



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

Snapshot of Pandemic in Turkey as of May 27th, 2020

Key Dates

- ✓ First case announced on March 11th. Schools closed since March 16th.
- ✓ All hospitals meeting certain criteria declared pandemic hospitals on March 20th.
- ✓ Curfew for elderly (65+) since March 22nd and for the young (sub-20) since beginning of April
- ✓ Weekend and public holiday Lockdowns since April 11th.

Number of
Tests

1,894,650

Total Deaths

4,431
2.8% Fatality

Number of
Cases

159,797

Patients in
ICU

723

Patients
Recovered

122,793

Patients
Intubated

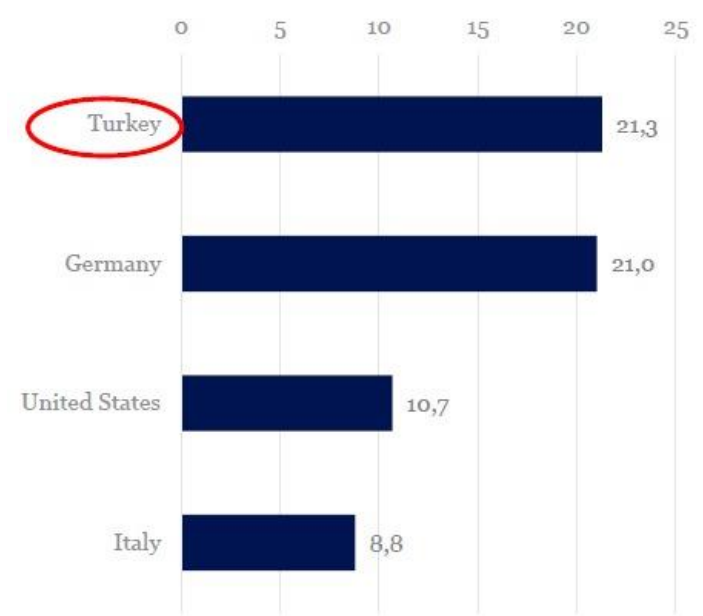
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Turkey is Ahead of Many Developed Countries, With investments in Healthcare For Many Years

The number of intensive care beds per 100,000 people

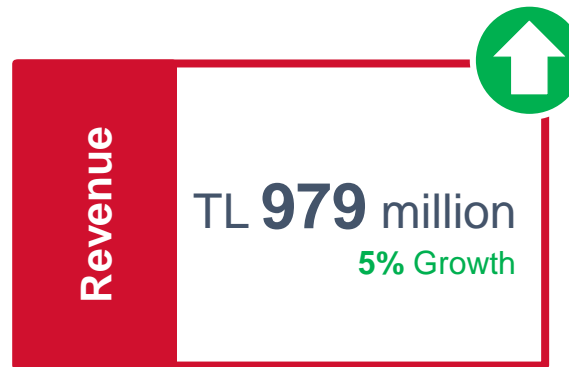


Number of beds per 1,000 people over 60 years old



At a Glance: MLP Care Q1 2020 Financial Highlights

- ✓ All hospitals started accepting COVID-19 patients in March
- ✓ Revenue growth despite the COVID-19 pandemic impact
- ✓ EBITDA margin eroded slightly supported by the pandemic related precautions and measures
- ✓ Lower interest expense due to easing interest rate environment
- ✓ Cash resources and access to liquidity was improved for the continuity of the business



At a Glance: MLP Care Operational Highlights

Two brands and one concept targeting three different price points with consistently outstanding medical service quality.



The largest hospital group in Turkey



30 Hospitals in Total

MEDICALPARK



~6,000 Beds in Total



20,000+ Staff¹

2,200+ Doctors
(1/3 are academicians)

**VM
MEDICALPARK**



3 JCI Accredited Hospitals

3 Centers of Excellence

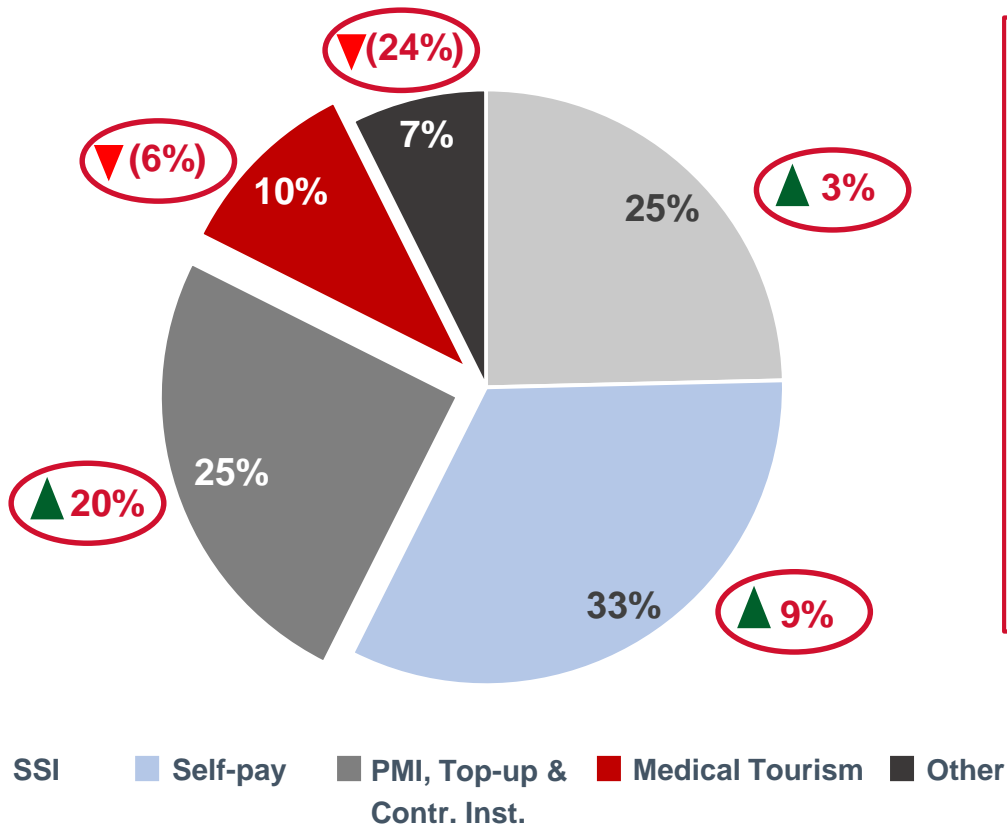
Addresses All Price Segments
in the Turkish Market

MLPCARE

¹ Includes managed hospitals, full time and part time staff

Revenue Diversification Decreased the Pandemic Impact

Q1 2020

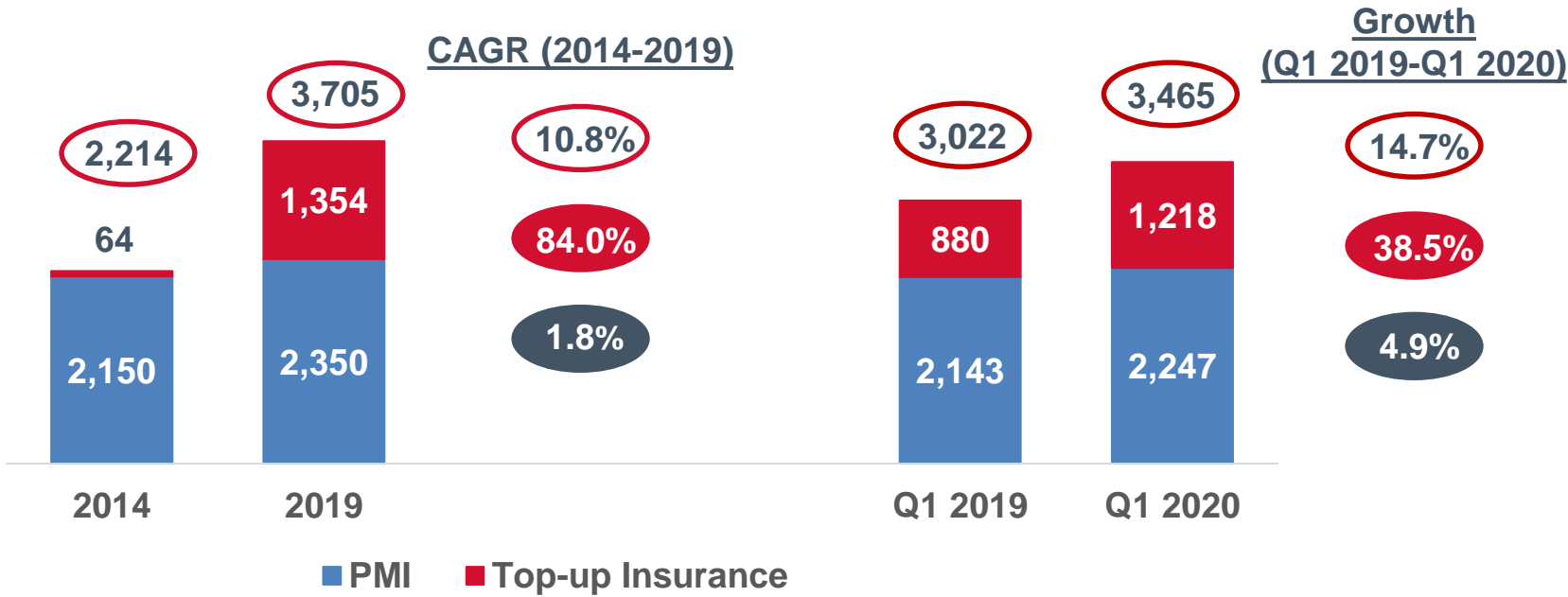


- ✓ Revenue from **PMI, Top-up & Contracted Institutions** grew by 20% in Q1 2020
- ✓ **SSI Insurance** allows for a wide addressable market (c.98% of the total population)
- ✓ Share of **self pay** continues to increase in total
- ✓ **Medical Tourism** decreased by 6% in Q1 2020 due to Pandemic impact
- ✓ **Other** contracted due to non renewed lab business tender



of People with Top-up Insurance Exceeds 1.2 million

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



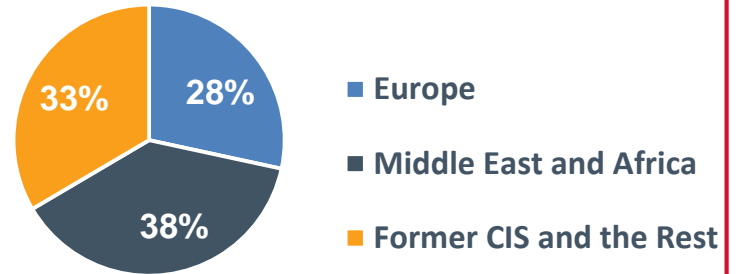
✓ The number of people with Top-up insurance was up by **38%** in Q1 2020.

Medical Tourism Revenue Slow Down Due to Pandemic

Medical Tourism Revenue (TLm)



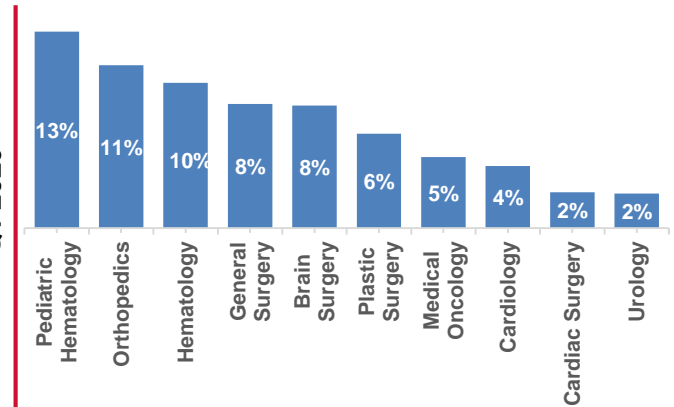
✓ Diversified and Balanced Geography. Patients comes from:



- ✓ Strong marketing through offices / affiliations in **12** countries with Medical Park and in **7** countries with Liv brands
- ✓ FX based pricing adding to EBITDA growth
- ✓ c. **68%** of total collected in cash

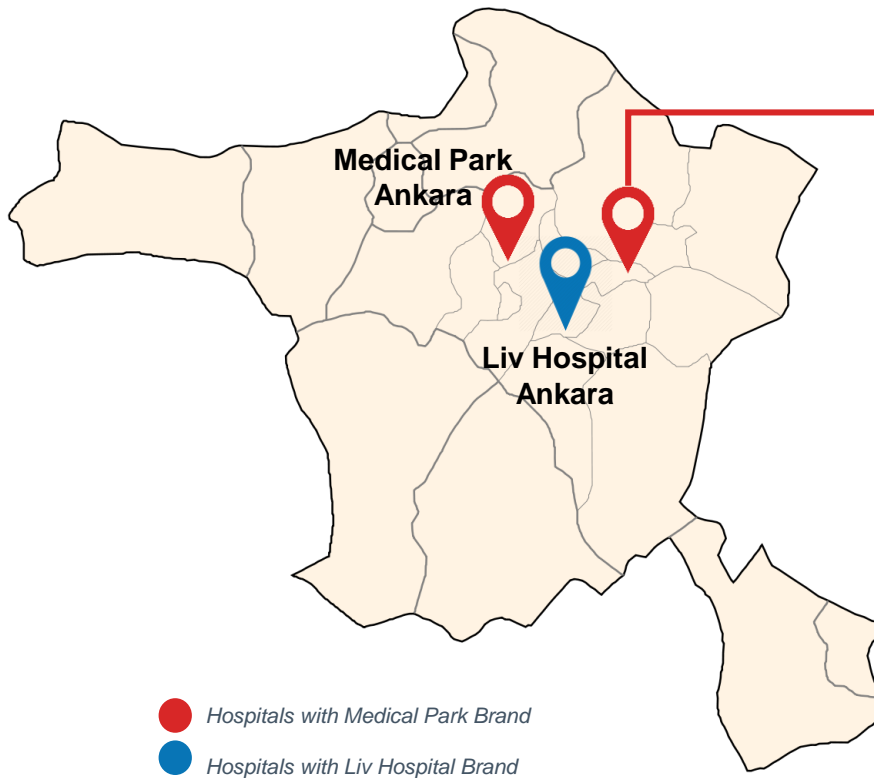


TOP 10 Medical Tourism Revenue % by Department in Q1 2020



Growth Opportunities in Ankara

Map of Ankara



VM Medical Park Ankara



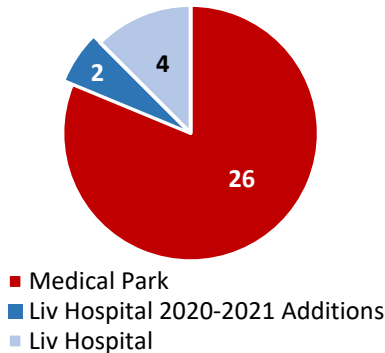
Location: Keçiören / Ankara
Opening Date: March 2020

Key Statistics

- ❖ 19k sqm
- ❖ 75 bed capacity
- ❖ 27 polyclinic rooms
- ❖ 6 operating rooms

Planned M&A in 2020-2021

of Hospitals



Liv Hospital Gaziantep



Liv Hospital İstanbul



Location

- Gaziantep

- İstanbul

Opening Date

- ~ Q4 2020

- ~ 2021

Key Statistics

- 40k sqm
- ~ 230 bed capacity
- 70 polyclinic rooms
- 8 operating rooms

- ~ 50k sqm

- ✓ Gaziantep Opening postponed to Q4 2020, İstanbul Liv Hospital opening postponed to 2021 due to COVID-19 pandemic
- ✓ Expanding in metropolitans through mid-large scale hospitals (min. 100 bed capacity)
- ✓ Quick EBITDA ramp-up through leveraging MLP Care’s resources (brand strength, operational know how, licensing, experienced physicians, and management staff)
- ✓ Min. acquisition CAPEX & WC requirements

Accelerated efforts for Digitalisation After Pandemic

Centralisation of Procurement (E-tender)



HR – Recruitment and Talent Management



**Telemedicine –
Medical Park Evde & Liv Hospital Evde**



Digital Agreements



**Digitalization of
invoicing/collection**

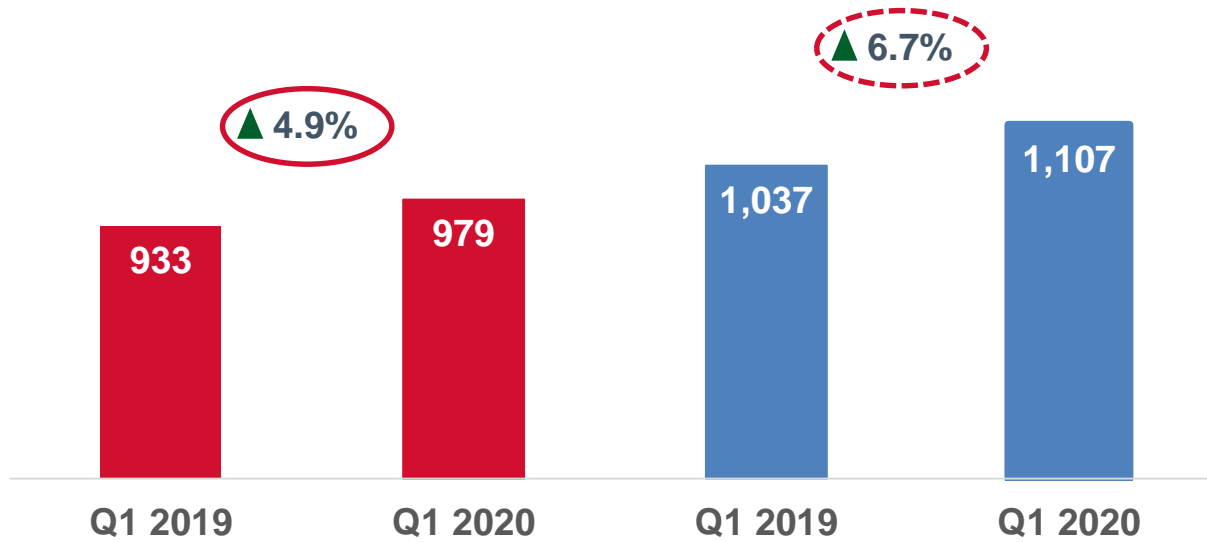




Burcu Öztürk
CFO

Revenue Up 5% in Q1 2020

Revenue (TLm)



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



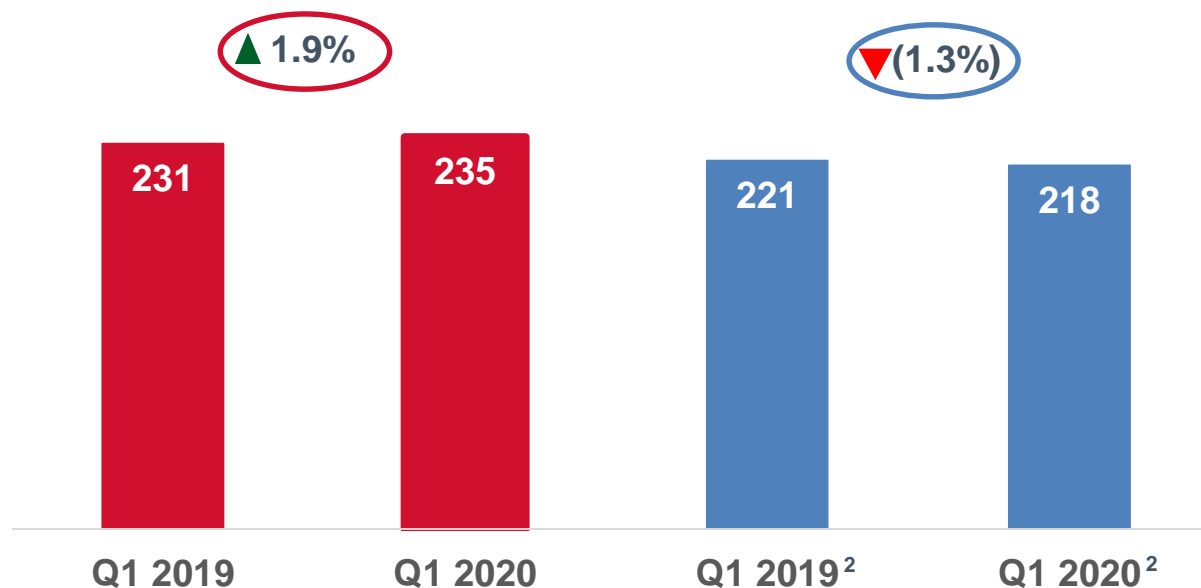
Denotes growth of Revenue vs. the same period of the last year



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

EBITDA Up by 2% in Q1 2020

EBITDA (TLm) ¹



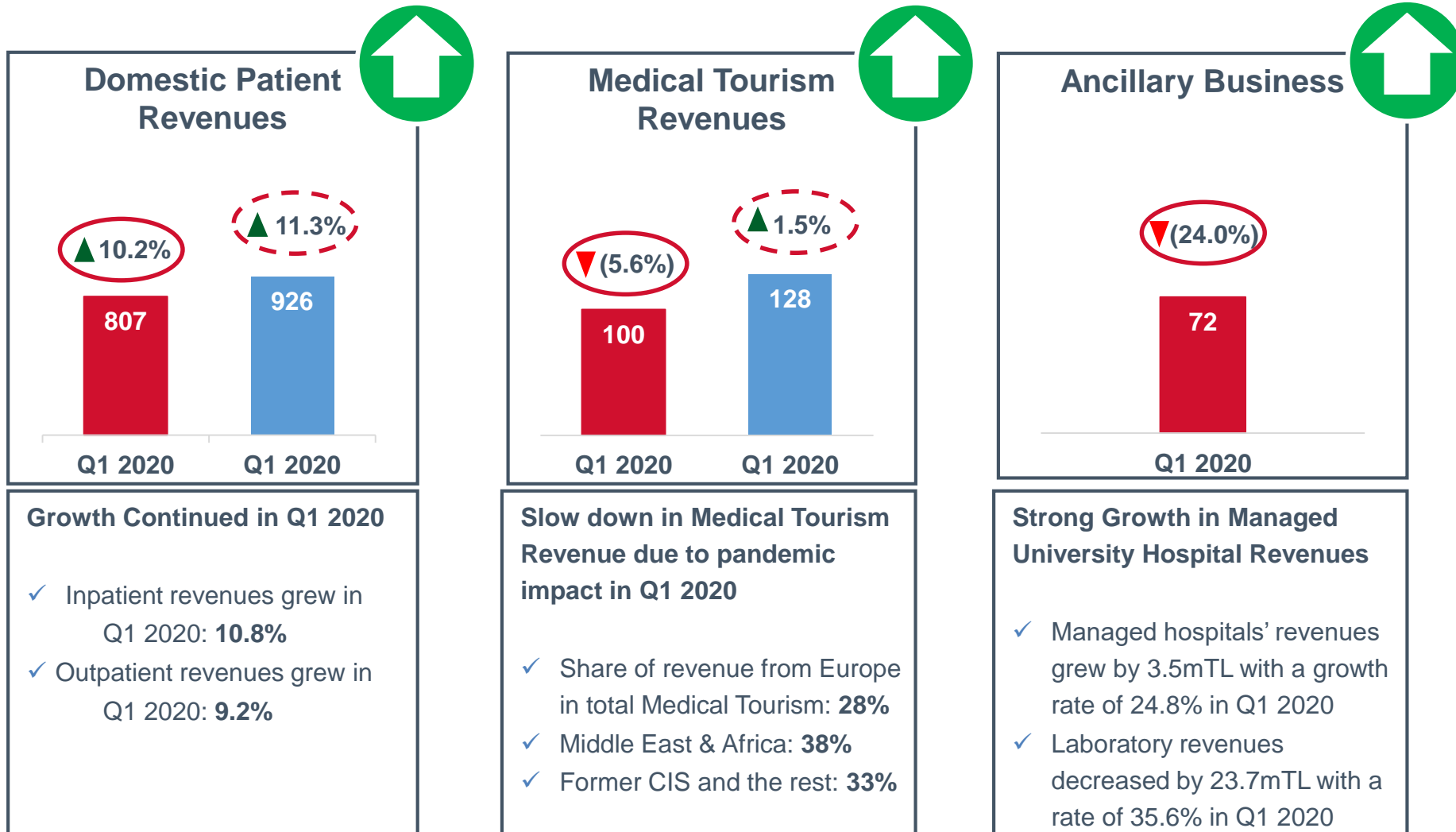
¹ Adj. EBITDA: EBITDA TFRS adjustments that have no cash impact on relevant period and one-off income/expense items

² Adj. EBITDA: Adj. EBITDA without foreign exchange effect of other income/expenses from operating activities

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

▼ Denotes decrease of Adj. EBITDA without foreign exchange effect of other income/expenses from operating activities vs. the same period of the last year

Revenue Growth in Q1 2020 Despite Pandemic Impact



Growth Continued in Q1 2020

- ✓ Inpatient revenues grew in Q1 2020: **10.8%**
- ✓ Outpatient revenues grew in Q1 2020: **9.2%**

Slow down in Medical Tourism Revenue due to pandemic impact in Q1 2020

- ✓ Share of revenue from Europe in total Medical Tourism: **28%**
- ✓ Middle East & Africa: **38%**
- ✓ Former CIS and the rest: **33%**

Strong Growth in Managed University Hospital Revenues

- ✓ Managed hospitals' revenues grew by 3.5mTL with a growth rate of 24.8% in Q1 2020
- ✓ Laboratory revenues decreased by 23.7mTL with a rate of 35.6% in Q1 2020



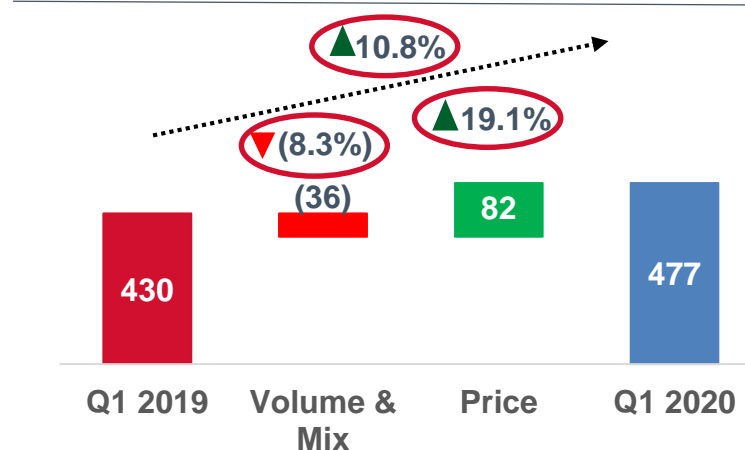
Strong Improvement in Both ARPV and ARPP in Q1 2020

- ✓ **Outpatient** and **Inpatient** revenues made up **41%** and **59%** of total Domestic Hospital Business Revenues in Q1 2020.

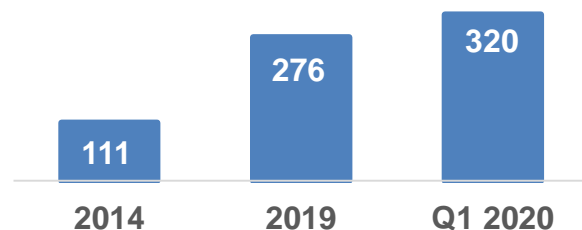
Outpatient Revenues (TLm)



Inpatient Revenues (TLm)

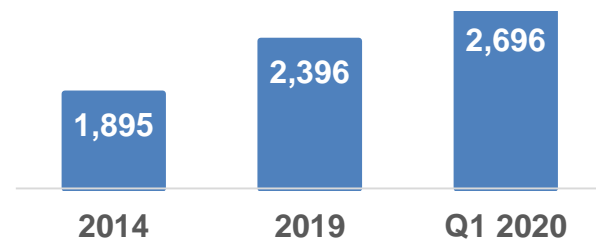


Average Revenue Per Visit (ARPV)



ARPV 5 year CAGR: ▲ 19.9%
Q1 2020: ▲ 19.2%

Average Revenue Per Protocol (ARPP)

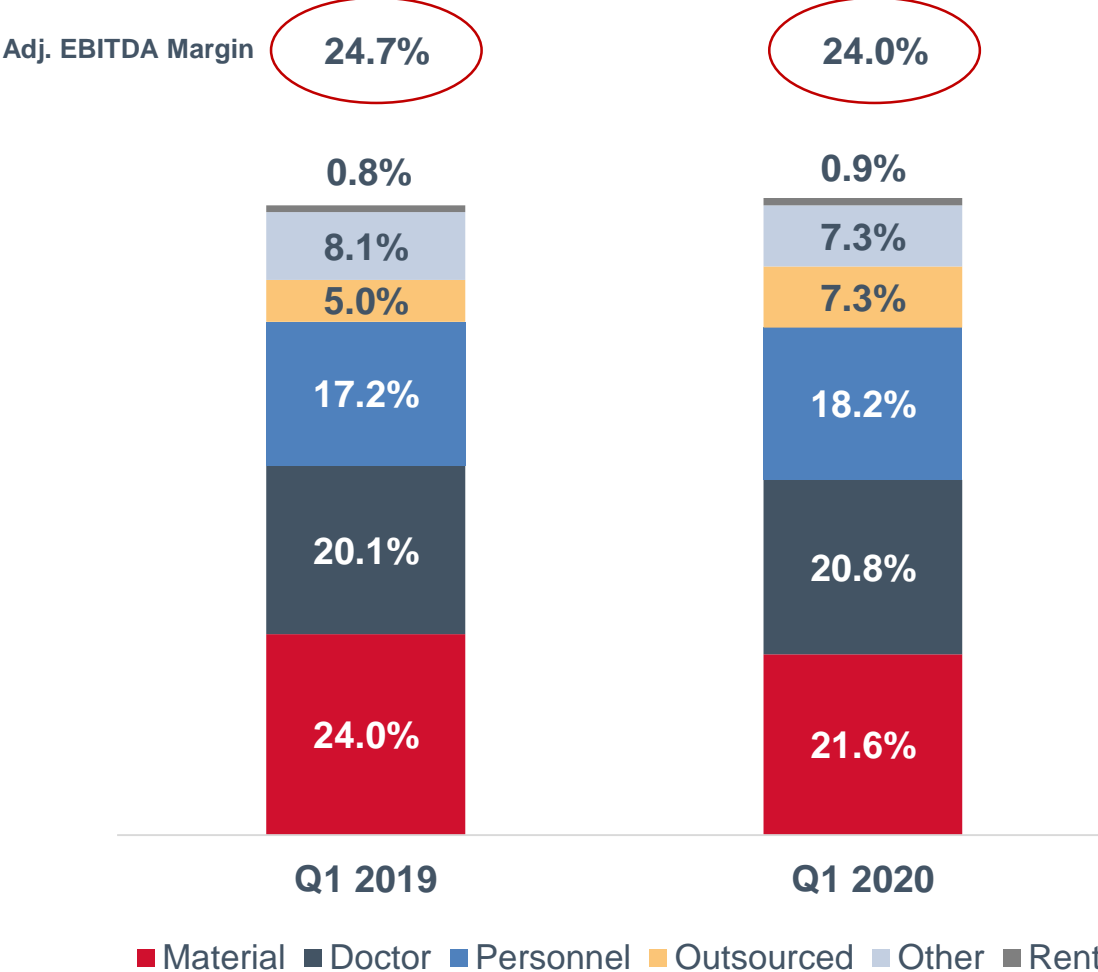


ARPP 5 year CAGR: ▲ 4.8%
Q1 2020: ▲ 19.1%



Smart Cost Management Results in Profitability Growth

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



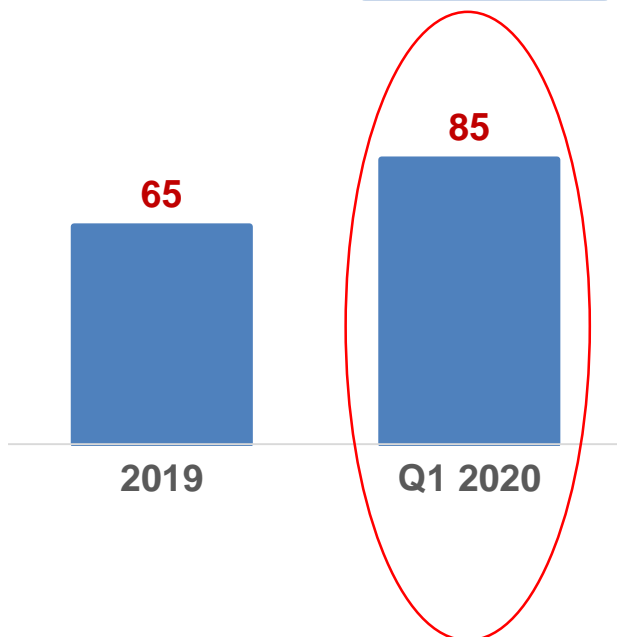
- ✓ **Material costs** as a % of revenue declined in Q1 2020 due to decrease in the share of laboratory business which has higher cost base.
- ✓ **Doctor costs** as a % of revenue increased in line with the new hospital acquisitions
- ✓ **Personnel costs** as a % of revenue increased in Q1 2020 due to new hospital acquisitions and minimum wage increase by Jan-20
- ✓ **Outsourced services** as a % of revenue increased due to the growth in the volume of such services
- ✓ **Other expenses** as a % of revenue decreased due to the decrease in the marketing expenses related to FMT revenues

Debt Position in Q1 2020

FX BASED NET DEBT¹ (in EUR m)

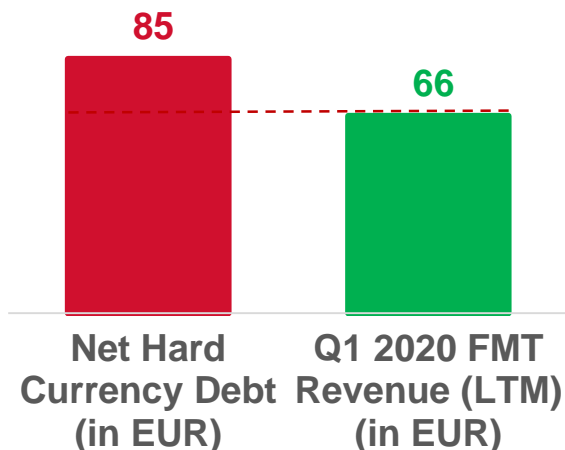
EUR30m
equivalent of
FX Cash Balance

EUR6m
equivalent of
FX Cash Balance



NET DEBT

Q1 2020 ¹

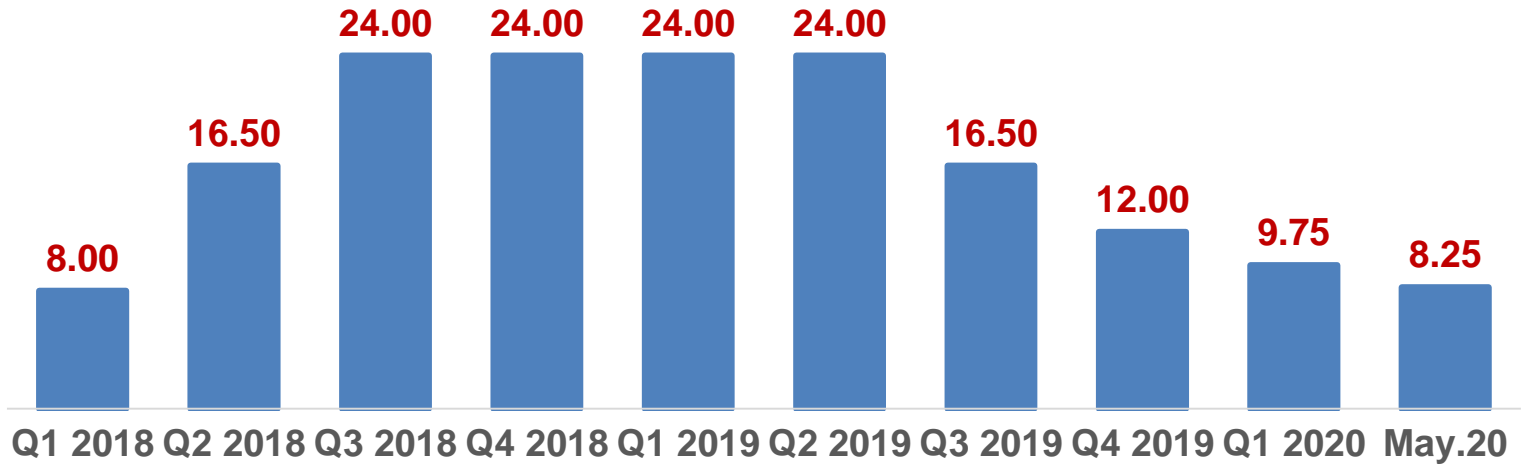


Nominal Net Debt (exc. IFRS 16)	1,490m TL
Nominal Net Debt (inc. IFRS 16)	2,140mTL
Net Debt /Adj. EBITDA (inc. IFRS 16)	2.6x

- ✓ 68% of 2020 debt service (including bank loans and financial leases) is hedged
- ✓ Net Debt to Adj. EBITDA ratio was at 2.6x

Easing CB policy rate

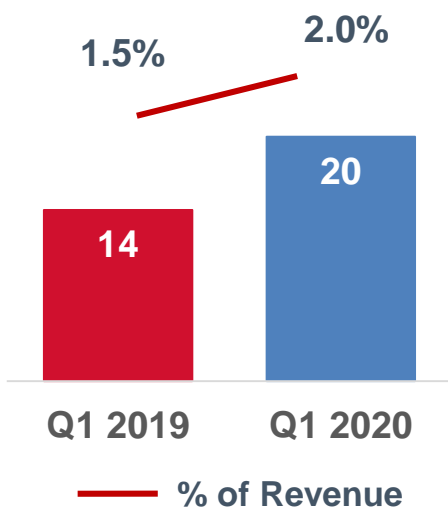
CBT Interest Rate %



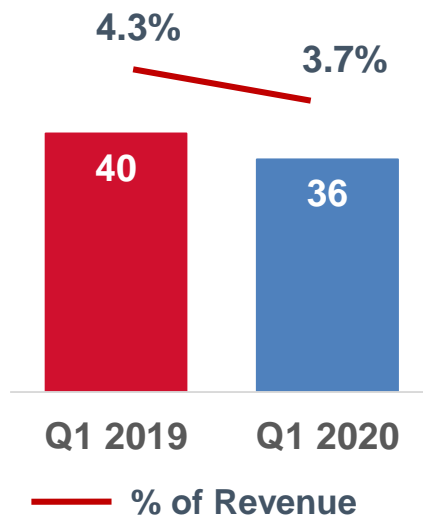
✓ Central Bank of Turkey policy rates has positive impact on our interest costs since 3Q 2019.

Total Capex Decreased, Operating Cash Flow Improved

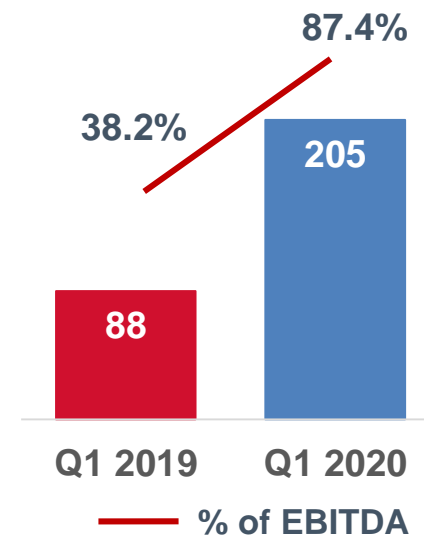
Maintenance Capex (TLm)



Total Capex (TLm)



Operating Cash Flow / EBITDA



Precautions Taken Regarding the COVID-19 Pandemic

We have taken all precautionary actions to decrease the effect of Covid-19 on our financial performance.

Cost Management:

- ✓ **Personnel Expenses:** Government's Incentive of Short-time Work Program was utilized as of Apr-20.
- ✓ **Doctor Costs:** Almost all doctor costs are variable. Revenue decline will also decrease the doctor costs.
- ✓ **Rent Expenses:** Rent discount negotiations were initiated with the landlords (%50 rent discount is already received for 11 hospitals, negotiations are ongoing for the remaining hospitals)
- ✓ **Material Cost:** COVID-19 related hygiene products are procured from Government, which secures minimal unit price
- ✓ **Other Costs:** Discounts are received from equipment maintenance suppliers during pandemia period. Marketing & Representation related expenses for both medical tourism and domestic revenues are significantly decreased.
- ✓ **Capex:** Discretionary & growth related capex is minimalised.

Cash Flow & Liquidity Management:

- ✓ **Liquidity:** A long-term loan of TL 330 million was withdrawn (investment loan of TL 80 million and a Net Working Capital Facility of TL 250 million) with an attractive interest rate of TR LIBOR + 2.5% (first 6 months) and 3.5% (remaining period). Existing investment loan interest rate is TR LIBOR + 5.8%
- ✓ **NWC Management:**
 - ✓ As of March 2020, the Net Working Capital Management Committee was established to manage supplier payments and customer collections in an efficient manner.
 - ✓ All Social Security Institution (SSI), Withholding Tax, VAT payments are postponed to October 2020.



Q&A

Closing Remarks

Muharrem Usta – Chairman & CEO



Thank You!

MLP Care Investor Relations

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MLPCARE

Historical P&L Statements

TLm	Q1 2020	Q1 2019	Change (%)
Revenue	979	933	4.9%
Cost of service (-)	(750)	(706)	6.2%
Gross profit	229	227	0.8%
General administration expenses (-)	(74)	(72)	3.4%
Other income from operations	82	63	31.5%
Other expenses from operations (-)	(67)	(60)	11.7%
Operating profit / (loss)	170	158	7.5%
Income from investing activities	82	0	17,260.4%
Expense from investing activities (-)	(0)	--	100.0%
EBIT	252	158	59.2%
<i>EBIT margin</i>	25.8%	17.0%	879bps
Interest expenses (-)	(108)	(109)	(0.7%)
Net foreign exchange profit / (loss) (including hedging cost)	(57)	(28)	105.0%
Net profit / (loss) before tax	87	21	306.4%
Tax income / (expense) from operations	(25)	(10)	140.7%
Net profit / (loss)	61	11	466.0%

Historical Balance Sheet

TLM	Unaudited March 31, 2020	Audited December 31, 2019
Cash and cash equivalents	386	306
Trade receivables	1,067	991
Inventory	118	90
Short term other assets	374	335
Current assets	1,945	1,722
Tangible and intangible fixed assets	1,453	1,327
Right of use assets	291	235
Deferred tax assets	405	398
Long term other assets	238	232
Non-current assets	2,387	2,193
Total assets	4,331	3,914
Trade payables	870	821
Short term other liabilities	328	256
Short term financial liabilities (incl. financial and operational leases)	915	861
Current liabilities	2,114	1,938
Long term other liabilities	137	95
Deferred tax liabilities	183	155
Long term financial liabilities (incl. financial and operational leases)	1,598	1,488
Non-current liabilities	1,918	1,738
Shareholders' equity	280	230
Non-controlling interest	19	8
Equity	300	238
Total liabilities & equity	4,331	3,914

Reconciliation from Reported EBITDA to Adjusted EBITDA

TLm	Q1 2020	Q1 2019
Net profit / (loss)	61	11
Tax (income) from operations	25	10
Depreciation and amortization of tangible and intangible fixed assets	62	64
Total interest expenses/(income) and fair value differences of derivative instruments	160	128
Net (gains) / losses from the disposal of tangible and intangible assets and income from negative goodwill	(82)	(0)
Reported EBITDA	227	213
Net one-off (gains) / losses	4	7
Non-cash GAAP provision expenses	4	11
Adjusted EBITDA	235	231
Adjusted EBITDA Margin (%)	24.0%	24.7%
Foreign exchange gains/(losses) from operations	17	10
Adjusted EBITDA¹	218	221
Adjusted EBITDA¹ Margin (%)	22.3%	23.7%

¹Adj. EBITDA and Adj. EBITDA margin without foreign exchange gains/(losses) from other income/(expenses) from operating activities