



KURSANA

Corporate
Presentation

February 2024

Our Objective

KURSANA



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

Kursana in summary

KURSANA

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

Countries: Germany, Austria, Switzerland, Italy



115
facilities¹



13.400
seniors



6.800
employees²



509
mill. EUR turnover³

Kursana is a 100% subsidiary of the



¹ including additional contracted sites and Italy
³ sales 2022, unconsolidated and without Italy

² employees with facility services (cleaning, kitchen, laundry) and without Italy

Kursana in summary

KURSANA

Countries Germany, Austria, Switzerland, Italy¹

Total number of Kursana facilities:

Germany	100 ²
Italy	12
Austria	2
Switzerland	1

Kursana beds / apartments 13.400

Facilities in Germany:	11.212 places
80 Domizil facilities	8.678 places
7 Residenz facilities / sheltered accommodation	1.324 places
8 Villa	974 places
3 facilities for the disabled	68 places
2 Quartier facilities	168 places



Status: February 2024

¹ management by Dussmann Service Italy ² including one additional contracted sites

³ employees without facility services (cleaning, kitchen, laundry) and without Italy

Locations Germany

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Management

KURSANA



Götz Leschonsky

Operativer Geschäftsführer,
Vorsitzender der Geschäftsführung



Ulf Bieschke

Kaufmännischer
Geschäftsführer

operations Domizil facilities

human resources

controlling

accounting

operations Dussmann Kids

marketing

insurance/ vehicle fleet
management

IT

quality management

sales

construction management

state subsidies

pre-opening

communication

property management

purchasing

innovation center

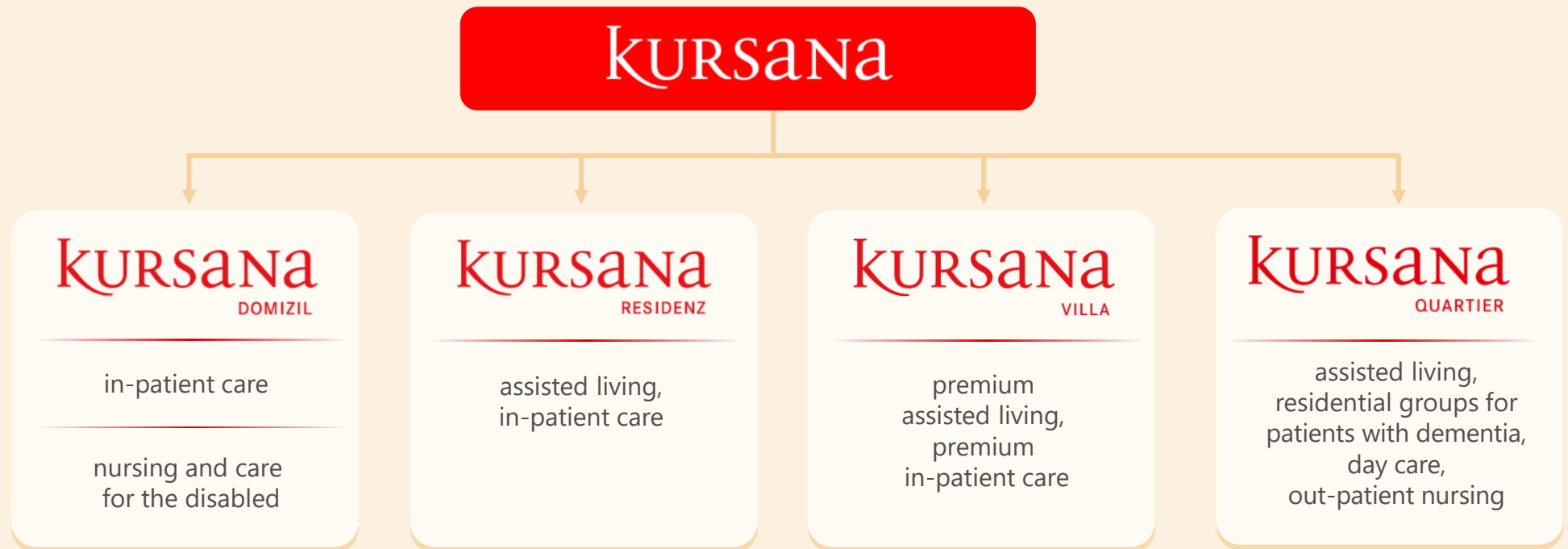
compliance

expansion

organization

Brand Structure

KURSANA



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

KURSANA

Values that make our company successful



Corporate Guiding Principles

Focus on people

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- 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

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

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



Guiding Principles of Nursing & Care Professional quality

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Scope of Services

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Kursana facilities -
my home from home



Kursana Domizil Facilities

Nursing and care for the elderly

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- 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

KURSANA

- 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

KURSANA

- 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

KURSANA

- 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

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- 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

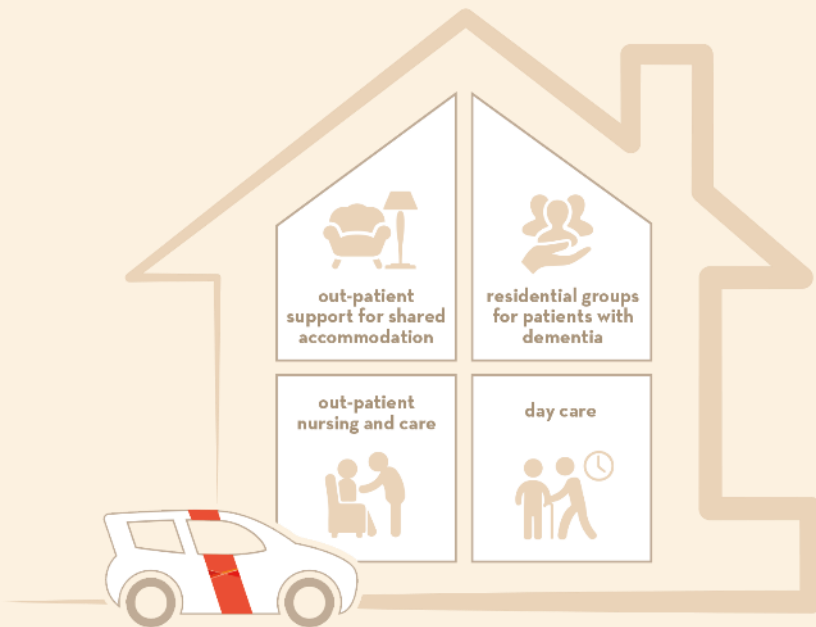
KURSANA

- 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



Kursana Quartier Serviced Accommodation with Out-Patient Care

- The first „Kursana Quartier“ opened 2020 in Sundern.
- 1st quarter 2024 Opening of Kursana Quartier in Nauen.
- Out-patient and in-patient services combined under one roof.



New: Kursana Quartier Serviced Accommodation with Out-Patient Care



serviced accommodation

- for seniors who need care (60 apartments)
- 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 (2x12 places)
- 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 (15 places)
- 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 (Dusmann 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

Kursana

A Dependable Employer

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- further training at the Kursana academy
- opportunity for promotion – from trainee to director
- tailor-made vocational training programs
- a professional onboarding concept
- support from central quality management and regional quality managers
- deployment of efficient documentation software
- family friendly benefits e.g. child-care subsidy, flexible working times, reliable work schedules
- employee benefits such as cover bonus, loyalty bonus, shopping discounts, employees recruit employees program
- support from headquarters

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
- regular inspection of care facilities by the MDK (medical authorities)
- continual vocational and further training at the Kursana Academy
- deployment of professional sector-specific software



ISO 9001:2015
Management
System

www.tuv.com
ID 9108618620

all German Kursana facilities
are TÜV-certified

Market

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Kursana operates
in a market with
high potential for
future growth

Market Summary

The German in-patient care market



15,400
Care facilities

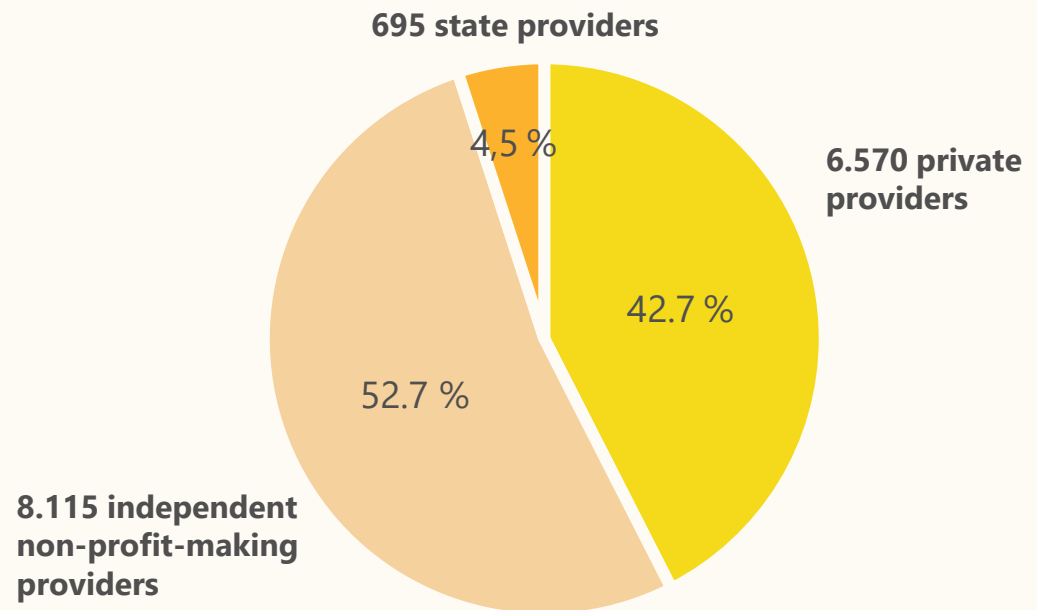


970,000
Care beds



40 bill
EUR sales
(out-patient: 27 bill.
total volume: 67 bill.)

Distribution of providers



Conclusion

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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

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- around 40 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
- employee benefits
- high occupancy
- TÜV certification
- sound financial basis as a subsidiary of the global service provider, the Dussmann Group

KURSANA

Thank you for your interest

KURSANA



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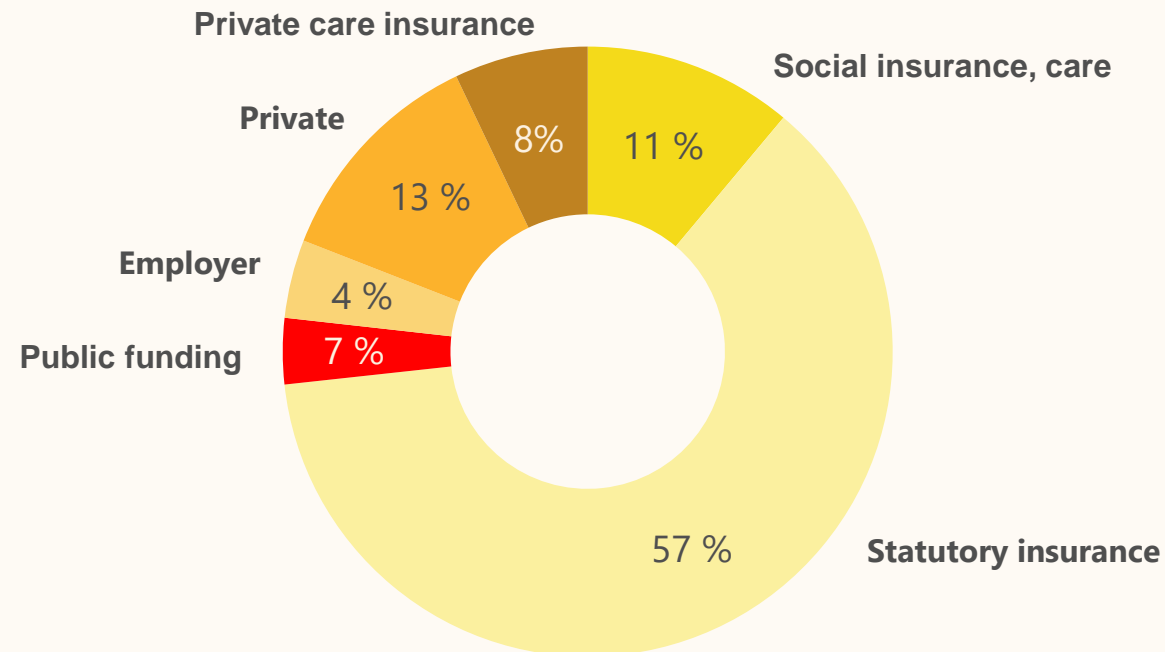
kursana@dussmann.de
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Attachment

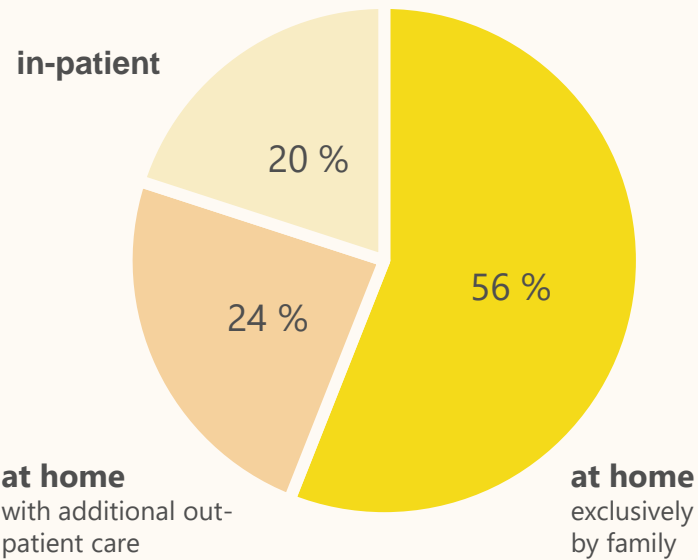
Market Summary

Financial structure in-patient care

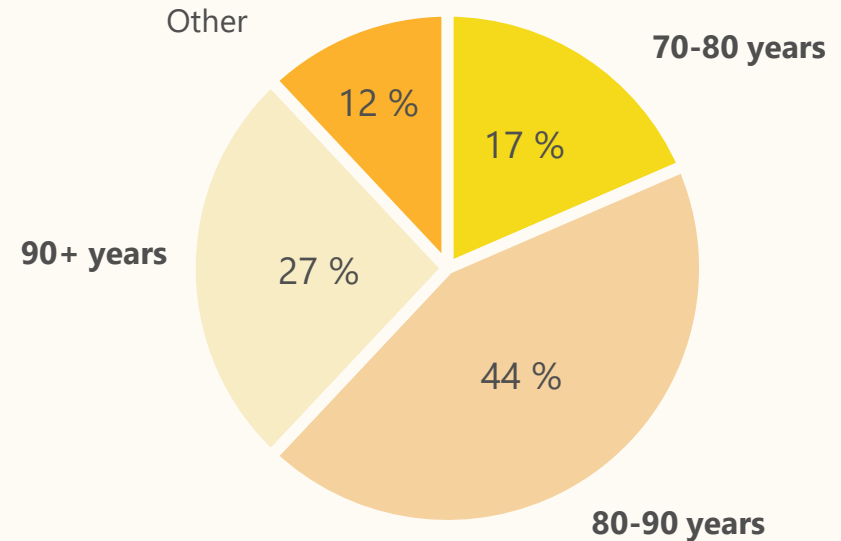


Market Summary

4.1 mill. people with care needs in 2019



In-patient care by age group 2019

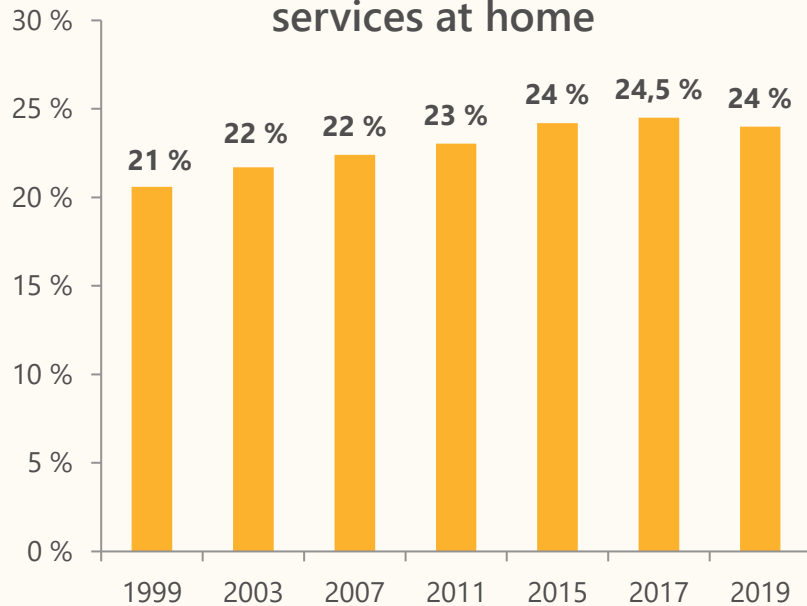


Source: care statistics 2019 (Federal Office of Statistics 2020)

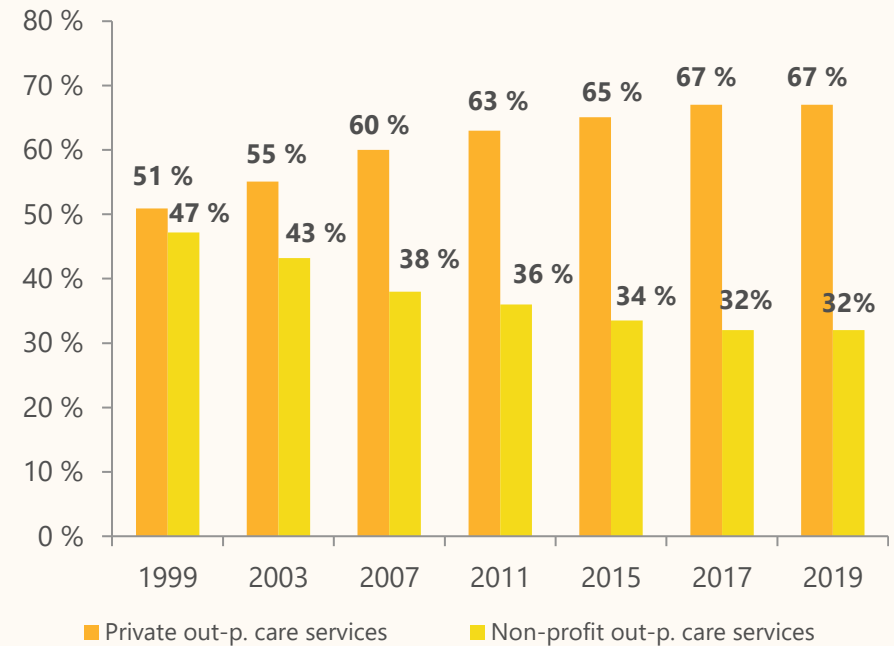
Market Trends

In-house nursing and care services in the home

Proportion cared for by care services at home



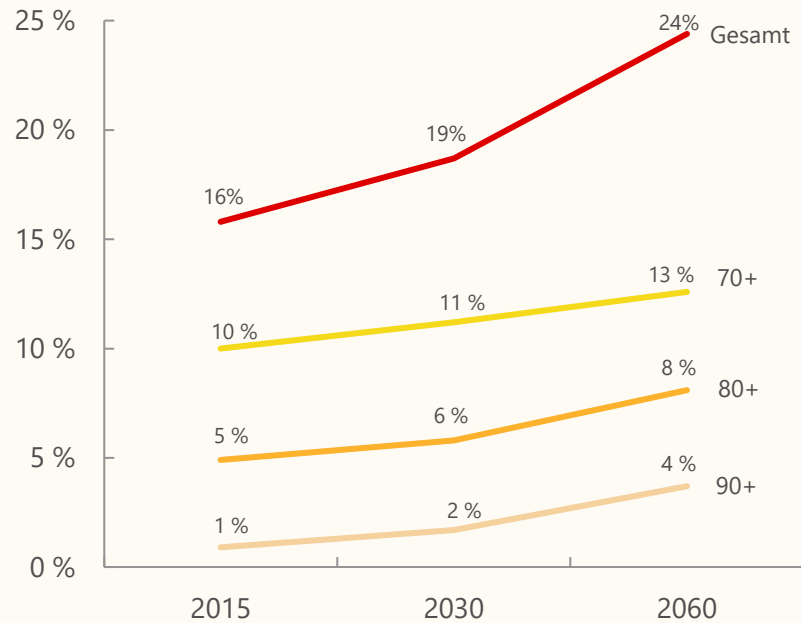
Nursing and care organizations*



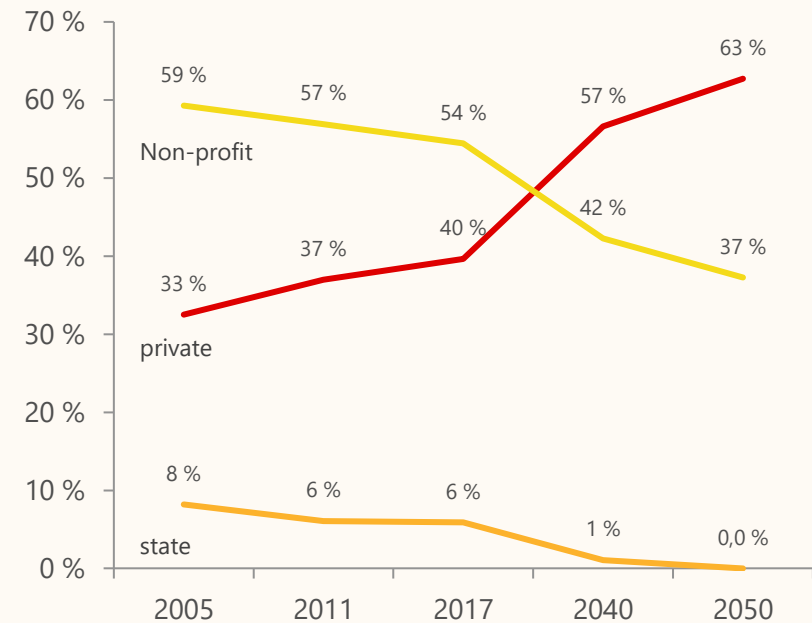
* State providers have a share of 1% to 2% due to the prioritization of other providers according to SGB XI,

Market Trends

Trends age groups 70+ to 90+ by 2060



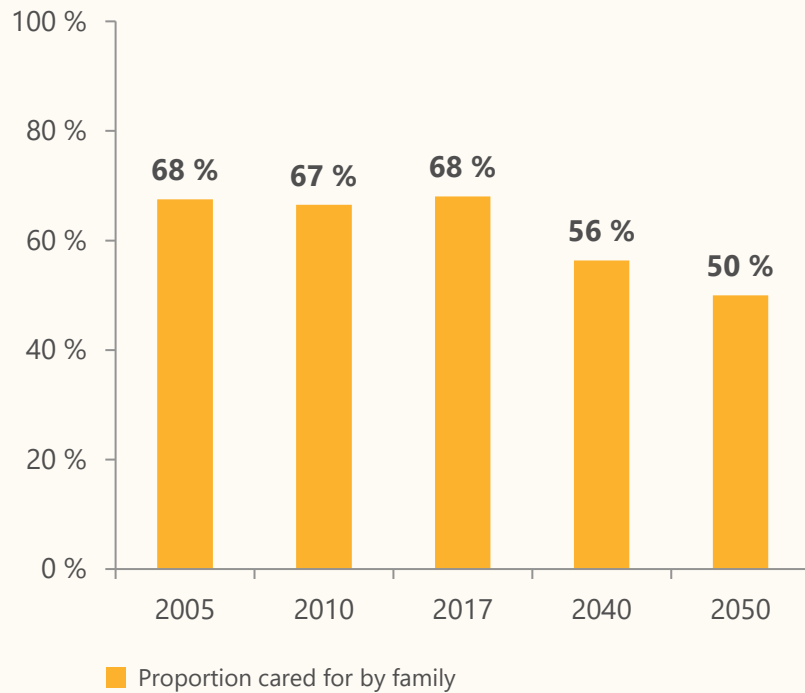
Market share, in-patient care by provider up to 2050



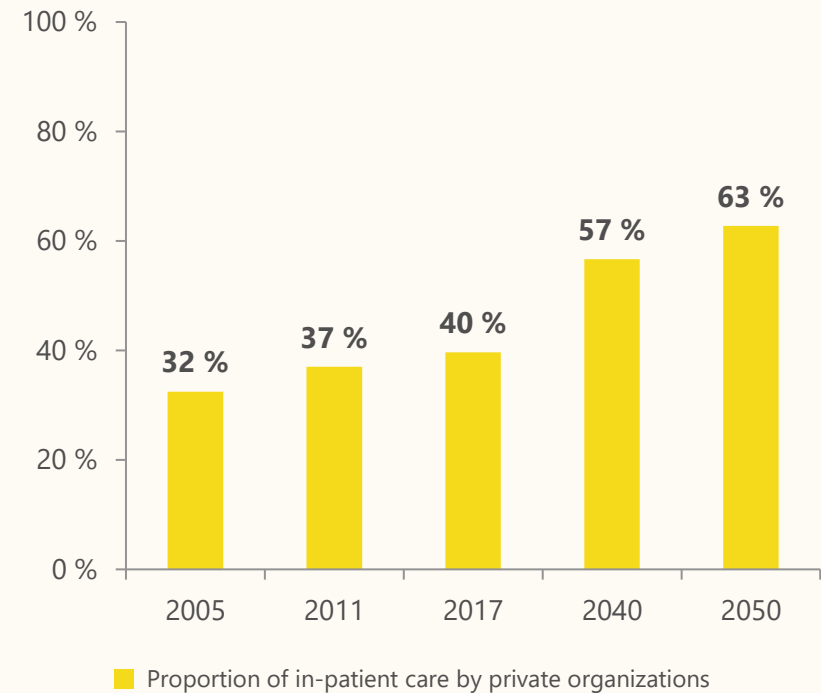
Sources: 13. coordinated population calculation, basis 2015 (Federal Office of Statistics 2017);
HPS Research January 2017

Market Trends

Care in the family is declining



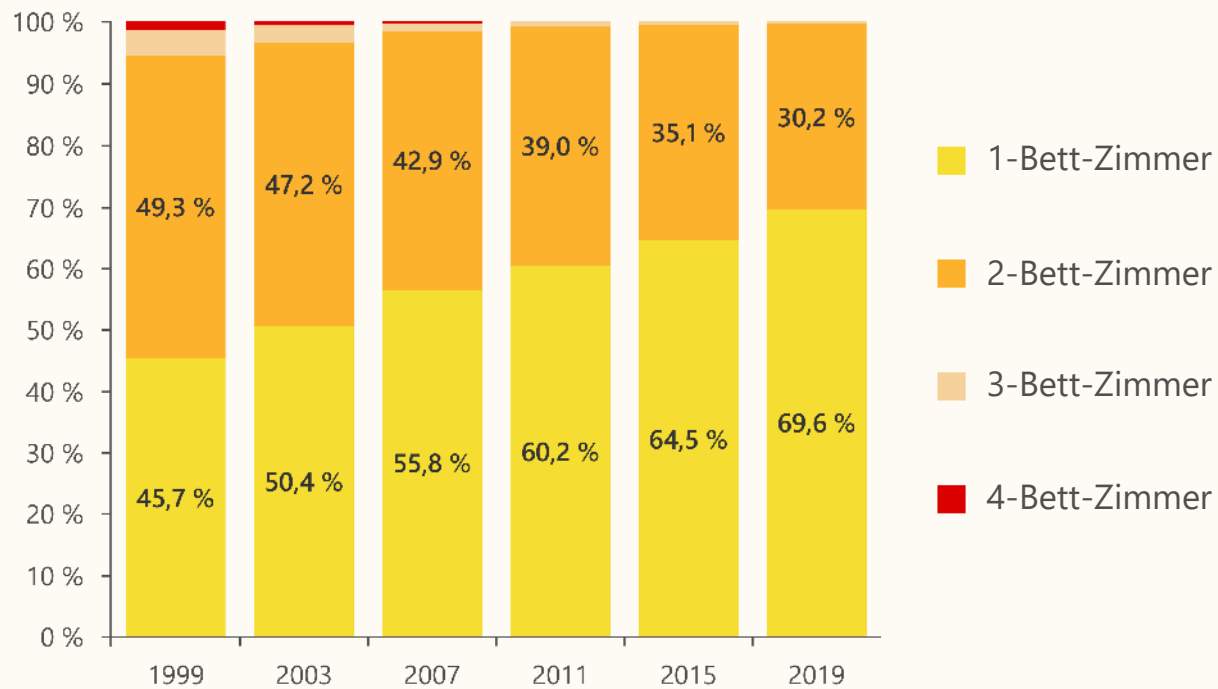
A growing in-patient private market



Source: HPS Research Januar 2019

Market Trends

Type of rooms in nursing homes 1999 to 2019



Source: RWI/hcb; FDZs of the federal states (2009, 2011, 2017, 2019); Federal Statistical Office (2020)