

### 3rd quarter 2019

**Steady increase in revenue from Operations: + 6.9%**

**Strength of organic growth: + 6.0%**

In €m	Q3 2019	Q3 2018	Var.	9 months 2019	9 months 2018	Var.
<b>Operating revenue</b>	<b>117.8</b>	<b>110.2</b>	<b>+ 6.9%</b>	<b>348.3</b>	<b>324.3</b>	<b>+ 7.4%</b>
<i>Organic growth</i>			+ 6.0%			+ 5.5%
<b>Long stay business*</b>	<b>67.0</b>	<b>65.5</b>	<b>+ 2.3%</b>	<b>198.7</b>	<b>193.8</b>	<b>+ 2.6%</b>
<i>% Operating revenue</i>	57%	60%		57%	60%	
<b>Medium stay business*</b>	<b>50.2</b>	<b>44.3</b>	<b>+ 13.2%</b>	<b>147.8</b>	<b>129.4</b>	<b>+ 14.3%</b>
<i>% Operating revenue</i>	43%	40%		42%	40%	
<b>Other operating activities</b>	<b>0.6</b>	<b>0.4</b>	-	<b>1.7</b>	<b>1.2</b>	-
<b>Real estate revenue</b>	<b>9.9</b>	<b>19.6</b>	<b>- 49.5%</b>	<b>34.8</b>	<b>65.9</b>	<b>- 47.1%</b>
<b>Total</b>	<b>127.6</b>	<b>129.8</b>	<b>- 1.6%</b>	<b>383.1</b>	<b>390.2</b>	<b>- 1.8%</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 (SSR), psychiatric clinics and hospital at home (HAH)

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

*“Our rate of organic growth, which is highly consolidated, is linked to changes in our business lines, systematising our know-how, especially regarding the transformation of the healthcare offering, and the correct positioning of our services with high medical expertise. These dynamics enable LNA Santé to continue to implement its Growing Together road map with confidence”.*

In the 3rd quarter of 2019, LNA Santé’s **operating revenue** was **up by 6.9% at €117.8m**, including organic growth of 6.0% (compared with 5.1% in the 3rd quarter of 2018) and external growth of 0.9%. In the first nine months of the year, revenue increased by 7.4% to €348.3m thanks to strong organic growth of 5.5%. These dynamics reflect the strong performance of the occupancy rates. They also show the positive impact of the transformation plan for re-education centres and the trend towards more hospital care at home which makes it possible to avoid or shorten stays in hospital.

- The ALF business in the **long stay sector** amounted to €67.0m in the 3rd quarter, up by 2.3% thanks solely to the contribution of organic growth. All of the ranges contributed to growth:
  - **Confort ALF** which offer moderate prices for accommodation and are fully established in the regions, showed purely organic growth of 2.1% in the 3rd quarter, driven by an occupancy rate of 99% and a volume of business of €8.5m;



- **Elégance ALF** recorded an increase in revenue of 2.6% in the 3rd quarter to €51.6m, with a consolidated occupancy rate for established facilities of over 97%;
- **Rest homes in Belgium** generated a volume of business of €6.9m, showing a marked increase of 0.7% in the 3rd quarter.
- Aftercare and rehabilitation centres (SSR), psychiatric clinics and hospital care at home in the **medium stay sector** showed an increase in business of 13.2% in the 3rd quarter to €50.2m. This resulted from organic growth of 11.1% and external growth of 2.1%, and benefited from the following strong contributions:
  - The **aftercare and rehabilitation** business amounted to €38.8m in the 3rd quarter of 2019, up by 13.7% compared with 2018, including organic growth of 10.9%. This performance was supported by the opening of two Cap Horn rehabilitation centres in Landerneau and Ennery in the Val-d'Oise and the extension of a third one in Romainville in the first half of 2019, and secondly benefited from the transformation plan introduced for health facilities, aimed at the specialisation of clinical pathways, and developing the offering for outpatient care and the dynamics of the ancillary services. External growth amounted to 2.8% in the 3rd quarter and will accelerate in the next few months.
  - In the 3rd quarter of 2019, **Hospital at Home** (HAH) facilities accounted for business of €11.3m, with entirely organic growth of 11.5% thanks to the increased use of pre- and post-hospitalization care and the quality of the medical expertise provided by health professionals at the patients' bedside.

Established facilities represented 6,519 beds, i.e. 86% of the capacity in operation (7,547 beds). Their occupancy rate exceeded 98% in the 3rd quarter of 2019 thanks to the quality of the services offered.

**Real estate revenue** amounted to €34.8m in nine months, down 47.1% compared with the previous year, in accordance with the announced delivery schedule, which includes the acceptance of three buildings in the first nine months of 2019 and provides for the delivery of two buildings between the 4th quarter of 2019 and the 1st quarter of 2020.

This strong performance enables LNA Santé to aim for **organic growth in revenue** that now **exceeds 5.0% for the whole of the 2019 financial year**.

***The 2019 annual revenue will be announced on 4 February 2020 at the close of trading***



**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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### Glossary

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

**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.