



Мать и дитя
ГРУППА КОМПАНИЙ

MD Medical Group Acquisition of 100% of IDK Medical Company

14 March 2013

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Presentation of information



All operational information concerning the Company and the Group presented in this presentation is derived from the management accounts. Selection of historical operational and financial information including annual consolidated financial statements and condensed interim financial information for the prior periods prepared in accordance with International Financial Reporting Standards (“IFRS”) are available at MDMG’s corporate website www.mcclinics.com.

This presentation also contains certain operational and financial information concerning Vitanostra Ltd. and ZAO “Meditsinskaya kompania IDK” (“IDK”), obtained by the Group in connection with a limited due diligence process carried out prior to the acquisition of IDK. Accordingly, the Group has had only a limited opportunity to collect and review this information, and has not been able to confirm its completeness, accuracy or fairness. The financial information in this presentation concerning IDK is based on the financial statements of IDK prepared in accordance with Russian accounting standards and presented in Russian rubles.

Rounding adjustments have been made in calculating some of the financial and operational information included in this announcement. As a result, numerical figures shown as totals in some tables may not be exact arithmetic aggregations of the figures that precede them.

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Transaction highlights



Background and rationale

- MDMG is acquiring a 100% of Vitanostra Ltd. – operator of the IDK Medical Company network of women’s and children’s health clinics in the Samara region of Russia
- IDK is focused on IVF, out-patient obstetrics and gynaecology and paediatrics and is considered to be an ideal fit for MDMG’s expanding network across Russia
- IDK operates a similar model to existing Mother and Child clinics and will be integrated into the Mother and Child network
- Vitanostra Ltd. is owned by third parties unrelated to MDMG, representing current management of IDK
- Acquisition of IDK will enhance MDMG’s market position in terms of number of IVF and other out-patient treatments:
 - Number of IVF treatments in IDK in 2012 was 953¹, which represents 25% of MDMG’s 3,863² cycles
 - Total number of out-patient treatments in IDK in 2012 was 152.9 th. representing 36% of the same parameter for MDMG (422.6 th.)
- The acquisition is consistent with MDMG’s strategy of regional expansion and development of high quality network of out-patient clinics (along with construction of big hospitals) focusing on IVF, obstetrics and gynecology and paediatrics

Mother and Child network across Russian regions



Key terms of the transaction

Closing	The transaction is expected to be completed in the first half of 2013 after regulatory approvals
Consideration	The acquisition is for cash consideration of USD 16.1 mln
Financing	Own funds

Notes: ¹ Number of IVF cycles and outpatient treatments provided as a part of IDK management accounts;
² MDMG management accounts

IDK is among top Russian private healthcare companies



1

Market leader

- IDK is a highly recognized brand in Russia
- IDK is the largest private medical company in the Volga region and one of the largest in Russia
- IDK is a well known and reputable company in Russia both among patients and medical professionals

2

Wide range of medical services and a network of clinics

- Business activities of IDK are similar to MDMG profile
- IDK provides a wide range of in-patient and out-patient services with a focus in obstetrics and gynecology, IVF, pediatrics and diagnostic services
- IDK is a recognized leader in IVF and fertility treatment in Russia
- IDK has a developing network of clinics in Samara and Samara region (incl. Tolyatti and Novokuibyshevsk)

3

20 years successful history of operations

- IDK was established in 1992
- IDK's doctors implement advanced medical technologies and use modern equipment
- IDK has its own successful educational center for doctors
- Company has highly competent physicians and strong management team who will remain with the business after acquisition

IDK highlights

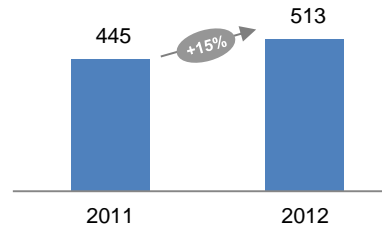


IDK overview

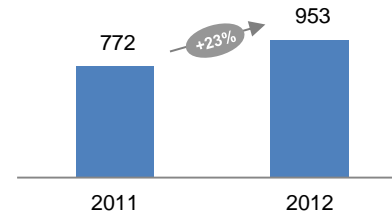
- IDK is the largest private healthcare provider in the Volga region and one of the largest medical companies in Russia
- IDK operates in 3 largest and most developed cities of Samara region:
 - Samara – 4 out-patient clinics and 2 diagnostic laboratories;
 - 1 out-patient clinic in Tolyatti;
 - 1 out-patient clinic in Novokuibyshevsk
- The total area of IDK premises amounted to 6,758 square meters¹, out of which 3,993 square meters are owned by the company, the rest is leased based on long-term agreements
- IDK has 606 employees² including:
 - 206 doctors;
 - 175 medical staff;
 - 225 other employees
- As of 31 December 2012 IDK's net debt stood at RUB 59 mln.

Operational and financial highlights

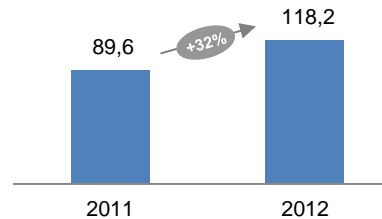
Revenue³, mln RUB



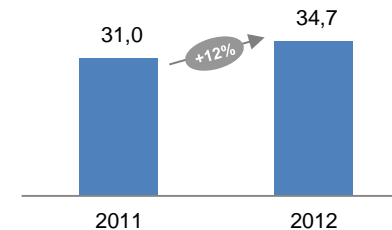
IVF, cycles



Other out-patient services⁴, th. treatments



Out-patient paediatrics, th. treatments



Notes: ¹ IDK information memorandum; ² Total headcount of IDK as of 30.06.2012 received during due diligence process; ³ Preliminary RAS accounting data for 2012 and data for 2011 received during due diligence process; ⁴ number of IVF cycles and outpatient treatments provided as a part of IDK management accounts

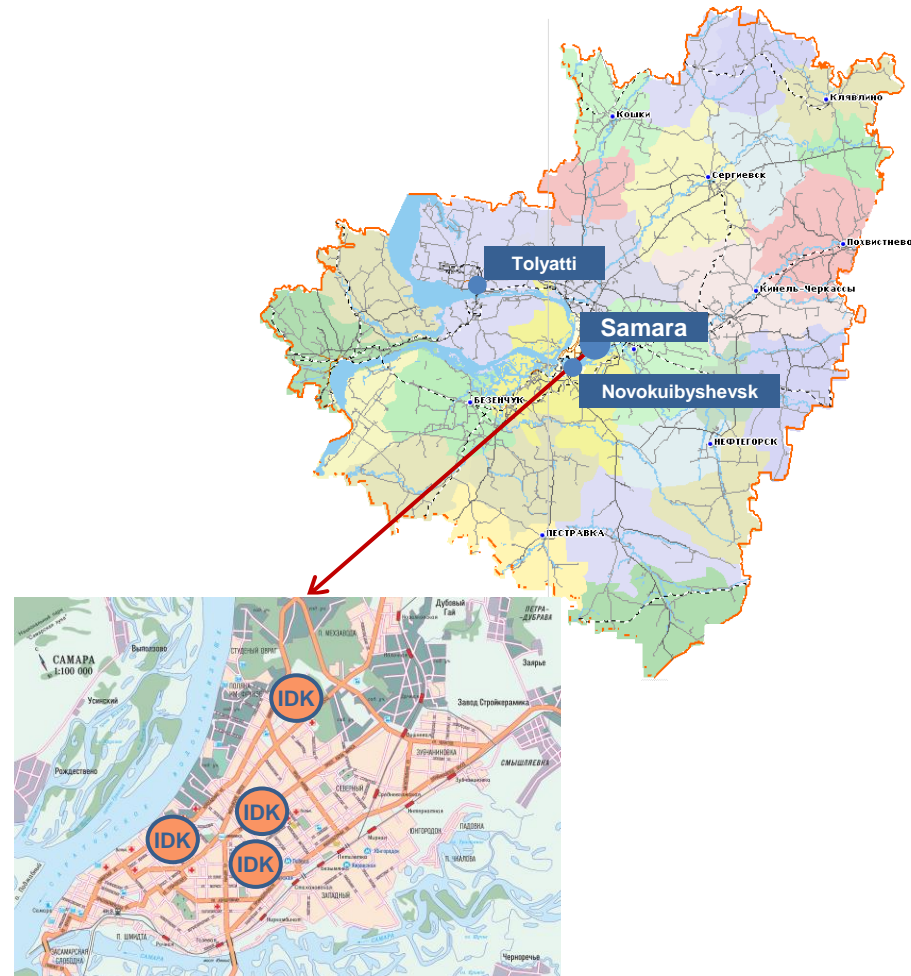
Samara represents a new region for MDMG expansion



Key statistics

- Total population of Samara region is 3.2¹ million
- More than 80% of urban population lives in one of the largest urban agglomeration in Russia: “Samara – Tolyatti – Novokuibyshevsk”:
 - 1.1 million in Samara;
 - 0.7 million in Togliatti;
 - 0.1 million in Novokuibyshevsk
- Samara is one of the leading industrial centers in Russia – circa 23 bln USD gross regional product in 2011
- Around 37,000 baby deliveries per annum and circa 1.6 thousand beds for deliveries in public hospitals in the region
- Circa 2,300² IVF cycles per annum in Samara region

IDK network in Samara and Samara region



Notes: ¹ Rosstat data;

² IDK management data for 2012

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