

**Mexico City, February 26, 2018** – Médica Sur, S.A.B. of C.V. (BMV: Medica) reports its unaudited results corresponding to the fourth quarter of 2017. This information has been presented based on International Financial Reporting Standards (IFRS).

## Highlights

- Consolidated Income in Q417 was 844.0 million pesos, an increase of +9.5% compared to the same period of 2016, driven by higher revenues from Hospital Services and the incorporation of Laboratorio Médico Polanco (LMP).
- EBITDA (Operating Income plus Depreciation and Amortization) in the fourth quarter of 2017 was 221.7 million pesos, an increase of 267.4% attributed mainly to higher hospital sales, the contribution of LMP and greater efficiency in selling and administrative expenses. The EBITDA margin in Q417 was 26.3% against 7.8% in Q416 \*.
- The Net Debt/EBITDA Ratio in Q417 was 1.7 times, while the EBITDA/Financial Expense Ratio was 5.0 times.

### Médica Sur, S.A.B. de C.V. and Subsidiaries Unaudited results

	Q417	Q416	Change
<b>Revenues</b>	<b>844.0</b>	<b>770.9</b>	<b>9.5%</b>
<b>Operating Income</b>	<b>167.3</b>	<b>-59.3</b>	<b>n/a</b>
<i>Operating Margin</i>	<i>19.8%</i>	<i>-</i>	
<b>EBITDA</b>	<b>221.7</b>	<b>60.4</b>	<b>267.4%</b>
<i>EBITD Margin</i>	<i>26.3%</i>	<i>7.8%</i>	
<b>Net Consolidated Income</b>	<b>88.5</b>	<b>-53.7</b>	<b>n/a</b>
<i>Net Margin</i>	<i>10.5%</i>	<i>-</i>	

*Amounts in millions of pesos*

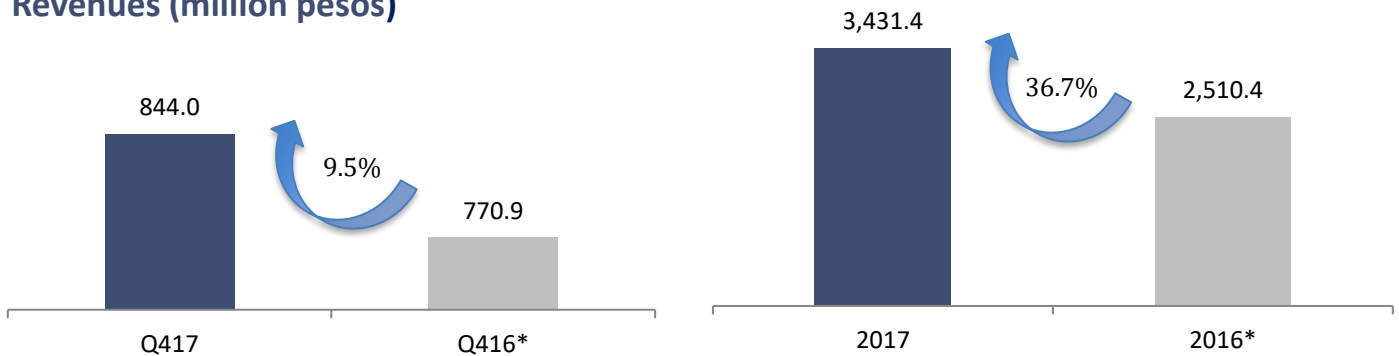
\*During the third quarter of 2017, the company decided to permanently shutdown the Médica Sur Lomas Hospital. For purposes of presenting the effects of such operation, the results of this business are presented as a discontinued operation and the income statements and other comprehensive comparative results have been restated in order to present that operation separately from the continuing operations.

## Q417 Financial Summary

In the fourth quarter of 2017, **Revenues** reached 844.0 million pesos, a growth of 9.5% compared to the same period of the previous year. This increase was driven mainly by higher revenues from Hospital Services and the incorporation of Laboratorio Médico Polanco (LMP). It is important to mention that Revenues in Q417 was benefited from the full quarter LMP operation as opposed to the same period of 2016 \* where they contributed to revenues since October 12<sup>th</sup> (the LMP acquisition was concluded in this date).

In annual terms, Revenues grew 36.7%, going from 2,510.4 million pesos in 2016\* to 3,431.4 million pesos in 2017, due to the aforementioned.

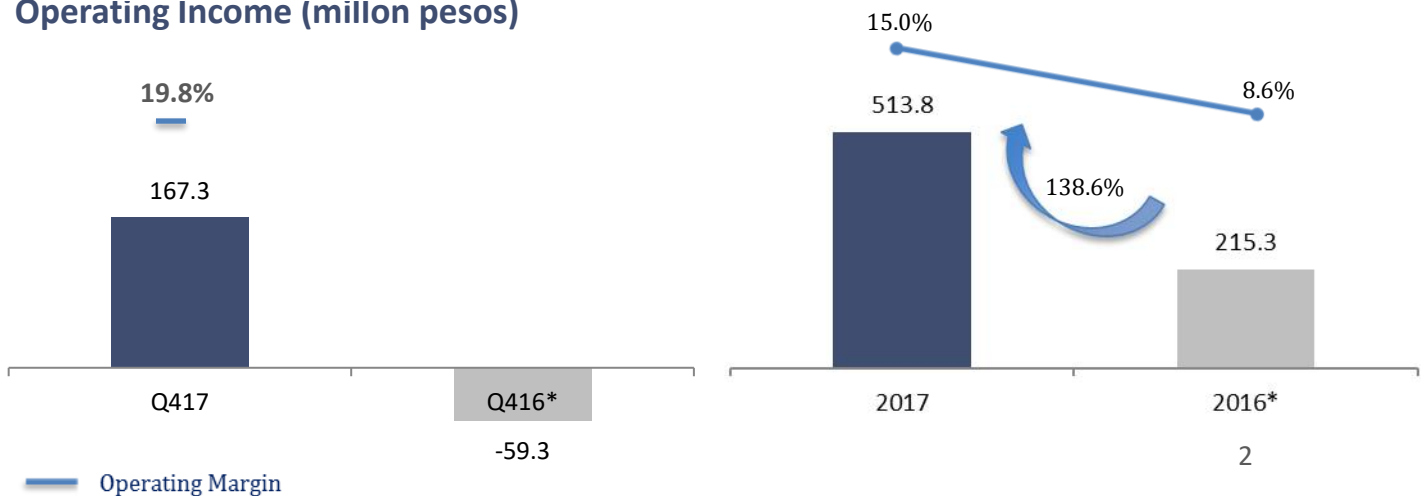
### Revenues (million pesos)



**Operating Income** in Q417 was 167.3 million pesos, an increase of 226.7 million pesos compared to -59.3 million pesos obtained in Q416\*. This was explained by higher hospital sales, the contribution of LMP, the greater efficiency in selling and administrative expenses and the extraordinary effect that was presented in Q416\* related to the depreciation of the Enterprise Resource Planning (ERP) due to a resizing of this project. Meanwhile, the Operating Margin was 19.8%.

Operating Income in 2017 was 513.8 million pesos, an increase of 138.6% compared to 2016\* mainly due to higher hospital sales, the incorporation of LMP and the aforementioned extraordinary depreciation effect. Operating Margin in 2017 increased 640 basis points to 15.0% from 8.6% in 2016\*.

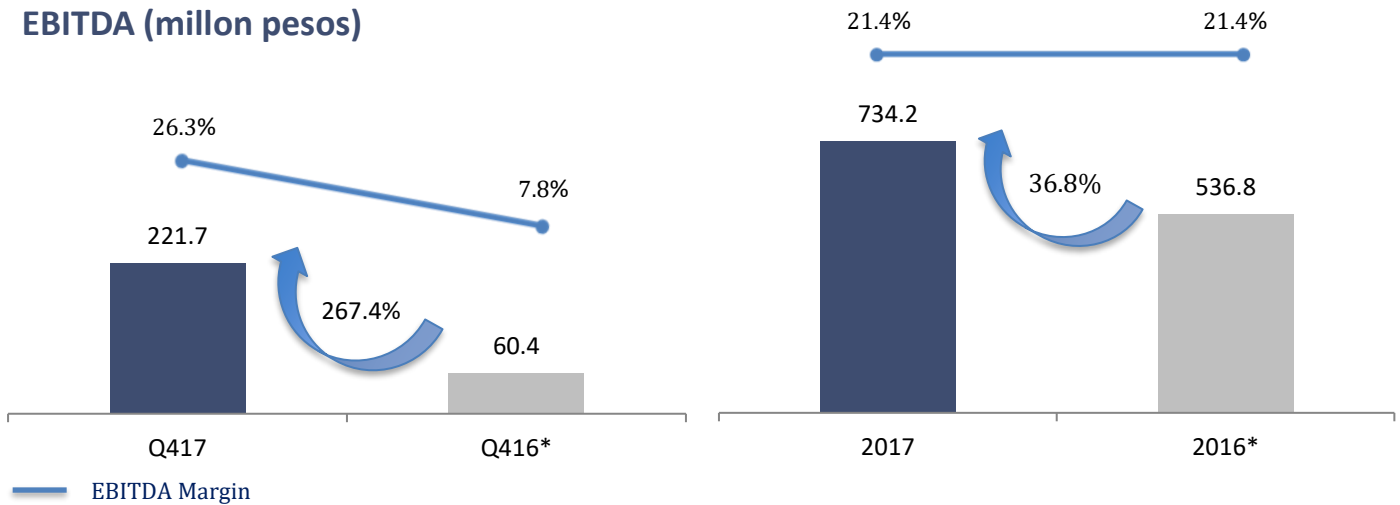
### Operating Income (million pesos)



**EBITDA** (Operating Income plus Depreciation and Amortization) in the fourth quarter of 2017 was 221.7 million pesos, an increase of 267.4% attributed mainly to higher hospital sales, the contribution of LMP and greater efficiency in selling and administrative expenses. The EBITDA margin in Q417 was 26.3% against 7.8% in Q416\*.

In accumulated figures, EBITDA reached 734.2 million which represented a growth of 36.8% compared to 2016. The EBITDA Margin of 2016\* was 21.4% in line with the previous year.

### EBITDA (millon pesos)



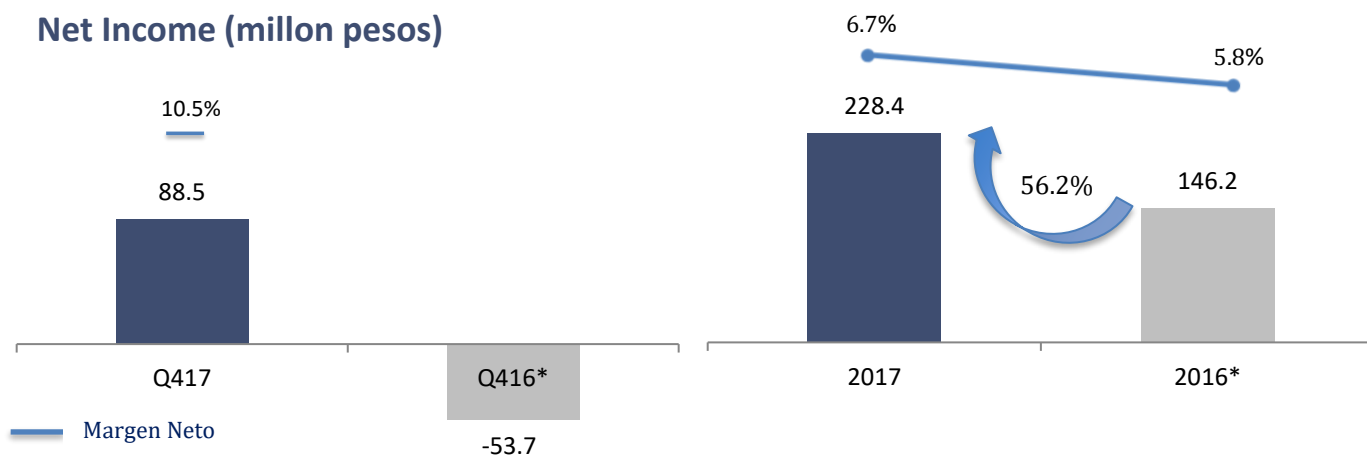
**Net Financial Expenses** grew 56.3% to stand at 32.7 million due to the interest payment associated with the credit obtained for LMP acquisition on October 12<sup>th</sup> 2016. This credit amounts to 1,350 million pesos. In annual terms, Net Financial Expenses reached 137.1 million, an increase of 130.5 million pesos for the aforementioned.

**Discontinued Operations Losses** in Q417 was 3.8 million pesos against the loss of 4.9 million pesos observed in Q416\*. Meanwhile, during 2017 this loss reached 24.4 million, which represents a significant growth of 246.2% due to the liquidation of Medica Sur Lomas Hospital staff consequence of the shutdown.

**Net Income** ended the quarter at 88.5 million pesos, showing an advance of 142.2 million pesos compared to the same period of 2016\*, benefited by the increase in operating income. The aforementioned was offset by higher financial expenses and the discontinued operations losses associated with the Medica Sur Lomas Hospital shutdown. Net Margin was 10.5%.

Net Income for January-December 2017 period increased 82.2 million pesos, going from 146.2 million pesos in 2016\* to 228.4 million pesos in 2017. Net Margin grew 83 basis points ending at 6.7%.

## Net Income (million pesos)



## Debt

At the end of 2017, the Company's **Debt** amounted 1,373.3 million pesos. This debt was derived from the hire of a credit line for LMP acquisition in October 2016. Currently, the Company has 2 bank loans, one for 1,350 million pesos and another for 30 million pesos.

The 1,350 million pesos loan has a 10 years term since October 2016 and includes 36 months grace period, therefore, in October 2019 we will begin to amortize this credit. At the end of Q417, the remaining loan term is 8.3 years. 37.0% of this loan is contracted at 9.7450% fixed rate, while the remaining 63.0% is contracted at a floating rate of TIIE + 360 basis points.

The **Leverage Ratio** (Net Debt/EBITDA) in Q417 was 1.7 times, while the **Interest Coverage Ratio** (EBITDA / Financial Expense) was 5.0 times at the end of the quarter. On the other hand, the **Liquidity Ratio** (Current Assets/Current Liabilities) went from 1.4 times in Q416 \* to 1.6 times in Q417

<b>Financial Ratios</b>	<b>Q417</b>	<b>Q416*</b>
Total Debt/EBITDA	1.9x	2.4x
Net Debt/EBITDA	1.7x	2.3x
Total Liabilities/Stockholders' Equity	0.6x	0.7x
Interest Coverage (EBITDA/Financial Expense)	5.0x	24.1x
Liquidity (Current Assets / Current Liabilities)	1.6x	1.4x

At the end of Q417, Médica Sur is in full compliance with the loans contracted Covenants, of which the following stand out:

- Do not exceed the Leverage (Passive with Cost/EBITDA) of 3.5 times.
- Do not reduce Interest Coverage (EBITDA/Financial Expense) to less than 4 times.

## Outstanding Events

- On November 16<sup>th</sup> 2017 the property of the adjacent land to the hospital campus, located at 29 Punted de Piedra, Toriello Guerra Neighborhood, Zip Code 14050, Tlalpan, in Mexico City (the "Property"), was contributed to an Administration and Guarantee Trust in order that, subject to number of conditions, Médica Sur will transmit a surface area of 24,000 m<sup>2</sup> (the "GSM Unit") to Grupo Sordo Madaleno ("GSM"). Médica Sur retained the ownership of the additional land fraction of 26,704 m<sup>2</sup> (the "MS Unit"), with a construction potential equivalent to 225,000 m<sup>2</sup>. Médica Sur retains 73.2% of the construction density, while GSM acquires the remaining 26.8%.

In the GSM Unit, GSM plans to carry out a mixed-use development with a commercial area of up to 82,299 m<sup>2</sup> of construction. GSM has recognized experience in commercial developments in Mexico City and within the country.

The GSM Unit sale's price was agreed at 450,000,000.00 (Four Hundred Million Pesos 00/100, Mexico's Legal Course Currency) (the "Sale Price"). The terms of payment consider the delivery of \$100,000,000.00 (One Hundred Million Pesos 00/100, Legal Course Currency of Mexico) on December 1<sup>th</sup> 2017, another \$100,000,000.00 (One Hundred Million Pesos 00/100, Mexico's Legal Course Currency) once we conclude the demolition of certain buildings on the property within the next 90 days and the outstanding balance at the close of the transaction with the full transfer of GSM Unit ownership to the buyer once we obtain the permissions and licenses for the development of this project type. The Company estimates to complete the licenses and authorizations process within the next 9 months.

The resources obtained by the aforementioned transaction will be used to pay debt and other investment requirements.

Médica Sur will continue with the commitment to provide liquidity to its non-productive assets for use in facilities and technology improvements to provide better medicine to our patients, thus fulfilling our mission of "Medical Excellence with Human Warmth".

Médica Sur will disclose additional information in accordance with the progress of this transaction. The information disclosure will agree with the Securities Market Law guidelines and the General Provisions Applicable to Securities Issuers and other Equity Market Participants issued by Comisión Nacional Bancaria y de Valores.

## Financial Annexes (unaudited)

Médica Sur, S.A.B. de C.V. and Subsidiaries

Consolidated Statements of Financial Position ended December 31<sup>th</sup>, 2017 and 2016\*

(amount in pesos)

	<u>2017</u>	<u>2016*</u>	<u>Change % YoY</u>
<b>Assets</b>	<b>5,603,044,756</b>	<b>5,459,666,581</b>	<b>2.6%</b>
<i>Current assests</i>	<b>1,105,277,648</b>	<b>1,002,989,286</b>	<b>10.2%</b>
Cash and Cash Equivalents	116,241,846	104,310,068	11.4%
Restricted Cash	100,454,051	0	-
Accounts Receivable	318,434,152	243,316,932	30.9%
Others Net Account Receivable	106,290,538	86,982,661	22.2%
Inventories	133,723,994	117,711,083	13.6%
Assets held for sale	330,133,067	450,668,542	-26.7%
<i>Long Term</i>	<b>0</b>	<b>0</b>	<b>-</b>
<i>Property, Plant and Equipment (Net)</i>	<b>2,734,714,837</b>	<b>2,759,658,230</b>	<b>-0.9%</b>
Property	2,407,389,969	2,252,934,012	6.9%
Industrial Machinery and Equipment	73,413,479	85,973,383	-14.6%
Other Equipment	2,177,033,713	2,157,499,554	0.9%
Accumulated Depreciation	-1,989,554,791	-1,906,743,556	4.3%
Constructions in Process	66,432,466	169,994,836	-60.9%
<i>Investment properties</i>	<b>210,368,590</b>	<b>97,335,224</b>	<b>116.1%</b>
Land	172,701,088	52,165,613	231.1%
Buildings	37,667,502	45,169,611	-16.6%
<i>Intangible Assets</i>	<b>1,552,683,682</b>	<b>1,599,683,842</b>	<b>-2.9%</b>
<b>Total Assets</b>	<b>2,159,726,894</b>	<b>2,152,162,360</b>	<b>0.4%</b>
<i>Current Liabilities</i>	<b>705,314,367</b>	<b>714,514,426</b>	<b>-1.3%</b>
Suppliers	244,197,158	344,332,841	-29.1%
Short-term Bank Loans	30,000,000	30,000,000	-
Income tax payable	76,721,984	33,162,142	131.4%
Other Current Liabilities	354,395,225	307,019,442	15.4%
<i>Long-term Liabilities</i>	<b>1,384,913,017</b>	<b>1,347,321,643</b>	<b>2.8%</b>
Bank Loans	1,343,250,000	1,284,297,759	4.6%
Accrued Interest	7,854,639	0	-
Other Credits	33,808,378	63,023,883	-46.4%
<i>Deferred Income Taxes</i>	<b>69,499,510</b>	<b>90,326,292</b>	<b>-23.1%</b>
<i>Stockholders Equity</i>	<b>3,443,317,863</b>	<b>3,307,504,220</b>	<b>4.1%</b>
<i>Non-Controlling Interest</i>	<b>890,219</b>	<b>4,297,266</b>	<b>-79.3%</b>
<i>Equity attributable to Equity Holders of the Company</i>	<b>3,442,427,644</b>	<b>3,303,206,954</b>	<b>4.2%</b>
Paid-in Capital Stock	517,869,032	517,869,032	-
Premium in Share Placement	121,280,931	121,280,931	-
Contributions for Future Capital Increases	124,628	124,628	-
Retained earnings	2,375,948,061	2,319,893,772	2.4%
Reserve for Share Buyback Program	199,543,300	200,000,000	-0.2%
Income of the year	228,347,176	142,634,009	60.1%
<b>Other Comprehensive Income</b>	<b>-685,485</b>	<b>1,404,581</b>	<b>-148.8%</b>
<b>Total Liabilities and Shareholders Equity</b>	<b>5,603,044,756</b>	<b>5,459,666,581</b>	<b>2.6%</b>

Amounts in accordance with IFRS

## Consolidated Income Statements for the three months ended December 31<sup>th</sup>, 2017 y 2016\* (amount in pesos)

	<u>Q417</u>	<u>Q416*</u>	<u>Change % YoY</u>
<b>Revenues</b>	<b>843,989,317</b>	<b>770,946,644</b>	<b>9.5%</b>
Cost of Sales	-567,188,462	-565,106,723	0.4%
<b>Gross Profit</b>	<b>276,800,855</b>	<b>205,839,921</b>	<b>34.5%</b>
Selling and Administration Expenses	-134,006,236	-283,988,001	-52.8%
Other Operating Expenses	24,550,061	18,828,352	30.4%
<b>Operating Income</b>	<b>167,344,680</b>	<b>-59,319,728</b>	<b>-</b>
Foreign Exchange Gain (loss)	2,877,429	1,648,711	74.5%
Interest Expense	-40,300,785	-24,618,094	63.7%
Interest Income	4,729,047	2,055,962	130.0%
<b>Income before Taxes</b>	<b>134,650,370</b>	<b>-80,233,149</b>	<b>-</b>
Income Tax Expense	-42,365,115	31,468,040	-
<b>Continuous Operations Profit (loss)</b>	<b>92,285,255</b>	<b>-48,765,109</b>	<b>-</b>
Discontinued Operations Loss	-3,766,690	-4,938,504	-23.7%
<b>Net Income</b>	<b>88,518,566</b>	<b>-53,703,613</b>	<b>-264.8%</b>
Non-Controlling Income	-12,491	-3,518,097	-99.6%
<b>Controlling Income</b>	<b>88,506,075</b>	<b>-57,221,710</b>	<b>-</b>

Amounts in accordance with IFRS

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All the financial information presented in this report was prepared in accordance with the International Financial Reporting Standards.

## Analyst Coverage

In accordance with the provisions of BMV internal regulations in article 4.033.01 fracc. VIII regarding maintenance requirements, we inform that the Brokerage House/Credit Institution that provide analyst coverage to our shares is Grupo Bursátil Mexicano S.A. de C.V., Casa de Bolsa.

## About Médica Sur

Médica Sur, S.A.B. de C.V. (BMV: Medica) is a hospital operator and an integrated provider of health care services and related services. The company provides these services through hospitals and laboratories. In Médica Sur, a group of doctors, medical professionals, nurses, hospital administration and operation meet and aims to offer a medical excellence service with human warmth guided by a strict ethic code and backed by medical equipment and infrastructure with cutting-edge technology.

## Forward-Looking Statements

This press release contains certain forward-looking statements about the Company's results and outlook. These statements include, but are not limited to: (i) statements regarding our financial situation and results of operations; (ii) statements regarding our plans, objectives or goals, including statements regarding our activities; and (iii) statements regarding the underlying assumptions on which those statements are based. Statements about the future contain words such as "estimates", "expects", "forecasts", "plans", "predicts", "believe", "could", "should", "possible", "guidance" and other similar words, whether in first or third person, however, are not the only terms used to identify such statements. Such statements are subject to a number of risks, uncertainties and assumptions and we caution you that a number of important factors could cause actual results to differ materially from the objectives, expectations, estimates and intentions expressed in this press release.

That information, as well as future reports issued by the Company or any of its representatives, whether verbally or in writing, may vary materially from actual results. These projections and estimates, which were prepared with reference to a specific date, should not be considered as fact. The Company has no obligation to update or revise any of these projections and estimates, whether as a result of new information, future events, or other associated events



### CONTACT

Investor Relations: Roberto Navarro

Phone: +52 55 5424-7200 Ext. 3425 [rnavarror@medicasur.org.mx](mailto:rnavarror@medicasur.org.mx)