



MD Medical Group

Operating results

3Q and 9M2024



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MD Medical Group – Unique Company on the Russian Healthcare Market









- ✓ One of the largest private healthcare providers in Russia
- ✓ Leading company in multidisciplinary healthcare
- ✓ Unique competences in women's and children's healthcare
- ✓ The first public company in the industry, with the London Stock Exchange IPO back in 2012
- ✓ First level listing of ordinary shares on the Moscow Exchange (ticker: MDMG)

Investment case

Vertically integrated business model strengthened by in-house medical university – MGIMO-MED

Extensive Geography

Wide range of healthcare services

 **50** Clinics  **11** Hospitals  **1** MGIMO-MED
 **30** Regions  **36** Cities  **78** Medical specializations

RUB 24 bn
9M2024
Revenue

>60%
of net profit was
paid as
dividends in Q3

RUB 3.6bn
Net cash position
as at 30.09.2024

Attractive market fundamentals

High standards of medical care, brand recognition

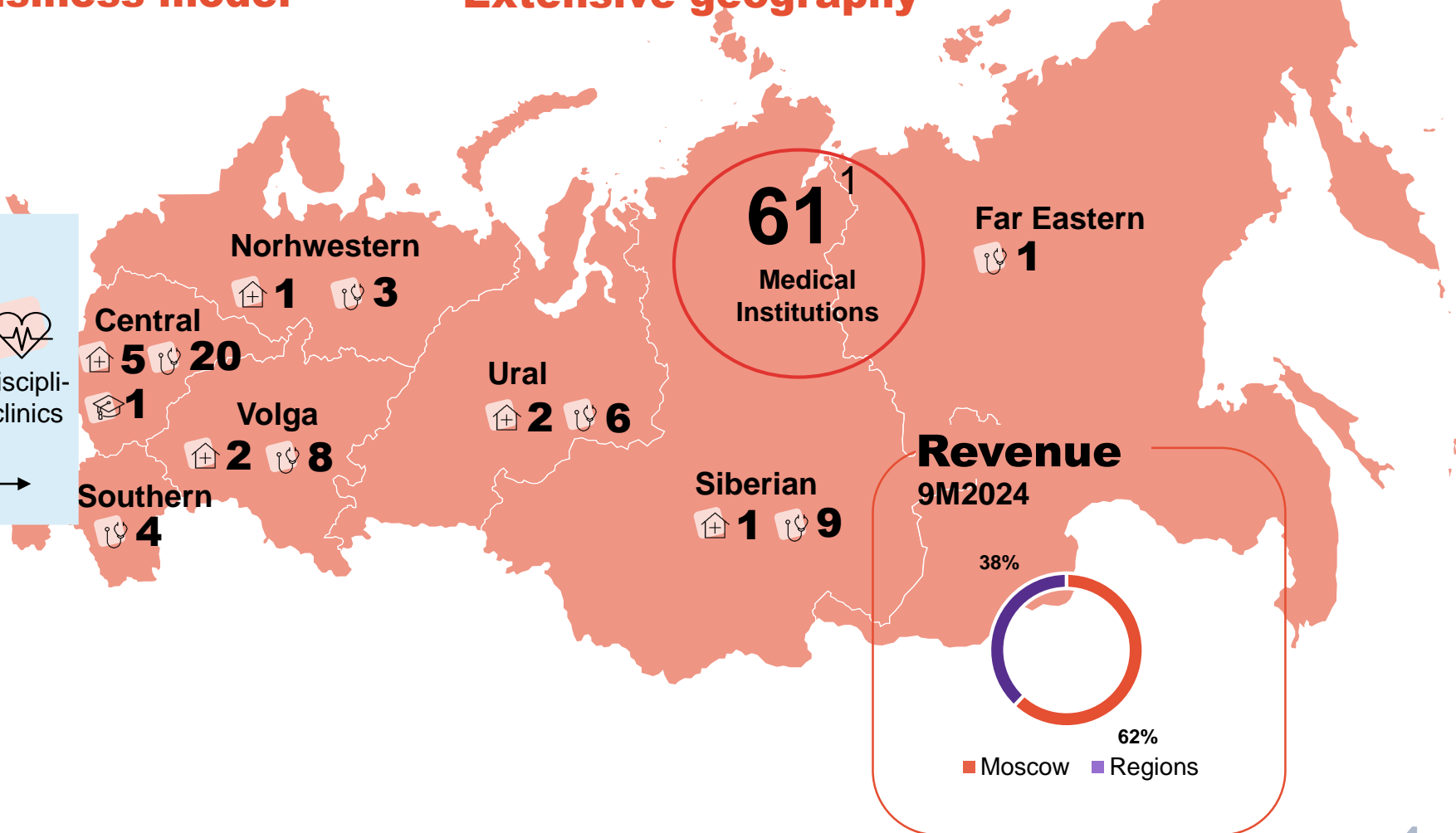
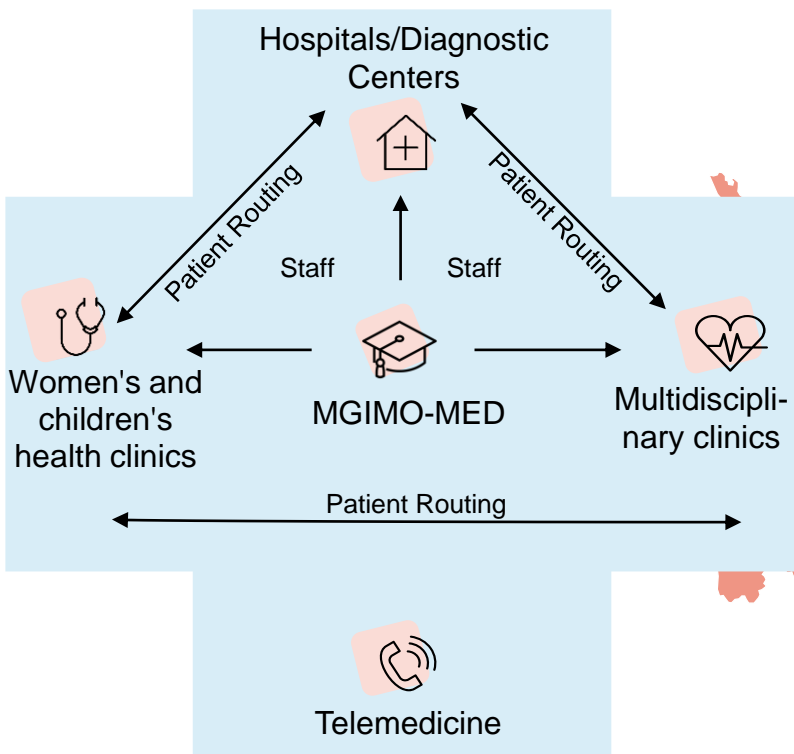
Professional management team motivated for the Company's growth

MD Medical Group – #1 federal network of affordable medicine in Russia



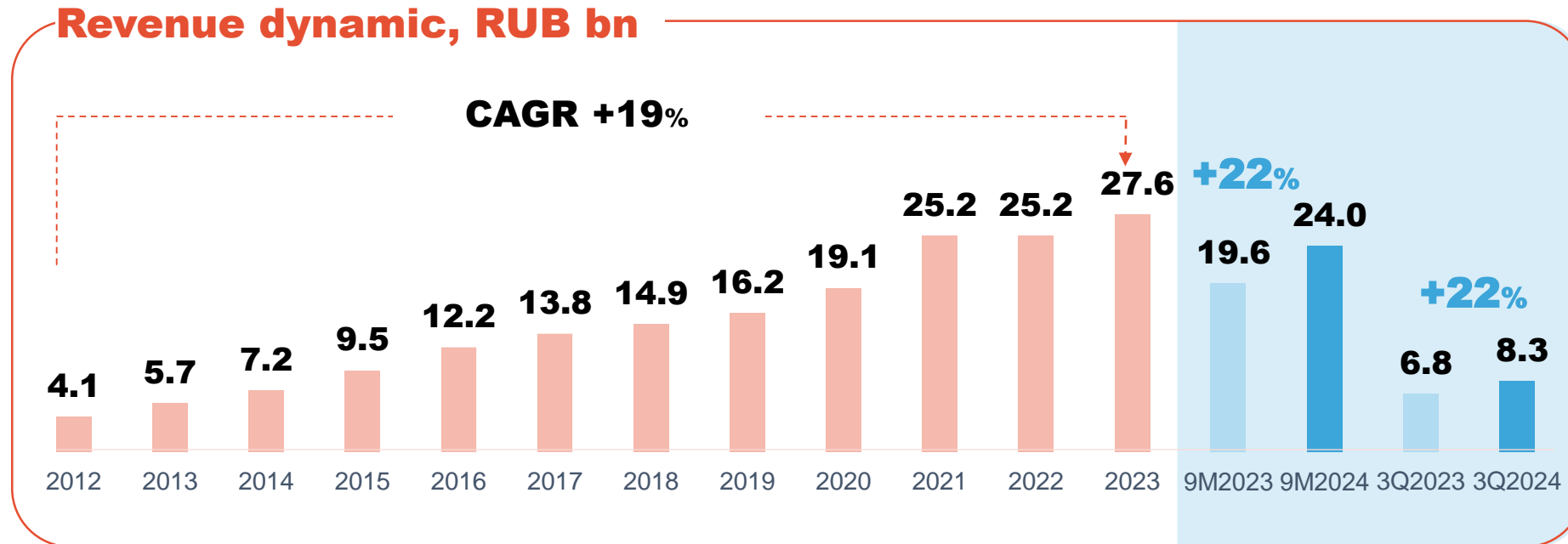
Vertically integrated business model

Extensive geography



¹ As at publication date

Business Growth Dynamics



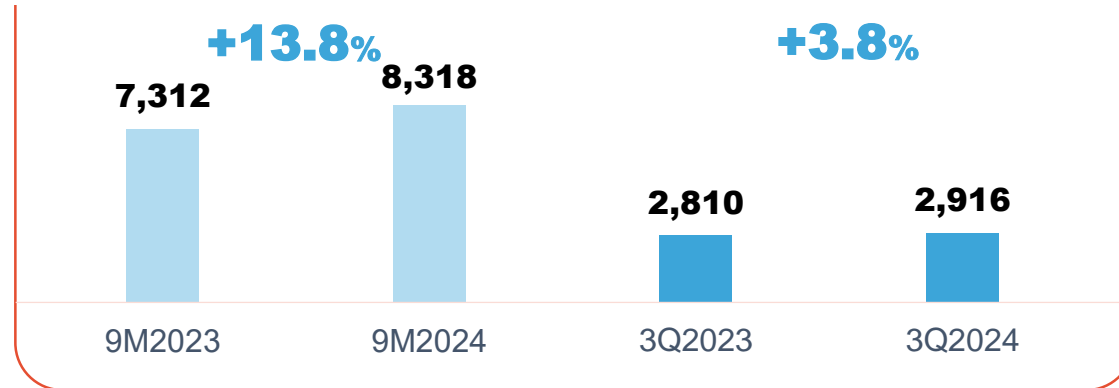
Key drivers of revenue growth in 3Q2024:

- ✓ In-patient, out-patient and deliveries services rendered by the hospitals in Moscow and Moscow region
- ✓ In-patient and out-patient services rendered by the regional hospitals
- ✓ out-patient services rendered by Moscow and regional clinics

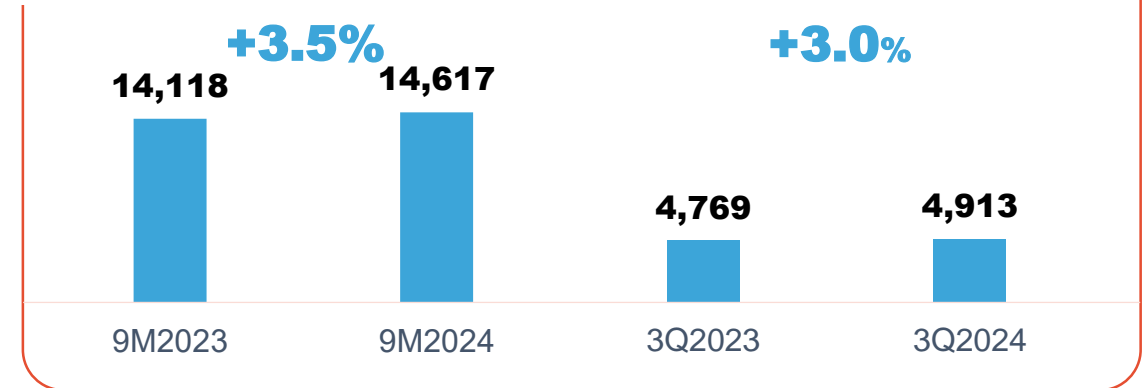
Key operational results



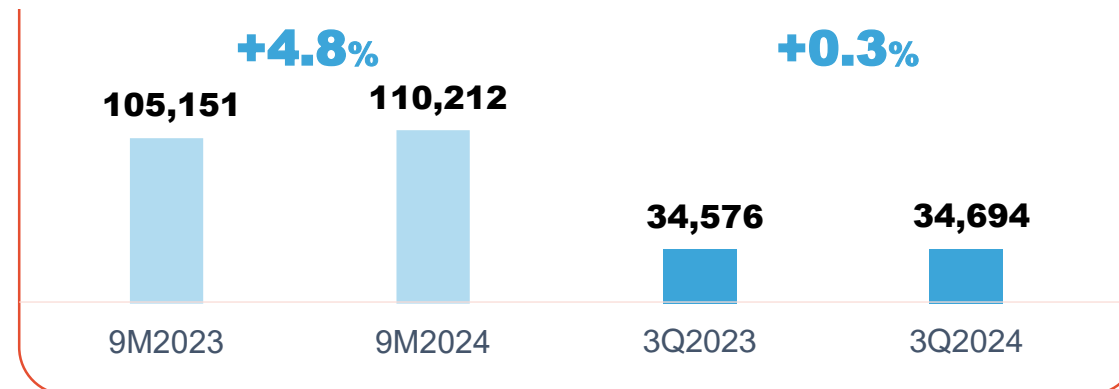
Deliveries



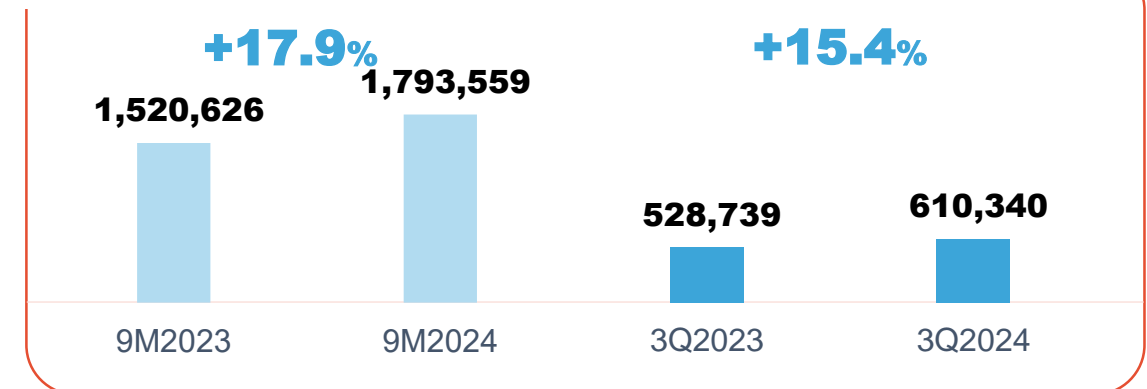
IVF punctures



In-patient days



Out-patient visits



Hospitals in Moscow



LAPINO CLUSTER

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

46
beds

MD Group

Multifunctional hospital for the whole family

27,600 m²
size

261
beds

MD Group Michurinsky

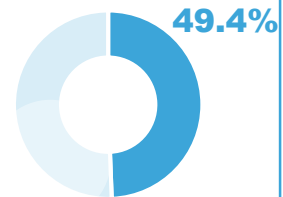
Multifunctional Hospital for the whole family

8,755 m²
size

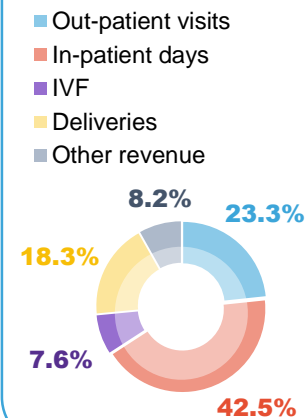
60
beds

9M2024

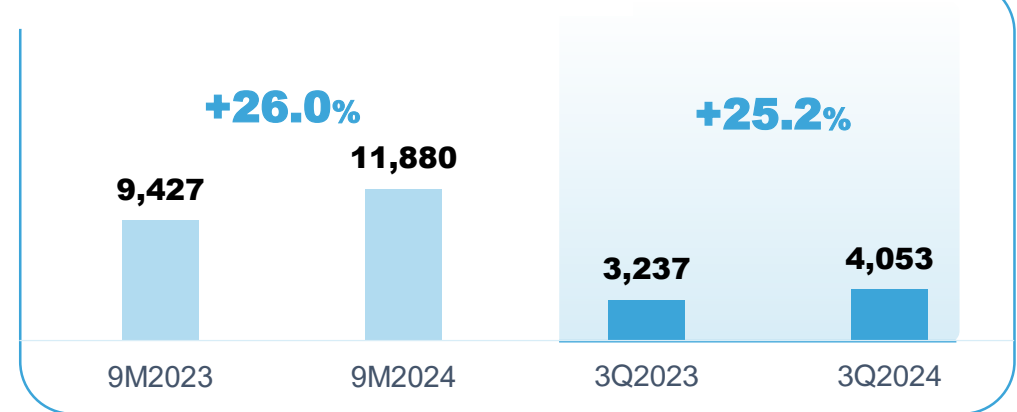
Share of total Group revenue



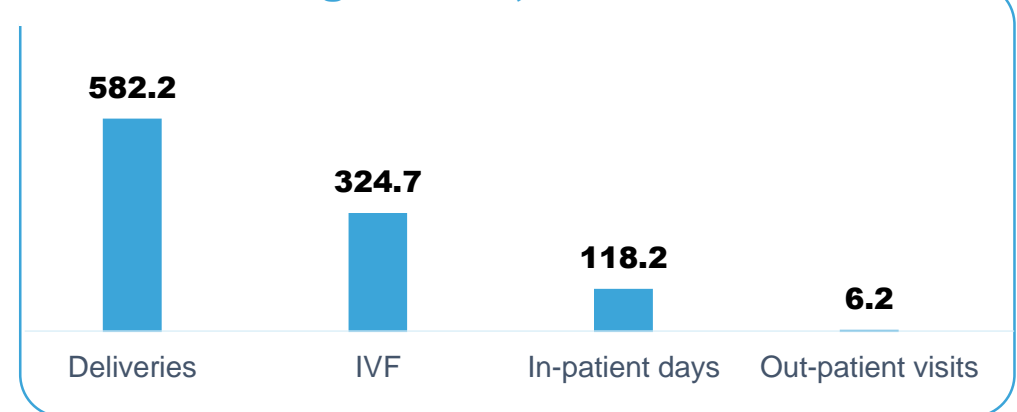
Revenue Structure



Revenue dynamic, RUB mn



3Q2024 average ticket, RUB ths



Hospitals in Moscow. Key operational results



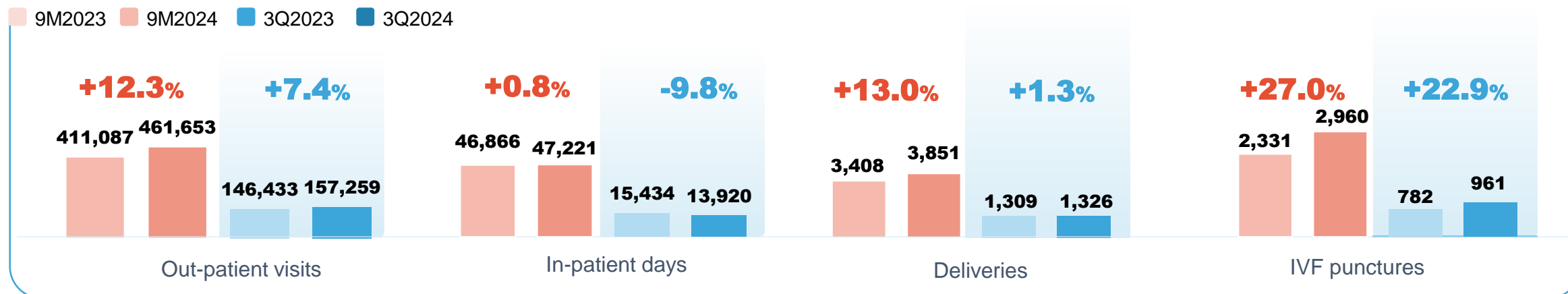
Key operating drivers of revenue dynamic in 3Q2024

- ✓ Increase in out-patient visits
 - ✓ Obstetrics and gynaecology, diagnostics and pediatrics
- ✓ Traditional growth in number of deliveries and IVF punctures
- ✓ Decrease in in-patient days:
 - ✓ Changes in commercial revenue structure
 - ✓ Decrease in MHI volumes

3Q2024 average ticket dynamic

- ✓ In-patient treatments: +44.3%:
 - ✓ Expansion of commercial services in the oncology and traumatology segments
- ✓ Deliveries: +19.9%
 - ✓ Growing popularity of the Lapino home obstetrics centre
 - ✓ Demand for mid and high price contracts
- ✓ Out-patient visits: +13.4%
 - ✓ Demand for higher price prenatal care contracts
 - ✓ Expansion of diagnostic services
- ✓ IVF: +8.0%

Operating indicators



Out-patient clinics in Moscow and Moscow region



High-end medical services for checks and treatments on the base of multidisciplinary clinics and women's and children's health clinics



614 m²

Clinic average size

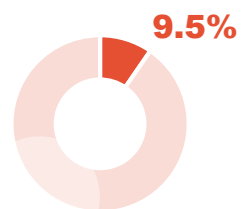


13 clinics

in Moscow and Moscow region

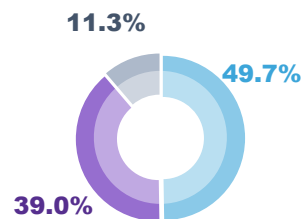
9M2024

Share of total Group revenue

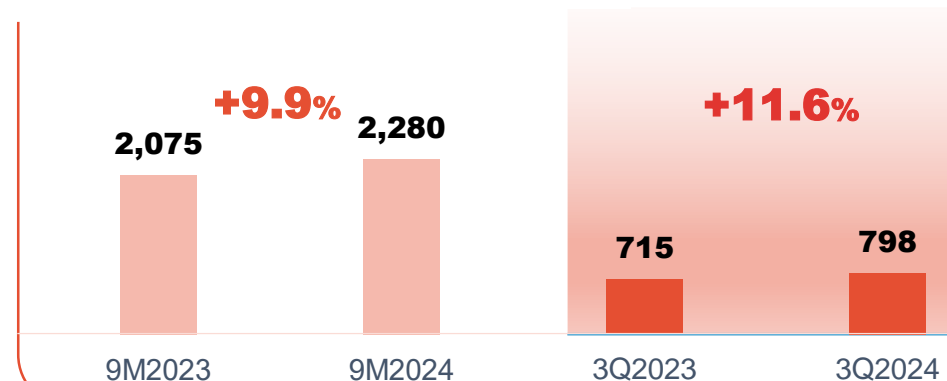


Revenue structure

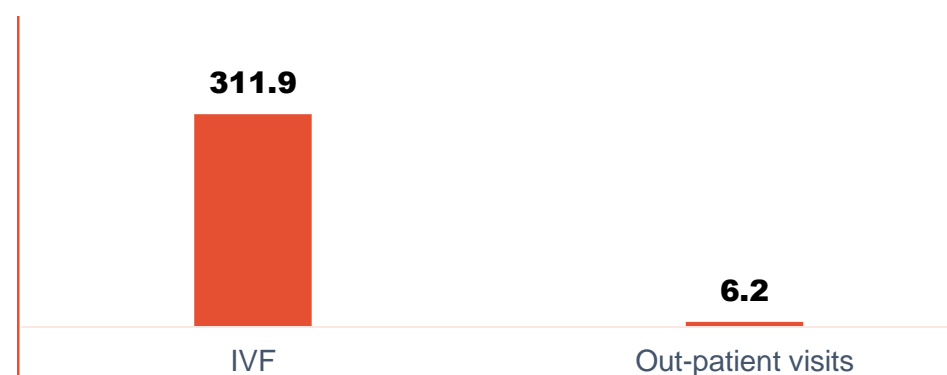
- Out-patient visits
- IVF
- Other revenue



Revenue dynamic, RUB mn



3Q2024 average ticket, RUB ths



Clinics in Moscow and Moscow region.

Key operational results



Key operating drivers of revenue dynamic in 3Q2024

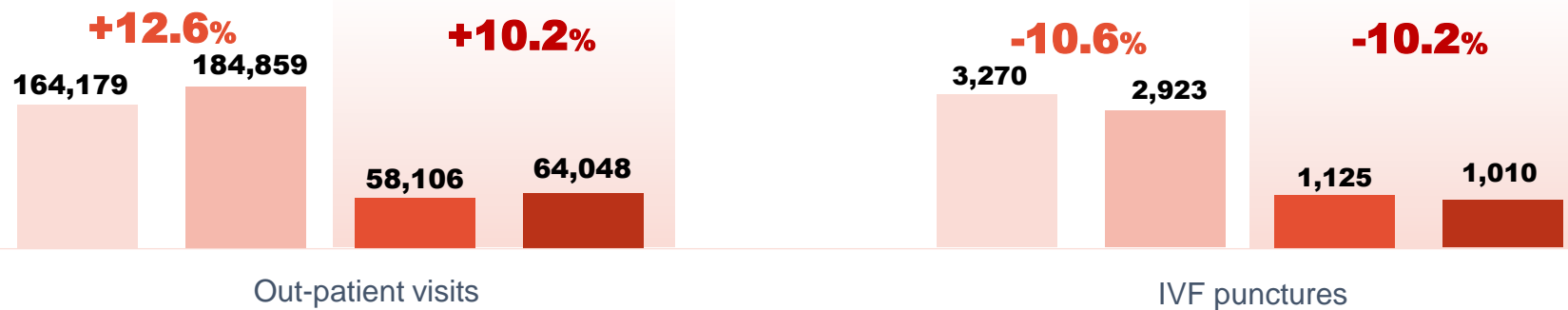
- ✓ Growing number of out-patient treatments due to, among other things, the opening of new clinics in Mytishchi and ZILART residential complex in 2023 and 2024
- ✓ Decline in MHI punctures

3Q2024 average ticket dynamic

- ✓ Out-patient visits: +7.0%
- ✓ IVF: +14.7%
 - ✓ Growing number of commercial punctures

Operating indicators

9M2023 9M2024 3Q2023 3Q2024



Hospitals in regions



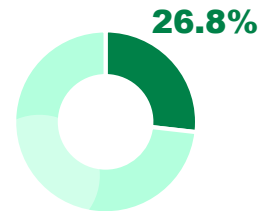
Wide range of first class medical services in regions

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
15,000 m² MD Samara	15,000 m² MD Tyumen-1	4,750 m² MD Tyumen-2

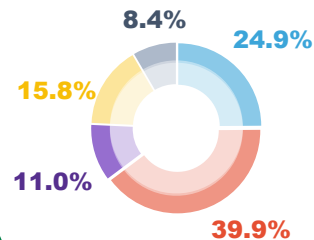
9M2024

Share of total Group revenue

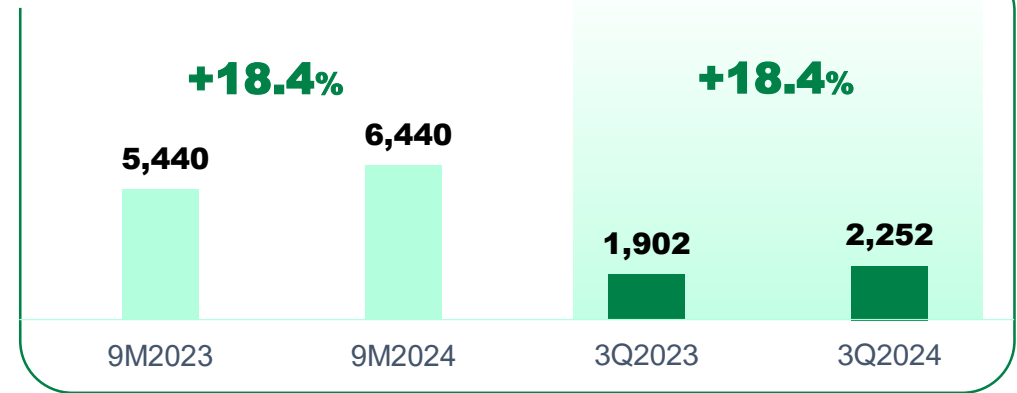


Revenue structure

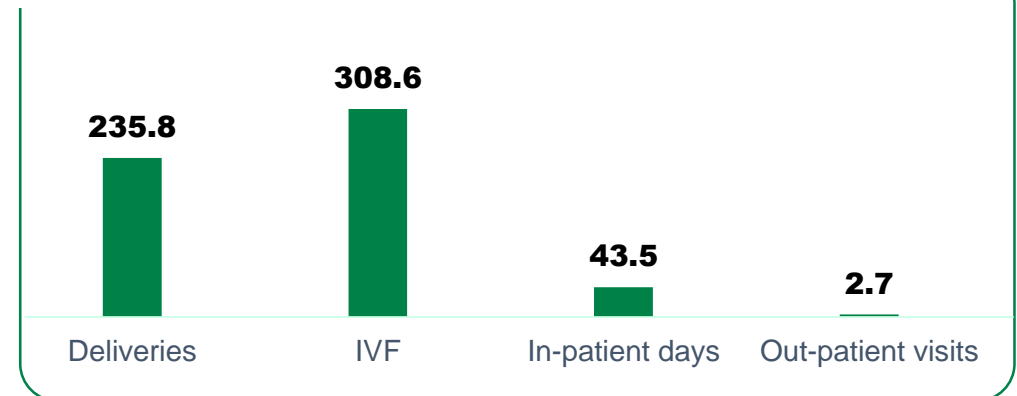
- Out-patient visits
- In-patient days
- IVF
- Deliveries
- Other revenue



Revenue dynamic, RUB mn



3Q2024 average ticket, RUB ths



Hospitals in regions. Key operational results



Key operating drivers of revenue dynamic in 3Q2024

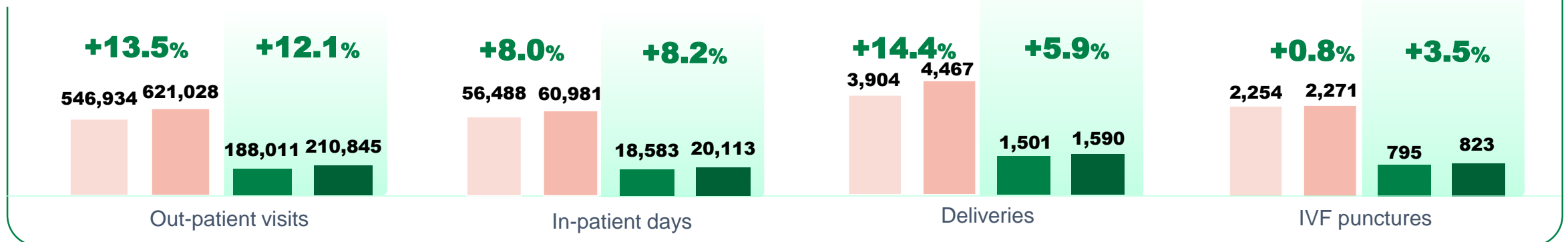
- ✓ Increase in out-patient visits:
 - ✓ Strong demand for obstetrics and gynaecology in the hospitals of Samara and Saint-Petersburg
 - ✓ Strong demand for pediatrics services: consistently higher utilisation rates at new hospitals, increased headcount of highly skilled doctors, unique medical services provided in the regions
- ✓ Increase in in-patient days:
 - ✓ Demand for traumatology, general surgery, and urology in the Novosibirsk hospital, and cardiology and therapy in the Tyumen hospital
- ✓ Traditional growth in number of deliveries and IVF punctures

3Q2024 average ticket dynamic

- ✓ Out-patient visits: +12.2%
 - ✓ Demand for higher price prenatal care contracts
 - ✓ Demand for checkups
- ✓ In-patient days: +5.0%
- ✓ Deliveries: +16.5%
 - ✓ Demand for mid and high price contracts
- ✓ IVF: +8.6%
 - ✓ Larger share of commercial punctures

Operating indicators

■ 9M2023
 ■ 9M2024
 ■ 3Q2023
 ■ 3Q2024



Амбулаторные клиники в регионах



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

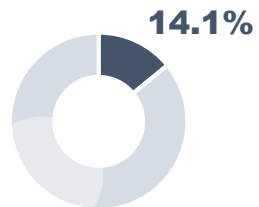
784 m²
Clinic average size

37
Clinics

32
Cities and towns

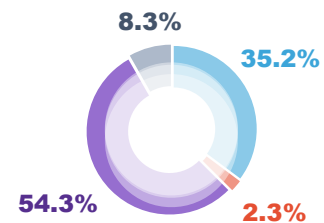
9M2024

Share of total Group revenue

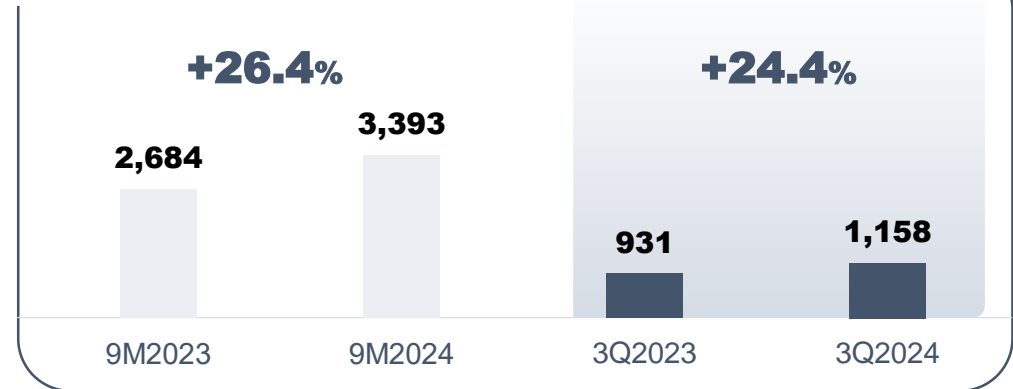


Revenue structure

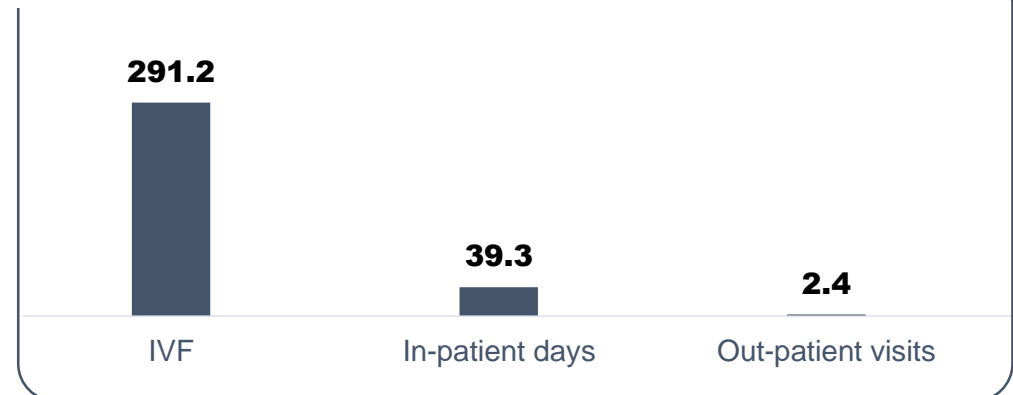
- Out-patient visits
- In-patient days
- IVF
- Other revenue



Revenue dynamic, RUB mn



3Q2024 average ticket, RUB ths



Clinics in regions. Key operational results



Key operating drivers of revenue dynamic in 3Q2024

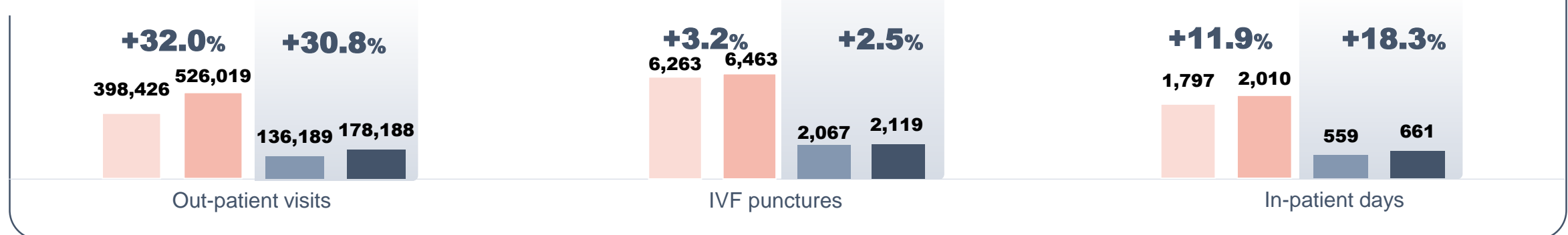
- ✓ Increase in out-patient visits:
 - ✓ Strong performance of four clinics acquired in the Khanty-Mansi Autonomous Area in 2023

3Q2024 average ticket dynamic

- ✓ Out-patient visits: +14.4%:
 - ✓ More prenatal care contracts
- ✓ IVF: +8.2%
 - ✓ Bigger share of commercial punctures

Operating indicators

9M2023 9M2024 3Q2023 3Q2024

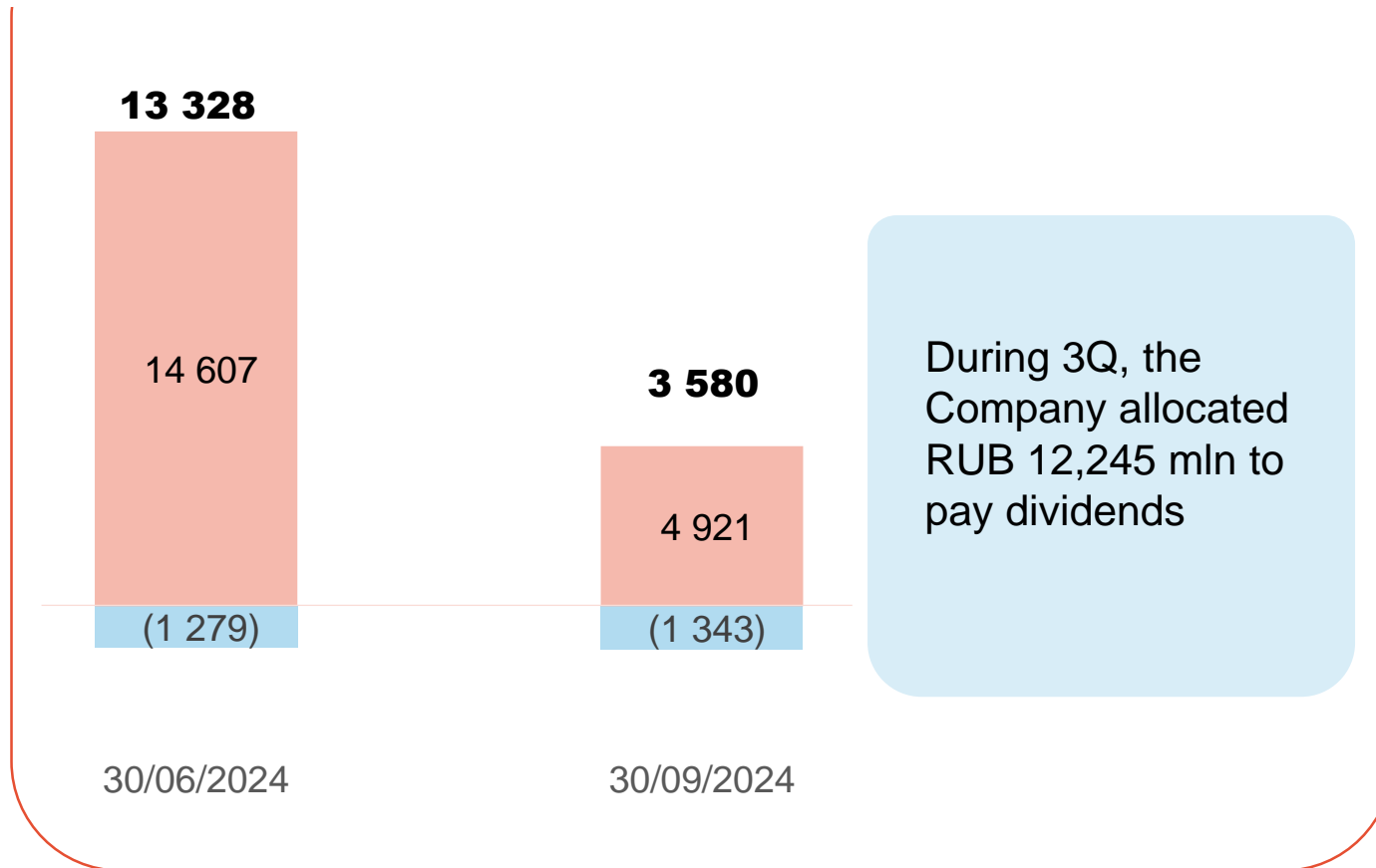


Financial position and CAPEX

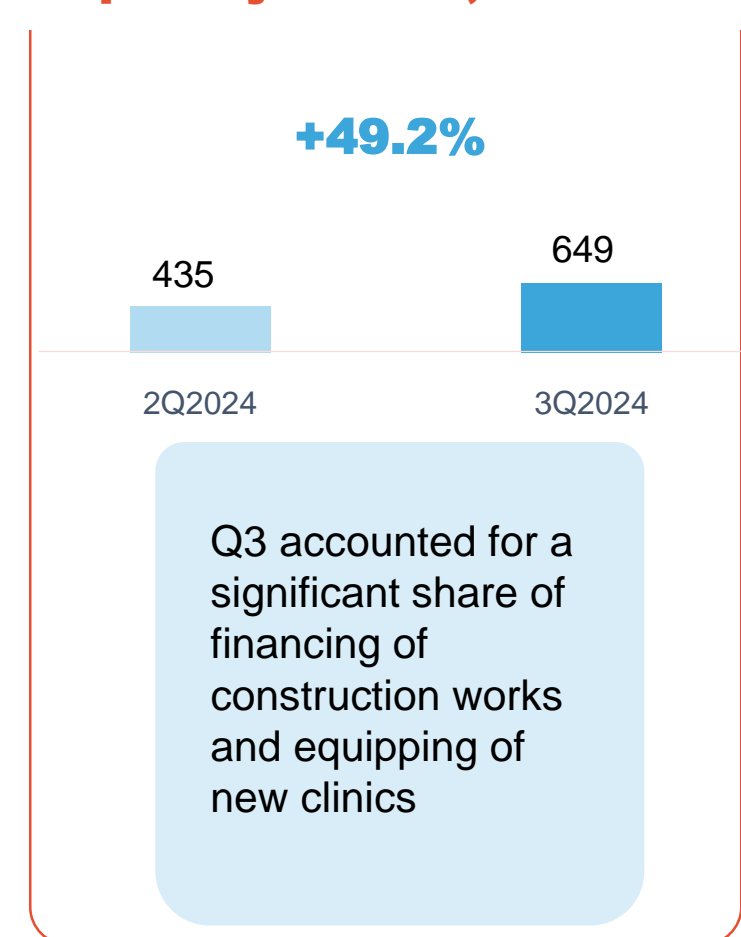


Net cash position, RUB mn

■ Cash and short-term bank deposits
 ■ (Debt)¹
XX Net cash position



Capex Dynamics, RUB mn



¹The Group's debt is represented by lease liabilities

Contacts



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