

9M SALES

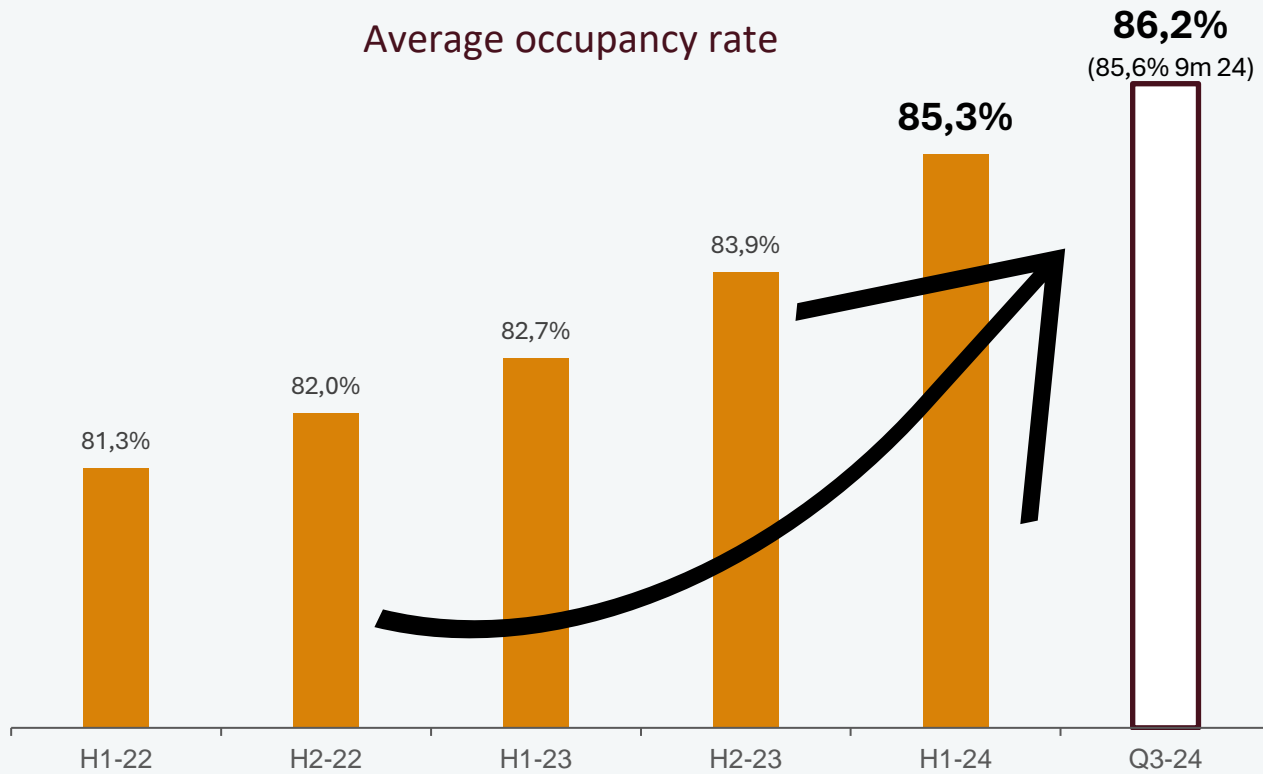
EMEIS

30 OCTOBER 2024



# Continued positive momentum in occupancy rate

*Driving an upward trend in all markets/all business*



*Embedded dynamic to be continued*

Positive momentum  
on French nursing homes

French Nursing homes occupancy rate

**85,2%** in Q3 2024

**c. +1pt** vs. Q3 2023

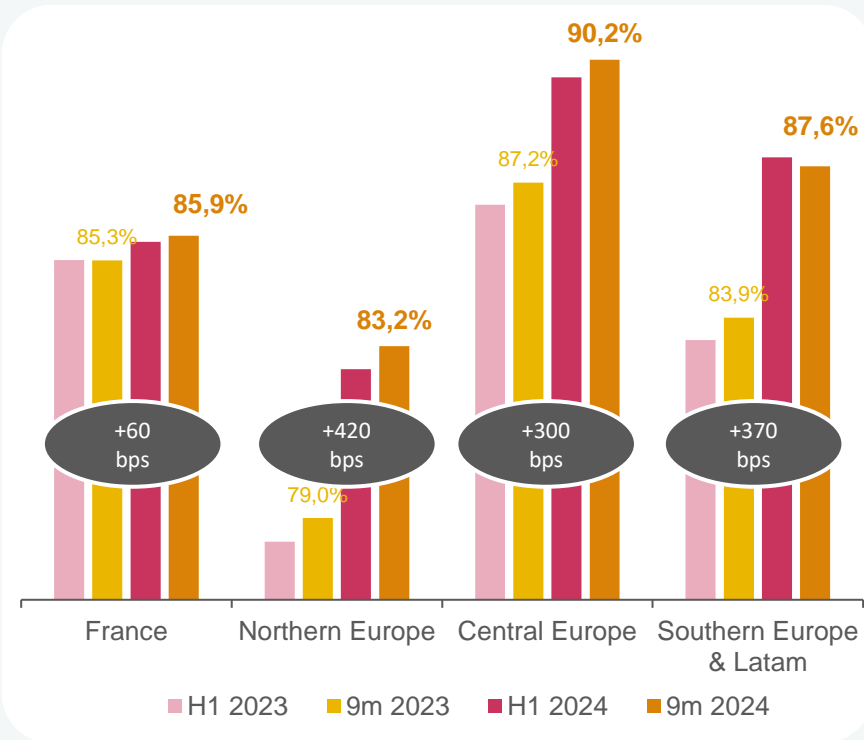
# Occupancy rates on an upward trend

+2.6 pts from 83.0% to 85.6%

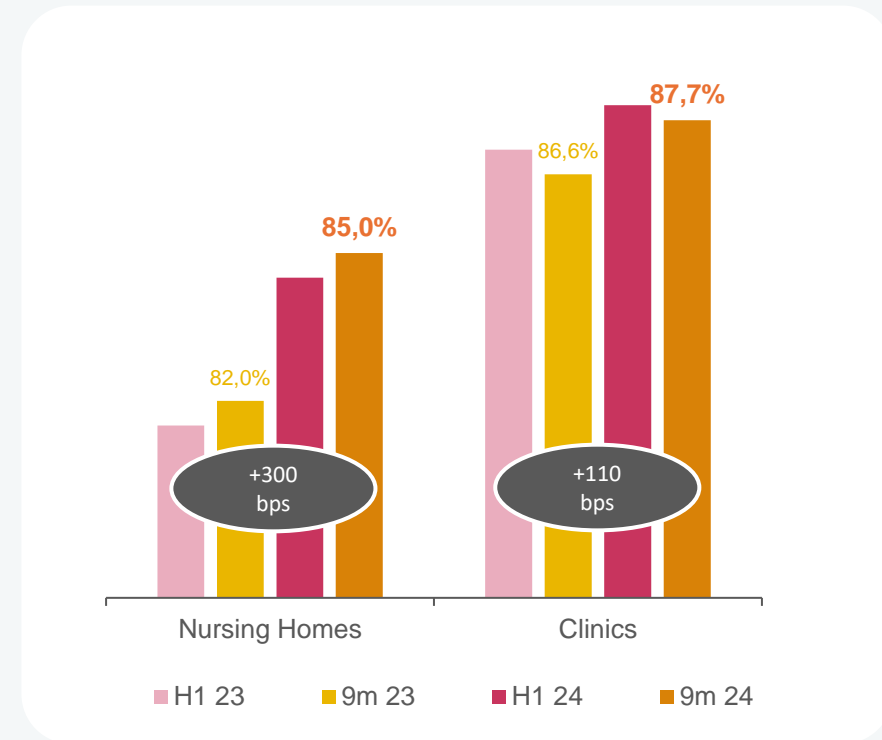


- Occupancy rates up in every region, and for every business
- ... although still below normative levels that would support sustainable profitability

### Occupancy ratios per Geography

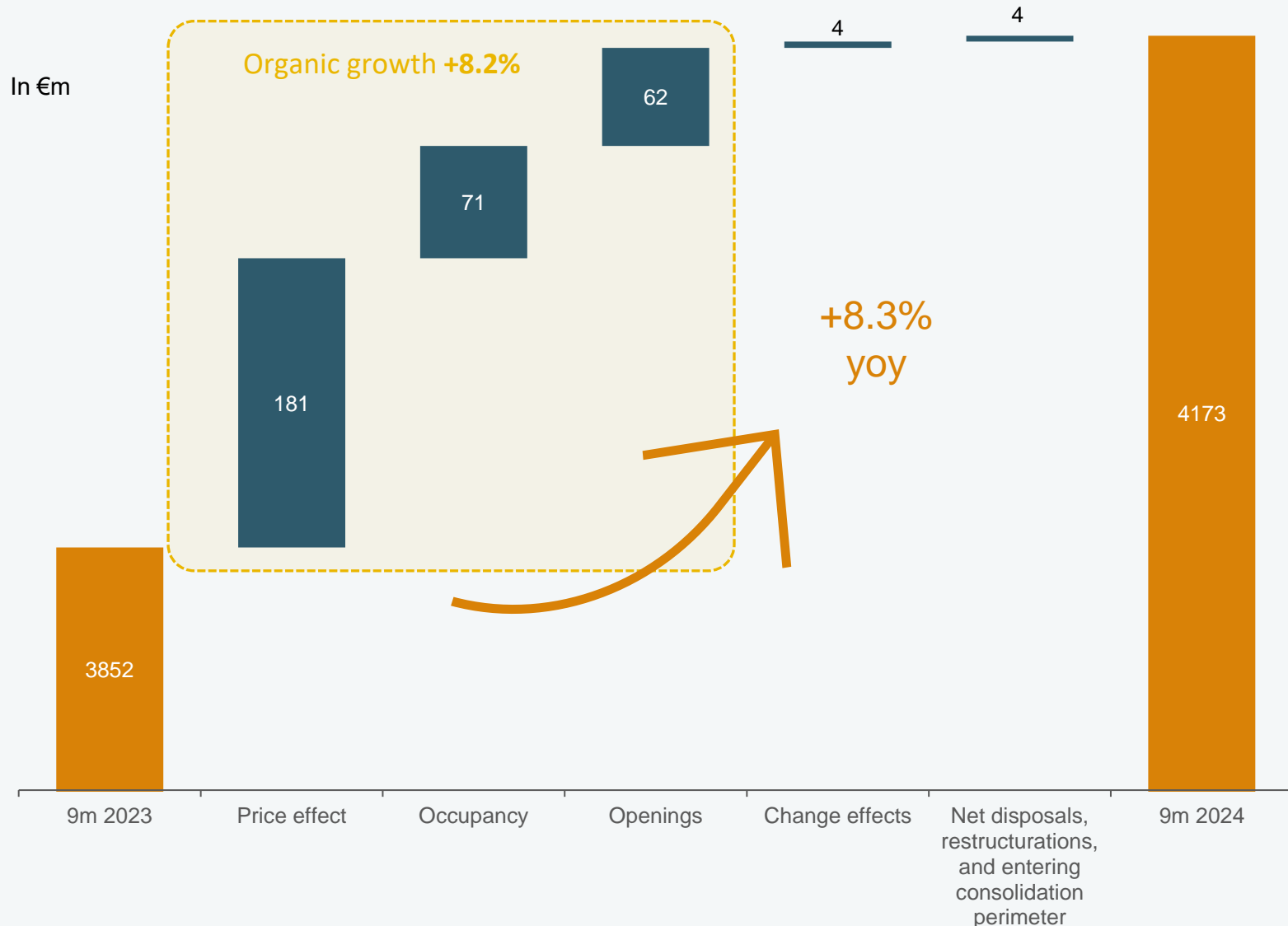


### Occupancy ratios per business



# Outperformance in revenue growth

given strong price effect and occupancy rate recovery



*Positive drivers supporting organic growth at the Group level*

- Price effect +4.7%
- Occupancy rate +1.9%
- Openings +1.6%

*Nursing homes and clinics well oriented*

- Nursing homes +10.9%
- Clinics +3.7%

# Revenue up in all geographies



## Non-French markets posting double-digit organic growth

Sales (en M€)	9 months (end of september)			
	9m 2023	9m 2024	Var.	Organic
France	1,705	1,765	+3.5%	+3.6%
Northern Europe	1,068	1,208	+13.1%	+11.4%
Central Europe	646	714	+10.5%	+11.1%
Southern Europe & Latam	287	320	+11.4%	+12.9%
Other Geography*	146	167	+13.8%	+17.2%
<b>Total</b>	<b>3,852</b>	<b>4,173</b>	<b>+8.3%</b>	<b>+8.2%</b>
<i>ow Nursing Homes</i>	<i>2,411</i>	<i>2,674</i>	<i>+10.9%</i>	<i>+10.5%</i>
<i>ow Clinics</i>	<i>1,259</i>	<i>1,307</i>	<i>+3.7%</i>	<i>+4.2%</i>

### France

Slower than initially expected recovery  
Largely driven by a price effect  
Nursing homes revenue growth (+5%) above clinics

### Northern Europe

(Germany, Belgium, Netherlands, Luxemburg)

Strong recovery in occupancy rate and supportive price revision achieved, especially in Germany

### Central Europe

(Austria, Switzerland, Czech republic, Slovenia, Croatia)

Switzerland and Austria significantly outperforming on all metrics, mostly thanks to price revision in Austria and occupancy improvement in Switzerland

### Southern Europe

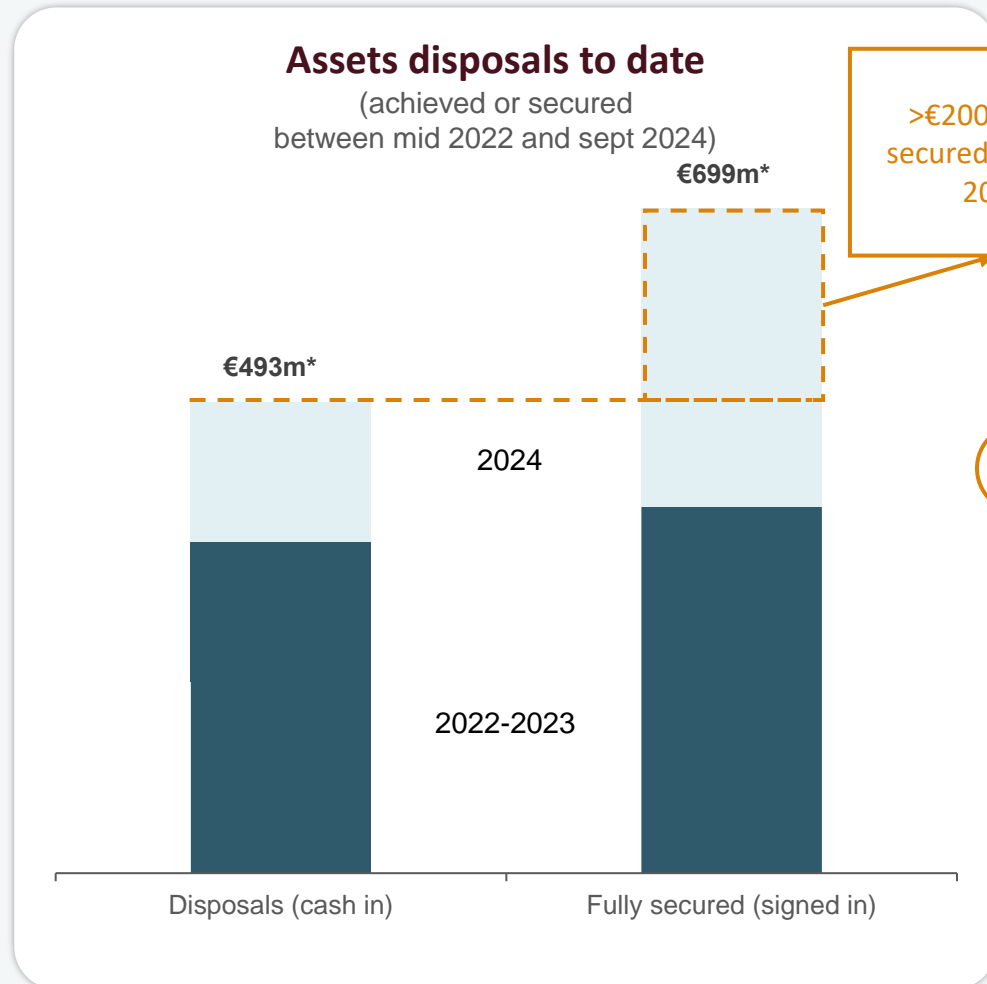
(Spain, Italy, Portugal & Latam)

Spanish facilities posting strong recovery trends, almost back to pre-Covid levels in terms of occupancy

\* Ireland, Poland, UK, China, United Arab Emirates

# c.€700m disposals already secured since mid-2022

An ambition of €1.5bn by end-2025



**€1.5bn**  
by end-2025  
(disposals of real estate and operating assets<sup>(2)</sup>)

\* Disposal price excl. transfer taxes and duties

# 2024 guidance confirmed



## OPERATIONAL PERFORMANCE IMPROVEMENT

- 2024 EBITDAR: €700/730m (i.e., between +0% and +5% vs. 2023)
- 2024 pre-IFRS 16 EBITDA around €210m

## FURTHER ENHANCING ACCESS TO LIQUIDITY

- Working capital improvement and further optimisation of capex
- €1.5bn disposals by end-2025 (from mid-2022) including real estate and operating assets

## EMEIS : MISSION-LED COMPANY BY 2025

- *emeis* confirms its ambition to become a « purpose driven company » in 2025

# DISCLAIMER

This document contains forward-looking statements that involve risks and uncertainties, including information incorporated by reference, regarding the Group's expected growth and profitability in the future that may significantly impact the expected performance indicated in the forward-looking statements. These risks and uncertainties relate to factors that the Company cannot control or accurately estimate, such as future market conditions. Any forward-looking statements made in this document express expectations for the future and should be regarded as such. Actual events or results may differ from those described in this document due to a number of risks or uncertainties described in Chapter 2 of the Company's 2022 Universal Registration Document, its amendments and section 2.3 of the Company's Half-Year Financial Report, all of which are available on the Company's website and on the website of the French financial markets authority (*Autorité des marchés financiers*) ([www.amf-france.org](http://www.amf-france.org)).