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MOTHER & CHILD
GROUP OF COMPANIES



Photo: OR1 Integrated operating theatre in Ufa hospital

MD MEDICAL GROUP

FY 2015
AUDITED IFRS RESULTS

March 21, 2016

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KEY COMPANY RESULTS FOR FY 2015

FINANCIAL & OPERATING RESULTS FOR FY2015

Financial results

9,507 mln RUB
(+32%)
REVENUE

- 32% revenue increase to RUB 9,507 mln (FY2014: RUB 7,201 mln)
- EBITDA increased 28% to RUB 2,675 mln versus RUB 2,083 mln last year
- EBITDA margin was 28%: -1 b.p. versus FY 2014
- Net profit for the period grew up by +34% year-on-year and amounted to RUB 1,770 mln
- Net debt decreased by 48% to RUB 1,680 mln

Operating results

5,535 DELIVERIES +22%
9,289 IVF CYCLES +21%

- Total number of deliveries increased by 22% y-o-y to 5,535
- Total number of IVF cycles grew by 21% year-on-year, to 9,289 cycles
- Total number of in-patient treatments increased 42% to 51,014 patient-days
- Total number of out-patient treatments increased 34% to 1,176,630

Key events

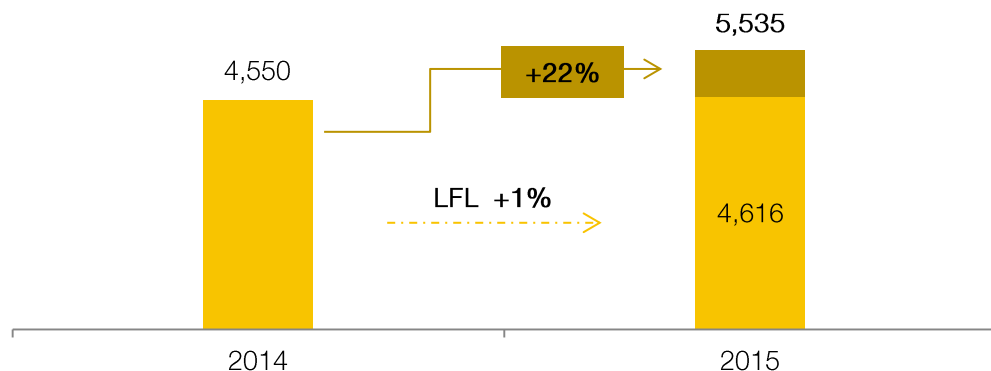
M&A DEAL IN NOVOKUZNetsk:
THE NEW REGION OF GROUP'S
PRESENCE

- Acquisition of Medica clinic in Novokuznetsk for RUB 277 mln for 100% of equity
- Newly opened Ufa hospital ramps-up in line with the plan. Utilisation is 25% in the deliveries dep-t; 34% at IVF; 22% at inpatient and 42% at outpatient dep-t
- Start of construction of a new wing of M&C hospital in Novosibirsk: extra 7,000 sq m and 48 beds
- Opening a new out-patient clinic in Ryazan: the first in the region to provide IVF services
- Events after the reporting date: Board of Directors made a recommendation for dividends payment of 500 mln RUB as dividends out of net profit for FY 2015
- Acquisition of ARTMed Group one of Russia's five largest healthcare companies and the Siberian market leader in terms of completed IVF cycles. AMG's clinics are located in Krasnoyarsk, Omsk, Novosibirsk and Barnaul

OPERATING RESULTS: CONTINUED STRENGTH ACROSS ALL INDICATORS

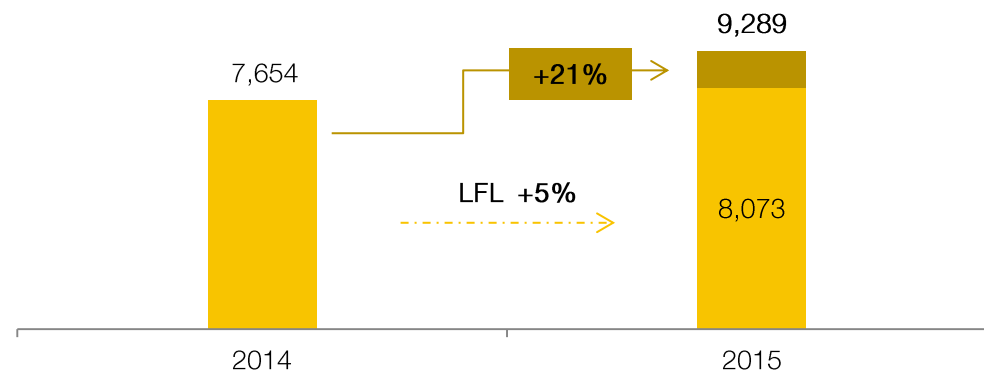
Deliveries

■ LFL results ■ New clinics



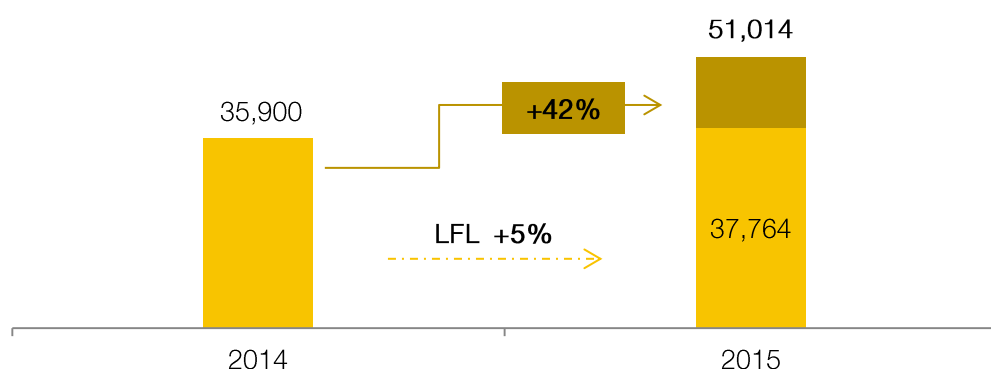
IVF cycles

■ LFL results ■ New clinics



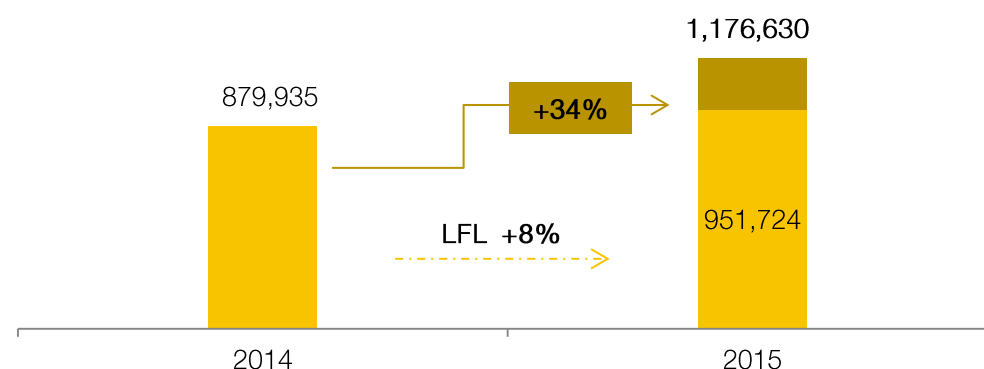
In-patient treatments

■ LFL results ■ New clinics



Out-patient treatments

■ LFL results ■ New clinics



Key triggers for growth were steady growth of patient numbers at Lapino, and strong results from the first full year of operations at Ufa hospital and Mother & Child Novosibirsk as part of the Group as well as results at other Mother & Child facilities.

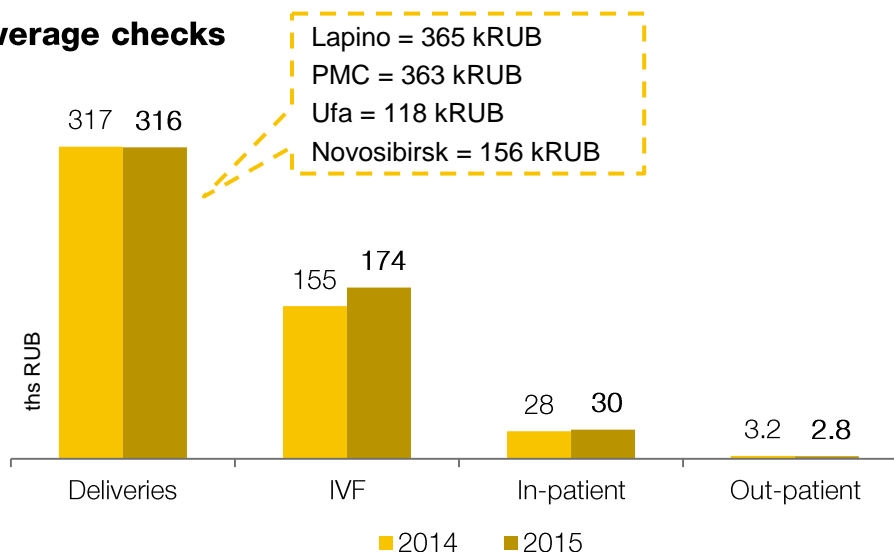
Number of patients at Lapino continued to grow and achieved the following utilization rates across key services:

- Deliveries - 66%, IVF - 56%
- OBGYN out-patient - 69%, in-patient - 62%
- Paediatrics out-patient - 82%, in-patient - 58%

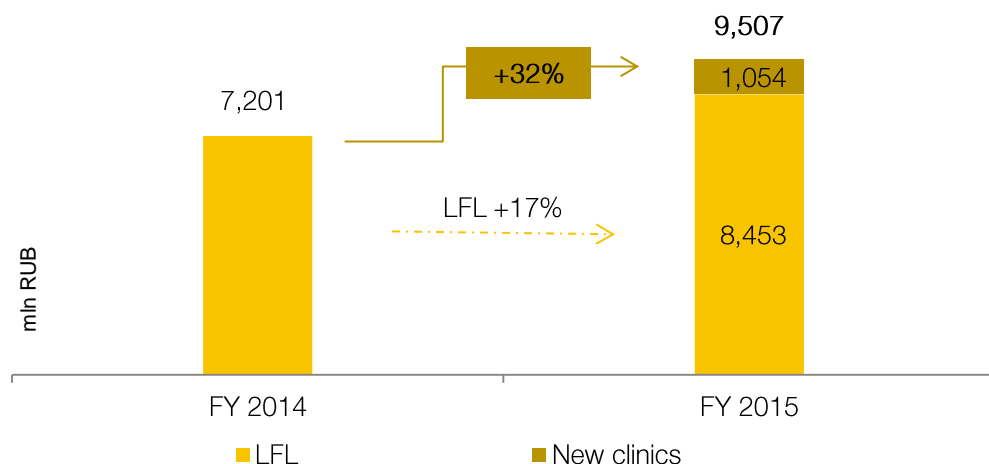
KEY FINANCIAL INDICATORS FOR FY 2015

- The Company increased its revenue and EBITDA in 2015 by 32% and 28% respectively vs. FY 2014.
- EBITDA margin was 28%
- LFL revenue and EBITDA grew by 17% and 25% correspondingly
- LFL EBITDA margin reached 31%
- Despite price increase during 2015 average checks remained almost flat y-o-y (except for IVF) due to increased number of operations in the regions where prices are lower compared to Moscow
- IVF prices are comparable within Group's clinics and are not affected by regional discount

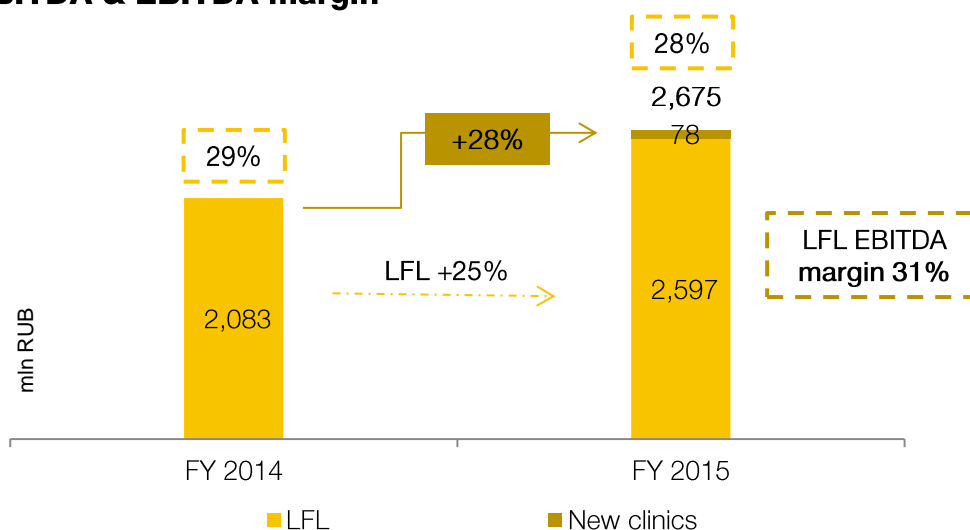
Average checks



Revenue



EBITDA & EBITDA margin



2

FY 2015

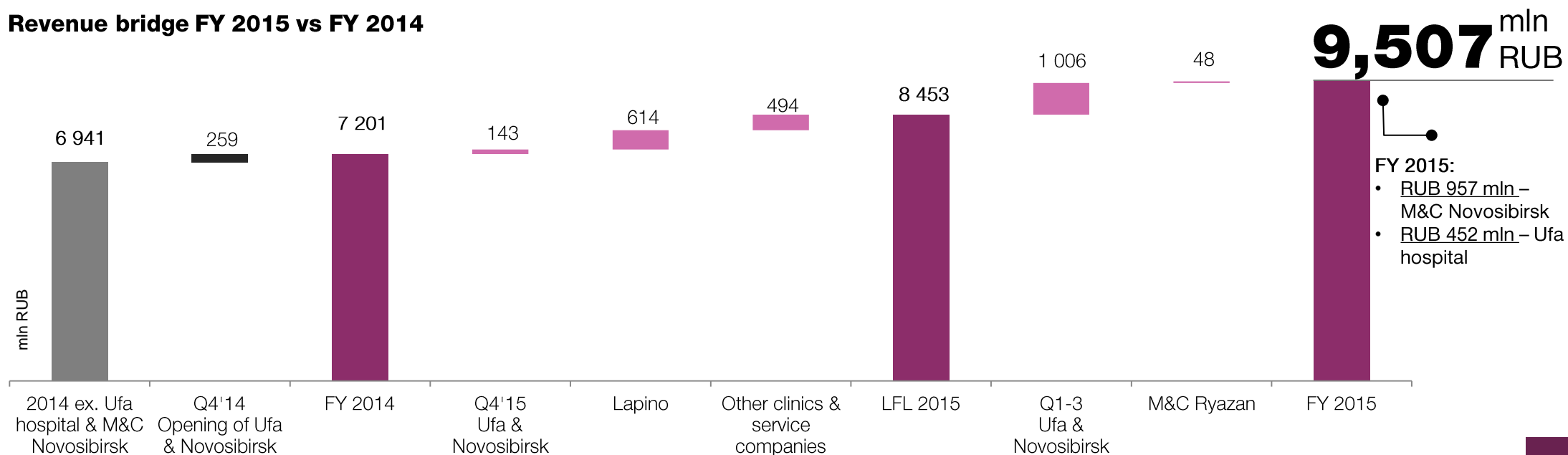
FINANCIAL RESULTS ANALYSIS

REVENUE BRIDGE ANALYSIS

Revenue increased 32% y-o-y to RUB 9,507 mln

- LFL revenue increased 17% or by RUB 1,252 mln since:
 - Number of patients at Lapino continued to grow and it became the largest contributor to LFL revenue increase, adding RUB 614 mln or 8.5% to Group revenue
 - Other Group's clinics contributed an additional 7% or RUB 494 mln
- M&C Novosibirsk (former “Avicenna”) and Ufa hospital entered the Group in 4Q 2014. In order to present fair impact of those hospitals on business, Q4 2015 is included in LFL 2015 number. RUB 143 mln is calculated as revenue generated on top of Q4 2014 results.
- FY 2015 combined revenue of M&C Novosibirsk and Ufa hospital is RUB 1,409 mln.
- An out-patient clinic in Ryazan opened in February 2015, contributing RUB 48 mln

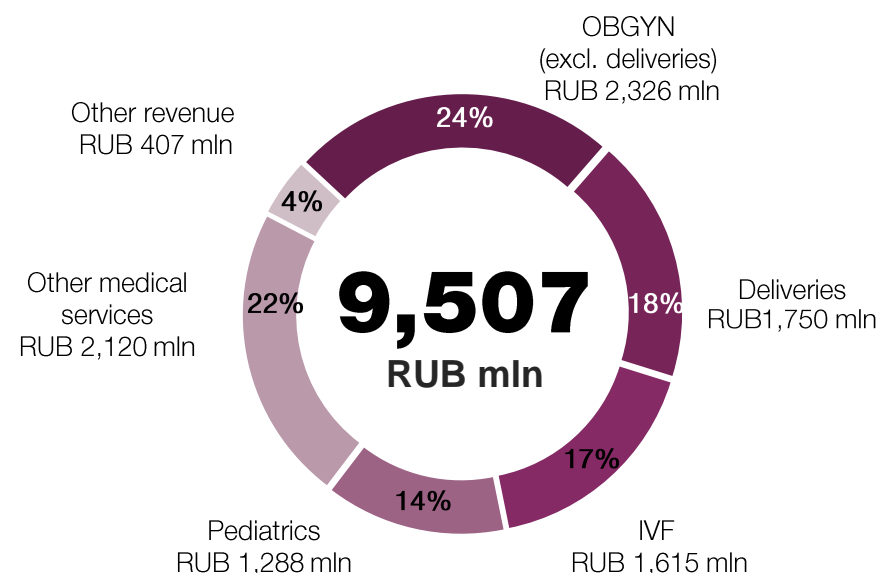
Revenue bridge FY 2015 vs FY 2014



REVENUE STRUCTURE

- The Group's revenue structure saw some changes y-o-y:
 - +5 p.p. increase in other medical services' revenue share (22% vs. 17% as of 2014)
 - 3 p.p. decrease in OBGYN ex. deliveries revenue share (24% vs. 27% as of 2014)
 - 1 p.p. was lost by both deliveries and paediatrics
- Top-line growth was mostly provided by 3 revenue lines:
 - IVF grew by RUB 428 mln, 36% y-o-y
 - OBGYN ex. deliveries increased by RUB 366 mln, 19% y-o-y
 - Other Medical Services' revenue increased by RUB 871 mln, 70% y-o-y
- Other medical services revenue is mostly generated by laboratory examinations, diagnostics centres and surgery

Revenue structure by type of revenue, %



Revenue dynamics by type of revenue, RUB mln

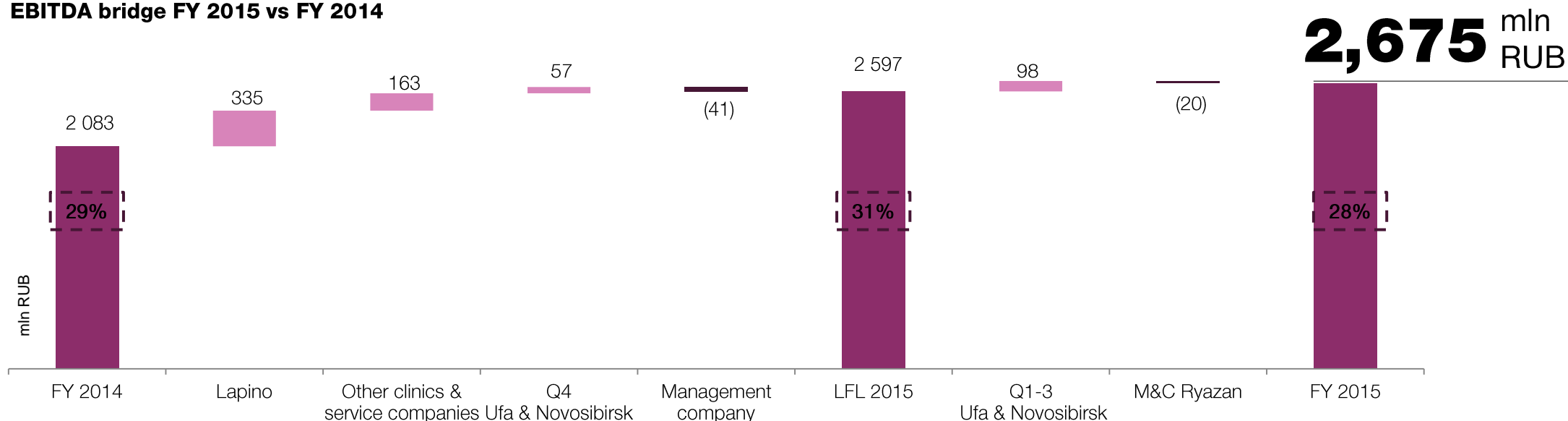
FY 2014	FY 2015	Change, %	Type of revenue	LFL 2014	LFL 2015	Change, %
1,960	2,326	19% ↑	OBGYN (excl. deliveries)	1,960	2,189	12% ↑
1,444	1,750	21% ↑	Deliveries	1,444	1,643	14% ↑
1,187	1,615	36% ↑	IVF	1,187	1,421	20% ↑
1,058	1,288	22% ↑	Paediatrics	1,058	1,225	16% ↑
1,249	2,120	70% ↑	Other medical services	1,249	1,574	26% ↑
303	407	35% ↑	Other revenue	303	401	33% ↑
7,201	9,507	32%		7,201	8,453	17%

EBITDA BRIDGE ANALYSIS

EBITDA increased 28% y-o-y to RUB 2,675 mln with a robust margin of 28%

- LFL EBITDA grew up by 25% or by RUB 514 mln and amounted to RUB 2,597 mln
- LFL EBITDA margin reached 31% and grew up by 2 p.p. vs FY 2014. Key drivers of the growth:
 - For the third year Lapino made the most significant contribution to the Group's EBITDA in 2015, adding RUB 335 mln
 - LFL clinics ex. Lapino added RUB 163 mln
- Management company expenses increased by RUB 41 mln y-o-y
- M&C Ufa and Novosibirsk facilities added RUB 155 mln on top of FY 2014 results

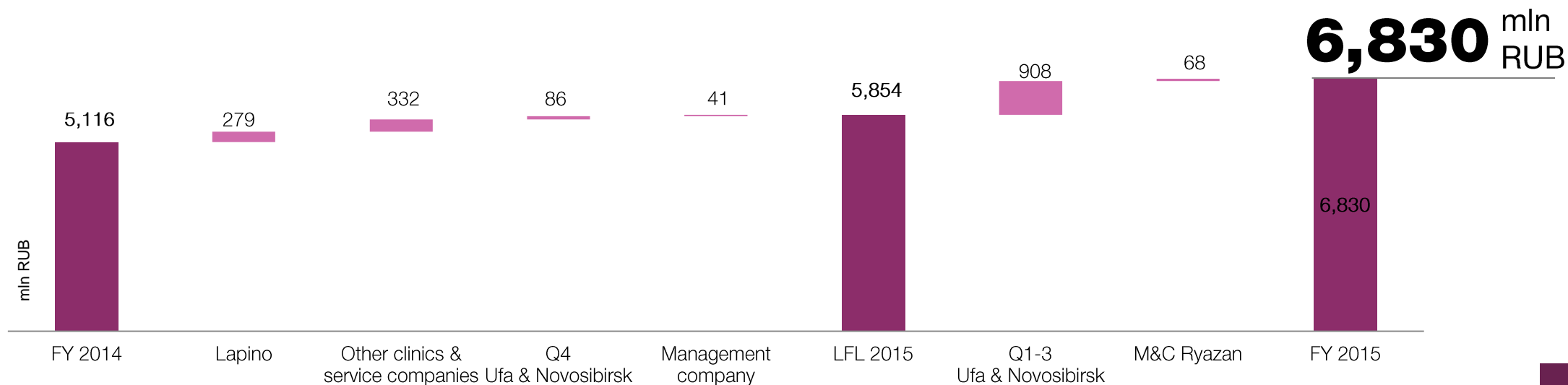
EBITDA bridge FY 2015 vs FY 2014



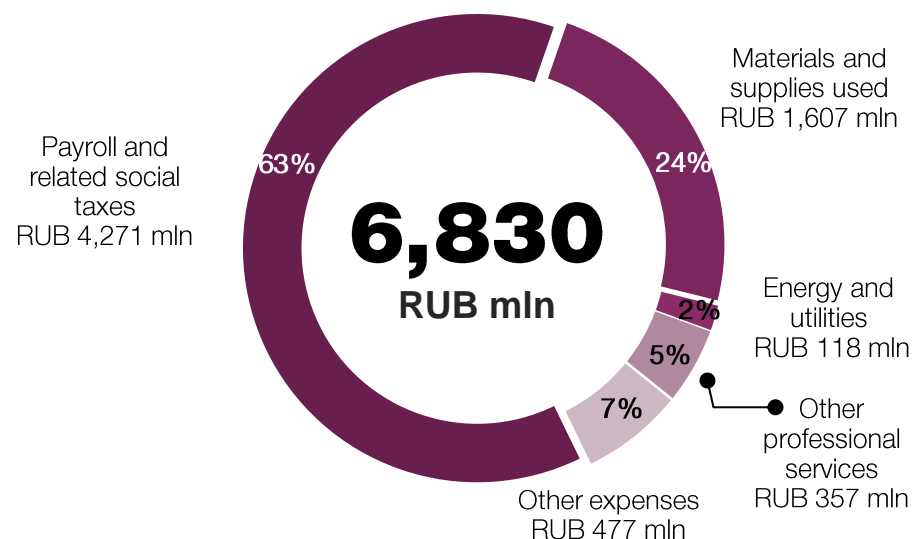
OPERATING EXPENSES, EXCL. D&A

- Operating expenses (excl. D&A) for FY 2015 amounted to RUB 6,830 mln, up 34% y-o-y
- LFL OPEX (excl. D&A) increased 14% y-o-y and amounted to RUB 5,854 mln while LFL revenue rose by 17%
- The largest contributors to OPEX growth were M&C Novosibirsk and Ufa hospital as well as Lapino where the number of patients continues to grow
- Management company added extra RUB 41 mln most of which were contributed by long-term management incentive programme valid till 2018

OPEX (excl. D&A) bridge analysis

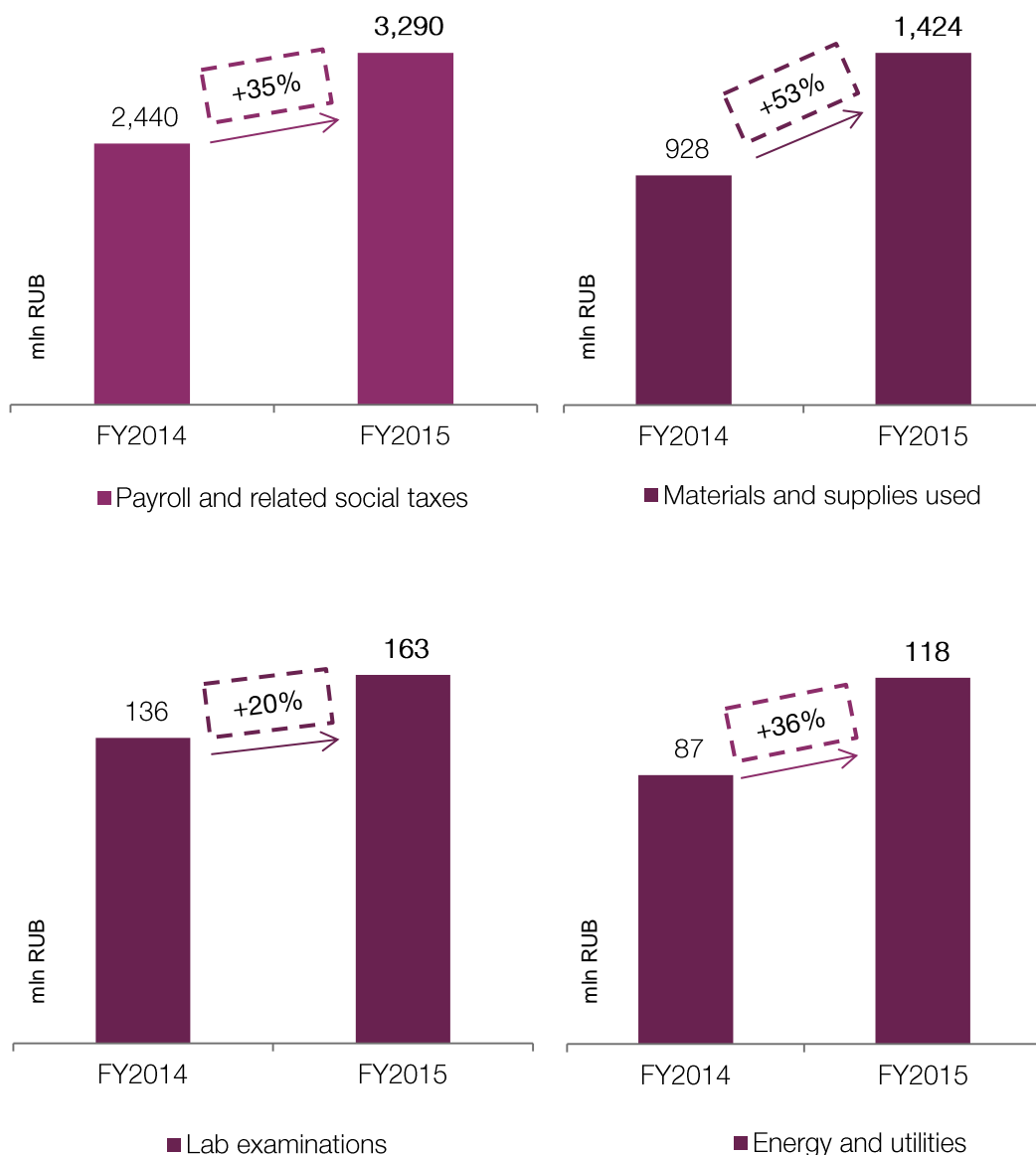


OPEX structure



COST OF SALES, EXCL. D&A

CoS comparison



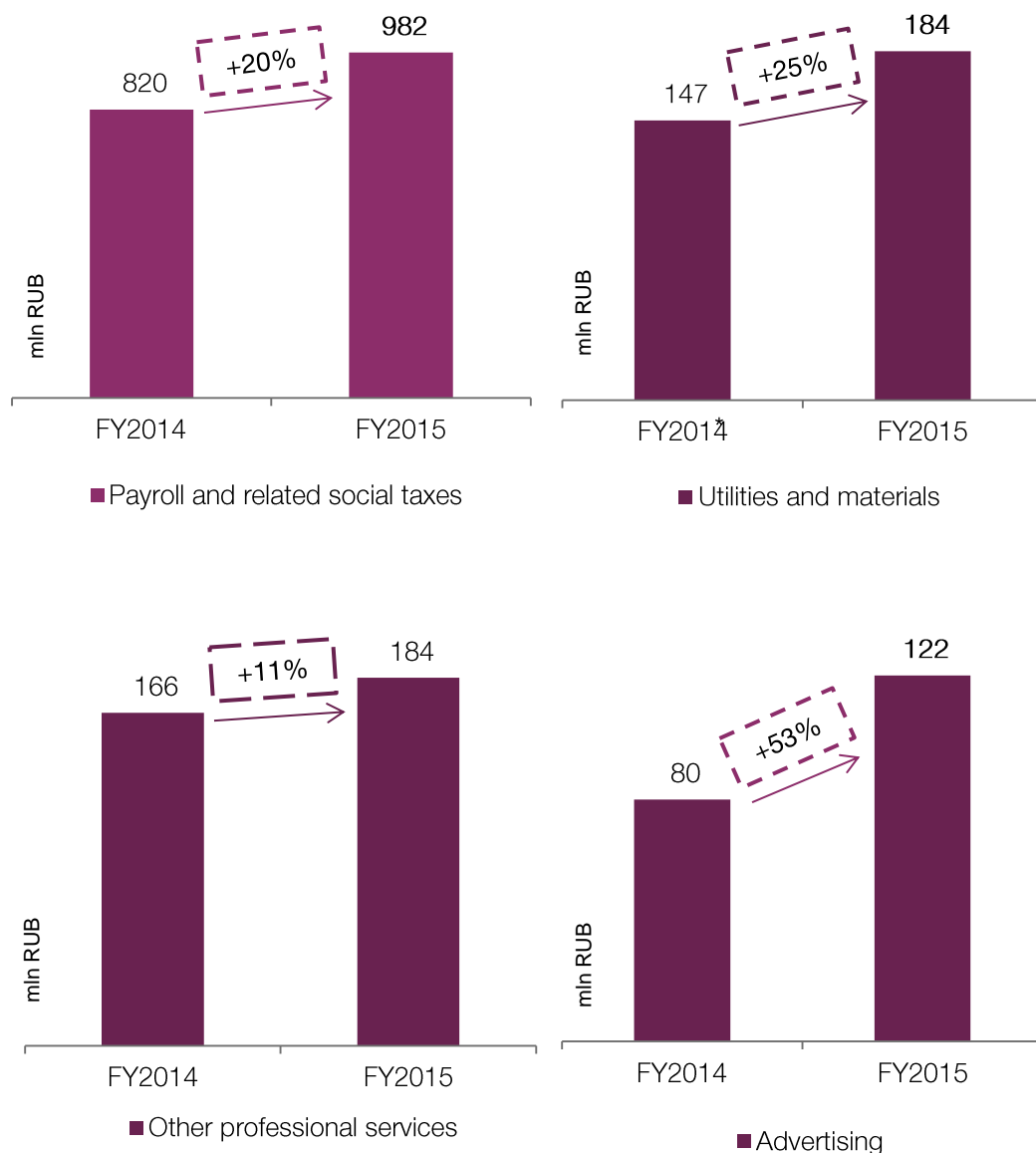
- CoS (ex. D&A) amounted to RUB 5,235 mln (+38% y-o-y)
- LFL CoS growth was 18% and it outstripped revenue growth by 1 p.p. LFL CoS amounted to RUB 4,454 mln
- The following costs rose mainly due to the full year of operations Ufa hospital M&C Novosibirsk:
 - Payroll costs amounted to RUB 3,290 mln, growing by 35% vs. FY 2014. Payroll was also affected by increase of prices via variable part of doctors' salaries and marginal inflation of other medical staff salaries
 - Materials and supplies demonstrated the fastest growth rate (53% y-o-y) and reached RUB 1,424 mln which is explained by: 1) inflation of prices for supplies due to RUB weakening; 2) growing share of IVF's revenue which is material intensive service; 3) new pharmacies in Group's hospitals and clinics were opened
 - Energy & utilities grew by 36% y-o-y up to RUB 118 mln
- Laboratory test expenses increased 26% y-o-y due to an increase in number of tests performed. Corresponding revenue for the period went up by 40%

Revenue and CoS, RUB mln

Indicator	FY 2015	FY 2014	Change y-o-y, %
LFL Revenue	8,453	7,201	+17%
LFL CoS (ex.D&A)	4,454	3,789	+18%
Revenue	9,507	7,201	+32%
CoS (ex. D&A)	5,235	3,789	+38%

G&A, EXCL. D&A

G&A comparison



- G&A (excl. D&A) expenses grew up by 20% y-o-y to RUB 1,595 mln while revenue increased by 32% y-o-y
- LFL G&A (excl. D&A) increased 5% or by RUB 72 mln vs. LFL revenue growth of 17%
- The following expenses increased y-o-y due to ramp-up and full year of operations of hospital in Ufa and facilities in Novosibirsk:
 - Payroll expenses (including social tax expenses) increased by 20% and amounted to RUB 982 mln
 - Utilities and materials grew up by RUB 37 mln y-o-y or 25%
- Other professional services grew by 11% y-o-y or RUB 18 mln owing to M&A deals prepared during 2015
- Advertising expenses in 2015 grew by 53% y-o-y up to RUB 122 mln mostly due to increased expenses on marketing for PMC and Lapino, extensive marketing campaigns for the Ufa hospital

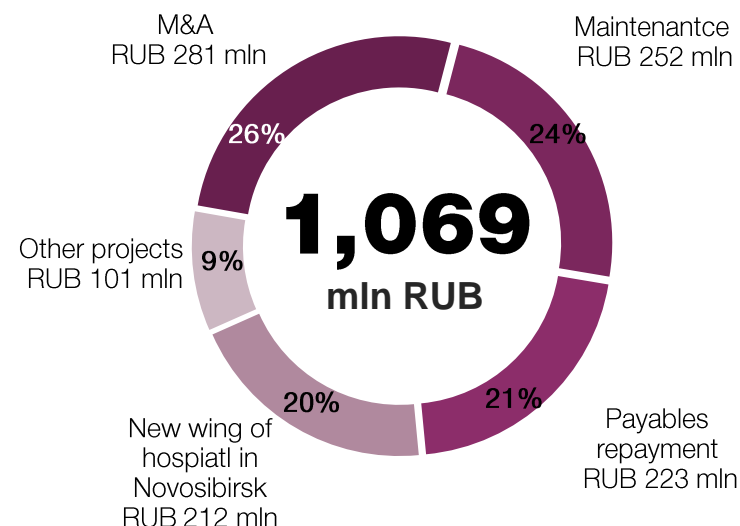
Revenue and G&A, mln RUB

Indicator	FY 2015	FY 2014	Change y-o-y, %
LFL Revenue	8,453	7,201	+17%
LFL G&A(ex.D&A)	1,400	1,328	+5%
Revenue	9,507	7,201	+32%
G&A (ex. D&A)	1,595	1,328	+20%

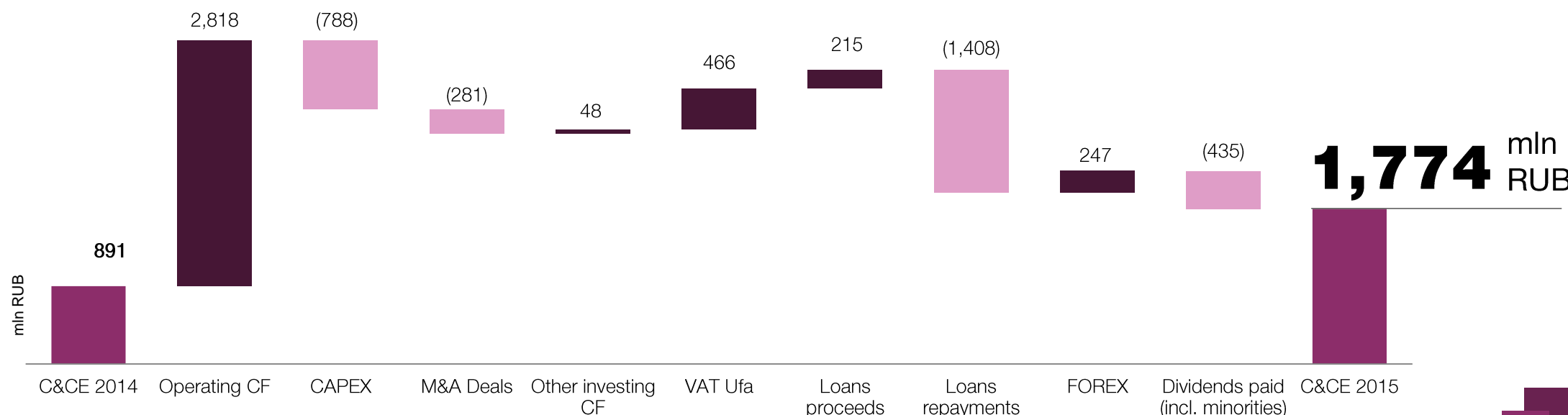
CAPEX & CASH FLOW

- Group had solid liquidity position with RUB 1,774 mln in cash & cash equivalents as of Dec 31, 2015
- OCF amounted to RUB 2,818 mln and increased 34% vs. FY2014
- CAPEX cash outflow amounted to RUB 788 mln and was mostly related to repayment of payables related to investment projects
- On M&A Group spent RUB 281 mln in 2015
- Investment cash inflow of RUB 48 mln was related to interest received
- Group managed to return VAT (RUB 466 mln) from local authorities paid for Ufa hospital construction. This amount should be annually redeemed in equal parts till 2025
- Redemption of bank loans and related finance expenses amounted to RUB 1,408 mln

CAPEX Structure



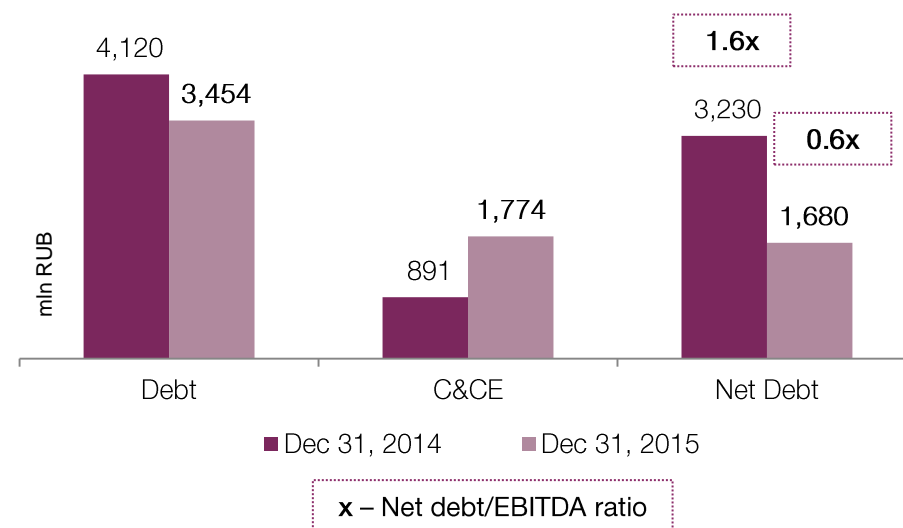
Cash Flow waterfall



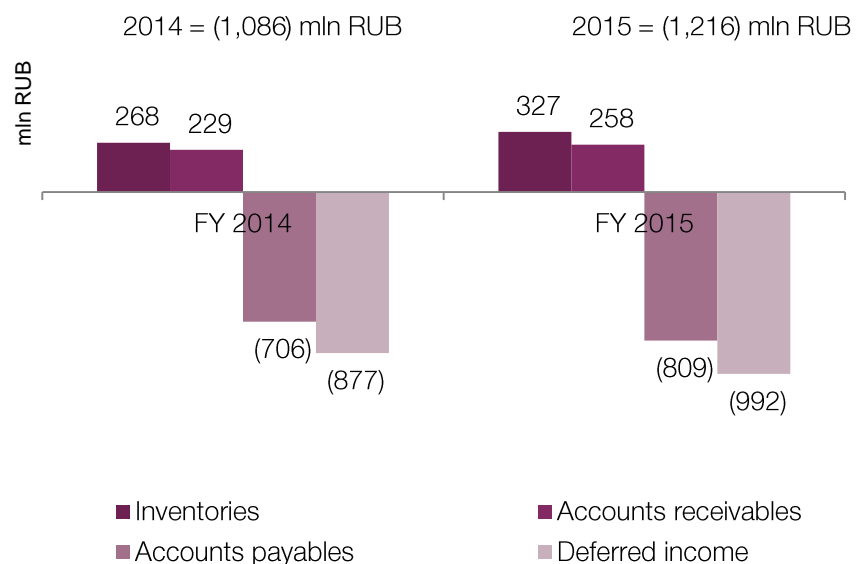
WORKING CAPITAL AND NET DEBT

- The Group's debt decreased by 16% y-o-y to RUB 3,454 mln
- The Company's cash & cash equivalents amounted to RUB 1,774 mln, representing 99% growth y-o-y. The significant increase was supported by strong OCF and VAT refund for Ufa hospital.
- The net debt position as of Dec 31, 2015 was RUB 1,680 mln with net debt to EBITDA ratio of 0.6x
- The company works with negative working capital as a source of additional financing. Working capital decreased 12% to RUB (1,216) mln from the beginning of the year

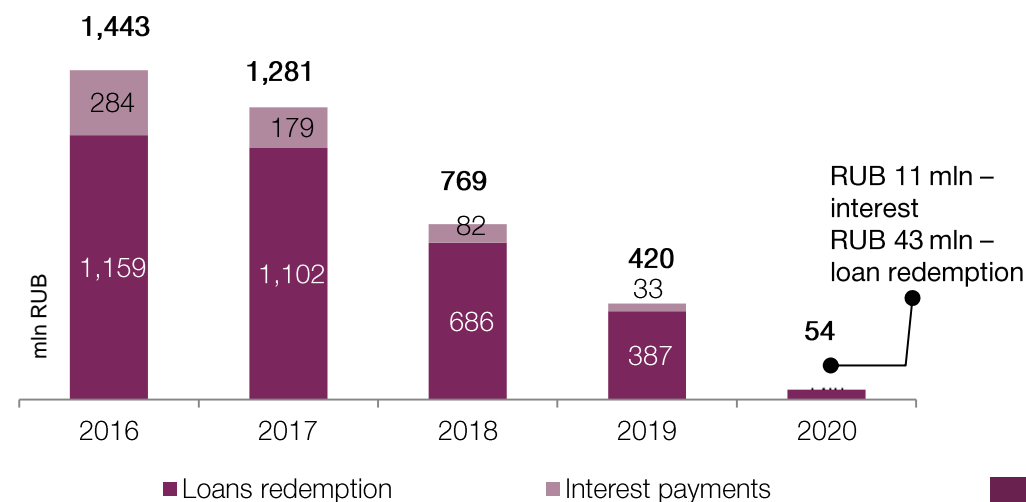
Debt



Net working capital



Debt repayment schedule



3

OUR STRATEGY

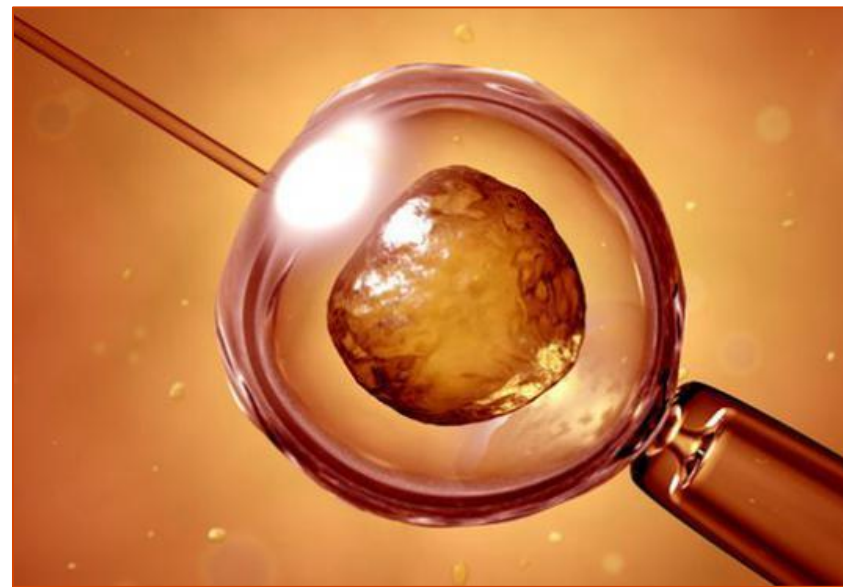
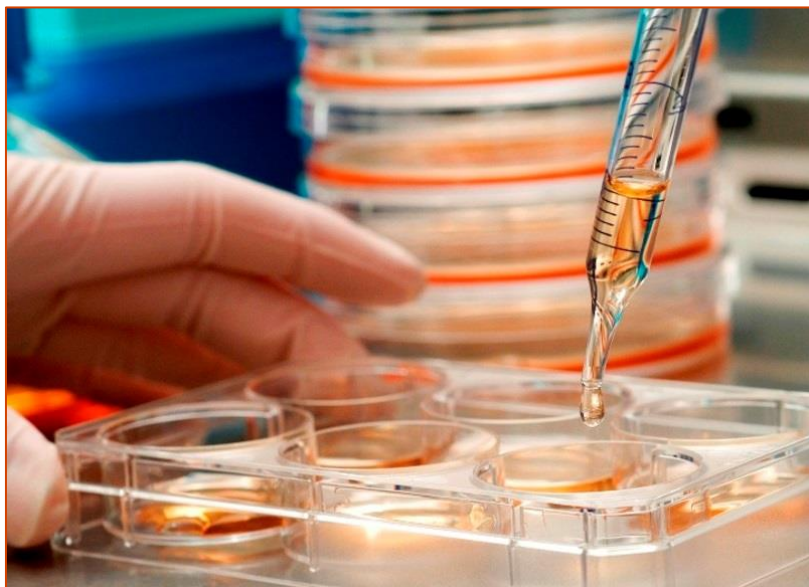
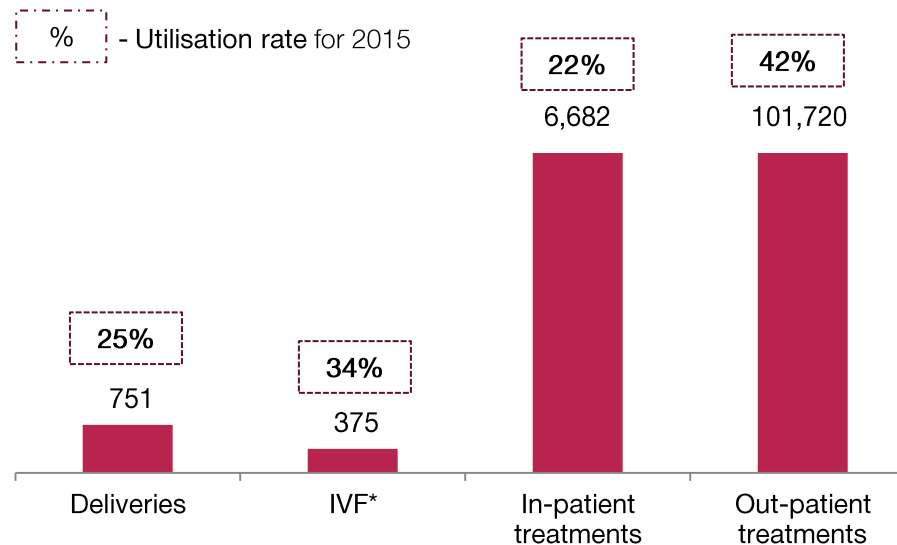
STRATEGY IN ACTION: UFA, BASHKORTOSTAN

Key facts about Ufa hospital

- The first Company's hospital outside of the Moscow region
- Total area of 33,000 m² with 192 beds
- A multi-purpose hospital offering a wide range of high-quality services, some of which were not currently available in the republic. List of services include:
 - Deliveries
 - IVF
 - Gynaecology and obstetrics in- and out-patient care
 - Paediatrics in- and out-patient care
 - Neonatology
 - Surgery, urology
 - Stem cell bank

Operational results & average ticket for 2015

RUB 118 ths - average check for deliveries in 2015



* - opened in April'15

STRATEGIC VIEW ON COMPANY'S DEVELOPMENT

Factors affecting decision making process

- Exchange rate volatility
- Deterioration of disposable income
- Growing demand for highly-qualified medical care

Strategic view & approach

- Expansion *in* and *to* the regions where people have high disposable income and within Moscow city
- Diversification of hi-tech and high-margin list of services provided

Plans

Moscow :

- Open the new clinic in Moscow M&C Khodynka with an IVF department (capacity – 600 cycles annually)
- Open the cardiology department at Lapino since then doctors will be able to perform cardiovascular surgery
- Open small new clinic in Odintsovo (Moscow region) to attract patients to Lapino hospital

Russian regions:

- Continued ramp-up of Ufa hospital
- Continued construction of new wing of hospital in Novosibirsk that will adjoin the existing building. Expected to be brought into operation in early 2017. Estimated budget – RUB 1.3 bn. Capacity* - 48 beds, 20 offices, 4 – operation theatres
- Finalising the new design project, construction project documentation and specifications for hospitals in Nizhny Novgorod and Samara
- Purchase additional premises for M&C St. Petersburg clinic for expansion of OBGYN and IVF capacity
- Open small new clinic in Kostroma focused on IVF (the first in the region)
- Potential M&As in several Russian regions

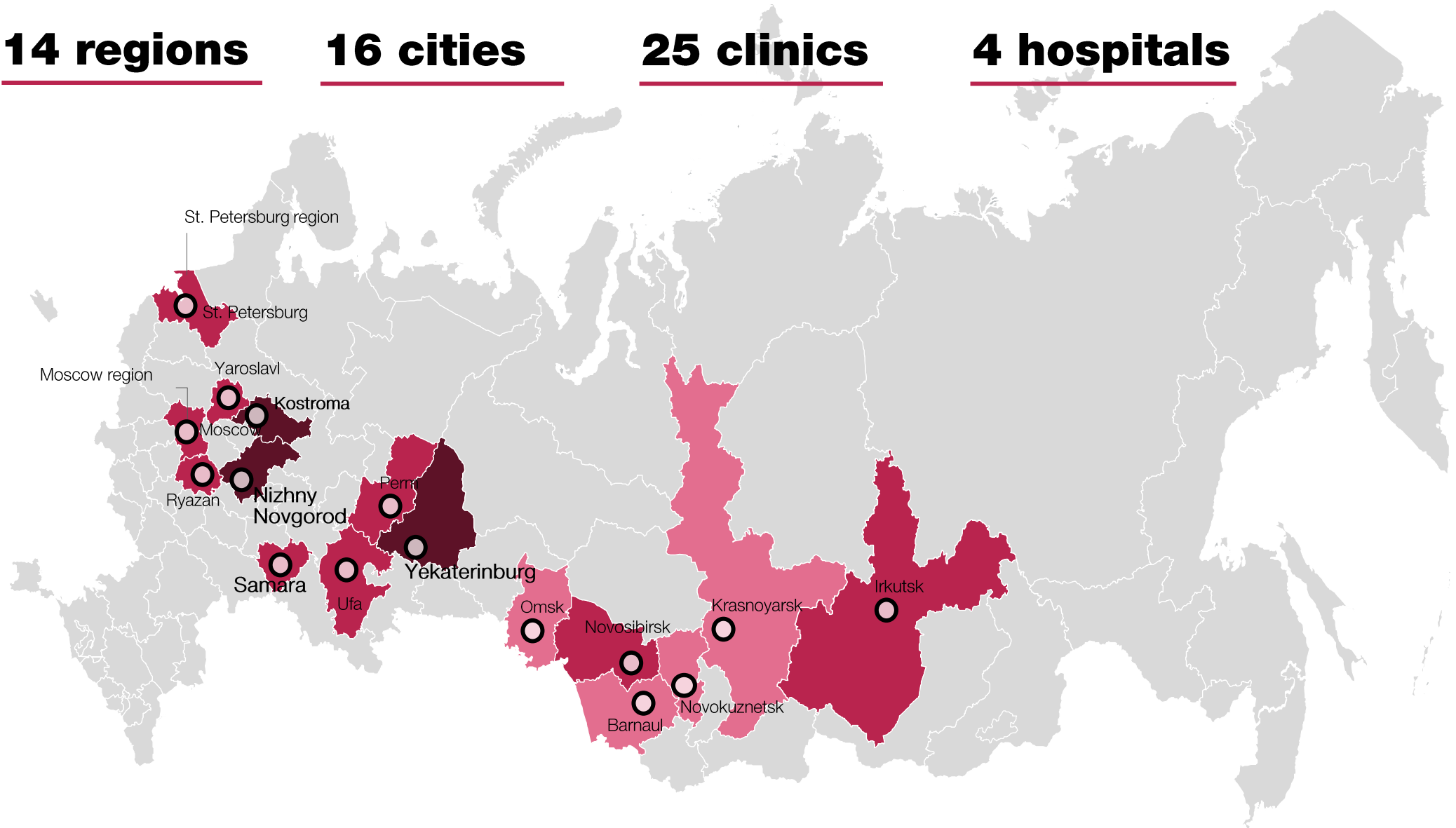
OUR STRATEGY IN ACTION: RECENT DEVELOPMENTS

14 regions

16 cities

25 clinics

4 hospitals



- Regions with existing clinics and hospitals
- New regions for MDMG after M&A in 2015- Jan 2016
- Target regions for planned mid-term expansion

MDMG'S STRATEGY IN ACTION: MEDICA CLINIC (Novokuznetsk, Russia)

- Medica was opened in 2009 and successfully operates on the market for 7 years
- It is operating on 800 sq m of facilities with 13 offices located in the center of Novokuznetsk which are owned by Medica
- Provided services are:
 - IVF and OBGYN
 - gynecologic oncology, cardiology, urology, ENT, endocrinology, cosmetology etc.
 - in-patient treatments incl. gynecological and plastic minor surgery
- Medica clinic operates a similar model to existing Mother and Child clinics and is considered to be an ideal fit for MDMG's expanding network across Russia
- Region where Novokuznetsk is located is one of the most densely populated areas in Siberia with more than 2.7 mln people. Novokuznetsk itself is the largest city in the region



New region of MDMG presence



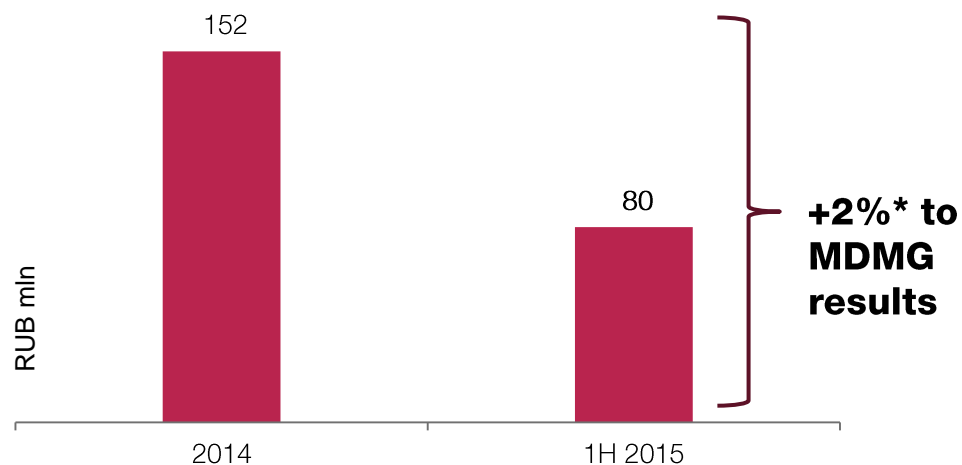
Key terms of the transaction

Object	100% of Medica-2 LLC.
Enterprise value	RUB 350 mln: RUB <u>277 mln</u> was paid in 2015; RUB <u>5 mln</u> will be paid in 2016; RUB <u>67 mln</u> of net debt
Closing	The transaction was completed in Dec 2015 after regulatory approvals
Funds	100% own funds

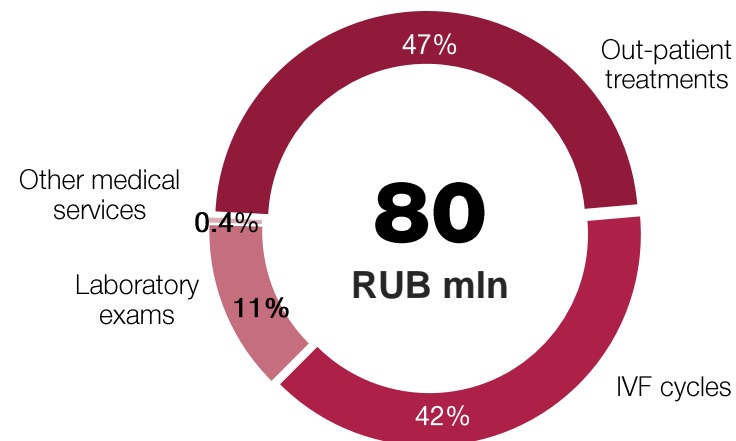
Source: Medica's unaudited management accounts for 2015;
 Medica's web-site <http://www.nmedica.ru/>
 Official statistics as of Jan 1, 2015 <http://kemerovostat.gks.ru>

ATTRACTIVE ACQUISITION OF HEALTHY BUSINESS

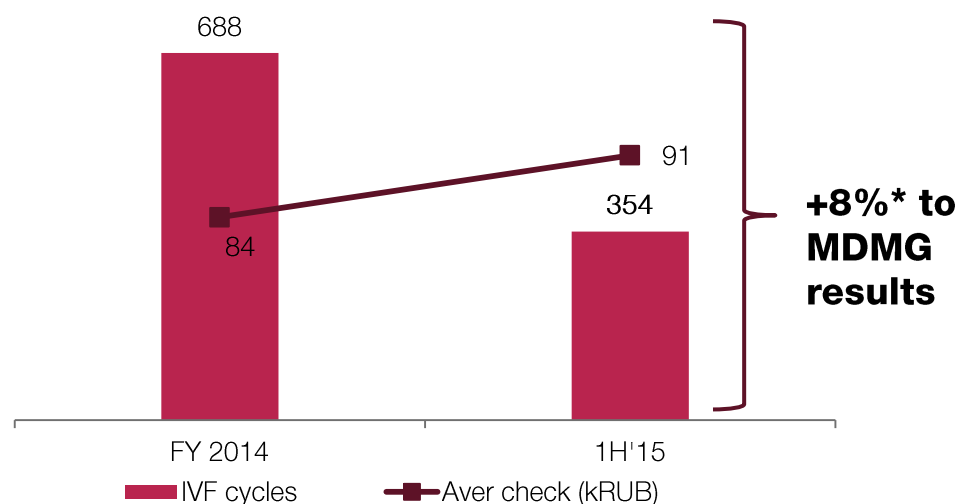
Medica's revenue



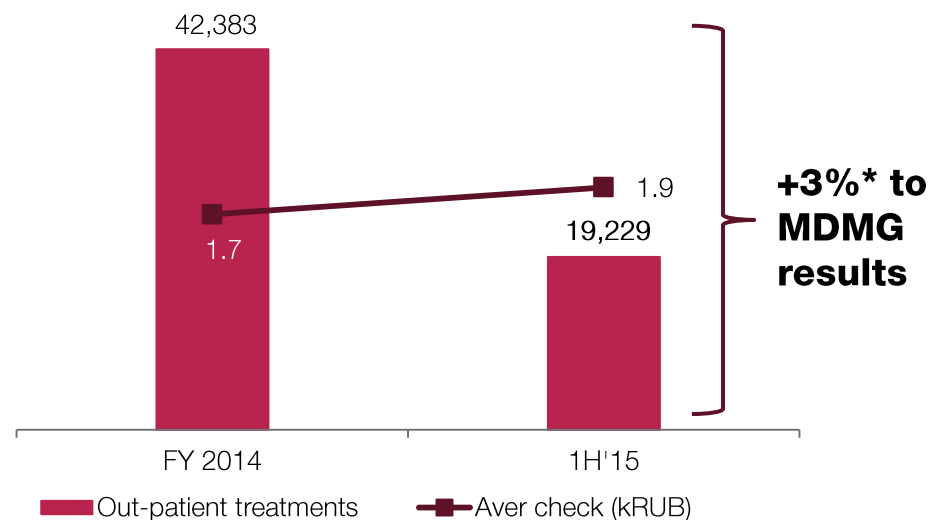
Revenue structure, 1H 2015



Medica: IVF cycles



Medica: Out-patient treatments



- Average check for IVF does not include sell of IVF medicines which explains why average check is lower than Group's average ticket of RUB 169 ths for 1H'15

* - based on 1H 2015 MDMG IFRS results

MDMG'S STRATEGY IN ACTION: ARTMedGroup (Krasnoyarsk, Russia)

- The first clinics of the ARTMedGroup (AMG) was opened in 1996. Company successfully operates on the market for 19 years and is included in TOP-5 list of Russian private players on IVF market and #1 private player in Siberia
- AMG is operating on 3,415 sq m of facilities located in the center of each city of its presence. 84% of premises are leased
- Group's focus is IVF and obstetrics and gynecology which is an absolute match with MDMG's profile. AMG is considered to be an ideal fit for MDMG's expanding network across Russia
- AMG is present in most of the key cities of Siberian Federal district which is one of the wealthiest federal districts of Russia
- Total population of cities of Group's presence is ca 4.4 mln people while total population of Siberian Federal district is ca 19.3 mln people
- Company's revenue accounted for RUB 395 mln for FY 2014; RUB 322 mln for 9m 2015
- In 2014 AMG made 2,145 cycles of IVF; in 9m 2015 1,594 cycles were performed

New regions of MDMG presence and new asset in Novosibirsk



Key terms of the transaction

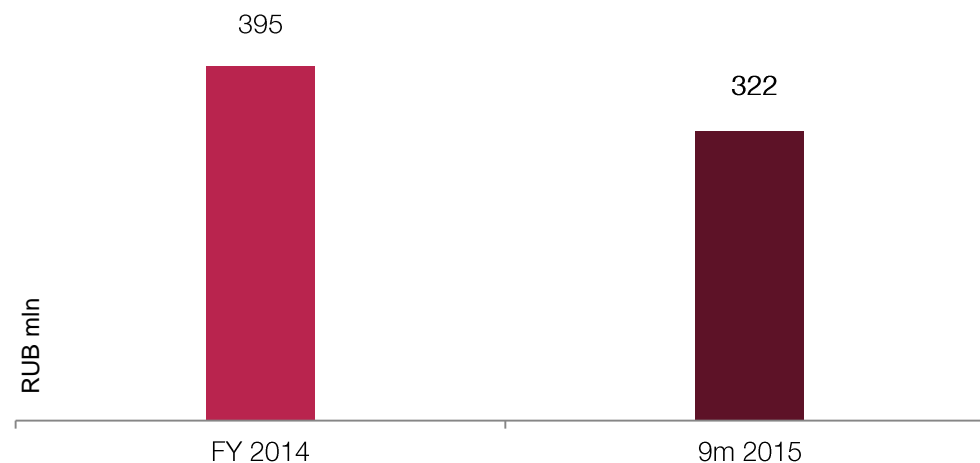
Object	100% of ArtMedGroup
Enterprise value	RUB 500 mln: RUB <u>485 mln</u> will be paid in 2016; RUB <u>15 mln</u> of net debt
Closing	The transaction is expected to be completed in January, 2016 after regulatory approvals
Funds	100% own funds

ATTRACTIVE ACQUISITION OF HEALTHY BUSINESS

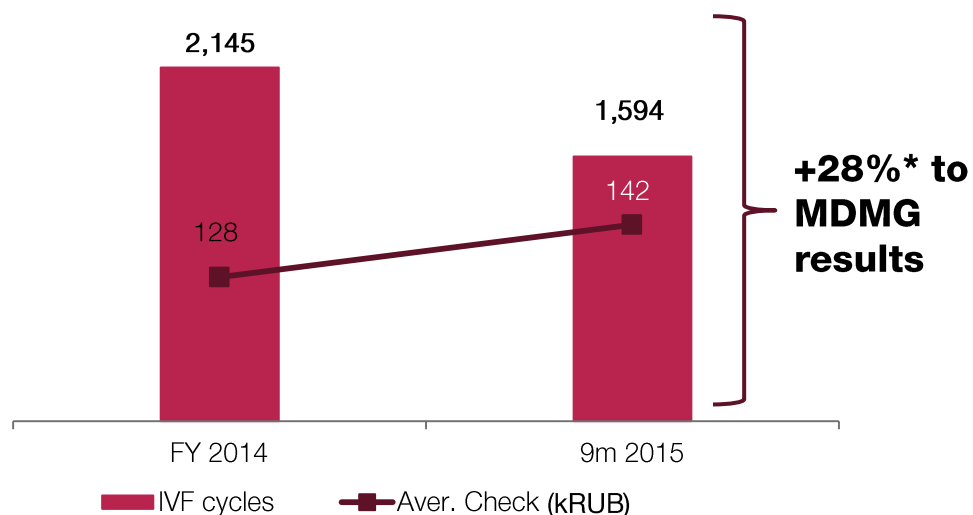
AMG clinic in Novosibirsk



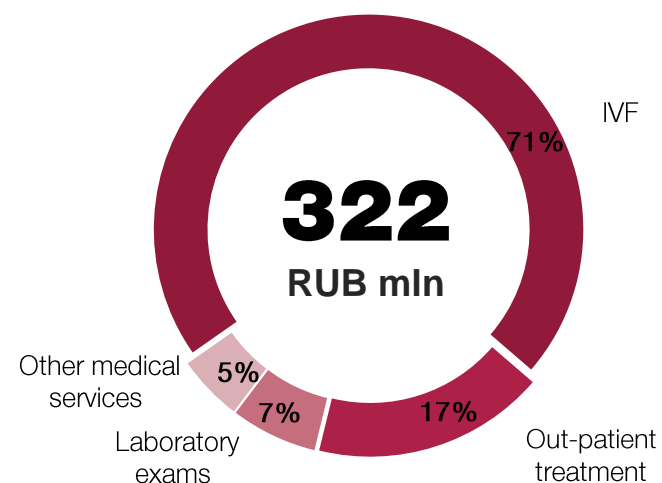
Revenue of AMG



IVF cycles



AMG revenue structure, 9m 2015



* - based on FY 2014 MDMG IFRS results

Source: AMG's unaudited management accounts for 2014- 2015



Q&A session



REVENUE ANALYSIS

	2015	2014
Obstetrics and Gynaecology	2,326	1,960
<u>In-patient treatments</u>		
RUB mln	810	685
patient days	23,626	20,331
kRUB per day	34.3	33.7
% of total*	35%	35%
<u>Out-patient treatments</u>		
RUB mln	1,516	1,276
Admissions	451,986	382,430
kRUB per admission	3.4	3.3
% of total*	65%	65%
Deliveries	1,750	1,444
RUB mln	1,750	1,444
Deliveries	5,535	4,550
kRUB per delivery	316.2	317.3
IVF	1,615	1,187
RUB mln	1,615	1,187
Cycles	9,289	7,654
kRUB per cycles	173.9	155.1
Paediatrics	1,288	1,058
<u>In-patient treatments</u>		
RUB mln	271	205
Patient-days	15,387	11,454
kRUB per patient day	17.6	17.9
% of total*	21%	19%
<u>Out-patient treatments</u>		
RUB mln	1,017	853
Admissions	347,003	272,693
kRUB per admissions	2.9	3.1
% of total*	79%	81%

	2015	2014
Other medical services	2,120	1,249
<u>In-patient treatments</u>		
RUB mln	436	163
Patient days	12,001	4,115
kRUB per patient day	36.6	39.6
% of total*	21%	13%
<u>Out-patient treatments</u>		
RUB mln	807	446
Admissions	377,641	224,812
kRUB per admissions	2.1	2.0
% of total*	38%	36%
<u>Other medical services</u>		
RUB mln	877	641
% of total*	41%	51%

EXTRACT FROM MDMG'S PROFIT AND LOSS STATEMENT

(RUB mln)	2015	2014	2013
Revenue	9,507	7,201	5,673
Cost of sales	(5,918)	(4,230)	(3,389)
Gross Profit	3,589	2,971	2,283
% of revenue	38%	41%	40%
Other income	18	9	4
Administrative expenses	(1,793)	(1,433)	(1,125)
Other expenses	(38)	(11)	(5)
EBITDA	2,675	2,083	1,586
% of revenue	28%	29%	28%
Operating profit	1,775	1,536	1,158
Net finance expenses	30	(141)	(323)
Profit before tax	1,805	1,395	835
Tax	(34)	(75)	(72)
Profit for the period	1,770	1,320	764
% of revenue	19%	18%	13%
Minority interest	167	124	127
Profit for the year attributable to: shareholders	1,604	1,196	636

Source: audited financial statements of MDMG for 2013 - 2015

EXTRACT FROM MDMG'S BALANCE SHEET

(RUB mln)	2015	2014	2013
Cash and cash equivalents	1,774	891	3,273
Investments	2	3	4
Current trade, other receivables and deferred expenses	258	229	152
Inventories	327	268	111
Current tax asset	7	8	8
Assets held for sale	46	46	-
Property, plant and equipment	12,364	12,540	9,210
Intangible assets	2,145	1,981	452
Non-current trade and other receivables and deferred expenses	184	105	438
Other non-current assets	2,514	1,985	451
TOTAL ASSETS	17,208	16,074	13,648
Current trade and other payables	873	899	748
Short term loans and borrowings	1,161	869	618
Other current liabilities	907	788	611
Long term loans and borrowings	2,293	3,251	2,379
Other non-current liabilities	464	131	84
Equity	11,509	10,137	9,209
TOTAL EQUITY AND LIABILITIES	17,208	16,074	13,649
Net Debt	1,680	3,230	(273)

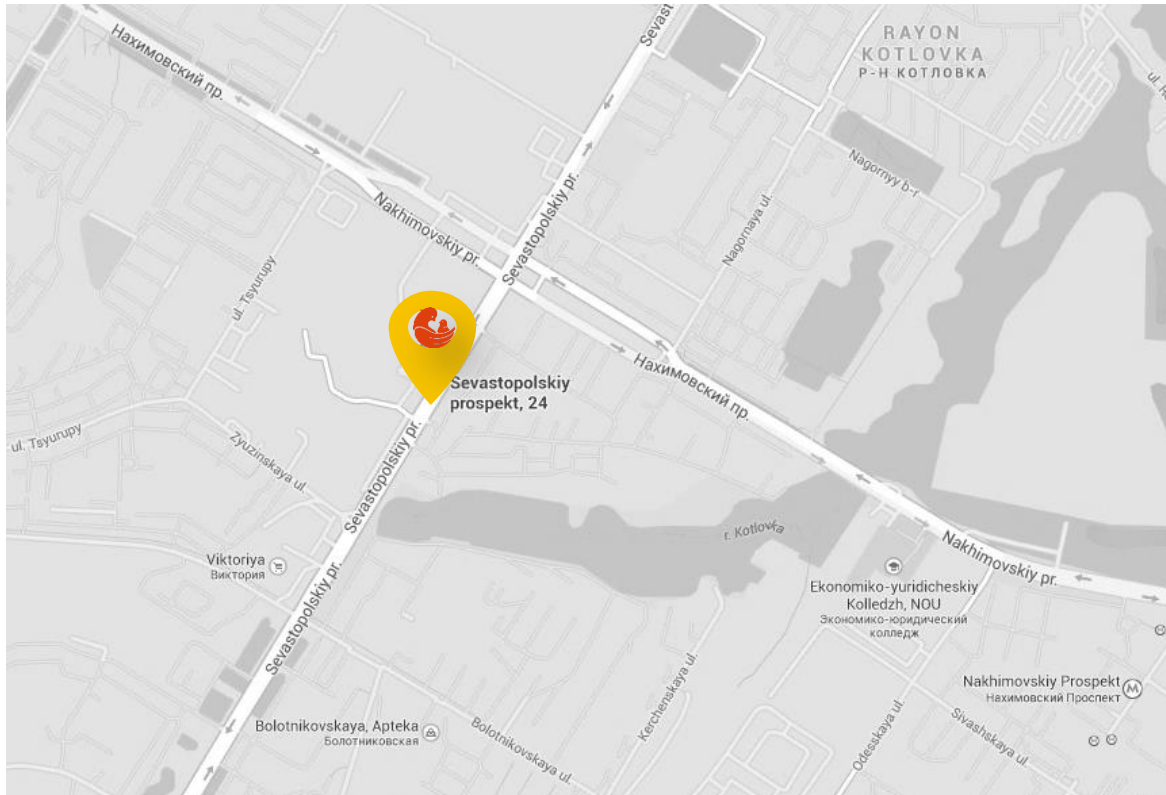
EXTRACT FROM MDMG'S CASH FLOW STATEMENT

(RUB mln)	2015	2014	2013
Cash flow from operating activities			
Profit for the period	1,770	1,320	764
Adjustments for:			
D&A	881	547	428
Taxation	34	75	72
Other adjustments	18	140	323
Cash flow from operations before working capital changes	2,703	2,082	1,587
(Increase) / decrease in inventories	(57)	(119)	(47)
Increase in trade and other receivables	(12)	(49)	(44)
Increase in trade and other payables	79	71	71
Increase in deferred income	115	199	159
Cash flow from operations	2,828	2,184	1,726
Tax paid	(10)	(78)	(64)
Net cash flow from operating activities	2,818	2,106	1,662
Cash flow from investing activities			
Payment for acquisition of PP&E	(780)	(3,126)	(2,430)
Withdrawal / (deposit) of investments	0	0	2,538
Acquisition of subsidiaries	(281)	(1,797)	(648)
Other proceeds and payments	40	29	72
Net cash flow used in investing activities	(1,020)	(4,894)	(468)
Cash flow from financing activities			
Proceeds from issue of share capital at a premium	-	-	-
GDR Contributions received from underwriters	-	-	150
Proceeds from borrowings	215	1,360	341
Repayment of borrowings	(949)	(518)	(346)
Repayments of obligations under finance leases	(1)	(3)	(3)
Finance expenses paid	(458)	(362)	(356)
Other payments	466	(72)	(10)
Dividends paid to the owners of the Company	(300)	(180)	(314)
Dividends paid to non-controlling interests	(135)	(139)	(72)
Net cash flow from financing activities	(1,162)	86	(610)
Net increase in cash and cash equivalents	636	(2,702)	584
Cash and cash equivalents at the beginning of the period	891	3,273	2,583
Effect due to exchange rate changes	248	319	106
Cash and cash equivalents at the end of the period	1,774	891	3,273

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