

3Q22 Earnings

November 4th, 2022



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B3 LISTED NM



IBOVESPA B3

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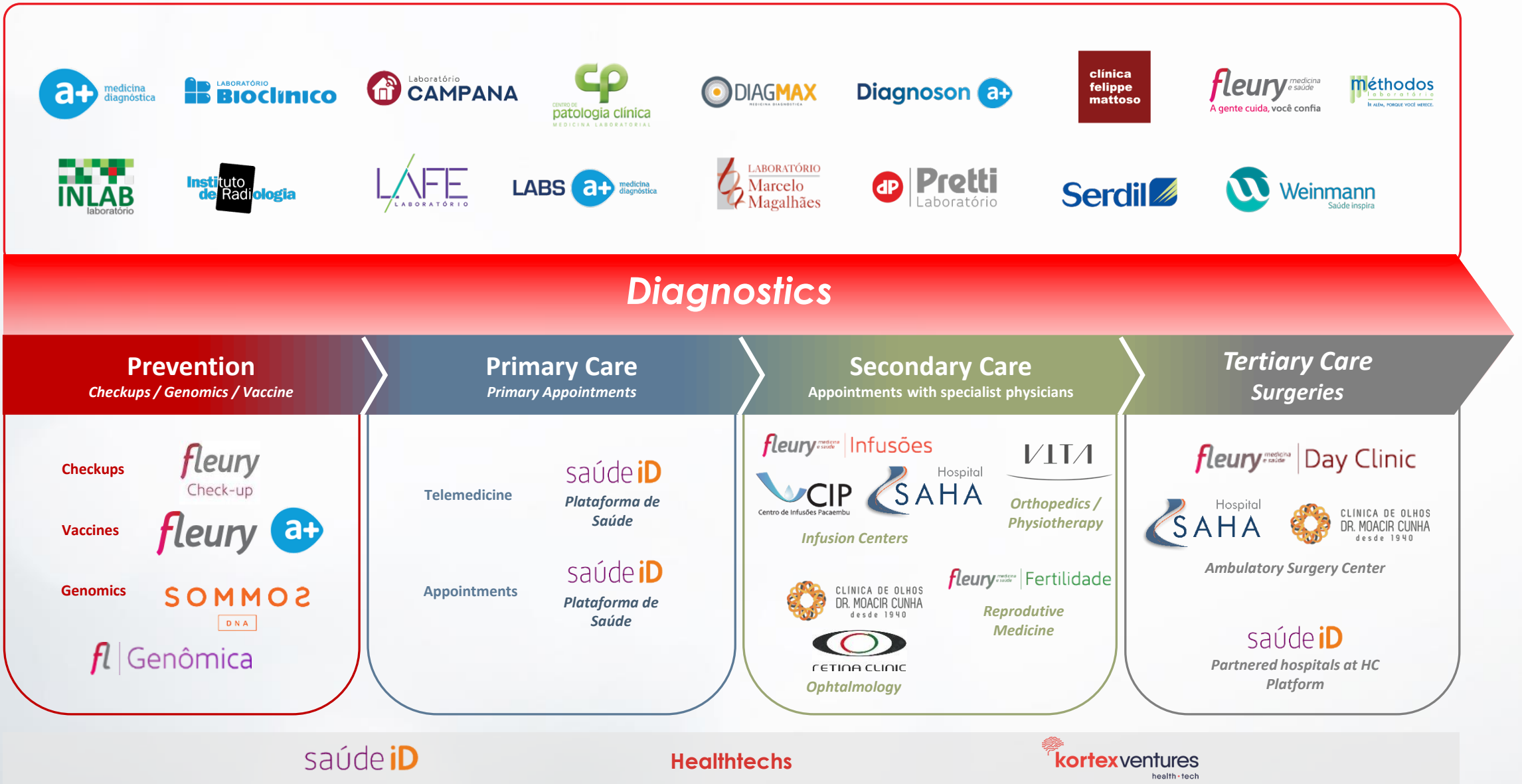
This presentation is up to date and Grupo Fleury is not obliged to update it in light of new information and/or future events.

² All figures are compared to the same period of the previous year, except when stated otherwise.

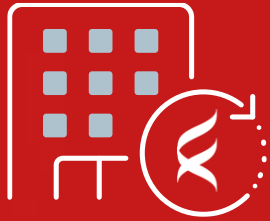
Overview



Integration of the individual's care journey



Avenues of Growth: add value by creating an integrated ecosystem



Diagnostics

*Growing while maintaining
quality*



New Links

*Build relevant performance in
value chain*



HC Platform

*Becoming the largest
on engaged users*

Competitive Differentials

Innovation

Medical Excellence

Reputation

Use of Data

3Q22 Highlights

Record of quarterly Revenue of R\$ 1,2 billion, with 11,4% growth, and EBITDA of R\$ 332,4 million with a 29,0% margin

Growth ex-Covid of 16,7% and total organic growth of 6,3% reflected in all business lines

Record Quarterly Gross Revenue of R\$ 1.234,2 million

- **11,4%** growth over 3Q21 (16,7% ex-Covid-19 and 6,3% organic)
- **Home Service** with expansion of **36,6%** (9,0% of the revenue)
- **Lower relevance of Covid-19** tests (1,5% in 3Q22 vs. 6,0% in 3Q21)

Record Quarterly EBITDA of R\$ 332,4 million

- **10,5%** growth over 3Q21 Recurrent EBITDA
- **29,0%** of margin

Net Income of R\$ 96,7 million

- **8,4%** of margin

Capital Increase via Private Subscription

- Private subscription between R\$ 0,6 and R\$ 1,2 billion
- **Subscription price of R\$17,27** (from Oct. 21 to Nov. 21)
- Use of Proceeds:
 - I. Inorganic growth
 - II. Organic Expansion
 - III. Reducing the Company's leverage
 - IV. Overall use

M&A

- **Métodos:** Clinical analysis in the South of Minas Gerais State
- **Retina Clinic:** Ophthalmology in São Paulo
- **Saha:** Infusion Center in São Paulo



Organic

- **Diagnostics:**
 - Campana Brand: 3 PSCs (basic segment)



- **New Links:**
 -  : 3 PSCs of Vita Brand
 -  : 3 PSCs of Moacir Cunha Brand inside Fleury Brand
 -  : 1 PSCs of CIP Brand in Guarulhos

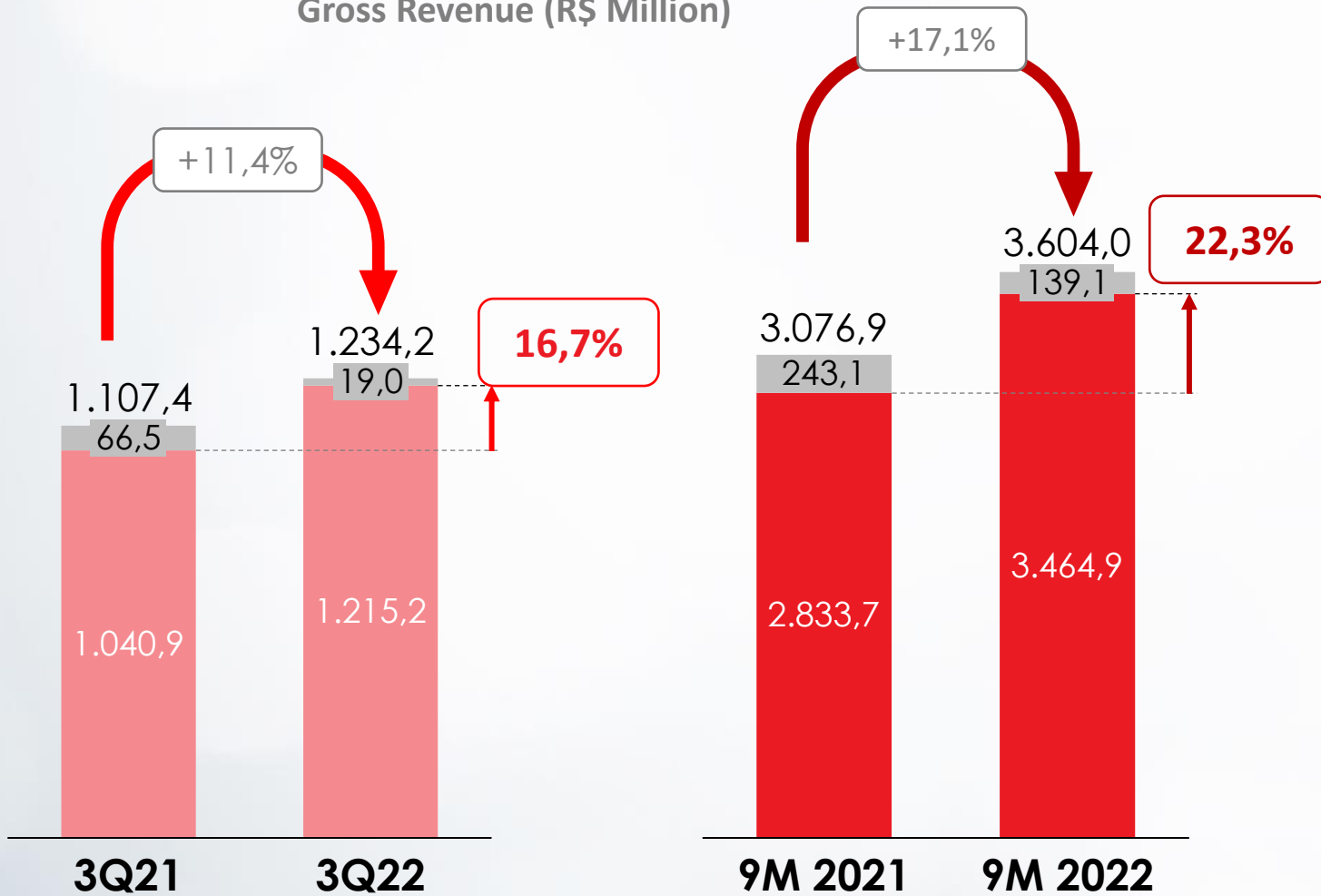


Financial Highlights

 GrupoFleury

Record quarterly revenue in 3Q22...

Gross Revenue (R\$ Million)



- Quarterly Record of R\$ 1.234,2 million

- Growth:

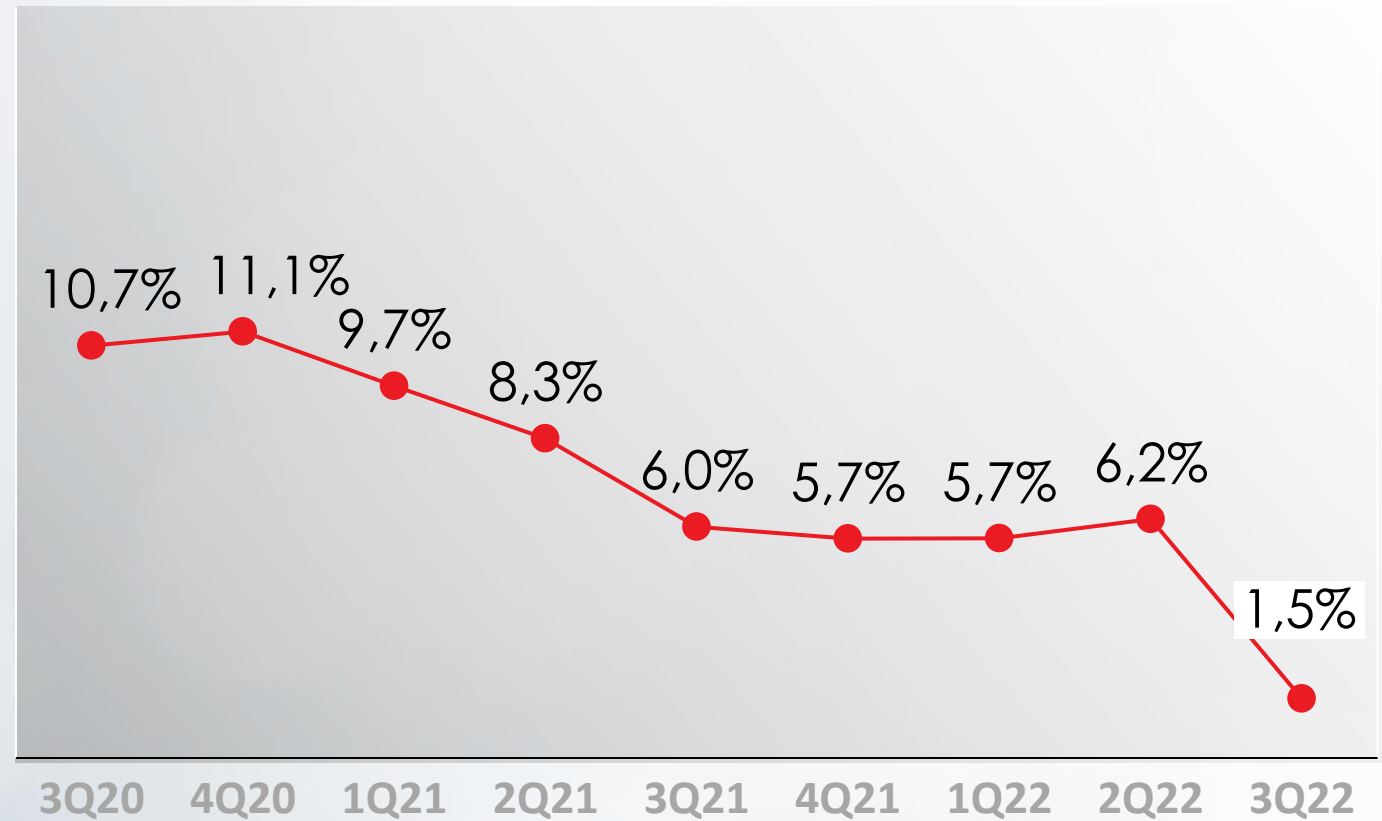
- Total: 11,4%
- Organic: 6,3%
- Ex-Covid: 16,7%

- Mobile Services:

- Growth of 36,6%
- 9,0% of Total Revenue

...with the lowest level of Covid-19 tests since the beginning of the pandemic

Covid-19
(% Gross Revenue)



- 1,5% of 3T22 Revenues

- Lowest level of Covid-19 since the beginning of the pandemic

Consistent growth across all diagnostic medicine brands

- R\$986.2 million in 3Q22

- Growth:

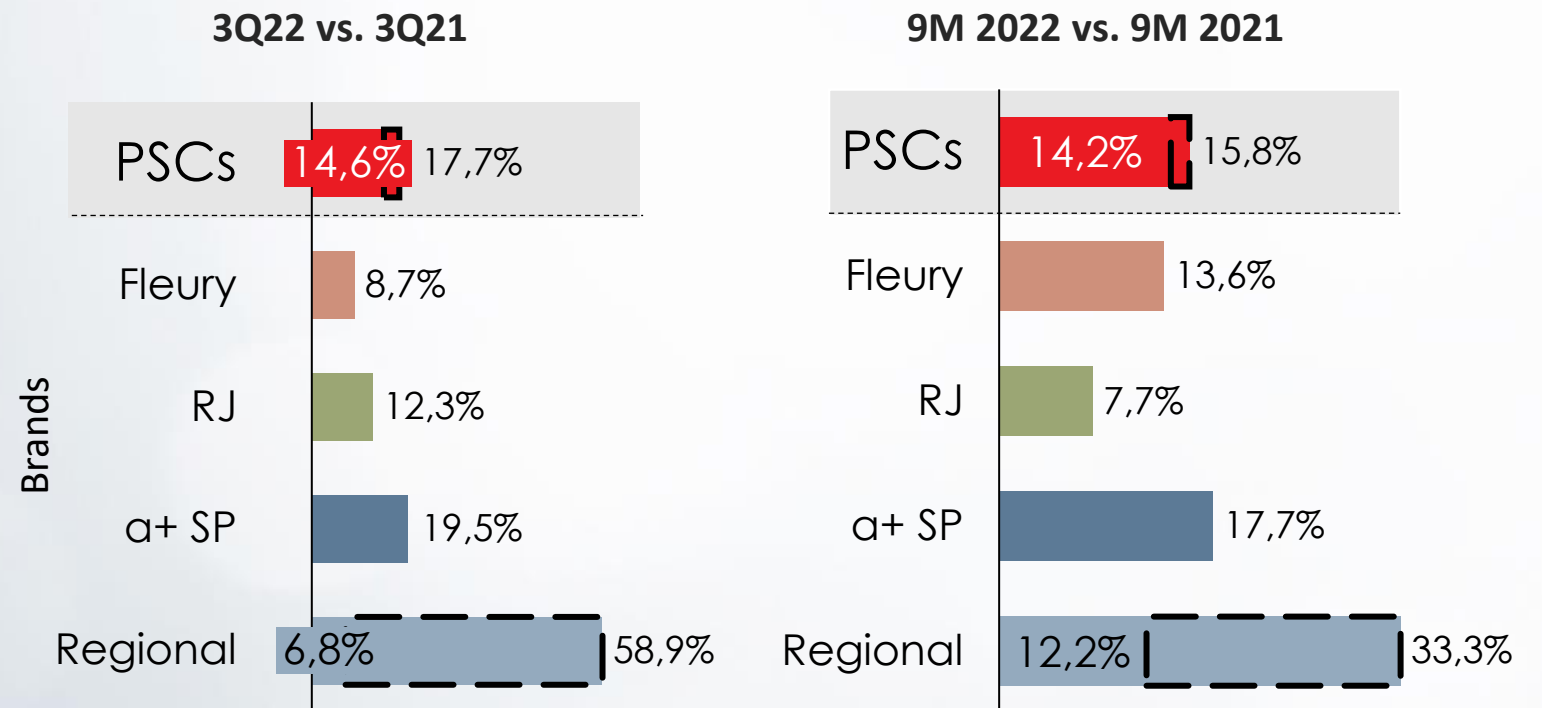
- Total: 17.7%


- Organic: 14.6%

- **Fleury Brand: 8.7%**

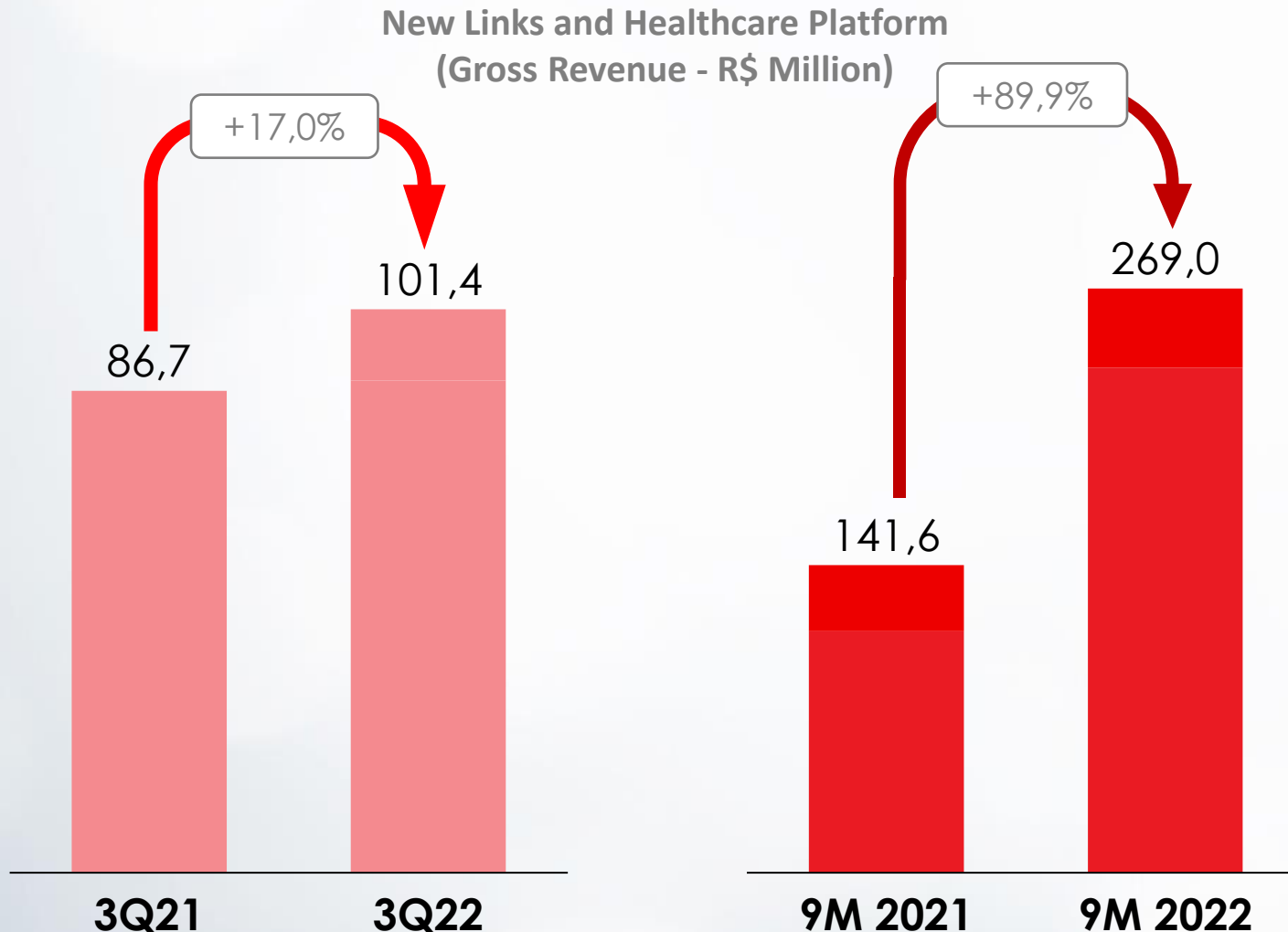
- Recent **acquisitions** accounted for **3.1%** of growth

PSCs Performance (Variation)



 Inorganic: Companies acquired in the last 12 months

New Links and Healthcare Platform with growth of 17,0% in the quarter



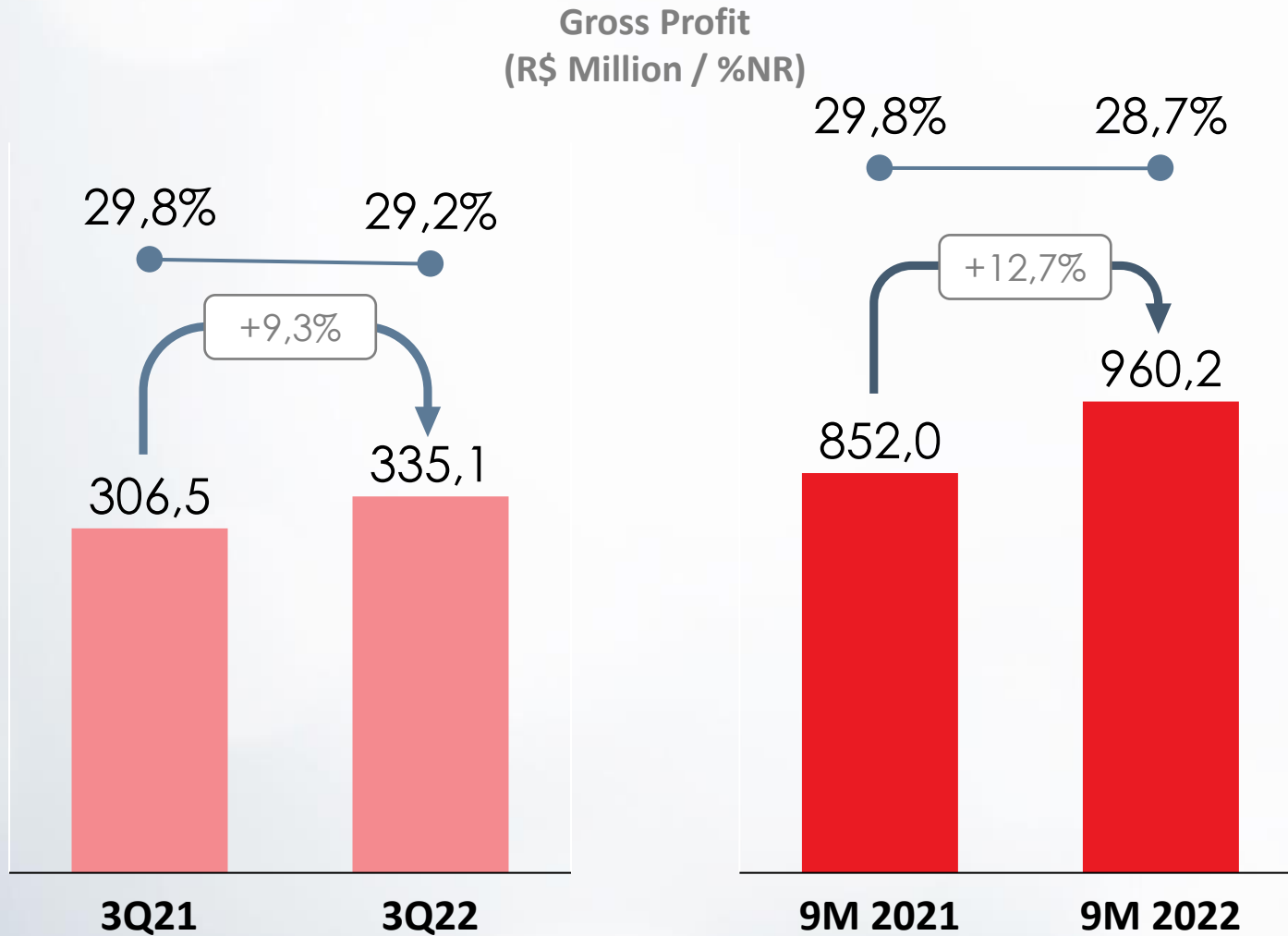
- **New Links:**

- Revenue of R\$ 88,5 million
- Growth of 16,8%

- **Healthcare Platform:**

- 219,9 Thousand teleconsultations
- Revenues of R\$ 12,9 million

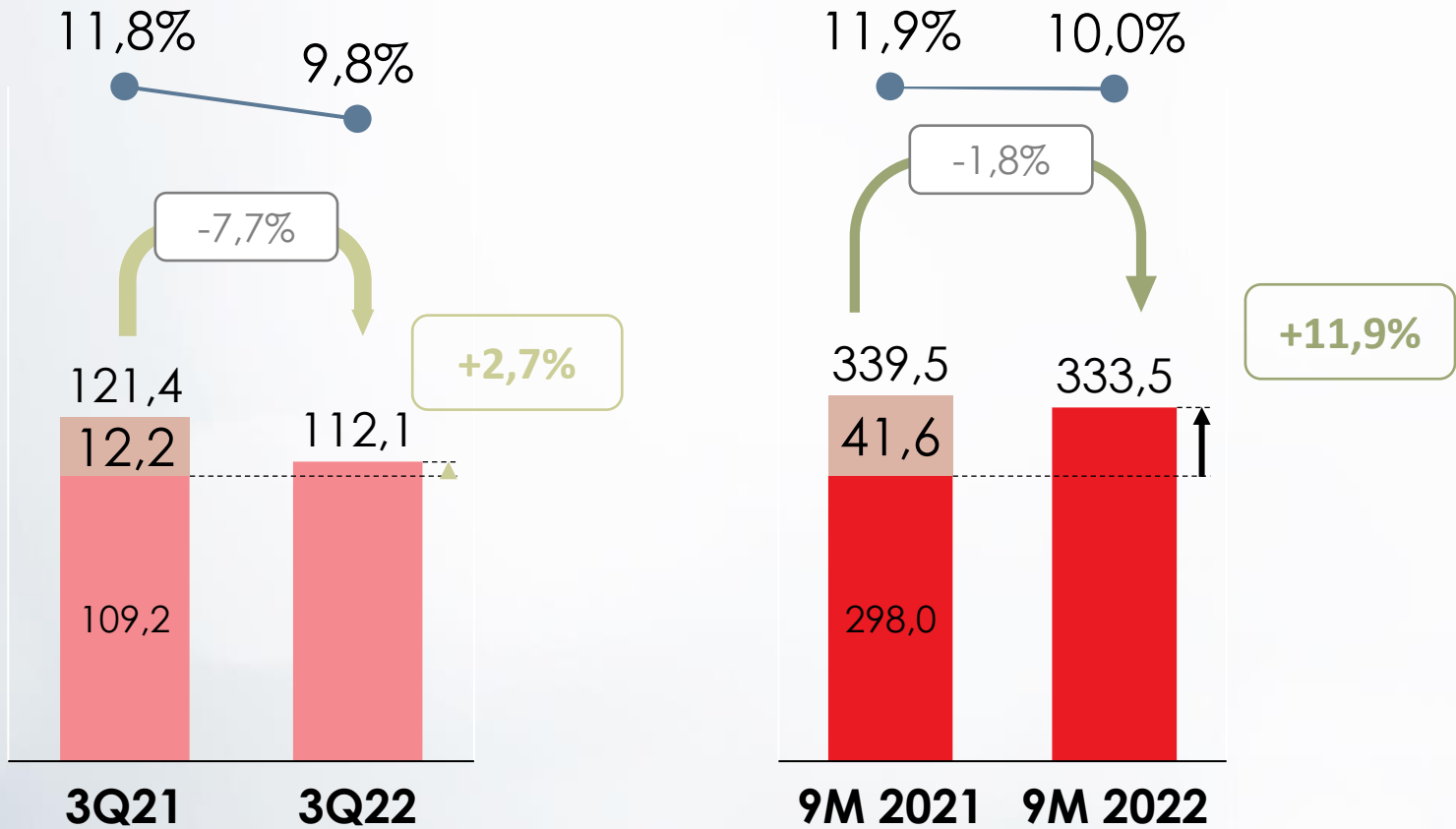
Gross Profit up 9,3% in the quarter



- R\$ 335,1 Million in 3Q22:
 - Growth of 9,3%
 - 29,2% margin

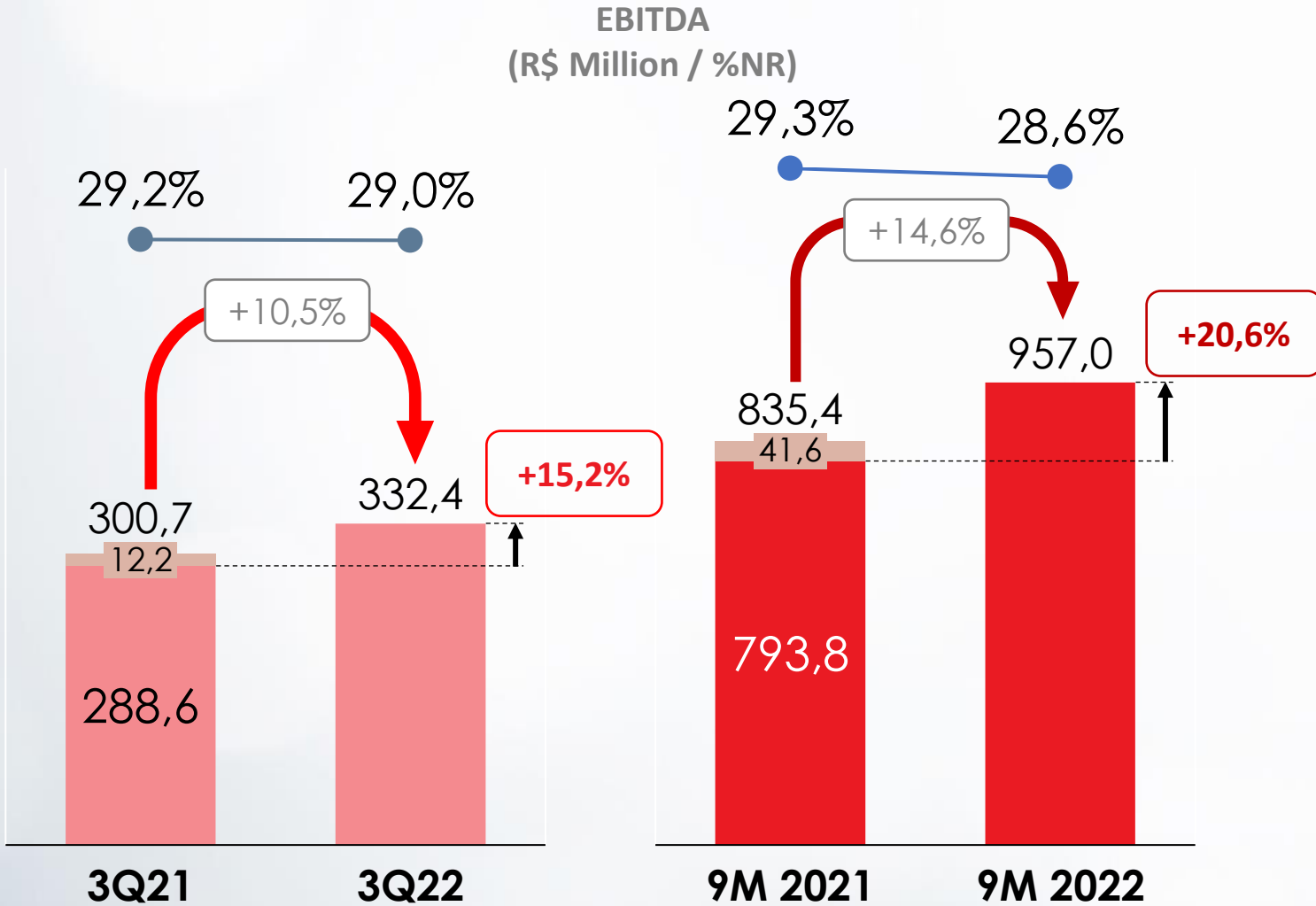
Expenses with dilution of 202 bps in the quarter

Expenses
(R\$ Million / %NR)



- 3Q22:
 - 9,8% of Net Revenues
 - 202 bps dilution
 - There is no non-recurring effect in 2022

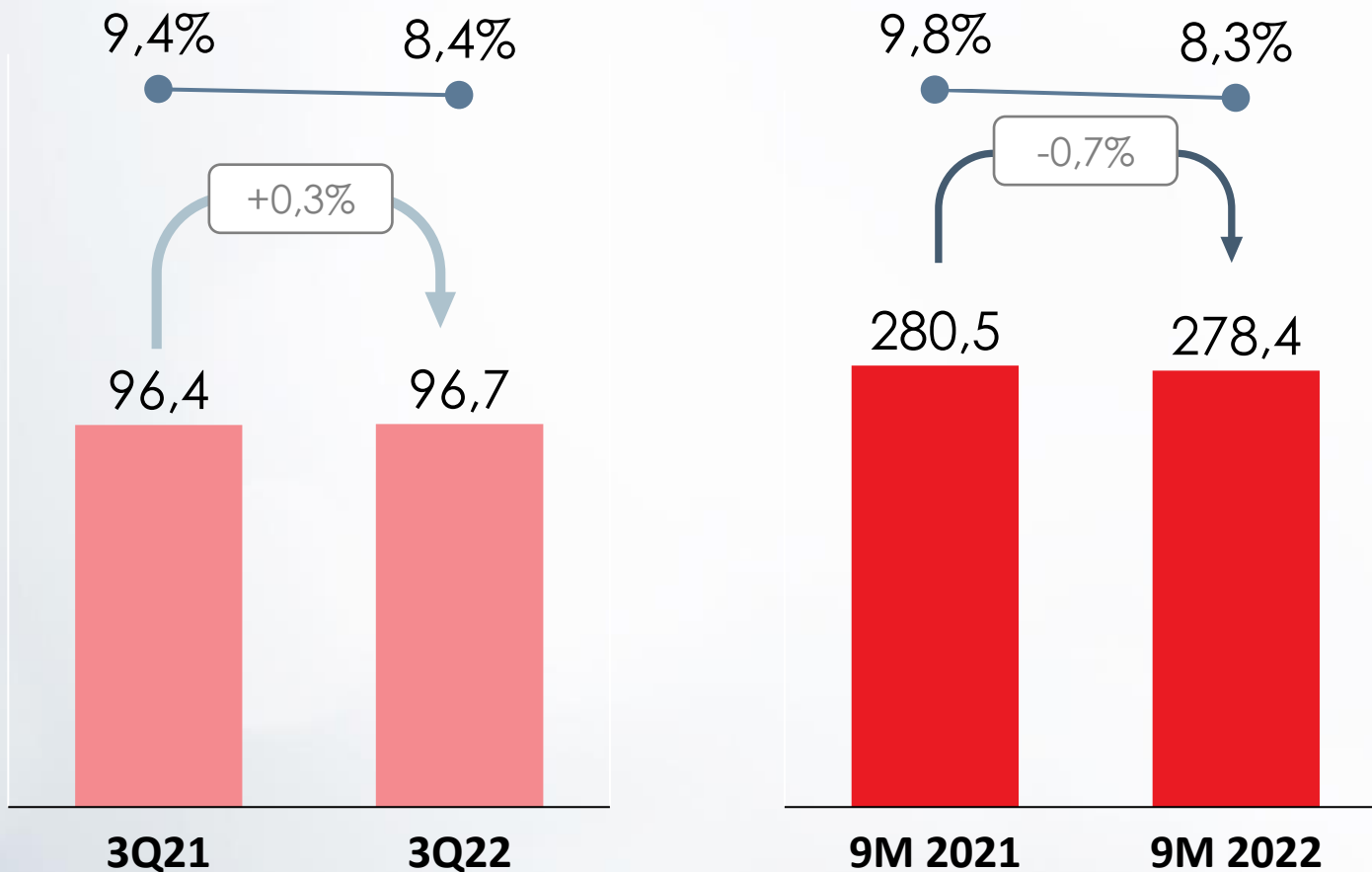
Record quarterly EBITDA of R\$332,4 million



- R\$ 332,4 Million in 3Q22:
 - Growth of 10,5%
 - 29,0% margin

Net Income in the quarter of R\$96,7 million

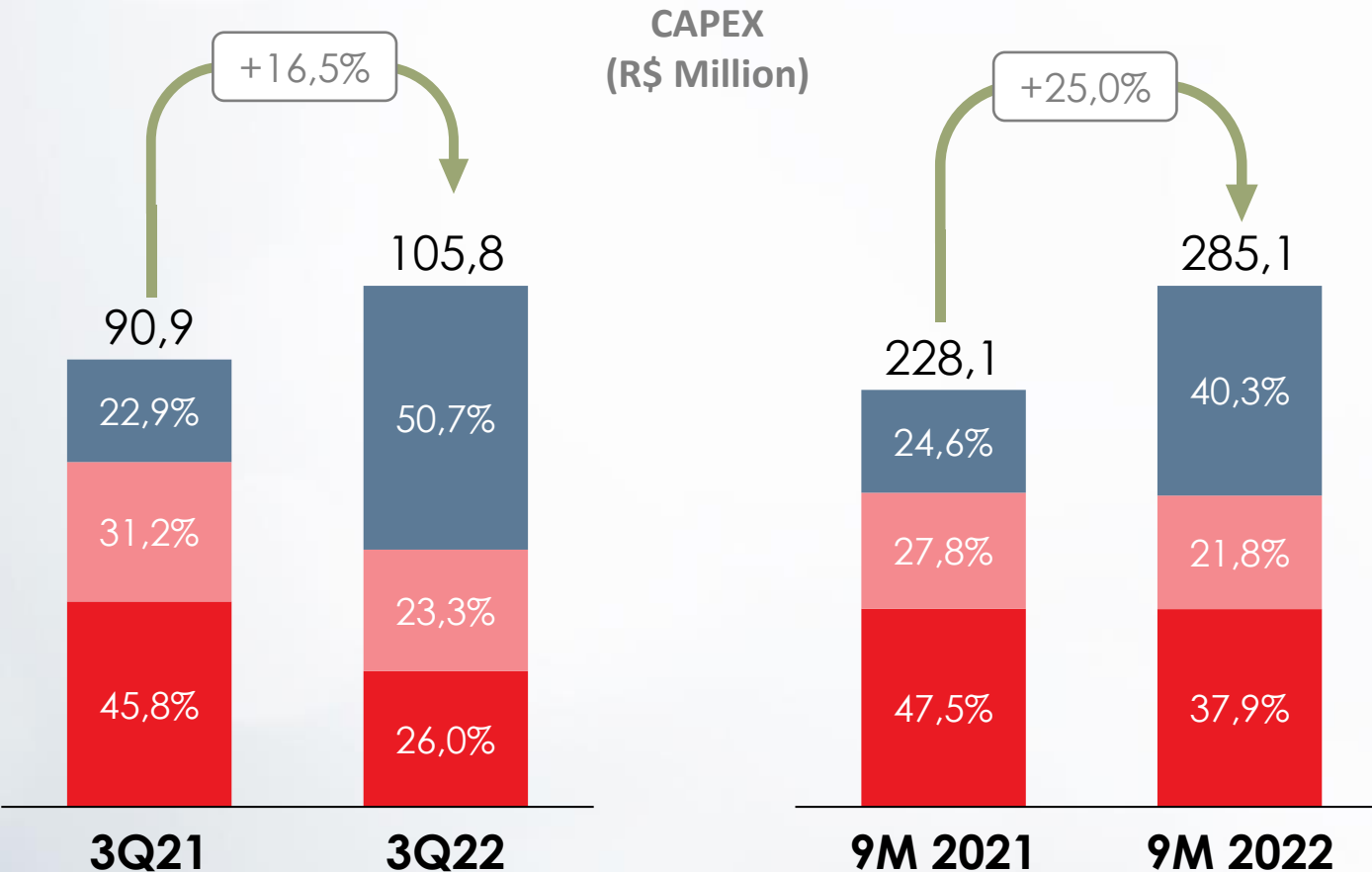
Net Income
(R\$ Million / %NR)



- 3Q22:

- Growth of 0,3%
- 8,4% margin
- Higher financial expenses due to higher interest rates and increase in net debt

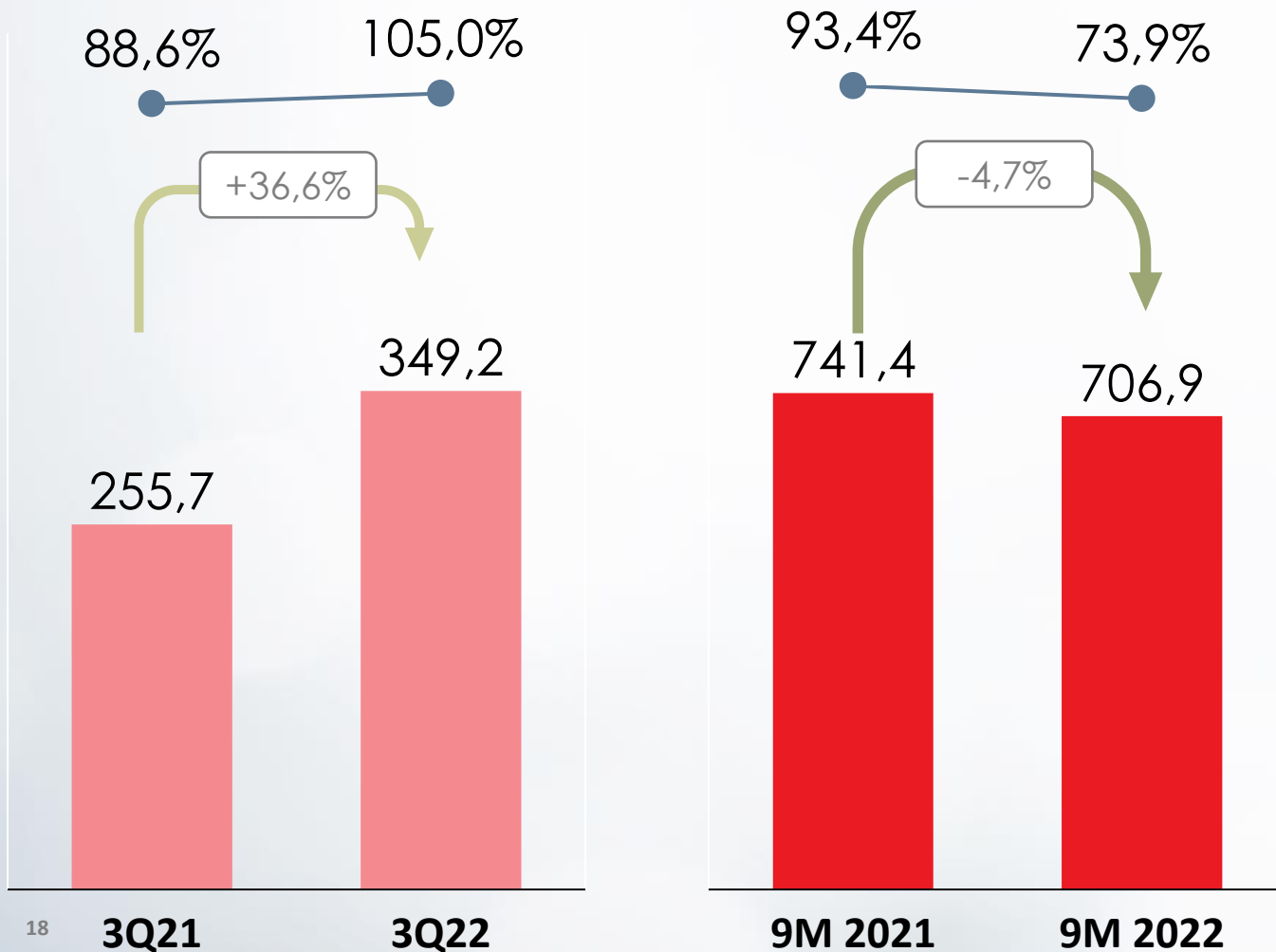
3Q22 Capex totaled R\$105,8 million with investments in technology and expansion of PSCs and technical area



- Capex with an expansion of 16,5%:
 - Digitization of IT services and infrastructure
 - Expansion of services in units
 - Assembly of a new technical area in São Paulo

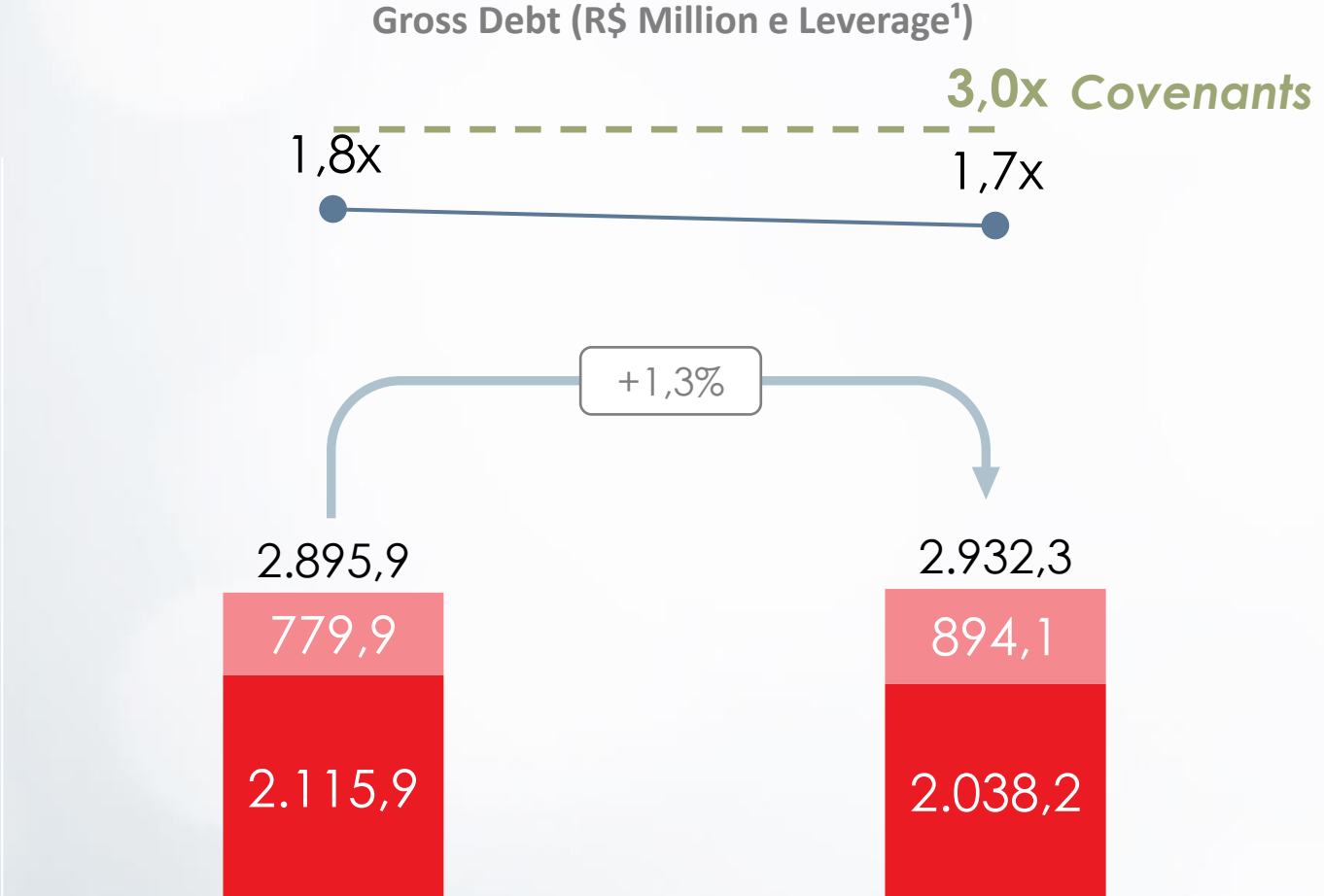
Operating Cash Generation of R\$349,2 million in the quarter

Operating Cash Flow
(R\$ Million / % EBITDA)



- R\$ 349,2 million in 3Q22:
- Conversion of 105,0% of EBITDA into operating cash

Net debt reduction with leverage of 1,7x in the quarter



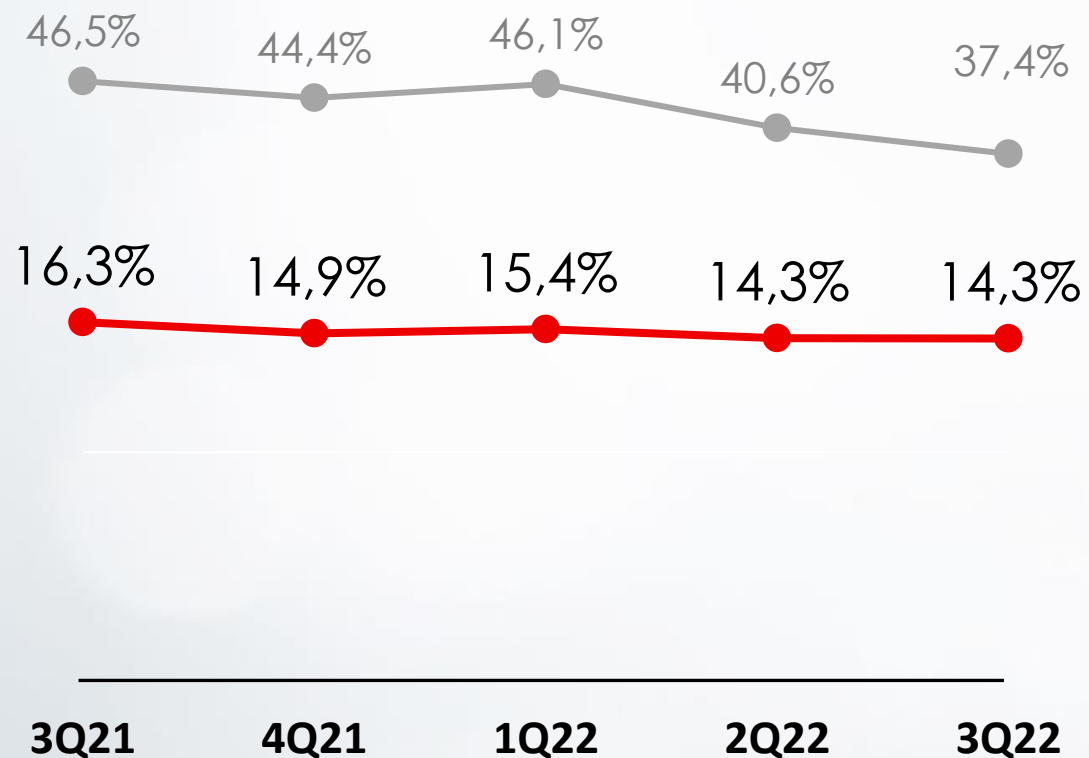
- Below the 3,0x Covenant limit
- Net debt influenced by the increase in the cash balance

19 ■ Cash ■ Net Debt ● Leverage

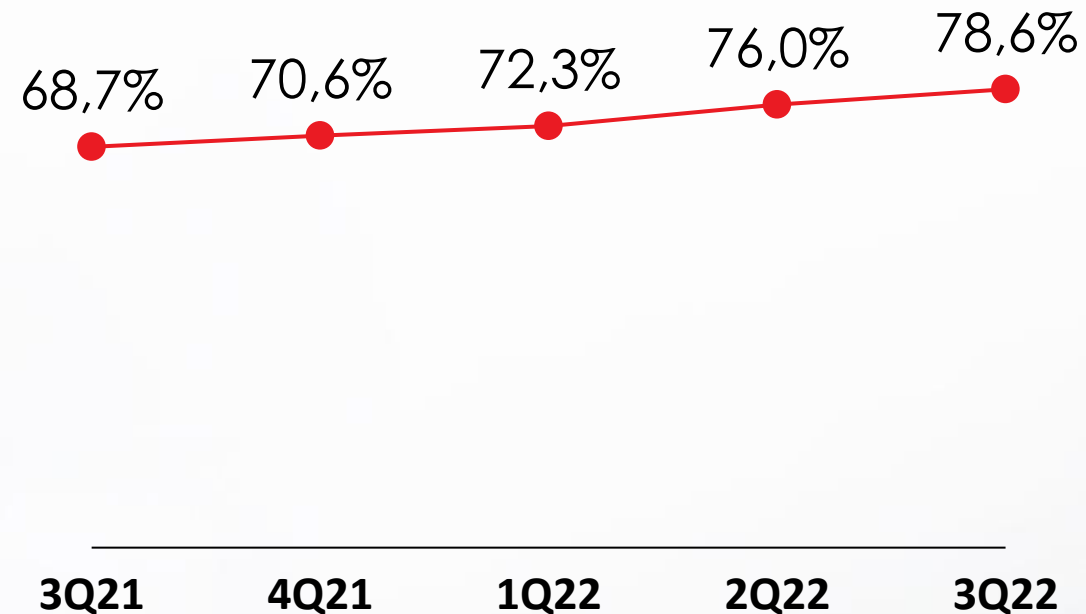
¹ Net Debt/EBITDA LTM (Last twelve months)

ROIC and Net Promoter Score

ROIC LTM (%)



Net Promoter Score



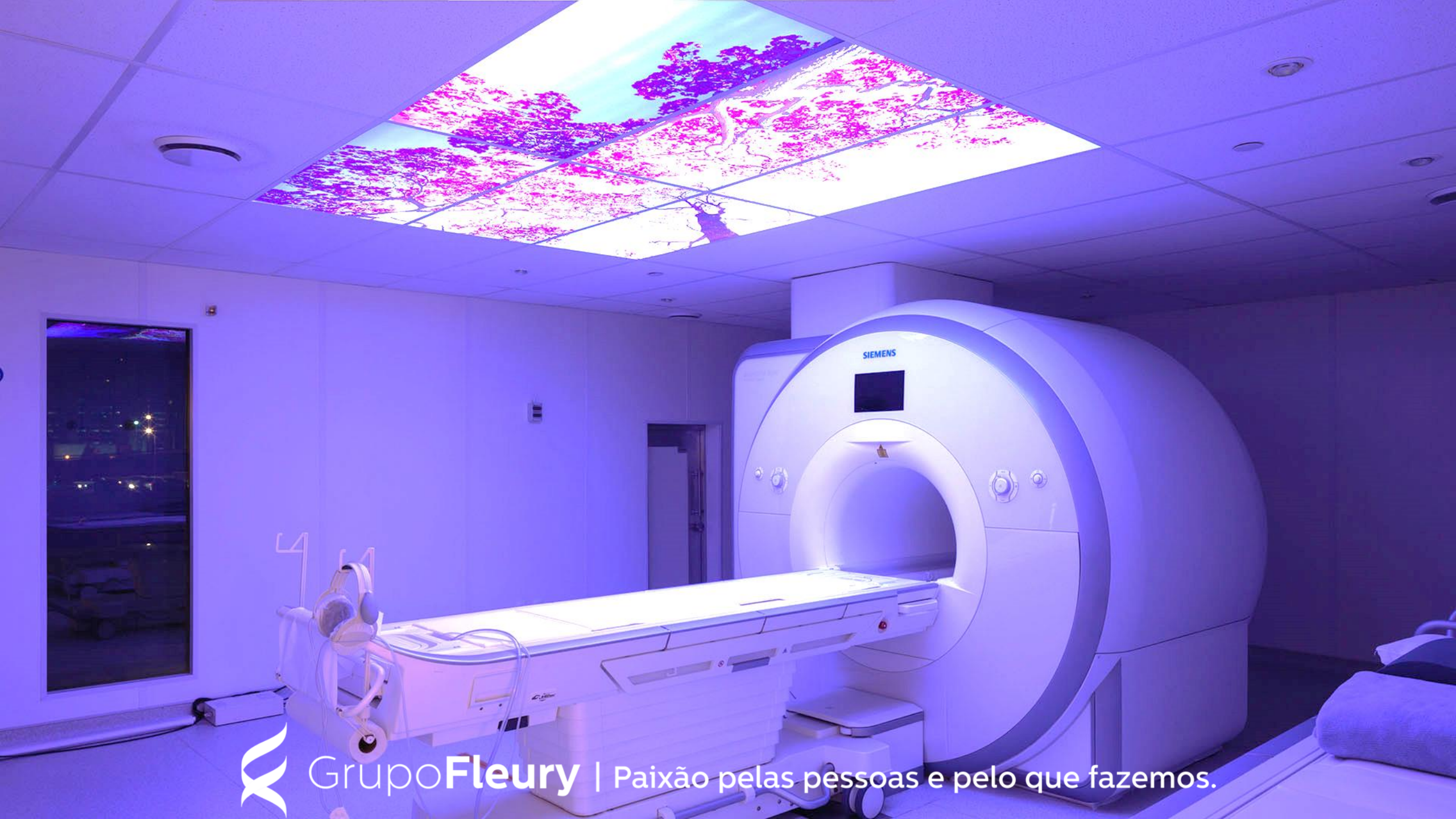
- ROIC excl. goodwill (LTM)
- ROIC (LTM)

Q&A

Send your questions!

Investor Relations

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