



MDMG

Financial results

IFRS 4Q & FY 2022



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MD Medical Group today

#1 federal network of affordable healthcare in Russia

by cities of presence and number of employees



77

medical
specializations



28

cities
of presence



53¹

total number
of facilities



8.5²

ths
employees

Stable financial position

driven by sustainable EBITDA margin and strong cash balance



31%

EBITDA margin
2022



3.9_{bn}

Net Cash position
2022



76%

level of out-of-
pocket payment



485^{ths}

unique patients
2022

Key highlights



A wide range of high-
quality medical services



High level of out-of-
pocket payment



Vertically integrated system
supported by technological
and educational initiatives

¹As of publication date


²As of 31.12.2022



Healthcare network¹

 **7**
number
of districts

 **26**
number
of regions

 **28**
number of cities
and towns

 **208 ths m²**
total area



 **40**
out-patient
clinics

 **10**
hospitals

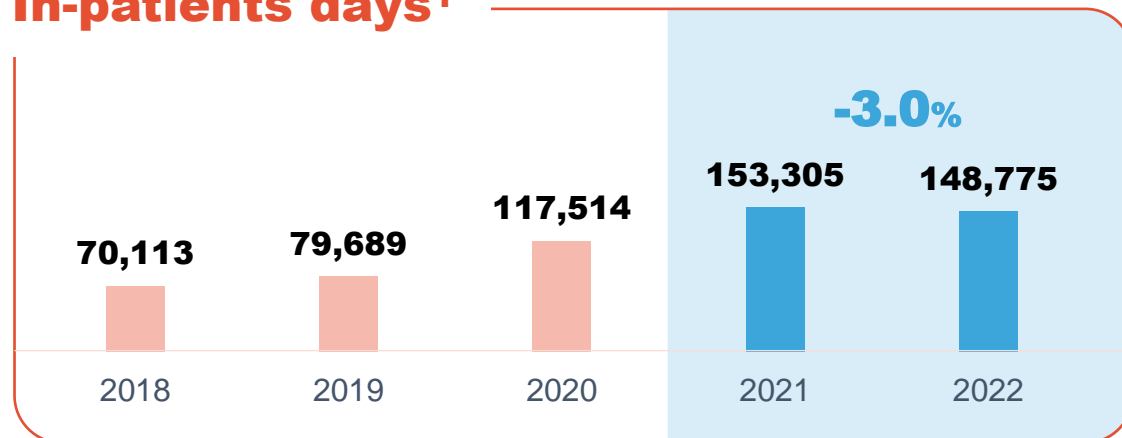
 **3**
MD Labs

¹As of publication date. The information on the slide reflects the federal districts of the Russian Federation only as far as the Group's presence is concerned.

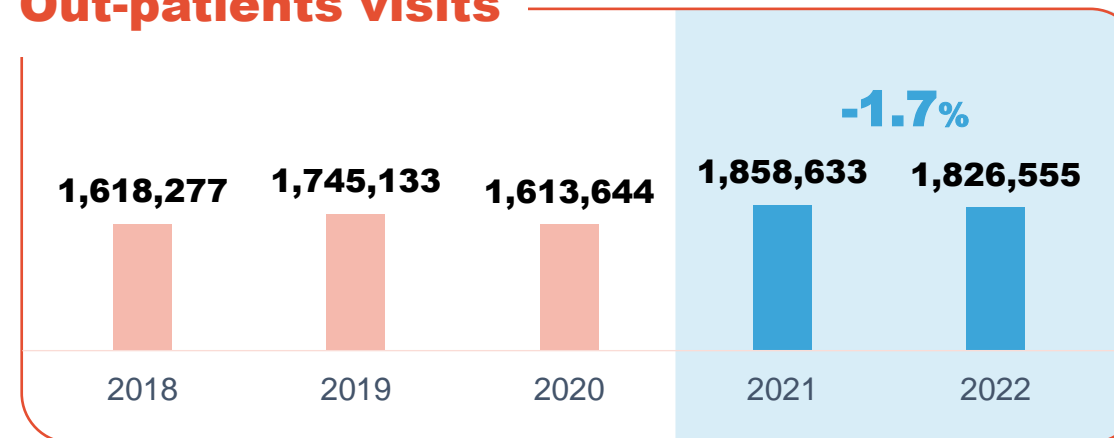


Key operational results

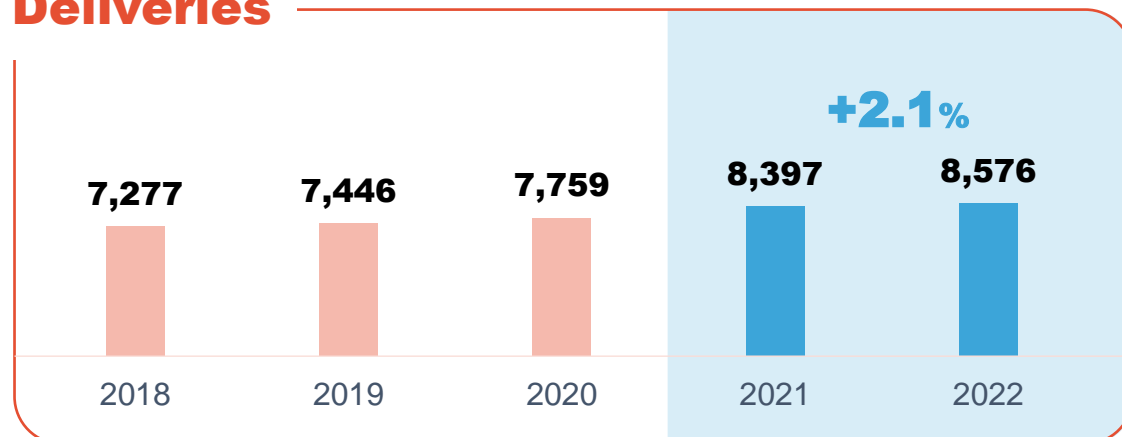
In-patients days¹



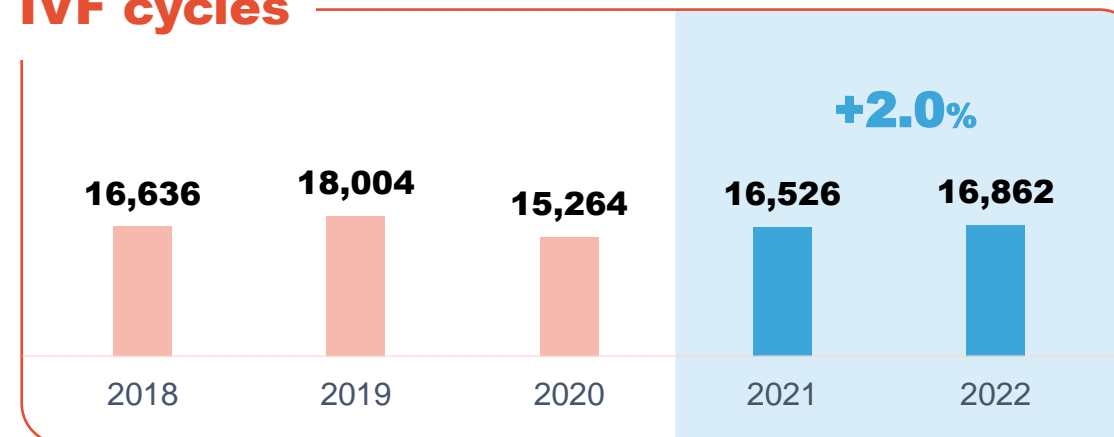
Out-patients visits



Deliveries



IVF cycles



¹Adjustments in 2021 are associated with a change in the methodology for reflecting new contracts.

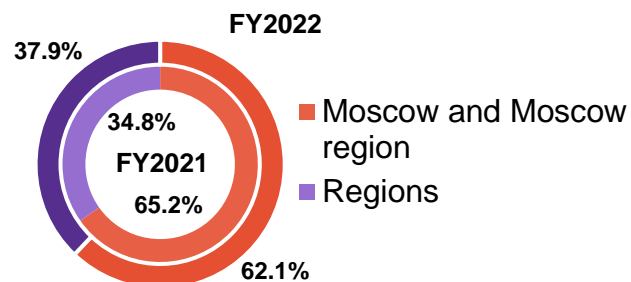


Successful service diversification strategy

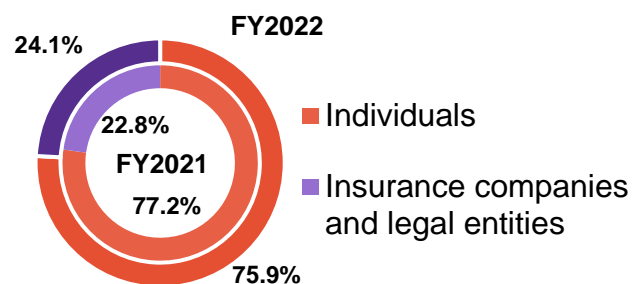
Revenue

revenue structure

in terms of geography

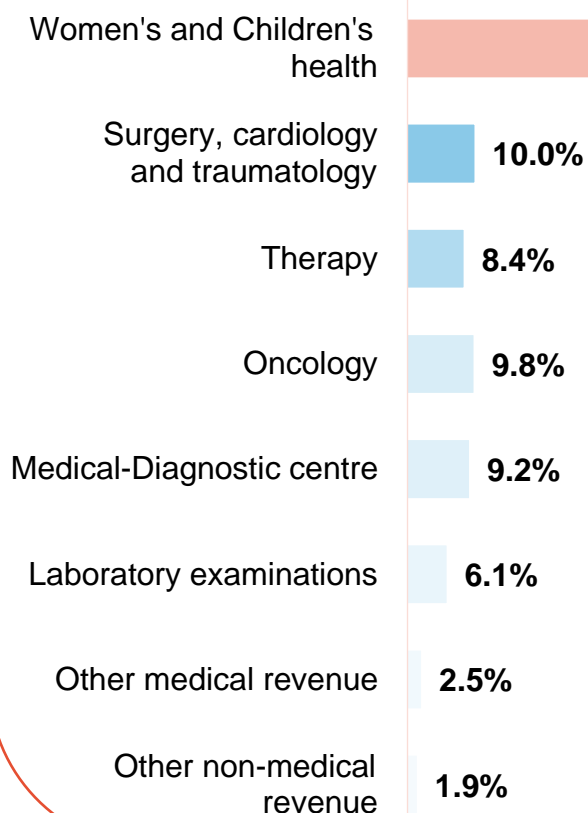


in terms of payers



Revenue decomposition

by types of services



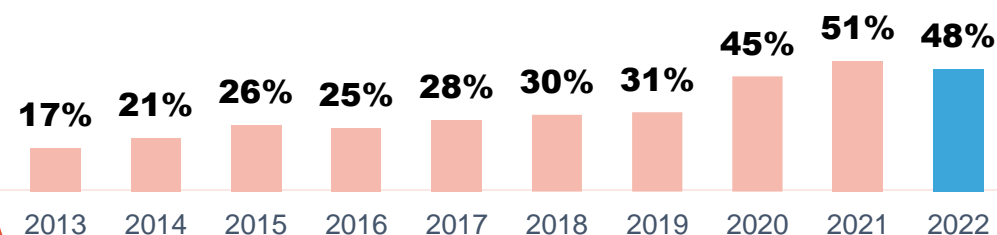
**17.9%
Pediatrics**

**32.9%
IVF**

**27.6%
OBGYN**

**21.6%
Deliveries**

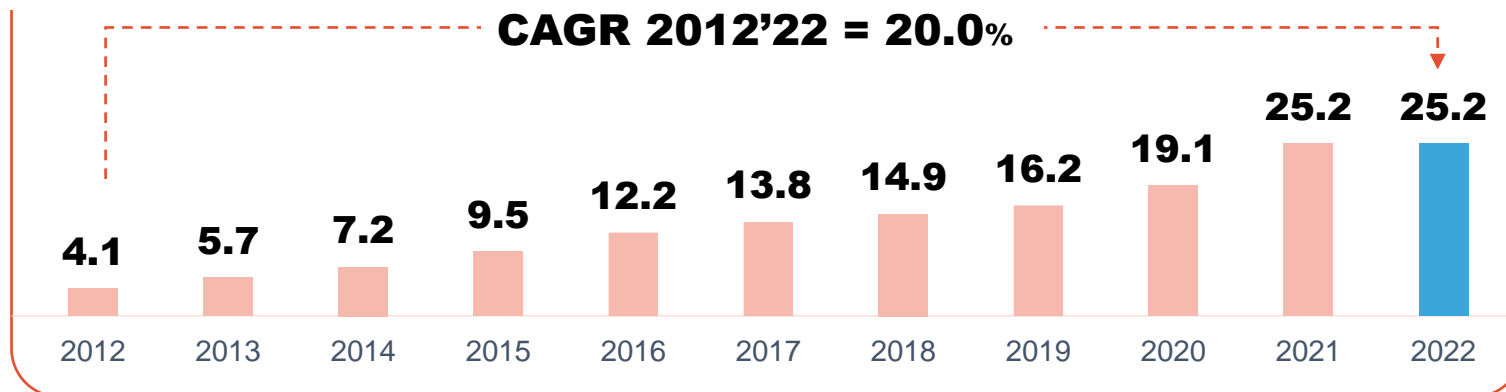
Non Women's and Children's health as % of total Revenue



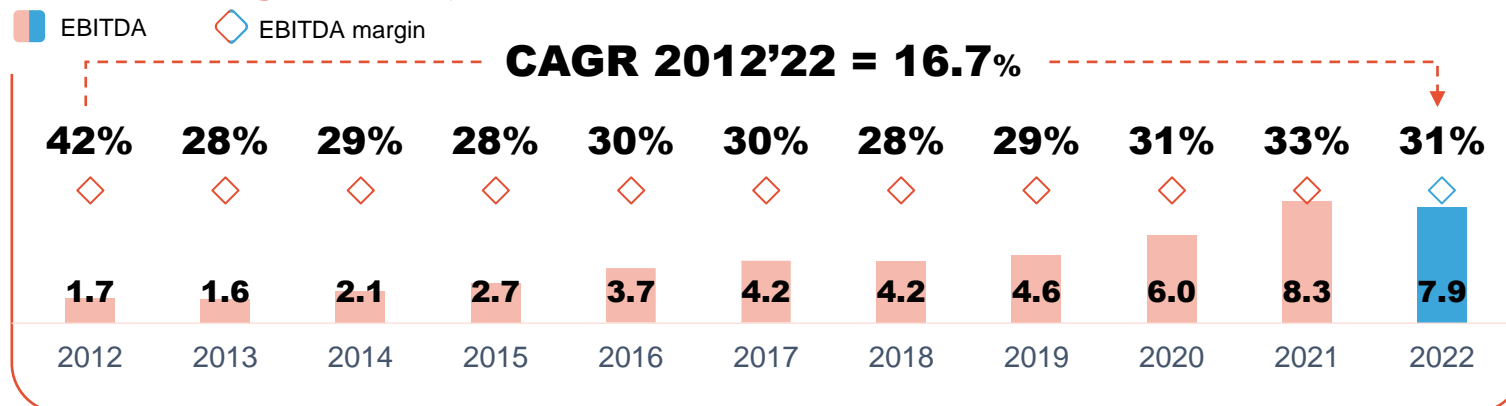


Business Growth Dynamics

Revenue dynamic, RUB bn



EBITDA dynamic, RUB bn



Core achievements



Revenue of the Group's hospitals in Moscow declined due to a decrease in COVID-19 diagnostic and treatment services driven by the pandemic slowdown, which was **fully offset** by a spike in revenue of regional hospitals and out-patient clinics. The growth was mainly driven by a **stable demand for IVF** in Moscow and the Moscow Region (the Group's revenue from IVF up 9.9%), **on-target capacity utilisation rates** at regional hospitals (revenue up 12.1%), including through the opening of new hospitals – MD Group Lakhta and the 2nd wing Tyumen-2.

Effective cost management allowed maintain a **strong EBITDA margin of 31.4%**

Performance results



Hospitals in Moscow



Lapino-1

Flagship hospital with a wide range of services

42,000 m²
size

191
beds

Lapino-2

State-of-the-art oncology centre

18,500 m²
size

120
beds

Lapino-4

Infectious diseases hospital

4,200 m²
size

100
beds

MD Group Hospital

Multifunctional hospital for the whole family



27,600 m²
size



261
beds

Revenue



24.4%

revenue growth from IVF 2022 y/y

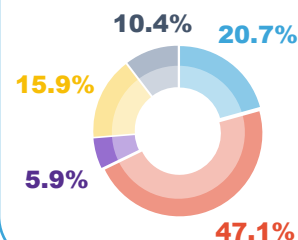
Share of total Group revenue



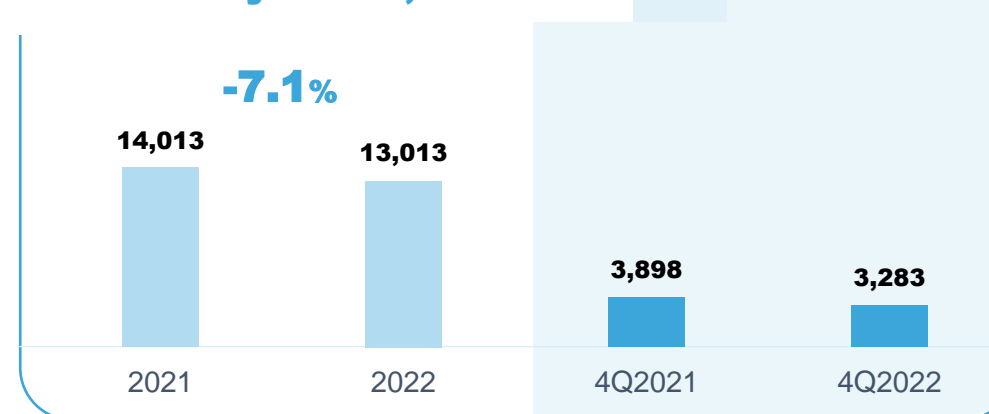
51.6%

Revenue structure

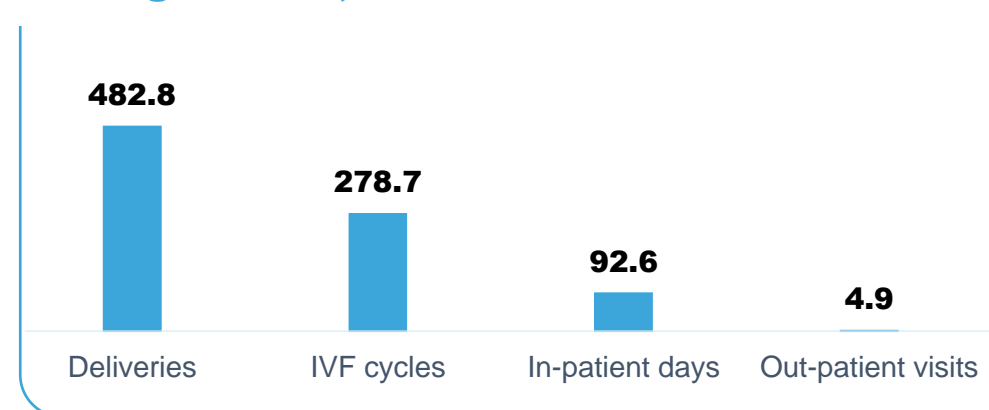
- Out-patient visits
- In-patient days
- IVF cycles
- Deliveries
- Other revenue



Revenue dynamic, RUB mn



Average ticket, RUB ths

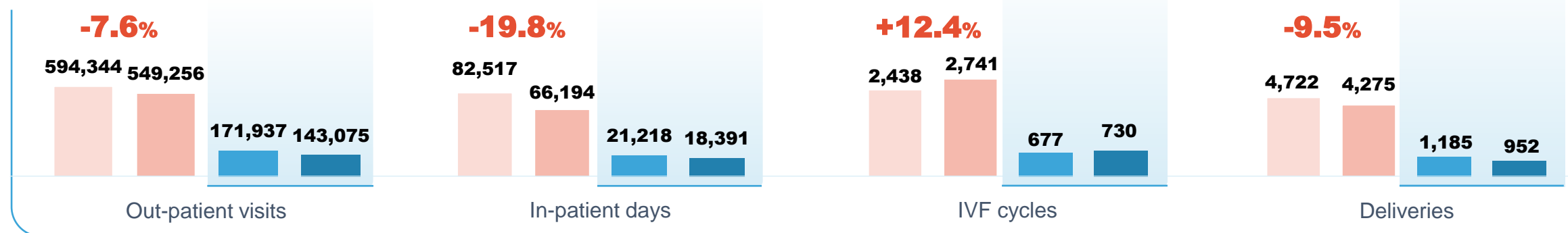




Hospitals in Moscow. Key operational results

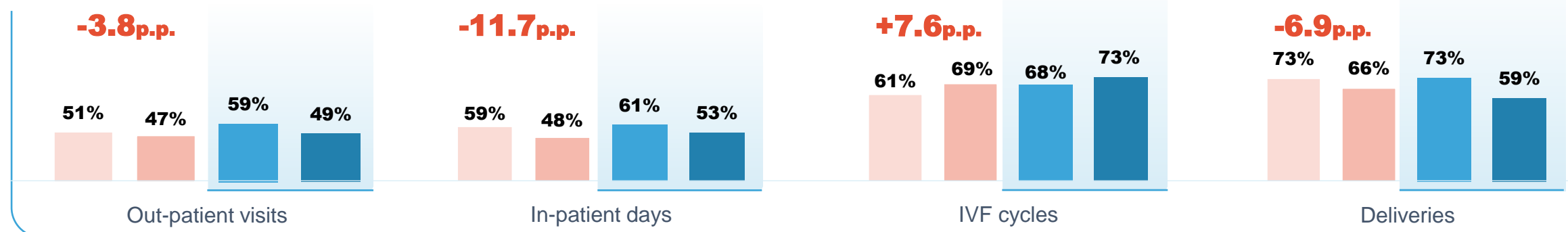
Operating indicators

2021 2022 4Q2021 4Q2022



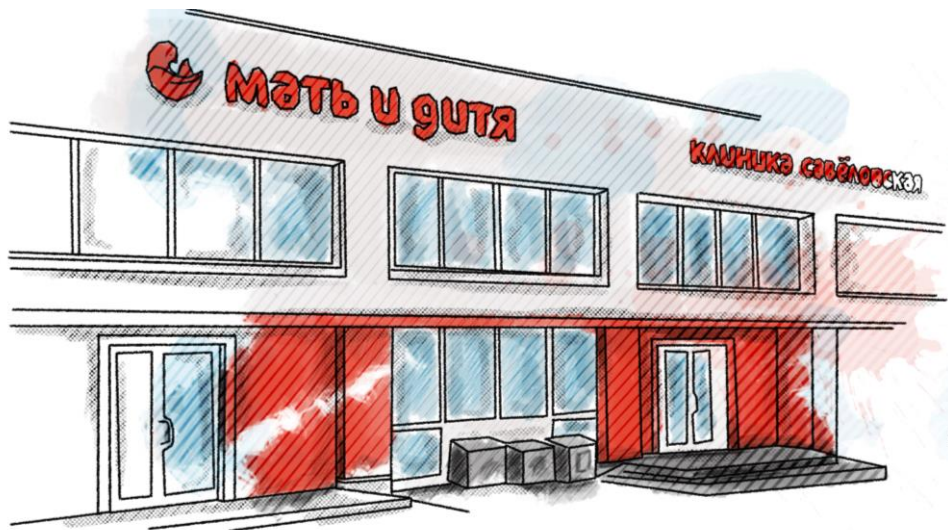
Utilization rate, %

2021 2022 4Q2021 4Q2022





Out-patient clinics in Moscow and Moscow region



**High-end medical services
for checks and treatments in a
“Close to home” format**



547 m²

clinic
average size



11 clinics

in Moscow
and Moscow region



3 labs

MD Lab

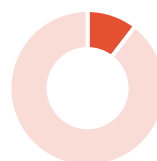
Revenue



8.8%

revenue growth
2022 y/y

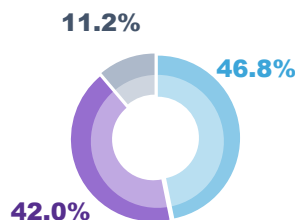
Share of total
Group revenue



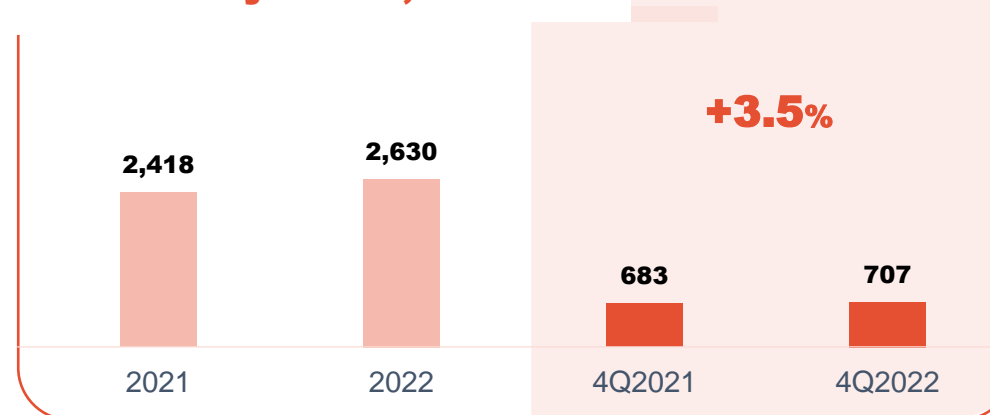
10.4%

Revenue structure

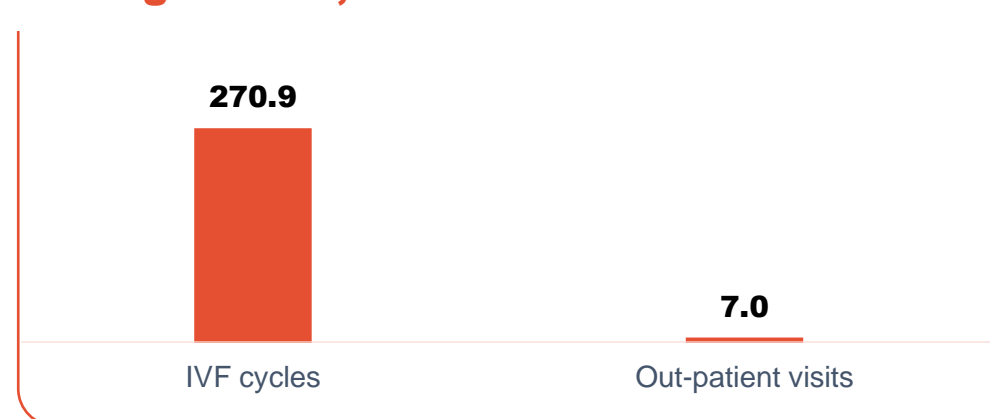
- Out-patient visits
- IVF cycles
- Other revenue



Revenue dynamic, RUB mn



Average ticket, RUB ths

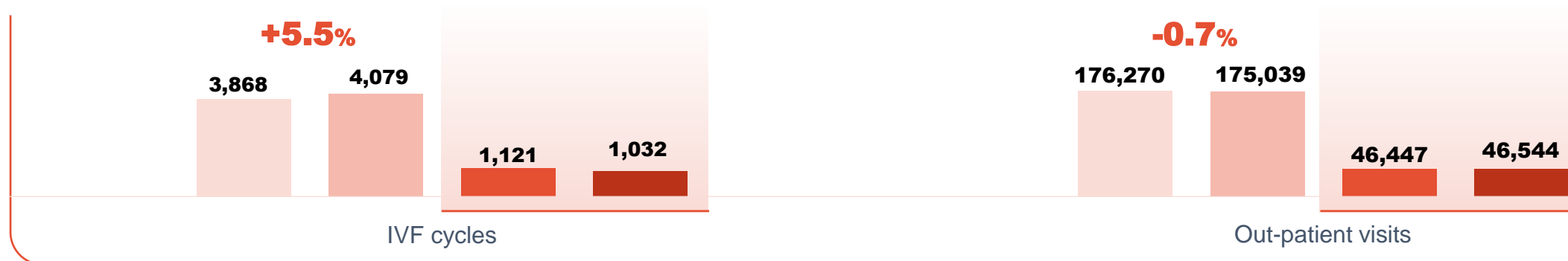




Clinics in Moscow and MR. Key operational results

Operating indicators

2021 2022 4Q2021 4Q2022



Utilization rate, %

2021 2022 4Q2021 4Q2022



¹The main factor in reducing the utilization rate of clinics in terms of out-patient visits is the opening of a new medical centre in Butovo.



Hospitals in regions



Wide range of first class medical services in regions

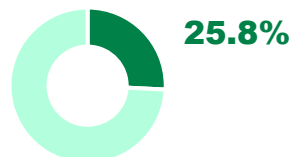
6 hospitals in: Ufa, Samara, Novosibirsk, St Petersburg and Tyumen

	33,000 m² MD Ufa	10,260 m² MD Novosibirsk	9,000 m² MD Group Lakhta
	15,000 m² MD Samara	15,000 m² MD Tyumen-1	4,750 m² MD Tyumen-2

Revenue

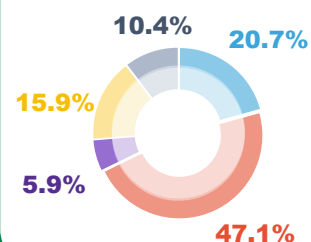
12.1%
revenue growth
2022 y/y

Share of total
Group revenue

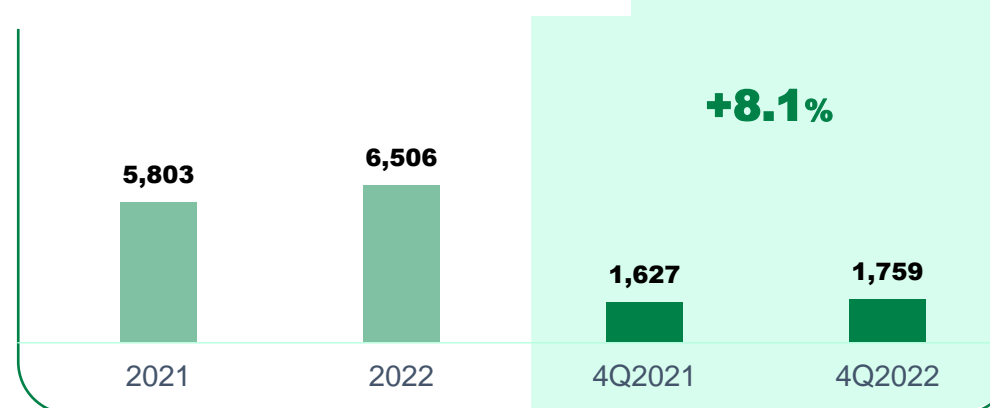


Revenue structure

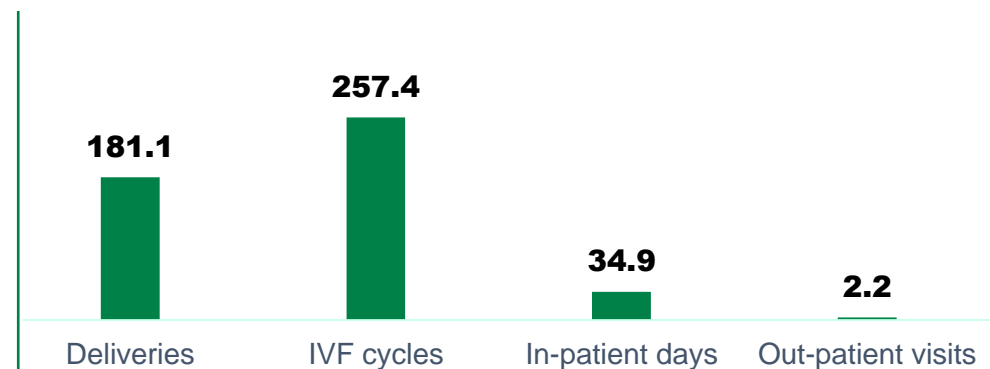
- Out-patient visits
- In-patient days
- IVF cycles
- Deliveries
- Other revenue



Revenue dynamic, RUB mn



Average ticket, RUB ths

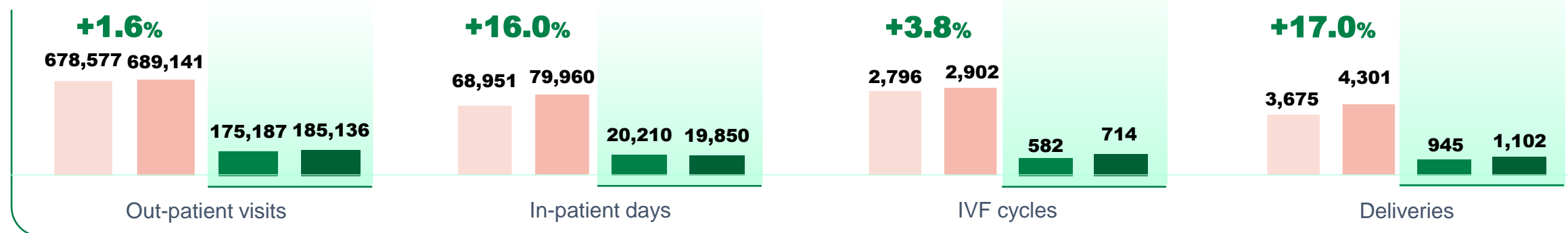




Hospitals in regions. Key operational results

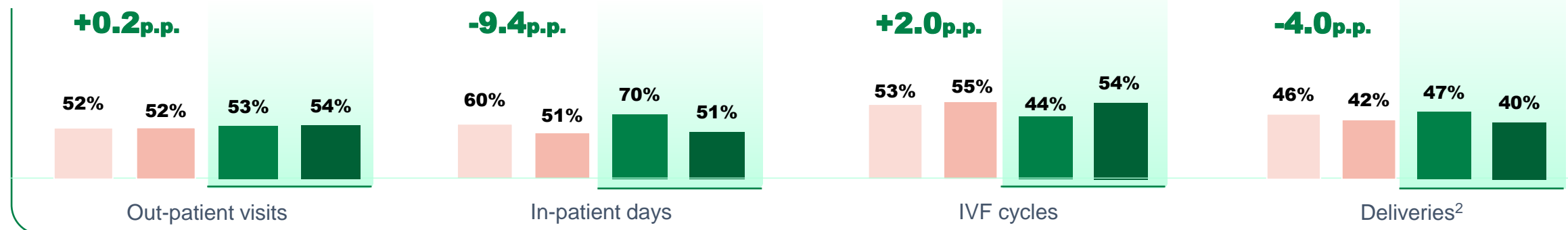
Operating indicators

2021 2022 4Q2021 4Q2022



Utilization rate¹, %

2021 2022 4Q2021 4Q2022



¹The main factor in reducing the utilization rate of hospitals is the opening of new facilities (MD Group Lakhta and MD Tyumen-2).

²Adjustments in 2021 are associated with a change in the methodology for calculating installed capacity.



Out-patient clinics in regions



**High-end medical services
for checks and treatments in a
“Close to home” format**



765 m²
average size



29
clinics



24
cities of
presence

Revenue



2.9%
revenue growth
2022 y/y

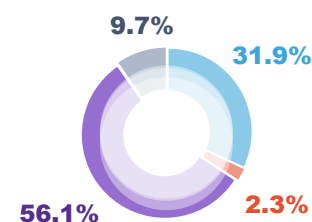
**Share of total
Group revenue**



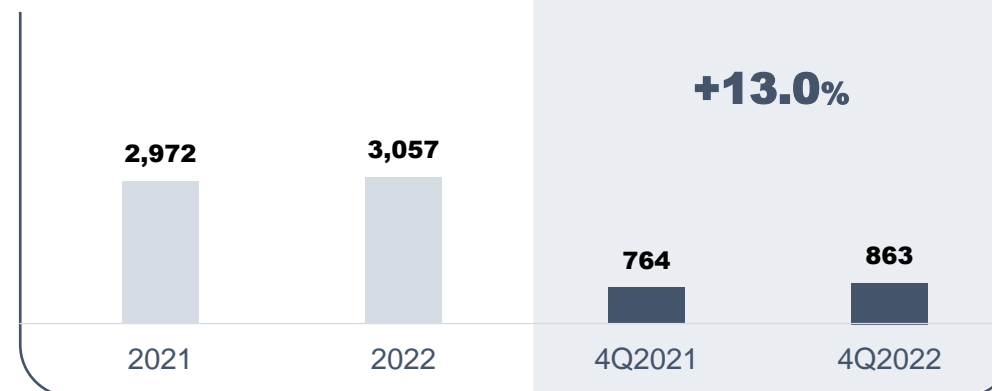
12.1%

Revenue structure

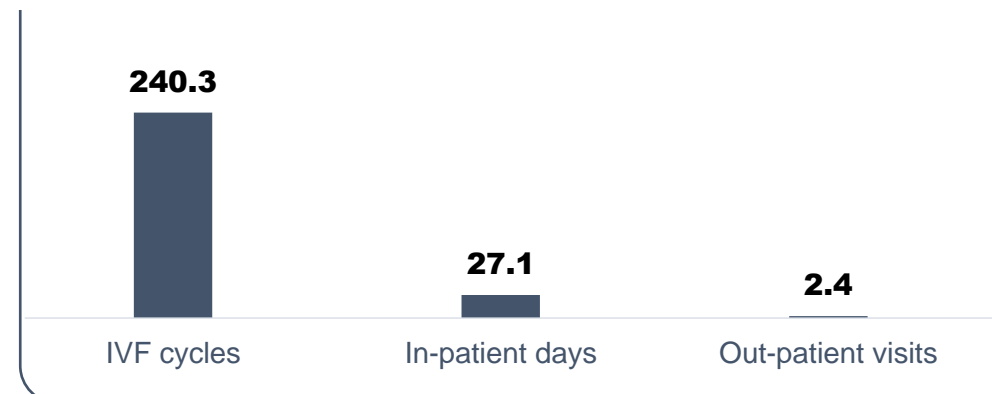
- Out-patient visits
- In-patient days
- IVF cycles
- Other revenue



Revenue dynamic, RUB mn



Average ticket, RUB ths

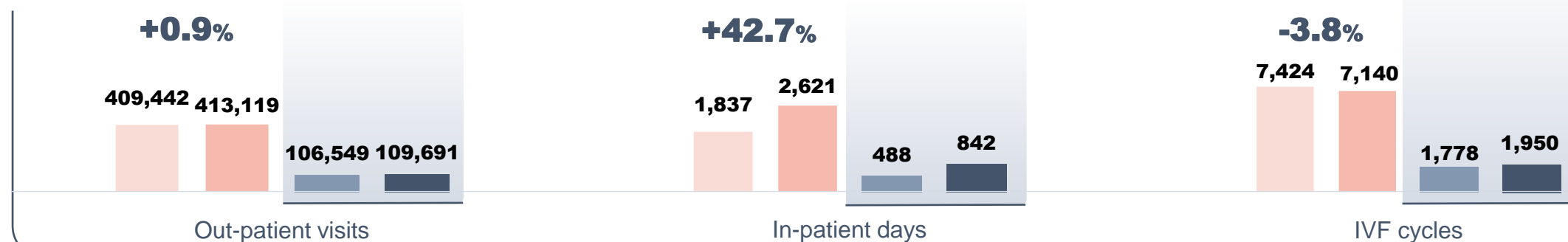




Clinics in regions. Key operational results

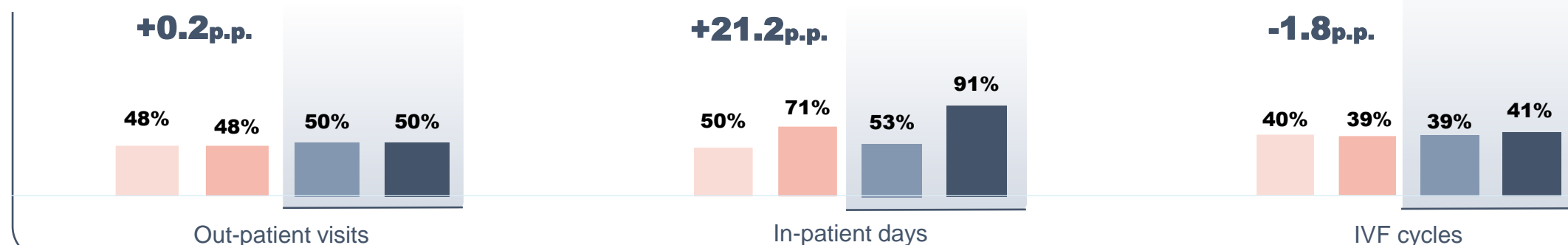
Operating indicators

2021 2022 4Q2021 4Q2022



Utilization rate, %

2021 2022 4Q2021 4Q2022



Financial results



Profit and losses statement, RUB mn

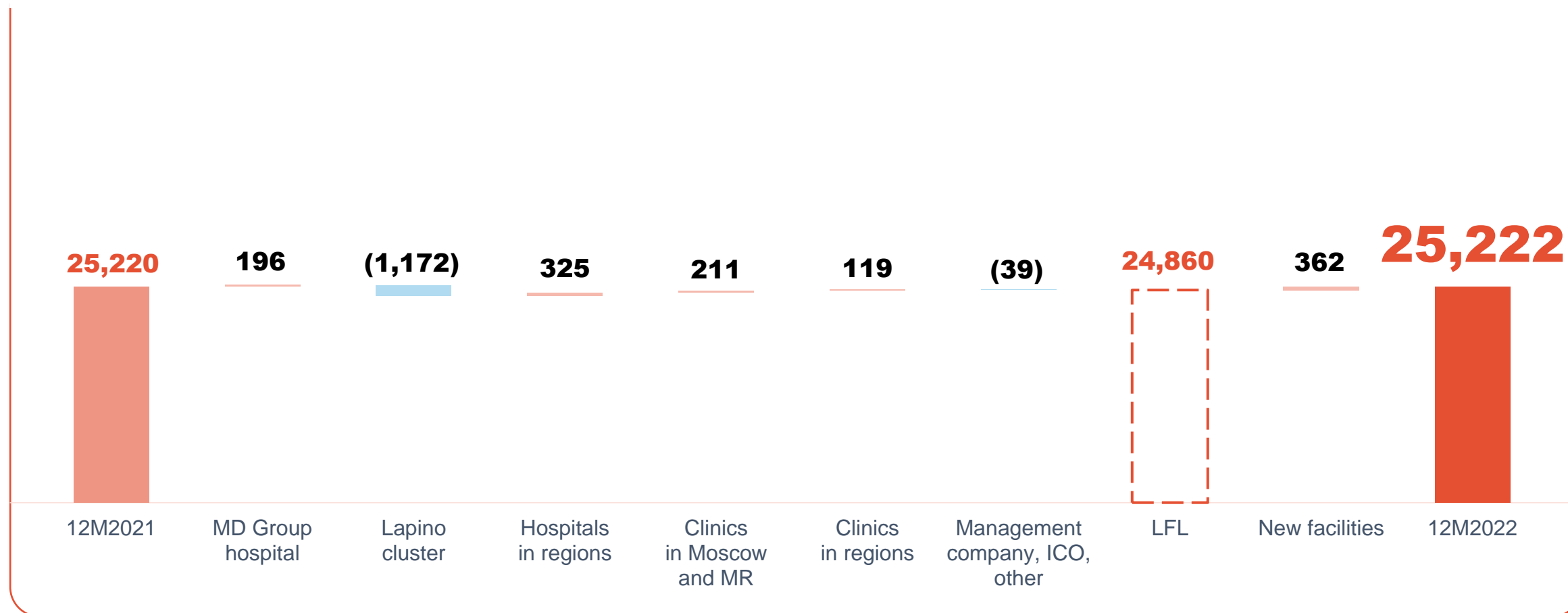
	FY2021	FY2022	YoY growth
Revenue	25,220	25,222	0.0%
Cost of sales	(15,232)	(15,429)	1.3%
Gross profit	9,988	9,793	(1.9%)
Gross margin, %	39.6%	38.8%	(0.8p.p.)
SG&A	(3,402)	(3,513)	(3.3%)
Other income / (loss), net	36	(24)	n/a
EBITDA	8,276	7,924	(4.3%)
EBITDA margin, %	32.8%	31.4%	(1.4p.p.)
Depreciation and Amortization and other adjustments ¹	(1,654)	(2,955)	78.6%
EBIT	6,622	4,969	(25.0%)
FX loss	(8)	(105)	1,206.6%
Net finance expenses	(456)	(138)	(69.7%)
Profit before tax	6,158	4,726	(23.3%)
Taxes	(15)	(8)	(50.2%)
Adjusted Net Profit¹	6,098	6,005	(1.5%)
Adjusted Net Profit margin, %	24.2%	23.8%	(0.4p.p.)

¹In 2022 adjusted for impairment of CIP, PPE and goodwill amounted to RUB 1,287 mn.
In 2021 adjusted for other income from the property tax refund amounted to RUB 45 mn.



Revenue decomposition

Bridge analysis¹, RUB mn

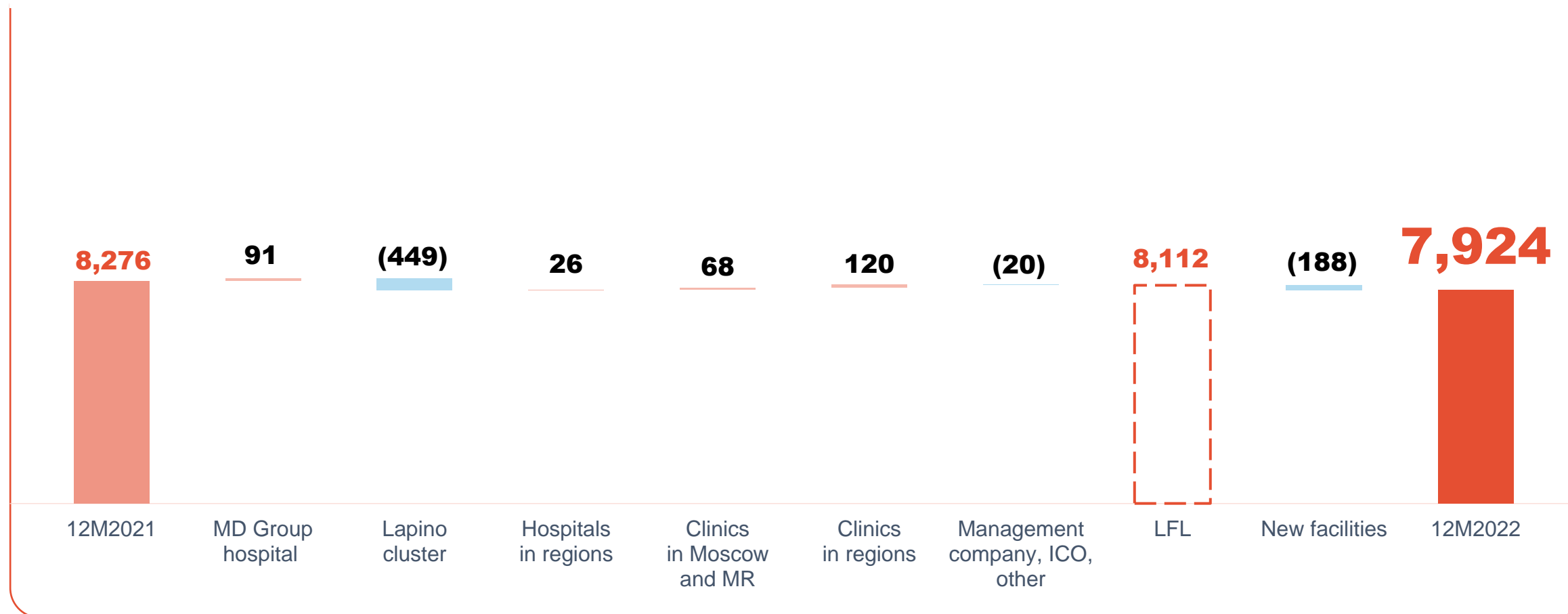


¹Changes in Revenue by assets / segments are presented taking into account intra-group transactions.



EBITDA decomposition

Bridge analysis¹, RUB mn



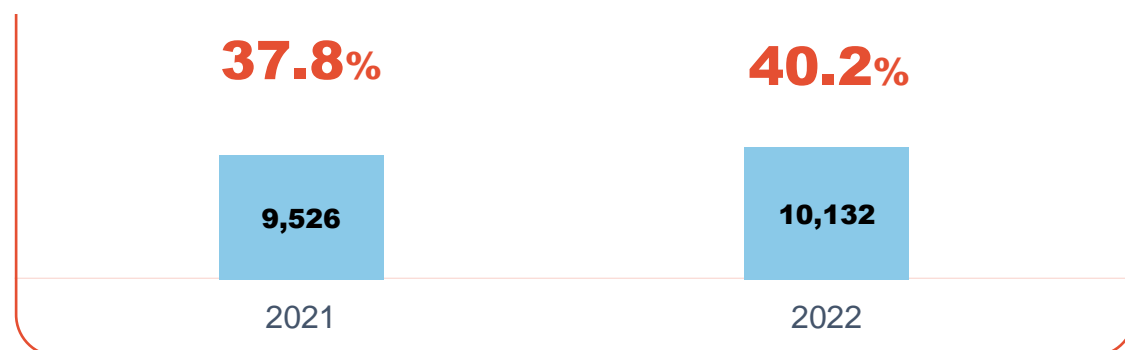
¹Changes in EBITDA by assets / segments are presented taking into account intra-group transactions.



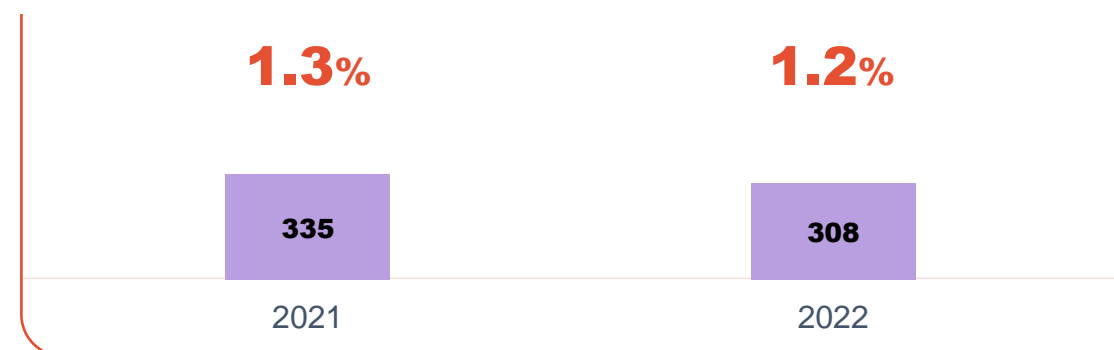
Key expenses¹, RUB mn

X% as of total Revenue

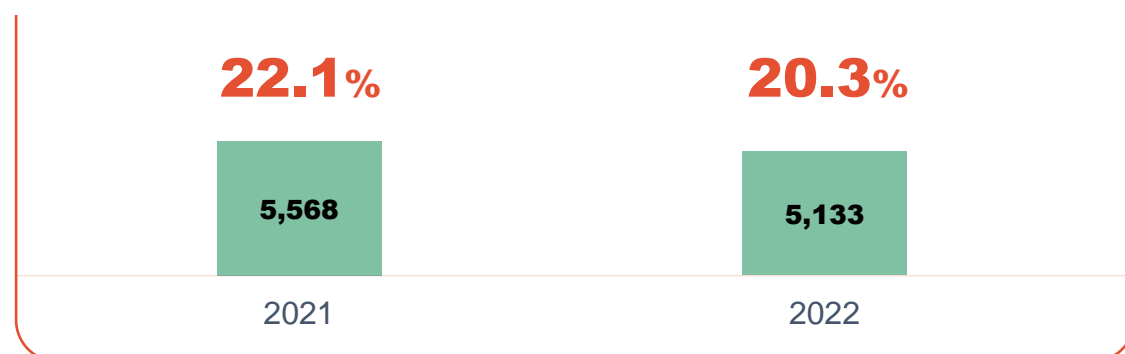
Payroll and Social contributions



Medical services expenses



Material expenses



Functional expenses²



¹Adjustments in 2021 are associated with a change in the methodology for accounting for payroll and social contributions and functional expenses.

²Functional expenses include marketing, IT, client service costs, staff training and communication services.



Balance sheet¹, RUB mn

Assets	2021	2022
Total non-current assets	28,557	26,576
Fixed assets	26,070	24,528
Intangible assets	2,142	1,960
Other non-current assets	344	88
Total current assets	5,726	6,587
Cash and cash equivalents	3,590	4,463
Inventories	1,165	1,212
Trade, other receivables and deferred expenses	971	912
Total assets	34,282	33,162

Equity and liabilities	2021	2022
Total long-term liabilities	4,818	1,687
Long-term debt	3,727	489
Contract liabilities	460	469
Trade and other payables	625	729
Other long-term liabilities	6	-
Total current liabilities	6,367	4,512
Short-term debt	1,786	106
Contract liabilities	1,570	1,583
Current trade and other payables	3,010	2,822
Total Equity	23,097	26,963
Total Equity and liabilities	34,282	33,162

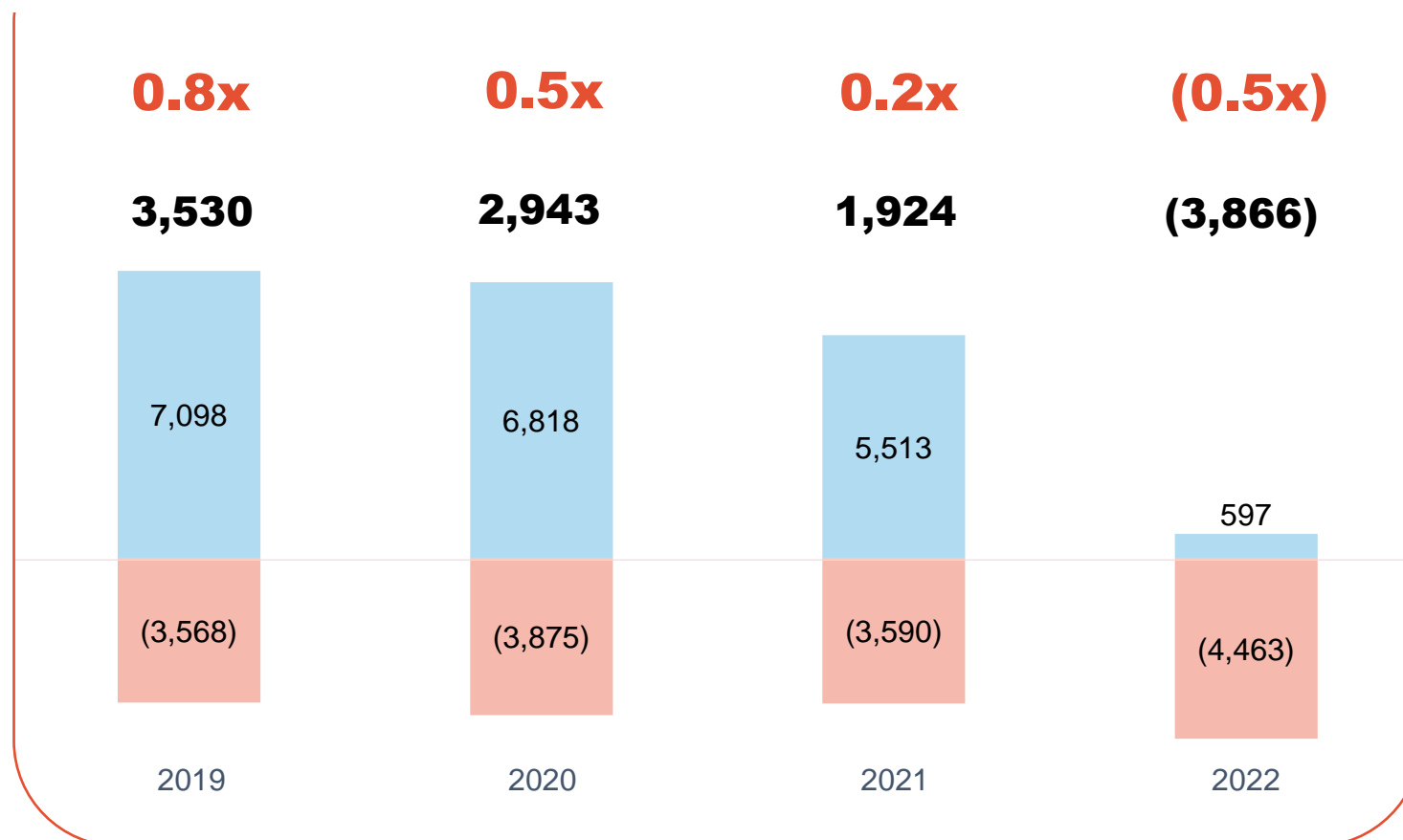
¹Minor variations in calculation of totals and subtotals are due to rounding of decimals.



Debt portfolio

Net debt / (Net cash position), RUB mn

■ Cash and short term bank deposits ■ Debt **XX** Net Debt/(Net Cash position) **Xx** Net Debt/(Net Cash position) / EBITDA



Key highlights



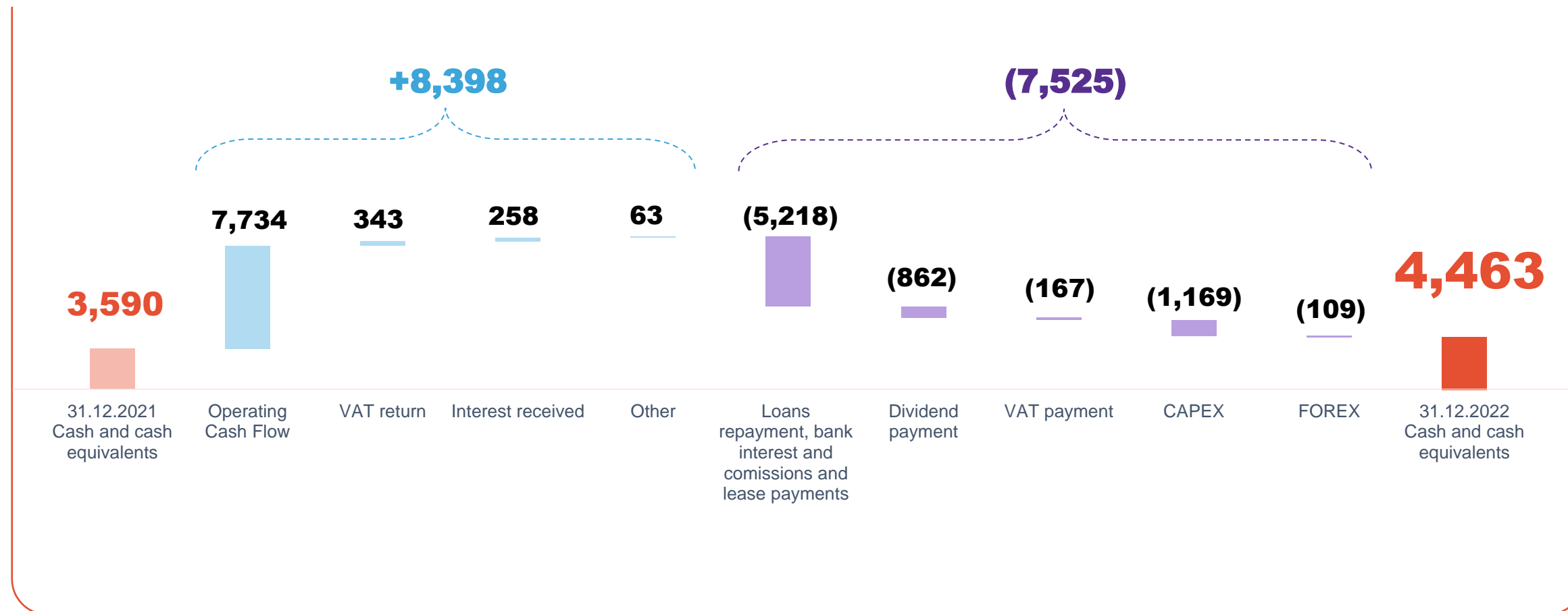
Stable financial position due to a strong cash balance.
Net Cash position at the end of 2022 = **RUB 3,866 mn**

In 2022, MD Medical Group **fully repaid all its existing credit facilities** by settling outstanding obligations in the amount of **RUB 3,133 mn ahead of schedule**.



Free cash flow

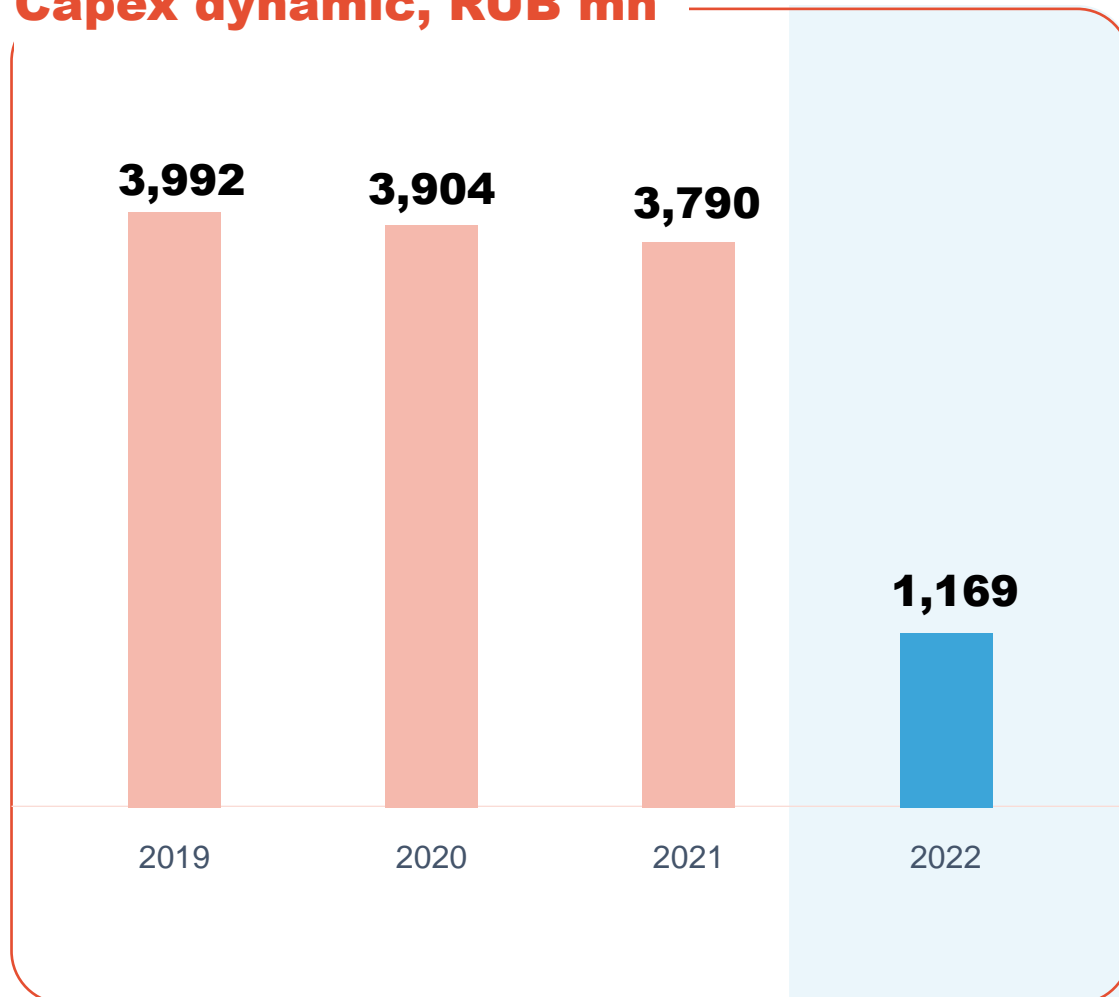
Bridge analysis, RUB mn



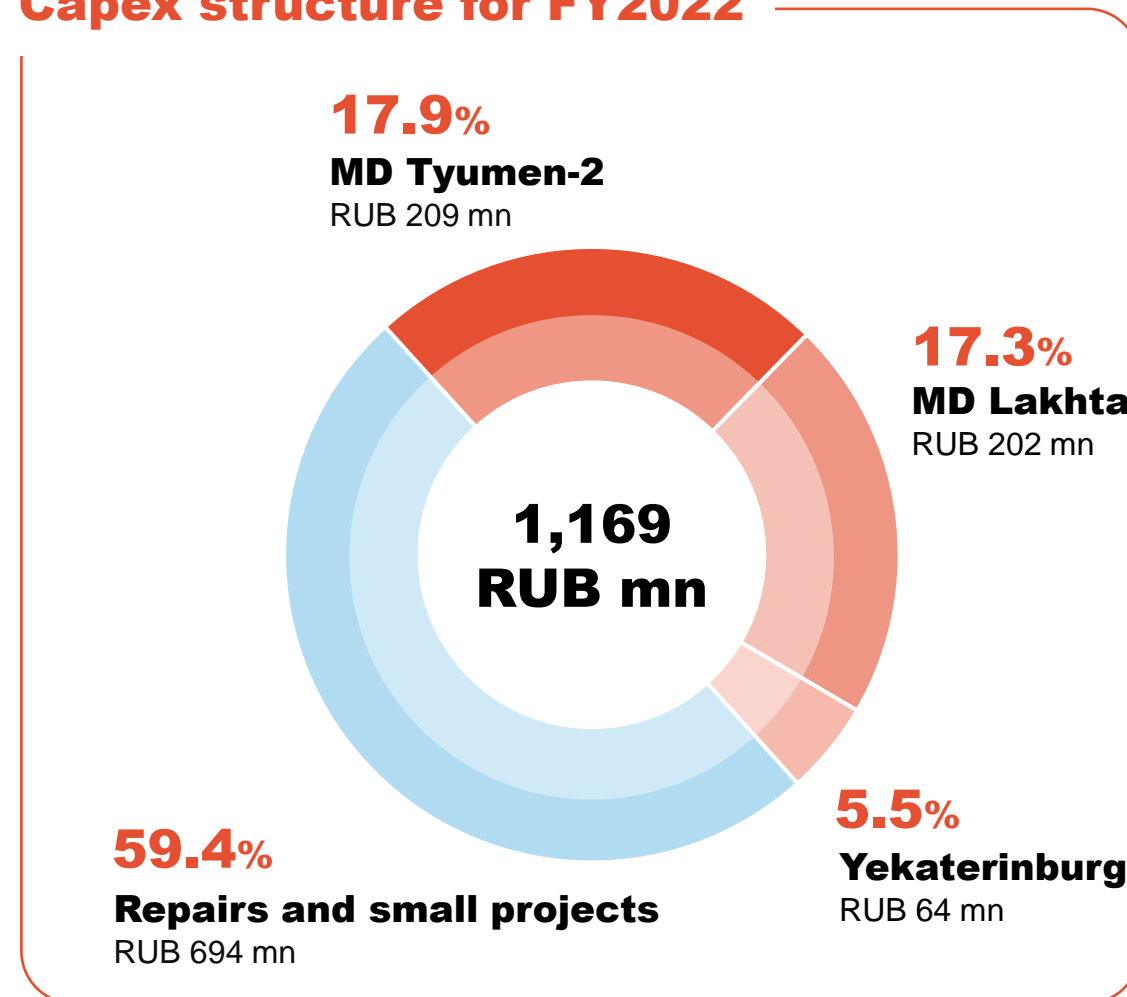


Capex highlights

Capex dynamic, RUB mn



Capex structure for FY2022









New projects overview – hospitals

	LAUNCHED		PLANNING AND DESIGN STAGE		
					
Region	MD Group Lakhta St. Petersburg	Tyumen-2 Tyumen region	Lapino-3 Moscow and Moscow region	Lapino-5 Moscow and Moscow region	Domodedovo Moscow and Moscow region
Profile	Multifunctional hospital / Maternity hospital	Covid centre / Infectious building	Nuclear medicine centre	Psychoneurological centre	Multifunctional hospital
Key metrics	9,000 m ² 150 beds	4,750 m ² 100 beds	13,175 m ² PET CT, radio therapy, theranostics	100 beds	15,600 m ² 164 beds
CAPEX, RUB mn	2,000	950	4,000	1,000-1,500	4,500
Expected launch	January 2022	February 2022	2025	Frozen	2025



New projects overview – clinics and more

	LAUNCHED				PLANNING	
	 МАТЬ И ДИТЯ <small>КЛИНИКА БУТОВО</small>	 <small>МГИМО УНИВЕРСИТЕТ</small>	 МАТЬ И ДИТЯ <small>КЛИНИКА ЕКАТЕРИНБУРГ</small>	 МАТЬ И ДИТЯ <small>КЛИНИКА МЫТИЩИ</small>	OUT-PATIENT CLINICS	
	Mother&Child Butovo	Education	Mother&Child Yekaterinburg	Mother&Child Mytishchi	Moscow Citi Business Centre	ZILART residential complex
Region	Moscow and Moscow region	Moscow and Moscow region	Sverdlovsk region	Moscow and Moscow region	Moscow and Moscow region	Moscow and Moscow region
Profile	Gynecology	Medical university	IVF cycles	Gynecology	Multidisciplinary	Multidisciplinary
Key metrics	195 m ²	JV with MGIMO	434 m ²	235 m ²	1,480 m ²	480 m ²
CAPEX, RUB mn	16	23	74	23	236	78
Launch date	June 2022	September 2022	November 2022	January 2023	4Q'2023	4Q'2023



Working capital highlights

Bridge analysis, RUB mn

Inventories

Accounts receivable

Accounts payable

Contract liabilities

XX% NWC / Revenue

NWC = (2,092)
10.9%

974

1,119

(2,276)

(1,909)

31.12.2020

NWC = (2,250)
8.9%

1,165

1,112

(2,537)

(1,990)

31.12.2021

NWC = (2,060)
8.2%

1,212

1,147

(2,447)

(1,972)

31.12.2022

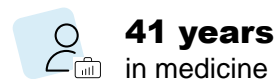


Management overview

**Mark Kurtser**

Founder, CEO and
Member of the Board
of Directors

PhD in medical science,
Member of Russian
Academy of Science



41 years
in medicine

**Alexander Kotov**

First Deputy CEO

Joined the Group in 2022
as First Deputy CEO



40 years
in public authorities

**Balashova Elena**

Chief Operating Officer

Joined the Group in 2019
as Director of Procurement



9 years
in procurement management

**Yulia Kutakova**

Medical Director for Orga-
nizational and Scientific &
educational work

PhD in medical science



11 years
in medicine

**Sergey Arabadzhyan**

Medical Director for
Technology Innovation

PhD in medical science,
Assistant Professor



18 years
in medicine

**Konoplev Boris**

General Director
of Lapino Medical
Cluster

Practicing obstetrician-
gynecologist



19 years
in medicine

**Yakunina Natalia**

Medical Director,
Head of outpatient clinics,
General Director
of clinical hospital in Ufa

PhD in medical science



32 years
in medicine

**Butkevich Natalia**

Medical Director,
Head of clinical hospitals

PhD in medical science



42 years
in medicine



Doctors overview



Polyakova Olga
Ph.D. in Medicine
Specialist in Pediatrics

26 years
in medicine

- Deputy Chief Physician for Pediatrics of Lapino / Director of the children's center
- Member of Russian Association of perinatal medicine specialists
- Graduated Pirogov Research Medical University
- Order of Nikolai Pirogov
- Winner of the State Prize of the Russian Federation in science and technology



Davydov Mikhail
Ph.D. in Medicine
Specialist in Oncology,
Oncosurgery

11 years
in medicine

- Director of the Oncology Centre Lapino-2
- Member of Russian Academy of Sciences
- Graduated Pirogov Research Medical University
- Head of the Department of Oncology at Sechenov First Moscow State Medical University
- Author and co-author of more than 50 scientific publications in Russian and foreign editions



Mudunov Ali
Ph.D. in Medicine
Specialist in Oncology,
Oncosurgery

25 years
in medicine

- Head of the Department of Head and Neck Tumors
- Member of Russian Academy of Sciences
- Graduated Kabardino-Balkarian State University



Sinitsyna Olga
Specialist in Cytology

23 years
in medicine

- Head of the Group laboratory service
- Member of Russian Academy of Sciences
- Graduated Kabardino-Balkarian State University
- Author of more than 30 scientific publications in Russian and foreign editions



Ahobekov Albert
Ph.D. in Medicine
Specialist in Cardiology,
functional diagnostics

13 years
in medicine

- Head of the Department of Cardiology
- Member of European Society of Cardiology and Russian Society of Cardiology
- Graduated Kabardino-Balkarian State University
- Author of more than 50 scientific publications in Russian and foreign editions



Zeynalova Pervin
Ph.D. in Medicine
Specialist in Oncohematology

21 years
in medicine

- Deputy Director of the Oncology Centre Lapino-2
- Member of Russian Society of Supportive care in Oncology and Multinational Association of Supportive Care in Cancer
- Graduated Azerbaijan Medical University named after N. Narimanov
- Professor of the Department of Oncology at Sechenov First Moscow State Medical University
- Author of more than 70 scientific publications in Russian and foreign editions



Gruzdev Vadim
Ph.D. in Medicine
Specialist in Anesthesiology-
reanimation

27 years
in medicine

- Head of the Department of Anesthesiology and Intensive Care
- Member of Moscow Society of Anesthesiologists-Resuscitators, European Society of Anesthesiologists
- Graduated Sechenov's First Institute of Medicine
- Author and co-author of more than 50 scientific publications in Russian and foreign editions

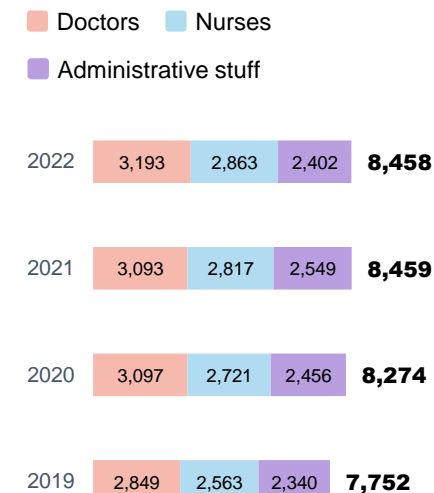
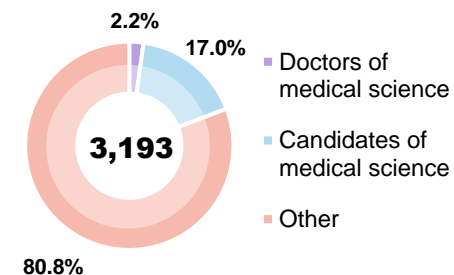


Grigoryan Ashot
Ph.D. in Medicine
Specialist in Cardiology, X-
ray endovascular surgery

21 years
in medicine

- Head of the Department of X-ray Endovascular Methods of Diagnosis and Treatment
- Member of Russian Society of Specialists in Endovascular Methods of Diagnosis and Treatment
- Graduated Pirogov Research Medical University
- Winner of the State Prize of the Russian Federation in science and technology
- Winner of the "Vocation" Prize for the creation of a new method of treatment

Medical degrees





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