

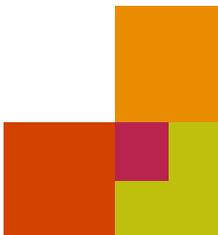


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MOTHER & CHILD
GROUP OF COMPANIES



MD MEDICAL GROUP

RENAISSANCE CAPITAL'S 24rd ANNUAL RUSSIA INVESTOR CONFERENCE



June, 2020





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IMPORTANT NOTICE

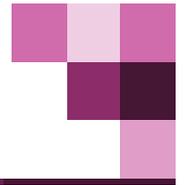
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MDMG: A UNIQUE NATIONWIDE PRIVATE HEALTHCARE SERVICES PROVIDER



One of the leaders
in the private healthcare
market in Russia



42 healthcare
facilities
in 27 cities



≈7,700 highly
qualified
personnel



84%
of revenue comes from
individual payers
11% - MHI
5% - VHI



Attractive private
healthcare market



Track record
of organic growth and
M&A expansion

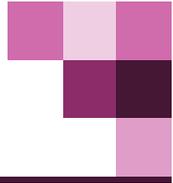


Experienced
management
team



Robust strategic
development
plan





MD MEDICAL GROUP THE LARGEST REGIONAL NETWORK OF MEDICAL FACILITIES

42

MODERN HEALTHCARE
FACILITIES

6

HOSPITALS

36

OUT-PATIENT CLINICS

27

CITIES

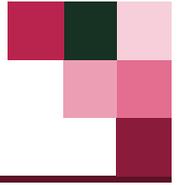
≈ 7 700

EMPLOYEES

approx. **169** thsd sq m TOTAL AREA

incl. approx. **152** thsd sq m OWNED PROPERTY





WIDE RANGE OF TECHNOLOGICALLY ADVANCED MEDICAL SERVICES

INNOVATION

Medical Genetic Center
Stem Cell Bank
Fetal surgery
Modern methods for the diagnosis of cancer

DIAGNOSTICS

Radiation diagnostics
Ultrasound diagnostics
Radiology
Laboratory diagnostics

SURGERY

Cardiology
Traumatology and orthopedics
General surgery
Urology
Neurosurgery
Oncology
Plastic surgery

Delivering
high-quality
health care
throughout
Russia

OTHER MEDICAL SERVICES

Deliveries
IVF
Pregnancy management
Operative gynaecology

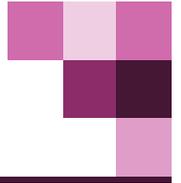
Miscarriage treatment
Adult Clinic
Surgical treatment of infertility

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

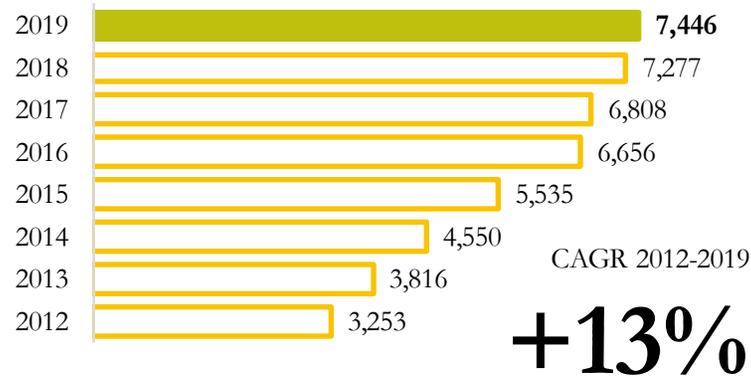
Department of Older Children
Ambulance at home



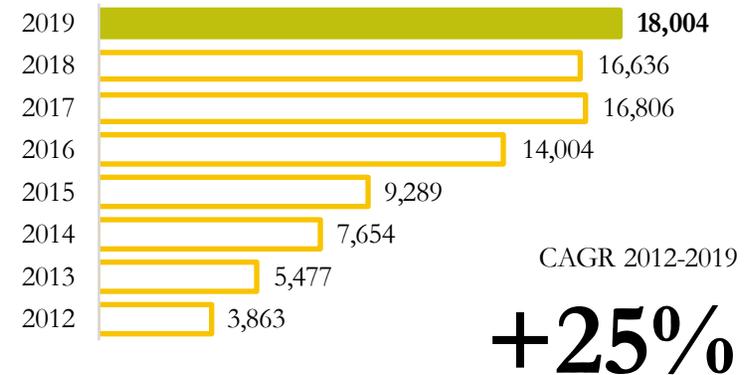
SUCCESSFUL OPERATIONAL SCALE-UP



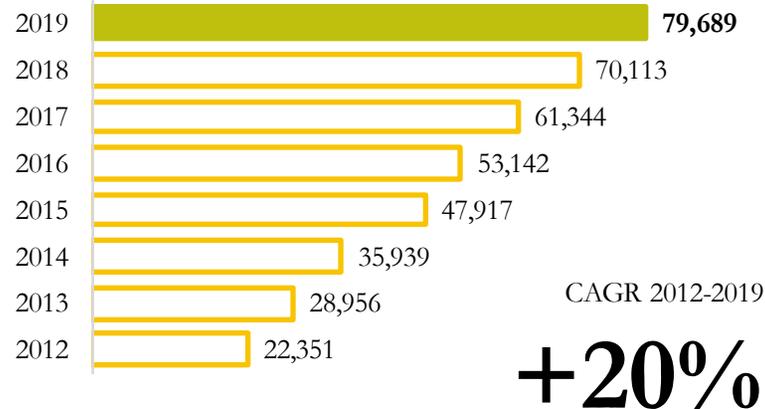
Deliveries



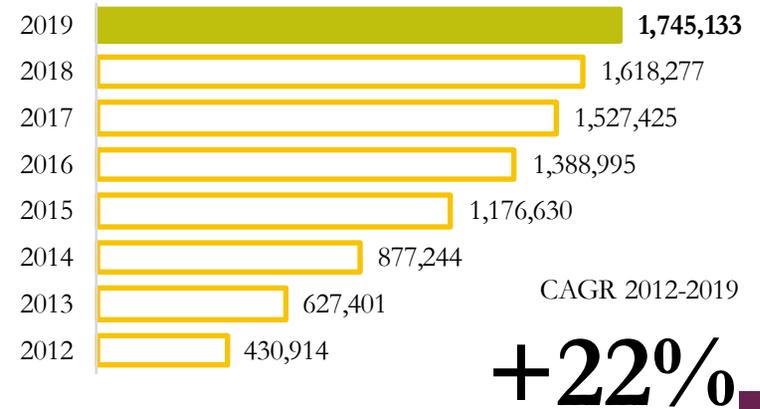
IVF cycles



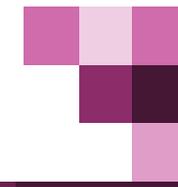
In-patient days



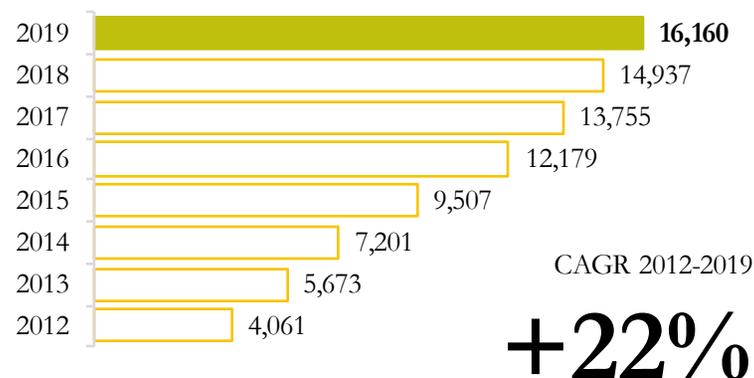
Out-patient treatments



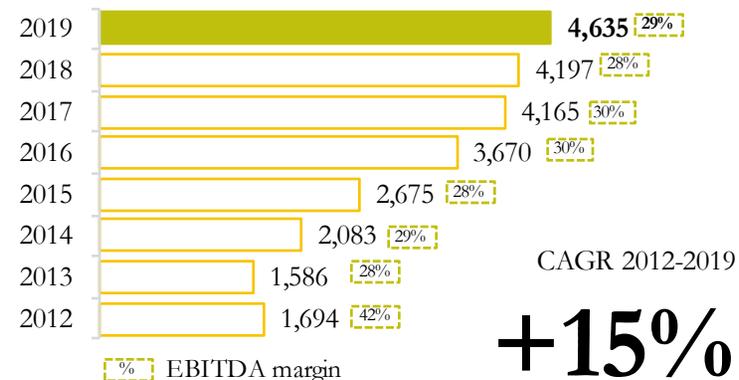
STRONG FINANCIAL PERFORMANCE



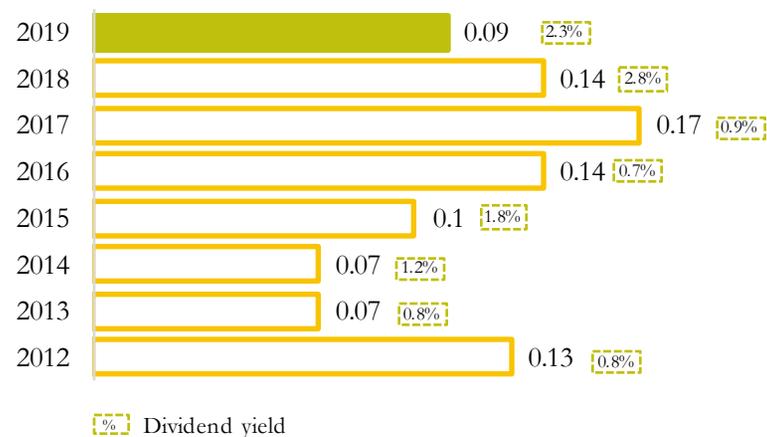
Revenue, RUB mln



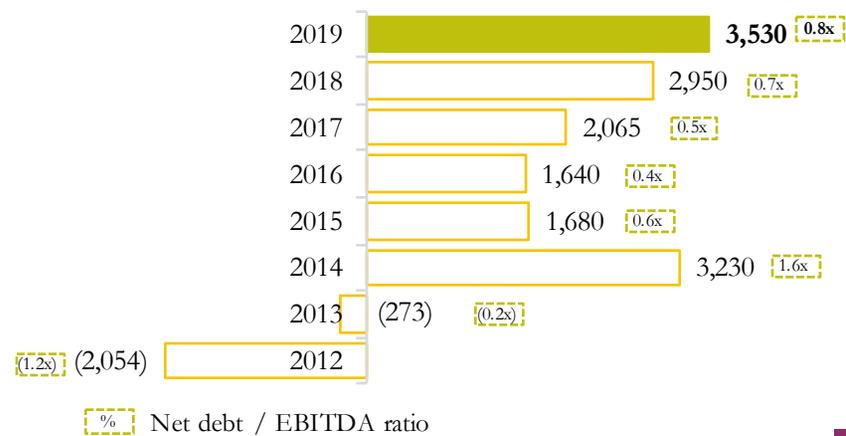
EBITDA, RUB mln



Dividends per share, USD



Net Debt, RUB mln



REVENUE AND OPERATIONAL RESULTS FOR Q1 2020

REVENUE (RUB MLN)

543

RUB MLN
DELIVERIES
+ 1% (Q1'20/Q1'19)

874

RUB MLN
IVF CYCLES
+ 6% (Q1'20/Q1'19)

904

RUB MLN
IN-PATIENT DAYS
+ 19% (Q1'20/Q1'19)

512

RUB MLN
OTHER REVENUE
+ 9% (Q1'20/Q1'19)

1,280

RUB MLN
OUT-PATENT
TREATMENTS
+ 3% (Q1'20/Q1'19)

4,113

RUB MLN
TOTAL REVENUE
+ 7% (Q1'20/Q1'19)

OPERATIONAL RESULTS

1,748

DELIVERIES
- 3% (Q1'20/Q1'19)

22,413

IN-PATIENT DAYS
+ 9% (Q1'20/Q1'19)

3,948

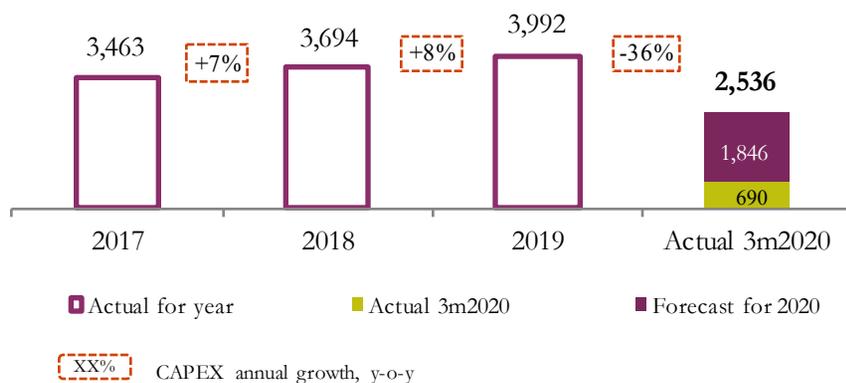
IVF CYCLES
+ 2% (Q1'20/Q1'19)

431,832

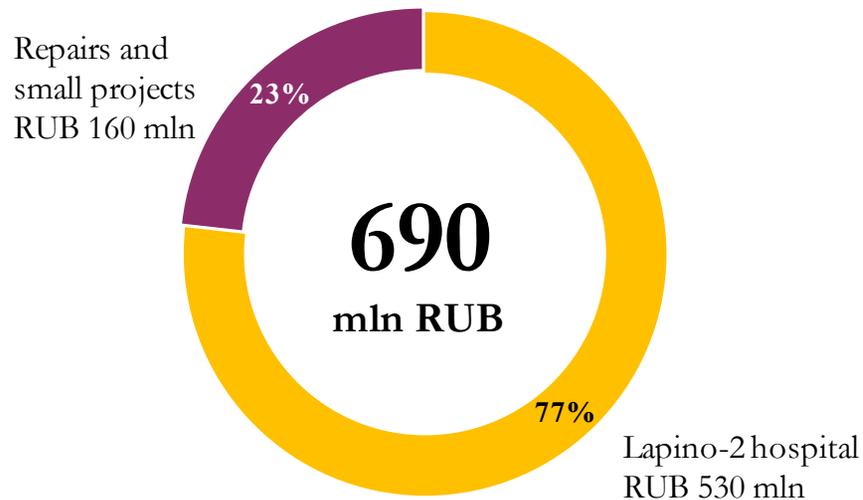
OUT-PATENT
TREATMENTS
+ 1% (Q1'20/Q1'19)

STABLE FINANCIAL POSITION

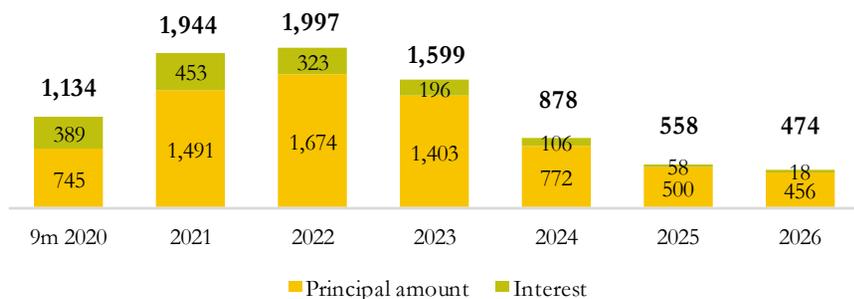
Capital expenditure comprised 690 mln RUB (1,157 mln RUB for 3m2019) and, mainly, related to the completion of the Lapino-2 hospital.



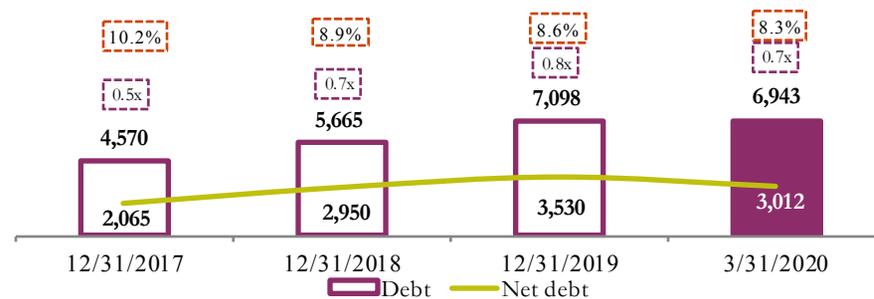
CAPEX structure 3m 2020



Debt repayment schedule, mln RUB



Net debt dynamics, mln RUB*



Average effective interest rate

Net debt/EBITDA

* Debt is calculated including the amount of lease liabilities in 2019 and 2020 under IFRS 16 «Leases». The amount of lease liabilities as of 31.03.2020 - 652 mln RUB; 31.12.2019 - 650 mln RUB.

MULTIFUNCTIONAL HOSPITAL IN TYUMEN

1 YEAR OF SUCCESSFUL OPERATION

REVENUE
FOR THE FIRST YEAR
OF OPERATION

570 RUB mln

Multifunctional hospital

New hospital renders services for the whole family in different types of medical services:

- Obstetrics
- Paediatrics
- Surgery
- Gynaecology
- Diagnostics
- Other medical services
- IVF
- Laboratory

CAPEX

2.6 RUB bln

* the company received a subsidy from the Tyumen region



2020: SUCESSFUL RENOVATION OF MD GROUP CLINICAL HOSPITAL(PMC)

New services

Launch of 5 new surgical units:

- General surgery
- Urology
- Traumatology
- Cardiology
- Endovascular surgery

3,250 operations – total capacity of the surgical department

12 – total number of beds in new units

The surgical department performs operations including under the MHI policy as well

New IVF department:

- Best-in-class department on Russian market
- Featuring state-of-the-art equipment
- The department provides IVF cycles only on a commercial basis

CAPEX
600 mln RUB

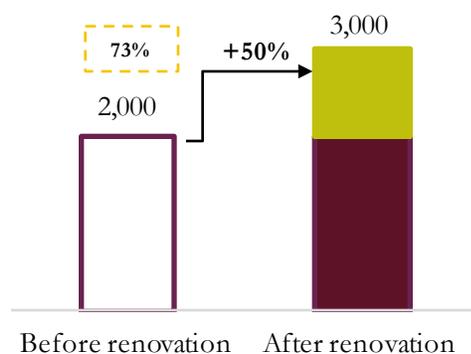
TARGETED REVENUE 460 RUB MLN	TARGETED EBITDA MARGIN 39%
YEARS TILL OPERATIONS AT FULL CAPACITY 6	TARGETED ROIC 30%

Capacity of PMC (after renovation)*

3,500 deliveries	3,000 IVF cycles
34k in-patient days	295k out-patient treatments

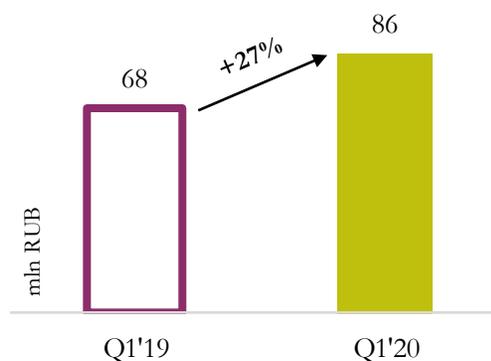
Change of IVF cycles capacity

Current average check for commercial IVF cycles
RUB 289 ths



Revenue of IVF commercial cycles

Annual average check in the new department
RUB 320 ths (expected)



*Rounded numbers
Source: management accounts

LAUNCH OF MULTIFUNCTIONAL HOSPITAL LAPINO-2 IS PLANNED IN 2020



CAPEX LAPINO - 2

4.2 RUB bln

Surgical building Lapino-2 includes:

- Diagnostical department
- In-patient department
- Hemodialysis department
- 4 operating theatres for planned surgeries
- 2 operating theatres for emergency surgeries
- Intensive care unit with 13 beds
- Multi-level parking facility for 277 cars (CAPEX RUB 300 mln)

**OPENING IN
SUMMER 2020**

TARGETED
REVENUE

3

RUB BLN

TARGETED
EBITDA MARGIN

38%

YEAR OF RELEASE AT
FULL CAPACITY

6

TARGETED
ROIC

25%

18,500
sq m

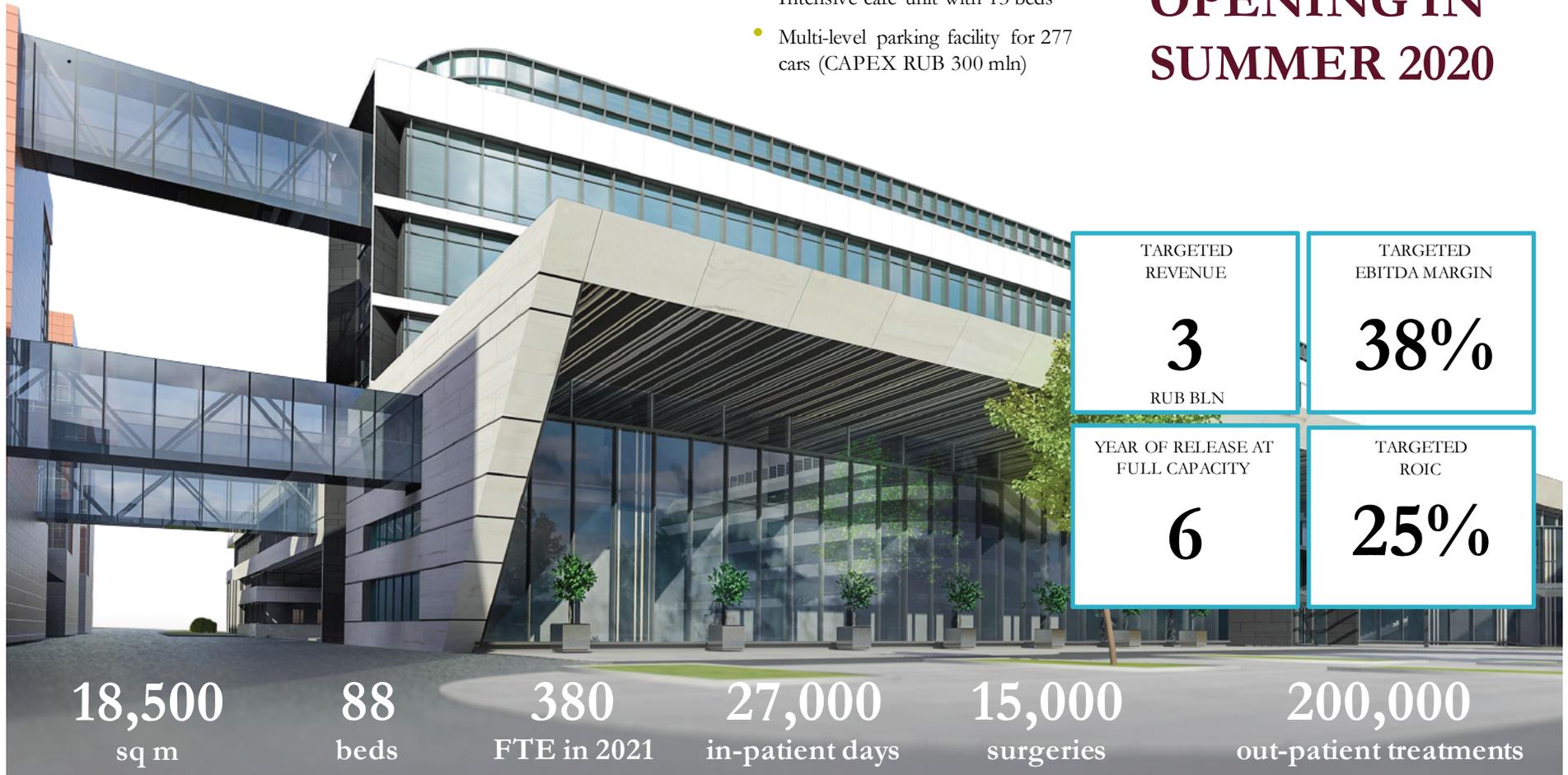
88
beds

380
FTE in 2021

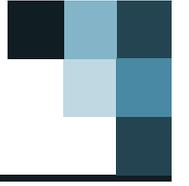
27,000
in-patient days

15,000
surgeries

200,000
out-patient treatments



TIMELINE OF LAPINO-2 CONSTRUCTION



Opening
Summer 2020



TOTAL CAPEX **4.2** bln RUB

2020

CAPEX **2.1** bln RUB



2019

CAPEX **1.8** bln RUB



2017-2018

CAPEX **0.3** bln RUB

