

# MLP Care Investor Presentation

Unlu&Co Meeting With Turkish Funds September 16, 2021

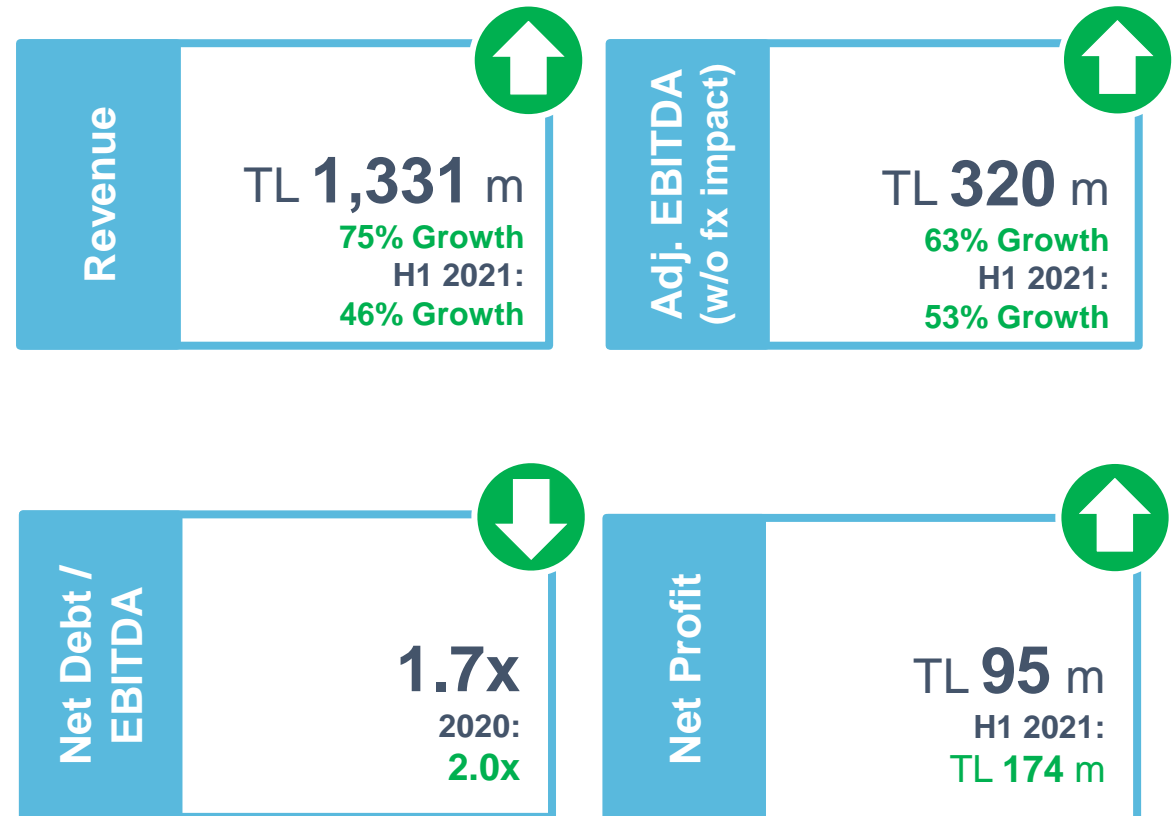


**MLPCARE**

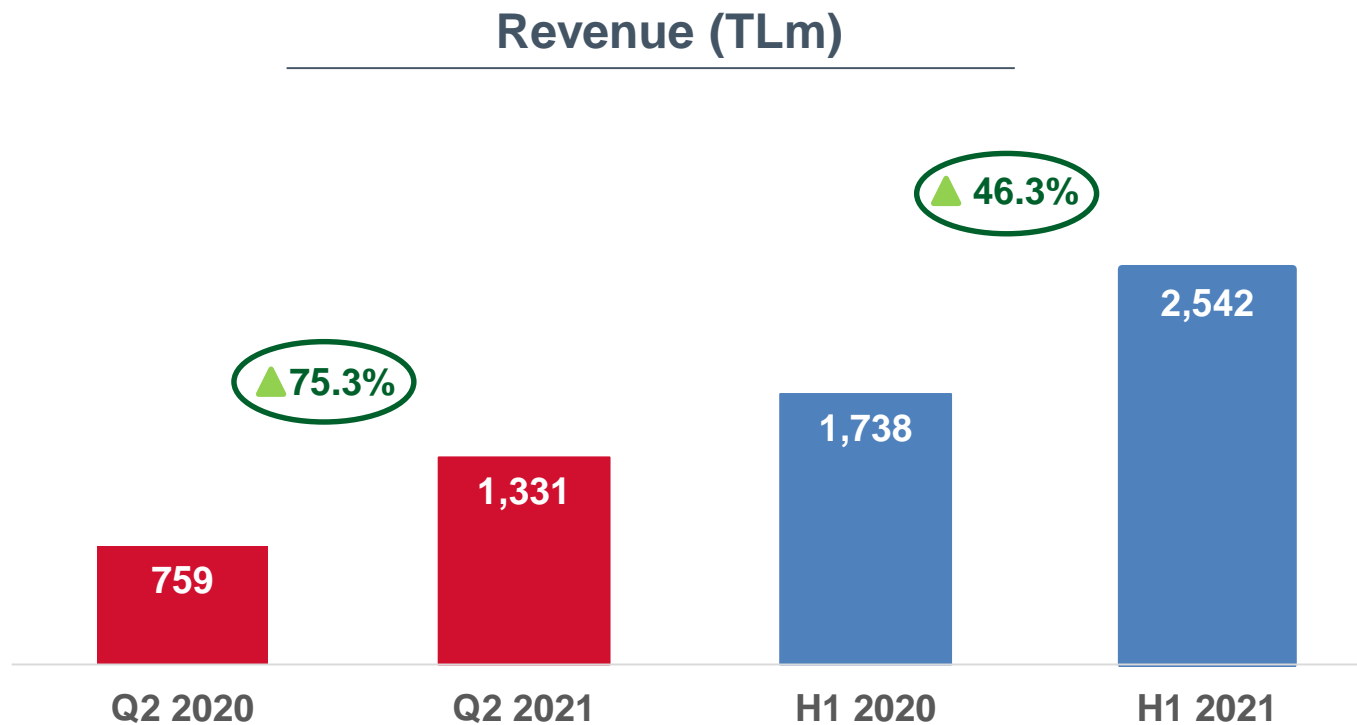
MEDICALPARK | **liV**HOSPITAL

## At a Glance: MLP Care Q2 2021 Financial Highlights

- ✓ Low base of last year supported both domestic and foreign medical revenue growth
- ✓ Net profit improved mainly due to
  - strong operational performance,
  - effective cost management,
  - lower finance expense due to conversion of FX net debt into TL

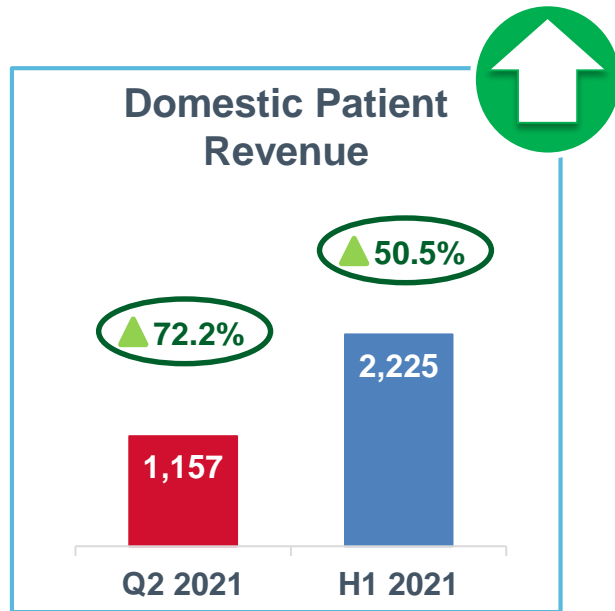


## Strong Revenue Growth Supported by Low Base



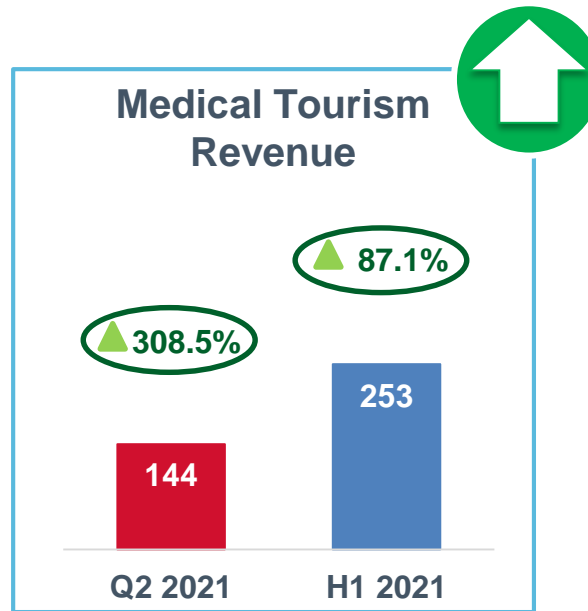
Denotes growth of Revenue vs. the same period of the last year

## Strong Revenue Growth Supported by Low Base



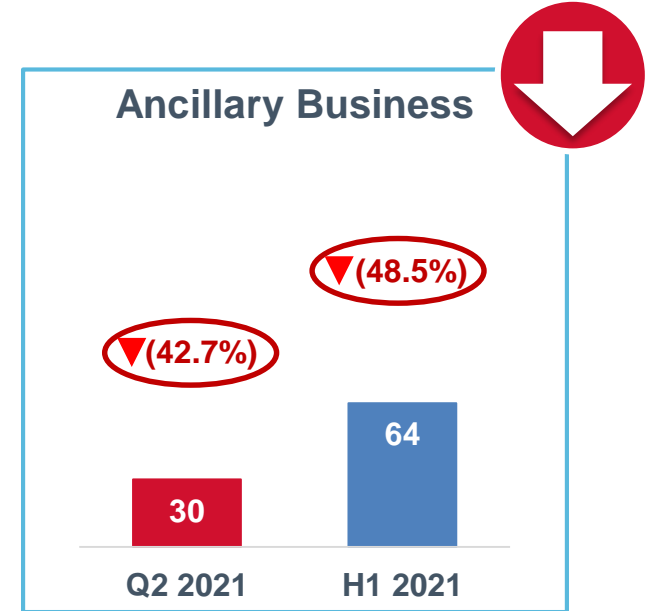
**Domestic Revenue q-o-q Growth Continued in Q2 2021**

- ✓ Inpatient revenue grew in  
Q2 2021: **54.0%**  
H1 2021: **43.4%**
- ✓ Outpatient revenue grew in  
Q2 2021: **108.7%**  
H1 2021: **62.3%**



**Accelerated Recovery of Foreign Medical Tourism Revenue in H1 2021**

- ✓ Share of revenue from Europe in total Medical Tourism: **24%**
- ✓ Middle East & Africa: **35%**
- ✓ Former CIS and the rest: **41%**



**Decrease in Laboratory Business Revenues in H1 2021**

- ✓ Managed hospitals' revenue increased by 69.9% at 50.2mTL in H1 2021 (H1 2020: 29.5mTL)
- ✓ Laboratory business revenue decreased by 75.6% to 18.3mTL in H1 2021 (H1 2020: 75.2mTL)

## Continued Improvement in Average Prices

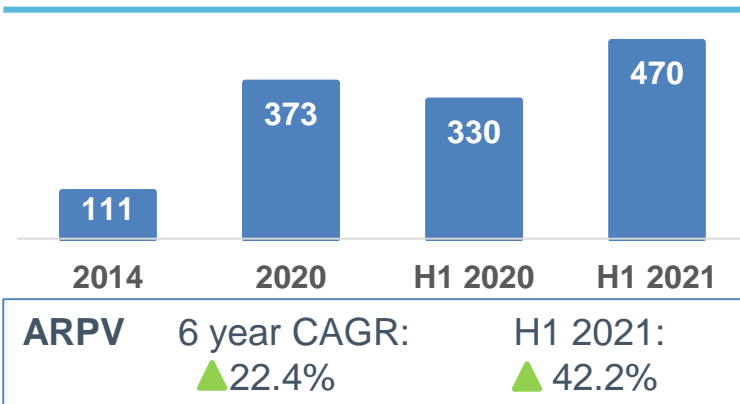
### Outpatient Revenues (TLm)



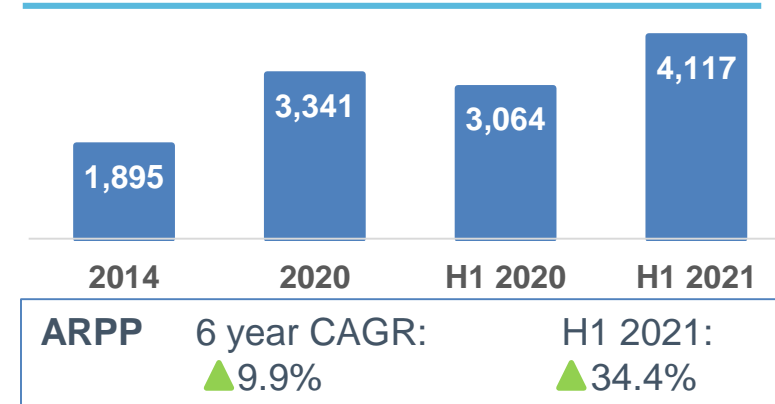
### Inpatient Revenues (TLm)



### Average Revenue Per Visit (ARPV)



### Average Revenue Per Protocol (ARPP)



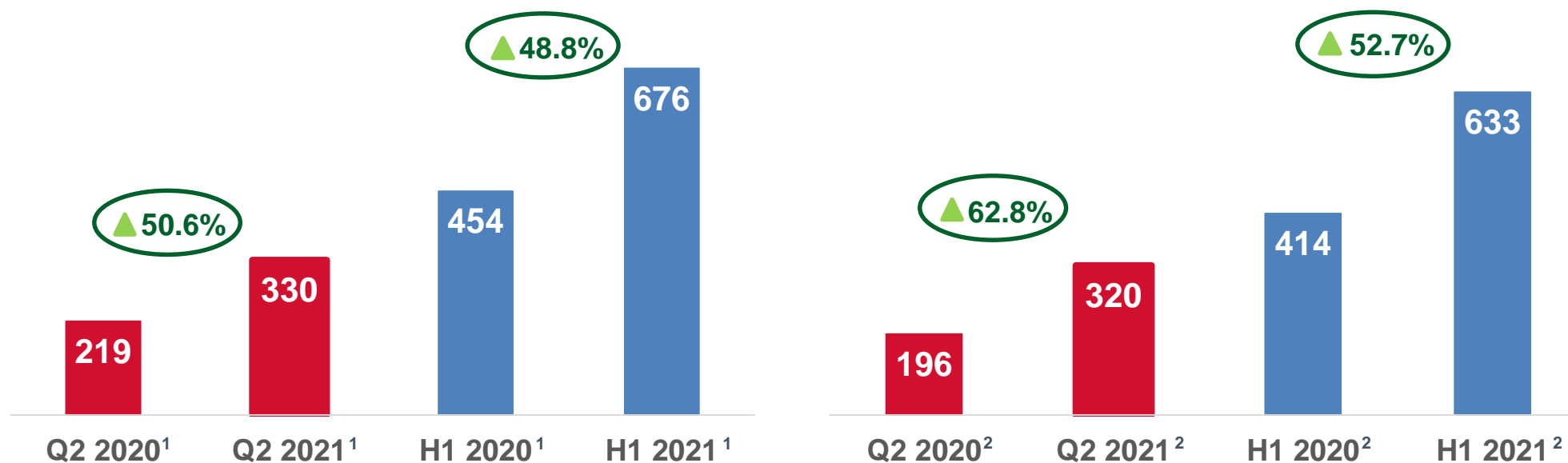
✓ **Outpatient** and **Inpatient** revenues made up **40%** and **60%** of total Domestic Hospital Business Revenues in H1 2021

## EBITDA Growth on the Back of Strong Revenue Recovery

EBITDA (TLm)

EBITDA<sup>2</sup> (TLm)

(w/o fx impact)



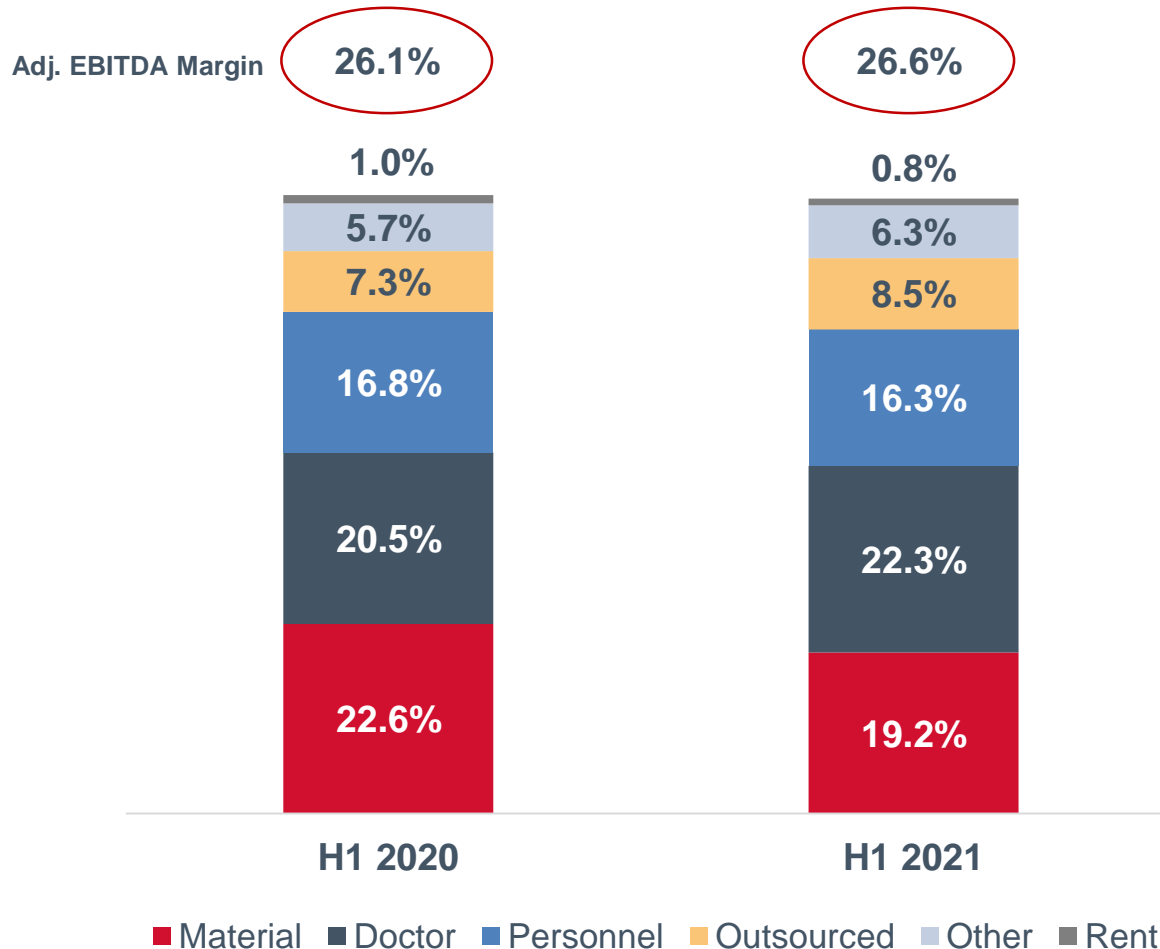
<sup>1</sup> Adj. EBITDA: EBITDA TFRS adjustments that have no cash impact on relevant period and one-off income/expense items

<sup>2</sup> 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

## Prudent Cost Management

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

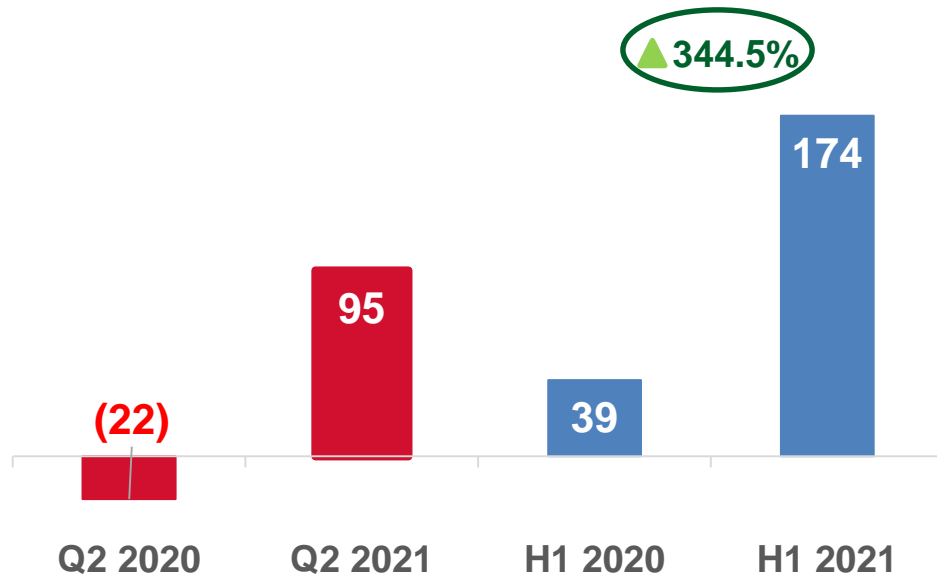


### Cost Saving Measures enables us to reach the favourable EBITDA Margin

- ✓ **Material costs** as a % of revenue declined in H1 2021 due to decrease in the share of laboratory business which has higher cost base
- ✓ **Doctor costs** as a % of revenue increased in H1 2021 due to the divider effect of the decreasing other ancillary business revenue in the ratio calculation
- ✓ **Personnel costs** as a % of revenue decreased in H1 2021 due to better resource management, robust revenue growth, and utilization of the government's Short-time Work Program subsidy
- ✓ **Outsourced services** as a % of revenue increased due to increased volume of the outsourced PCR test service expenses
- ✓ **Other expenses** as a % of revenue decreased due to the increasing effect of operational FX income on total expenses and the decrease in the marketing expenses related to FMT revenues

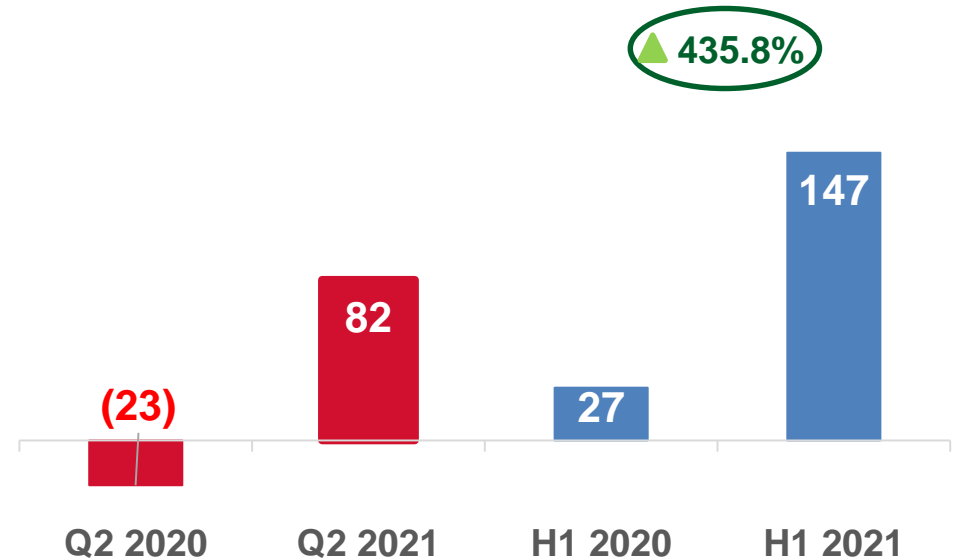
## Strong Net Profit Improvement

### Net Profit (TLm)



### Net Profit (TLm)

Allocated to Equity Holders of the Parent

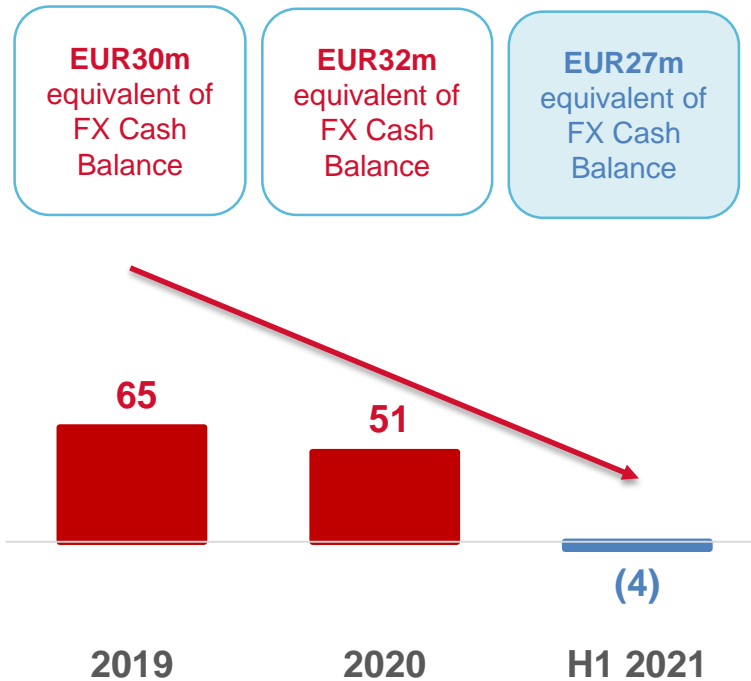


▲ Denotes growth of Net Profit and Net Profit Allocated to Equity Holders of the Parent vs. the same period of the last year

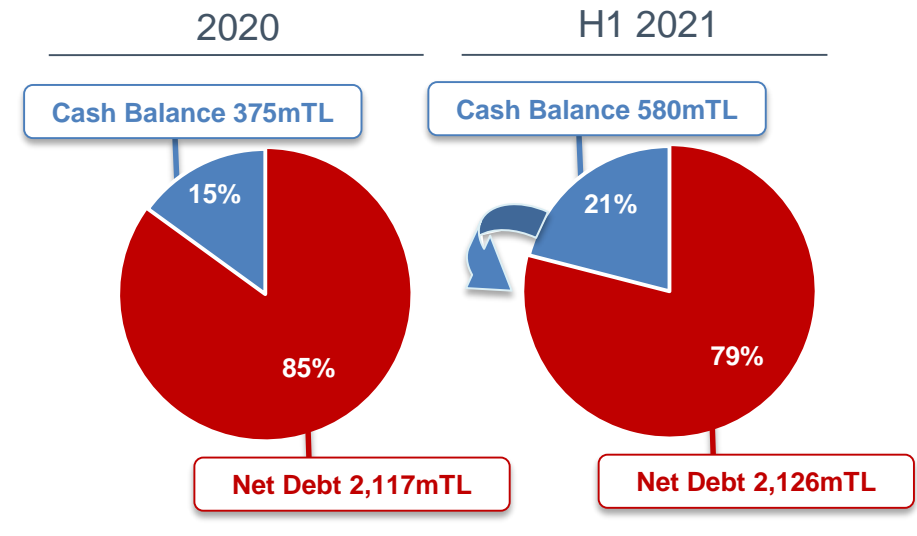


## FX Exposure in Net Debt Eliminated in February 2021

### FX BASED NET DEBT <sup>1</sup> (in EUR m)



### GROSS DEBT PERCENTAGE

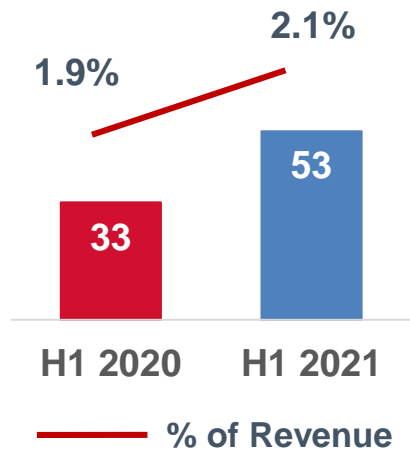


Nominal Net Debt (exc. IFRS 16)	1,521mTL	↓	1,390mTL
Nominal Net Debt (inc. IFRS 16)	2,117mTL	↑	2,126mTL
Net Debt /Adj. EBITDA (inc. IFRS 16)	2.0x	↓	1.7x

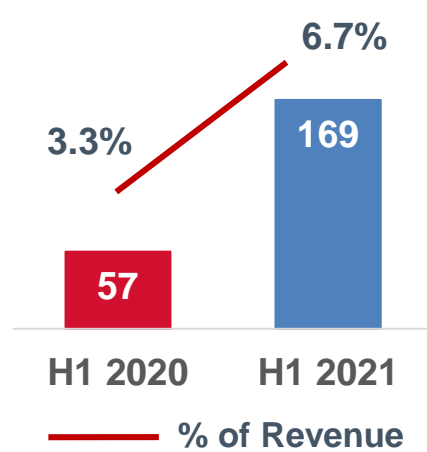
✓ **FC Net Debt** balance of **EUR 46.5 million** was fully converted into TL on **February 8, 2021** to mitigate FX risk

## Improved Free Cash Flow and Operating Cash Flow

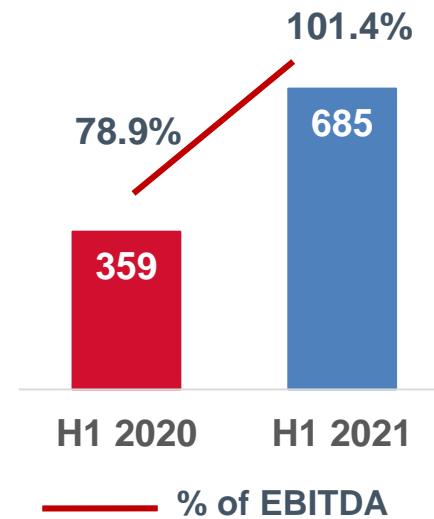
Maintenance Capex (TLm)



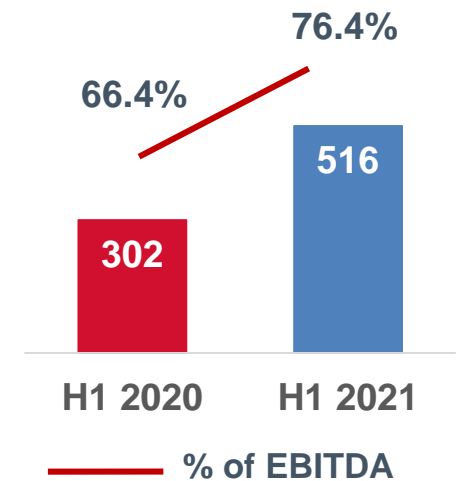
Total Capex (TLm)



OCF/ EBITDA



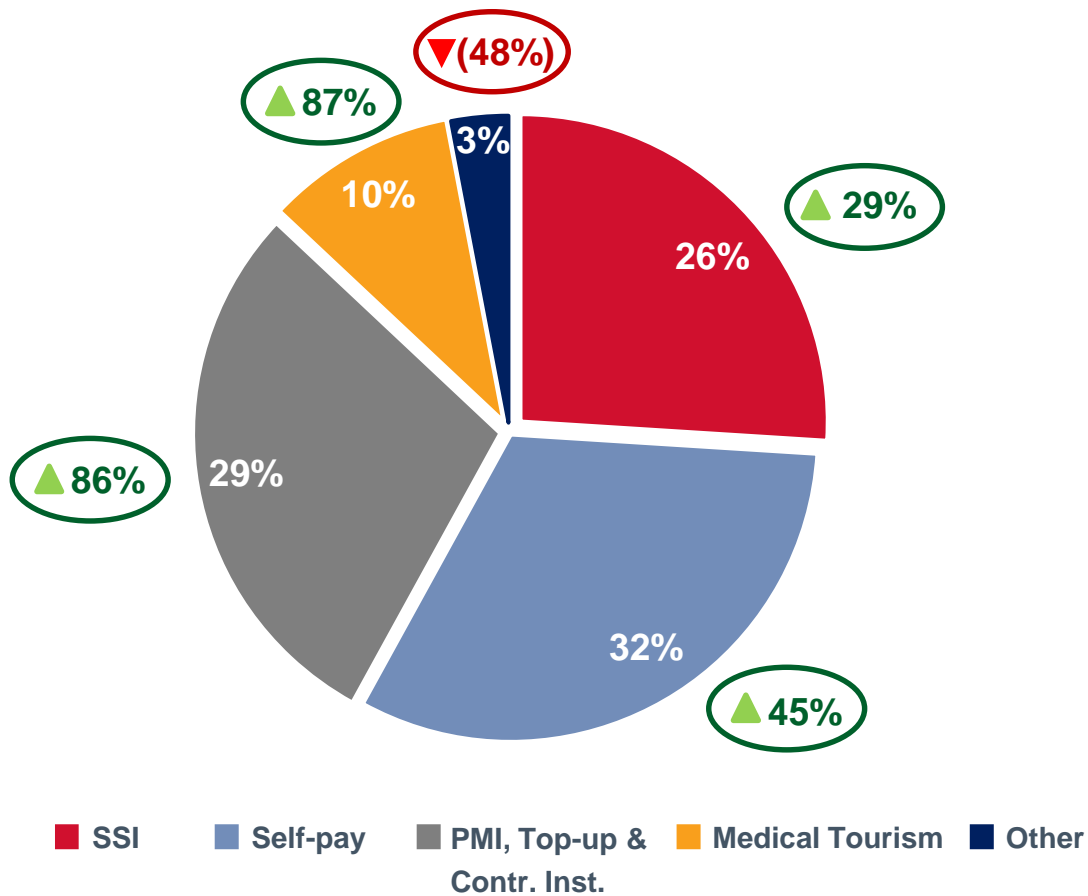
FCF/ EBITDA



## Appendix

## Strong Revenue Growth Supported by Low Base

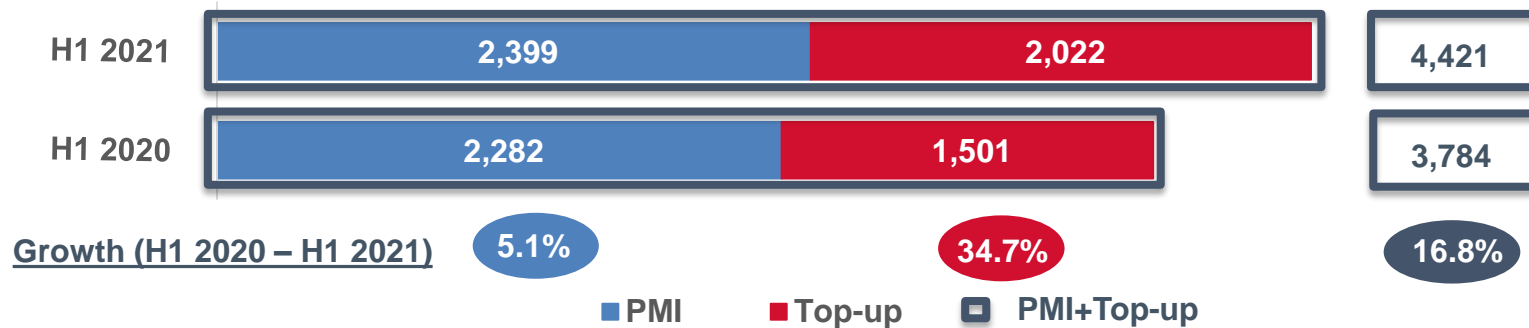
H1 2021



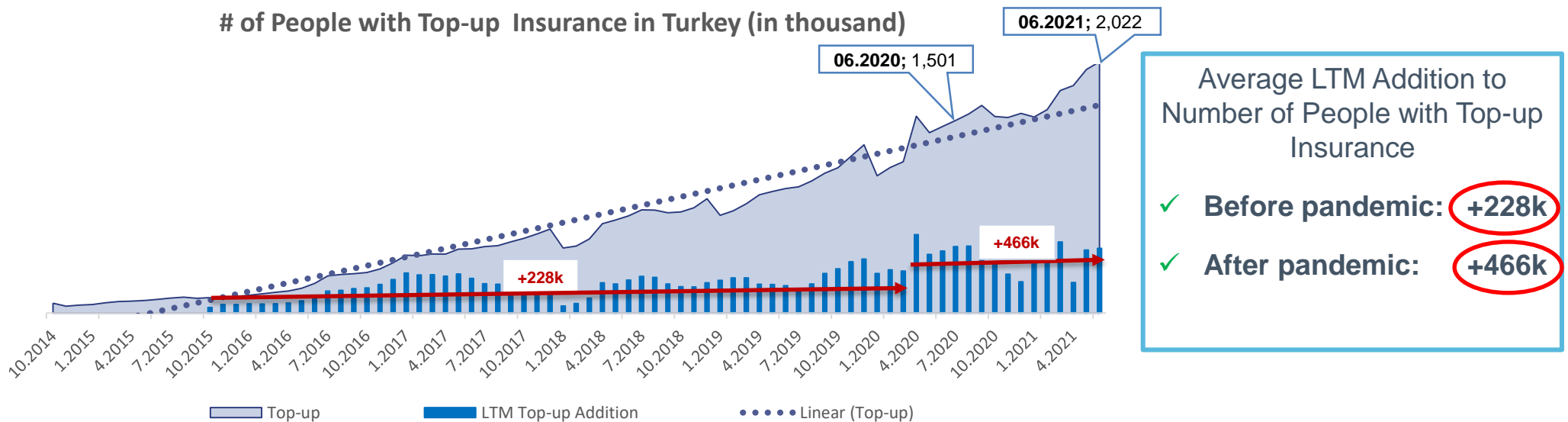
- ✓ Revenue from SSI was up by 26% in Q2 2021 (SSI Insurance allows for a wide addressable market, which is c.98% of the total population)
- ✓ Self pay was up by 71% in Q2 2021
- ✓ Revenue from PMI, Top-up & Contracted Institutions was up by 155% in Q2 2021
- ✓ Medical Tourism was up by 308% in Q2 2021
- ✓ Other revenues decreased by 43% in Q2 2021 due to decreased laboratory business revenue

## # of People with Top-up Insurance Over 2 million

# of People with Insurance in Turkey (in thousand)

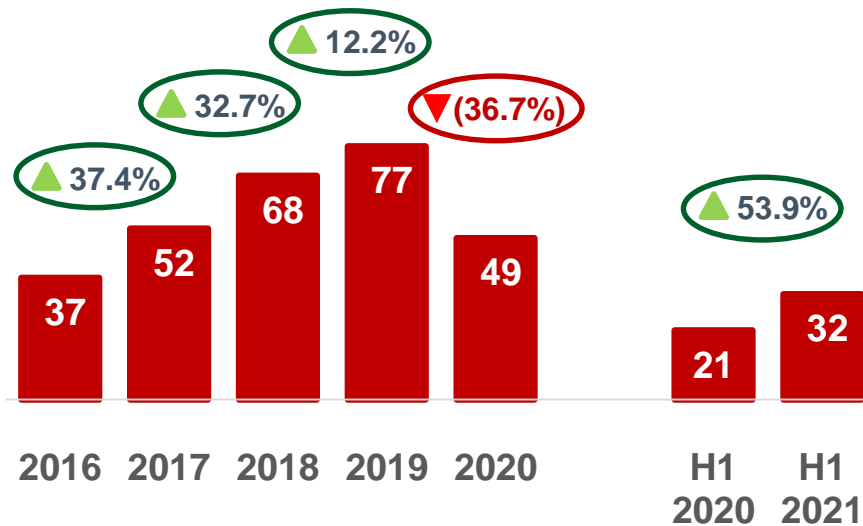


# of People with Top-up Insurance in Turkey (in thousand)

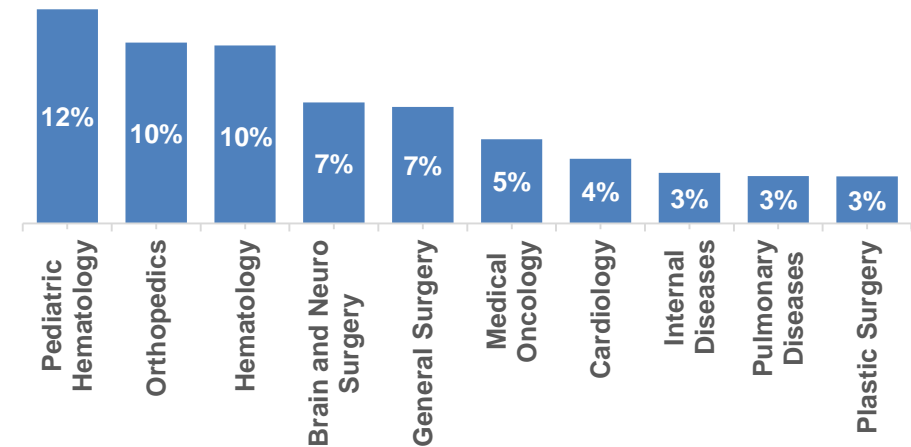


## Significant Growth Potential of FMT Revenue

Medical Tourism Revenue (USD m)



TOP 10 FMT Revenue % by Department in H1 2021



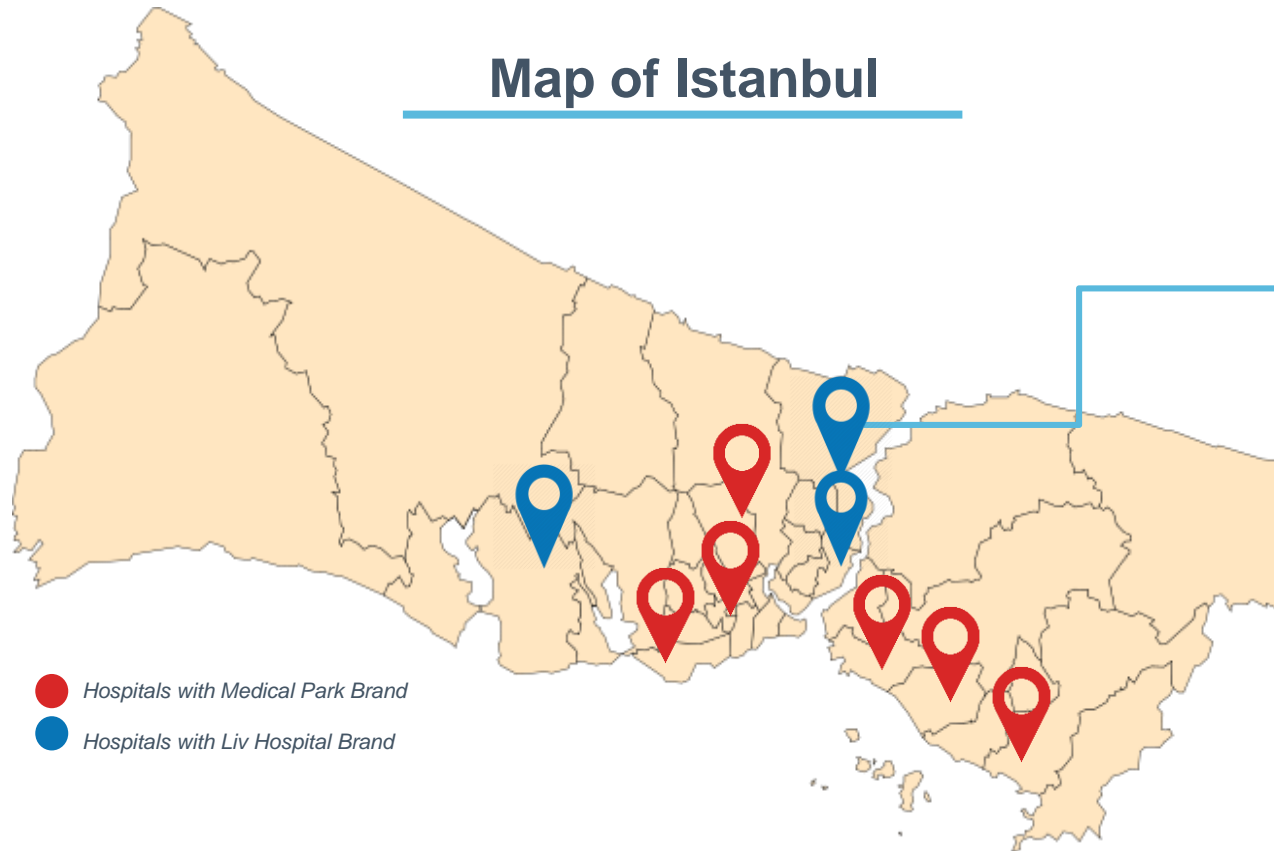
- ✓ Diversified and Balanced Geography. Patients comes from:
  - Europe **24%**
  - Middle East and Africa **35%**
  - Former CIS and the rest **41%**
- ✓ Revenue growth driven by pent-up demand and low base



Denotes growth / decrease of Foreign Medical Tourism Revenue vs. the same period of the last year

## Liv Hospital Brand Expands in İstanbul

Map of İstanbul



### Liv Hospital Vadİstanbul



**Location:** Sarıyer / İstanbul  
**Opening Date:** May 2021

#### Key Statistics

- ❖ 35k sqm
- ❖ 125 bed capacity
- ❖ 76 polyclinic rooms
- ❖ 7 operating rooms

✓ MLP Care hospitals located in İstanbul constitutes 38% of total bed capacity.

## Disclaimer

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.

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