

**3rd quarter 2018**  
**Variation in revenue from Operations: + 6.4%**  
**Acceleration in organic growth: + 5.1%**

In €m	Q3 2018	Q3 2017	Var.	9 months 2018	9 months 2017	Var.
<b>Operating revenue</b>	<b>110.2</b>	<b>103.6</b>	<b>+ 6.4%</b>	<b>324.3</b>	<b>307.3</b>	<b>+ 5.5%</b>
<i>Organic growth</i>			<b>+ 5.1%</b>			<b>+ 4.4%</b>
<b>Long stay business*</b>	<b>65.5</b>	<b>63.3</b>	<b>+ 3.4%</b>	<b>193.8</b>	<b>187.4</b>	<b>+ 3.4%</b>
<i>% Operating revenue</i>	<i>60%</i>	<i>61%</i>		<i>60%</i>	<i>61%</i>	
<b>Medium stay business*</b>	<b>44.3</b>	<b>39.8</b>	<b>+ 11.5%</b>	<b>129.4</b>	<b>119.1</b>	<b>+ 8.7%</b>
<i>% Operating revenue</i>	<i>40%</i>	<i>38%</i>		<i>40%</i>	<i>39%</i>	
<b>Other operating activities</b>	<b>0.4</b>	<b>0.5</b>	<b>-</b>	<b>1.2</b>	<b>0.9</b>	<b>-</b>
<b>Real estate revenue</b>	<b>19.6</b>	<b>18.6</b>	<b>+ 4.9%</b>	<b>65.9</b>	<b>57.2</b>	<b>+ 15.1%</b>
<b>Total</b>	<b>129.8</b>	<b>122.3</b>	<b>+ 6.1%</b>	<b>390.2</b>	<b>364.5</b>	<b>+ 7.0%</b>

*Data not yet audited by the statutory auditors*

\* Long stay: Assisted Living Facilities (ALF) in France and rest homes in Belgium - Medium stay: aftercare and rehabilitation centres, psychiatric clinics and hospital care at home

**According to Jean Paul Siret – Chairman and Chief Executive Officer:**

*"Business in the third quarter was marked by the dynamics of the business lines and their increased contribution to the group's organic growth. LNA Santé has high visibility driven by its growth potential, made up of projects to transform its facilities, particularly its health facilities. Based on the quality of our family-owned and entrepreneurial model, we are launching our new road map by creating appropriate and innovative solutions to health care issues at the local level. "*

In the 3rd quarter of 2018, **LNA Santé's revenue from Operations amounted to €110.2m, up 6.4%**, including organic growth<sup>1</sup> of 5.1% and external growth of 1.3%. In the first nine months of the year, revenue amounted to €324.3m, up by 5.5% compared with 2017 thanks to strong organic growth of 4.4%.

- The Assisted Living (**long stay**) business amounted to €65.5m in the 3rd quarter, up by 3.4% due to organic growth. All of the ranges contributed to this growth:

<sup>1</sup> Organic growth in revenue corresponds to the variation in revenue:

- between N-1 and N for facilities existing in N-1;
- between N-1 and N for facilities opened in N-1 or in N;
- between N-1 and N for facilities restructured according to LNA Santé specifications or whose capacity increased in N-1 or in N;
- in N, compared with the equivalent period in N-1 for facilities acquired in N-1



- **Confort**, which offers moderate prices for accommodation and is fully established in the LNA Santé offering, showed wholly organic growth of 7.4% in the 3rd quarter, due to an occupancy rate of 99%, achieving a volume of €8.4m,
  - **Elégance** showed growth of 3.1% in the 3rd quarter at €50.3m. The occupancy rate of established facilities<sup>2</sup> was over 98%,
  - **rest homes in Belgium** increased by 1.5% in the 3rd quarter, achieving a level of business of €6.8m.
- Business in the **Medium Stay** sector (aftercare and rehabilitation, psychiatry and hospital care at home) amounted to €44.3m in the 3rd quarter, up by 11.5%. This variation is due to organic growth of 8.1% thanks to outpatient care and external growth of 3.3%. It comprises the following contributions:
    - The **aftercare and rehabilitation** business amounted to €34.2m in the 3rd quarter of 2018, i.e. an improvement of 8.9% compared with 2017, including organic growth of 4.7%. This performance is due in particular to the specialisation of clinical pathways and the development of the offering for outpatient care and ancillary services. External growth increased in the 3rd quarter to 4.2%.
    - **hospital care at home entities** generated wholly organic growth in business of 20.8% at €10.2m thanks to the pertinence of increased use of home care to avoid hospitalization or upon discharge from hospital.

Established facilities represented 6,163 beds, i.e. 85% of the capacity in operation (7,238 beds). Their occupancy rate was 98.0% in the 3rd quarter of 2018 due to the pertinence and quality of the services offered.

**Real estate revenue** amounted to €65.9m in the first 9 months, up by 15.1% compared with the previous year, thanks to the marketing and technical progress of the real estate programmes. The accumulated total amounted to €19m for the long stay business and €47m for the medium stay business, with the reconstruction of three aftercare and rehabilitation centres, scheduled for delivery in mid-2019.

This strong performance, guided by the Growing Together 2022 business plan, enables LNA Santé to confirm its target of **annual organic growth in revenue of over 4%**.

***The 2018 annual revenue will be announced on 5 February 2019 at the close of trading***

LNA Santé will be present at the ACTIONARIA trade show - Stand D19  
22 & 23 November 2018 at the Palais des Congrès - Paris

<sup>2</sup> Established facilities refer to beds that comply with LNA Santé's operating model (quality of care, target size of the establishment, new buildings, management trained and involved, efficient organisation).



**About LNA Santé:** *With more than 25 years of experience, LNA Santé plays an important role at the local level to improve the quality of life for temporarily or permanently dependent people, offering them a welcoming and caring environment adapted to individual needs, regardless of age.*

The LNA Santé share is listed on Euronext Paris, compartment B.  
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