



## *Georgia Healthcare Group enters the Georgian dental services market*

Georgia Healthcare Group PLC (“GHG” or the “Group”) announces its entry into the Georgian dental market by launching dental clinics within the Group’s polyclinics.

Dental clinics have been set up and equipped with modern infrastructure within three polyclinics in Tbilisi, covering almost all types of dental services. Over the next month, we plan to have dental clinics within 10 different polyclinics, six located in Tbilisi and four in other major cities of the country.

To ensure a successful ramp-up, the Group has signed a joint venture agreement with the only established dental chain in the country, supporting our clinics’ growth and providing access to a pool of experienced human capital. In future, we aim to consolidate this highly fragmented market, with an estimated annual market size of GEL 100 million, where no single player in Georgia has previously been able to establish a scalable business.

“I am very pleased that GHG has uncovered another opportunity to further develop its presence in the Georgian healthcare services business, in an area where it has had no presence until now. The service ideally fits into our existing business model and is very synergistic to our polyclinics business, being the primary healthcare service provider, and to medical insurance business. We expect this to be the beginning of another strong area of revenue growth over the next few years.” - commented **Nikoloz Gamkrelidze**, CEO of Georgia Healthcare Group.

Name of authorised official of issuer responsible for making notification:

Ketevan Kalandarishvili, Head of Investor Relations

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### About Georgia Healthcare Group PLC

Georgia Healthcare Group PLC is a UK incorporated holding company of the largest healthcare services provider in the fast-growing, predominantly privately-owned, Georgian healthcare services market. GHG’s leadership position is underpinned by offering the most comprehensive range of inpatient and outpatient services targeting the mass market segment through its vertically integrated network of 37 hospitals and 16 district polyclinics. GHG is the single largest market participant, accounting for 25% of total hospital bed capacity in the country, as of 30 September 2018. GHG is also the largest pharmaceuticals retailer and wholesaler in Georgia, with approximately 30% market share by revenue. GHG is the second largest provider of medical insurance in Georgia with a 27% market share based on net insurance premiums earned and approximately 158,000 insurance customers as at September 2018. GHG employed a total of c.15,500 people as at 30 September 2018, including c.3,600 physicians and 2,900 pharmacists.

For further information, please visit [ghg.com.ge](http://ghg.com.ge) or contact:

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