



MD Medical Group

Operating results

2Q and 1H 2024



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MD Medical Group – Unique Company on the Russian Healthcare Market



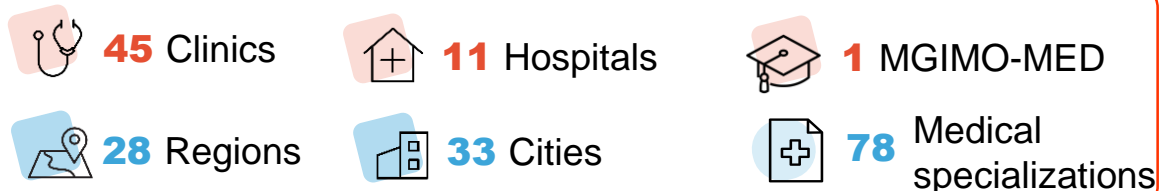
- ✓ One of the largest private healthcare providers in Russia
- ✓ Leading company in multidisciplinary healthcare
- ✓ Unique competences in women's and children's healthcare
- ✓ The first public company in the industry, with the London Stock Exchange IPO back in 2012
- ✓ First level listing of ordinary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



RUB 15.8bn
1H2024
Revenue

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

>RUB 3.5bn
Net cash position
as at 31.07.2024

Attractive market fundamentals

High standards of medical care, brand recognition

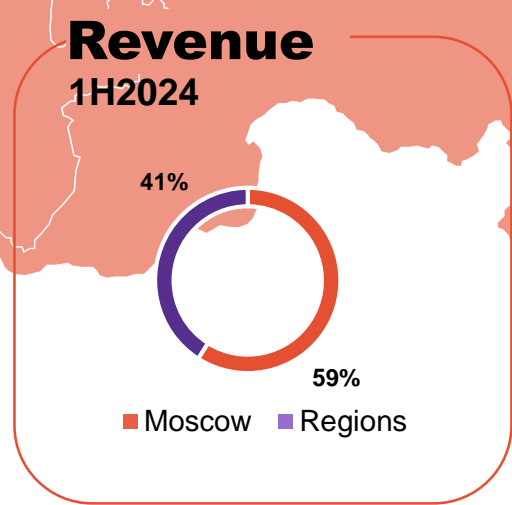
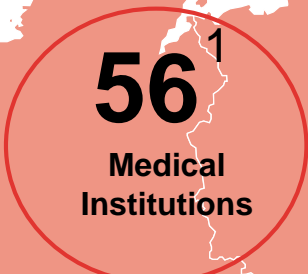
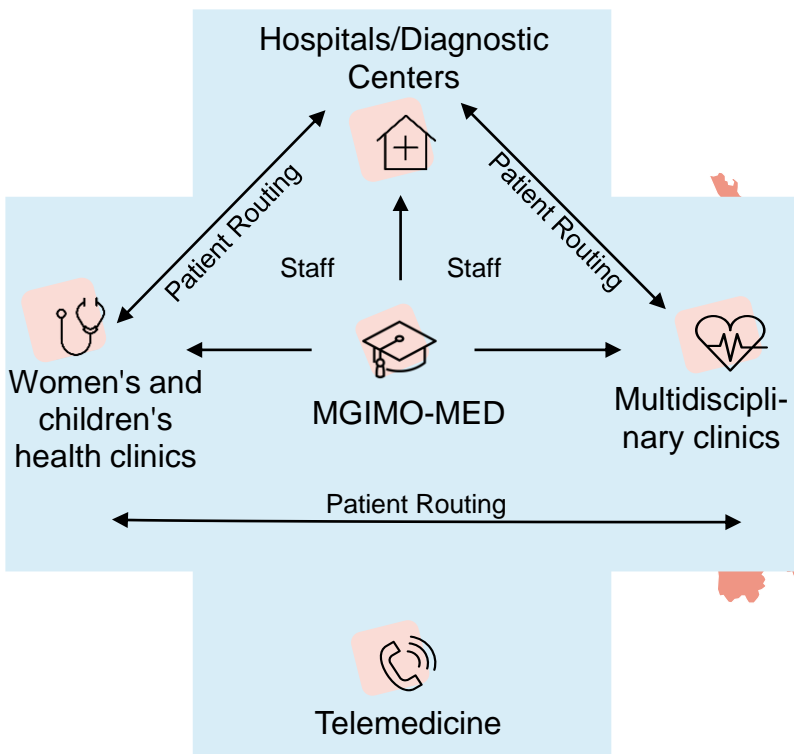
Professional management team motivated for the Company's growth

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



Vertically integrated business model

Extensive geography

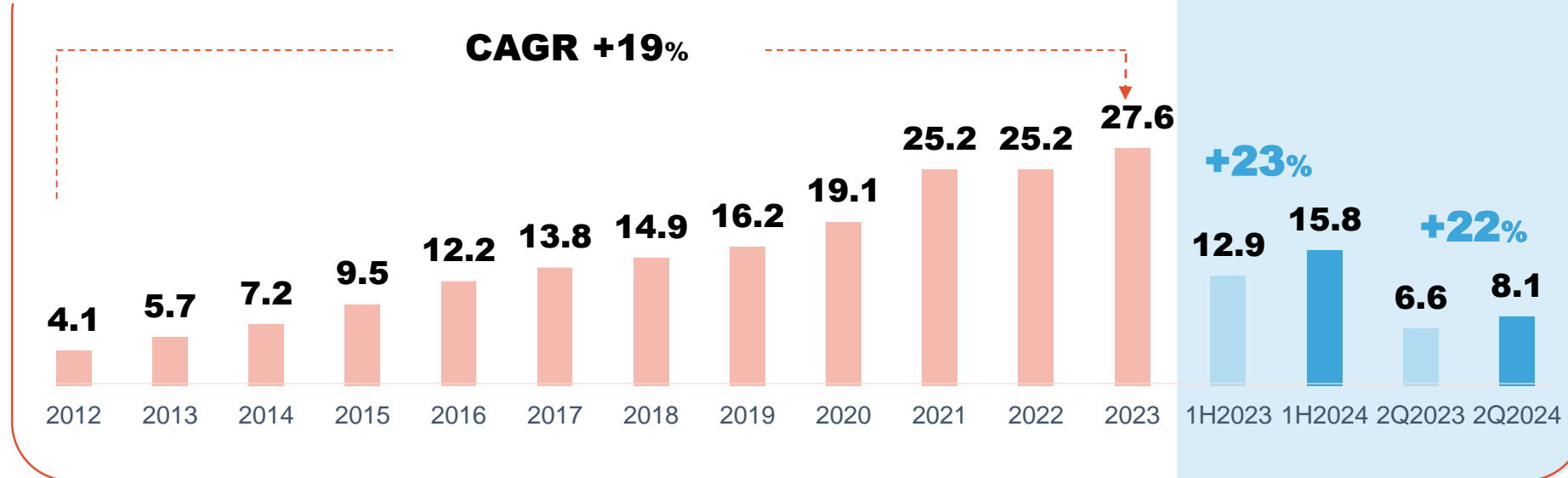


¹ As at publication date

Business Growth Dynamics



Revenue dynamic, RUB bn



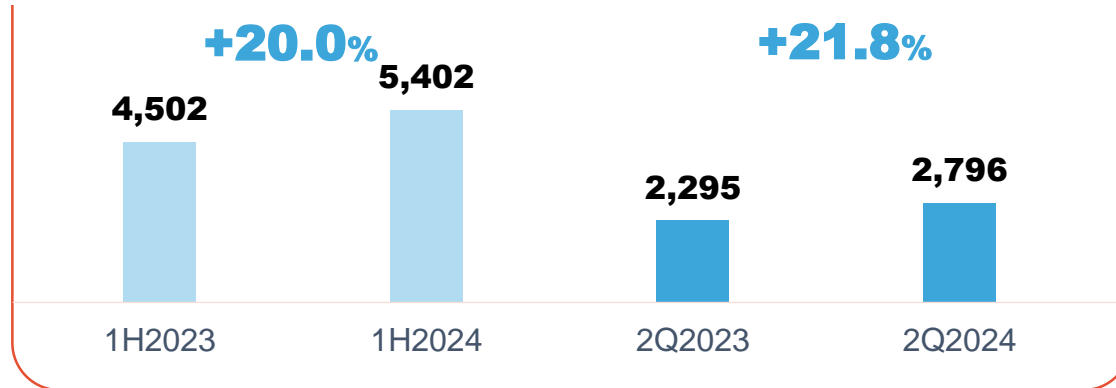
Key drivers of revenue growth in 2Q2024:

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

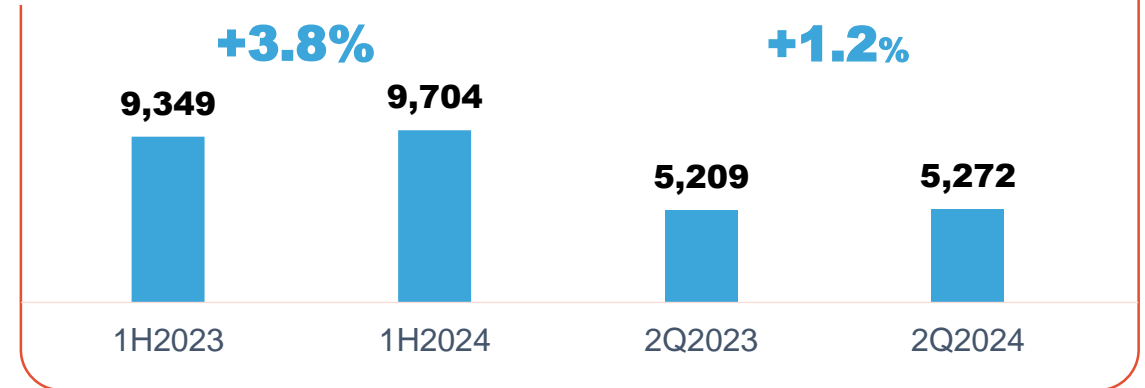
Ключевые операционные результаты



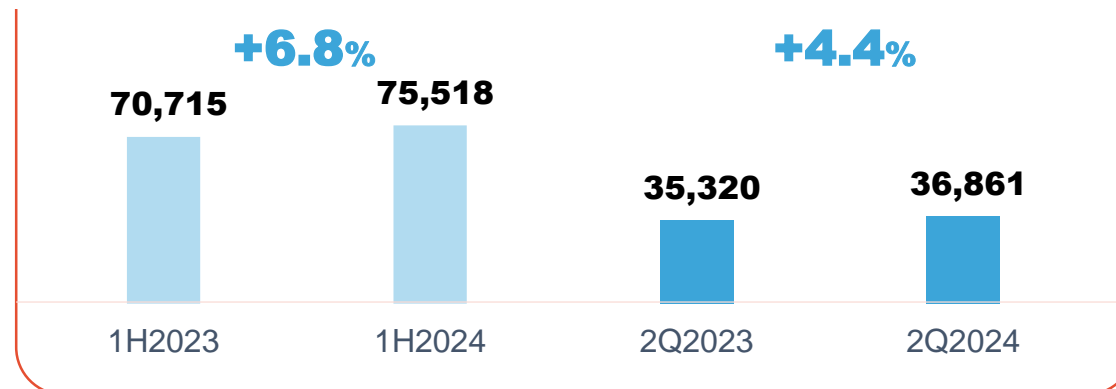
Deliveries



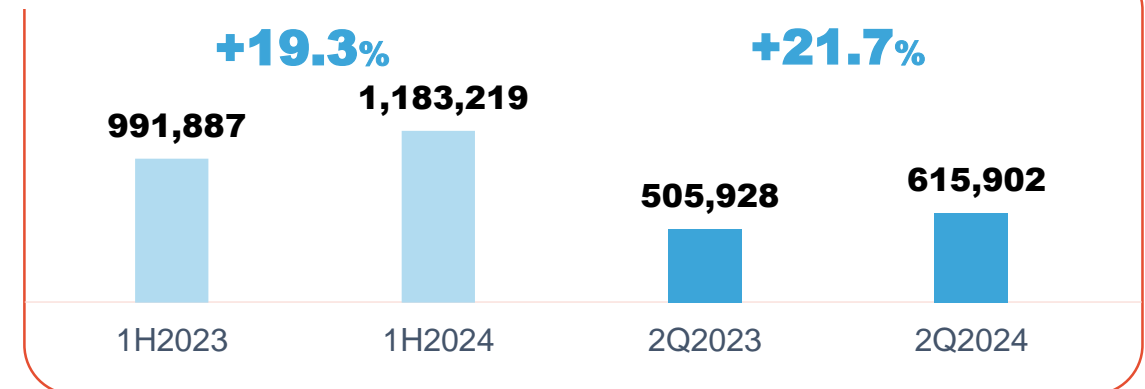
IVF punctures



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

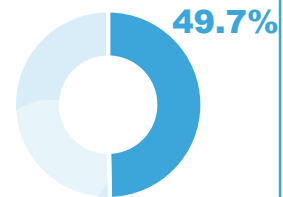
Multifunctional Hospital for the whole family

8,755 m²
size

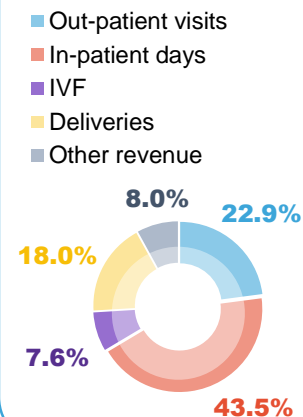
60
beds

1H2024

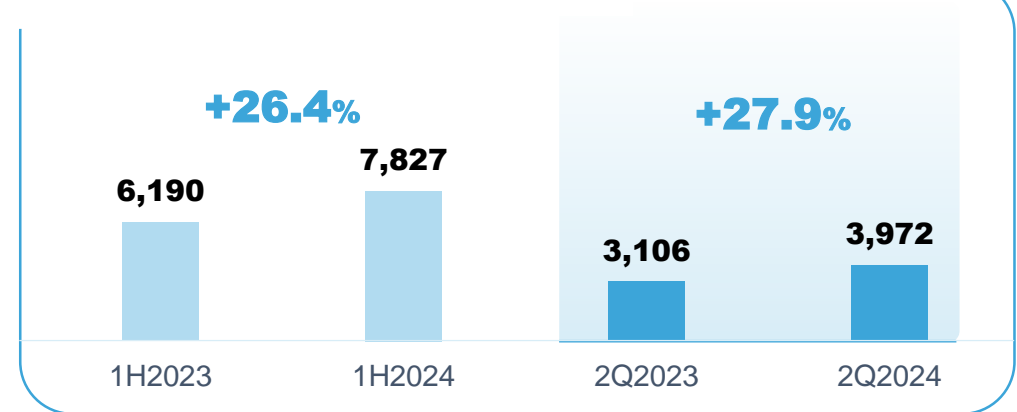
Share of total Group revenue



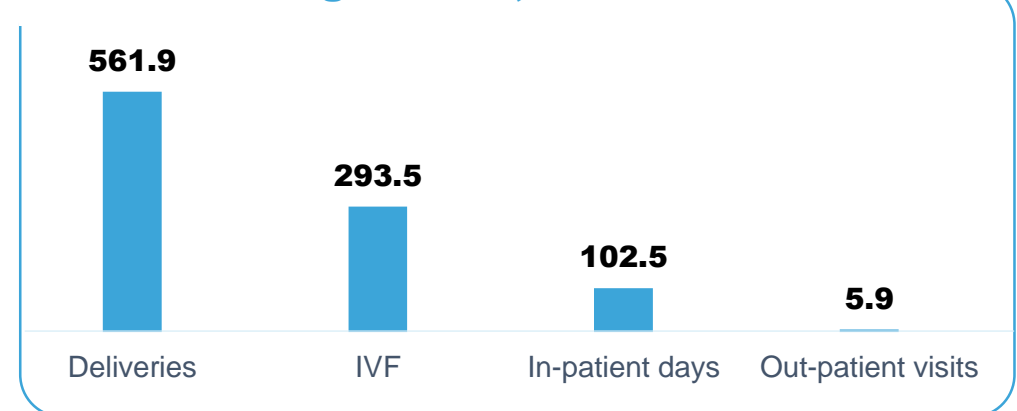
Revenue Structure



Revenue dynamic, RUB mn



2Q2024 average ticket, RUB ths



Hospitals in Moscow. Key operational results



Key operating drivers of revenue dynamic in 2Q2024

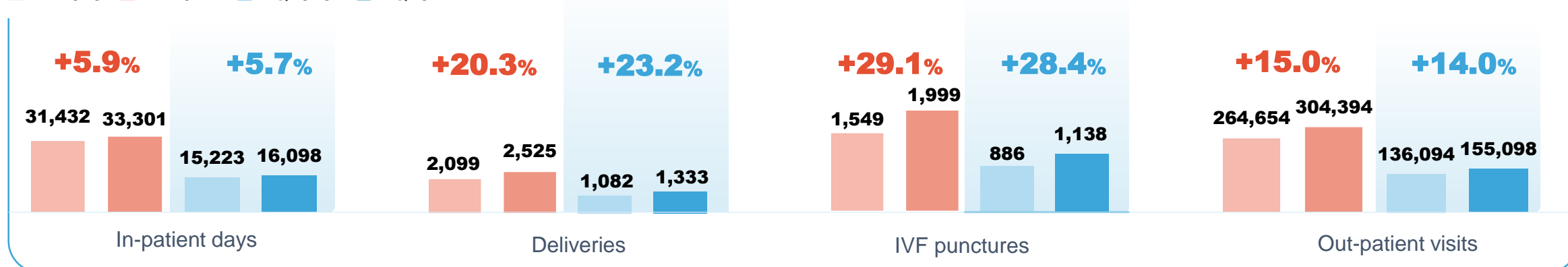
- ✓ Increase in in-patient days:
 - ✓ Oncology, gynaecology, neurology, pediatrics, traumatology
 - ✓ Neurosurgery in Lapino hospital
- ✓ Traditional growth in number of deliveries and IVF punctures
- ✓ Increase in out-patient visits
 - ✓ Gynaecology, pediatrics

2Q2024 average ticket dynamic

- ✓ In-patient treatments: +17.1%:
 - ✓ Higher number of intensive care days
 - ✓ Higher share of additional services (laboratory and diagnostics testing)
 - ✓ Expansion of commercial services in the oncology segment
 - ✓ Nearly 2x growth of plastic surgeries
- ✓ Deliveries: +23.5%
 - ✓ Growing popularity of the Lapino home obstetrics centre
 - ✓ Demand for mid and high price contracts
- ✓ Out-patient visits: +8.6%
- ✓ IVF: +4.9%

Operating indicators

1H2023 1H2024 2Q2023 2Q2024



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



580 m²

Clinic average size

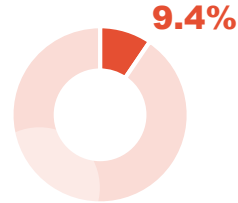


11 clinics

in Moscow and Moscow region

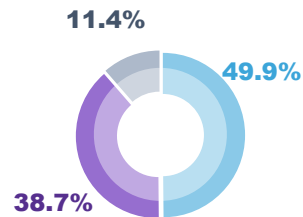
1H2024

Share of total Group revenue

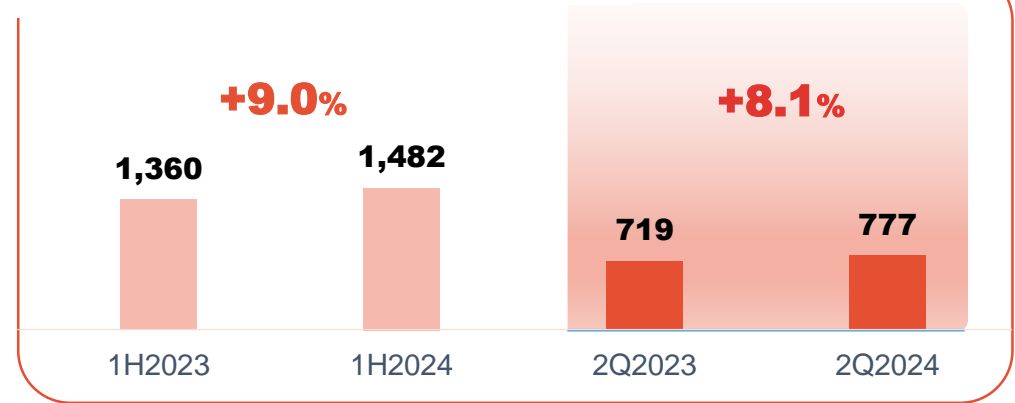


Revenue structure

- Out-patient visits
- IVF
- Other revenue



Revenue dynamic, RUB mn



2Q2024 average ticket, RUB ths



Clinics in Moscow and Moscow region.

Key operational results



Key operating drivers of revenue dynamic in 2Q2024

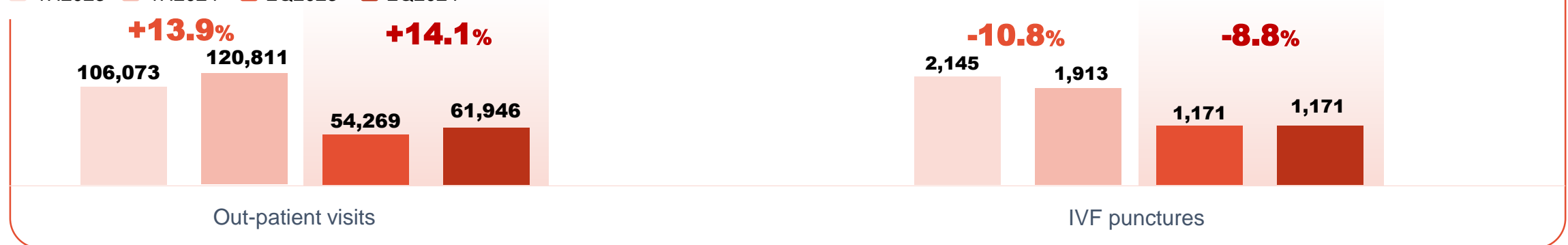
- ✓ Growing number of out-patient treatments due to, among other things, the opening of new clinics in Mytishchi and ZILART residential complex in 2023 and 2024
- ✓ Decline in total punctures driven by a delay in the allocation of MHI quotas

2Q2024 average ticket dynamic

- ✓ Out-patient visits: +3.1%
- ✓ IVF: +6.0%
 - ✓ Growing number of commercial punctures

Operating indicators

1H2023 1H2024 2Q2023 2Q2024



Hospitals in regions



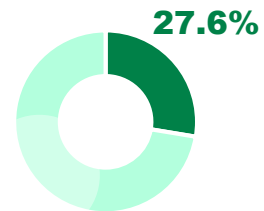
Wide range of first class medical services in regions

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

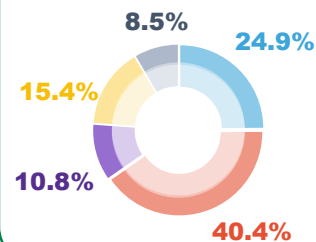
1H2024

Share of total Group revenue

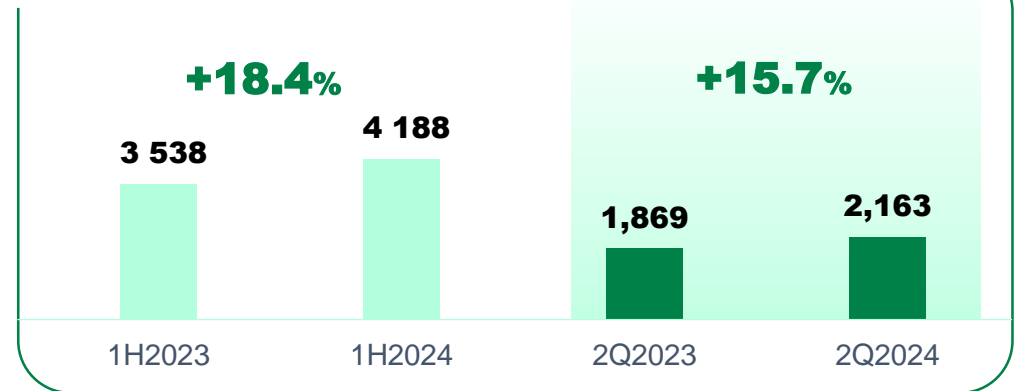


Revenue structure

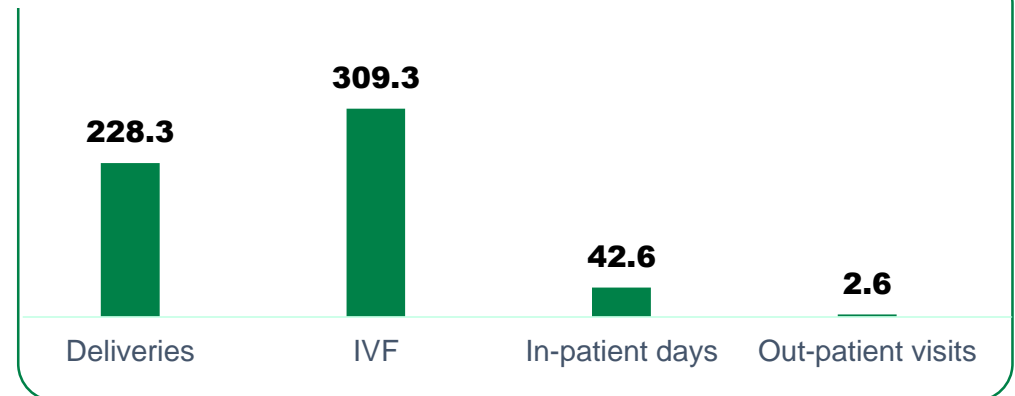
- Out-patient visits
- In-patient days
- IVF
- Deliveries
- Other revenue



Revenue dynamic, RUB mn



2Q2024 average ticket, RUB ths



Hospitals in regions. Key operational results



Key operating drivers of revenue dynamic in 2Q2024

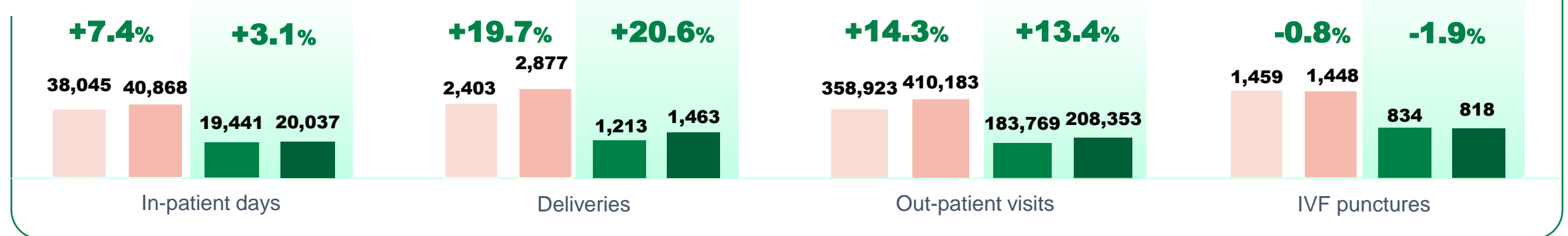
- ✓ Increase in in-patient days:
 - ✓ Oncology, paediatrics, general surgery and therapy in Tyumen hospital and urology and traumatology in Novosibirsk hospital
 - ✓ Acquisition of new urology equipment to reduce surgery duration and increase the throughput of operating theatres
- ✓ Increase in out-patient visits:
 - ✓ Diagnostics, gynaecology, and pediatrics services provided in the hospitals of Samara, Novosibirsk and Tyumen
- ✓ Growth in number of deliveries mainly in Ufa hospital
- ✓ Decrease in MHI IVF punctures

2Q2024 average ticket dynamic

- ✓ In-patient days: +5.7%
 - ✓ New innovative diagnostic and treatment techniques
 - ✓ Sophisticated joint replacement surgeries
- ✓ Out-patient visits: +8.6%
 - ✓ Significant volume of diagnostics services rendered to oncology patients
- ✓ Deliveries: +12.6%:
 - ✓ Demand for mid and high price contracts
- ✓ IVF: +13.1%:
 - ✓ Larger share of commercial punctures

Operating indicators

1H2023 1H2024 2Q2023 2Q2024



Out-patient clinics in regions



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



750 m²
Clinic average size



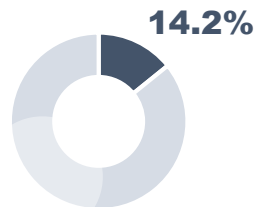
34
clinics



27
Cities and towns

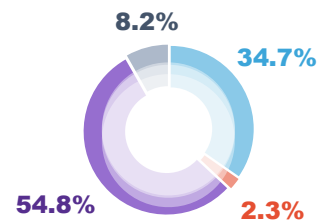
1H2024

Share of total Group revenue

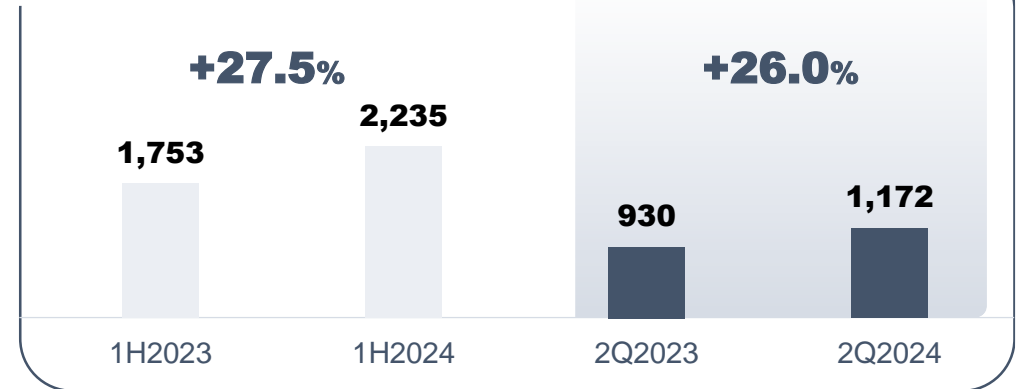


Revenue structure

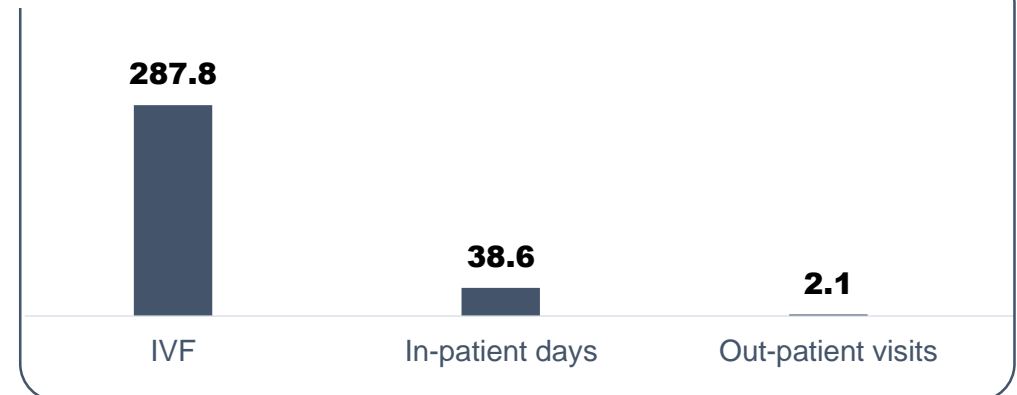
- Out-patient visits
- In-patient days
- IVF
- Other revenue



Revenue dynamic, RUB mn



2Q2024 average ticket, RUB ths



Clinics in regions. Key operational results



Key operating drivers of revenue dynamic in 2Q2024

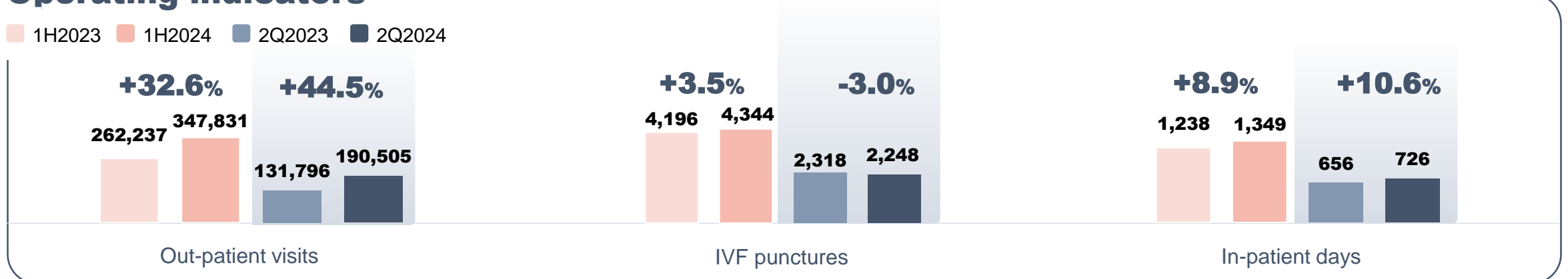
- ✓ Increase in out-patient visits:
 - ✓ Diagnostics, rehabilitation, obstetrics and gynaecology
- ✓ Decline in IVF punctures on the back of more frozen embryo transfers

2Q2024 average ticket dynamic

- ✓ Out-patient visits: +4.9%:
 - ✓ More prenatal care contracts
- ✓ IVF: +15.6%
 - ✓ Bigger share of commercial punctures

Operating indicators

1H2023 1H2024 2Q2023 2Q2024

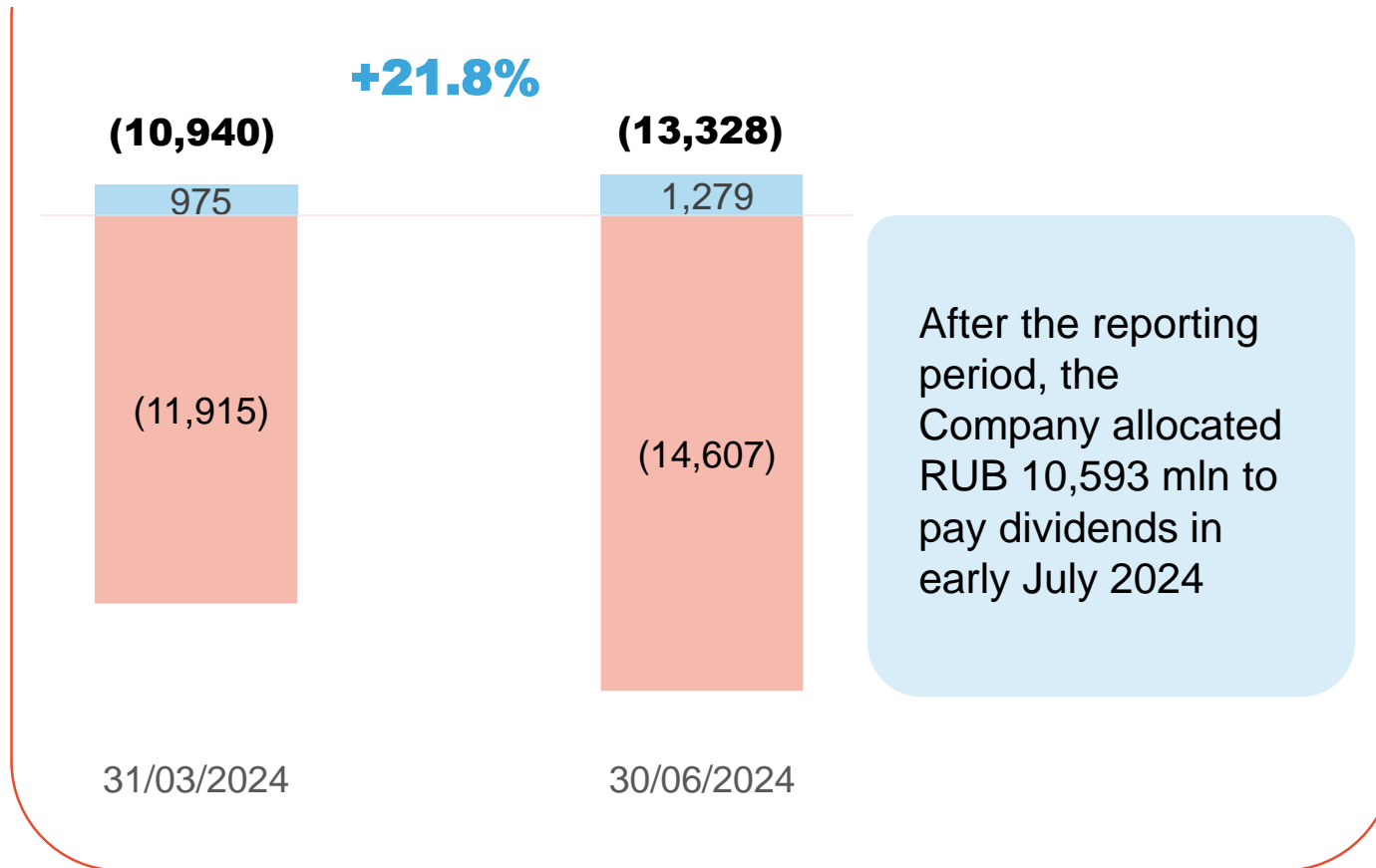


Financial position and CAPEX

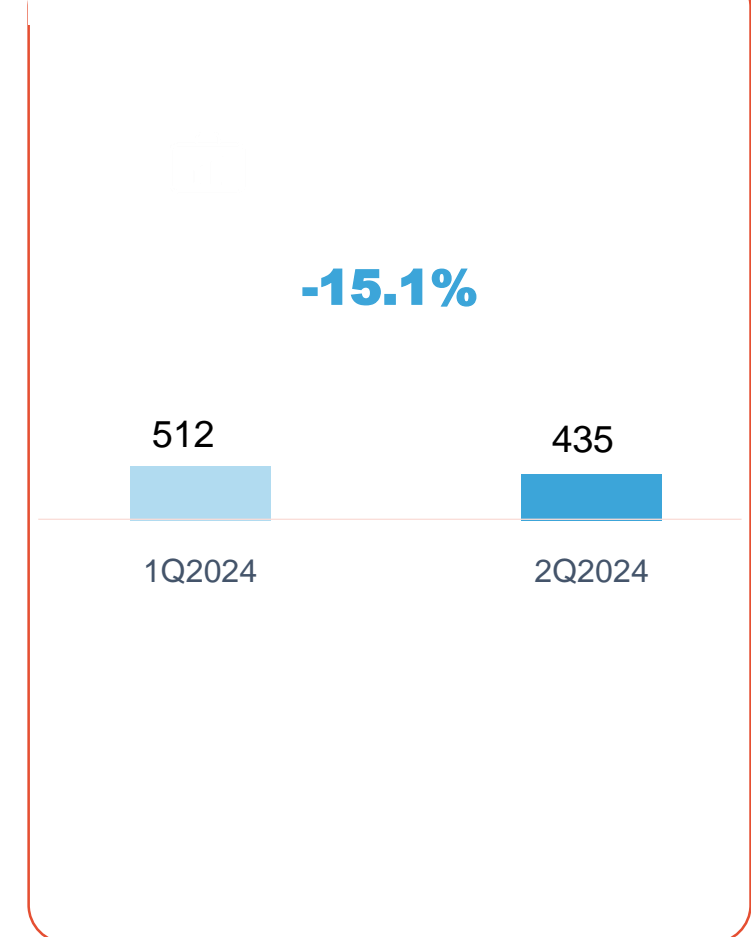


Net cash position, RUB mn

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



Capex Dynamics, RUB mn



Contacts



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