



KURSANA

Company Presentation

Mein sicheres Zuhause.

August 2008

Goal



Our goal is to provide the best possible quality of life for seniors and the opportunity for them to enjoy it.

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- Kursana is the leading private service provider in senior nursing and care in Germany
- In 108¹ facilities 12,600 seniors are nursed and cared for by 5,730 employees²; in and outside Germany
- With 87 sites in 2007 Kursana achieved a turnover of around 235³ million EUR
- Kursana has more than 20 years of experience in the care market
- The company is a 100 % subsidiary of the Dussmann Group, a global service company with around 51,100 employees and a turnover of 1.331 billion EUR
- The range of services includes:
inpatient care, short-term care, serviced apartments, apartments with nursing care, independent living
- Care facilities are the main focus of Kursana's activities

¹ incl. new facilities under contract, ² full-time employees incl. services, ³ turnover without Italy

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Year the company was founded	1985
Companies	Kursana Residenzen GmbH Wohnstift-Betriebsgesellschaft Kursana Social Care GmbH Kursana Management- und Betriebsgesellschaft mbH Kursana Care GmbH Kursana Wohnstift gemeinnützige GmbH Wohnstift Fürth GmbH
Headquarters	Berlin
Executive Director	Jörg Braesecke

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Countries	Germany, Italy, Austria, Switzerland, Estonia
Kursana Group Facilities (incl. new facilities under contract)	108
Kursana Germany Facilities	84
Kursana Group beds/ apartments	12,600
Beds in Germany 11 residences 70 care facilities 3 facilities for the disabled	9,960 beds 2,320 beds 7,580 beds 60 beds
Kursana Group employees (full-time employees incl. services)	5,730

Management

Jörg Braesecke

Born: 1966
Studies: Economics
Degree: Diploma

1995 – 2003

Marseille-Kliniken AG

1995 Acting director of controlling
1997/99 Division Manager, group controlling
2000 Power of Procurement
2001 Representative of the executive board,
responsible for the care division
Executive Director of 45 facilities for the care of
seniors and the disabled, turnover 140 mill EUR
responsible for controlling, state subsidies, personnel,
legal matters, pre-opening, construction,
quality management, strategy & expansion

Since 2003

Kursana Residenzen GmbH

2004 Head of Finance
Executive Director
2007 Member of the Executive Board
Dussmann AG & Co. KGaA

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Management

Ulf Bieschke

Born:	1972
Training:	Commercial Administrator
1993 – 1997	REWE Zentral AG
1993	Controlling
1996	Area Manager, Wholesale Controlling
1997 – 1998	AXA Colonia Finanzberatung GmbH
	Controller and Management Assistant
1998 – 2001	W.I.S Security Services
	Controller
2001 – 2003	Marseille-Kliniken AG (Hospitals)
	Head of Controlling, Nursing Division
Since 2004	Kursana Residenzen GmbH
	Head of Controlling
2005	Financial Director (Procura)
2007	(in addition) Managing Director International Responsible for Austria, Estonia
2008	Managing Director Kursana Germany & International

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Management

Matthias Sommer

Born:	1970
Studies:	Health Insurance Administrator
1987 – 1990	AOK Health Insurance, Winsen (Luhe)
1990 – 1994	Innungskrankenkassen Winsen (Luhe) / Schwerin
1994 – 1995	Innungskrankenkassen State Confederation, Lower Saxony
1996 – 2000	Innungskrankenkasse Stade Vice Board Chairman / Member of Exec. Management
2000 – 2008	Vitanas GmbH & Co. KGaA
2000	Division Manager
2003	Managing Director
Since 2008	Kursana Residenzen GmbH Managing Director Kursana Germany

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- Quality and cost optimization do not contradict each other. All services, whether inpatient care or assistance, are performed with our duty of care toward the client in mind.
- The wishes and wellbeing of clients always come first.
- Our employees are our most important asset. Ensuring high levels of employee quality and commitment is a prerequisite for our success.
- First-class furnishings and modern technology are part of our concept.
- Kursana works with reputable, experienced partners for project planning, finance, and construction.

Company Principles

Care Principles

- **T**he individuality and self-determination of the individual is the basis of our activities. Our measure of quality is residents' satisfaction.
- **W**e contribute to society through professional care and business acumen. The key factor is motivated personnel, for whom concern and respect are the basis of communication with residents.
- **W**e maintain and improve the faculties and skills of residents through active, supportive care. With foresight and a proactive approach, we provide a safe environment and a better quality of life.
- **W**e encourage independence, ensure a secure environment, and provide support – this is the basis of our care philosophy. We respect the personal identity and background of every individual.

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Company Principles

Care Principles

- **A**s employees, we participate in further education and training in order to assure personal and professional development and to meet the highest quality standards. Our nursing and care concepts incorporate the recognized principles of nursing science.
- **W**e can achieve a good quality of life for the residents only if there is a relationship of trust and cooperation between family members and caregivers. We cooperate as partners with other professional groups.
- **R**ecognition of performance, team spirit, and friendliness characterizes our dealings with one another. Management personnel are conscious of their roles as examples and are characterized by a sense of responsibility and openness.

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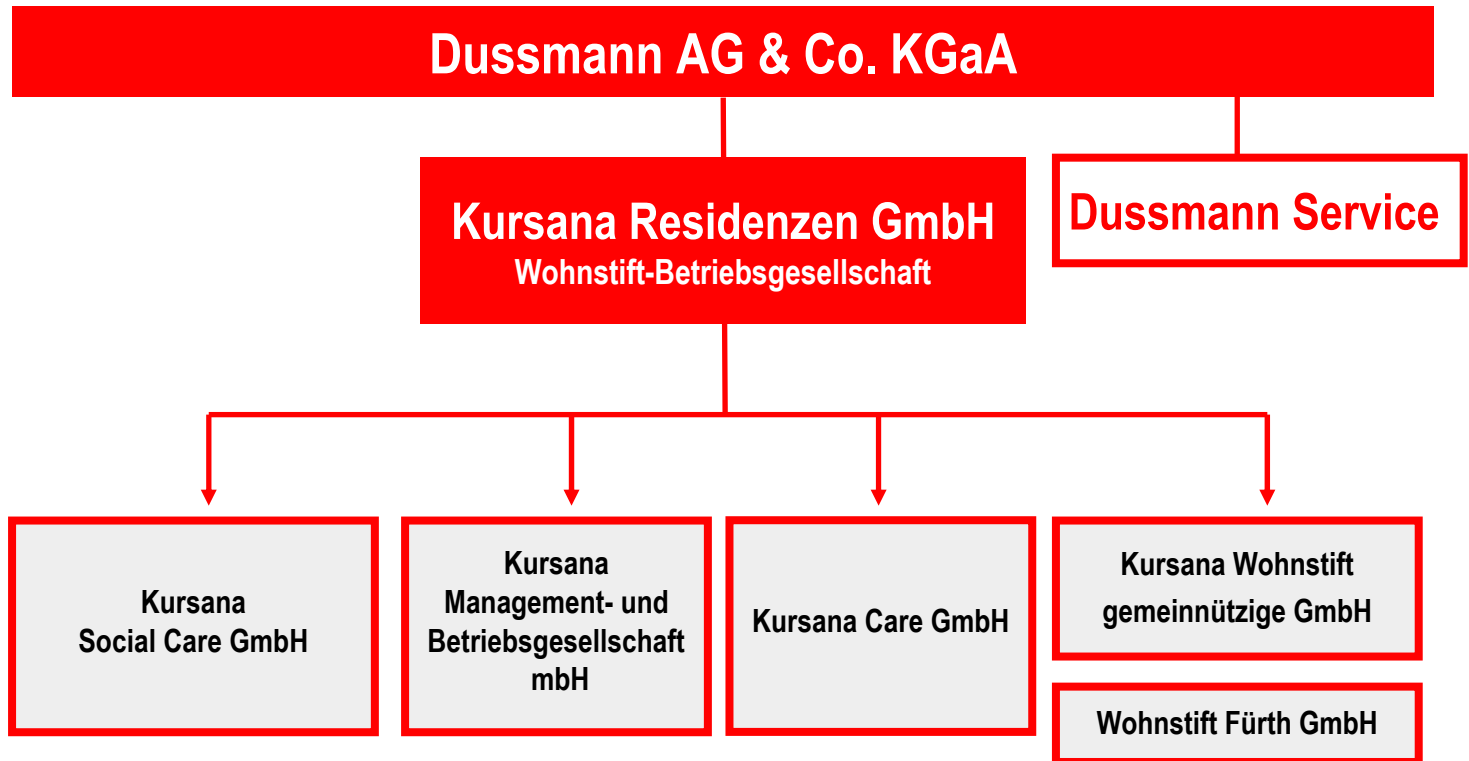
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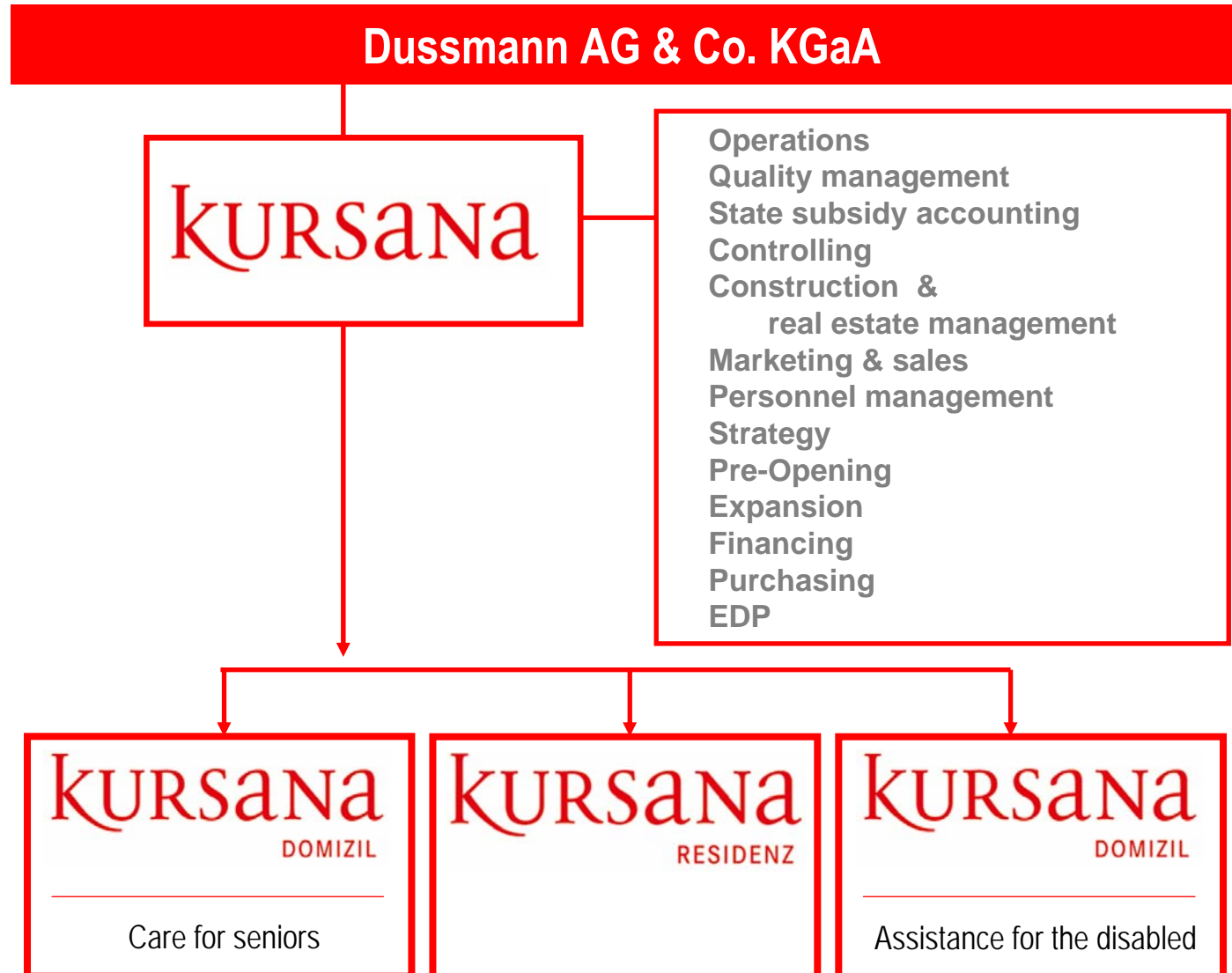
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Brand and Organizational Structure



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Management and Controlling Systems

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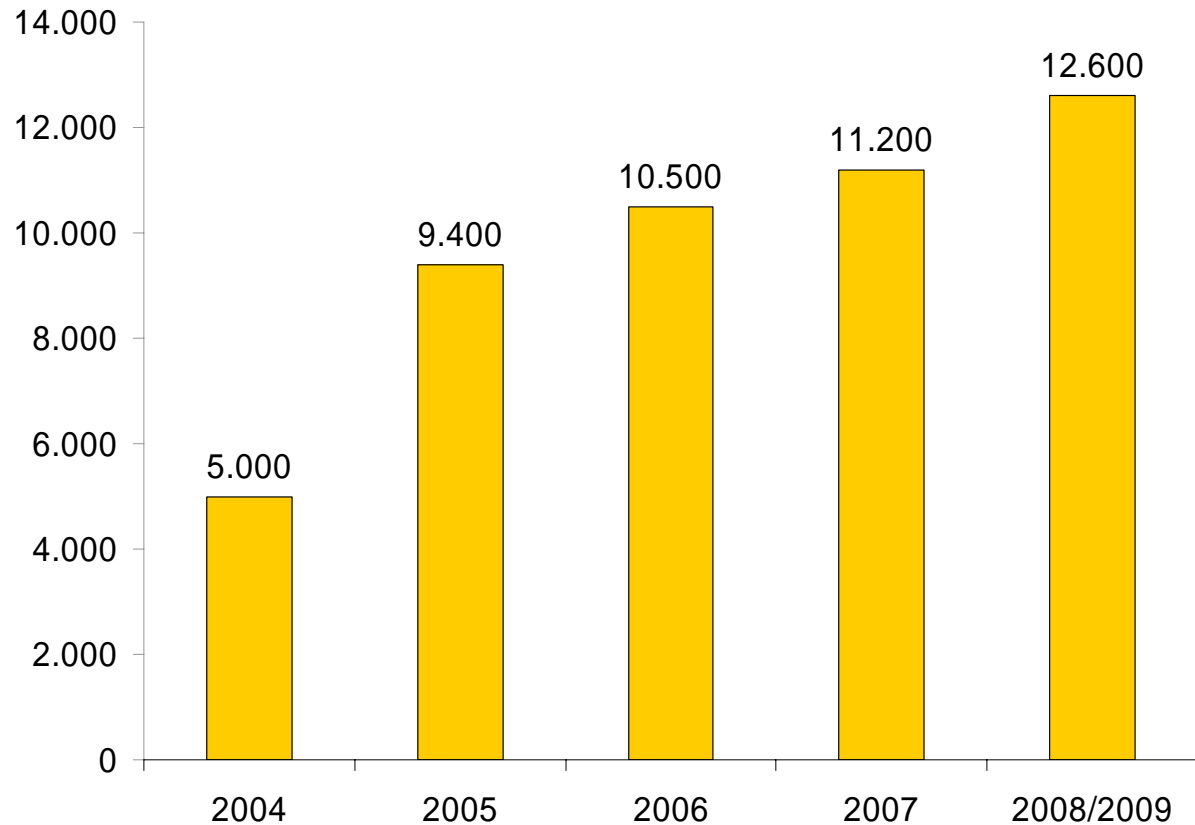
■ **Facilities require central financial and quality control**

Central control and management structures:

- IT structures and platforms
- Reporting systems
- Controlling systems
- Internal auditing
- Quality management
- Pre-opening management
- Marketing and sales management
- Training / education

Development

Numbers of beds



- Acquisition of hospitalia care
- Further expansion

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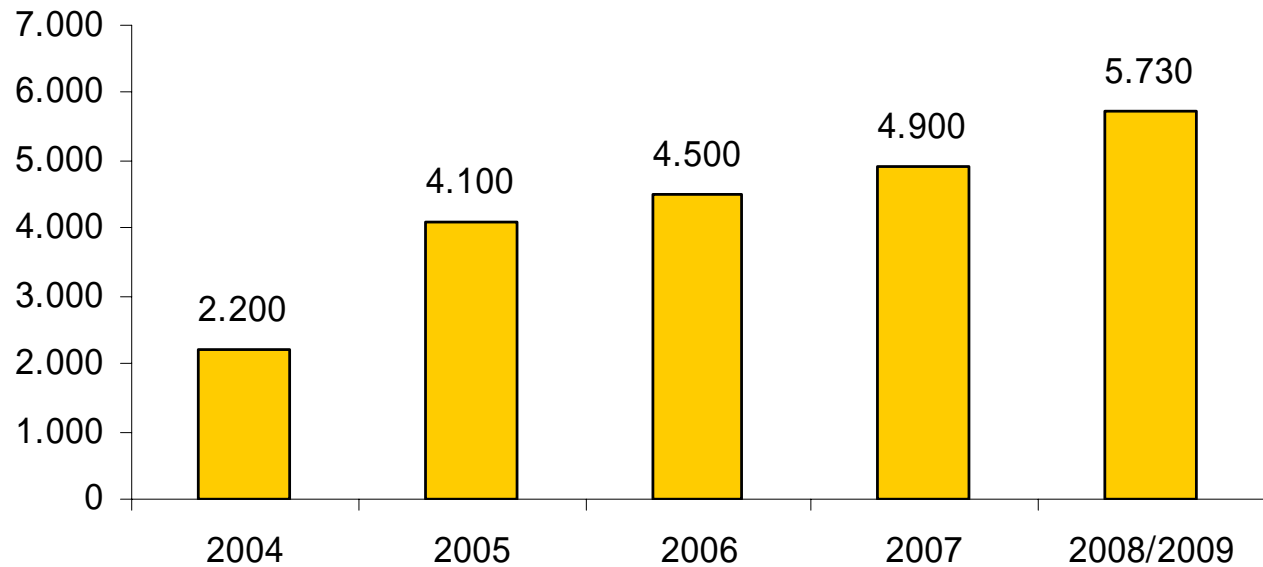
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Development

Kursana employees (full-time employees incl. services)



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Germany

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Austria



Estonia



- Residenzen
- Domizile für Senioren
- ◆ Gesundheitszentrum

Switzerland



Italy

Spectrum of Services



Care and assistance for seniors

- Long-term inpatient care, vacation and short-term care, daytime care
- Facilities with modern, functional furnishings and a comfortable ambience; patients may also bring their own furniture
- More than 80% single rooms (over 18 m²) with their own bathrooms
- Special residential areas for residents suffering from dementia
- Common areas such as rooms for events, restaurant, foyer, therapy kitchens, common rooms in the residential areas
- In-house kitchen
- Hairdresser and kiosk integrated into the facility
- Attractive grounds, special gardens for residents suffering from dementia

Spectrum of Services

KURSANA DOMIZIL

- Central and regional quality management ensures high quality standards
- High level of professional competence in special areas such as dementia
- Varied therapy and care programs
- Events and cultural program
- Additional optional services are available (such as hairdresser)

Assistance for the disabled and the mentally ill

- Kitchen/living room, various therapy rooms, generous gardens with protected areas, in-house kitchen
- Double or single rooms with their own bathrooms
- Support and assistance programs that provide daytime structure
- Programs for mental and emotional wellbeing
- Sports and recreational programs, events

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Spectrum of Services



Assisted living for seniors

- Hotel-like character
- Apartments with pantry or kitchen
- Extensive service program is part of the inclusive rate: e.g. from 3-course lunch menus to apartment cleaning to service and assistance
- Additional optional services are available
- 24-hour nursing and care by qualified in-house personnel
- Nursing provided in the apartment or in the integrated nursing area
- High-quality common facilities such as the library, restaurant, café, foyer with reception, and sometimes a swimming pool
- In-house kitchen
- Extensive event and cultural program

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- Kursana is the leading private service provider of seniors' nursing and care in Germany
- More than 20 years of experience
- Kursana is operating in a secure future market
- Kursana has established a brand name which is associated with high quality, customer orientation, social commitment, and efficiency
- Modern, comfortably furnished buildings with modern equipment
- High occupancy
- Professional management information system
- High quality standards, tailored to clients' needs
- High synergy levels due to lean central structures

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- Kursana is a subsidiary of the Dussmann Group, a global multi-service provider and thus has a strong economic basis
- The group is also a provider of cleaning and catering services, allowing each division to concentrate on its core competence
- Dedicated operator of care facilities, no real estate holdings
- Kursana has its own academy for initial and further training

Kursana



More than 12,600 residents
feel safe and secure,
a fact of which our employees are proud.

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