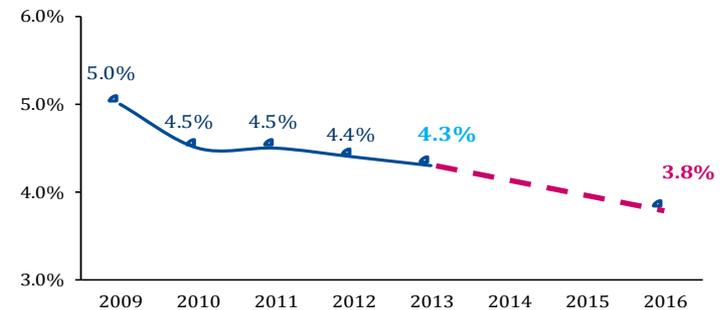


## Breakdown of net debt\*



## Cost of borrowing (after hedging)

\* Around 95% of debt hedged at fixed rates for 2013 to 2018



\* Excluding €210m in debt associated with assets held for sale at 31/12/13

Currently being audited

✧ **Continuation of real estate strategy mixing ownership and rental**

- Sale of €230m of assets on favourable rent and indexing terms
- Acquisition of buildings in strategic locations

✧ **Stability of valuations of historic real estate portfolio**

SUMMARY OF PROPRIETARY PORTFOLIO

	31-Dec-13	31-Dec-12
Total number of buildings	268	248
Of which buildings wholly-owned	140	142
<b>Built surface area (in sqm)</b>	<b>874,000</b>	825,000
<b>Total value* (€m)</b>	<b>2,561</b>	2,452

\* Excluding the impact of €210 million in assets held for sale at 31.12.13



Currently being audited

➔ **A valuable asset portfolio**  
**Liquid assets increasing the Group's financial security**  
**Securing long-term profitability**

<i>In €m</i>	2013	2012
Recurring EBITDA	298	258
<b>Net cash flow from operating activities</b>	<b>247</b>	208
<b>Net cash flow from internal investment <sup>1</sup></b>	<b>51</b>	26
Investment in construction	-179	-274
Property sale	230	300
<b>Total internal cash flow <sup>2</sup></b>	<b>298</b>	234
<b>Net cash flow from external investment</b>	<b>-286</b>	-306
Acquisition of property	-188	-164
Acquisition of operating assets (intangible assets)	-98	-142
<b>Net cash flow from financing activities</b>	<b>94</b>	125
<b>Change in cash during period</b>	<b>106</b>	53

**Investment in construction**

**-35%**

**Internal cash flow**

**+27%**

<sup>1</sup> Net cash flow from internal investment: investment in construction required for maintenance and to harness the pipeline, net of property sale and excluding acquisition

<sup>2</sup> Internal cash flow = net cash flow from operating activities + net cash flow from internal investments

✧ **Proposed dividend to the 2013 AGM: €0.70 / share**



Increase in the dividend  
per share  
**+ 17%**

Share yield\*:  
**1.5%**

*\* Based on the closing price of the share at 25 March 2014*

Payout ratio of the net  
profit:  
**33%**



## Openings and projects of development

Yves Le MASNE – CEO



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# New openings 2014: 2,100 beds and 1,300 jobs created



**Biganos (33), Nursing Home - 88 beds**



**Leudeville (91), Nursing Home-88 beds**



**La Garenne (92), Nursing Home- 113 beds**



**Paris Mozart (75), Nursing Home - 92 beds**



**Turin Richelmy (Italy) - 180 beds**



**Joinville (94), Nursing Home - 89 beds**



**Paris (75), Nursing Home - 125 beds**



**Vétraz-Monthoux (74), Post-acute clinic - 90 beds**



**Ollioules (83), Nursing Home - 75 beds**



**Eaubonne (95), Nursing Home - 84 beds**



**Parmain (95), Nursing Home - 81 beds**



**Rouen (76), Post-acute clinic - 80 beds**

# Example of other added-value projects



**Cannes (06), Nursing Home - 95 beds**



**Les lilas (93), Nursing Home - 103 beds**



**Saint Raphaël (83), Post-acute clinic - 84 beds**



**Ostdende (Belgium), Nursing home - 84 beds**



**De Haan (Belgium), Nursing home - 80 beds**



**Knokke Le Zoute (Belgium), Nursing home - 125 beds**



## Acquisition of Senevita

Hannes WITWERT – CEO Senevita

**ORPEA**

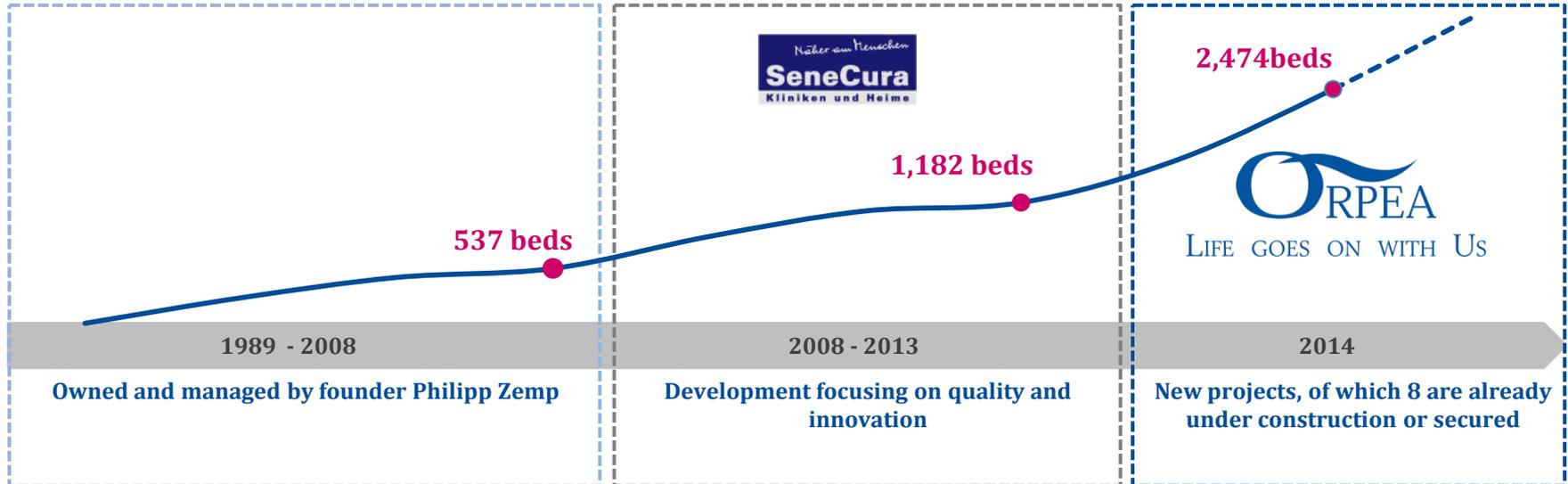
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## Concept

- \* **Comprehensive care for older adults:** a mix of nursing homes and assisted-living facilities on each site
- \* High quality recent buildings
- \* **Development strategy:** greenfield projects and acquisition
- \* « Life » guarantee

## Chiffres clés

- \* 23 facilities comprising **2,474 beds**, of which 1,427 currently in operation
  - \* **876 employees**
  - \* 2013 revenue: **CHF83 million**
- ➔ **Secured growth ensuring a doubling in revenue to CHF160 million by 2016** (only with the secured projects as of today)



# A network with exceptional growth pipeline

## Network of 23 facilities / 2,474 beds

- ✧ Facilities currently in operation: 15 (1,427 beds)
- ✧ Facilities under construction: 8 (1,047 beds)  
Opening in 2014 - 2016

## Located in German-speaking Switzerland in 9 cantons



Näher am Menschen  
**senevita**  
Betreutes Wohnen und Pflege



➔ A leader player in dependency care in Switzerland

- ✧ **Acknowledged expertise** as regards quality of service, care and hotel operations
- ✧ **Quality and training efforts** at the heart of the strategy: quality procedures, assessments and continuous improvement initiatives, dynamic training policy
- ✧ **Unique expertise in the Swiss market regarding building design** and fittings, ensuring the comfort of residents and a highly efficient organisation

➔ **Facilities ideally suited to dependency care**



## Rapid growth in the number of elderly people

- ✧ Number of people aged 65 and over set to rise 64% in the next 25 years
- ✧ Number of people aged 80 or over set to double by 2040
- ✧ In 2020, 147,000 people will have to use a care facility, up 18% relative to 2010

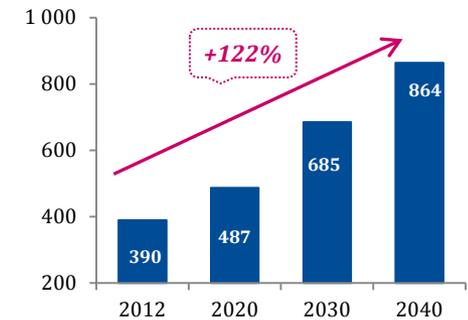
## Regulatory environment: high entry barriers

- ✧ Complex system for obtaining the administrative authorisation required to open a facility
- ✧ Financing methods regulated under legislation introduced in 2011
- ✧ Varying regulations between cantons

## A fragmented sector

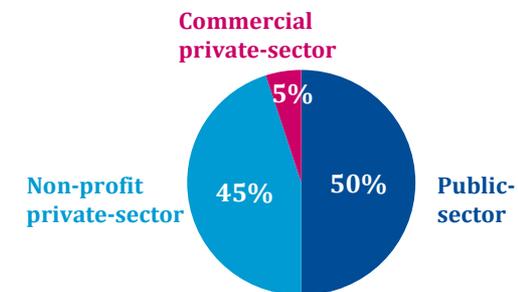
- ✧ Sector consisting of around 1,600 facilities, of which a very small proportion are managed by commercial private-sector operators (93,500 beds in 2012)
- ✧ Public-sector institutions withdrawing, preferring to outsource the activity due to a lack of resources and skills

Number of people aged 80 or over (thousands)



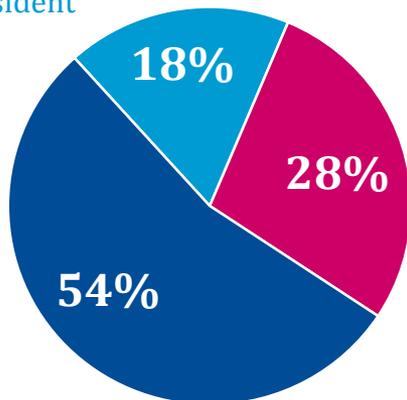
Source: Swiss federal statistics office

Breakdown of beds by type of operator



**SERVICES (cleaning, food, ..)**

Paid by the resident



**CARE**  
Covered by public- and  
private-sector insurance

**ACCOMMODATION (rent)**

Paid by the resident and/or partly through local  
public-sector aid



**Average total daily rates at Senevita: CHF 210**

## Major strengths driving growth

- ✧ **An excellent reputation** with both the supervisory authorities and families, based on the expertise of staff
- ✧ **A powerful network** enabling the group to work with the Swiss authorities and real-estate operators to seize development opportunities



## Development focused on setting up new facilities

- ✧ **Responding to local tenders**
- ✧ **Proposing new facilities to the supervisory authorities**
- ✧ **Strict criteria for new facilities:** location, concept suited to demand, growing demand arising from local demographic trends



## Real-estate strategy

- ✧ **Asset-light model:** real estate owned by Swiss institutional investors
- ✧ **Long-term leases** (20-30 years) with a gradual build-up of rent during the opening phase



 **Development strategy based on value creation**



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**senevita**

Betreutes Wohnen und Pflege



## Conclusion

Dr. Jean-Claude MARIAN – Chairman

**ORPEA**

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# A new development phase for ORPEA

ORPEA  
LIFE GOES ON WITH US

## CPIIB WILL BRING TO ORPEA:

1. Stable reference shareholder
2. Long-term view
3. Active support to strategic goals
4. Worldwide network
5. Real estate expertise

*Build-up of  
a major French player  
in Dependency care*

*Profitable growth:  
acquisition and greenfield  
projects*  
*Start of international  
expansion*

*Focus on international development*

*New markets  
in Europe  
and abroad*

+

*Cash flow  
and abroad*

1989

*Creation of ORPEA*

2002

*IPO*

2013

*Investment from CPIIB*

1

REVENUE TARGET UPGRADED  
TO

**€1,830m**

*+13.8% (+€222m)*



2

PURSuing DEVELOPMENT IN  
COUNTRIES WHERE IT ALREADY  
OPERATES



3

NEW DEVELOPMENTS  
(GREENFIELD PROJECTS AND  
ACQUISITIONS) IN  
NEW COUNTRIES  
IN EUROPE AND OUTSIDE  
EUROPE

**New phase of profitable growth and added value**



## Appendices



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## Market data (last 12 months)

- ✧ Average daily volume: **77,000 shares (= €3m)**
- ✧ Price: **€45.80**
- ✧ High (12-month): **€46.68**
- ✧ Low (12-month): **€31.21**
- ✧ Turnover: **35% in 12 months**
- ✧ Market cap.: **€2,541m**
- ✧ Number of shares: **55,476,991**



Data as of 21 March 2014

## Indices

- ✧ Compartment A of Euronext Paris, **NYSE Euronext**
- ✧ **CAC Mid 60, SBF 120, MSCI Small Cap Europe**
- ✧ Member of SRD

## Contacts

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