



VIVALTO SANTÉ GROUP CORPORATE PRESENTATION



01

THE HISTORY *OF VIVALTO SANTÉ*

DANIEL CAILLE

Chairman and Founder

Health is our vocation.

“Our mission is to help you to live better and longer. Supporting you throughout your life is the basis of our raison d'être. This is the energy that has driven us since this superb adventure that is Vivalto Santé, more than more than 10 years ago, and which has made us a leader in patient care.”



KEY DATES IN OUR HISTORY

END 2009 - 2010

- Creation of Vivalto Santé Group by Daniel Caille
- Creation of the « 3rd Way », a unique partnership model offering shared governance and employee share ownership.
- Acquisition of 3 facilities: Centre Hospitalier Privé Saint-Grégoire (Rennes), Clinique Pasteur-Lanroze (Brest) and Clinique de la Côte d'Emeraude (Saint-Malo)
- Creation of Vivalto Dom (structure for returning home after hospitalisation)

2016

- Number of shareholder doctors multiplied by 5

2018

- Vivalto Santé, with its 27 facilities, becomes the 3^{ème} private healthcare player in France
- Launch of employee share ownership: 1 out of 4 employees becomes a shareholder

2021

- Vivalto Santé becomes a public benefit corporation (PBC)
- Developments in governance bodies at Group, clusters and facilities level... in particular with the creation of the Strategic Medical Committee

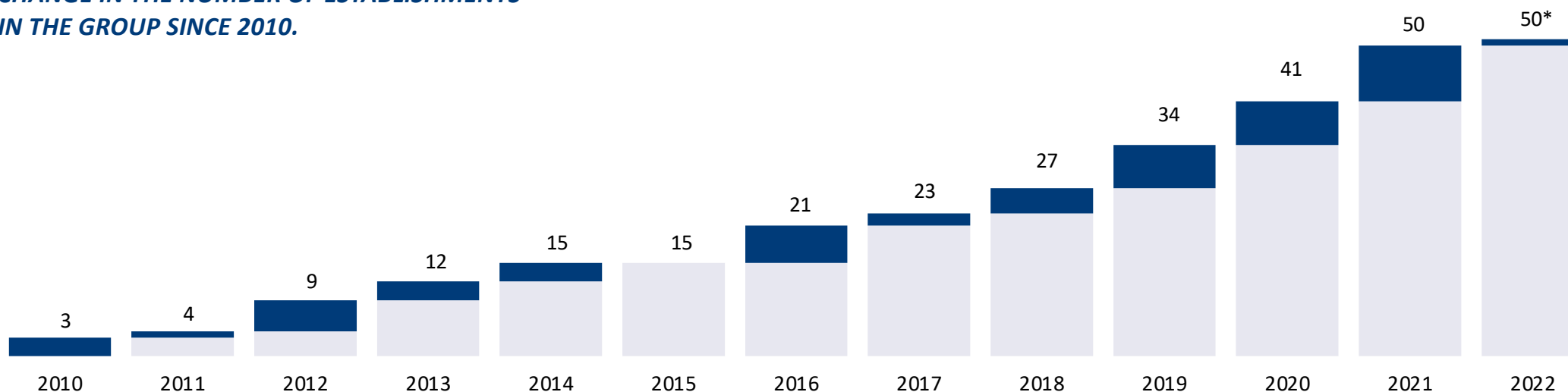
2022

- 1,000 doctors shareholders (1 out of 3 doctors)
- 35% employees shareholders (1 out of 3 employees)
- Vivalto Santé becomes a major player in Europe with a total of 92 facilities
 - July : setting up in Switzerland
 - November : setting up in Spain and central Europe
 - December : setting up in Portugal

OUR DEVELOPMENT OVER THE YEARS

→ STEADY GROWTH IN FRANCE

CHANGE IN THE NUMBER OF ESTABLISHMENTS
IN THE GROUP SINCE 2010.



DEVELOPMENT IN FRANCE

**Acquisition of the Clinique de Ker Yonnec - Champigny-sur-Yonne. The Mantes-la-Jolie haemodialysis centre has been integrated into the Mantes-la-Jolie clinic.*

GROUP'S INTERNATIONALISATION

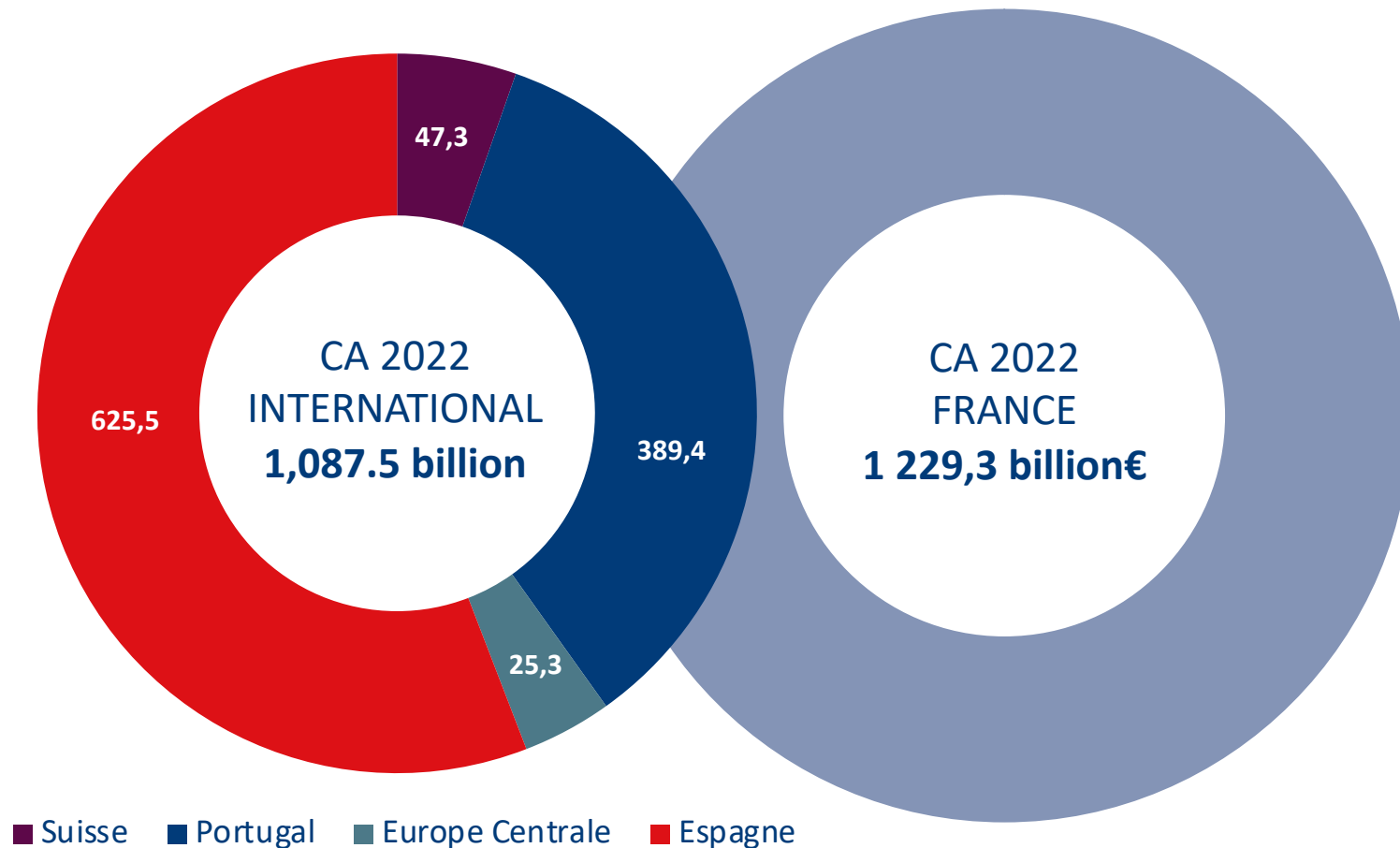
→ FROM 2022

JULY 2022

- Switzerland: CIC Clinical Group

NOVEMBER/DECEMBER 2022

- Portugal: Lusíadas Group
- Spain, Czech Republic - Slovakia :
Ribera Salud Group



02

WHAT MAKES US *DIFFERENT* ?

OUR VALUES

Our vision is based on 3 strong values that have been shared by the whole Group since its creation.



Audacity

Business
with enthusiasm.

Anticipating the future
through innovation.

Deploying innovative and adapted
organisations.



Trust

Have a caring
attitude.

To be driven by the principles
of sharing and cooperation.

Taking a positive view
of the future.



Team

Accepting differences
and encouraging participation
for everyone.

Recognising everyone's
contribution to facilitating
and develop our policy of
medical excellence
around patients.

A UNIQUE MODEL: THE 3RD WAY

→ SHARED GOVERNANCE

3rd WAY COLLABORATIVE AND EXCHANGE BODIES

STRATEGIC MEDICAL COMMITTEE (SMC)

- Doctors administrators
- Chairman
- 2 DG
- M&A Chief Officer
- VS Medical Chief Officer (MCO) & Vivalto Partners MCO

CLUSTER MEDICAL COMMITTEE (CMC)

- Chairman of the CMC appointed by his peers
- Doctors representatives from each hospital in the area

MEDICAL MANAGEMENT COMMITTEE (MMC)

- Chairman of the Facility's Medical Committee
- Doctors representatives
- 3 to 8 co-opted doctors who form the CDM

MANAGERIAL" GOVERNANCE BODIES

COMEX

- 2 CEO
- 5 Functional Directors

CLUSTER'S MANAGEMENT COMMITTEE

- Cluster Chief Officer
- Facilities' CEO of the cluster
- Cluster's Management team

FACILITY MANAGEMENT COMMITTEE

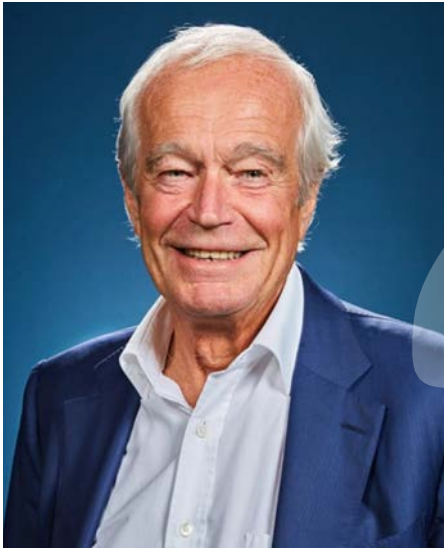
- Facility's CEO
- Facility's Management team

CORPORATE

CLUSTER

FACILITY

1ST HEALTHCARE PUBLIC BENEFIT CORPORATION*



DANIEL CAILLE,
Founding Chairman

All private healthcare companies should be **Public Benefit Corporations**, because although we are not a public service, we are at the service of the public.

1ST HEALTHCARE PUBLIC BENEFIT CORPORATION

In June 2021, Vivalto Santé becomes the 1st Public Benefit Corporation (PBC) in the French healthcare sector.

Being a PBC, means reconciling **economic performance and impact**. This means strengthening the "**responsible DNA**" of a based on **4 pillars**.

- **The inclusion of a Purpose Statement** (our mission) in the company statutes
- **The definition of this Purpose in terms of statutory, social and/or environmental objectives** that are concrete, tangible and measurable over time
- **The creation of a governance structure dedicated to** monitoring the proper execution of the Purpose Statement: the Mission Committee
- **The use of regular audits** carried out by an independent third-party organisation, to ensure that the company is taking action to meet its Purpose Company objectives

1ST HEALTHCARE PUBLIC BENEFIT CORPORATION

→ OUR PURPOSE

Our purpose, to serve everyone in a sustainable way,
is to provide care and support
patients throughout their care and their lives.

It is based on an innovative partnership
with doctors and a strong commitment from the women
and men of the Group.

1ST HEALTHCARE PUBLIC BENEFIT CORPORATION

OUR 4 STATUTORY OBJECTIVES



PATIENTS

OFFER CARE
QUALITY ACCESSIBLE TO ALL
THE PATIENTS

EMPLOYEES

DEVELOP A COLLECTIVE DYNAMIC
WITH OUR TEAMS
AND ATTRACTIVE

DOCTORS

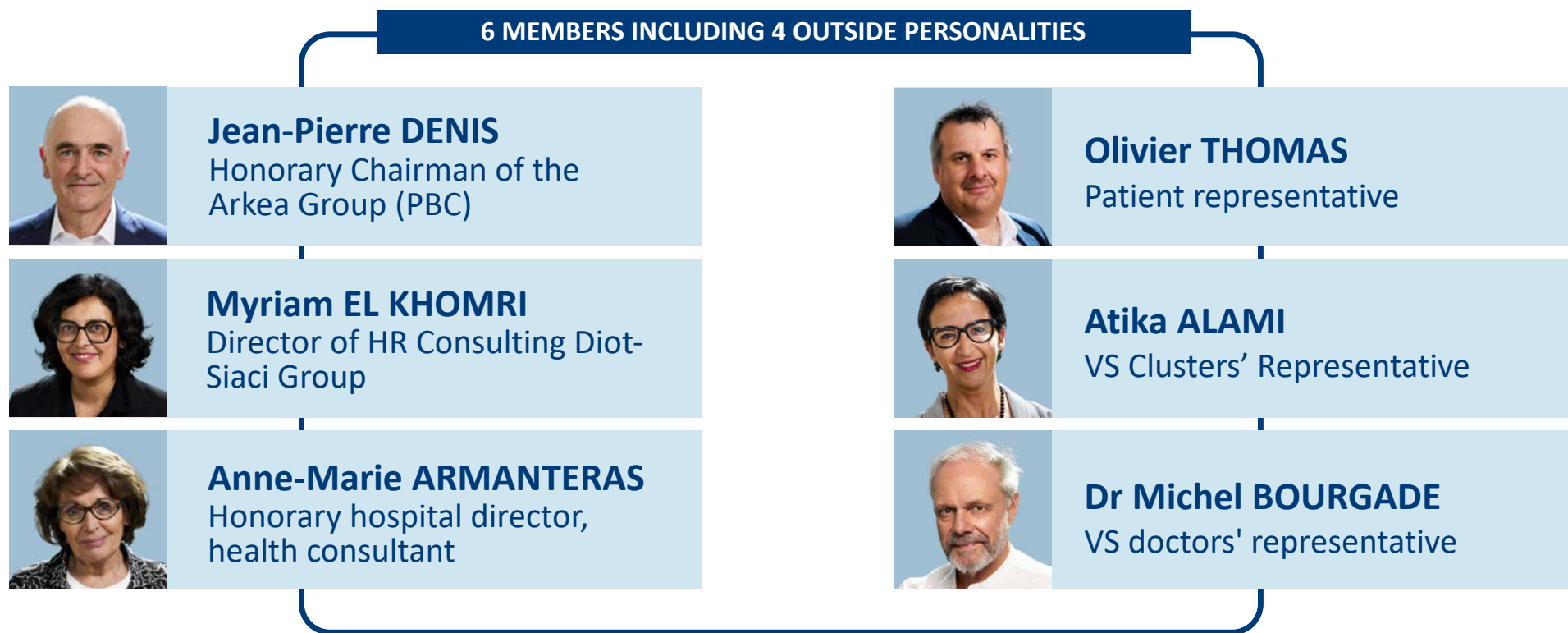
ASSERTING OUR GOVERNANCE
SHARED WITH OUR DOCTORS
TO BETTER MEET HEALTHCARE NEEDS

ENVIRONMENT

TAKING CARE OF EVERYONE
BY REDUCING OUR ENVIRONMENTAL
FOOTPRINT

1ST HEALTHCARE PUBLIC BENEFIT CORPORATION

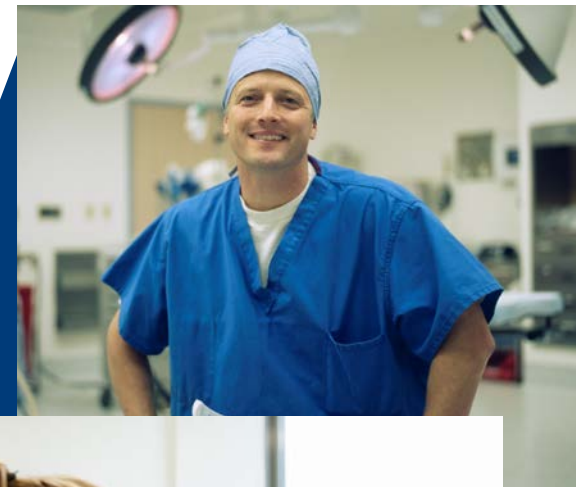
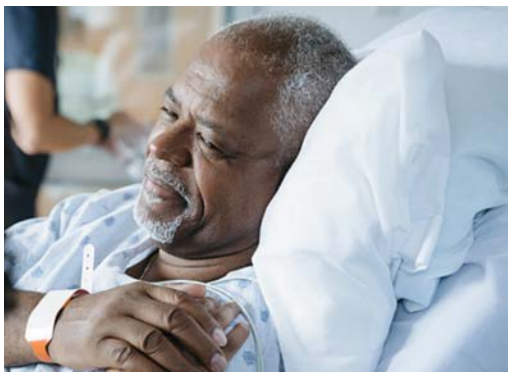
→ A MISSION COMMITTEE TO ENSURE COMPLIANCE WITH THE PURPOSE



APRIL 2023: A 1ST REGULATORY AUDIT CONFIRMED OUR PBC STATUS
FOR THE FIRST TIME IN THE HOSPITAL SECTOR.

AND TOMORROW THE 3RD REINFORCED WAY

→ WITH PATIENTS, DOCTORS AND EMPLOYEES



03

ID CARD

A NEW DIMENSION

→ VIVALTO SANTÉ EXPANDS IN EUROPE

92 facilities in Europe

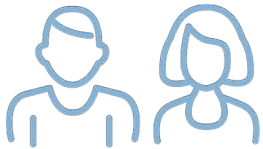
With operations in **6 countries**,
the Group is doubling the size of its
business:

2.3 billion turnover



THE GROUP'S KEY FIGURES

→ A MAJOR PLAYER IN HOSPITAL CARE IN EUROPE



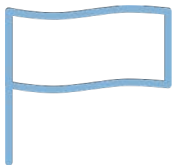
2,5
MILLION PATIENTS



6 000
DOCTORS



20 000
EMPLOYEES



6
COUNTRIES



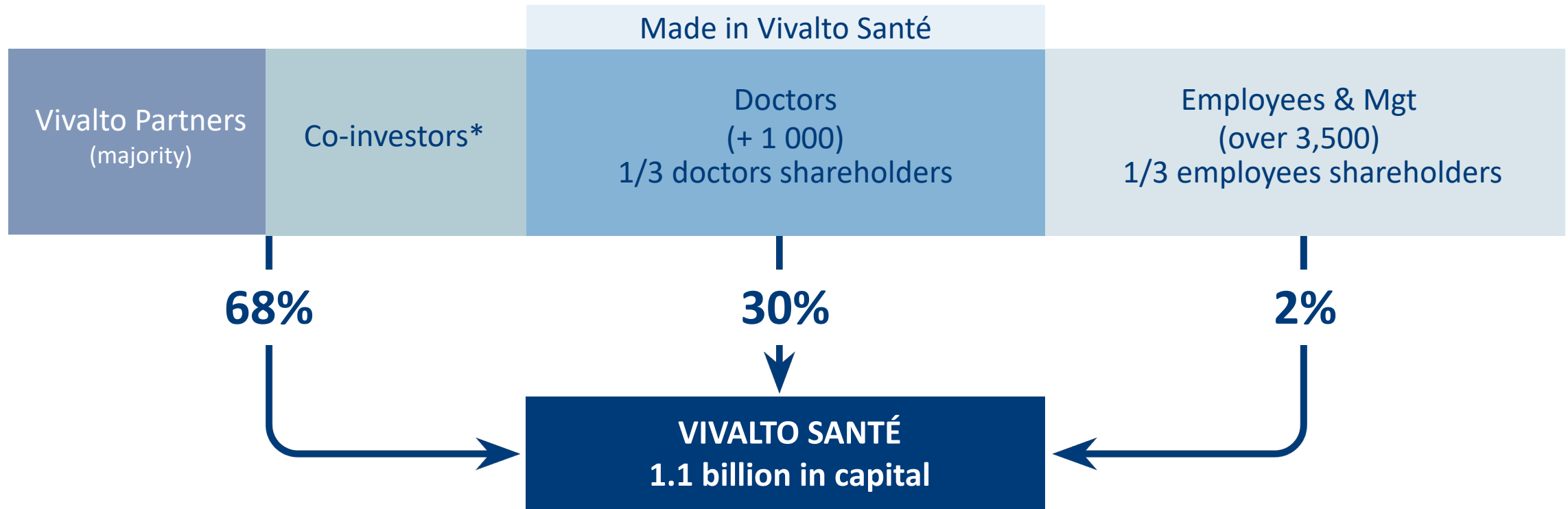
92
FACILITIES



2,3
Billions of euros Turnover

SHAREHOLDER STRUCTURE

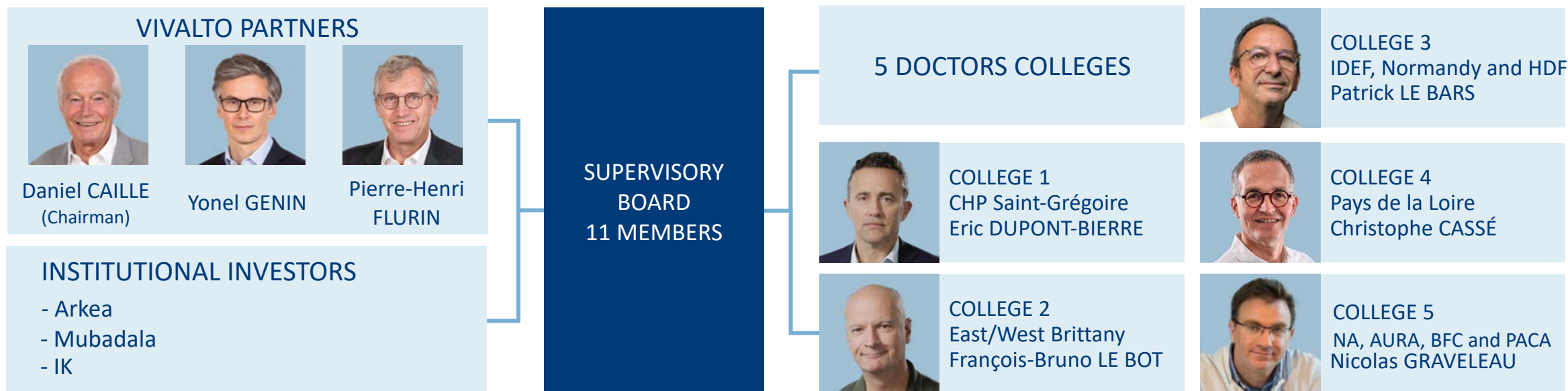
→ A SHAREHOLDING SHARED BETWEEN INVESTORS, DOCTORS AND EMPLOYEES



GROUP GOVERNANCE

→ THE SUPERVISORY BOARD

THE 3rd WAY, OUR SHARED GOVERNANCE



GROUP GOVERNANCE

→ THE EXECUTIVE COMMITTEE



Around **Daniel CAILLE**,
Chairman of the Supervisory Board,
the members of the Group Executive Committee:
From left to right:

Emmanuel DE GEUSER,
Chief Executive Officer.

Anne BOURDET-NEUILLY,
Development Director
and Medical Shareholder Relations.

Dr Philippe SOUCHOIS,
Medical Director.

Sandrine MACARIO,
Human Resources Director and Head of the
Entreprise à Mission.

Emmanuel PRIN,
Chief Executive Officer.

Caroline DESAEGHER,
Communication & Patient Experience Director.

Antoine GOELAU,
Chief Financial Officer.

FRANCE



THE 50 FACILITIES OF THE GROUP IN FRANCE

- **+ 1.3M** patients
- **3,150** doctors
- **10,400** employees
- **6** clusters
- **50** facilities
- **7,200** beds and places

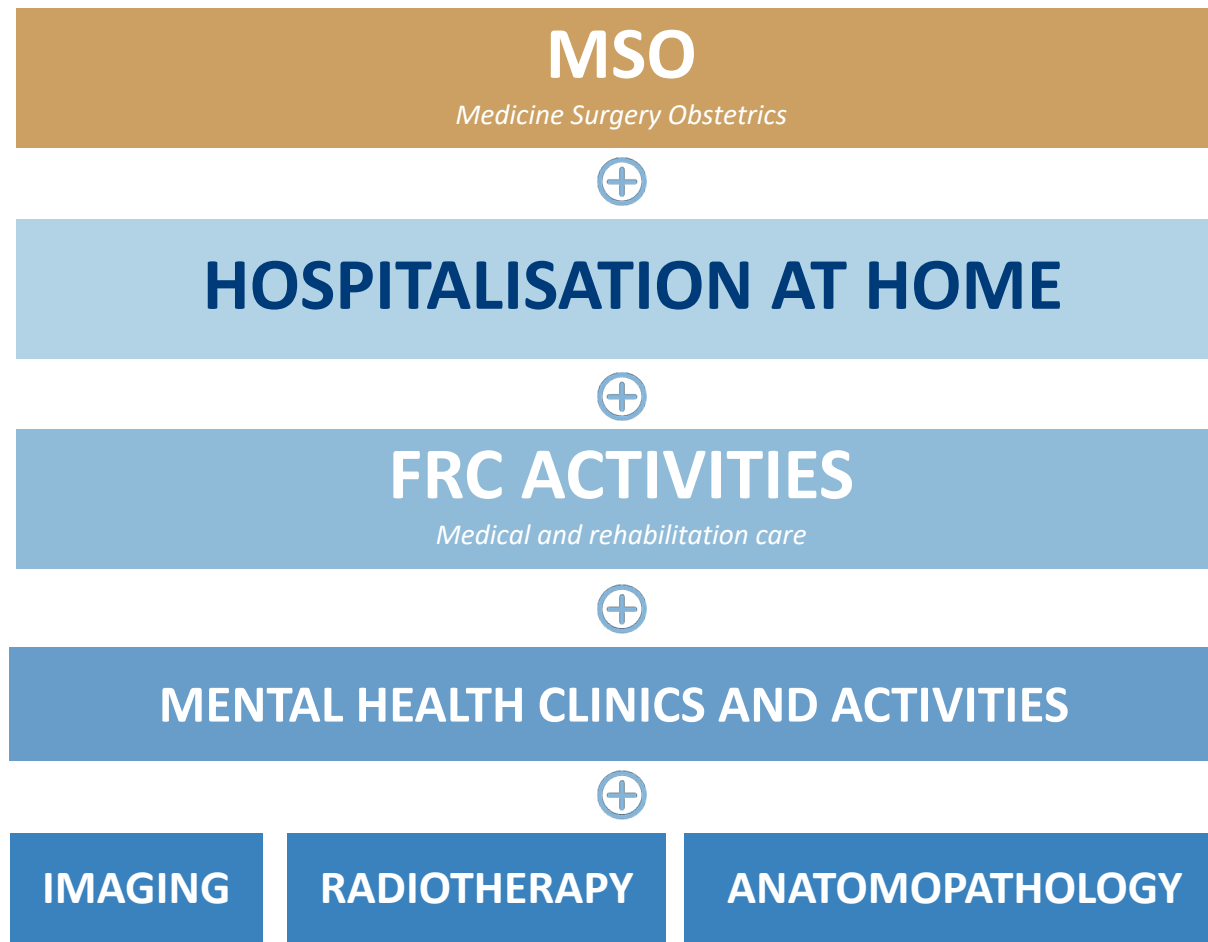


A MEDICAL PROJECT FOR EACH CLUSTER

→ OUR HEALTHCARE OFFER AND ITS TERRITORIAL ORGANISATION

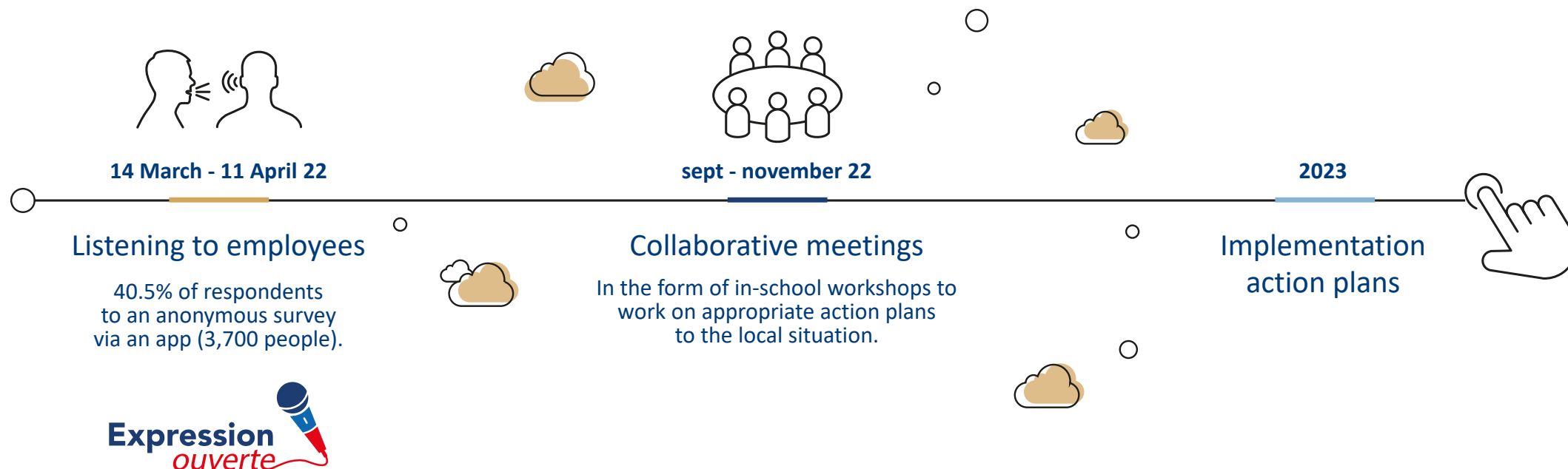


DIVERSIFIED DEVELOPMENT



TAKING CARE OF OUR TEAMS

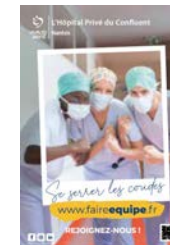
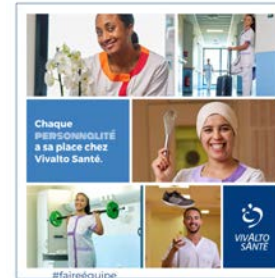
→ MOBILISING EVERYONE AROUND QUALITY of LIFE at WORK (QWL)



RECRUITMENT, A MAJOR CHALLENGE

→ OUR RECRUITMENT DRIVE

Implementation
numerous
multi-media and
and events :
billboards, radio
social networks,
trade fairs, etc.

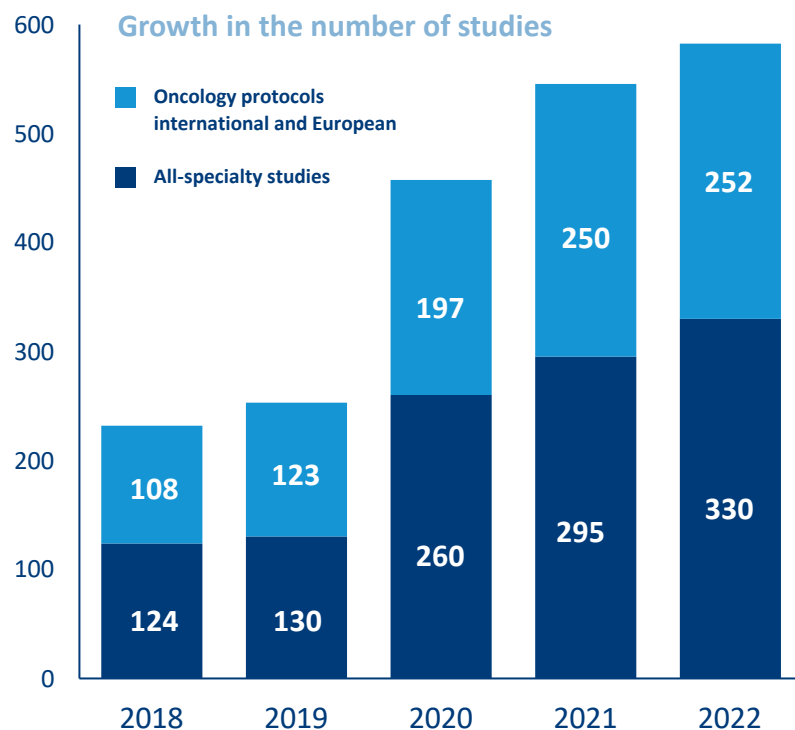


RESEARCH AND INNOVATION...

... In our DNA

RESEARCH

→ PROMOTE MEDICAL AND PARAMEDICAL RESEARCH

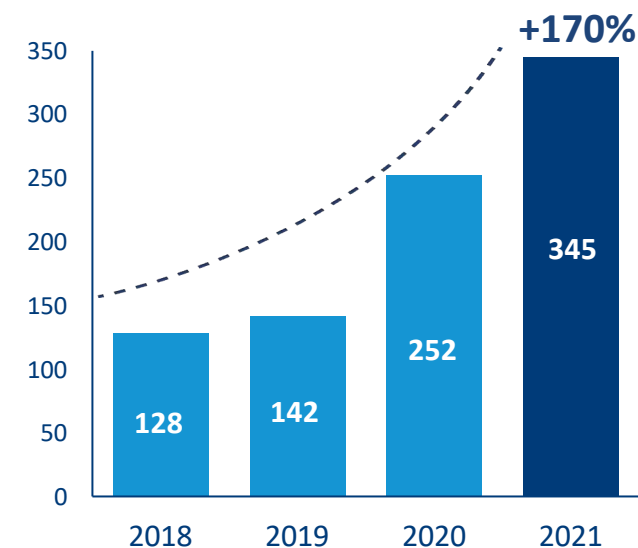


Growth
in the number of studies
in all specialities



LA RECHERCHE
VIVALTO SANTÉ

Growth
in the number of publications



Source: Vivalto Santé Group Research Department.

Source: SIGAPS data (specialities with at least 10 publications over the 2018-2021 period).

INNOVATION

→ AT THE SERVICE OF CAREGIVERS



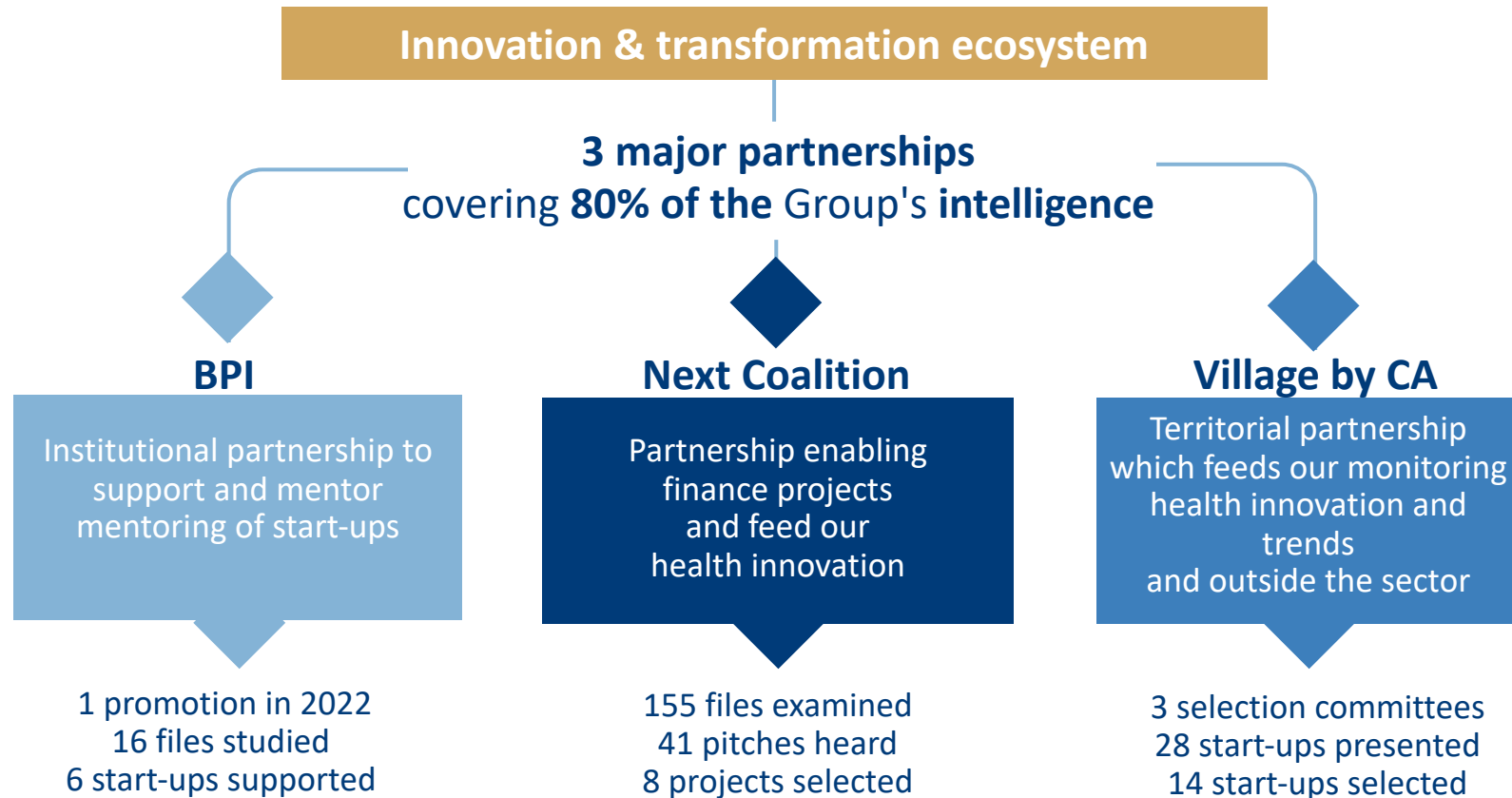
Viv'Agile is a digital programme that **makes it easier for care teams to focus on their patients.**

The 1st solution in the VIV'AGILE programme is QUARNESS



INNOVATION

→ VIVALTO SANTÉ AT THE HEART OF THE FRENCH HEALTHCARE INNOVATION ECOSYSTEM



THE CLUSTERS...

... A real dynamic

ILE-DE-FRANCE



- > 9 facilities (including 6 in Yvelines)
- > 1,400 employees (2/3 in Yvelines)
- > 500 doctors (2/3 in Yvelines)
- > 4 emergency departments
- > 2 unscheduled care units
- > 3 dialysis centres
- > 3 Da Vinci X surgical robots
- > 1 maternity ward

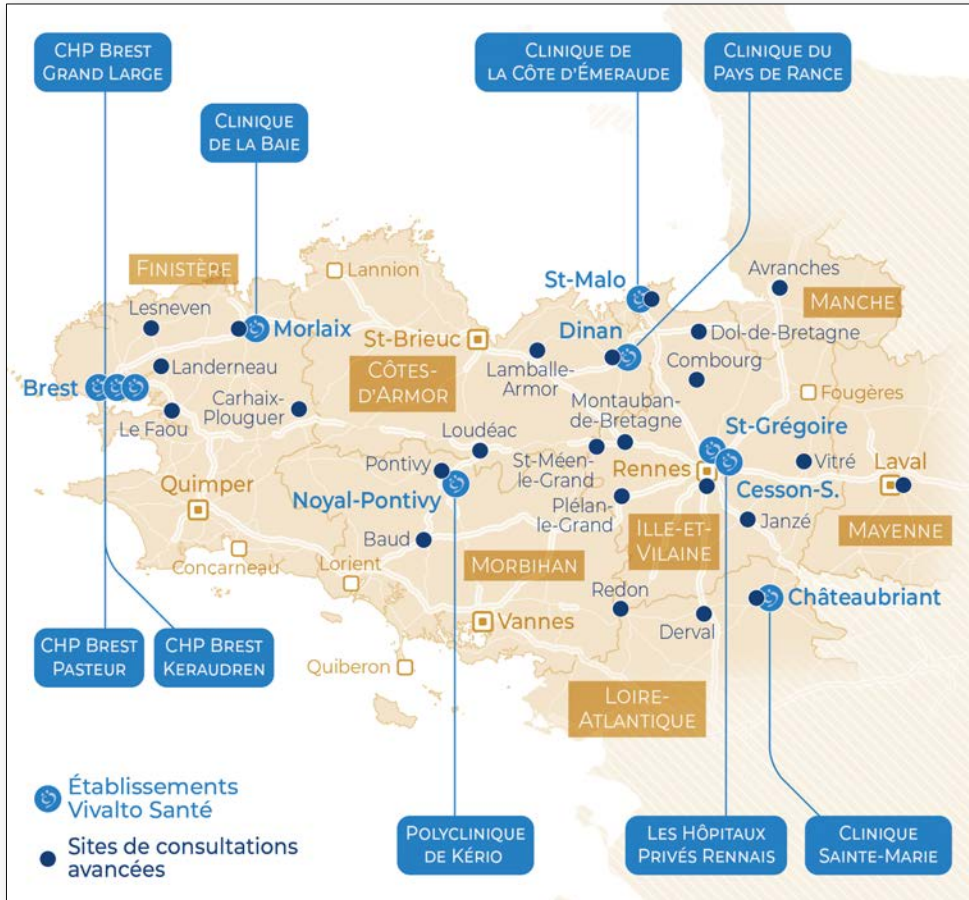


Atika Alami
Cluster CEO



Dr. Patrick Le Bars
Hepato-gastro-enterologist
Chairman of the CMC

BRITTANY



- > **Les Hôpitaux Privés Rennais (LHPR)**
St Grégoire - Cesson-Sévigné
- > **24 advanced medical consultation sites**
- > **Emergency Departments and unscheduled care units**
- > **OMNIDOC**
The remote expertise solution
- > **Vivalto DOM**
Home care after hospitalisation
- > **Vivalto Sport**
Sports medicine centre: adapted physical activity - getting back into shape, performance...



Nicolas Bioulou
Cluster CEO

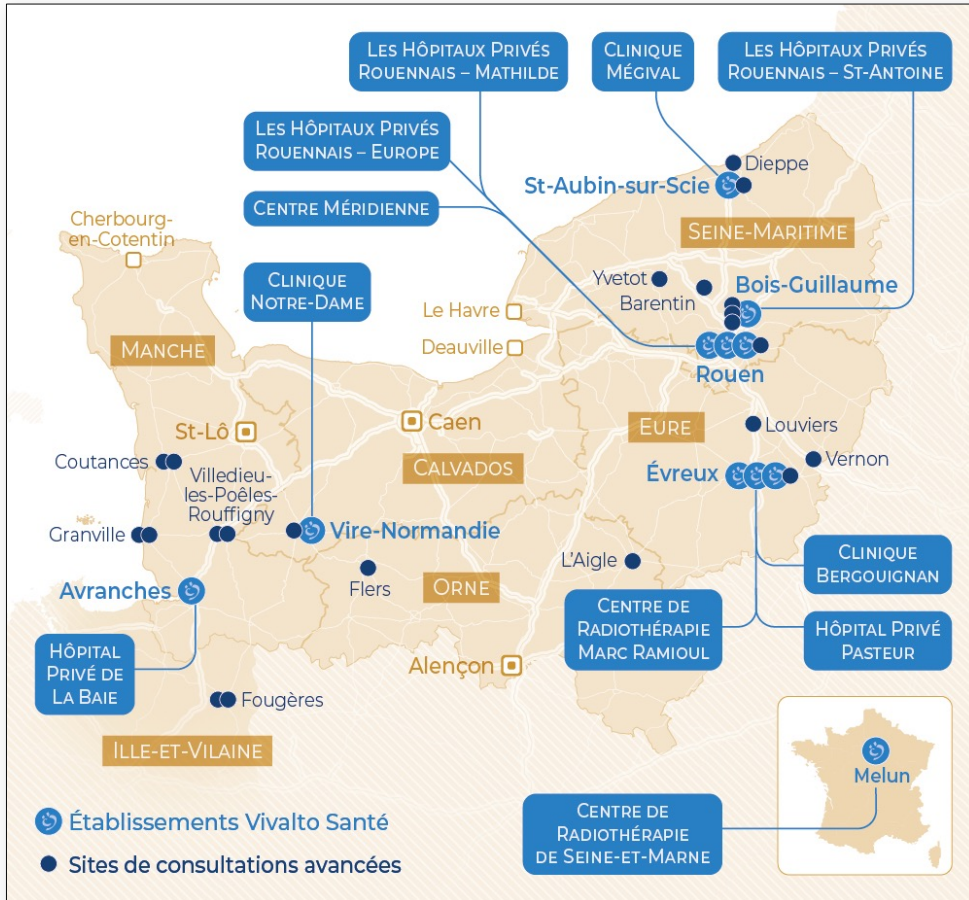


Dr. Jean-François Gautier
Anaesthetist
Chairman of the East Brittany CMC



Dr. Jean-Philippe Inigués
ENT surgeon
Chairman of the West Brittany CMC

NORMANDY



- > **Les Hôpitaux Privés Rouennais (LHPR)**
Europe - Mathilde - St Antoine
- > **22 advanced consultation sites**
- > **68,218 emergency room visits / year**
- > **17,289 chemotherapy sessions / year**



Delphine Chastan Guigou
Cluster CEO



Dr. Marc Durand-Réville
Obstetric gynaecologist
Chairman of the CMC

HAUTS-DE-FRANCE



- > **11 advanced consultation sites**
- > **41,000 emergency and urgent care visits / year**
- > **1,026 cancers operated on / year**



Christophe Chaumeuil
Cluster CEO



Dr. Marion Poleszczuk
Gynecologist surgeon
Chairman of the CMC

PAYS DE LA LOIRE



- > 13 advanced consultation sites
- > 6,790 interventional cardiology procedures / year
- > 28,680 chemotherapy sessions / year



Didier Delavaud
Cluster CEO



Dr. Michel Bourgade
Orthopaedic surgeon
Chairman of the CMC

NOUVELLE-AQUITAINE



- > 12 advanced consultation sites
- > 4,061 major orthopaedic surgeries / year
- > 2 893 hand & wrist surgeries / year

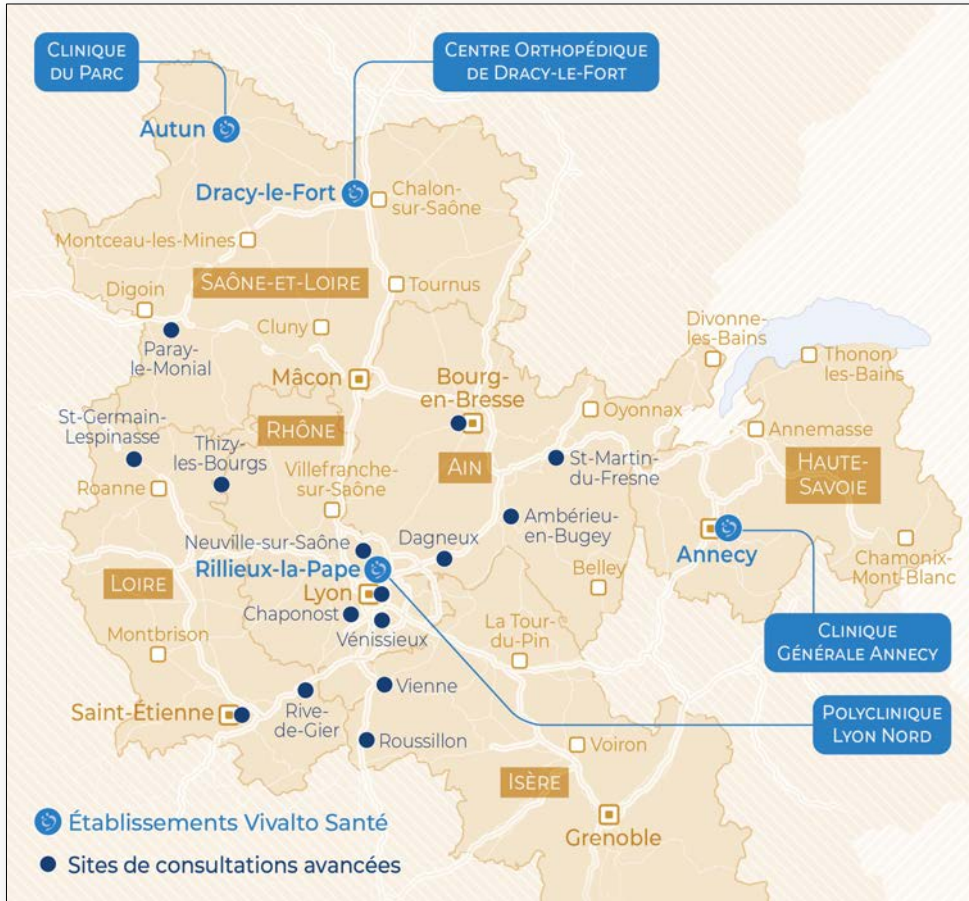


Didier Delavaud
Cluster CEO



Dr. Pierre-Henri Flurin
Orthopaedic surgeon
Chairman of the CMC

EST

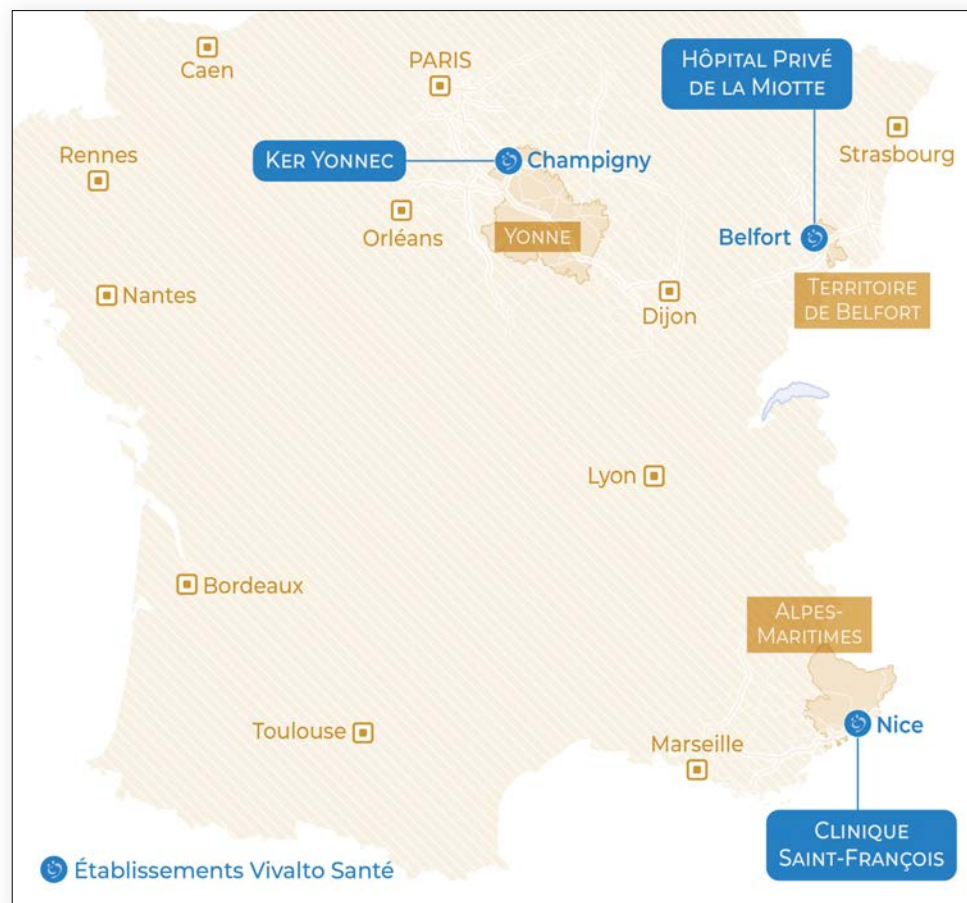


- > 1 maternity ward
- > 27,680 emergency room visits (2 departments) / year
- > 2 FRC



Barbara Getas-Jaskula
Cluster CEO

FACILITIES OUTSIDE CLUSTERS



SWITZERLAND



Clinique CIC

VIVALTO SANTÉ



ESTABLISHMENT IN SWITZERLAND

→ VIA CIC CLINICAL GROUP



A group born from the desire of a doctor to offer quality care for all patients regardless of their insurance cover.

- > **+200 employees and +100 doctors**
- > **10,000 operations/year in 10 specialities**
- > **85% of patients insured solely by LaMal basic insurance**



Alain Flückiger
Managing Director



Svetlana Banjanac
Director of Operations



Benjamin Menoud
Head of Finance and
Management
patient administration

PORTUGAL



ESTABLISHMENT IN PORTUGAL

→ VIA LUSIADAS GROUP



A group founded in 1998 with the ambition of combining medical excellence and quality of experience patient. It has state-of-the-art technological equipment and a very positive reputation with patients (NPS: 68).

- > **3rd hospital player in Portugal**
- > **11 facilities :**
 - 6 hospitals including 1 PPP (until the end of 2022)
 - 5 centers dedicated to outpatient surgery
- > **More than 1,000 doctors and 3,100 employees** (excluding 1,250 PPP employees)
- > **Cost covered by patients/private insurance**



Vasco Antunez Pereira
CEO



Pedro Gonçalves Pereira
CFO



Luís Drummond Borges
CGO

SPAIN



ESTABLISHMENT IN SPAIN

→ VIA RIBERA SALUD GROUP



Ribera Salud has developed the "Alzira Model" of public-private partnership (PPP) centred on a long-term approach to patient health through control of the care pathway, including primary care, where the emphasis is on prevention.

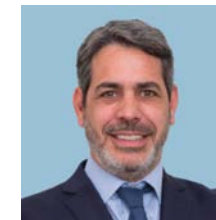
- > **2nd private hospital operator in Spain**
- > **10 facilities (including 3 PPPs)**
- > **Nearly 8,000 employees**
- > **More than 1M patients**
- > **Financing**
 - Cost borne by patients/private insurance
 - Capitation payments for PPPs



Alberto de Rosa
President and Founder



Elisa Tarazona
CEO



Pablo Gallart
Executive Financial Director



Santiago Delgado
Chief Strategy and Growth Officer

CENTRAL EUROPE



ESTABLISHMENT IN CENTRAL EUROPE

→ VIA THE RIBERA SALUD GROUP



The Ribera Salud Group also includes Pro Diagnostic Group, a chain of clinics offering imaging services in Slovakia and a bariatric specialist in the Czech Republic.

- > 14 imaging centres in Slovakia
- > 3 clinics specialising in bariatric in the Czech Republic



Andrej Hos
CEO



Martin Kundra
Regional Manager

vivalto-sante.com

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