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MD MEDICAL GROUP

Start of Trading on Moscow Exchange



VTB Capital
Investment Forum
RUSSIA
CALLING! 18-19
November 2020

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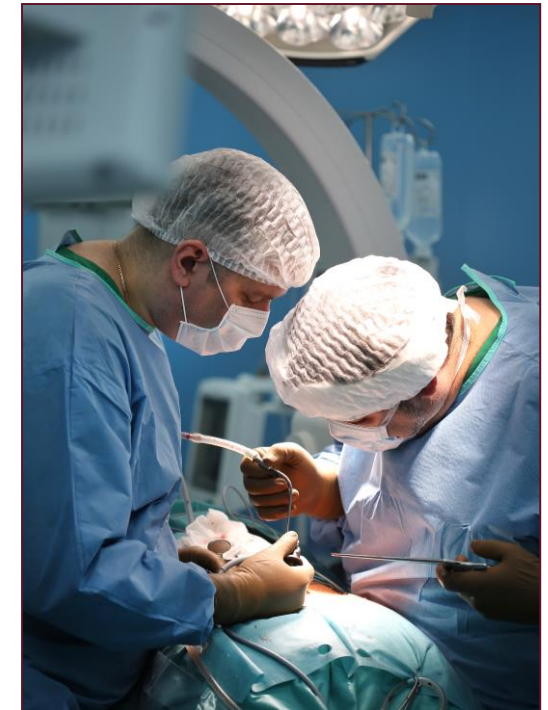
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MAJOR STEP FORWARD: MOEX LISTING



• MOEX LISTING ADVANTAGES

- Strong Company presence and “Mother and Child” brand awareness in Russia
- Bringing in a new pool of Russian institutional and retail investors
- Focusing on improving liquidity on both trading platforms – in London and Moscow



1

MDMG OVERVIEW

MD Medical Group is a leading provider in the highly attractive Russian private healthcare service market

#1

IN TERMS OF SERVICES OFFERED

BY THE NUMBER
OF PRIVATE MULTI-FUNCTIONAL HOSPITALS

IN TERMS OF NATIONWIDE PRESENCE, CURRENTLY OPERATING IN 25 REGIONS

75,125,010

the total number
of shares outstanding

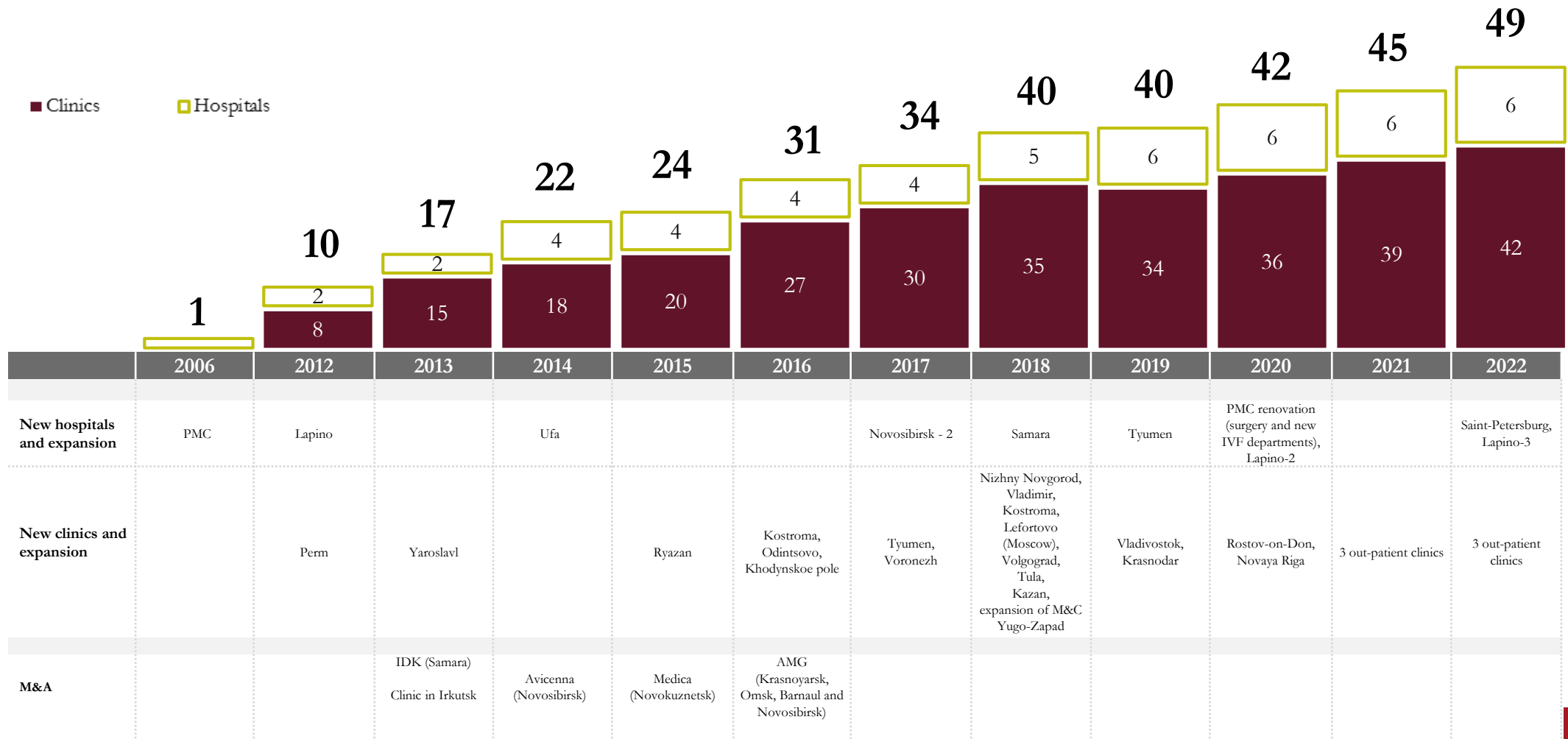
Shareholder structure



- One of the TOP private medical companies in Russia by financial results
- Company's shares are listed on the London Stock Exchange and MOEX (since November 9 2020)
- Track record since IPO demonstrates operational and financial sustainability
- Well established brand with strong national stat
- Team of highly qualified doctors and competent managers for all projects with large experience in building and launching multifunctional hospitals from scratch
- Balanced strategy: combination of large greenfield hospital projects with a wide network of clinics providing core services benefiting from economy of scale
- Highly effective performance during the pandemic demonstrated Company's readiness to operate successively in extraordinary situations

KEY MILESTONES

With hospitals and clinics in **25** regions of Russia, we operate the most widespread private network of healthcare facilities across the country



MDMG: LARGEST REGIONAL NETWORK OF MEDICAL FACILITIES IN RUSSIA

42

MODERN HEALTHCARE FACILITIES*

6

HOSPITALS

36

OUT-PATIENT CLINICS

27

CITIES

≈ 7,800

EMPLOYEES

approx. **185** ths sq m TOTAL AREA

incl. approx. **171** ths sq m OWNED PROPERTY



* As of publication date

WIDE RANGE OF TECHNOLOGICALLY ADVANCED MEDICAL SERVICES

DIAGNOSTICS

Radiation diagnostics
Ultrasound diagnostics
Laboratory diagnostics

SURGERY

Cardiology
Traumatology and orthopedics
General surgery
Urology
Neurosurgery
Plastic surgery

ONCOLOGY

Full cycle of cancer treatment:
chemotherapy
oncohematology
general oncology
thoracoabdominal oncology
coloproctology
oncogynaecology
oncurology
head and neck tumors

Delivering
high-quality
health care
throughout
Russia

OTHER MEDICAL SERVICES

Deliveries
IVF
Pregnancy management
Operative gynaecology

Miscarriage treatment
Adult Clinic
Surgical treatment of
infertility

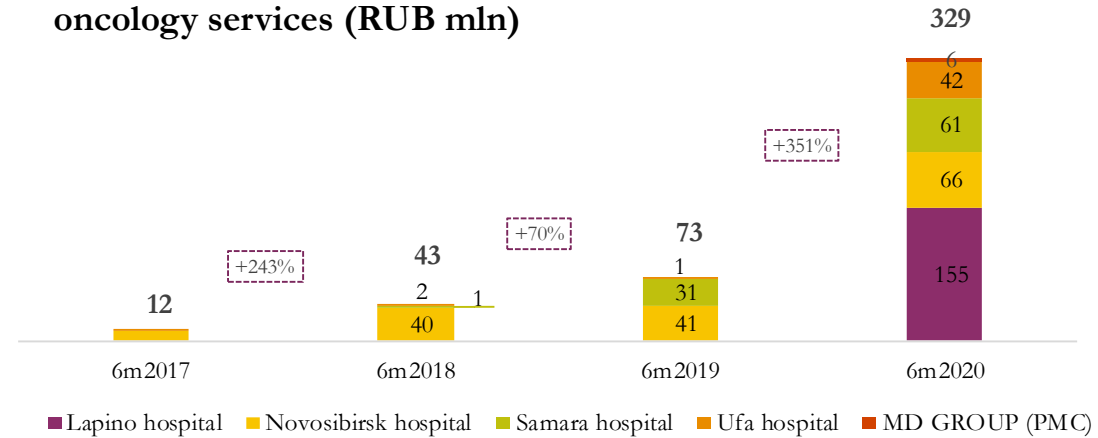
Preimplantation genetic
diagnosis
Paediatric's clinic
Children's intensive care

Department of Older
Children
Ambulance at home

ONCOLOGY SERVICE: NEW STAGE OF DEVELOPMENT

- In response to the growing demand of oncological care (a global trend), decision was made to expand considerably the oncological service of the Company
- A full cycle of medical care of the highest quality will be provided - from screening and diagnosis verification to high-tech oncosurgical care, chemoradiotherapy and oncological rehabilitation
- A team of leading Russian oncologists joined the Company
- Feature of the new oncological service - adherence to modern world protocols for diagnosis and treatment of patients, obligatory use of modern molecular biological methods for verifying the diagnosis and the use of this data while prescribing innovative anticancer therapy
- The Company already conducts oncogynaecological screening (up to 120,000 liquid cytologies per year). A modern centralized pathomorphological service with the possibility of molecular biological studies, as well as the departments for anticancer drug therapy, are in place
- More than 750 cycles of anticancer therapy are performed at the Company's hospitals every month
- Majority of patients receive anticancer therapy in the format of MHI

Dynamics of revenue change for the Company's oncology services (RUB mln)



- In 2018 growth of oncology services constituted 243%
- In 2019 growth of oncology services was due to the opening of the Samara hospital
- Strong increase achieved due to the opening of the oncology department in the Lapino hospital at the beginning of 2020

Geography of oncology services in MD Group

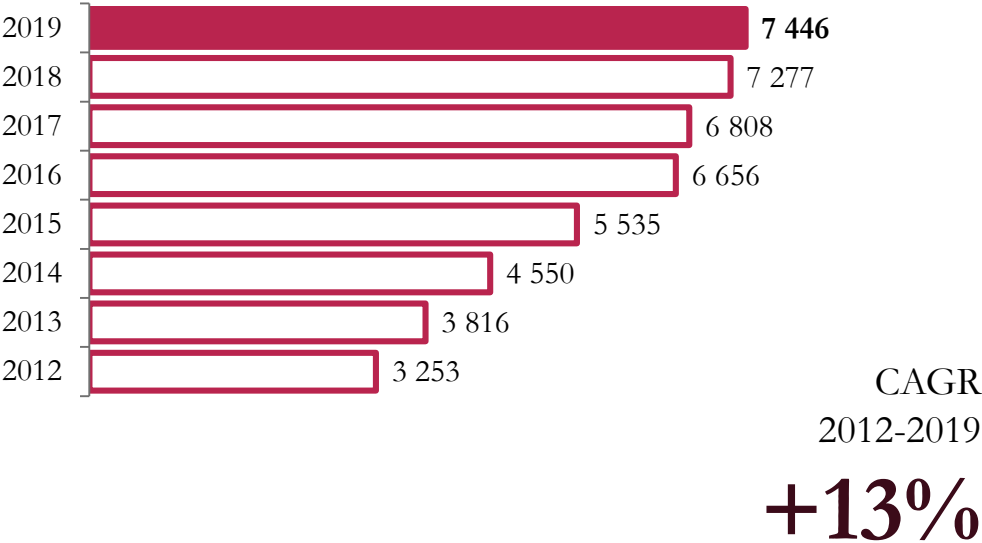


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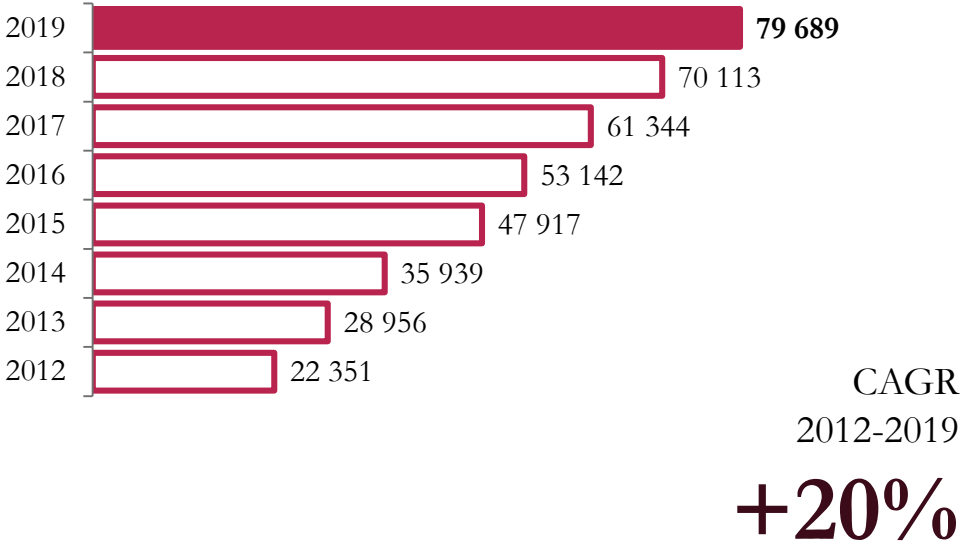
FINANCIAL AND OPERATIONAL RESULTS

2012-2019: DYNAMIC GROWTH OF OPERATIONAL INDICATORS

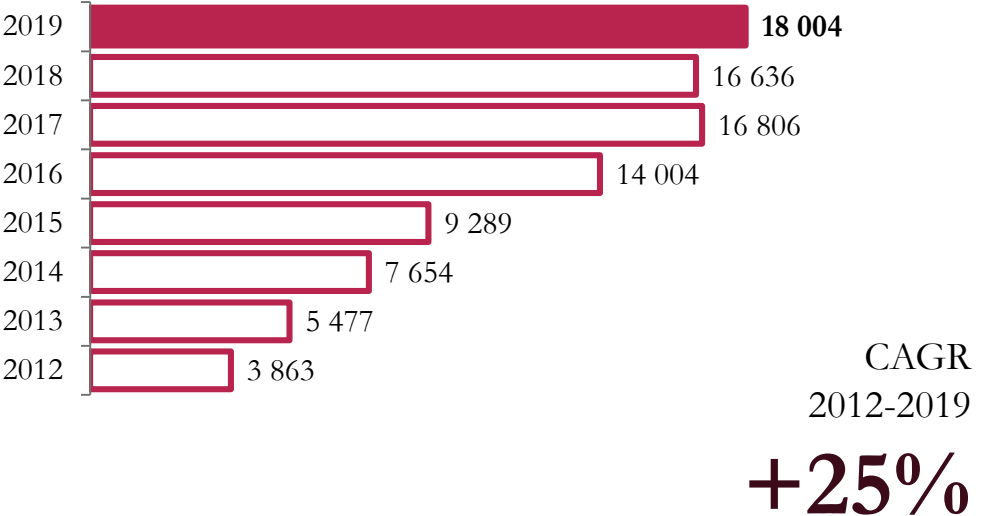
Deliveries



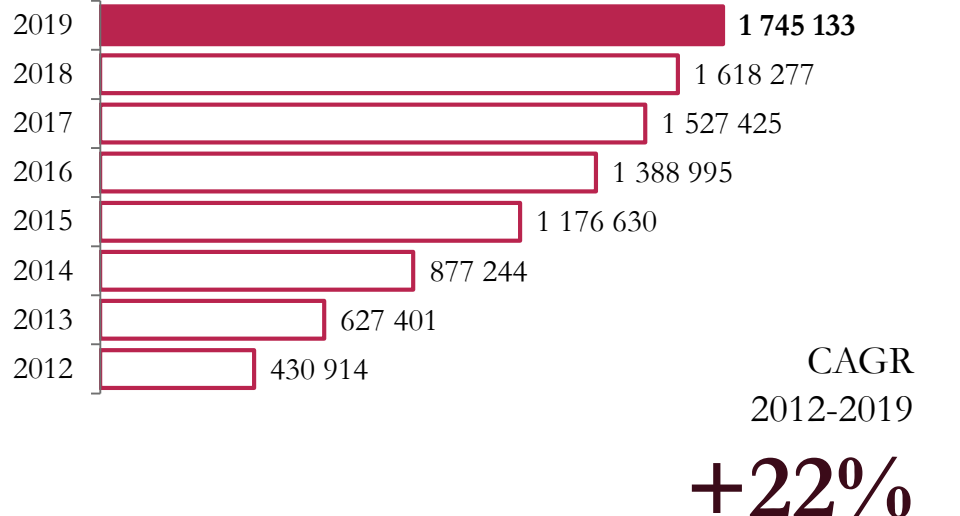
In-patient days



IVF cycles

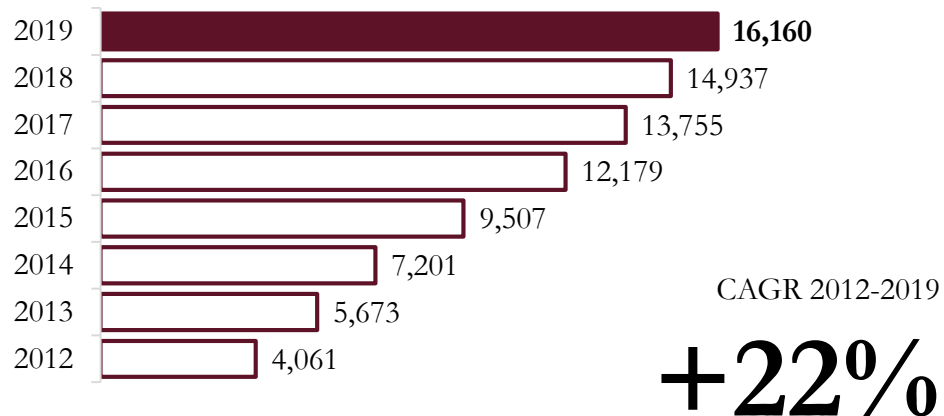


Out-patient treatments

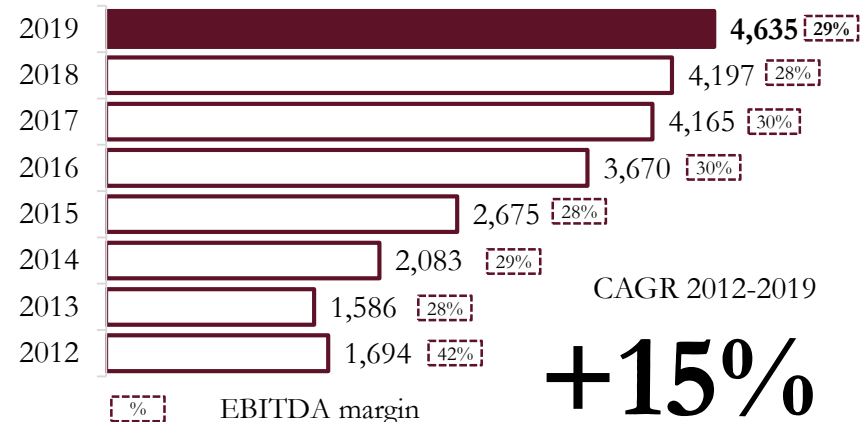


2012-2019: FINANCIAL RESULTS

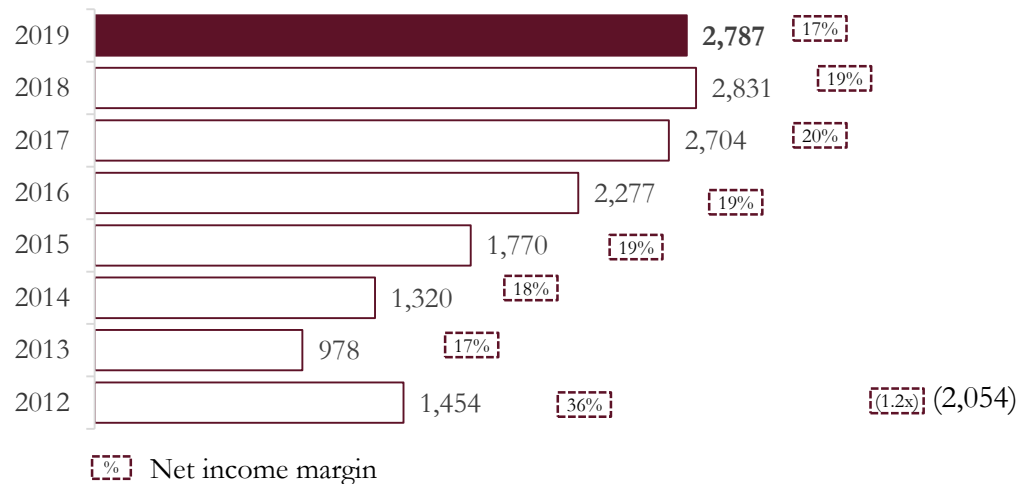
Revenue, mln RUB



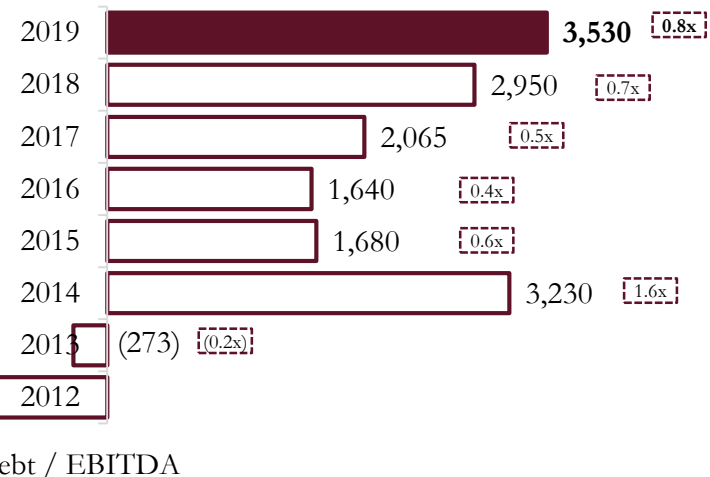
EBITDA, mln RUB



Net income, mln RUB



Net debt, mln RUB



FINANCIAL AND OPERATIONAL RESULTS FOR THE FIRST 9 MONTHS OF 2020

FINANCIAL RESULTS GROUP

12 710

MLN RUB
REVENUE
+7% (9m2020/9m2019)

1 187

NET DEBT
-66% (30.9.20/31.12.19)

1 949

MLN RUB
CAPEX
-37% (9m2020/9m2019)

OPERATIONAL INDICATORS GROUP

5 739

DELIVERIES
+2% (9m2020/9m2020)

10 243

IVF CYCLES
-24% (9m2020/9m2020)

76 220

IN-PATIENT DAYS
+31% (9m2020/9m2020)

1 158 073

ADMISSIONS
-10% (9m2020/9m2020)

* Increase in net debt in the amount of 576 mln RUB related to IFRS 16 «Rent», which took effect at 1 January 2019.

FINANCIAL AND OPERATIONAL RESULTS FOR 3 QUARTER OF 2020

REVENUE BY TYPE

4 736

MLN RUB
REVENUE
+ 18% (3q2020/3q2019)

1 164

MLN RUB
(IN-PATIENT DAYS)
+ 66% (3q2020/3q2019)

1 340

MLN RUB
(OUT-PATIENT DAYS)
+ 10 % (3q2020/3q2019)

648

MLN RUB
(DELIVERIES)
+ 5% (3q2020/3q2019)

978

MLN RUB
(IVF CYCLES)
- 5 % (3q2020/3q2019)

OPERATIONAL INDICATORS

2 071

DELIVERIES
+ 5% (3q2020/3q2019)

24 817

IN-PATIENT DAYS
+ 33% (3q2020/3q2019)

4 444

IVF CYCLES
- 11 % (3q2020/3q2019)

428 992

OUT-PATIENT DAYS
0% (3q2020/3q2019)

3

**NEW MULTIFUNCTIONAL
HOSPITAL LAPINO-2**

MULTIFUNCTIONAL HOSPITAL LAPINO-2 INAGURATED IN SEPTEMBER 2020

CAPEX LAPINO - 2

3.9 RUB bln.

Surgical building Lapino-2 includes:

- State of the art oncology center which includes:
- Full cycle medical service, including chemotherapy, oncohematology, general oncology, thoracoabdominal oncology, coloproctology, oncogeneacology, oncurology, head and neck tumors;
- 250 admissions per shift;
- 18,000 cycles of chemotherapy per year
- Patients will be treated on a commercial basis and under the MHI program
- Diagnostical and in-patient departments
- Hemodialysis department
- Intensive care unit with 13 beds
- 6 operating theatres for planned surgeries
- 2 operating theatres for emergency surgeries
- Stomatology , incl. oral and maxillofacial surgery
- A state-of-the-art microbiological laboratory offering a full range of diagnostic testing



TARGETED
REVENUE

3

RUB BLN

TARGETED
EBITDA MARGIN

33%

YEARS TILL OPERATIONS
AT FULL CAPACITY

6

TARGETED
ROIC

25%

18,500

sq m

120

beds

40,000

in-patient days

12,000

surgeries

180,000

out-patient treatments

4

DIVIDEND HISTORY

MD MEDICAL GROUP'S DIVIDEND HISTORY

Period	Dividend payment approval	Record date	Payout date	Total Dividends, thsd RUB	Dividends per GDR, RUB
6 m 2020	04.09.2020	18.09.2020	20.10.2020	736 225	9.80
2019	03.09.2020	16.09.2020	13.10.2020	1 389 813	18.50
2018	23.04.2019	24.05.2019	25.06.2019	800 081	10.65
2017	17.04.2018	25.04.2018	22.05.2018	450 750	6.00
6 m 2017	08.09.2017	19.09.2017	24.10.2017	350 834	4.67
2016	21.04.2017	28.04.2017	23.05.2017	338 063	4.50
6 m 2016	02.09.2016	09.09.2016	18.10.2016	285 475	3.80
2015	15.04.2016	22.04.2016	20.05.2016	500 333	6.66
2014	05.06.2015	05.06.2015	03.07.2015	301 251	4.01
2013	23.05.2014	23.05.2014	30.05.2014	189 883	2.53
2012	07.06.2013	07.06.2013	12.06.2013	301 702	4.02

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