



# Half-year results

2022-2023

March 2023

Bastide  
GROUPE

# Europe's multi-specialist in home healthcare services



## Homecare

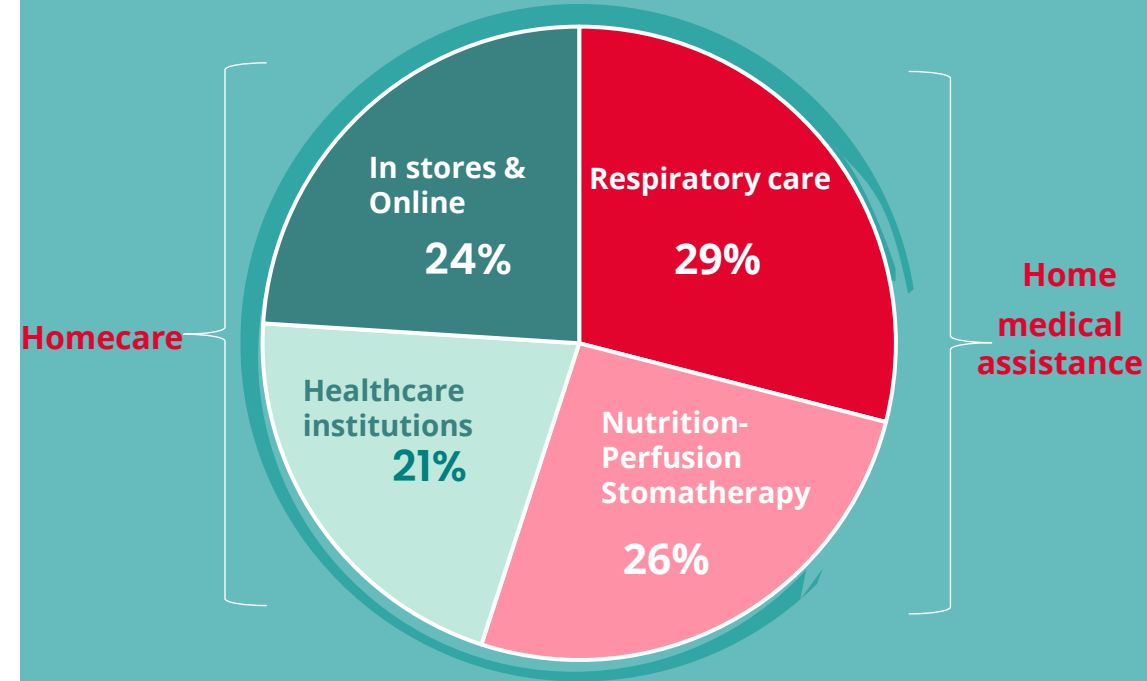
Sale and lease of medical devices directly, in-store (B2C) or to healthcare institutions (B2B)



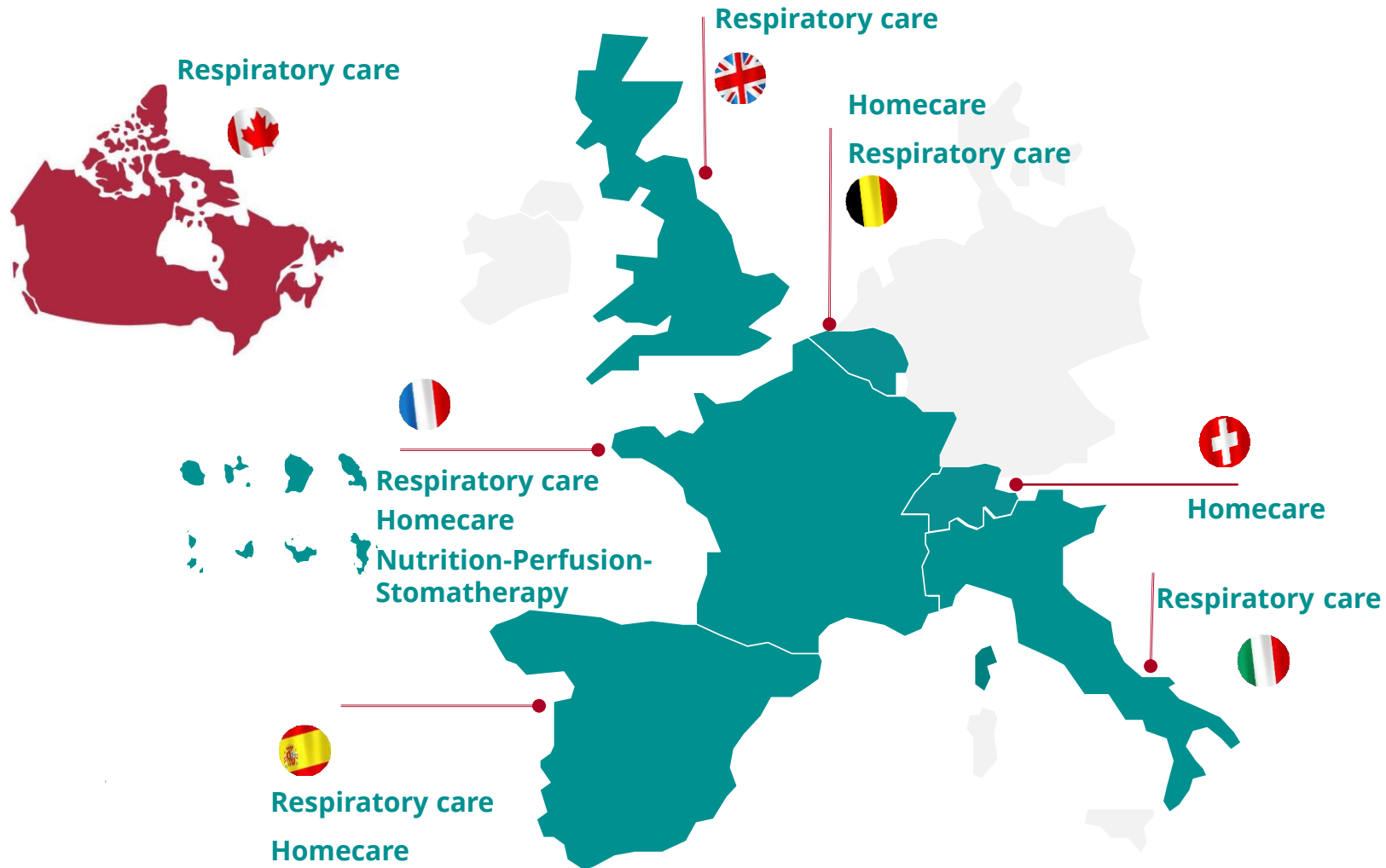
## Home medical assistance

Respiratory care (oxygen therapy, ventilation, sleep apnea)  
Nutrition – Perfusion  
Diabetes – Stomatherapy  
Wound care – Urology

**75%**  
of recurring revenue



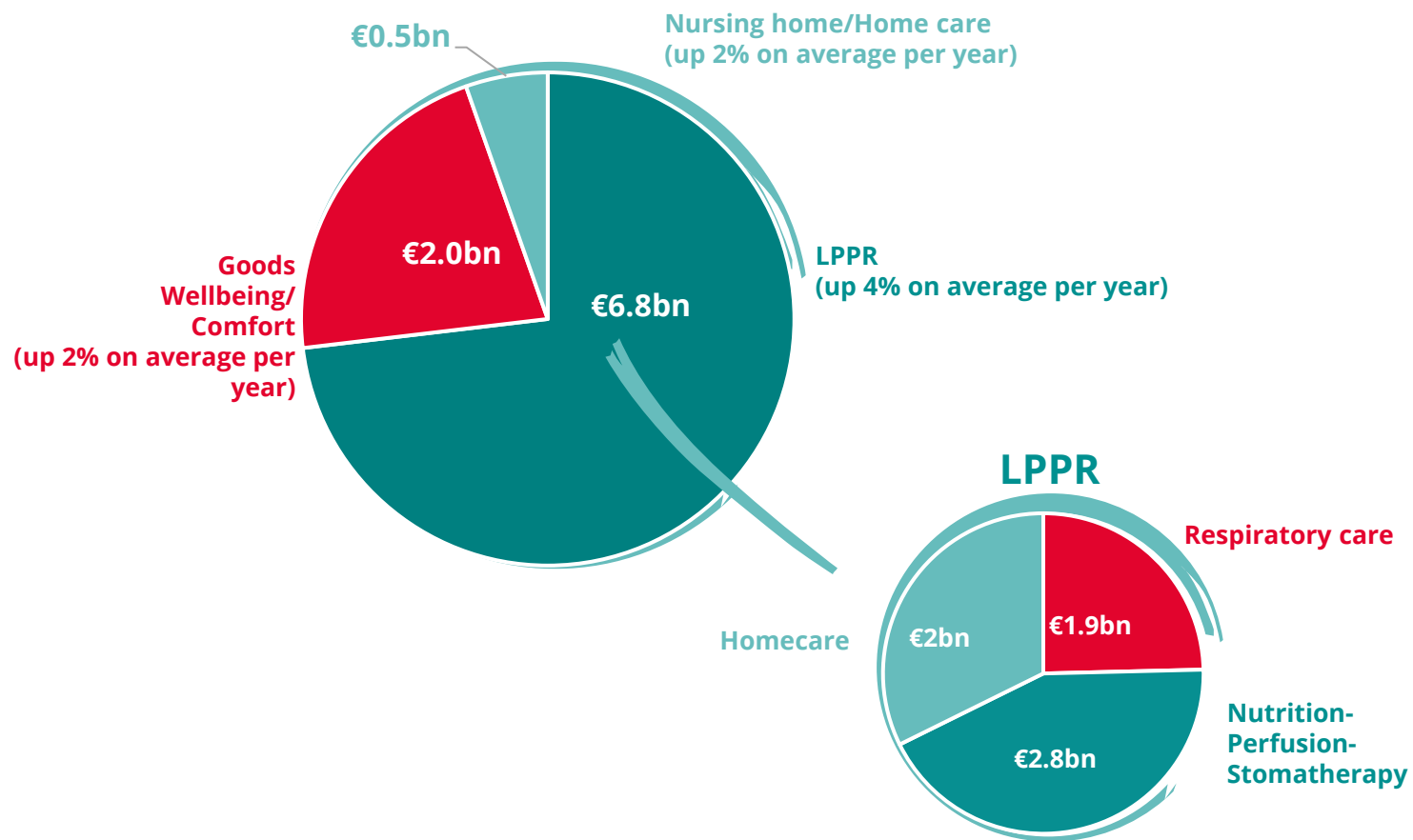
## International diversification: a presence in 7 countries



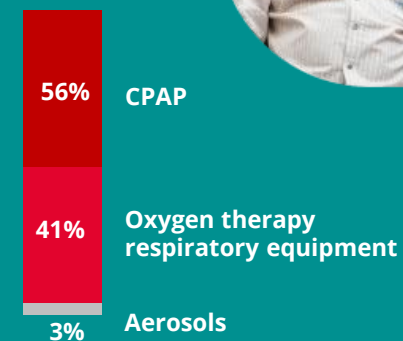
Expansion into **5 new countries in less than 5 years** and currently:



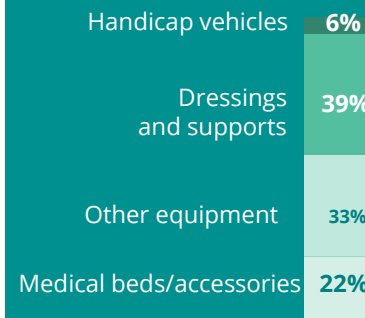
# A French market with over €9 billion in growth



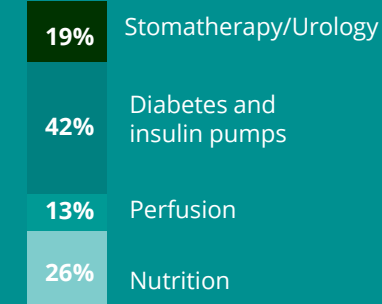
## Respiratory care



## Homecare



## Nutrition-Perfusion-Stomatherapy



## Positive socio-demographic and regulatory trends



### Socio-demographic

1

Ageing population

2

Increase in dependent people

3

Ageing at home

4

Increase in chronic illnesses

### Technological

5

Improved medical diagnoses

6

Changes in medical technologies

7

Reduced hospital stays

### Regulatory

8

Increase in homecare

**Structural growth**  
of home care and home support

# Leading positions in France in a highly fragmented market



No. 1

**Homecare**



Small local operators and pharmacies

No. 5

**Respiratory care**



Patient associations and small local operators

No. 3

**Nutrition Perfusion**



Small local operators and pharmacies

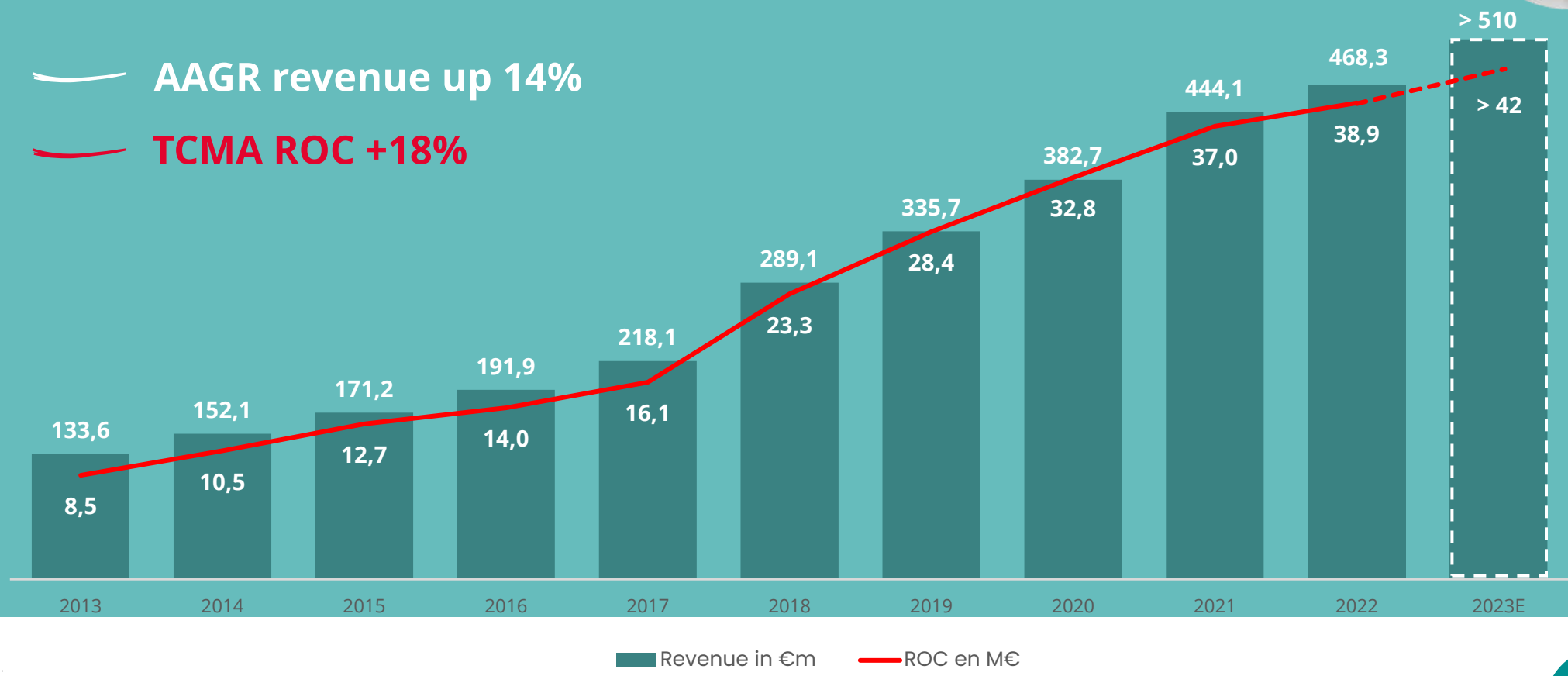
No. 3

**Stomatherapy**



Pharmacies

## Solid long-term growth





# Half-year results

2022-2023



## Active external growth strategy targeting international markets and focusing on highly technical activities



### RESPIRATORY CARE

**Oxystore**



Oxygen therapy, sleep apnea, non-invasive ventilation

Consolidation date: July 1, 2022  
H1 22-23 scope effect: €1.7m

**4Se-Med**



Oxygen therapy, sleep apnea, non-invasive ventilation in the Grand Est region

Consolidation date: Oct. 1, 2022  
H1 22-23 scope effect: €0.2m

**MedPro**



Oxygen therapy, sleep apnea, non-invasive ventilation

Consolidation date: Feb. 1, 2022  
H1 22-23 scope effect: €5.6m



### PERFUSION

**Probace**



Perfusion in the PACA region, four agencies in the region

Consolidation date: Oct. 1, 2022  
H1 22-23 scope effect: €1.5m

**Maxicare**



Perfusion, chemotherapy and nutritional support

Consolidation date: Jan. 1, 2022  
H1 22-23 scope effect: €2.4m



### DIGITAL

**Distrimed**

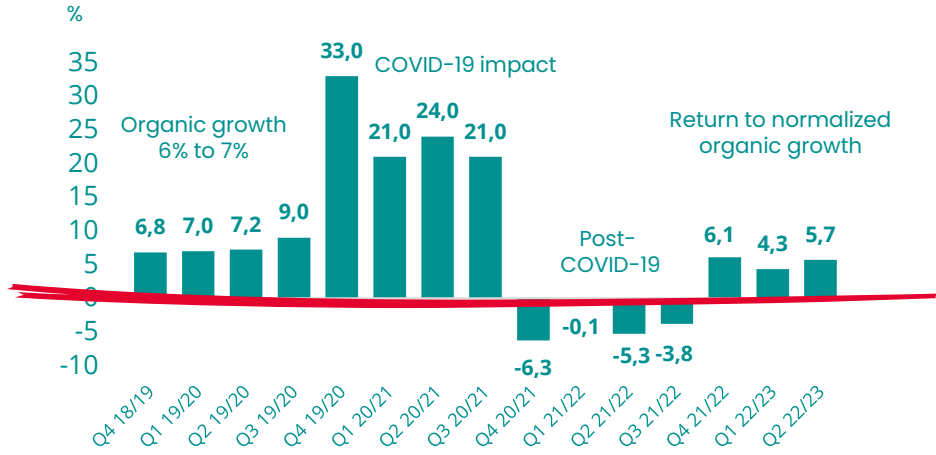


Online sales of medical equipment to healthcare professionals

Consolidation date: Jan. 1, 2022  
H1 22-23 scope effect: €6.7m

**Three** acquisitions made in the first half of 2022-23 and over **€18m** in scope effect for the first half

# Confirmation of a return to robust organic growth



In € millions	H1 2021-2022	H1 2022-2023	Change	Organic growth
Revenue	223.1 (218.7)*	249.7	+11.9% (+14.5)*	+5.0%

\* Restated for the contribution of discontinued activities

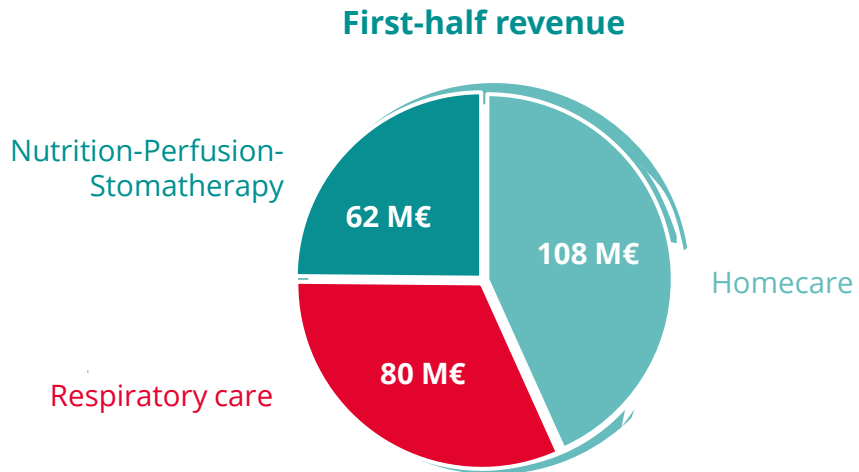
## Organic growth up 5% in first half 2022-2023



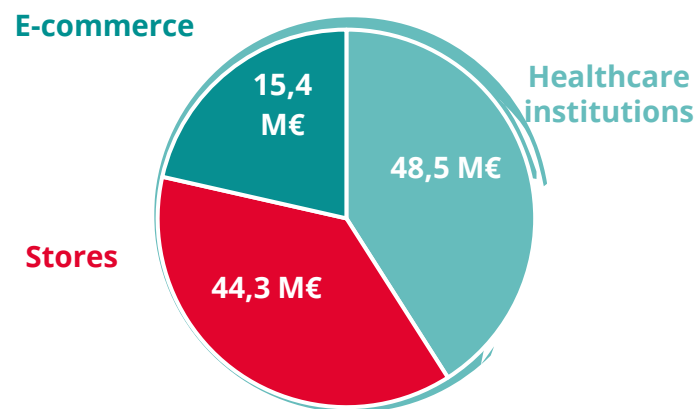
- Homecare business still impacted by the 56% decline in personal protective equipment (PPE) sales
- Continued growth and market share gains across all home medical assistance segments

Acceleration in organic growth in Q2, at +5.7%

Scope effect of acquisitions: €18.1m



## Homecare: return to organic growth excluding PPE



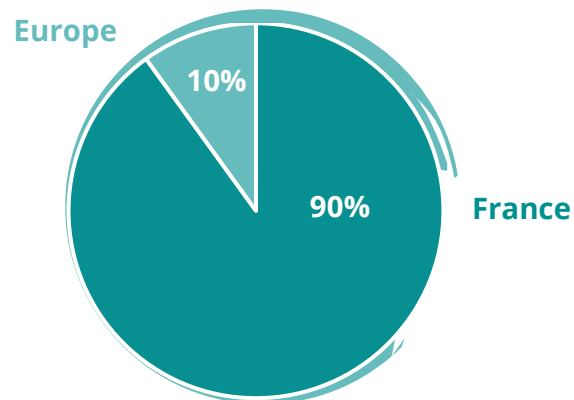
**€108.2m (up 5.6%); (down 1.4% on an organic basis)**

**Up 10.5% excluding personal protective equipment**

Stores/  
E-commerce

**€59.7m (up 11.6%)**

- Growth still impacted by the reduced PPE sales
- Contribution of Distrimed, which has been consolidated since January 1, 2022
- 2.1% organic growth excluding PPE



In communities

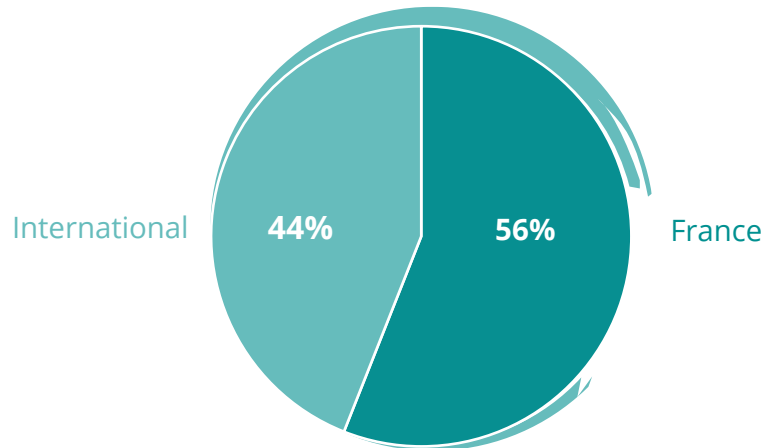
**€48.5m (down 0.9%)**

- Business resilient in a less favorable environment
- Strong positioning and a unique offering for healthcare institutions
- 3.6% organic growth excluding PPE

## Respiratory: continued excellent momentum

€79.5m

(up 23.7%) (up 10.3% on an organic basis)



### France

€44.5m (up 13%)

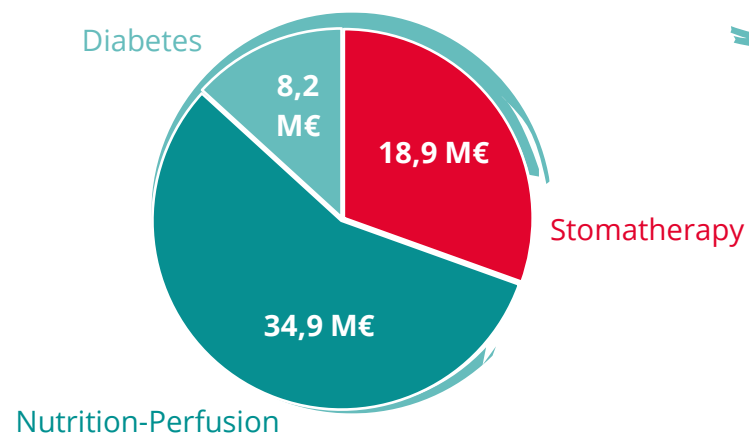
- Excellent business momentum despite a 10% price cut in sleep apnea treatment effective September 1, 2021
- Organic growth: +12.3%

### International

€35.0m (up 40%)

- Slight growth at Baywater in the UK and excellent performance by Keylab Medical in Spain
- Scope effects related to contribution of Medpro, Oxystore and 4Se-Med
- Organic growth: +7.1%

# NPSUC: excellent performance in the Nutrition-Perfusion-Diabetes segment



**€62.0m** (up 9.6%); (up 11.1% on an organic basis)

## Nutrition-Perfusion Diabetes

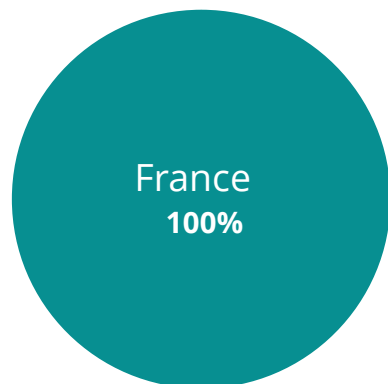
€43.1m (up 24.0%)

- Organic growth: +12.6%
- Strong organic growth of 17.6% in the Diabetes business
- Acceleration of organic growth in Nutrition-Perfusion during the first half of the year: up 11.4% overall
- Contribution from Maxicare and Probace

## Stomatherapy

€18.9m (down 13.3%)

- Impact of discontinued operation on reported growth
- Organic 8% growth, driven by volumes



# Increase in recurring operating profit despite inflation

In € millions	H1 2021-2022	H1 2022-2023	Change
Revenue	223.1	249.7	+11.9%
Gross margin	65.2%	66.1%	
EBITDA	46.8	49.9	+6.6%
EBITDA margin	21.0%	20.0%	
Recurring operating profit	18.7	21.5	+14.7%
Recurring operating margin	8.4%	8.6%	



Gross margin up 90 bps despite the price cut for sleep apnea:

- efficient management of procurement costs
- positive product mix

EBITDA margin of 20.0%, down 100 bps due to the rise in energy prices and the price cut for sleep apnea (approx. -150 bps)

Recurring operating margin up 20 bps **with a strong international contribution (> France)**

# Increase in operating margin, despite inflationary environment and price cuts



As a % of revenue



## Increase in recurring operating margin

despite price cuts in the treatment of sleep apnea and higher energy prices

Recurring operating margin H1 21-22

Gross margin

Staff expenses

Other external charges

Others

D&A

Recurring operating margin H1 22-23

# Net profitability

In € millions	H1 2021-2022	H1 2022-2023	Change
<b>Recurring operating profit</b>	<b>18.7</b>	<b>21.5</b>	<b>+14.7%</b>
Fair value adjustment for earn-outs	(1.3)	(0.1)	
Other net non-recurring expenses	(2.5)	(2.5)	
<b>Operating profit</b>	<b>14.9</b>	<b>18.9</b>	<b>+26.7%</b>
Cost of debt	(5.2)	(7.2)	
Other financial income and expenses	0.4	0.4	
Income tax	(4.2)	(3.7)	
<b>Net profit from continuing operations</b>	<b>5.9</b>	<b>8.3</b>	<b>+42.0%</b>
Loss from discontinued operations	-	(5.7)	
Net profit, Group share	5.6	3.2	-42.3%



Acquisition costs, restructuring costs, various extraordinary expenses

Average interest rate on net debt up 40 bps, at 3.8%

including €4.8 million in asset write-downs related to the discontinuation of the non-strategic services business grouped with the Care Service software services



## Cash flow statement, restated

€ millions	H1 2021-2022	H1 2022-2023	
Cash flow from operations	44.7	46.2	
Taxes paid	(3.9)	(3.2)	
Change in working capital	(0.4)	6.1	1
Other cash flows related to operations	-	2.9	
<b>Cash flow from operating activities</b>	<b>40.4</b>	<b>52.0</b>	
Cash flows from/(used in) tangible and intangible investments	(25.1)	(25.3)	2
Payment of lease liabilities (IFRS 16)	(8.6)	(9.1)	
<b>Operating free cash flow*</b>	<b>6.7</b>	<b>17.6</b>	3
Other net cash flows linked to investments	(0.3)	(1.4)	
Impact of acquisitions	(24.5)	(16.3)	4
Capital increase			
Change in borrowings	21.0	17.2	
Dividends	(2.2)	(0.5)	
Net interest expense	(5.1)	(7.0)	
Other	0.2	0.1	
<b>Change in cash and cash equivalents</b>	<b>(4.2)</b>	<b>9.6</b>	

Improved BFR

- Return to more normal inventory levels (use of major import in 2021-2022)

Stability of CAPEX despite growth

Up €10,9 million

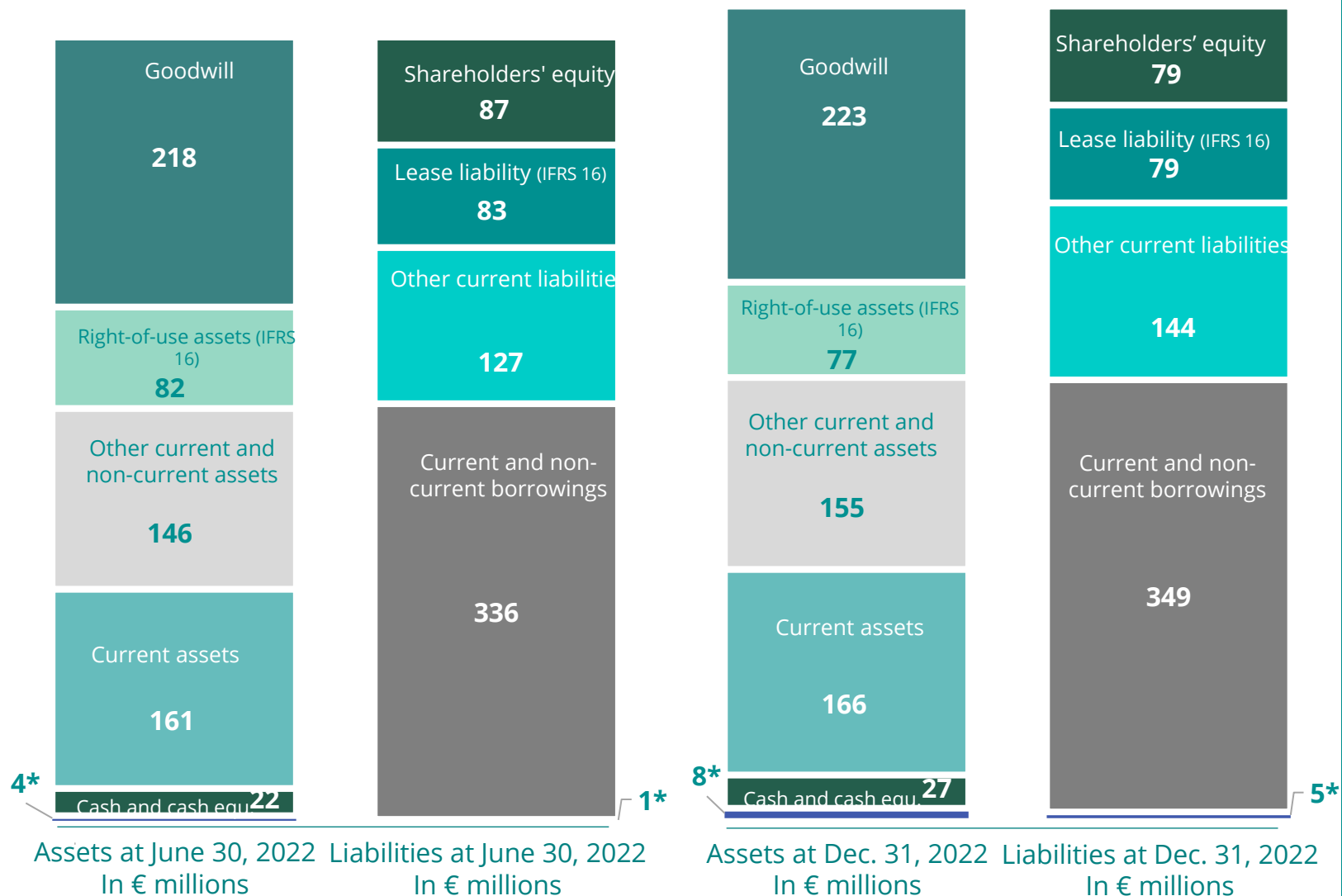
- €1.4m in earn-outs
- €7.5m in minority interest buyouts
- €7.4m in net acquisition prices



**Improved BFR  
and stricter control  
of investments**

**Improved free cash  
flow from operations**

## Financial structure



\*Assets and liabilities held for sale



**Net debt:**  
**€322m**

**Net debt to EBITDA ratio**  
**of 3.88 × below the**  
**covenant of**

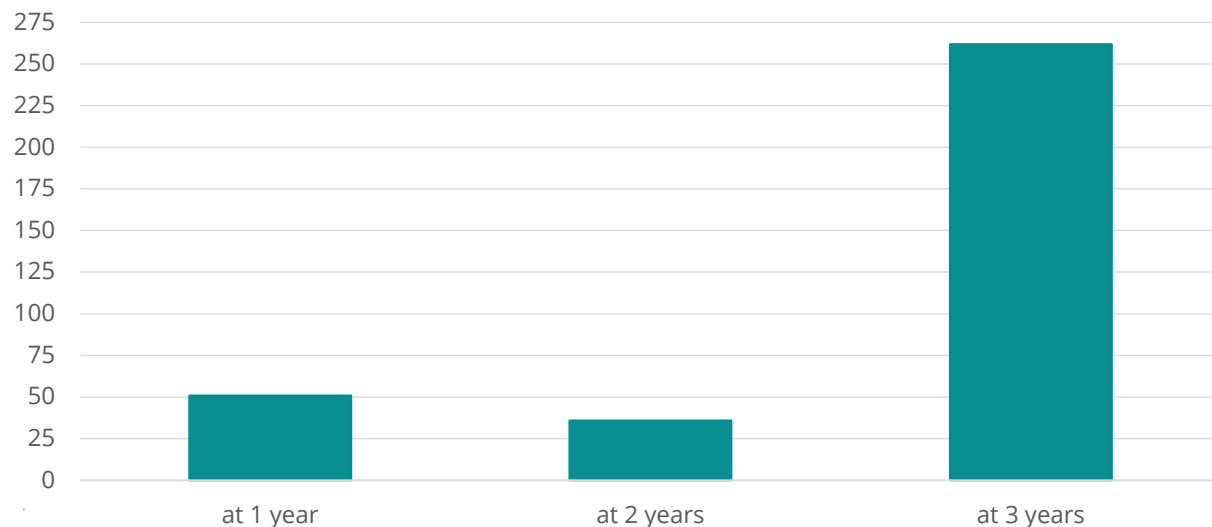
4.0 (as defined in the credit agreement) at  
December 31, 2022

## Financial structure

	June 30, 2021	December 31, 2022
Net debt (€m)	314	322
Financial leverage <sup>1</sup>	c.3.75	c. 3.88
Average gearing	3.4%	3.8%

<sup>1</sup> Covenant of 4.0 at December 31, 2022

Gross debt maturity profile (€m) at December 31, 2022<sup>1</sup>

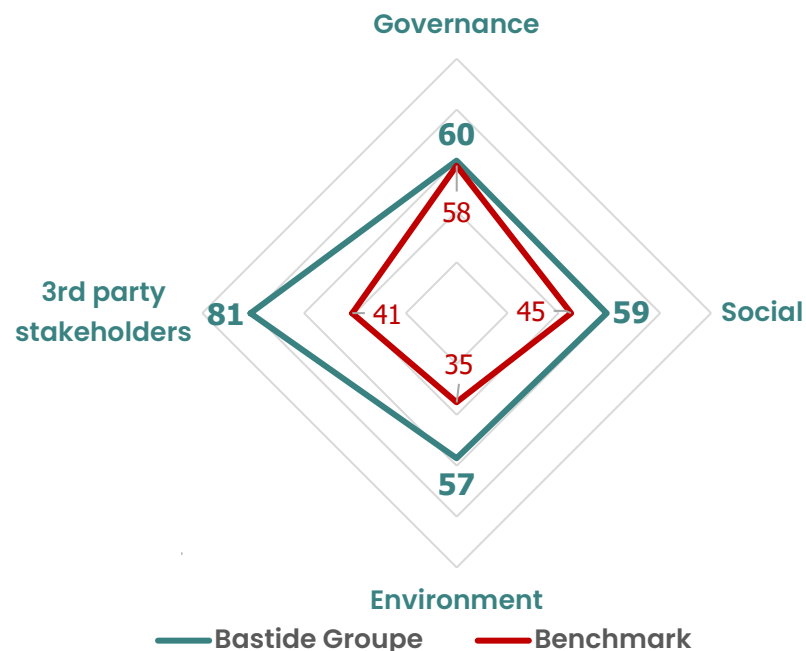


<sup>1</sup>Excluding IFRS 16 impact



- **Extension of debt maturity:** the maturity of the tranches of the loan was set at three years, with the possibility of being extended for two additional years at the lenders' discretion.
- **One-year extension (out of two possible extensions) required mid-October 2022 to bring the maturity of the *in-fine* repayable tranches to 2025-2026**
- **Confirmation of the additional one-year extension expected in October 2023**
- Increased credit facility to €30m the 20<sup>th</sup> of July 2022 (confirmation of the €20 million line (*accordéon*) and an additional €10m authorized)

# CSR commitment



Formal framework		
ESG/governance vision	Business Ethics	HR
Iso 26000 Social Responsib. approach	Code of Ethics	Gender equality agreement
ESG commitment letter		Working time agreement
Corporate Governance Code		Voluntary profit-sharing agreement
Endorsement of the Global Compact		Remote working charter
		HR policy
Environment	Value chain	Social engagement
Commitments related To waste management	Iso 9001 certification Quality management	Official sponsor of the French wheelchair basketball championships
Carbon footprint and Energy audits	Responsible purchasing policy	
	Supplier Code of Ethics	
	Quali'Psad Label	



## 4 ESG pillars

### Patient satisfaction

- Quality certification
- Proximity and innovation
- Easier access to care

### Local Impact

- Integration of local people
- Sponsorship

### Human resources

- Contribution to employee development

### Environment

- Reduced environmental impact
- Circular economy and repackaging



# OUTLOOK

## Maintaining strong organic growth

### Continue development of Home Medical Assistance

- Acceleration of growth in Respiratory business (end of price cut)
- New stimulation of NPSUC business with a new experienced commercial team
- Develop organic strong international potential

### Homecare: Consolidate new market share gains

- Consolidate business volumes with healthcare institutions in France, Belgium and Switzerland
- Continue to develop by capillary action in healthcare institutions (example TMA)
- Commercial actions to develop lease of hospital beds and wheelchairs in shops
- Continue e-commerce development



Continue to  
**outperform**  
an already  
buoyant market

## Short and medium-term FCF drivers

2022-2023  
Significant  
improvement  
in FCF

### Improvement in CFO

- increased business levels
- increased recurring operating margin
- good EBITDA to cash conversion

### Reduced WCR

- inventory management and reduction
- reduction in trade receivables (back to normal)

### CAPEX management

- increased investment management
- return to a normal level

M&A financing,  
within covenants

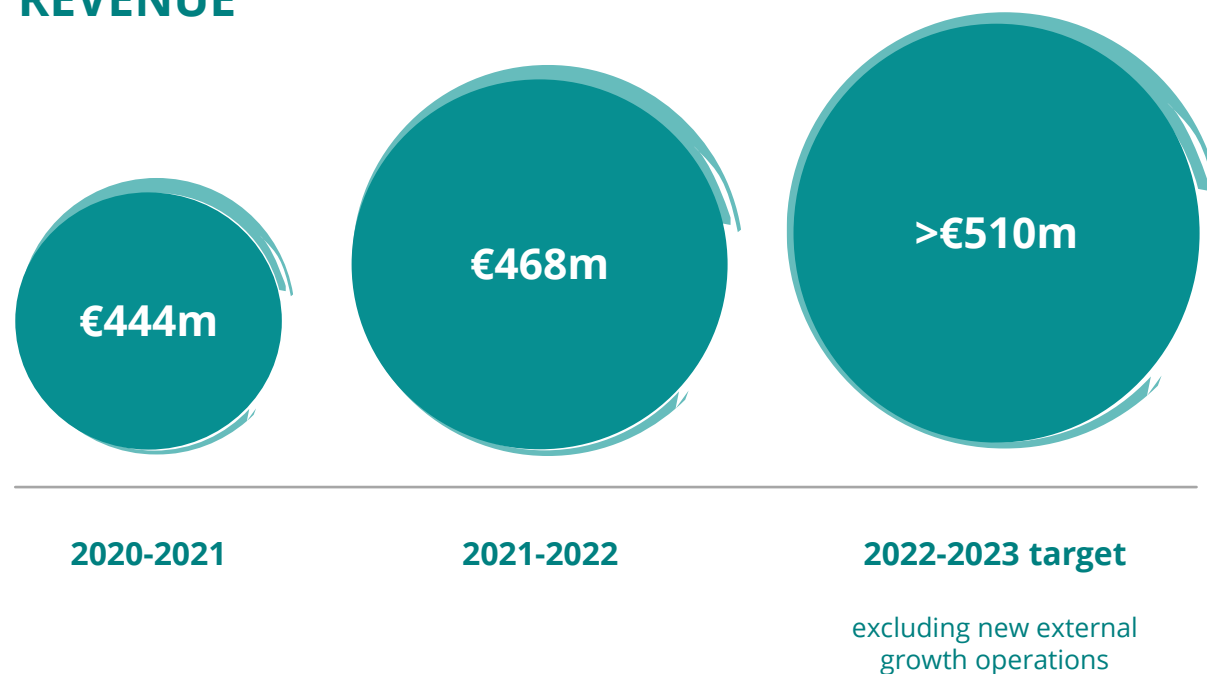
Debt reduction

Improvement in  
operating FCF and  
reduction in Group  
debt



## Return to normal business momentum

### REVENUE



### Return to normal business momentum

Organic growth across all segments

Stable price environment

Healthy working capital and management of investments

Recurring operating margin > 8.3%

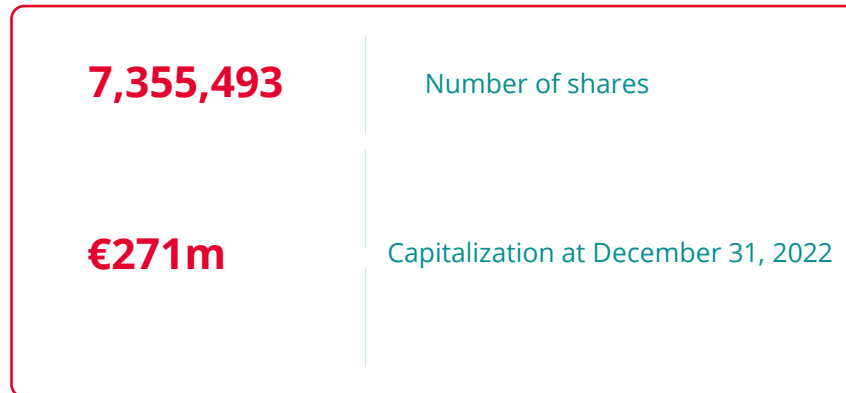
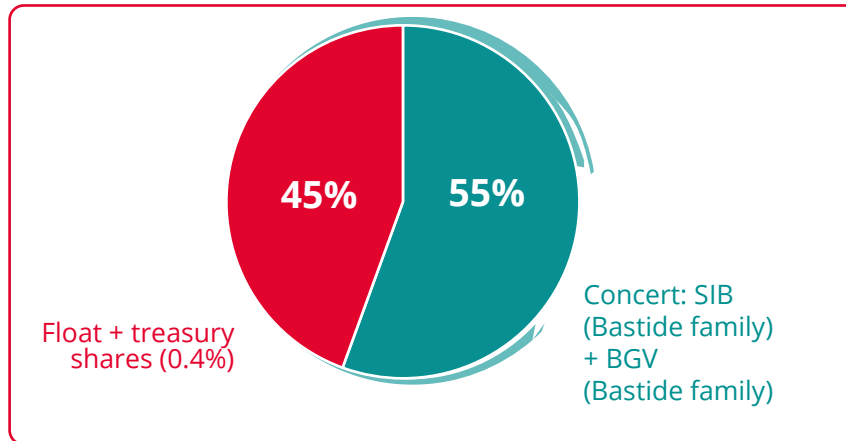
Improved FCF

Debt reduction

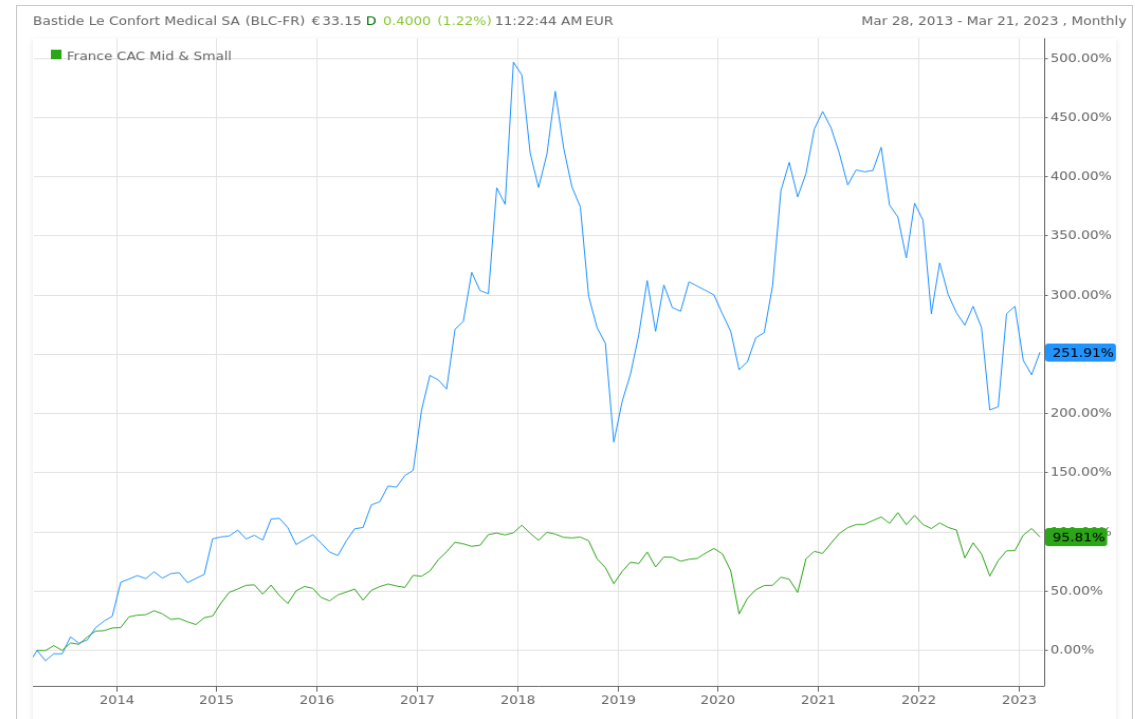




## Shareholder information



### Bastide vs CAC Mid Small over 10 years





# Half-year results

2022-2023

March 2023

**Bastide**  
GROUPE