



Press Release

Nantes, 06 February 2024 at 6pm

2023 operating revenue: €720m

Organic growth : + 5.9%.

buoyed by the dynamic performance of the 4th quarter

"At the end of a year marked by a demanding environment, the LNA Santé Group has demonstrated the resilience of its business model, with dynamic activity in all its business lines and in all its healthcare regions.

In the face of prevailing pessimism and a loss of bearings, LNA Santé's adoption of the status of a company with a mission at the 2023 Annual General Meeting is an essential reminder to our stakeholders of our raison d'être, our values and our uniqueness as a family business with an entrepreneurial culture. It is also a collective invitation to set ourselves in motion to improve and extend the impact of our service offering.

In this respect, the achievements of the first year of the Grandir Ensemble 2023-2027 strategic project are fuelling the managerial dynamic within a community of fully committed professionals.

More than ever, we are proud to carry out our professions, guided by our culture of care and the attention we pay to patients, residents and their carers. With confidence and entrepreneurial energy, we look forward to 2024 with humility, boldness and optimism as we build the future of LNA Santé.

Willy Siret - Managing Director

<i>In millions of euros</i>	Q4 2023	Q4 2022	Var.	2023 cumulative	2022 cumulative	Var.
Operating turnover	186.1	176.2	+ 5.6%	719.8	680,5	+ 5.8%
<i>Organic growth</i>			+ 5.8%			+ 5.9%
Medical-social sector France *	73.9	70.2	+ 5.4%	285.4	269.7	+ 5.8%
<i>of sales Operating</i>	40%	40%		40%	40%	
Healthcare France **	101.3	95.7	+ 5.9%	391.7	372.5	+ 5.2%
<i>of sales Operating</i>	54%	54%		54%	55%	
International sector Business ***	9.5	9.1	+ 4.1%	36.9	33.2	+ 11.3%
<i>of sales Operating</i>	5%	5%		5%	5%	
Other sectors Operations	1.4	1.2	N/S	5.7	5.0	N/S
CA Real Estate	2.7	13.1	- 79.4%	16.3	47.8	- 65.8%
Total	188.8	189.3	- 0.3%	736.1	728.2	+ 1.1%

Data being audited by the statutory auditors

* Medico-Social France: Nursing Home in France

** Sanitaire France: Medical and rehabilitation care, psychiatric clinics, surgery and HAH in France

*** International Business line: Nursing Home in Belgium and clinics in Poland

Occupancy on the rise

In the 4th quarter of 2023, average occupancy represented 94.9% of nursing home capacity, with a fill rate close to 95% in the Elegance range and 97% in the Comfort range. Occupancy at Elegance nursing homes rose by 0.8 points compared with the 4th quarter of 2022, while it was stable at Comfort nursing homes. In Belgium, occupancy rose to 93% over the quarter, up 2.7 points year-on-year. In rehabilitation and psychiatry, occupancy rose by 7 points over the year, to a level approaching full capacity. In hospital at home, the average number of patients cared for amounted to 903 stays in the 4th quarter of 2023, up 16% on the same period last year, thanks to the relevance of the care offered.

The occupancy rate of facilities at cruising speed for the 4th quarter of 2023, excluding home care, is 99%, an increase of 3.3 points compared with the 4th quarter of 2022, driven by dynamic volumes in the healthcare sector and continued high occupancy levels in the medical-social sector.

Growth in Operations

In the 4th quarter of 2023, LNA Santé's operating sales totalled €186.1m, up 5.6% on the same period last year, thanks to the momentum of organic growth, which strengthened significantly as announced to 5.8%, compared with 5.0% for the previous quarter.

For the 2023 financial year, LNA Santé's operating sales came to €719.8m, in line with the target and up 5.8% year-on-year, driven by solid organic growth of 5.9%.



- Sales of highly-medicalised retirement homes (**Medico-Social France**) came to €285.4m for the year, up 5.8% and exclusively due to organic growth. It breaks down as follows
 - **Comfort nursing homes**, with limited accommodation prices, reported sales of €48.0m, up 5.8% organically,
 - **Elegance nursing homes** reported a 5.8% increase in activity to €237.4m, driven by a combination of higher occupancy rates and authorised price increases.
- **Sales** in the **Sanitaryware France** sector rose by 5.2% to €391.7m in 2023. Most of this increase was due to organic growth of 5.6%, with the 4th quarter showing a marked acceleration to 6.2%. Sanitaryware sales were boosted by the following factors
 - On-site clinics (**Medical and Rehabilitation Care, Psychiatry, Surgery**) will generate €303.7m of business over 2023, up 1.9%, including 3.2% organic growth, slowed by the impact of the disposal of a surgical facility at the end of 2022,
 - **Hospitalisation At Home (HAH) facilities** generated sales of €88.0m, up 18.1% over the year, of which 15.4% was organic growth.
- The **International Business Lines** sector posted sales of €36.9m in 2023, an increase of 11.3% (including 8.6% organic growth) compared with the previous year, broken down as follows :
 - **Nursing homes in Belgium** generated sales of €32.1m over the year, representing organic growth of 7.9% on the previous year,
 - **Polish clinics** represent sales of €4.9m over 2023, up 40.6%, of which 15.0% is organic growth.

Real Estate activity

Property sales were €16.3m at 31 December 2023, as expected at the bottom of the cycle. This figure includes the completion of construction sites for a specialist RC clinic in Meaux and an Elegance nursing home in Pessac, as well as the sale of lots under the furnished rental scheme for the extension of an RC clinic in Romainville and an Elegance nursing home in Les Sables d'Olonne. In 2024, the business will benefit from the sales momentum of the new-build and renovation programmes currently being launched.

Solid outlook confirmed

LNA Santé ended 2023 with strong sequential sales growth, confirming that it had reached the consensus for 2023 consolidated operating profit. Debt reduction in the Operations sector also continued at a good pace during the 2nd half-year, enabling the Group to enter 2024 with confidence, on the strength of a healthy financial situation and a solid business outlook.

With a total of 10,326 beds and places (of which 9,495 are in operation), the Group has a stable base of 8,584 beds at cruising speed and a base of 1,742 non-mature beds (911 to be restructured and 831 to be installed). Bringing these beds up to LNA Santé's quality standards is a vector for on-board growth.

For the current year, **LNA Santé** therefore **expects organic growth to continue at a level of over 4.5%**, with operating sales of over €750m excluding external growth. In an inflationary environment that is keeping a relative squeeze on operating margins, operating profit should nevertheless increase in volume terms. In line with our tight control of debt, operating leverage is set to remain below the x 2.0 multiple, excluding potential acquisitions.



When it publishes its annual results, the Group will present a progress report on its Brighter Futures project and its strategic outlook for 2024.

Next publication:

The annual results for 2023 will be published on 27 March 2024 at market close.

About LNA Santé: *as a family-run business, we care for people in need, for them and their carers, for professionals and for our environment, by stimulating cooperation and innovation to meet the health challenges facing our regions.*

For more information, please consult the website: www.lna-sante.com

LNA Santé shares are listed in compartment B of Euronext Paris.
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Glossary

The **crusing regime** corresponds to beds that comply with LNA Santé's operating plan (quality of care, target size of establishment, new state of property, trained and involved management, efficient organisation).

Organic sales growth corresponds to the change in sales:

- between N-1 and N of establishments existing in N-1,
- between N-1 and N for establishments opened in N-1 or N,



- between N-1 and N of establishments restructured in accordance with LNA Santé specifications or whose capacity increased in N-1 or N,
- in N compared with the equivalent period in N-1 for establishments acquired in N-1.

Operating leverage represents the ratio of net operating debt to operating EBITDA before IFRS 16.

Net financial debt from Operations corresponds to gross financial debt from Operations, excluding rental obligations introduced by IFRS 16, less cash and cash equivalents.