



**BUOYANT INCREASE IN SALES IN H1 2012: +15.2% TO €685M**

**WITH ORGANIC GROWTH OF 8.6%**

**OPENING OF 12 NEW FACILITIES AND CREATION OF OVER 600 JOBS**

**2012 SALES GUIDANCE CONFIRMED AT €1,425M**

**Puteaux, 18<sup>th</sup> July 2012**

ORPEA, leading European player in Long-Term Care (nursing homes), Post-Acute Care and Psychiatric Care, today announced its sales for the first half of 2012 to 30<sup>th</sup> June.

In €m IFRS	Quarterly			Half-Year		
	Q2 2012	Q2 2011	Var.	H1 2012	H1 2011	Var.
<b>France</b> <i>% of total sales</i>	<b>303.2</b> 87%	264.5 88%	<b>+14.6%</b>	<b>601.9</b> 88%	525.7 88%	<b>+14.5%</b>
<b>International</b> <i>% of total sales</i>	<b>45.1</b> 13%	36.7 12%	<b>+22.9%</b>	<b>82.9</b> 12%	68.5 12%	<b>+21.0%</b>
<b>Belgium</b>	17.9	17.2		36.4	33.6	
<b>Spain</b>	15.3	7.5		24.6	15.1	
<b>Italy</b>	7.1	7.0		14.2	12.0	
<b>Switzerland</b>	4.8	4.9		7.6	7.8	
<b>Total sales</b> <i>Organic growth<sup>1</sup></i>	<b>348.3</b>	301.2	<b>+15.6%</b> <b>+8.4%</b>	<b>684.8</b>	594.2	<b>+15.2%</b> <b>+8.6%</b>

<sup>1</sup> Organic growth is the result of the following factors: creations of new facilities, extensions to or restructuring of existing facilities, as well as changes in occupancy rates and daily rates. Organic growth is analysed facility by facility. Growth incorporates improvements in sales compared to the previous equivalent period, for recently-acquired facilities.

Yves Le Masne, CEO of ORPEA, comments: *"Continuing the trend of previous quarters, ORPEA has again benefitted from its historical development policy and recorded buoyant sales growth of +15.6% over the 2<sup>nd</sup> quarter of 2012.*

*This excellent performance is the result of its mixed growth strategy combining selective acquisitions and particularly strong organic growth over the first half (+8.6%).*

*Occupancy rates remain very high in all countries in which the Group is present, including countries whose economic environment is more uncertain, thanks to:*

- *considerable requirements associated with the growing number of very elderly people;*
- *the substantial appeal of ORPEA's facilities: modern buildings constructed by the Group in accordance with the highest Quality standards, in strategic locations and with a large number of individual private rooms.*

*With sales growth of +15.2% over the 1<sup>st</sup> half, with no contribution from Medibelge, ORPEA is confidently reaffirming its annual sales target of €1,425m for FY 2012, along with an improvement in profitability and cash flow, whilst continuing to pursue its very selective development policy based on value creation."*

### **Further new facilities opened and jobs created**

The Group opened 4 new facilities during the 2<sup>nd</sup> quarter, and has opened a further 5 since early July, giving a total of 12 new facilities since the start of the year, representing around a thousand beds.

Thanks to these new openings, ORPEA has created over 600 long-term jobs since the start of the year. The Group is further strengthening its commitment as a local economic player and will continue to recruit staff throughout 2012.

### **Pursuance of the permanent innovation policy**

Within the framework of its permanent innovation policy, ORPEA has presented a telemedicine project to the *Agence Régionale de Santé Ile de France* regional health agency's request-for-proposals selection committee. 9 projects have been shortlisted from the 26 projects submitted, including ORPEA's.

The aim of this project is to further improve the terms and conditions of nursing home emergency treatment, by providing residents with remote access to a medical opinion thanks to the expertise of specialised medical teams from the Group's Post-Acute Care, Rehab. and Psychiatric Care clinics.

The results expected from this project are clear: reduce the need for residents to visit an external specialist and the time needed to obtain a medical opinion, limit hospital stays and help optimise Social Security expenditure whilst further improving the quality of care.

### **Acquisition of the remaining 51% stake in Medibelge**

At 1<sup>st</sup> July 2012, ORPEA held 100% of Medibelge following the acquisition of the remaining 51% of the company. Medibelge will therefore be 100% consolidated within ORPEA's accounts from the 2<sup>nd</sup> half of 2012.

Medibelge has 2,156 beds (including 89 being renovated and 150 under construction) in 19 facilities mainly located in Brussels and the surrounding area.

This acquisition will allow ORPEA to strengthen its regional coverage, thus becoming a benchmark player in Belgium with a network of 4,899 beds across 43 sites, and also becoming the leading private player on this sector in Brussels.

The Belgian dependency care sector is similar to that of France (authorisation system, financing of care, etc) and there are considerable needs (estimated at a further 40,000 beds by 2030). Within this context, ORPEA will continue its development, notably in Flanders, which is a dynamic region with numerous opportunities, via both organic growth and external growth.

### **Further property divestment for €55.5m**

In June 2012, a further asset disposal operation took place with BELFIUS INSURANCE SA, one of Belgium's leading insurance companies.

The €55.5m deal concerns 3 buildings either completed or under construction in Belgium.

The terms and conditions are similar to those of the operation carried out with Ethias at the start of the year.

This operation confirms the appeal of ORPEA's property assets, which provide long-term visibility, for institutional investors, and notably insurance companies.

This transaction reflects ORPEA's intention of benefitting, in tandem with the significant decrease in the return on financial products, from very attractive rental conditions.

**Next press release: results for the 1<sup>st</sup> half of 2012,  
12<sup>th</sup> September 2012, before market**

### **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 the end of 2011, the Group has a unique European network of healthcare facilities with 36,714 beds (30,659 of them operational) over 394 sites, including:

- 28,590 beds in France: 23,808 operational (including 2,771 being renovated) + 4,782 under construction, spread across 322 sites,
- 8,124 beds in Europe (Spain, Belgium, Italy and Switzerland): 6,850 operational (including 690 being renovated) + 1,274 under construction, spread across 72 sites.

**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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