

**2012 nine-month revenues: €827.2 million, up 11.1%**  
**International business, a catalyst for growth: +19.9%, 1/3 of business**  
**Strong organic growth: +5.0%**

*Paris, 7 November 2012.* Korian, the European reference in the comprehensive dependent care market, published revenues up 11.1% over the first nine months of 2012, to stand at €827.2 million. This performance is backed by a deliberate development policy that has seen international growth increase by some 20% in Germany and Italy. The solid foundation of organic growth is still strong at 5.0%.

In €M	Quarterly figures*			9 months*		
	Q3 2012	Q3 2011	Δ 12/11	2012	2011	Δ 12/11
<b>France</b>	<b>192.5</b>	<b>180.1</b>	<b>6.9%</b>	<b>568.7</b>	<b>528.9</b>	<b>7.5%</b>
% total revenues	69%	70%		69%	71%	
Retirement homes	125.7	117.1	7.3%	368.0	343.8	7.1%
Healthcare	66.8	63.0	6.1%	200.6	185.1	8.4%
<b>International</b>	<b>86.9</b>	<b>78.9</b>	<b>10.2%</b>	<b>258.6</b>	<b>215.6</b>	<b>19.9%</b>
% total revenues	31%	30%		31%	29%	
Germany	40.3	38.4	4.8%	115.9	99.6	16.4%
Italy	46.6	40.4	15.3%	142.7	116.1	22.9%
<b>Group total</b>	<b>279.3</b>	<b>259.0</b>	<b>7.9%</b>	<b>827.2</b>	<b>744.5</b>	<b>11.1%</b>

\* unaudited figures

## A EUROPEAN GROWTH DYNAMIC

Over the first nine months of the year, Korian expressed growth of 11.1% supported by:

- Strong international development with almost 20% growth
- Strong organic growth of 5.0%. The occupancy rate in mature facilities remains at the high level over 95% at the end of September (96.6% in France, 97% in Italy, and 92% in Germany).

In France, the group published revenue of €568.7 million, up 7.5%. This accounts for two-thirds of organic growth, which now stands at 4.8%. Korian is continuing to implement its onboard growth over almost 3,561 beds in France, of which 962 are to be built and 2,487 are to be restructured.

In Germany, Phönix published revenues of €115.9 million, up 16.4%. Organic growth, which has reached 8.0% is supported by the achievement of full occupancy in recently-opened facilities. Overall occupancy rates have exceeded 90%, marking the achievement of maturity in line with objectives. The group is continuing to strengthen its position in Germany, with the opening of a 134-bed nursing home in Sassenburg and the targeted acquisition of four facilities since the beginning of the year, representing 363 retirement home beds and 83 service resident beds.

In Italy, Segesta is continuing to build on its strong growth dynamic, with revenues of €142.7 million, up 22.9% thanks to acquisitions made over 2011 and solid organic growth of 3.8%. In addition, Segesta is continuing its innovative partnership dynamic with public authorities, specifically in terms of care for patients leaving hospital in Monza to benefit from our follow-up care and rehabilitation clinics, retirement homes and homecare services.

**Yann Coléou, CEO of Korian stated:** *“Korian is continuing its profitable growth dynamic in a sector benefiting from a favourable outlook in Europe. The group is continuing to link up its European network, making the most of the opportunities offered on each of our three markets, and it has a solid foundation for organic growth. Our aim is to allow every one of our facilities to take advantage of Europe-wide best practice in care provision.*

### **About KORIAN**

*The Korian Group, founded in 2001, is the European market leader in temporary and permanent comprehensive care. A private group employing over 15,000 people, Korian has three platforms established in France, Italy and Germany. At 30 June 2012, Korian’s 249 facilities represented a combined total of 24,438 beds in operation.*

- *In France: 129 retirement homes, 37 follow-up care and rehabilitation clinics, and seven psychiatric clinics for a total of 14,846 beds.*
- *In Europe: 31 facilities in Italy with a total of 4,349 beds and 45 facilities in Germany for a total of 5,243 beds in operation.*

*The company has been listed on Euronext Paris Eurolist Compartment B since November 2006.*

## **Next announcement: 6 February 2013 after close of trading 2012 full-year revenues**

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