



Founded in 1989 by Jean Claude Lavorel, LVL Médical is today a reference player in Domiciliary Medical Assistance.

In order to meet the growing needs of its patients and prescribing Doctors, the Group, which originally specialised in respiratory assistance, has progressively extended its services to perfusion, enteral nutrition and insulin pump therapy in the home.

LVL Médical is also present in Germany through its subsidiary Bonitas, a market leader in nursing and intensive care in the home and in dedicated centres.

Every day, almost 50,000 patients receive care from LVL Médical and its 2400 employees.

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Press release October 20<sup>th</sup> 2011

## LVL Médical Group continues its expansion Consolidated 2010-2011 turnover up 9% to €169 million

Lyon, October 20<sup>th</sup> 2011 – LVL Médical Group has announced consolidated turnover of €169 million for the 2010-2011 financial year, compared with €155.1 million for the previous financial year, i.e. a growth rate of 9%.

T/O (€m)	France	Germany	Perimeter variation	LVL Médical Group
Activities	In-home medical assistance	Intensive and outpatient care	Acquisitions (*)	Total T/O
2009 - 2010	96.2	58.9	3.7	155.1
2010 - 2011	103.9	65.1	10.1	169.0
Growth rate	8.0%	10.5%	NS	9.0%

Q4 2009-2010	25.2	14.7	1.2	39.9
Q4 2010-2011	27.1	21.1	7.5	48.2
Growth rate	7.5%	43.5%	NS	20.8%

(\*) Acquisitions in Germany that were made during the financial year: AKS, Filius, Air Vital

### FRANCE

Turnover in France amounted to €103.9 million as at September 30<sup>th</sup> 2011, up 8% on a like-for-like basis compared with the previous financial year. Excluding the impact of lower tariff on the respiratory business, that growth would have been 9.8%. This growth reflects the positive results of the development measures taken by the Group.

Respiratory assistance posted growth of 6.1% and revenues of €62.2 million as at September 30<sup>th</sup> 2011. Excluding the impact of lower prices, the increase in the business' turnover would have been 9.1%.

The Perfusion, Nutrition and Insulin Therapy businesses (PNI) reported substantial growth of 10.8%, reaching annual turnover of €41.7 million as at 30<sup>th</sup> September 2011, i.e. over 40% of the French business.

LVL Médical Group is now even more clearly a major player in its business sector.

### GERMANY

The turnover generated by the in-home nursing care facilities and the intensive care units amounted to €65.1 million as at September 30<sup>th</sup> 2011, compared with €58.9 million as at September 30<sup>th</sup> 2010, i.e. a growth rate of 10.5%.

In fact, in Germany, Bonitas clearly appears to be an essential operator in the healthcare chain, and one that is particularly capable of integrating new centres while maintaining a high level of quality and profitability.

### OUTLOOK

The Group has gathered the resources, especially in the human and organisational spheres, that should enable it to achieve ambitious growth targets in 2012.

### NEXT NEWS

LVL Médical Group will publish its annual results for the financial year ending on September 30<sup>th</sup> 2011 on Monday December 12<sup>th</sup> 2011, after the Stock Market closes.