



MDMG Financial results

**IFRS FY2021 &
4Q 2021**





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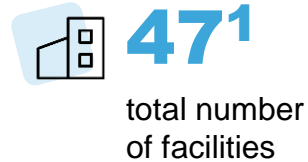
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MD Medical Group today

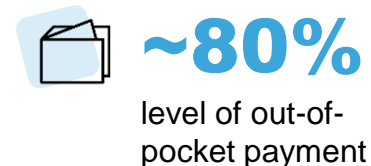
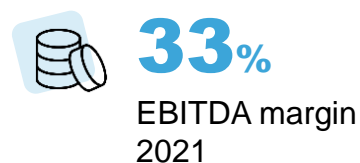
#1 federal network of affordable healthcare in Russia

by cities of presence and number of employees



Consistent business growth

driven by sustainable EBITDA margin and low leverage



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 31.12.2021




Healthcare network¹

 **7 federal districts**

number of districts

 **25 regions**

number of regions

 **27**
number of cities and towns

 **207 ths m²**
total area

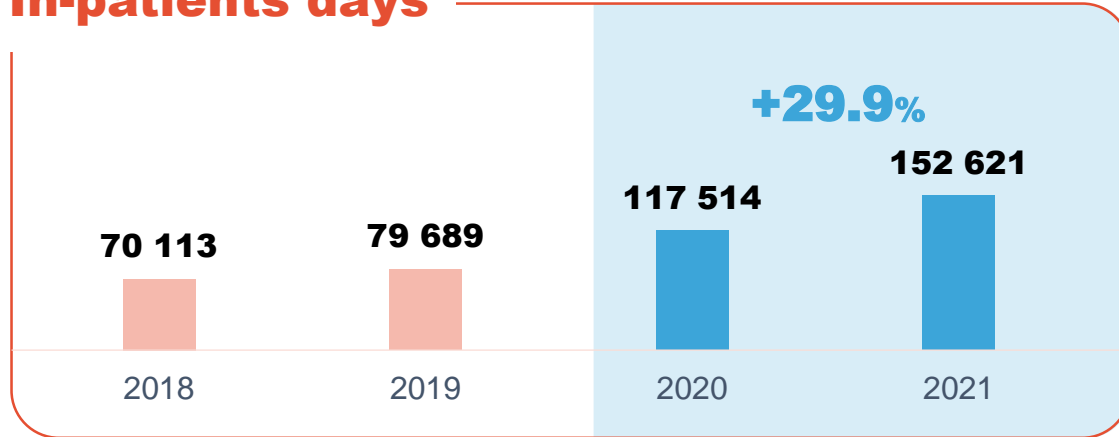


¹As of publication date

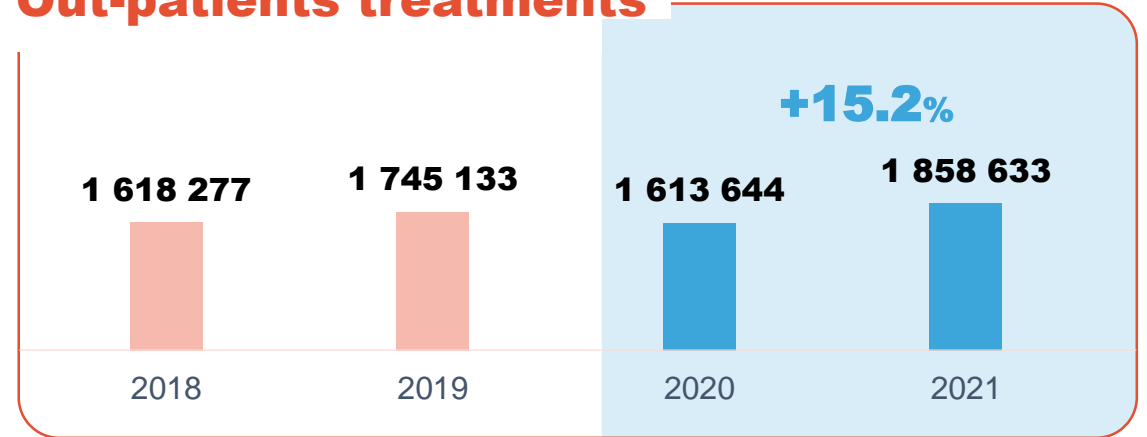


Key operational results

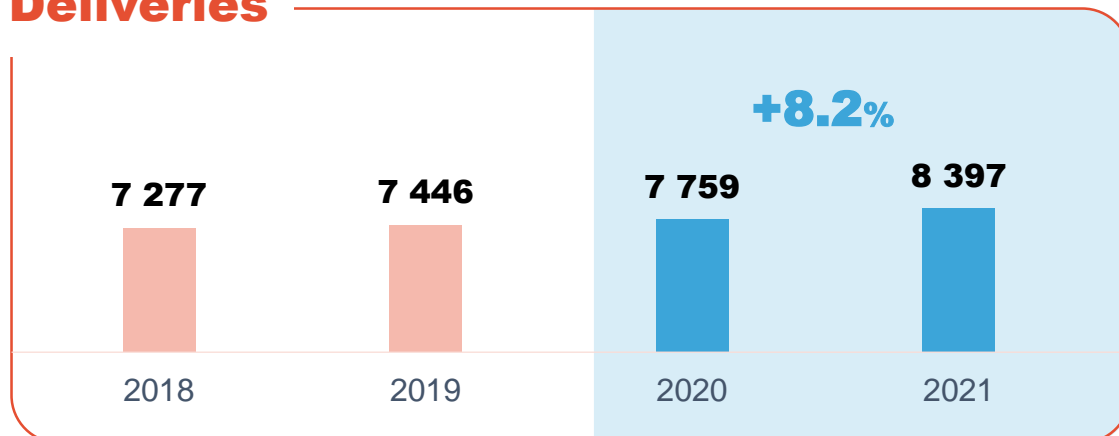
In-patients days



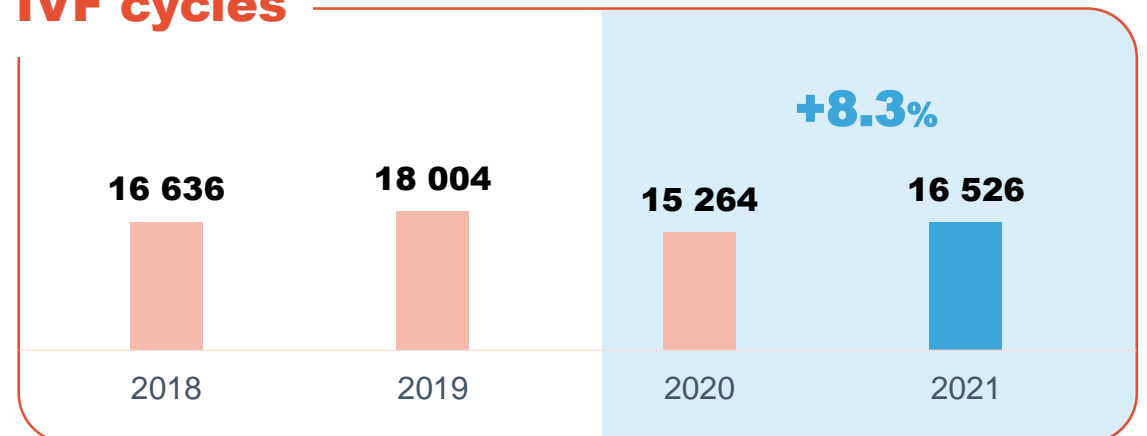
Out-patients treatments



Deliveries



IVF cycles



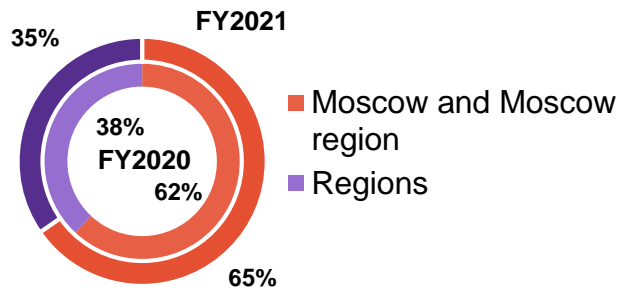


Successful service diversification strategy

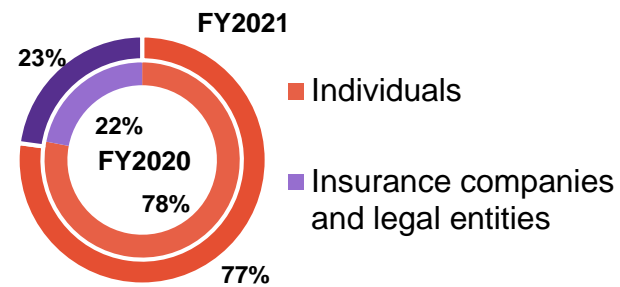
Revenue

revenue structure

in terms of geography

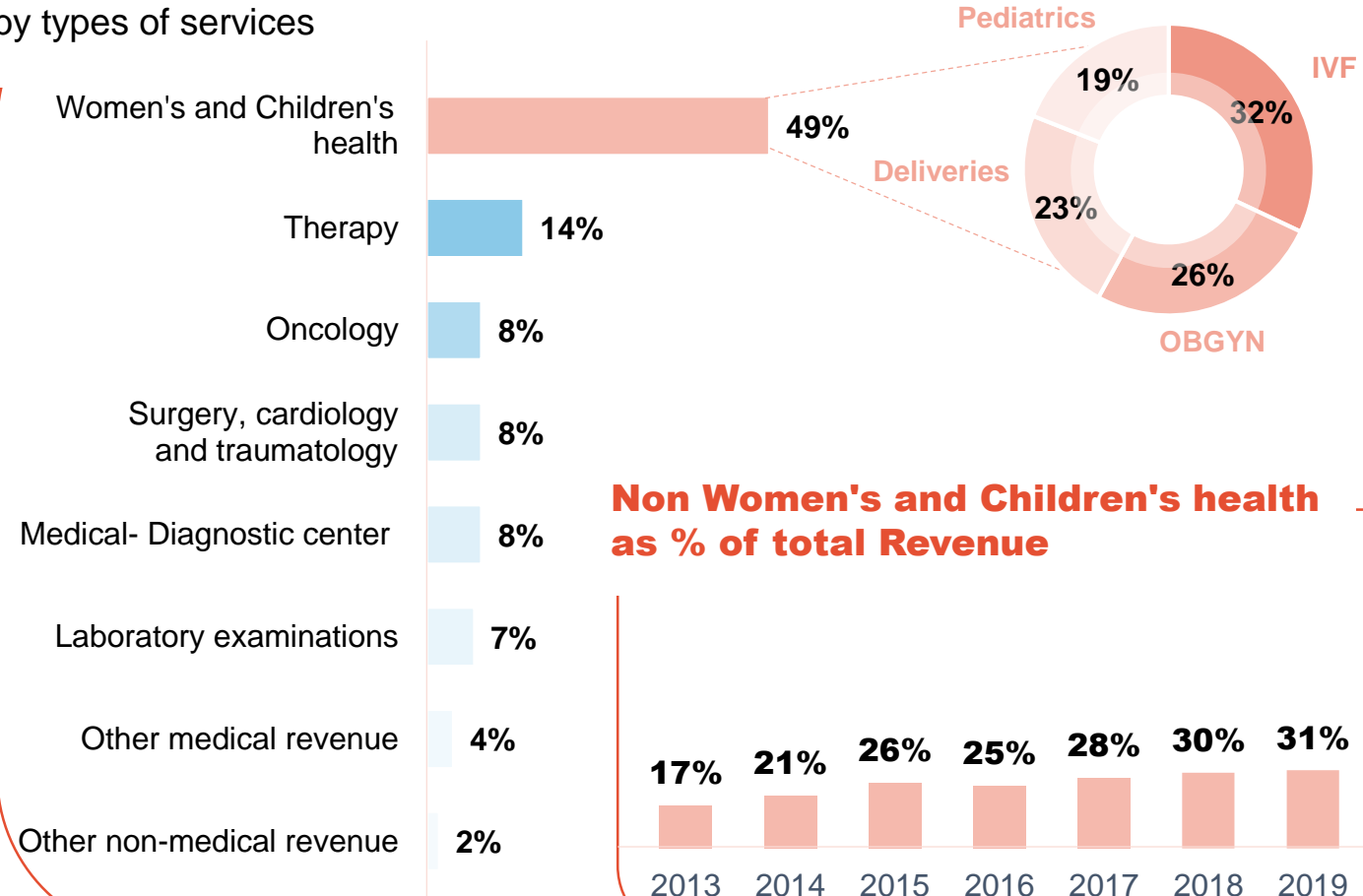


in terms of payers



Revenue decomposition, %

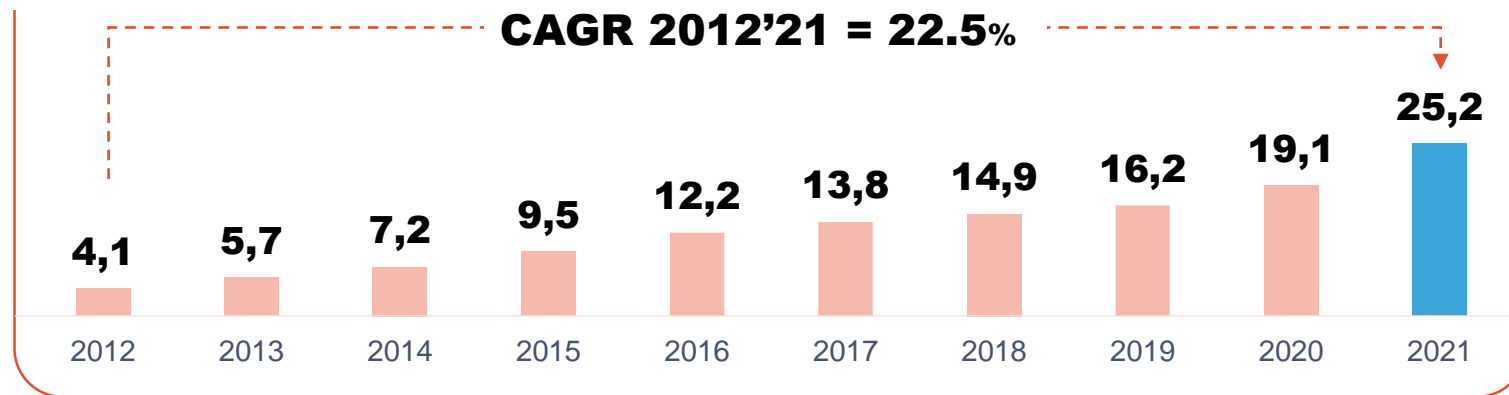
by types of services



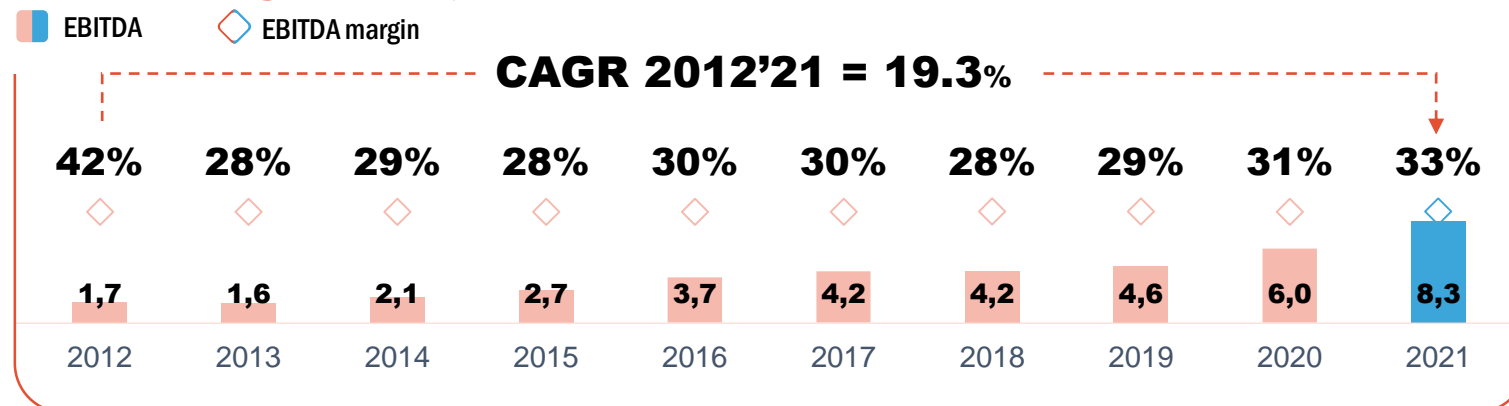


Business Growth Dynamics

Revenue dynamic, RUB bn



EBITDA dynamic, RUB bn



Core achievements



In 2021, strong growth in total Revenue and EBITDA was primarily thanks to the increase in the utilization rate of hospitals in Moscow (revenue growth by 44.2%) and regional hospitals (revenue growth by 26.1%) due to the recovery in demand for elective medical services, robust operational results of the Lapino-2 and rump-up of Lapino-4 to full capacity

Performance results

The image features a solid blue background with several overlapping, semi-transparent circles of varying shades of blue. The text "Performance results" is written in a bold, white, sans-serif font, positioned in the upper left quadrant of the image.



Hospitals in Moscow



Currently functions as Covid-centre

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

Multidisciplinary healthcare centre

4,200 m²
size

100
beds

MD Group Hospital

Multifunctional hospital for the whole family

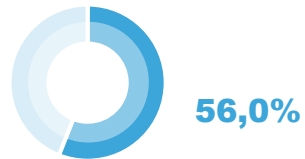
27,600 m²
size

261
beds

Revenue

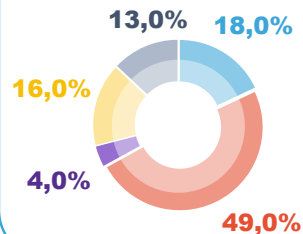
44.2%
revenue growth
2021 y/y

Share of total
Group revenue

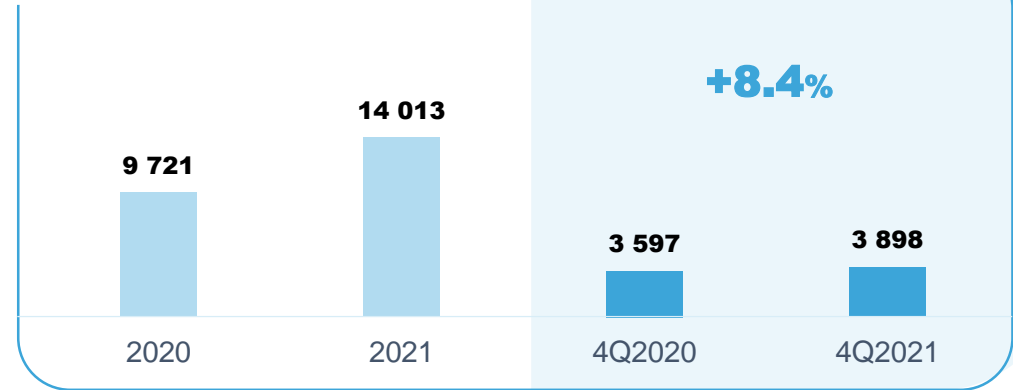


Revenue structure

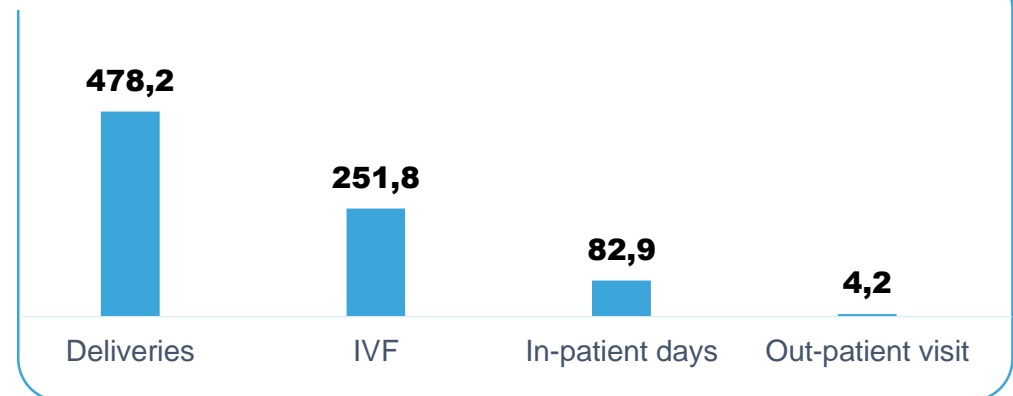
- Out-patient visits
- In-patient days
- IVF cycles
- Deliveries
- Other revenue



Revenue dynamic, RUB mn



Average ticket, RUB ths

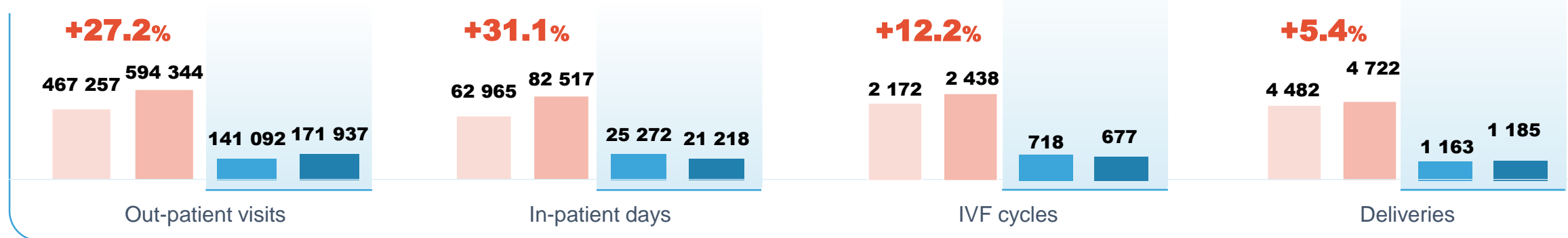




Hospitals in Moscow. Key operational results

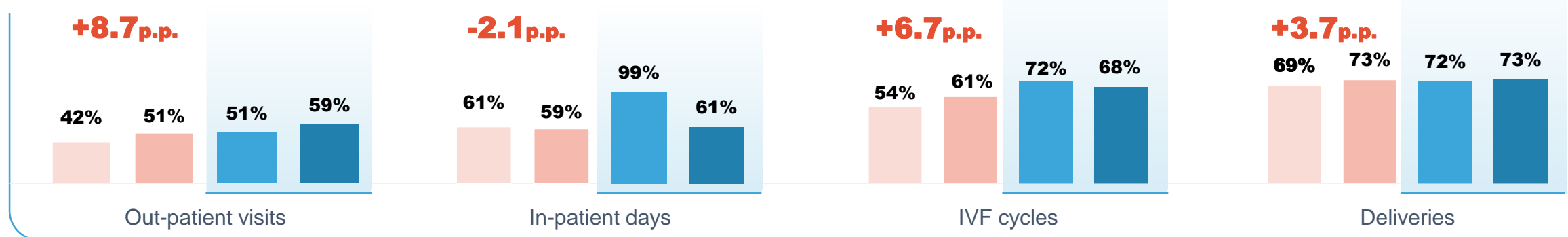
Operating indicators

2020 2021 4Q2020 4Q2021



Utilization rate, %

2020 2021 4Q2020 4Q2021





Out-patient clinics in Moscow and Moscow region



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



620 m²
clinic average size



9 clinics
in Moscow and Moscow region

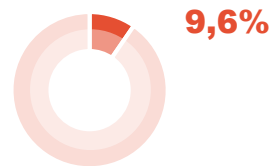


2 labs
MD Lab

Revenue

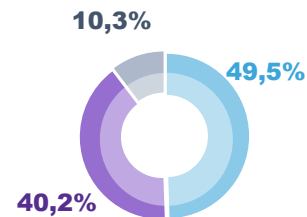
7.6%
revenue growth
2021 y/y

Share of total
Group revenue

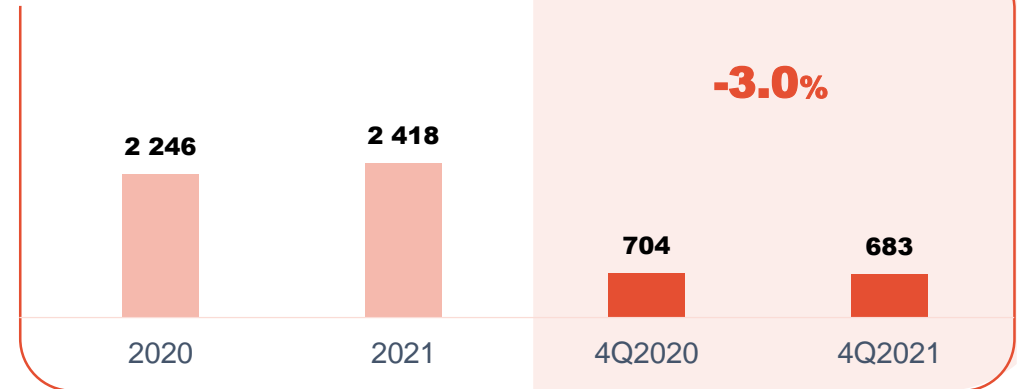


Revenue structure

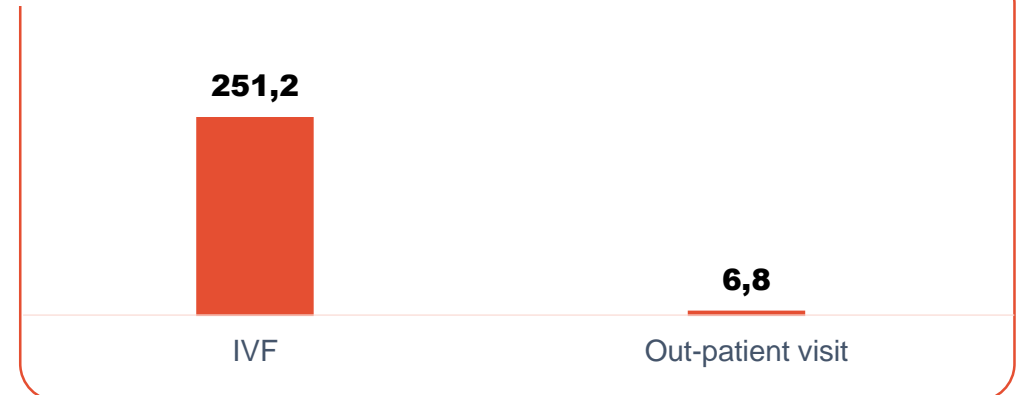
- Out-patient visits
- IVF cycles
- Other revenue



Revenue dynamic, RUB mn



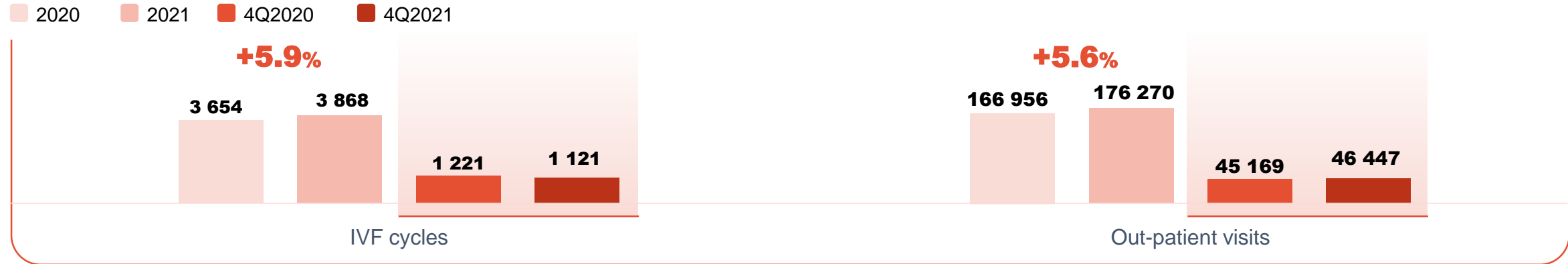
Average ticket, RUB ths





Clinics in Moscow and MR. Key operational results

Operating indicators



Utilization rate, %





Hospitals in regions



Wide range of first class medical services in regions

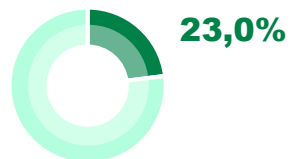
6 hospitals in: Ufa, Samara, Novosibirsk, St Petersburg and Tyumen

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

Revenue

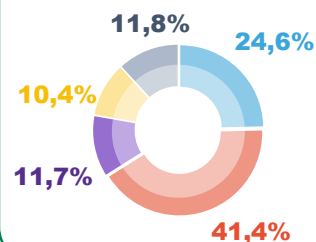
26.1%
revenue growth
2021 y/y

Share of total
Group revenue

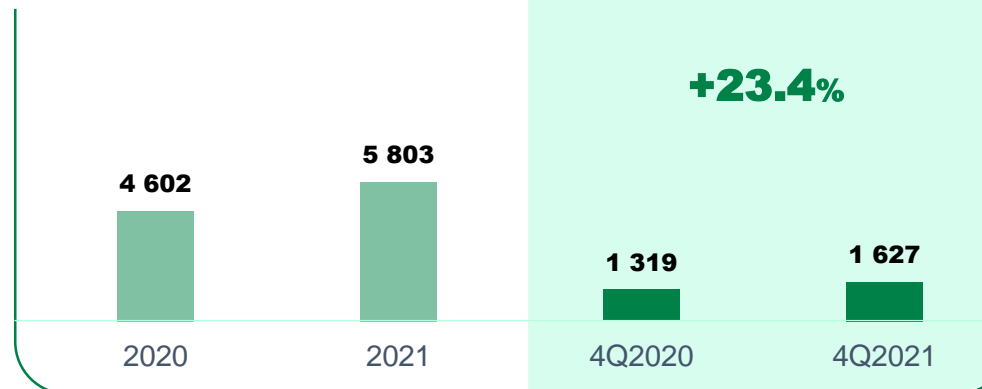


Revenue structure

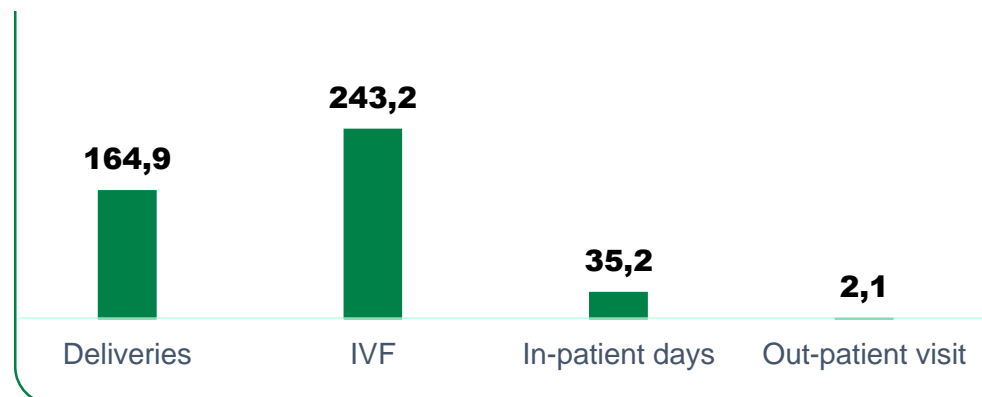
- Out-patient visits
- In-patient days
- IVF cycles
- Deliveries
- Other revenue



Revenue dynamic, RUB mn



Average ticket, RUB ths

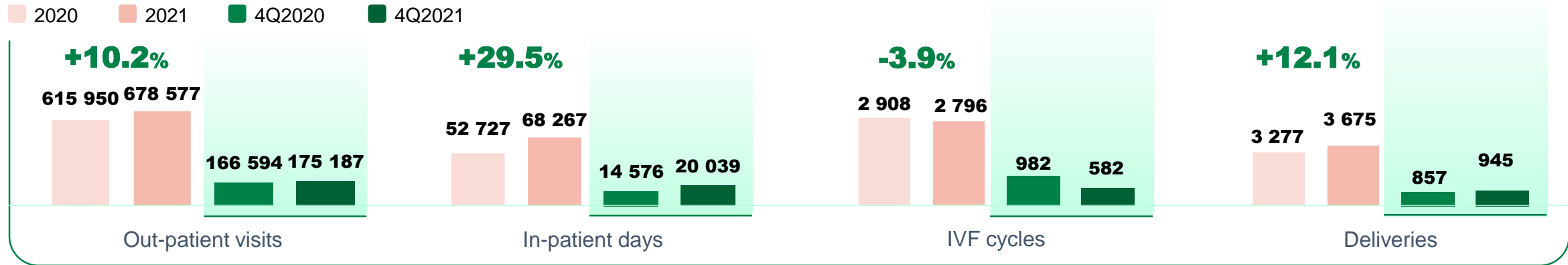


¹Multifunctional hospital MD Lakhta and MD Tyumen 2 were launched in 2022

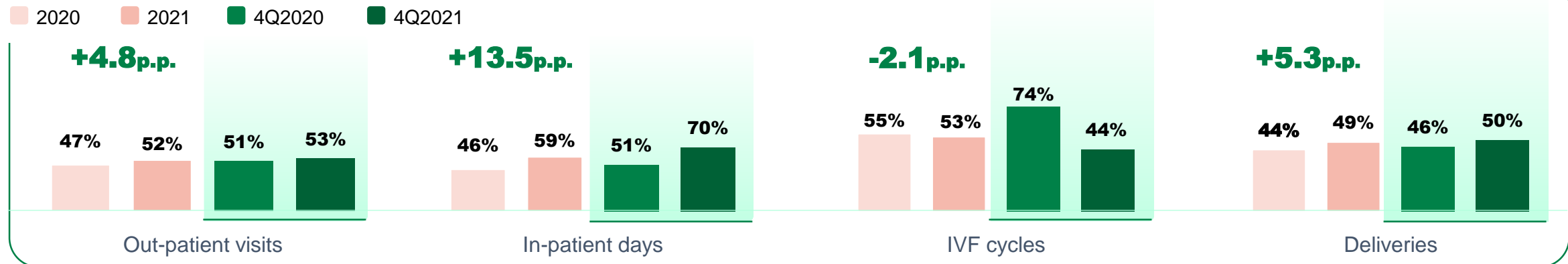


Hospitals in regions. Key operational results

Operating indicators



Utilization rate, %





Out-patient clinics in regions



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



780 m²
average size



28
clinics



23
cities of presence

Revenue



16.6%
revenue growth
2021 y/y

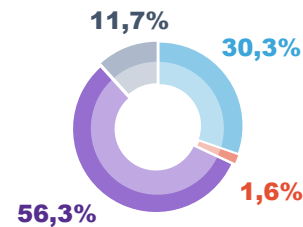
**Share of total
Group revenue**



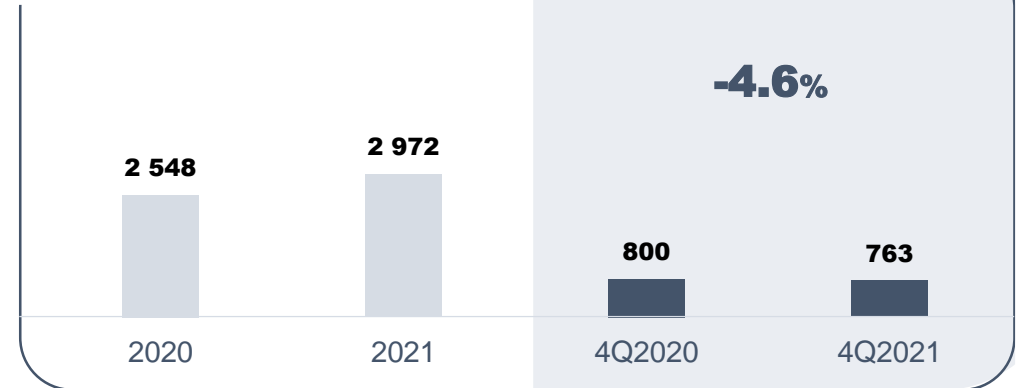
11,8%

Revenue structure

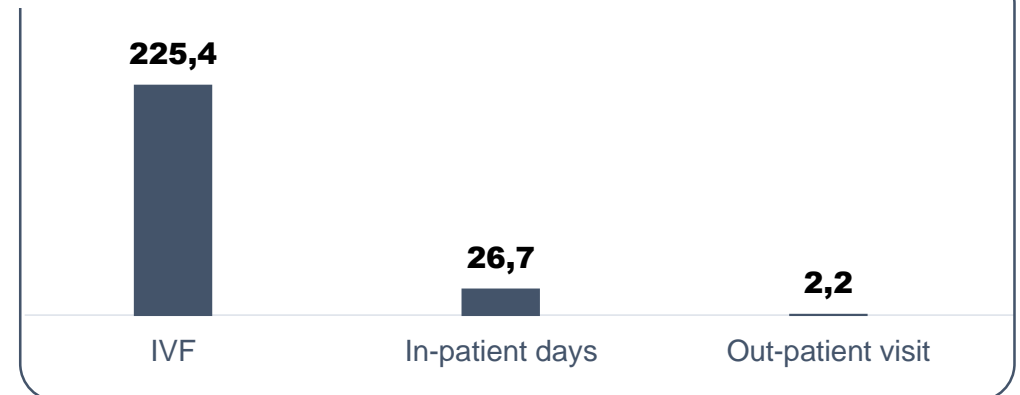
- Out-patient visits
- In-patient days
- IVF cycles
- Other revenue



Revenue dynamic, RUB mn



Average ticket, RUB ths

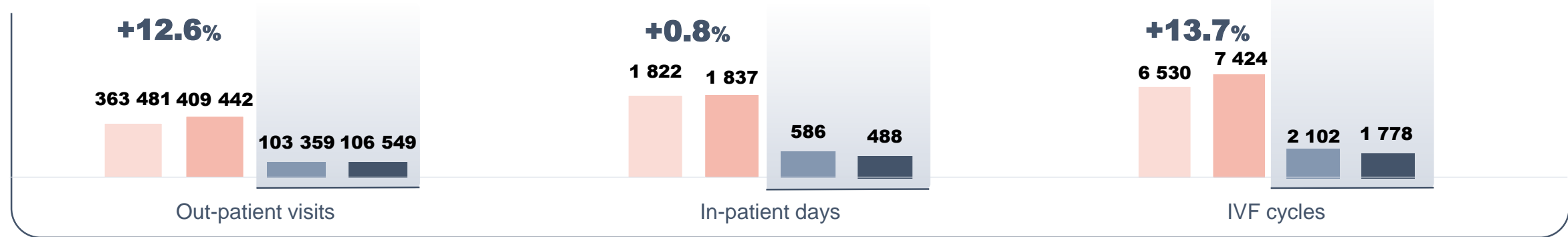




Clinics in regions. Key operational results

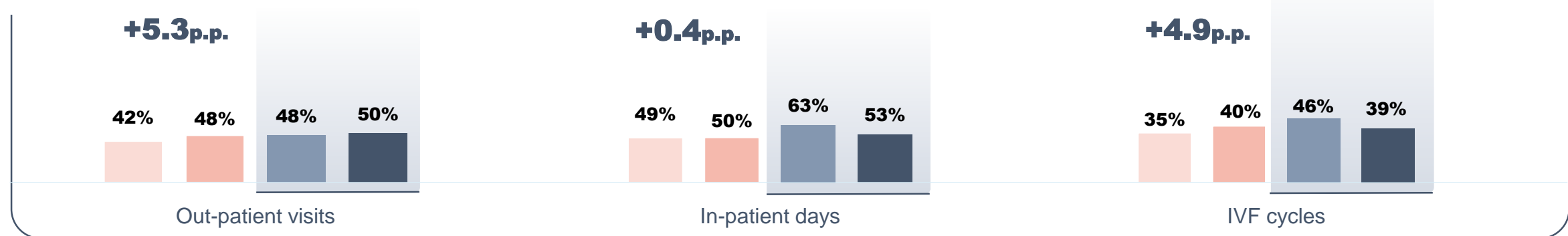
Operating indicators

2020 2021 4Q2020 4Q2021



Utilization rate, %

2020 2021 4Q2020 4Q2021



Financial results



Profit and losses statement, RUB mn

	2020	2021	YoY growth
Revenue	19,133	25,220	31.8%
Cost of sales	(12,007)	(15,232)	26.9%
Gross profit	7,127	9,988	40.1%
Gross margin,%	37.2%	39.6%	2.4p.p.
SG&A	(2,807)	(3,402)	21.2%
Other income, net	184	36	(80.2%)
EBITDA	6,008	8,276	37.7%
EBITDA margin, %	31.4%	32.8%	1.4p.p.
Depreciation and Amortization and other adjustments ¹	(1,504)	(1,654)	10.0%
EBIT	4,504	6,622	47.0%
FX gain / (loss)	123	(8)	n/a
Net finance expenses	(289)	(456)	57.9%
Profit before tax	4,338	6,158	42.0%
Taxes	(5)	(15)	219.3%
Net Income	4,333	6,143	41.8%
Net income margin, %	22.6%	24.4%	1.7p.p.

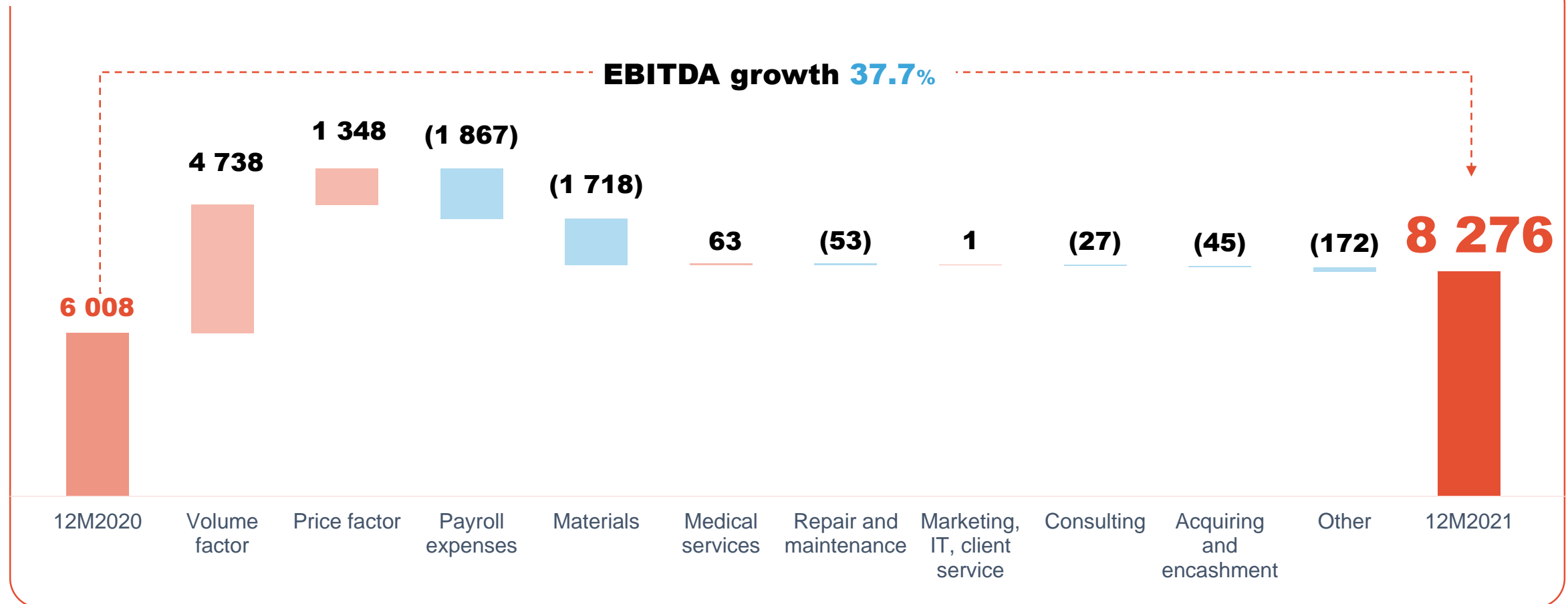
¹In 2021 adjusted for other income from the property tax refund amounted to RUB 45 mn

In 2020 adjusted for impairment of CIP amounted to RUB 20 mn and property tax refund amounted to RUB 41 mn



EBITDA decomposition

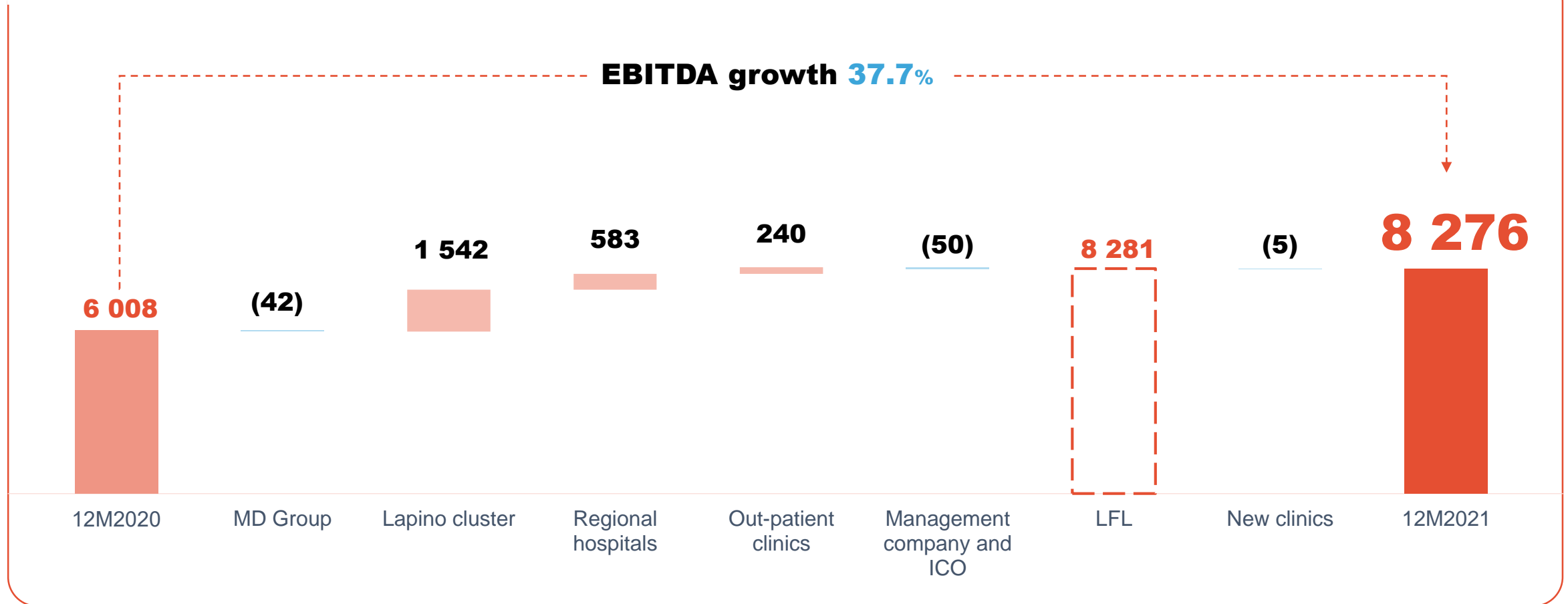
Bridge analysis, RUB mn





EBITDA structure

Bridge analysis, RUB mn





Key expenses, RUB mn

X% as of total Revenue

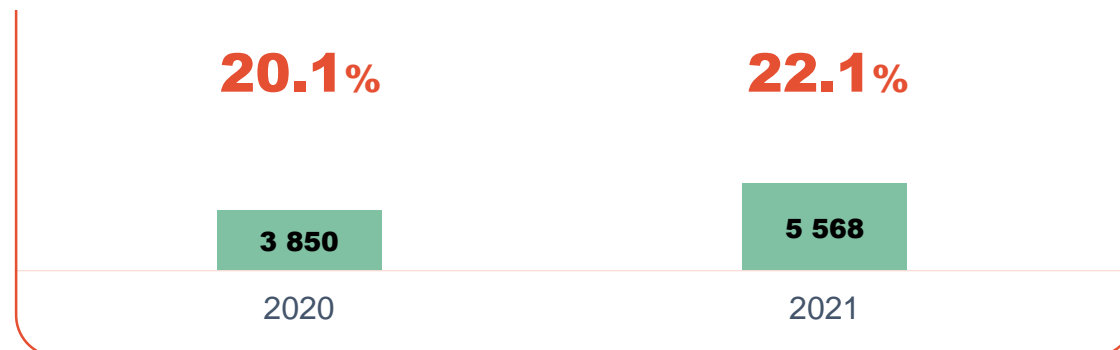
Payroll and Social contributions



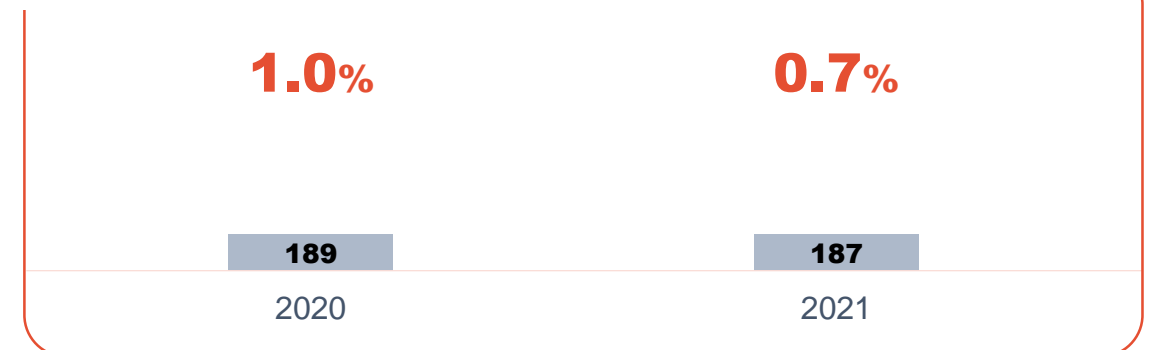
Medical services expenses



Material expenses



Functional expenses¹



¹Functional expenses include Marketing, IT and client service costs



Balance sheet¹, RUB mn

Assets	2020	2021
Total non-current assets	26,138	28,557
Fixed assets	23,297	26,070
Intangible assets	2,206	2,142
Other non-current assets	636	344
Total current assets	5,857	5,726
Cash and cash equivalents	3,129	3,590
Inventories	974	1,165
Trade, other receivables and deferred expenses	1,008	971
Short-term deposits	746	-
Total assets	31,994	34,282

Equity and liabilities	2020	2021
Total long-term liabilities	6,398	4,818
Long-term debt	5,230	3,727
Contract liabilities	483	460
Trade and other payables	680	625
Other long-term liabilities	5	6
Total current liabilities	5,644	6,367
Short-term debt	1,588	1,786
Current trade and other payables	2,630	3,010
Other current liabilities	1,426	1,570
Total Equity	19,953	23,097
Total Equity and liabilities	31,994	34,282

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



Debt portfolio

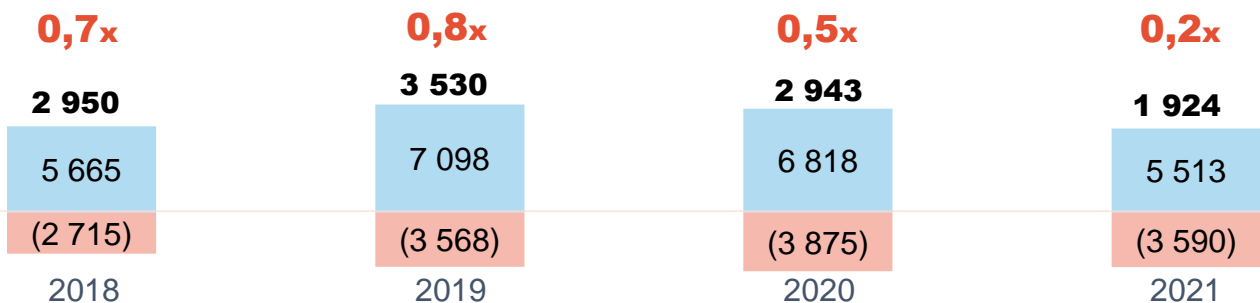
Net debt, RUB mn

■ Cash and short term bank deposits

■ Debt

XX Net Debt

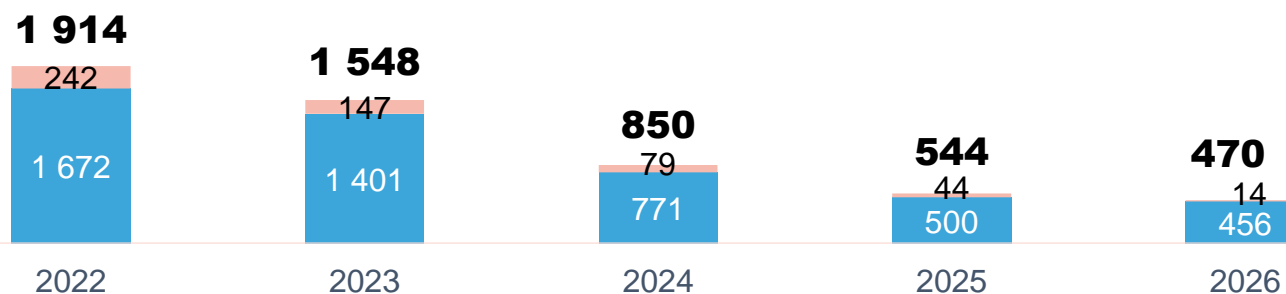
Xx Net Debt / EBITDA



Repayment schedule¹, RUB mn

■ Interest

■ Principal amount



¹Repayment schedule includes repayment of bank loans

Key highlights



Stable financial position due to a strong cash balance. Net debt as of 2021 = RUB 1.9 bln

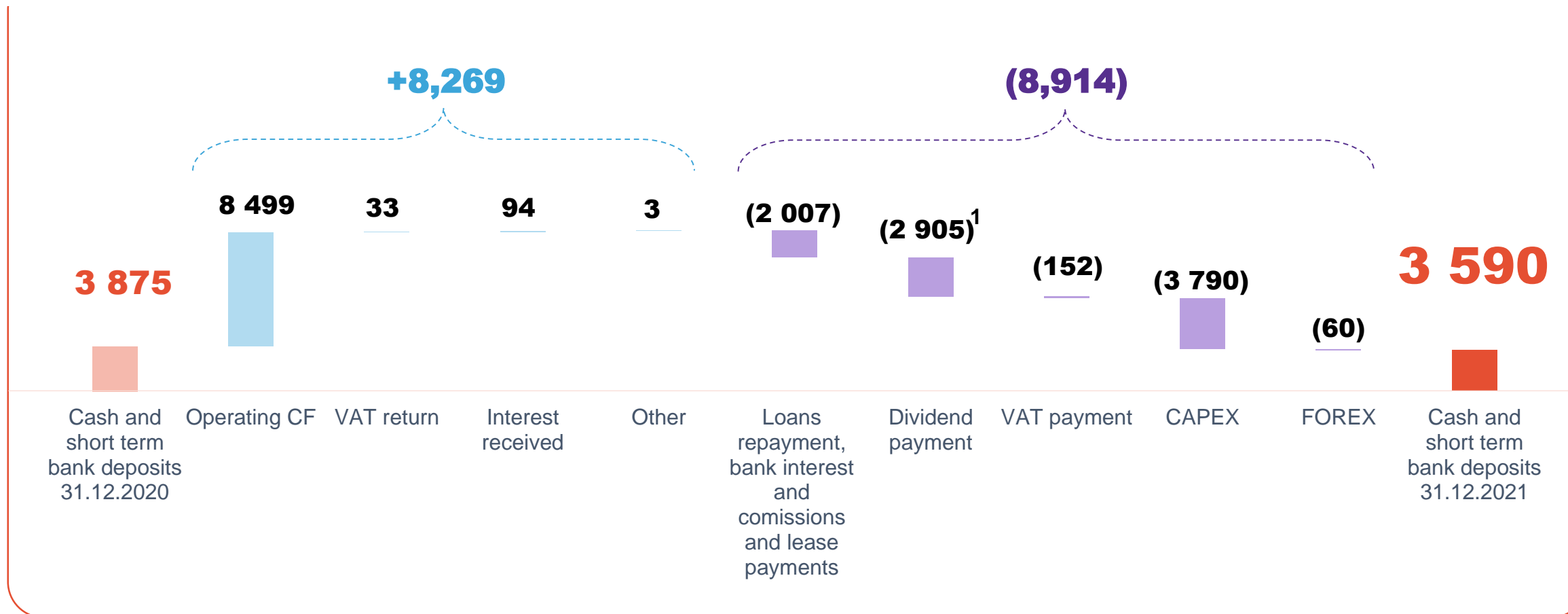
Low level of leverage = Net Debt / EBITDA 0.2x as of 2021

Low currency risk = no debt denominated in foreign currency



Free cash flow

Bridge analysis, RUB mn

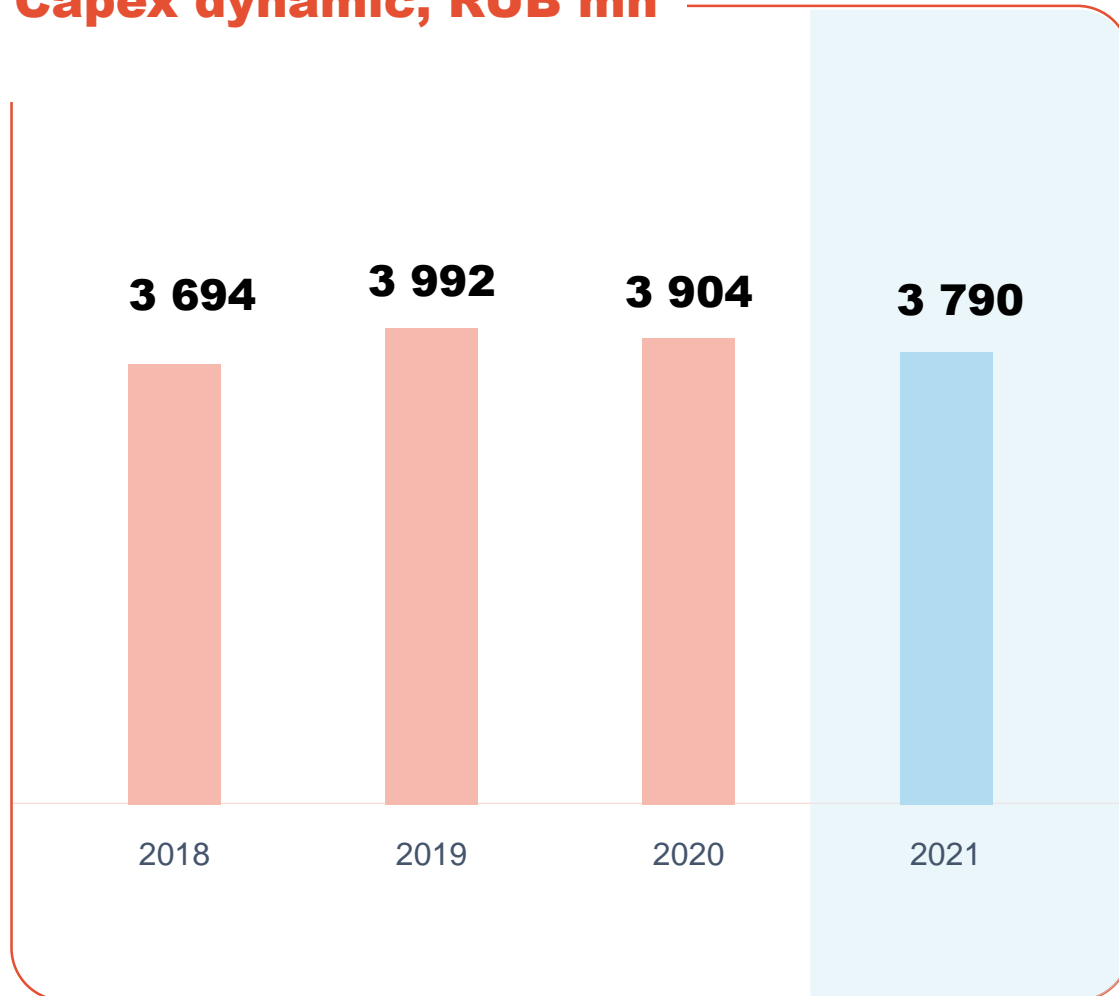


¹Including RUB 178 mn - non-controlling interest

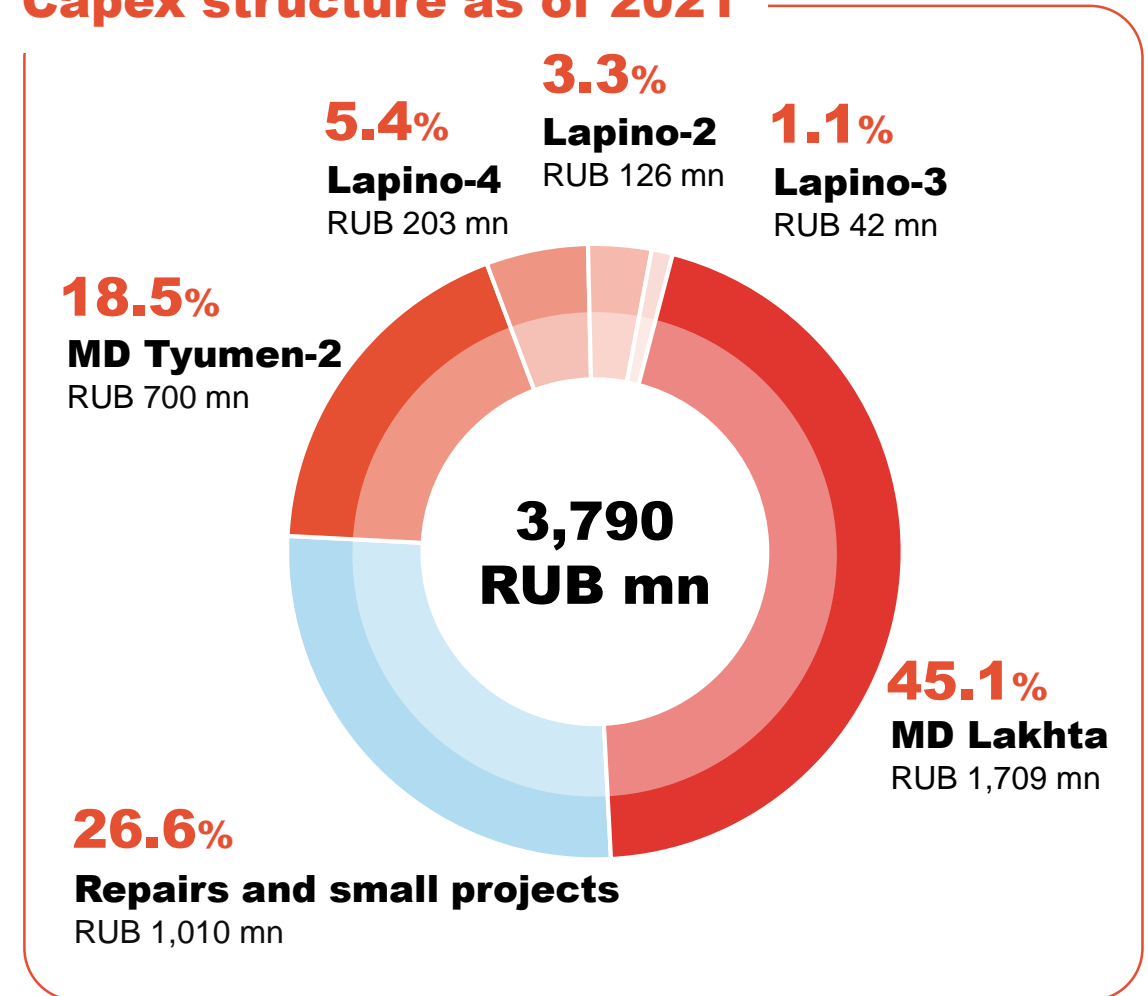


Capex highlights

Capex dynamic, RUB mn



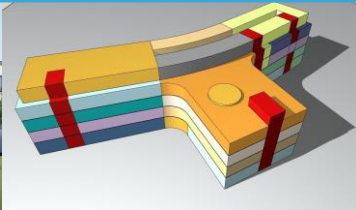





Capex structure as of 2021










New projects overview – hospitals

	LAUNCHED		PLANNING AND DESIGN STAGE		
					
	MD Lakhta	Tyumen-2	Lapino-3	Lapino-5	Domodedovo
 Region	St. Petersburg	Tyumen	Moscow and Moscow region	Moscow and Moscow region	Moscow and Moscow region
 Profile	Covid centre / Multifunctional hospital	Covid centre / Infectious building	Nuclear medicine centre	Psychoneurological centre	Multifunctional hospital
 Key metrics	9,000 m² 150 beds	4,750 m² 100 beds	11,700 m² PET CT, radio therapy, theranostics	100 beds	15,600 m² 164 beds
 CAPEX, RUB mn	2,000	950	4,000	1,000-1,500	4,000
 Expected launch	January 2022	February 2022	2024	Frozen	Frozen



Work in progress – clinics and more

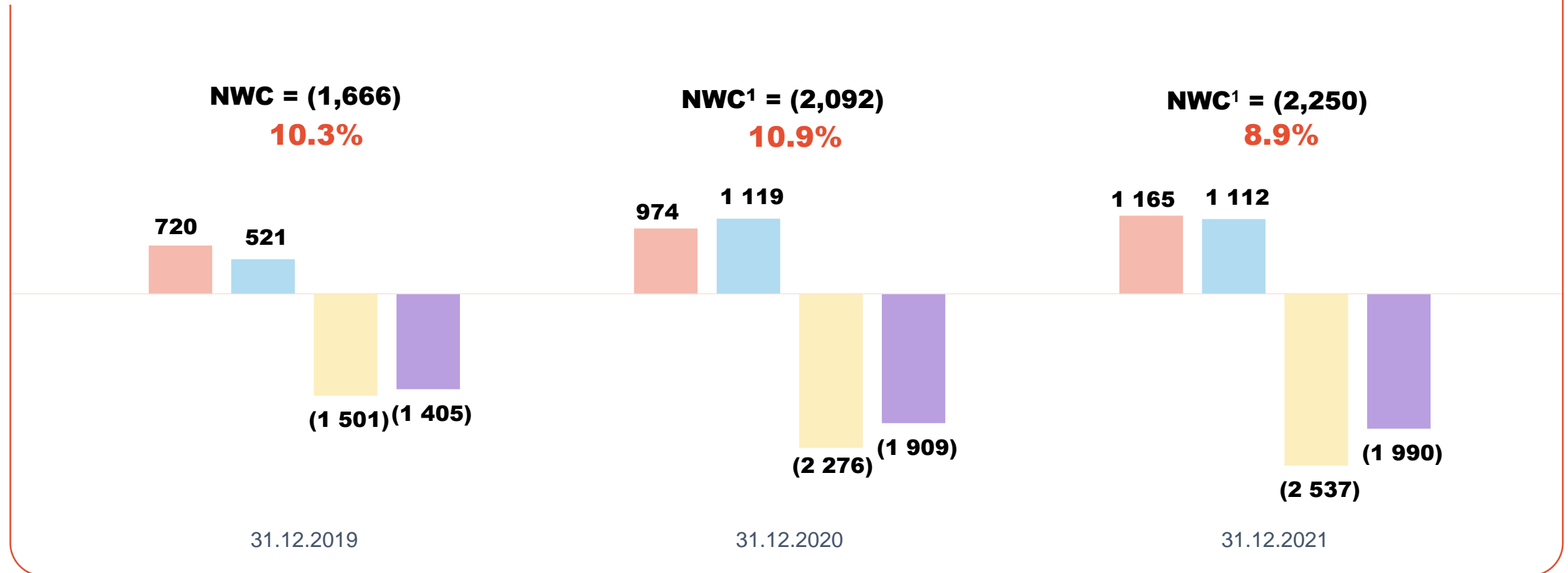
	LAUNCH		CONSTRUCTION			SCALING	
	MOSCOW AND MOSCOW REGION		REGIONS			MD Lab	MGIMO Med
 Region	Mytishchi	Butovo	Lipetsk	Belgorod	Ekaterinburg	Laboratories	Education
	Moscow Region	Moscow Region	Lipetsk region	Belgorod region	Sverdlovsk region	Moscow and MR	Moscow and MR
 Profile	Gynecology	Gynecology	IVF cycles	IVF cycles	IVF cycles	10 collection stations	Medical university
 Key metrics	240 m ²	195 m ²	450 m ²	394 m ²	417 m ²	700 m ²	JV with MGIMO
 CAPEX, RUB mn	22	22	50	40	50	70	23
 Expected launch	2Q'2022	2Q'2022	Frozen	Frozen	1H'2022	2022	1H'2022



Working capital highlights

Bridge analysis, RUB mn

■ Inventories
 ■ Accounts receivable
 ■ Accounts payable
 ■ Contract liabilities
 XX% NWC/Revenue



¹Accounts receivable were adjusted for allowances in accordance with the IFRS 9




Management overview



Mark Kurtser

Founder, CEO and
Member of the Board
of Directors

PhD in medical science,
Member of Russian
Academy of Science


 **40 years**
in medicine



Andrey Khoperskiy

First Deputy CEO

Joined the Group in 2013
as Head of Financial
Control and Treasury

 **13 years**
in finance



Vadim Vlasov

Deputy CEO
for development

Joined the Group in 2019
as deputy CEO in charge
of development.

 **12 years**
in pharmacy and medicine



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


 **17 years**
in medicine



Konoplev Boris

General Director
of Lapino Medical
Cluster

Practicing obstetrician-
gynecologist

 **18 years**
in medicine



Yakunina Natalia

Medical Director,
Head of outpatient clinics

PhD in medical science

 **31 years**
in medicine



Doctors overview



Polyakova Olga
Ph.D. in Medicine
Specialist in Pediatrics

25 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

10 years
in medicine

- Director of the Oncology Centre Lapino-2
- Member of Russian Academy of Sciences
- Graduated Pirogov Research Medical University
- Head 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

24 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

22 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

12 years
in medicine

- Head of the Cardiology Department
- 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

20 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 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

26 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

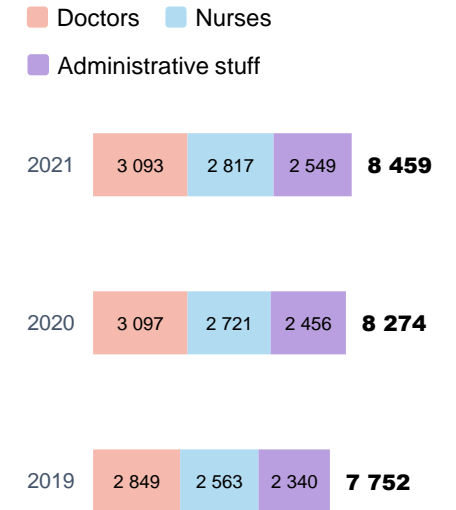
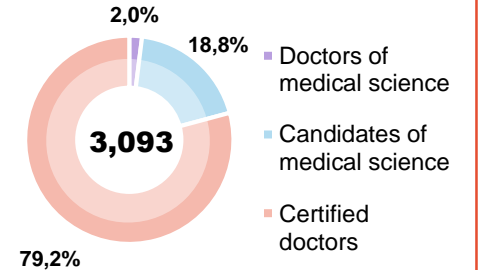


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- Head of the Department of X-ray Endovascular Methods of Diagnosis and Treatment
- Member of Russian Society of Specialists in Endovascular Methods of Diagnosis and Treatment, European Society of Anesthesiologists
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