# LVL Medical Group CONFIRMED GROWTH

### TURNOVER FOR THE 3RD QUARTER: CONTINUOUS GROWTH

The LVL Medical Group has continued to grow over the third quarter of the 2009/2010 trading year.

Consolidated turnover amounts to  $113.9M \in$  accrued on 30/06/2010, compared with  $99.8M \in$  on 30/06/2009, or an increase of +14.2%.

TURNOVER IN K€	France	Germany	TURNOVER ON A COMPARABLE BASIS	France	Germany	LVL GROUP TOTAL TURNOVER
	Home medical assistance	Intensive and out-patient care		MAD Activity*	Acquisitions**	
2010	71 065	38 406	109 471	-	4 458	113 929
2009	63 434	35 938	99 372	397	-	99 769
			+ 10.2%			+ 14.2%

(\*) Sale of MAD (home care) business on 31/12/2008

(\*\*) Acquisitions of structures specialised in intensive care on 01/01/2009, 01/04/2009 and 01/08/2009

On a comparable basis (without the impact made by the sale of MAD business, nor that of the acquisitions made in Germany), turnover amounted to 109.5M€ an increase of 10.2% compared with 30/06/2009.

This progression, that has taken place in both France and Germany results from all the resources and actions implemented to develop our activities on a flourishing and highly competitive market.

Our strategic choices continue to bear fruit and promote a balance within the Group between PNI (Perfusion/Nutrition/Insulin therapy) activities and respiratory aid in France, and significant development on the German market, which will enable the group to continue its growth at long term.

#### IN FRANCE

For respiratory aid, LVL Medical's historic activity, turnover is at 43.7M€. The growth rate has accelerated

to +6.6% against 30/06/2009, to be compared to the +5.9% increase recorded for the 2008/2009 trading year. Due to the recurrent nature of this activity, and despite the price cut we have undergone since the month of April (impact -0.7M€), this improvement is a good sign that our position is becoming stronger in this activity.

In PNI, turnover amounts to 27.4M€, an increase of +21.9% compared with 30/06/2009. All three activities have increased considerably with particularly significant development in perfusion (+36%) and nutrition (+19.5%).

As a result, on a comparable basis, turnover for France amounts to 71.5M€, an increase of +12% compared with our last trading year.

#### IN GERMANY

On 30/06/2010, turnover for all our structures amounted to  $42.9M \in$ , against  $35.9M \in$  on 30/06/2009, an increase of +19.3%.

On a comparable basis, the growth rate for these structures is at 11.6%, which represents an acceleration compared with the 10.8% increase for the year 2008/2009.

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This performance is linked to the strength of the Bonitas model, based on 3 complementary activities:

- Intensive home-care
- Intensive care units
- Out-patient care.

Quality of service, organisational stability and territorial coverage enable us to provide a global offer both for patients, health professionals and health insurance funds.

## OUR NEXT RENDEZ-VOUS

LVL Medical will publish its turnover for the fourth quarter of the 2009-2010 trading year on October 20th 2010.



Financial release 20/07/2011

Created in 1989, the Group LVL Medical is today a major player in home medical assistance.

In France, LVL Medical is a leading contractor in home respiratory assistance, perfusion, enteral nutrition and insulinotherapy, caring for over 43 000 patients every day under the guidance of 10 000 specialists.

In Germany, through the Bonitas subsidiary, LVL Medical is a leader in the nursing, home intensive care and dedicated structures, with more than 2 000 patients cared for every day.

Today Medical LVL employs 1 900 people full time and in 2009 had turnover of €136.1 M for a net result of €10.3 M.

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LVL Médical is listed on Euronext Paris compartiment B and has been eligible for the "SRD Long seulement" since May 26<sup>th</sup> 2010.

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