Our Objective

Our objective is to help our clients to maintain quality of life and vitality.
Kursana in summary

Kursana is one of the leading German private providers of nursing and care for the elderly with around 35 years of experience.

Countries: Germany, Austria, Switzerland, Estonia, Italy

116 facilities\(^1\)
13,600 seniors
6,800 employees\(^2\)
428 mill. EUR turnover\(^3\)

Kursana is a 100% subsidiary of the Dussmann Group

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\(^1\) including additional contracted sites and Italy
\(^2\) employees with facility services (cleaning, kitchen, laundry) and without Italy
\(^3\) sales 2018, unconsolidated and without Italy
### Countries

<table>
<thead>
<tr>
<th></th>
<th>Germany, Austria, Switzerland, Estonia, Italy¹</th>
</tr>
</thead>
</table>

### Total number of Kursana facilities:

<table>
<thead>
<tr>
<th>Country</th>
<th>Facilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>100²</td>
</tr>
<tr>
<td>Italy</td>
<td>12</td>
</tr>
<tr>
<td>Austria</td>
<td>2</td>
</tr>
<tr>
<td>Switzerland</td>
<td>1</td>
</tr>
<tr>
<td>Estonia</td>
<td>1</td>
</tr>
</tbody>
</table>

### Kursana beds / apartments

| Kursana beds / apartments | 13.600 |

### Facilities in Germany:

<table>
<thead>
<tr>
<th>Facilities</th>
<th>Places</th>
</tr>
</thead>
<tbody>
<tr>
<td>80 Domizil facilities</td>
<td>8.701</td>
</tr>
<tr>
<td>8 Residenz facilities /</td>
<td>1.539</td>
</tr>
<tr>
<td>sheltered accommodation</td>
<td></td>
</tr>
<tr>
<td>8 Villa</td>
<td>974</td>
</tr>
<tr>
<td>3 facilities for the disabled</td>
<td>68</td>
</tr>
<tr>
<td>1 Quartier facility</td>
<td>99</td>
</tr>
</tbody>
</table>

¹ management by Dussmann Service Italy  
² including four additional contracted sites  
³ employees without facility services (cleaning, kitchen, laundry) and without Italy

Status: September 2019
Development
Beds Kursana facilities

1985
Company founded

2001
Acquisition of 9 facilities incl. Refugium

2004
Acquisition of 21 hospitalia care facilities

2010
Acquisition of 8 Sunrise facilities

2019
13,600

WERT
5,900
9,400
13,600
Locations
Germany

Kursana Residenz
Kursana Villa
Kursana Domizil (for the elderly)
Kursana Domizil (for the disabled)
Facilities under construction/planned
Kursana Quartier under construction/planned

Status: October 2019
Locations

Österreich

Wien-Tivoli

Wörgl

Schweiz

St. Gallen

Estland

Tallinn

Kursana Residenz
Kursana Domizil
(for the elderly)

Health Center

Status: October 2019
Management
Kursana GmbH

Jörg Braesecke
Member of the Dussmann Group
Executive Board,
Chief Managing Director

Götz Leschonsky
Managing Director
Operations

Jens Harder
Managing Director
Operations

Ulf Bieschke
Managing Director
Business Administration
Corporate Structure

Dussmann Group

Dussmann Stiftung & Co. KGaA

Kursana GmbH

Kursana Care GmbH

Kursana Social Care GmbH

Kursana Seniorenvilla GmbH

Kursana Management- und Betriebsgesellschaft mbH

Kursana Wohnstift GmbH

Kursana Wohnstift Fürth GmbH
Brand Structure

**Kursana DOMIZIL**
- in-patient care
- nursing and care for the disabled

**Kursana RESIDENZ**
- assisted living, in-patient care

**Kursana VILLA**
- premium assisted living, premium in-patient care

**Kursana QUARTIER**
- assisted living, residential groups for patients with dementia, day care, out-patient nursing

* new residential concept from 2020
Scope of Services

Form of nursing & care
- in-patient nursing
- short-term care
- care during absence
- respite care
- day care
- out-patient care
- palliative care

Specialized nursing
- dementia nursing and care
- disabled nursing and care
- intensive nursing
- nursing for unresponsive wakefulness (phase F)
- nursing and care for children and young adults with disability
- addiction care/ patients with Korsakow

Residential concepts
- nursing and care facilities
- residential groups
- assisted living
- accommodation with services
- home care
Guiding Principles

Values that make our company successful
Corporate Guiding Principles
Focus on people

- open exchange
- premium range of nursing and care
- active social participation
- a safe place and a high quality of life
- motivated, qualified personnel
- a strong financial basis guarantees business consistency

- personal and professional development
- attractive, future-oriented, residential forms
- a balance of quality, costs and performance, professionalism and business success
- high quality nursing and care
- appreciation and acceptance in our dealings with each other
- high standards of quality
Guiding Principles of Management

The basis of appreciation

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Management personnel at Kursana

- are designers of corporate culture
- reinforce corporate values through example
- are loyal to the company
- take responsibility
- demonstrate initiative and social skills

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We lead by

- defining objectives
- specifying operational framework
- allowing personnel freedom of choice
- achieving long-term objectives
- supporting development
- promoting open communication
- adhering to agreements

We give our workforce

- appreciation
- individual recognition
- respect
- trust
- recognition of results

Our working approach

- employees work as a team
- solutions are sought together
- differing opinions are welcomed
Scope of Services

Kursana facilities - my home from home
Kursana Domizil Facilities
Nursing and care for the elderly

- Long-term in-patient care, holiday and respite care, day care, care for people with disability
- Facilities with modern equipment and a homely atmosphere
- Moderately sized facilities with 80 - 140 care places
- Restaurant, community rooms for residents, foyer, terraces and balconies, quiet room, hairdresser
- Separate residential area for residents with dementia, care in residential groups
- Well-kept garden and terraces, an additional secure garden residents with dementia
Kursana Domizil Facilities
Nursing and care for the elderly

- High proportion of single rooms
- Large rooms with daylight and en suite shower
- First-class interiors
- A wide scope of services are included in the price: full-pension, cleaning services, laundry, janitorial
- In-house catering serving healthy, balanced, freshly prepared meals
- Extensive therapy and care
- A comprehensive program of events and activities
- In-house hairdresser
Kursana Residenz Facilities
Assisted living and care

- Hotel character
- Independent living in apartments with separate kitchen or kitchenette
- A wide scope of services:
  - catering
  - cleaning
  - laundry
  - janitorial
- Out-patient care in apartment
- Integrated residential care section with in-patient nursing and care
Kursana Residenz Facilities
Assisted living and care

- 24-hour presence of qualified personnel
- First-class community facilities e.g. library, restaurant, café, foyer with reception, some with swimming pool
- In-house catering with meal plans that offer variety and fresh products
- A wide program of cultural activities
- An activity program to promote mental and physical fitness
- Day care for residents with dementia
- Hotel-style service from janitorial services to party organization
Kursana Villa Facilities
Premium assisted living and care

- Premium, elegant villas or townhouses with classical architecture in prime, central locations.
- Customized premium care in apartments (assisted living and in-patient nursing)
- Premium accommodation for dementia care
- Community areas: generously proportioned lobby with gallery, living room with a fire, a stylish restaurant, a private dining room, event rooms, bistro, hairdressers, secured verandas, garden with sun terrace
- Elegant interiors in warm colors and elegant design. Elaborate furnishings, accessories and details
Kursana Villa Facilities
Premium assisted living and care

- Private, familiar ambience with individual full service
- Manageable facility size with around 100 places
- Extensive service range:
  - catering
  - cleaning
  - laundry
  - janitorial
- First-class in-house restaurant
- A very wide-ranging program of premium quality cultural activities and events
- An unusually large number of staff provide premium, individual care and intensive individual therapy
The new concept “Kursana Quartier” will be launched in 2020. The concept combines out-patient and in-patient services.

- Serviced accommodation: 60 apartments
- Shared accommodation (patients with dementia): 2 x 12 places
- Day care: 15 places
- Out-patient nursing and care
Kursana Quartier

**serviced accommodation**
- for seniors who need care
- 24-hour emergency call
- Service modules: food service, cleaning, laundry, janitorial services
- Out-patient nursing and care
- Day care is possible

**residential groups for people with dementia**
- for people with dementia
- individual determination of daily routine and housekeeping
- private accommodation (single rooms with en suite shower)
- assistance and care by out-patient service team

**day care**
- for seniors living at home who need help during the day
- day care and nursing with clearly structured procedures
- mental and physical stimulation, regular meals
- assistance and care by out-patient service team

**out-patient nursing and care (internal and external)**
- all of the services traditionally included in out-patient nursing and care
Services: Services for people, by people

- catering
- laundry
- cleaning
- janitorial
- hairdressing and chiropody

- in-house kitchen
- innovative catering concepts for seniors (Dussmann Service)
- healthy meals with variety
- 13-week meal plan
- fresh, healthy ingredients
- regional traditional dishes and culinary specials
- standard nutrition, light nutrition and special diets
Quality Management
Internal quality assurance

- centrally coordinated quality management, regional quality and project managers
- control through defined quality standards
- close cooperation with authorities and institutions
- internal audits to check and optimize quality standards. Kursana Quality Award presented to the best facilities
- continual vocational and further training at the Kursana Academy
- deployment of professional sector-specific software
Quality Management
External quality assurance

- all German Kursana facilities are TÜV-certified
- regular inspection of the care facilities by the MDK (medical authorities)
- regular client surveys in cooperation with University of Osnabrück

1 Status: August 2019
Kursana operates in a market with high potential for future growth
Market Summary
The German in-patient care market

- **14,480** Care facilities
- **953,000** Care beds
- **34 bill** EUR sales
  (out-patient: 19.4 bill, total volume: 53.4 bill.)

Distribution of providers:
- **682 state providers** (5 %)
- **6.167 private providers** (42.5 %)
- **7.631 independent non-profit-making providers** (52.5 %)

## Market Summary

The largest car home operators nationwide

<table>
<thead>
<tr>
<th>Provider</th>
<th>Care beds / apt.</th>
<th>Facilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Korian-Gruppe</td>
<td>30.320</td>
<td>234</td>
</tr>
<tr>
<td>Alloheim-Gruppe</td>
<td>23.293</td>
<td>225</td>
</tr>
<tr>
<td>Victor’s Unternehmensgruppe</td>
<td>19.180</td>
<td>137</td>
</tr>
<tr>
<td>Orpea Deutschland (A)</td>
<td>17.572</td>
<td>165</td>
</tr>
<tr>
<td>Kursana</td>
<td>13.600</td>
<td>116</td>
</tr>
<tr>
<td>Johanniter Seniorenhäuser</td>
<td>9.712</td>
<td>96</td>
</tr>
<tr>
<td>AWO Westl. Westfalen</td>
<td>9.467</td>
<td>61</td>
</tr>
<tr>
<td>Evangelische Heimstiftung</td>
<td>8.773</td>
<td>108</td>
</tr>
<tr>
<td>Vitanas inkl. PFLEGE &amp; WOHNEN (B)</td>
<td>8.499</td>
<td>60</td>
</tr>
<tr>
<td>Augustinum</td>
<td>7.668</td>
<td>23</td>
</tr>
<tr>
<td>DOMICIL Senioren-Residenzen Hbg.</td>
<td>7.600</td>
<td>42</td>
</tr>
<tr>
<td>Convivo Unternehmensgruppe</td>
<td>7.532</td>
<td>78</td>
</tr>
<tr>
<td>Cura / Maternus</td>
<td>7.459</td>
<td>65</td>
</tr>
<tr>
<td>ASB Lv. Baden-Württemberg</td>
<td>7.284</td>
<td>69</td>
</tr>
<tr>
<td>Dorea Familie</td>
<td>7.032</td>
<td>74</td>
</tr>
</tbody>
</table>

Source: CARE INVEST 2018, based on data from providers
A) incl. in- and out-patient rehabilitation
B) incl.: PFLEGEN & WOHNEN HAMBURG with 13 facilities and 2,716 care places / Vitanas: incl. 2 day care centers, 1 geriatric clinic, 2 integration centers
Market Summary
Financial structure in-patient care

Market Summary

3.4 mill. people with care needs in 2017

- in-patient: 52%
- at home exclusively by family: 24%
- at home with additional outpatient care: 24%

In-patient care by age group 2017

- 80-90 years: 43.5%
- 70-80 years: 18.5%
- 90+ years: 26%
- other: 12%

Market Trends

**Market share, in-patient care by provider up to 2050**

Sources: 13. coordinated population calculation, basis 2015 (Federal Office of Statistics 2017); HPS Research January 2017
Market Trends

**Care in the family is declining**

- 2005: 68%
- 2010: 67%
- 2017: 68%
- 2040: 56%
- 2050: 50%

Proportion cared for by family

**A growing in-patient private market**

- 2005: 32%
- 2011: 37%
- 2017: 40%
- 2040: 57%
- 2050: 63%

Proportion of in-patient care by private organizations

Source: HPS Research Januar 2019
Market Trends
In-house nursing and care services in the home

Proportion cared for by care services at home

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<tbody>
<tr>
<td></td>
<td>21 %</td>
<td>22 %</td>
<td>22 %</td>
<td>23 %</td>
<td>24 %</td>
</tr>
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Nursing and care organizations*

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<tr>
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<tbody>
<tr>
<td></td>
<td>51 %</td>
<td>47 %</td>
<td>43 %</td>
<td>38 %</td>
<td>36 %</td>
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<tr>
<td></td>
<td>55 %</td>
<td>55 %</td>
<td>60 %</td>
<td>63 %</td>
<td>65 %</td>
</tr>
</tbody>
</table>

* State providers have a share of 1% to 2% due to the prioritization of other providers according to SGB XI.

Information system health reporting by the federal government (www.gbe-bund.de)
Conclusion

A high level of professionalism, optimum organization, close cooperation with the client and an instinct for people...

... add up to successful nursing and care
Conclusion
Kursana GmbH

- around 35 years of experience
- modern facilities with a welcoming atmosphere
- high proportion of single rooms
- central quality management, regional quality and project managers
- high quality standards, oriented on client requirements
- professional management
- recognition of social responsibility
- digital administrative processes and care documentation
- well-qualified personnel
- own academy for vocational and further training
- high occupancy
- TÜV certification
- sound financial basis as a subsidiary of the global service provider, the Dussmann Group
Thank you for your interest