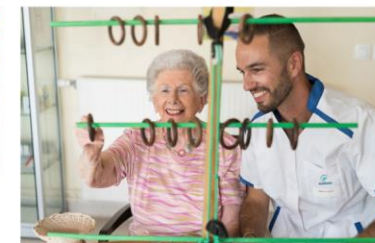




**KORIAN**  
*In caring hands*

# Q1 2023 revenue

Audio-Webcast Conference - 25 April 2023



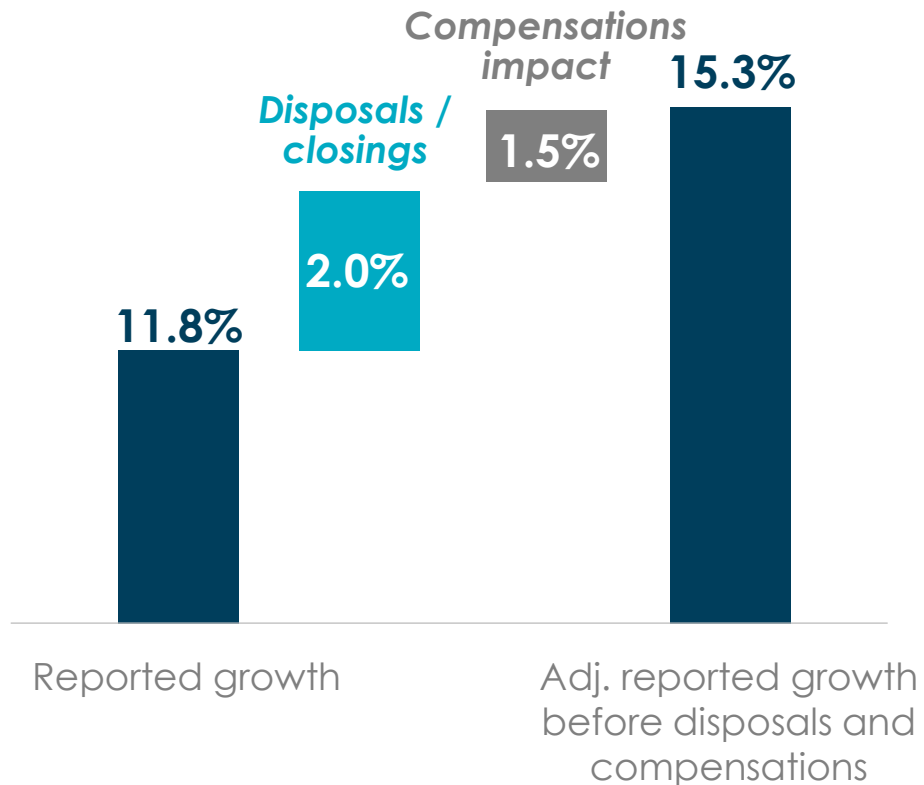
# KEY HIGHLIGHTS: PERFORMANCE IN LINE WITH EXPECTATIONS

- 1 High revenue growth in Q1 of 11.8%, reaching €1.2 billion in the quarter with strong organic growth of 8.8%
- 2 Strong contribution of Grupo 5 acquired in January with total revenues expected c. €120 million in 2023. Integration of healthcare platforms representing half of growth in Italy
- 3 Continued ESG advancement and innovative medical partnerships supporting the Group's expertise
- 4 **Roll out of Asset Smart Strategy with:**
  - Entry into exclusive negotiations for a real estate vehicle with Covéa, Crédit Agricole Assurance & Malakoff Humanis with a minority equity participation of c. € 130 million
  - Refinancing of real estate debt, € 85 million secured over the quarter

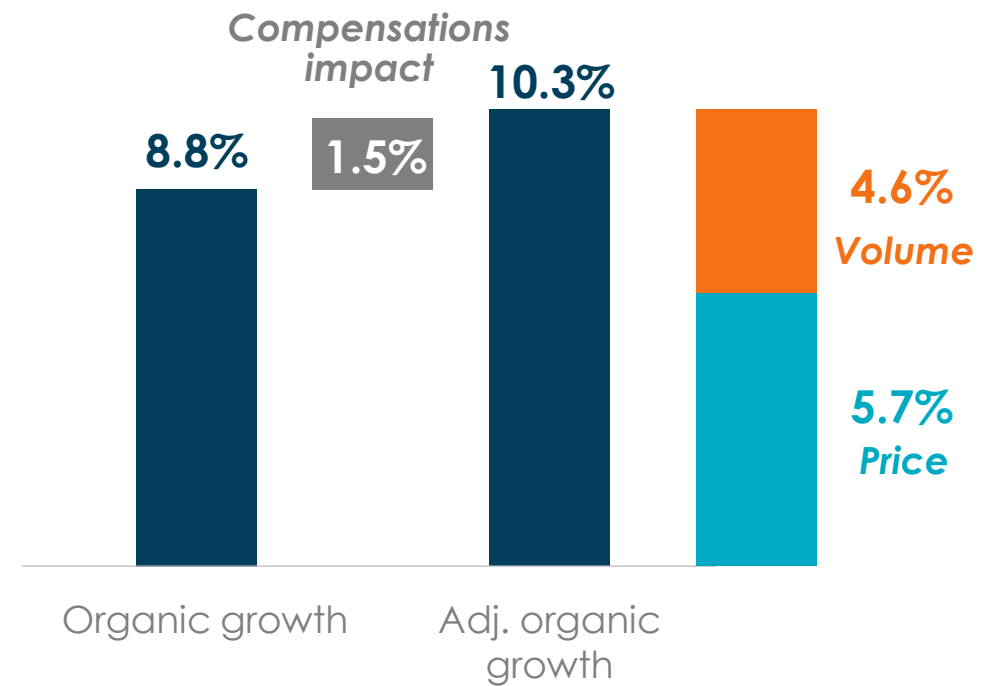
**Expected growth for 2023 confirmed at > 8% organic growth, with an EBITDAR and EBITDA stable in amount compared to 2022, and a financial leverage below 3.5x in 2023**

# VERY DYNAMIC Q1 2023 UNDERLYING GROWTH DRIVEN BY VOLUME RECOVERY AND TARIFF ADJUSTEMENTS

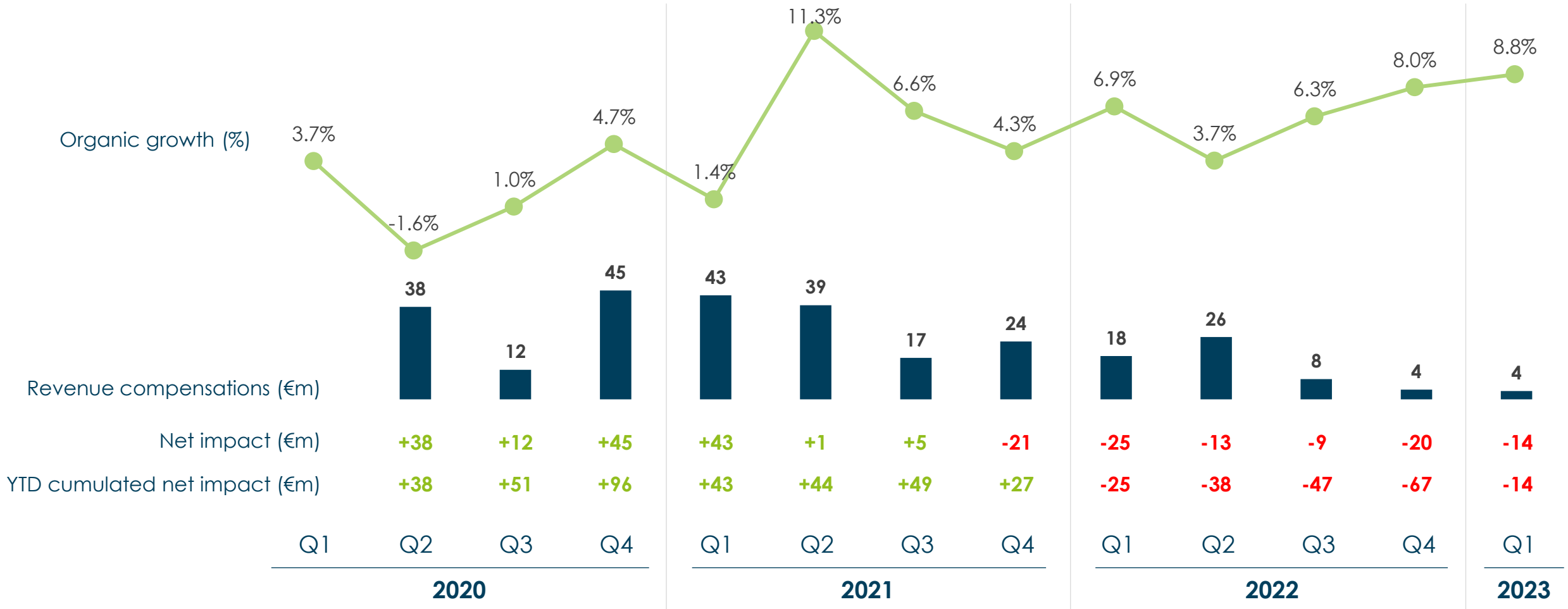
## REPORTED GROWTH



## ORGANIC GROWTH






# SOLID ORGANIC GROWTH IN SPITE OF STEEP DECREASE IN REVENUE COMPENSATIONS



2022 and 2023 quarterly growth adjusted for IFRS 5 discontinued operations

# DIVERSIFIED PORTFOLIO DRIVING SOLID ORGANIC GROWTH

## Q1 HIGHLIGHTS BY ACTIVITY

	Revenue (€m)		Reported growth (%)	Organic growth (%)	Organic growth excl. compensations
	Q1 2023	Q1 2022			
Long Term Care 	758.6	697.6	8.7%	8.3%	10.1%
Healthcare 	321.9	273.2	17.8%	6.2%	7.6%
Community Care 	137.8	118.9	15.9%	17.7%	17.7%
<b>Total</b>	<b>1,218.2</b>	<b>1,089.7</b>	<b>11.8%</b>	<b>8.8%</b>	<b>10.3%</b>

### ORGANIC GROWTH

- **Long Term Care**
  - Occupancy rate progression: +1.7 pts versus Q1 2022
  - Positive impacts of price adjustments (notably in Germany from September 1<sup>st</sup> 2022)
- **Healthcare**
  - Dynamic outpatient activity and integration of recent M&A fuelling growth
- **Community Care**
  - Strong growth driven by home care, assisted living volumes and Ages&Vie roll-out

### REPORTED GROWTH

- Impacted by acquisitions in healthcare, in particular Grupo 5 (Jan 2023)

# UNDERLYING ORGANIC GROWTH >5% IN ALL REGIONS

## Q1 HIGHLIGHTS BY COUNTRY

	Revenue (€m)		Reported growth (%)	Organic growth (%)	Organic growth excl. compensations
	Q1 2023	Q1 2022			
France	534.8	506.2	5.7%	4.5%	5.2%
Germany	282.6	269.4	4.9%	12.1%	16.8%
Benelux*	180.6	153.2	17.9%	18.0%	18.0%
Italy	152.7	128.4	19.0%	8.9%	9.5%
Spain, UK**	67.4	32.6	106.9%	7.1%	7.1%
<b>Total</b>	<b>1,218.2</b>	<b>1,089.7</b>	<b>11.8%</b>	<b>8.8%</b>	<b>10.3%</b>

### France :

- Organic growth driven by tariff adjustments and dynamic community care activity development

### Germany:

- Disposals affecting reported growth, whereas tariff adjustments from 1<sup>st</sup> September boosting organic growth

### Benelux:

- Dynamic occupancy recovery in Belgium and strong ramp-up in Netherlands

### Italy:

- Successful bolt-on integration, normalized activity and continued development of outpatient activity

### Spain & United Kingdom:

- Growth impacted by integration in January 2023 of mental health group Grupo 5 in Spain and activity recovery and ramp-up in the United Kingdom

\* o/w Belgium: €150.0m in Q1 2023 vs €130.5m in Q1 2022, Netherlands: €30.6m in Q1 2023 vs €22.6m in Q1 2022

\*\* o/w Spain: €53.6m in Q1 2023 vs €23.9m in Q1 2022, United Kingdom: €13.8m in Q1 2023 vs €8.7m in Q1 2022

# CONTINUED ACHIEVEMENTS ON OUR ESG ROADMAP & REINFORCING OUR MEDICAL EXPERTISE

## PEOPLE WELL-BEING AND SOCIAL DIALOGUE



### European level

- The European **HEALTH & SAFETY** 3-year protocol signed with the European Works Council already rolled-out at **34%**
- New negotiation of a **European chart on SOCIAL DIALOGUE with EPSU**



### France

- The number of people engaged in Korean **GRADUATING PROGRAMMES has nearly doubled** vs Q1 2022



### Belgium

- Korean **DIVERSITY** policy recognised, with the attribution of a **« diversity » award** by the Bruxelles Capitale region for all its sites

## MEDICAL INNOVATION



### Europe



- Partnership with the NPIS (Non-Pharmacological interventions Society) to create a **European typology for non-pharmacological therapies and their impact**



### France



- Partnership signed with SF3PA (specialized in geronto-psychiatry) to create a **new tool of prevention and diagnostic of elderly depression**



### France



- Partnership with the French foundation FondaMental to continue **enriching our mental health expertise**

**Q&A**