



Forward Looking Statements

This presentation may contain certain forward-looking statements concerning MLP Care's future performance and should be considered as good faith estimates made by the Company. These forward-looking statements reflect management expectations and are based upon currently available data. Actual results are subject to future events and uncertainties, which could materially impact the MLP Care's actual performance.



Muharrem Usta
Chairman & CEO

Executive Summary

- ✓ Real growth of revenue and EBITDA exceeding inflation
 - Revenue up **23%** in Q2 2019, up **24%** in H1 2019
 - Adj EBITDA¹ up **21%** in Q2 2019, up **21%** in H1 2019
 - EBITDA excluding other income/(expense) items up **50%** in Q2 2019, up **38%** in H1 2019
- ✓ Net Debt to Adj. EBITDA ratio came in at **2.5x** and **2.6x** including IFRS 16 effect in H1 2019
- ✓ Free Cash Flow turned into positive and came in at 123 mTL in Q2 2019
compared to -14 mTL in Q1 2019

¹Adj. EBITDA: EBITDA TFRS adjustments that have no cash impact on relevant period and one-off income/expense figures

The Largest Private Healthcare Service Provider in Turkey



17 Cities

20,000+ Staff¹

2,200+ Doctors



+2

New Hospital
in 2018

31 Hospitals
in Total



+500

New Beds
in 2018

+6,000
Beds in Total

¹ Includes managed hospitals, full time and part-time staff

Revenue Growth Well Above Inflation in H1 2019

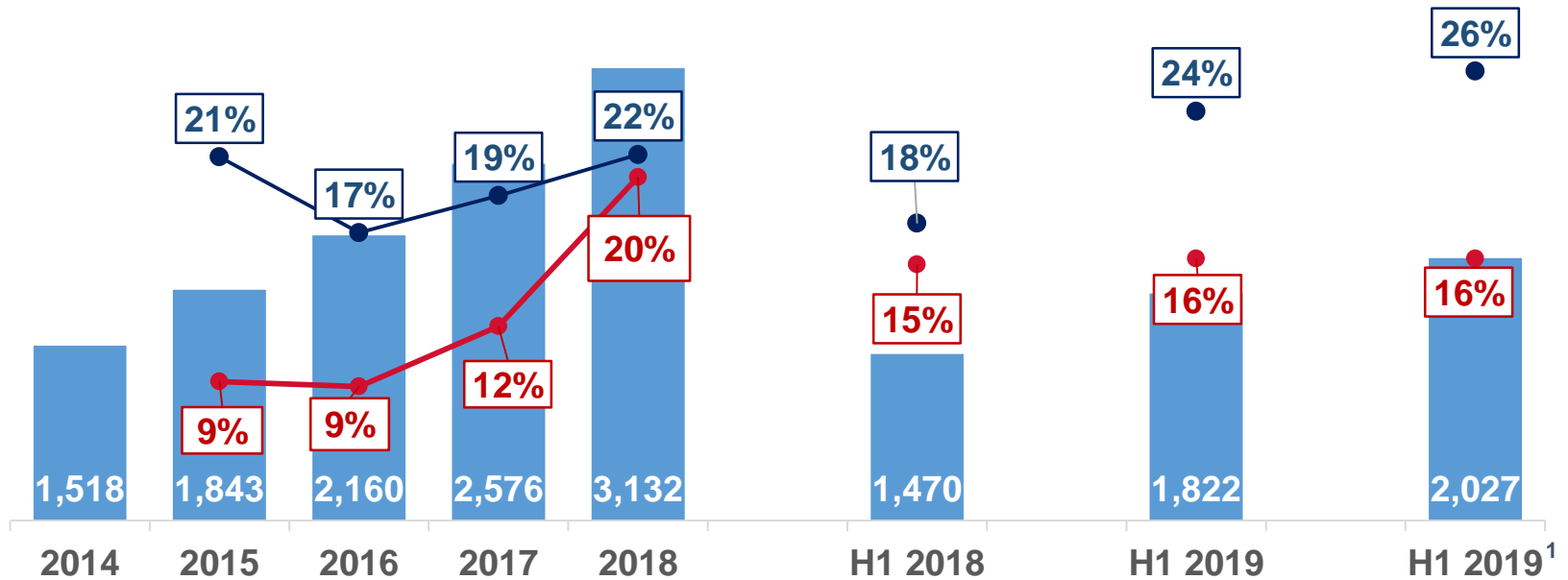
Revenue (TLm)

20%

CAGR 2014-2018

24%

Growth Rate H1 2018 – H1 2019



■ Revenue ● CPI (Consumer Price Index) ● Revenue Growth

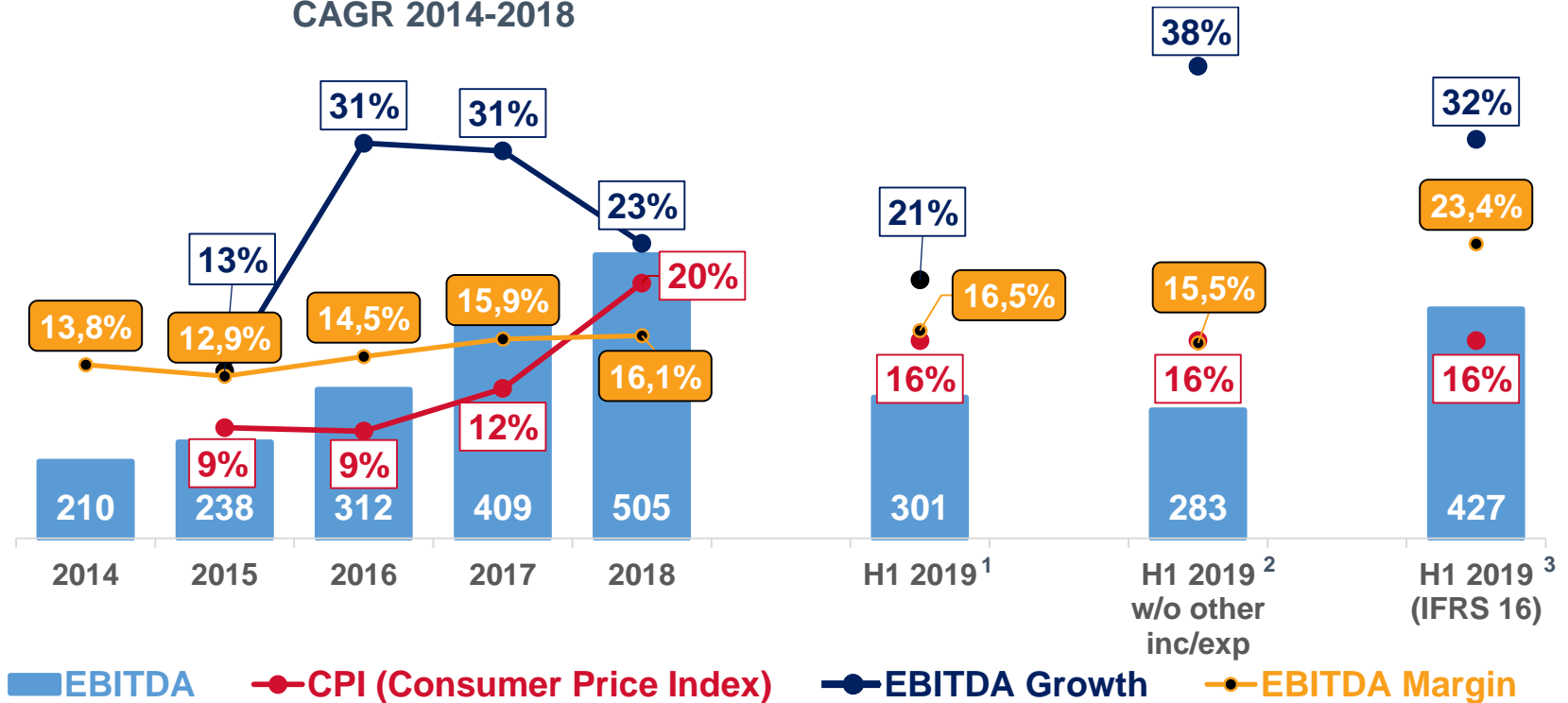
¹ Revenue Including Managed Hospitals: Revenues of Florya, ISU Gaziosmanpaşa and ISU Bahçeşehir were included

Solid EBITDA Growth

Adj. EBITDA¹ and EBITDA %

25%

CAGR 2014-2018



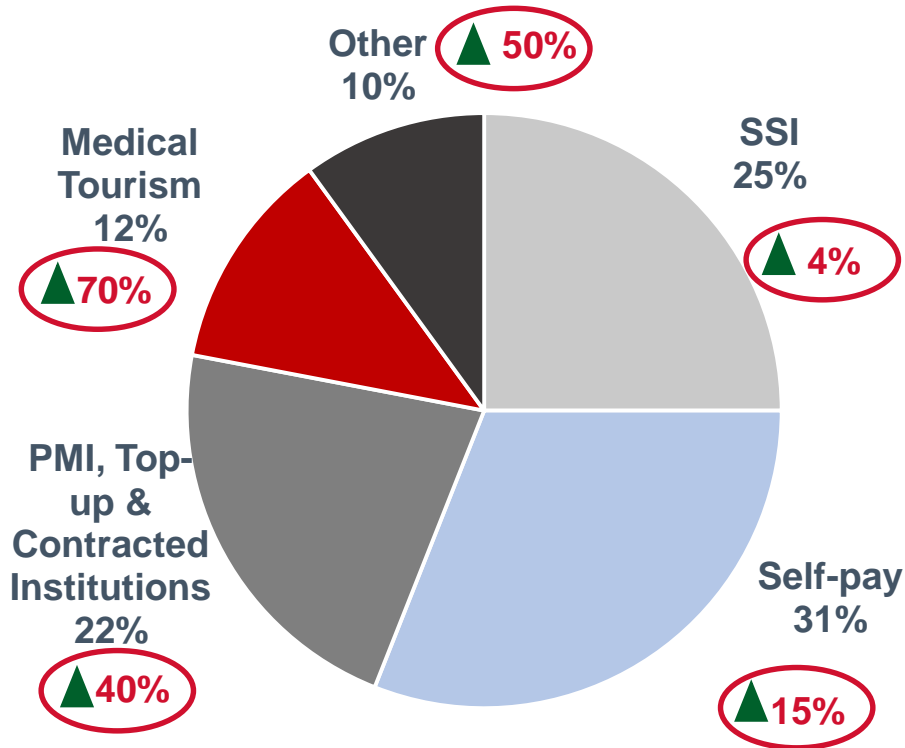
¹ Adj. EBITDA: EBITDA TFRS adjustments that have no cash impact on relevant period and one-off income/expense figures

² EBITDA and EBITDA growth: EBITDA without other income / (expense) items

³ Adjusted EBITDA including obligations under operational leases related to IFRS 16

Double Digit Growth in Majority of Payor Types

Revenue Breakdown by Payor Type – H1 2019

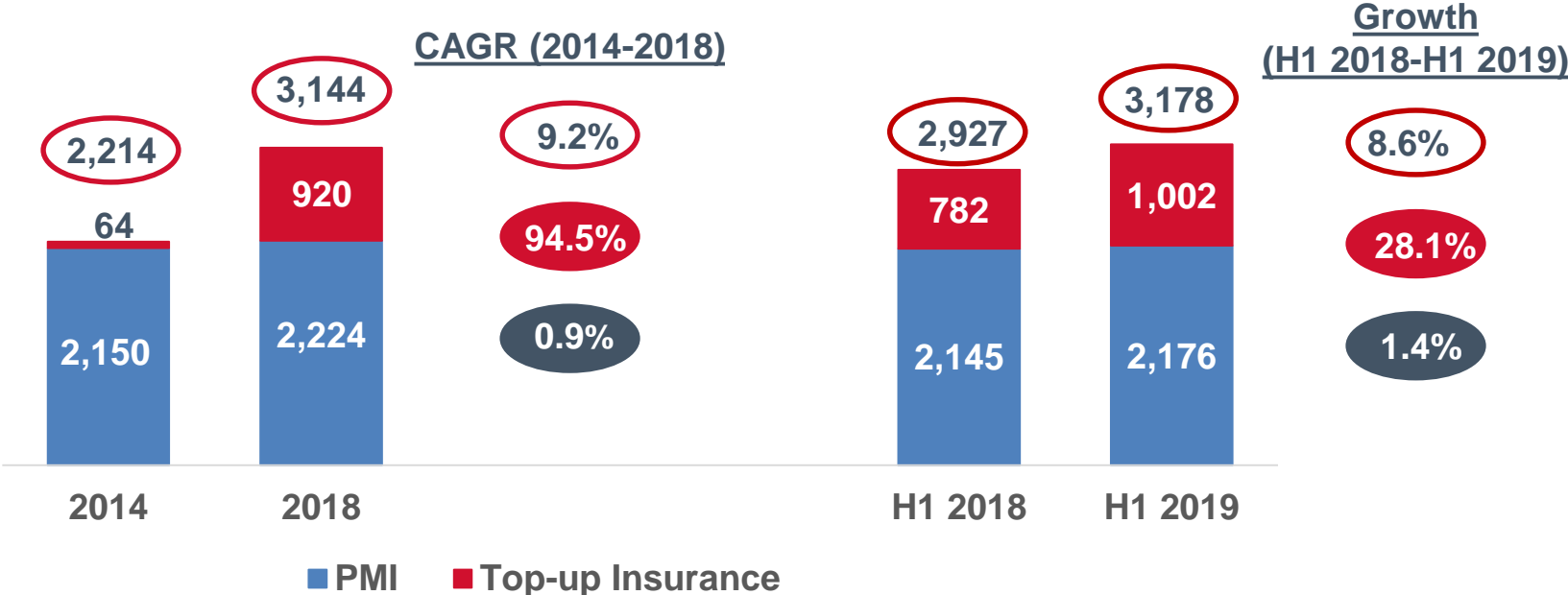


 Denotes revenue growth vs. the same period of the last year

- ✓ Revenue from PMI, Top-up & Contracted Institutions grew by 42% in Q2 2019
- ✓ Medical Tourism grew by 62% in Q2 2019
- ✓ SSI Insurance allows for a wide addressable market (c.98% of the total population)
- ✓ Share of **self pay** continues to increase in total (2014: 27%)

of People with Top-up Insurance Exceeds 1 million

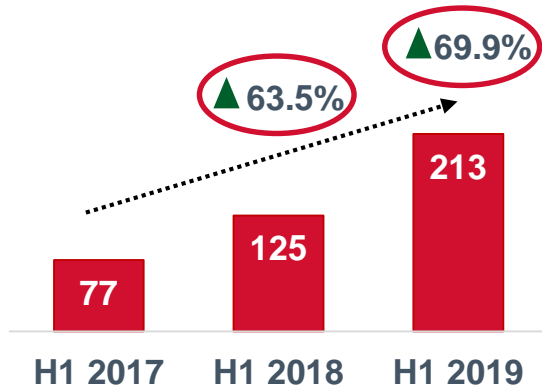
of People with Insurance (PMI and Top-up) in Turkey – 000s



✓ The number of people with Top-up insurance was up by **28%** in H1 2019.

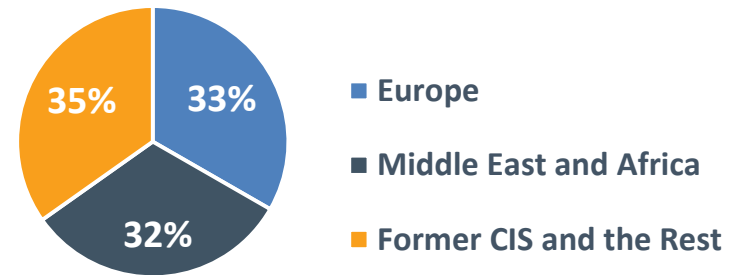
Medical Tourism Revenue Up 70% in H1 2019

Medical Tourism Revenue (TLm)



▲ Denotes revenue growth vs. the same period of the last year

✓ Diversified and Balanced Geography. Patients comes from:



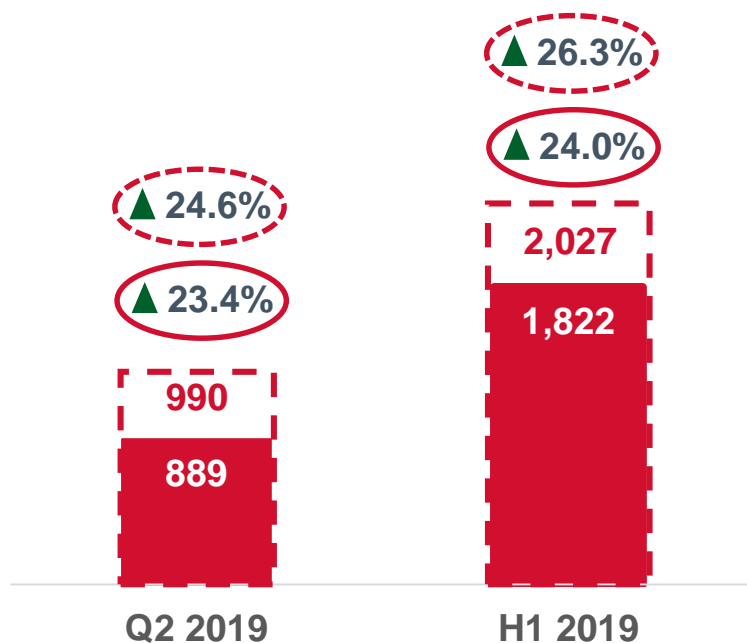
- ✓ Strong marketing through offices / affiliations in **15** countries with Medical Park and in **5** countries with Liv brands
- ✓ FX based pricing adding to EBITDA growth
- ✓ c. **61%** of total collected in cash



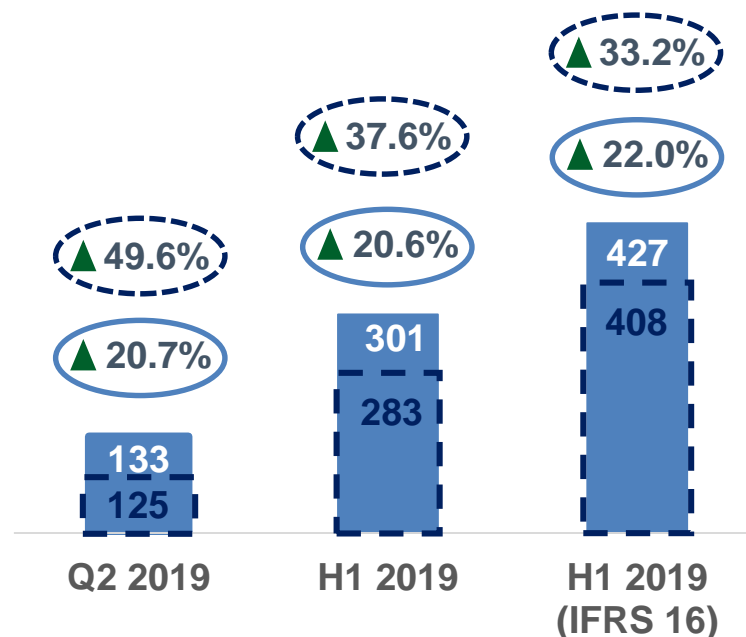
Burcu Öztürk
CFO

Revenue Up 24% in H1 2019

Revenue (TLm)



EBITDA (TLm) ¹



¹ Adj. EBITDA: EBITDA TFRS adjustments that have no cash impact on relevant period and one-off income/expense figures

EBITDA: EBITDA without one-off other income/expense items

Revenue Including Managed Hospitals: Revenues of Florya, ISU Gaziosmanpaşa and ISU Bahçeşehir were included

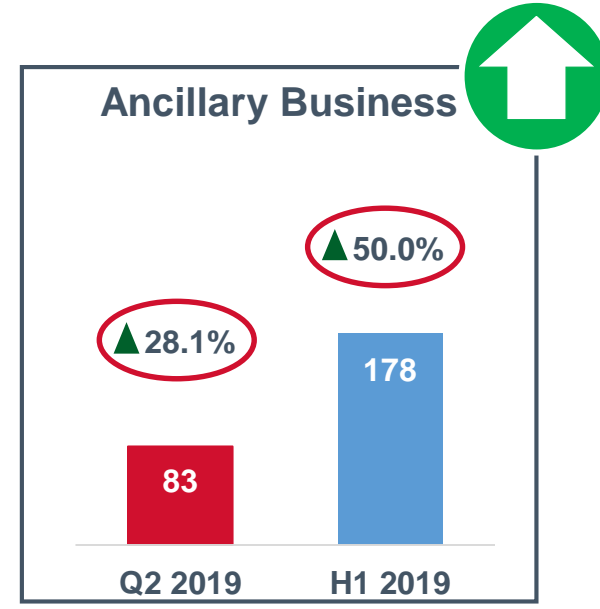
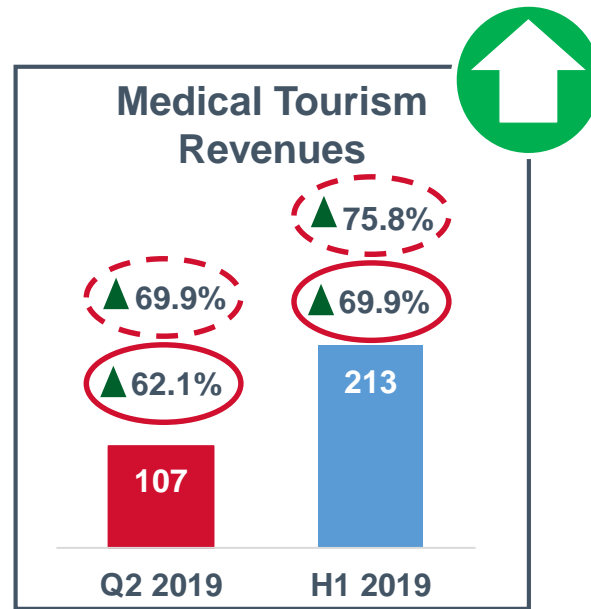
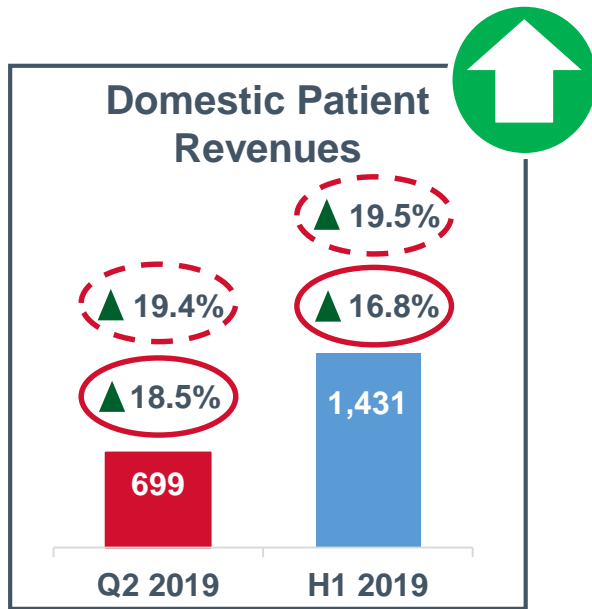
Denotes growth of Revenue vs. the same period of the last year

Denotes growth of Revenue Including Managed Hospitals vs. the same period of the last year

Denotes growth of Adj. EBITDA vs. the same period of the last year

Denotes growth of EBITDA without one-off income/expense figures vs. the same period of the last year

Strong Growth in All Revenue Segments in H1 2019



Growth Continued in Q2 2019 and H1 2019

- ✓ Inpatient revenues grew in
Q2 2019: **18.3%**
H1 2019: **16.2%**
- ✓ Outpatient revenues grew in
Q2 2019: **18.9%**
H1 2019: **17.7%**

Continued to Attract Foreign Patients in H1 2019

- ✓ Share of revenue from Europe in total Medical Tourism: **33%**
- ✓ Middle East & Africa: **32%**
- ✓ Former CIS and the rest: **35%**

Strong Growth in Managed University Hospital Revenues

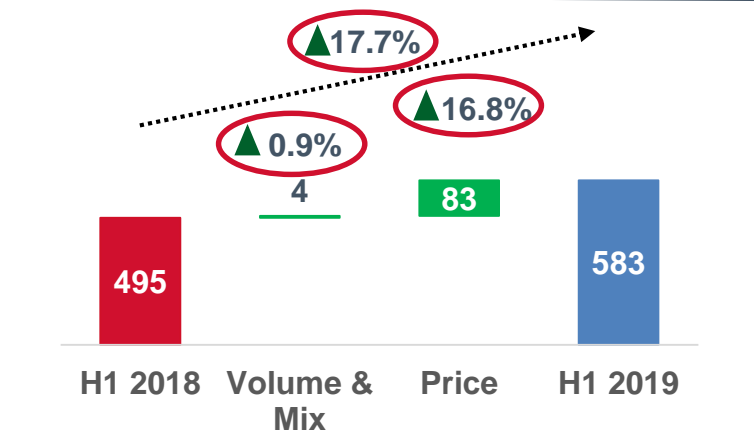
- ✓ Laboratory revenues grew by 25.7mTL with a growth rate of 28.3% in H1 2019
- ✓ Managed hospitals' revenues grew by 10.7mTL with a growth rate of 64.7% in H1 2019



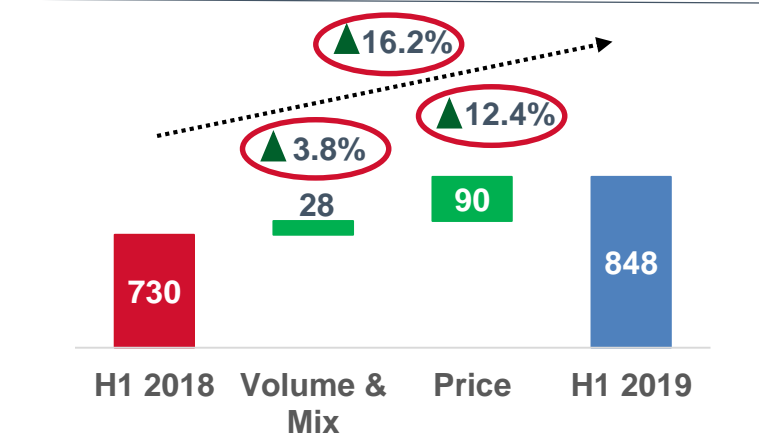
Strong Improvement in Both ARPV and ARPP in H1 2019

- ✓ **Outpatient** and **Inpatient** revenues made up **41%** and **59%** of total Domestic Hospital Business Revenues in H1 2019.

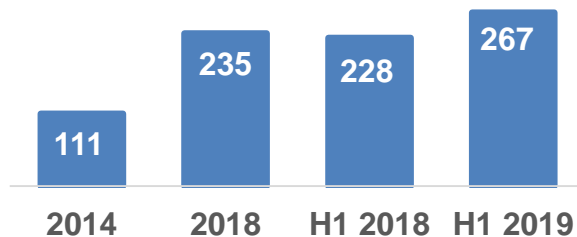
Outpatient Revenues (TLm)



Inpatient Revenues (TLm)

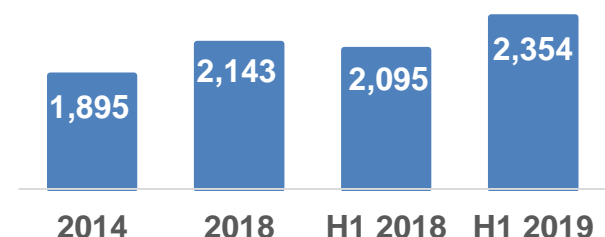


Average Revenue Per Visit (ARPV)



ARPV 4 year CAGR: **▲ 20.6%** H1 2019: **▲ 16.8%**

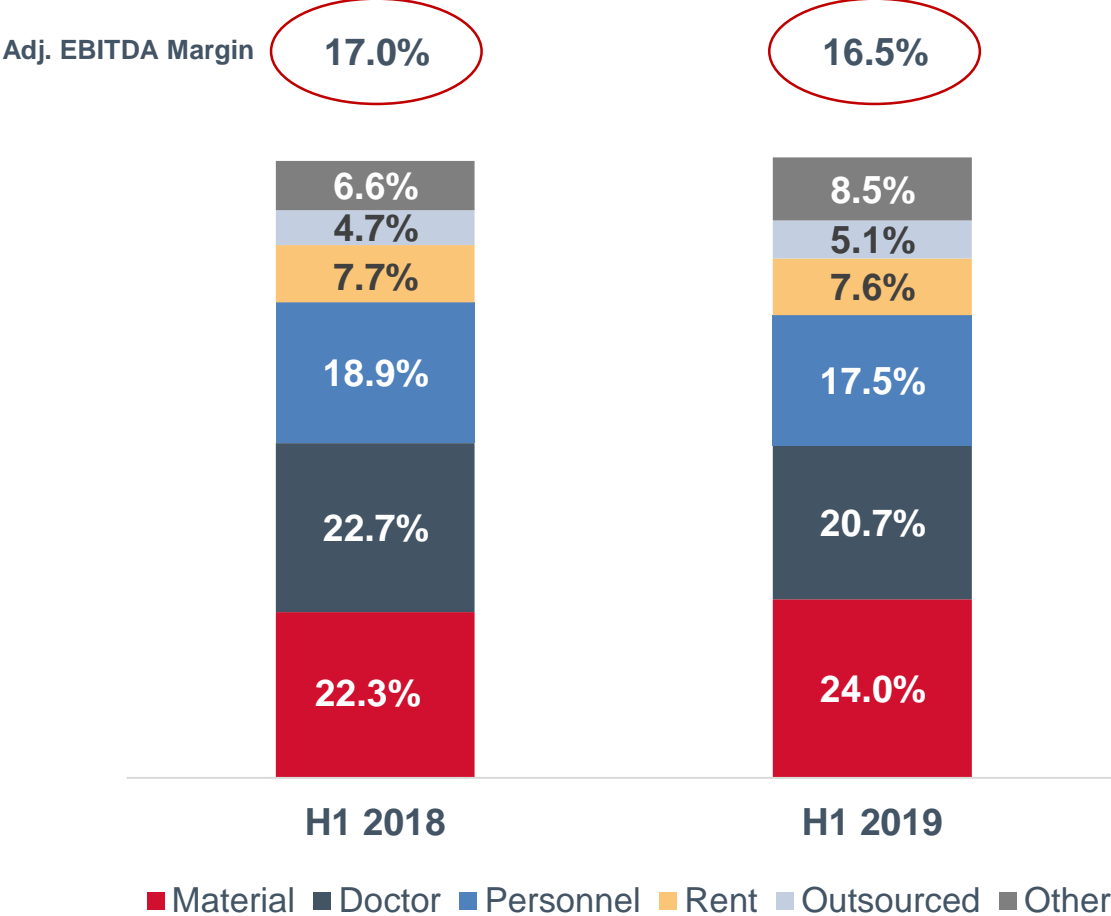
Average Revenue Per Protocol (ARPP)



ARPP 4 year CAGR: **▲ 3.1%** H1 2019: **▲ 12.4%**

Smart Cost Management Results in Profitability Growth

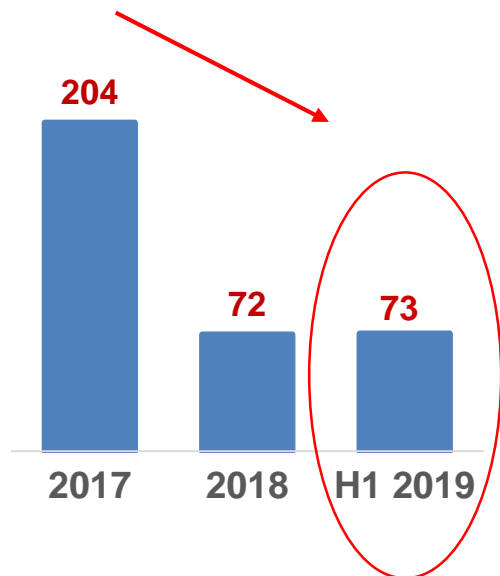
Cost of Service and G&A Expenses as a % of Revenues



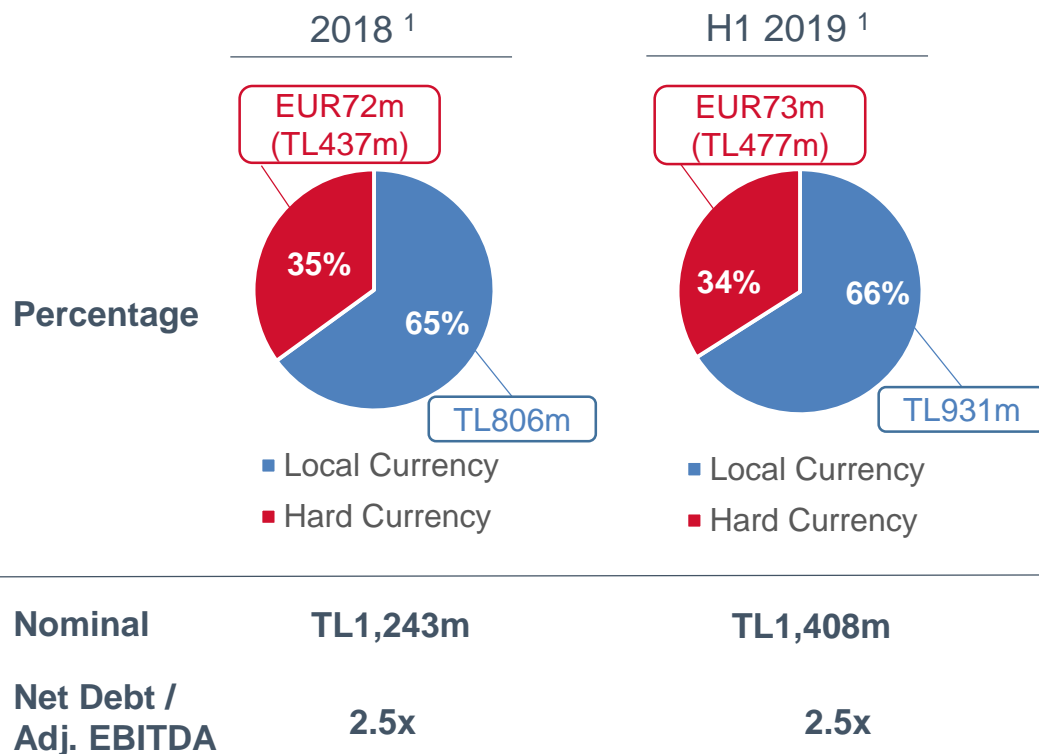
- ✓ **Material costs** as a % of revenue increased due to the inflation adjustment of medicine and increase in share of laboratory services business revenues (with higher material costs) in H1 2019
- ✓ **Doctor costs** as a % of revenue decreased despite the new hospital openings due to increase in hospital revenues and efficiency initiatives
- ✓ **Personnel costs** as a % of revenue declined due to efficient cost management.
- ✓ **Rent expenses** as a % of revenue declined due to conversion of the FX denominated hospital building lease agreements to Turkish Lira in 2018.

Continued to Deleverage Balance Sheet in H1 2019

FX BASED NET DEBT (in EUR m)



NET DEBT



- ✓ 71% of 2019-2020 debt service (including bank loans and financial leases) is hedged
- ✓ Net Debt to Adj. EBITDA ratio was 2.5x in H1 2019

FX Position of Income Statement – Excluding IFRS 16

TLm	H1 2019 (TLm)	Hard Currency	Hard Currency as % of total revenues
Domestic Hospital Revenue	1,431	--	
Foreign Medical Tourism	213	213	12%
Ancillary	178	-	-
Total revenues	1,822	213	12%
Material	(437)	(44)	(2%)
Doctor	(377)	-	-
Personnel	(319)	-	-
Rent	(140)	-	-
All other exp.	(247)	(35)	(2%)
Total costs	(1,521)	(79)	(4%)
EBITDA	301	134	7%
Amortisation	(105)	-	-
Extraordinary income / (expense), net	(32)	-	-
Finance expenses, net of interest income	(160)	(25)	(1%)
Non cash - FX gain / (loss), net	(50)	(50)	(3%)
Income / (expense), net before tax	(45)	59	3%
Taxation income / (expense), net	6	-	-
Net Profit / (loss), net	(39)	59	3%
Net Profit / (loss), net -w/o Non cash FX gain / (loss)	11	109	6%

Share of Medical Tourism Revenue in Total Revenue increased to **12%** in H1 2019.

Driven by Medical Tourism Revenue, **c.44%** of EBITDA Generated in Hard Currency

FX Position of Income Statement – Including IFRS 16

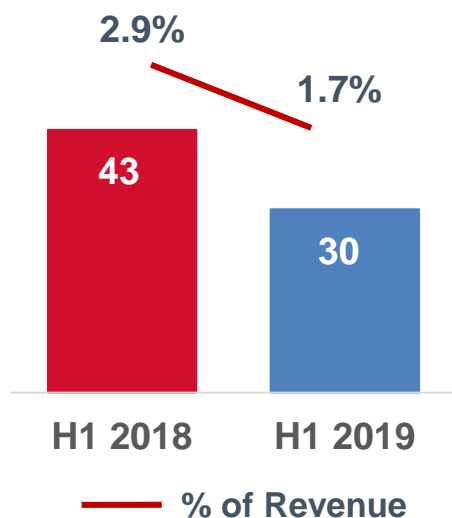
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Ancillary	178	-	-
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Material	(437)	(44)	(2%)
Doctor	(377)	-	-
Personnel	(319)	-	-
Rent ¹	(15)	-	-
All other exp.	(247)	(35)	(2%)
Total costs	(1,395)	(79)	(4%)
EBITDA	427	134	7%
Amortisation	(129)	-	-
Extraordinary income / (expense), net	(32)	-	-
Finance expenses, net of interest income	(237)	(25)	(1%)
Non cash - FX gain / (loss), net	(56)	(56)	(3%)
Income / (expense), net before tax	(27)	52	3%
Taxation income / (expense), net	3	-	-
Net Profit / (loss), net	(25)	52	3%
Net Profit / (loss), net -w/o Non cash FX gain / (loss)	32	109	6%

Share of Medical Tourism Revenue in Total Revenue increased to **12%** in H1 2019.

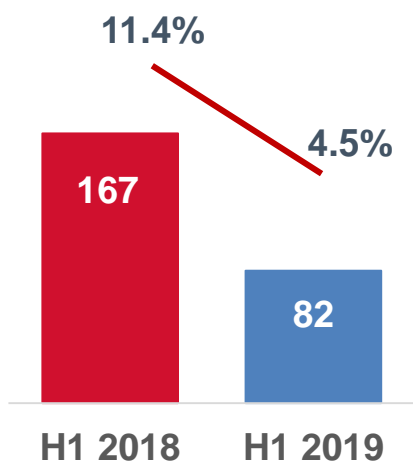
Driven by Medical Tourism Revenue, **c.31%** of EBITDA Generated in Hard Currency

Total Capex and Maintenance Capex Decreased

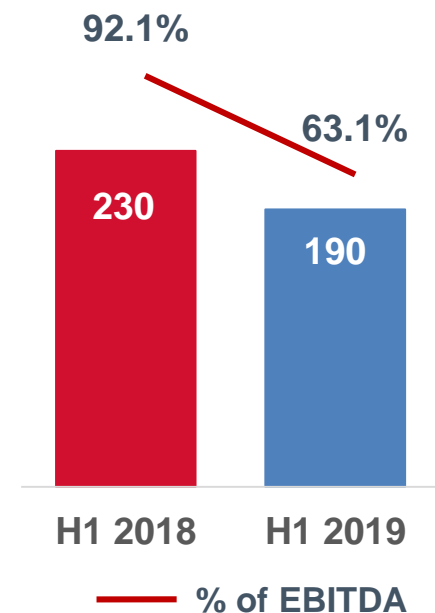
Maintenance Capex (TLm)



Total Capex (TLm)



Operating Cash Flow / EBITDA



✓ Trade payables decreased by TL24m and trade receivables increased by TL62m impacting operating cash flow

Outlook & Prospects

Muharrem Usta – Chairman & CEO

Outlook & Prospects

We will use our available resources and increase efficiency in 2019.

Our targets are:

Operational targets

- ✓ Increase contribution of Medical Tourism
- ✓ Accelerate the ramp-up of the new opened hospitals
- ✓ Increase efficiency of the business through digitalization (*invoicing/collection improvement, headcount optimization, doctor cost efficiency, digital channel revenues*) and artificial intelligence

Financial targets

- ✓ Deleverage our balance sheet
- ✓ Tight controls over costs and improve FCF
- ✓ Focus on available capacity with minimum expansion capex



Q&A

Closing Remarks

Muharrem Usta – Chairman & CEO



Thank You!

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MLPCARE

Historical P&L Statements

TLm	Reviewed H1 2019 ¹	Reviewed H1 2019	Reviewed H1 2018	Q2 2019 ¹	Q2 2019	Q2 2018
Revenue	1,822	1,822	1,470	889	889	720
Cost of service (-)	(1,401)	(1,500)	(1,231)	(694)	(744)	(619)
Gross profit	422	322	239	195	144	101
General administration expenses (-)	(143)	(144)	(123)	(72)	(72)	(63)
Other income from operations	145	145	157	83	83	90
Other expenses from operations (-)	(142)	(144)	(116)	(82)	(83)	(67)
Operating profit / (loss)	281	180	157	123	72	60
Income from investing activities	1	1	0	1	1	0
Expense from investing activities (-)	--	--	(0)	--	--	(0)
EBIT	282	181	157	124	73	61
<i>EBIT margin</i>	15.5%	9.9%	10.7%	13.9%	8.2%	8.4%
Total interest expenses (-)	(253)	(176)	(101)	(144)	(106)	(33)
Net foreign exchange profit / (loss) (including hedging cost)	(56)	(50)	(110)	(28)	(24)	(50)
Net profit / (loss) before tax	(27)	(46)	(54)	(49)	(57)	(23)
Tax income / (expense) from operations	3	6	46	9	15	14
Net profit / (loss)	(25)	(39)	(8)	(39)	(42)	(10)

Historical Balance Sheet

TLm	Reviewed June 30, 2019 ¹	Reviewed June 30, 2019	Audited December 31, 2018
Cash and cash equivalents	260	260	223
Trade receivables	981	981	899
Inventory	89	89	80
Short term other assets	269	269	276
Current assets	1,599	1,599	1,479
Tangible and intangible fixed assets	1,281	1,281	1,305
Right of use assets	231	--	--
Deferred tax assets	385	303	282
Long term other assets	226	226	173
Non-current assets	2,122	1,810	1,760
Total assets	3,722	3,409	3,239
Trade payables	783	783	808
Short term other liabilities	258	258	246
Short term financial liabilities (incl. financial and operational leases)	791	676	455
Current liabilities	1,831	1,717	1,509
Long term other liabilities	54	54	55
Deferred tax liabilities	137	137	136
Long term financial liabilities (incl. financial and operational leases)	1,496	970	964
Non-current liabilities	1,686	1,161	1,154
Shareholders' equity	163	417	474
Non-controlling interest	41	114	101
Equity	204	532	576
Total liabilities & equity	3,722	3,409	3,239

Reconciliation from Reported EBITDA to Adjusted EBITDA

TLm	H1 2019 ¹	H1 2019	H1 2018	Q2 2019 ¹	Q2 2019	Q2 2018
Net profit / (loss)	(25)	(39)	(8)	(39)	(42)	(10)
Tax income from operations	(3)	(6)	(46)	(9)	(15)	(14)
Depreciation and amortization of tangible and intangible fixed assets	129	105	90	65	53	46
Total interest expenses, net of interest income and gain on financial derivatives	293	209	199	165	122	80
Net (gains) / losses from the disposal of tangible and intangible assets	(1)	(1)	(0)	(1)	(1)	(0)
Reported EBITDA	394	268	235	181	117	102
Net one-off (gains) / losses	21	21	11	14	14	9
Non-cash GAAP provision expenses	12	12	4	1	1	(1)
Adjusted EBITDA	427	301	250	197	133	110

¹Including obligations under operational leases related to IFRS 16