



## **Marseille-Kliniken AG at a glance**

As a listed stock company, Marseille-Kliniken AG is a leading care home operator in Germany. The company's main focus is in stationary care of the elderly with a capacity of around 8,073 beds. At present, the group maintains 61 establishments for the elderly - two of which are for the disabled. The Marseille-Kliniken AG is the only real franchise chain and is represented in 13 of the 16 federal states within Germany. The organisation is controlled centrally by headquarters in Hamburg, which therefore, means that expansion is possible without creating an organisational bottleneck.

Currently, around 4,640 employees work for the Marseille-Kliniken AG.

The company's service portfolio is complemented through services from specialised companies for sectors of Facility Management, kitchen and laundry services. The core segment "nursing" has been extended through the service area "Sheltered Accommodation". Meanwhile, the company provides services in four building complexes in Halle, Gera and Potsdam caring for the elderly in 1,169 apartments. Plans have been made to extend the "Sheltered Accommodation" by up to 3,000 apartments, mainly in the new states of the Federal Republic of Germany. The concept is in keeping with the wishes of many senior citizens to live independently whilst at the same time having professional care on hand should help or care be needed.

In terms of integrated care, the company is also striving for stronger reciprocity between outpatient and inpatient care. For the Marseille-Kliniken AG these include establishing Medical Care Centres in close proximity to existing care facilities as well as involvement or management contracts with hospitals.



**The Management Board:**

Ulrich Marseille, Chairman of the Management Board  
Dr. Thomas Klaue, Financial Director, Deputy Chairman  
Axel Regenhardt, Chief Information Officer, Business Organisation and Special Projects

**Turnover:**

240.7 million Euro (financial year 2009/2010)

**Shareholders:**

60 % of the shares are in the hands of the Marseille family,  
40 % of the shares are in Free Float.

**The Supervisory Board:**

Uwe Bergheim, Chairman  
Hans-Hermann Tiedje, Deputy Chairman  
Dr. Dr. h. c. Thomas Middelhoff  
Mathias Kampmann  
Estella-Maria Marseille

**Company Headquarters:**

The company headquarters are located in Berlin. The administration is based in Hamburg.

**Financial Calendar:**

Annual Report	30. November 2010
Annual General Meeting	14. January 2011

**You can find further information about us under:**

[www.marseille-kliniken.de](http://www.marseille-kliniken.de)

**For any additional information please contact:**

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## Locations of the Marseille-Kliniken AG



Date: December 2010



**Nursing Care**

**Total: 8.073 beds**



**Stationary:**

**Total:** 6904 beds

Hamburg:	1	336
Bremen:	1	204
Lower Saxony:	5	492
North Rhine-Westphalia:	11	1121
Rhineland-Palatinate:	1	76
Baden-Württemberg:	3	332
Bavaria:	1	155
Mecklenburg-West Pomerania:	1	121
Saxony-Anhalt:	10	1167
Brandenburg:	13	1555
Berlin:	2	253
Saxony:	5	706
Thuringia:	4	386



**Sheltered Accommodation:**

**Total** 1.169 beds

Brandenburg:	1	131
Saxony -Anhalt:	2	756
Thuringia:	1	282



**Head Office, Management**



## **Mission Statement**

People grow older – and often they then need help and nursing. We have a duty of care to make the last stages of life as comfortable and dignified as possible. This is also reflected in our principles:

- **Customer focus**  
Our ultimate goal is to recognise the wishes of our customers at an early stage and to follow these as closely as possible.
- **Cost effectiveness**  
It is only through private-sector involvement in health care that costs and benefits are able to be aligned into a valid relationship with one another to provide people with serving structures.
- **Social responsibility**  
We regard our work as a responsibility to society as a whole. We contribute to the long-term preservation of the social welfare of Germany.

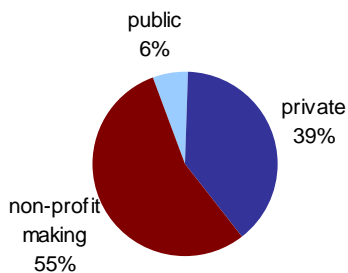
As one of the leading health care providers in Germany, we wish to continue growing in order to set standards in care of the elderly with innovative and specialised services.

**The sustainability** of our company ensures modern, flexible facilities as well as dedicated members of staff with a high level of professional and interpersonal expertise. It is only possible to achieve the best possible degree of nursing and care through qualified and motivated staff who regularly take part in advanced training programmes. The Marseille-Kliniken AG firmly believes in this.



## Overview of inpatient nursing care in Germany<sup>1</sup>

- approx. 11,000 facilities
- approx. 800,000 nursing care places
- approx. 710,000. people being cared for on an inpatient basis
- approx. 580,000 full time positions
- around 19.5 billion € turnover



## Distribution by Funding Body

## Levels of Care and Care Benefits for Full-Time Inpatient Care

Levels of Care	Care Insurance Benefits
I	1,023 €
II	1,279 €
III	1,510 €
Hardship case	up to 1,825 €

## Prognosis for the Nursing Care Market<sup>2</sup>

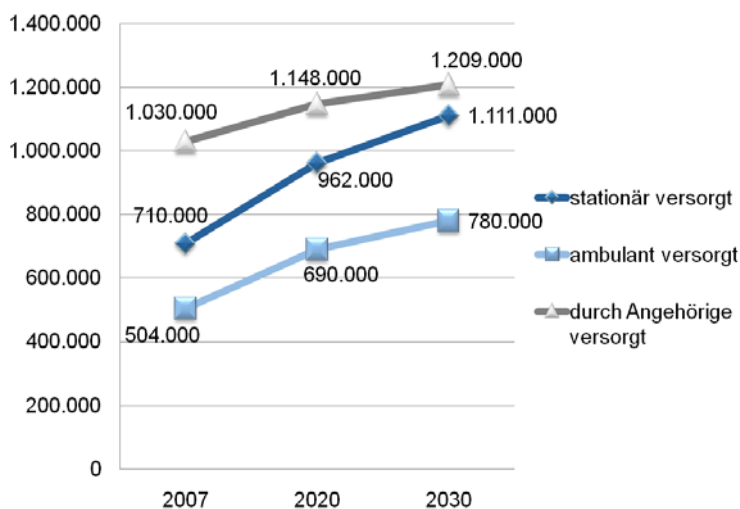
The health and nursing care sector in particular, is a growing market. The number of elderly people is increasing drastically through demographic development. The need for nursing care grows correspondingly to this.

<sup>1</sup> Sources: Care Statistics 2007 and Nursing Care Rating Report 2009, German Federal Bureau of Statistics 2008


<sup>2</sup> Sources: Care Statistics 2007 and Nursing Care Rating Report 2009, German Federal Bureau of Statistics 2008, Blinkert/Gräf 2009

Population in Millions	2007	2030	2050	Changes in %
Total	82,2	77,3	68,8	- 16
Under 20 years	15,9	12	9,2	- 42
20 – 59 years	49,8	36,2	29,9	- 40
60 years and older	16,5	29,2	29,7	+ 80

- The number of people needing care will rise by the year 2030 by around 58 percent from today with around 2.25 million to around 3.4 million people. The German Federal Bureau of Statistics prognoses 4.5 million people needing care by the year 2050.
- The disproportionately high increase in dementia illnesses is a particular challenge. Today, around 1.2 million people with dementia live in Germany. By 2050, the number of patients is expected to be approximately 2.3 million. The number of over-85-year-olds in Germany – i.e. the group with the highest probability of care – will rise by over four million to a good 5.5 million people by the year 2050.
- The group of over-90-year-olds with a care contingent of presently more than 60 percent will increase during this time by 1.75 million to 2.25 million.
- Inpatient care, in particular, has been calculated to increase disproportionately in the next few years.



Date: December 2010

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- Due to the increasing number of people needing care, the long-term view is that up until the year 2020 around 150,000 and up until the year 2030 around 300,000 additional inpatient care places will be needed.
  - In addition, around 250,000 existing places must be re-developed.
  - Construction of new forms of care as well as re-development of the existing arrangements, create an investment requirement of around 50 billion Euro by the year 2020.
  - Further trends in the care of elderly market:
    - increasing quality requirements
    - increasing demand for single rooms with high-quality standards of living
    - increasing demand for affordable care places for low income through deficits in the care insurance and low pension volume
    - broader spectrum of different forms of residential and nursing care
    - consolidation in the care market by cost pressures

### **The Marseille-Kliniken AG Star Concept**

- Around 20 percent of the Marseille-Kliniken AG's care facilities correspond, in terms of hotel categories, with the 2-star and 4-star segments, respectively. Around 60 percent and therefore the largest share of the facilities are 3-star buildings.
- With the same standards of care and hospitality, the assignment of categories is based on different costs for the property (location, rent, equipment, upkeep, maintenance).
- This result leads to a cost saving of more than 300 Euro per person and month between the 2-star and 4-star standards. The Sheltered Accommodation Concept that the Marseille-Kliniken AG has, falls into the 2-star standard category. The potential savings in the Sheltered Accommodation sector against an inpatient stay are at around 30 percent per month.