

2Q22 Earnings

August 22nd, 2022



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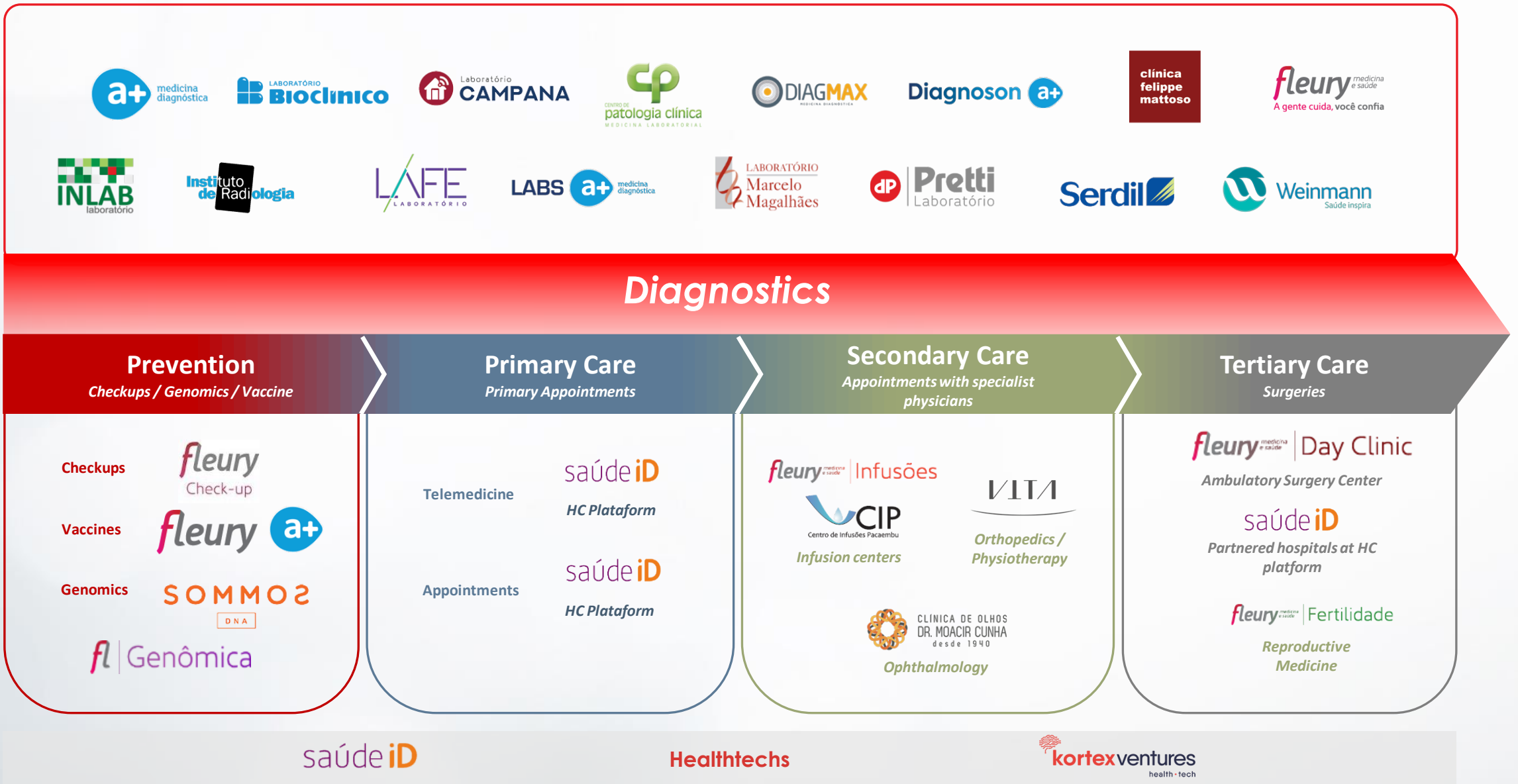
This presentation is up to date and Grupo Fleury is not obliged to update it in light of new information and/or future events.

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

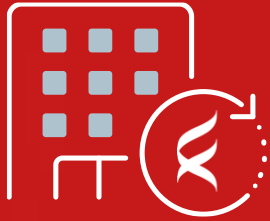
Overview



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



2Q22 Highlights

 GrupoFleury

2Q22 Highlights

Record quarterly Revenue of R\$ 1,2 billion with 19,0% growth, EBITDA of R\$ 298,0 million with a 26,8% margin

Organic growth ex-Covid of 24,7% and organic growth of 10,0% reflected in all business lines

Record quarterly Gross Revenue of R\$ 1,196.4 million

- **19,0%** growth **over 2Q21** (24,7% ex-Covid-19 and 10,0% organic)
- **Home Service with expansion of 18,5%** (8,1% of the revenue)
- **Lower relevance of Covid-19 tests** (3,9% in 2Q22 vs. 8,3% in 2Q21)

EBITDA of R\$ 298.0 million

- **19,6%** growth **over 2Q21 Recurrent EBITDA**
- **26,8%** of margin

Net Income of R\$ 70,5 million

- **6,3%** of margin

M&A

- Announcement of the **incorporation of shares of Instituto Hermes Pardini by Fleury**, resulting in the business **combination between Grupo Fleury and Grupo Pardini**, on June 30.

Announcement of the Business Combination with Grupo Pardini

Transaction Strategic Rationale

Merger of **Well-Recognized Platforms** in Diagnostics (R\$6.1 bn of Revenue⁽¹⁾ and R\$1.6 bn EBITDA⁽¹⁾)

Relevant Portfolio of Recognized Brands in the Industry, focused on Quality and Excellence

Complementarity Regional and Market Segments

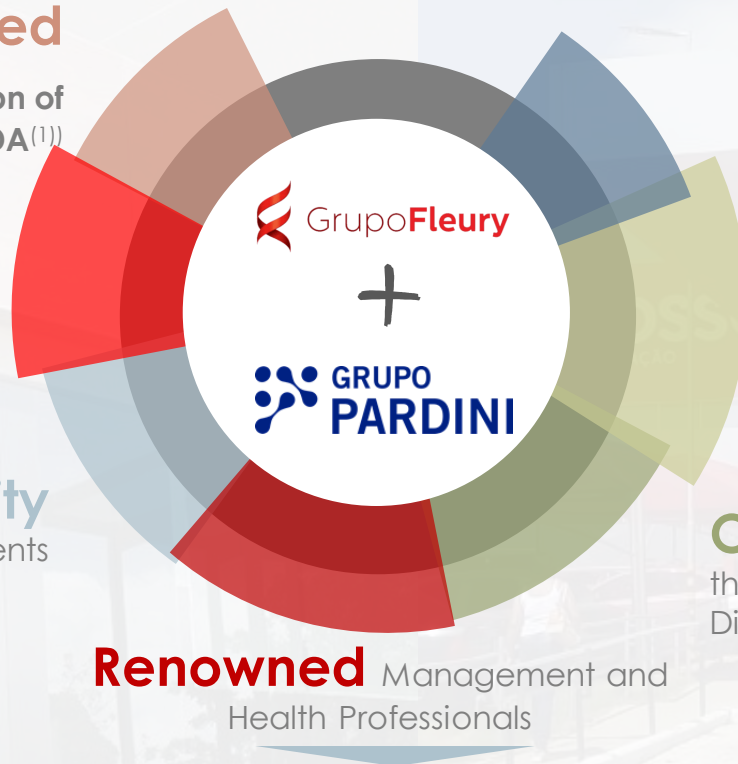
Renowned Management and Health Professionals

Value Creation

Synergy Opportunities (Annual R\$ 160 - 190 million increase in EBITDA⁽²⁾)

Amplification of Logistics Infrastructure and Productive Platforms in Diagnostic Medicine

Outstanding Position in the B2C, B2B and Hospitals Market in Diagnostic Medicine Markets



Creation of one of the **leading** companies in the **diagnostics sector in Brazil**

Notes: (1) Sum of 1Q22 LTM numbers disclosed by the Companies.

(2) Incremental EBITDA estimate based on preliminary information. Such estimate is not a guarantee of future performance and involves risks and uncertainties that, as they are based on assumptions, depend on future events that may not be confirmed.

Announcement of the Business Combination with Grupo Pardini

Combined Company: Well-Recognized Platform in Diagnostics

Combined Figures (1Q22 LTM)



Technical Quality and Reputation Reference Model

Source: Companies' Filings.

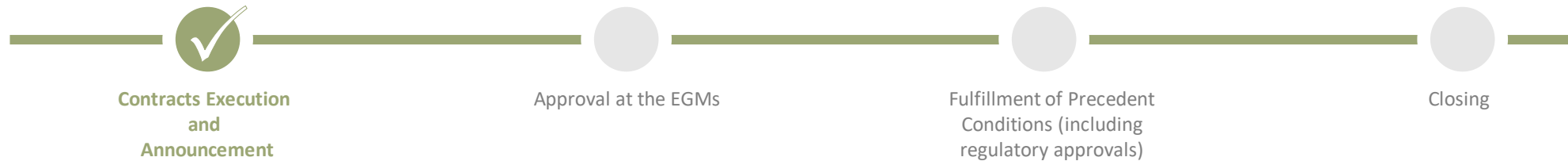
Notes: (1) Sum of 1Q22 LTM numbers disclosed by the Companies.

(2) Includes 3mm eliminations in the volume of exams between Fleury and Hermes Pardini.

(3) Incremental EBITDA estimate based on preliminary information. Such estimate is not a guarantee of future performance and involves risks and uncertainties that, as they are based on assumptions, depend on future events that may not be confirmed.

Announcement of the Business Combination with Grupo Pardini

Timeline and Next Steps



Próximos Passos



Execution of Definitive Contracts



Market Announcement



Approval at the EGMs (Fleury and Pardini)



Fulfillment of Precedent Conditions (including regulatory approvals, e.g. Brazil Antrust Council (CADE⁽¹⁾))



Closing

Nota: (1) CADE (Brazil Antrust Council).

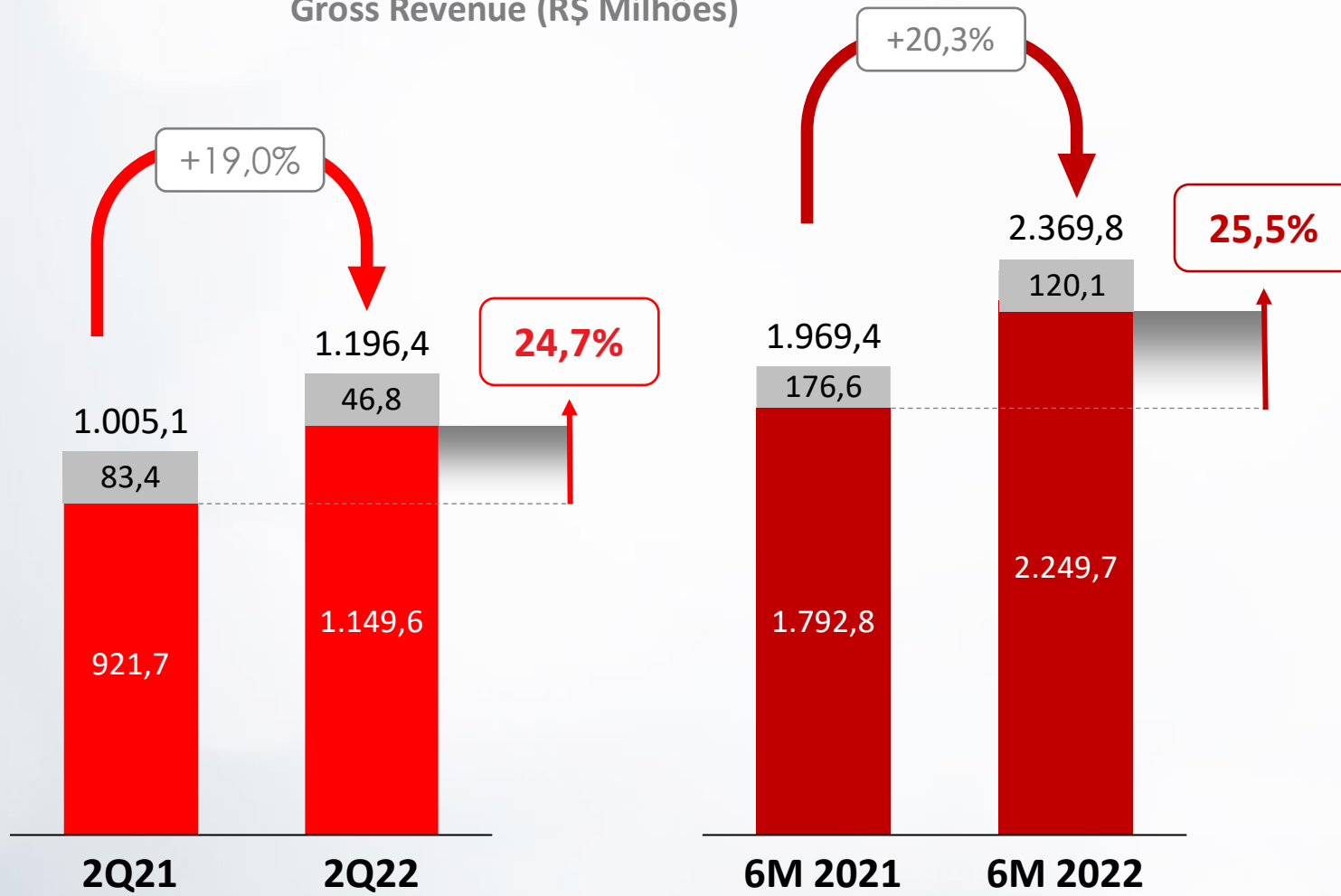


Financial Highlights

 Grupo Fleury

Record in Quarterly Revenue in 1Q22...

Gross Revenue (R\$ Milhões)



- Record in quarterly revenue of R\$ 1.196,4 million

- Growth:

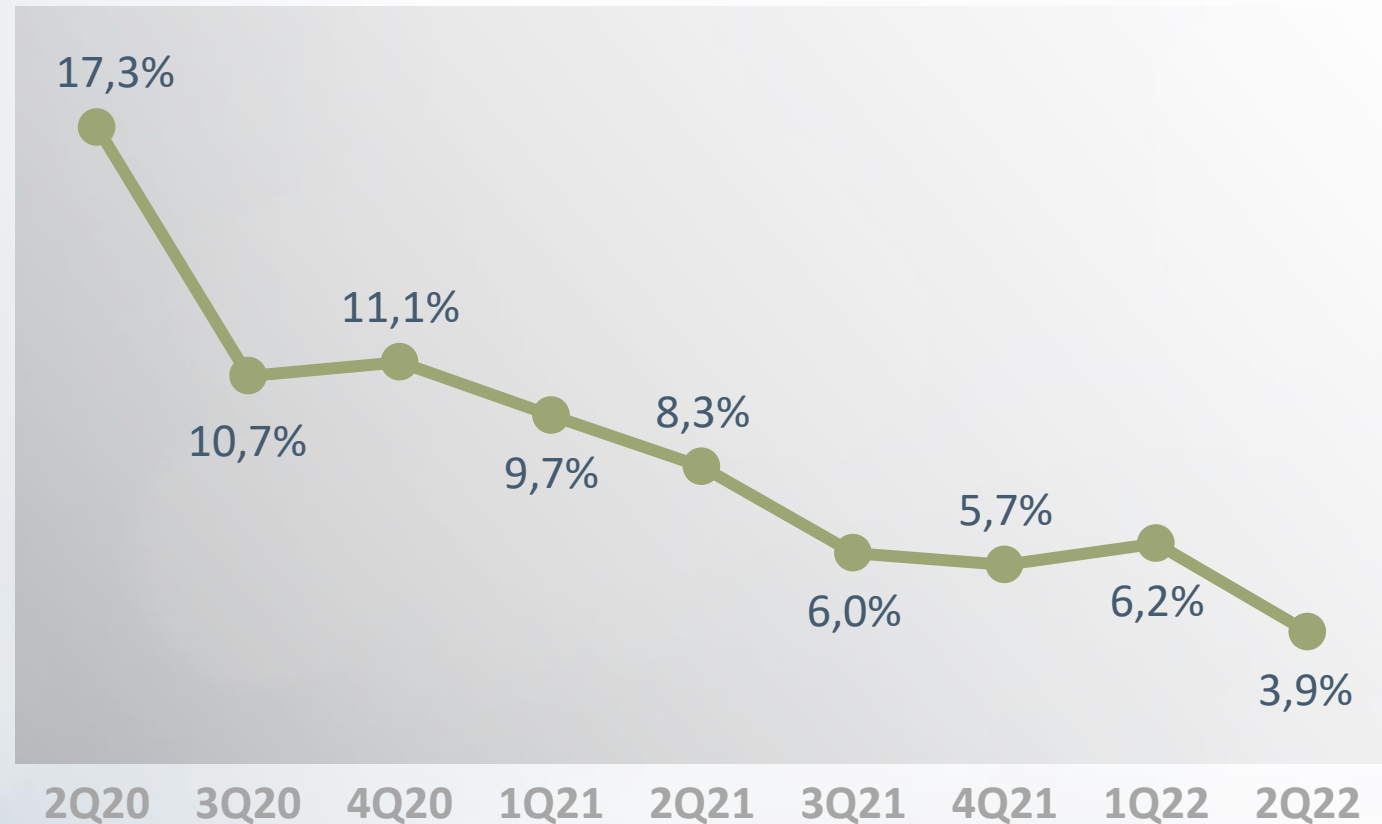
- Total: 19,0%
- Organic: 10,0%
- Ex-Covid: 24,7%

- Client's Home Service:

- Expansion of 18,5%
- 8,1% of the Gross Revenue

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

Covid-19
(% Gross Revenues)



- 3,9% of 2Q22 Revenue

- Lower relevance of Covid-19 tests since the beginning of the Pandemic

Consistent growth across all diagnostic medicine brands

- RR\$ 937.7 million in 2Q22

- Growth:

- Total: 18.2%

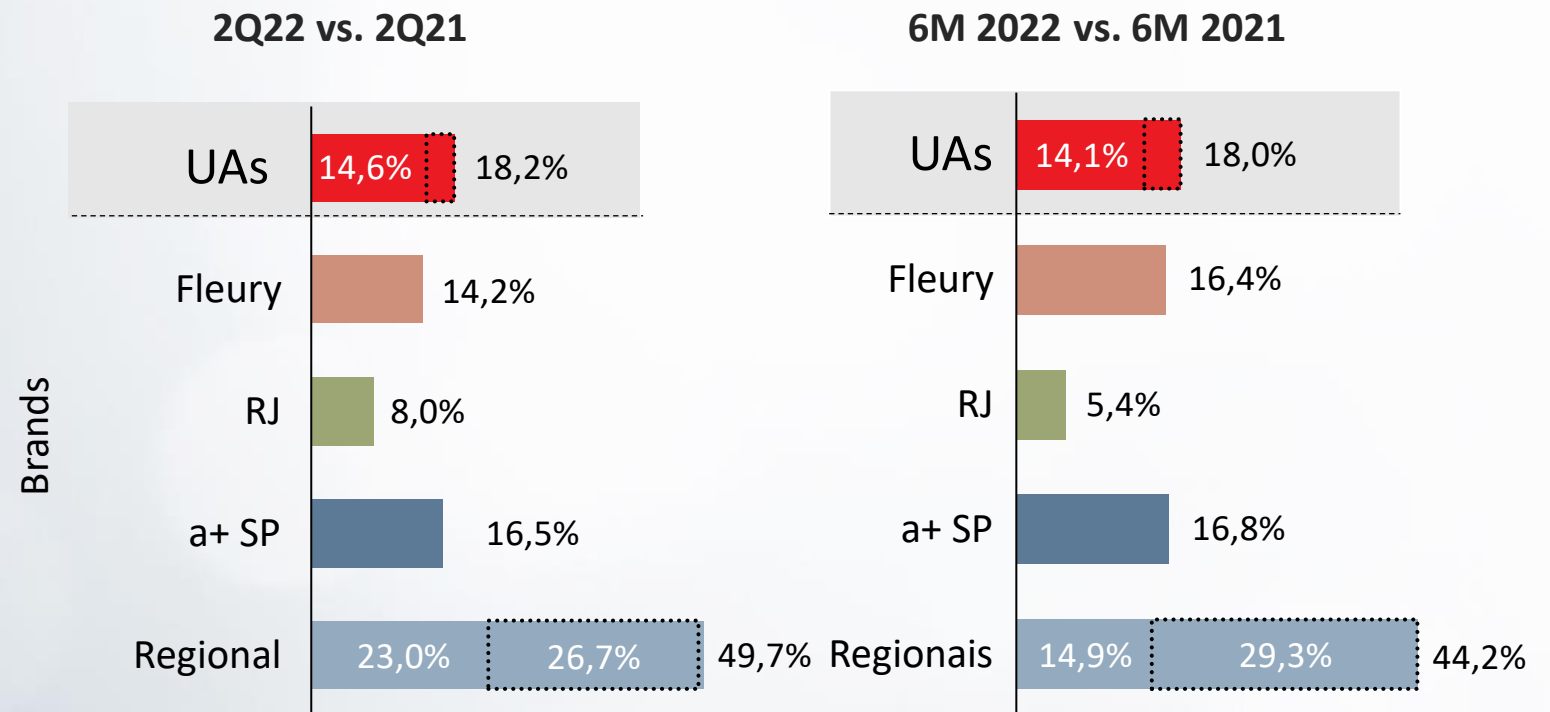
- Organic: 14.6%

- Fleury Brand: 14.2%

- Recents acquisitions

represents 3,6% of the growth

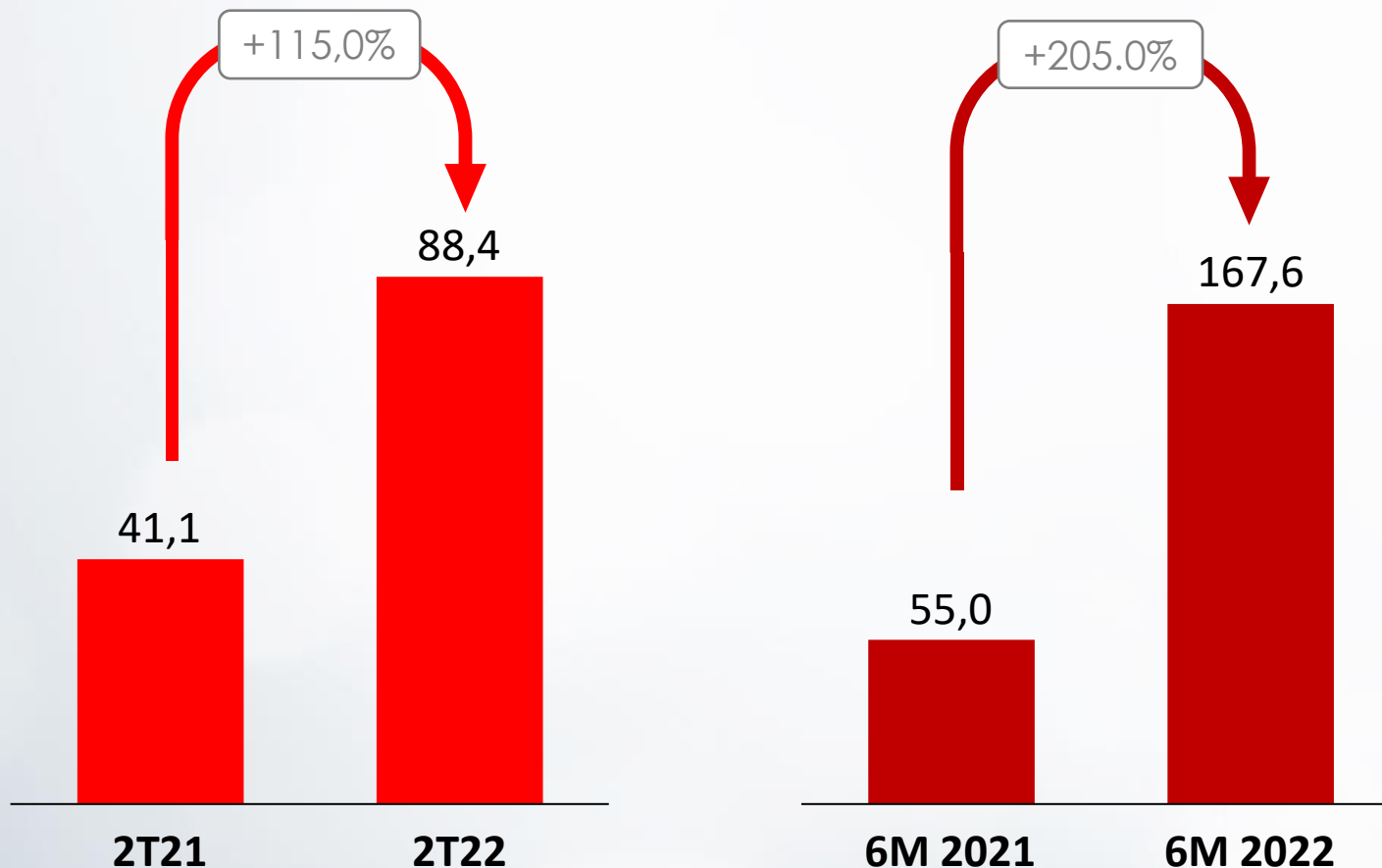
PSCs Performance (Variation)



Inorganic: Companies acquired in the last 12 months

New Links¹ and Health Platform growth of 115,0% in the quarter

New Links and HC Plataform
(Gross Revenue - R\$ Million)



- **New Links:**

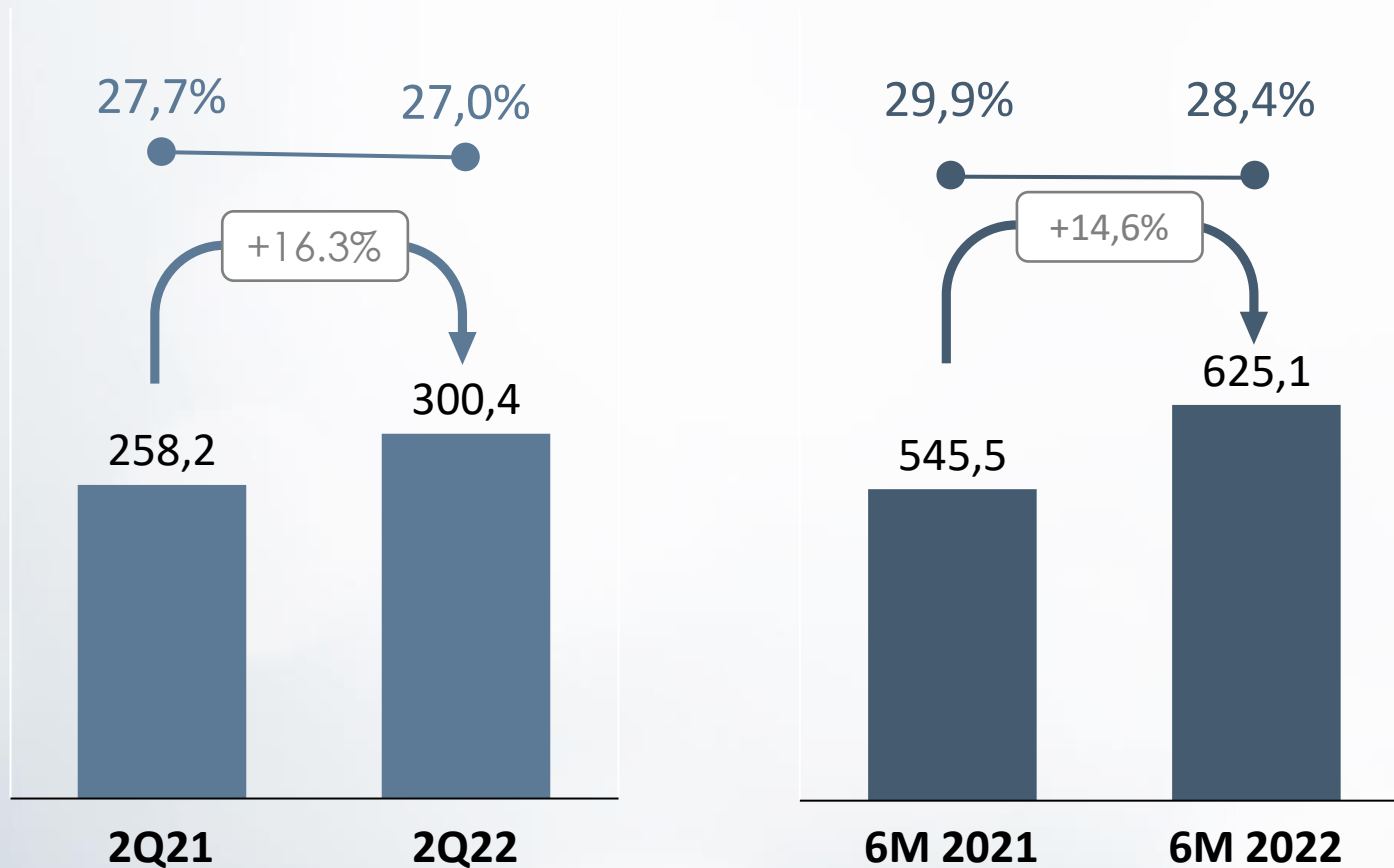
- Revenue of R\$ 76,2 million
- Growth of 140,2% due to acquisitions
 - CIP
 - Vita
 - Moacir Cunha

- **Healthcare Platform:**

- 249,5 thousand teleconsultations
- Revenue of R\$ 12,2 million

16,3% growth of Gross Profit

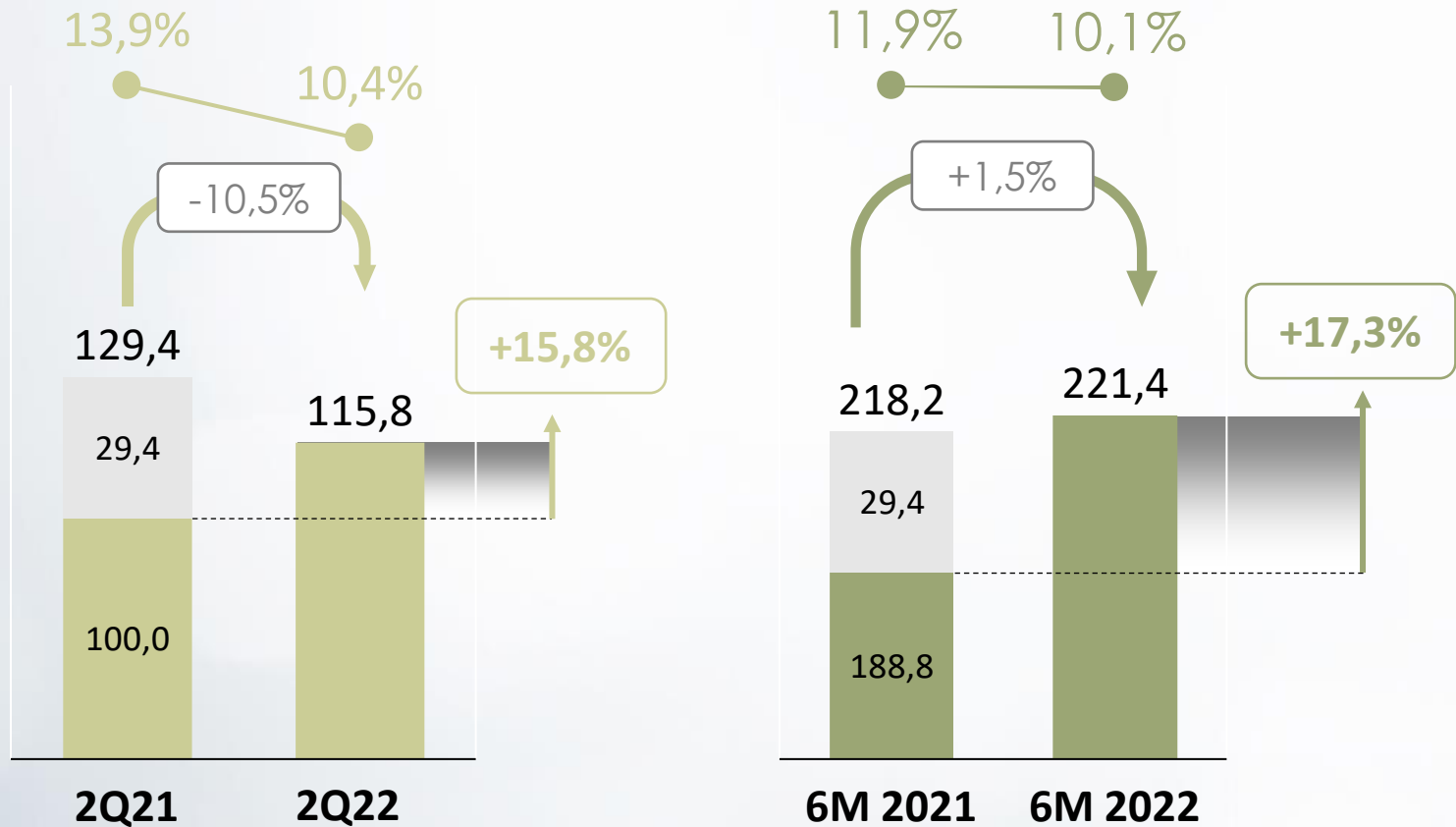
Gross Profit
(R\$ Million / %NR)



- R\$ 300,4 million in 2Q22:
 - 16,3% growth
 - Margin of 27,0%

Dilution of expenses by 347 bps in the quarter

Expenses
(R\$ Million / %NR)

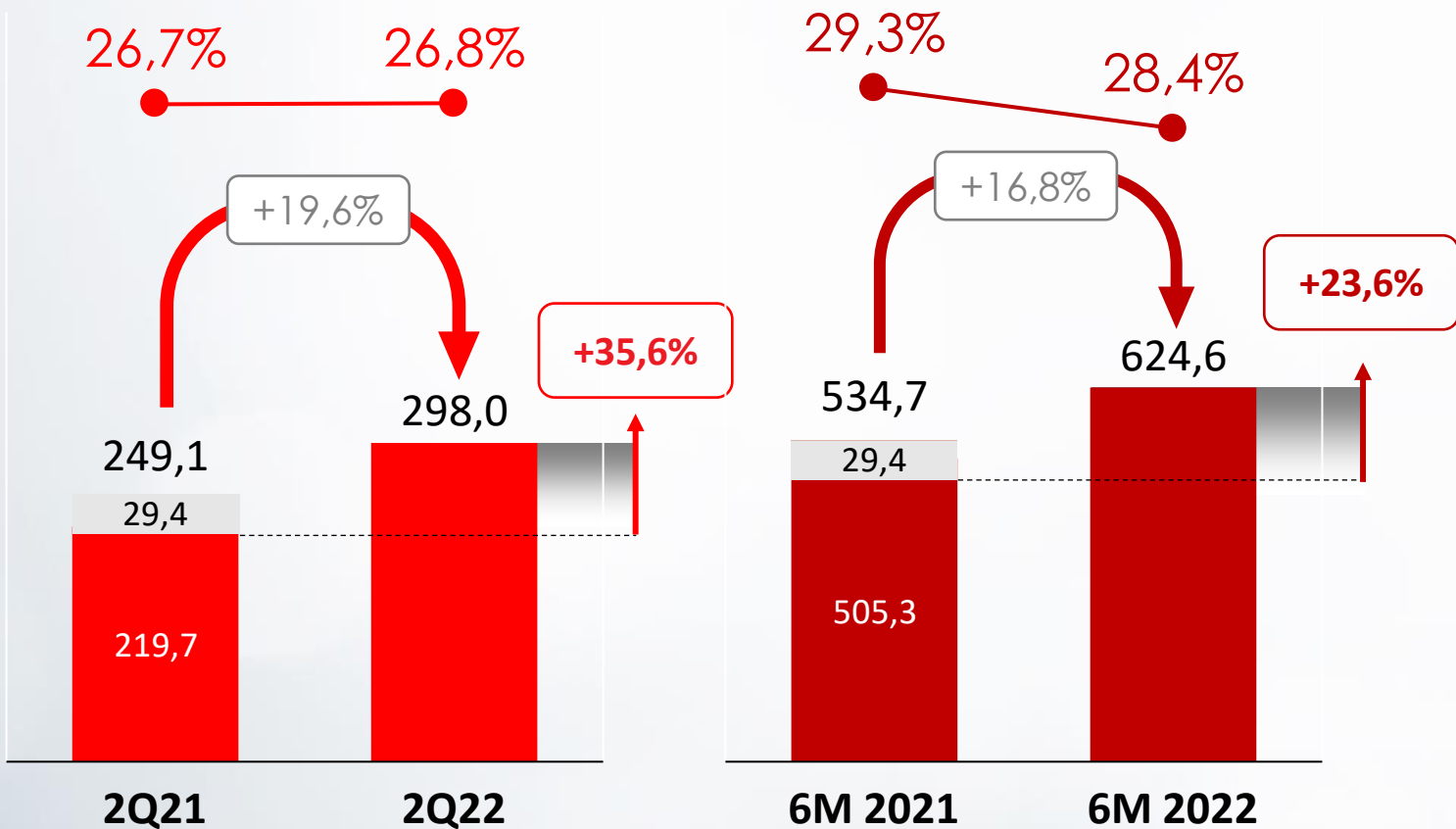


□ Non-recurring expenses

- 2Q22:
 - 10,4% of Net Revenue
 - Dilution by 347 bps
 - Cyber attack in 2Q21

Quarterly EBITDA of R\$ 298,0 million

EBITDA
(R\$ Million / %NR)

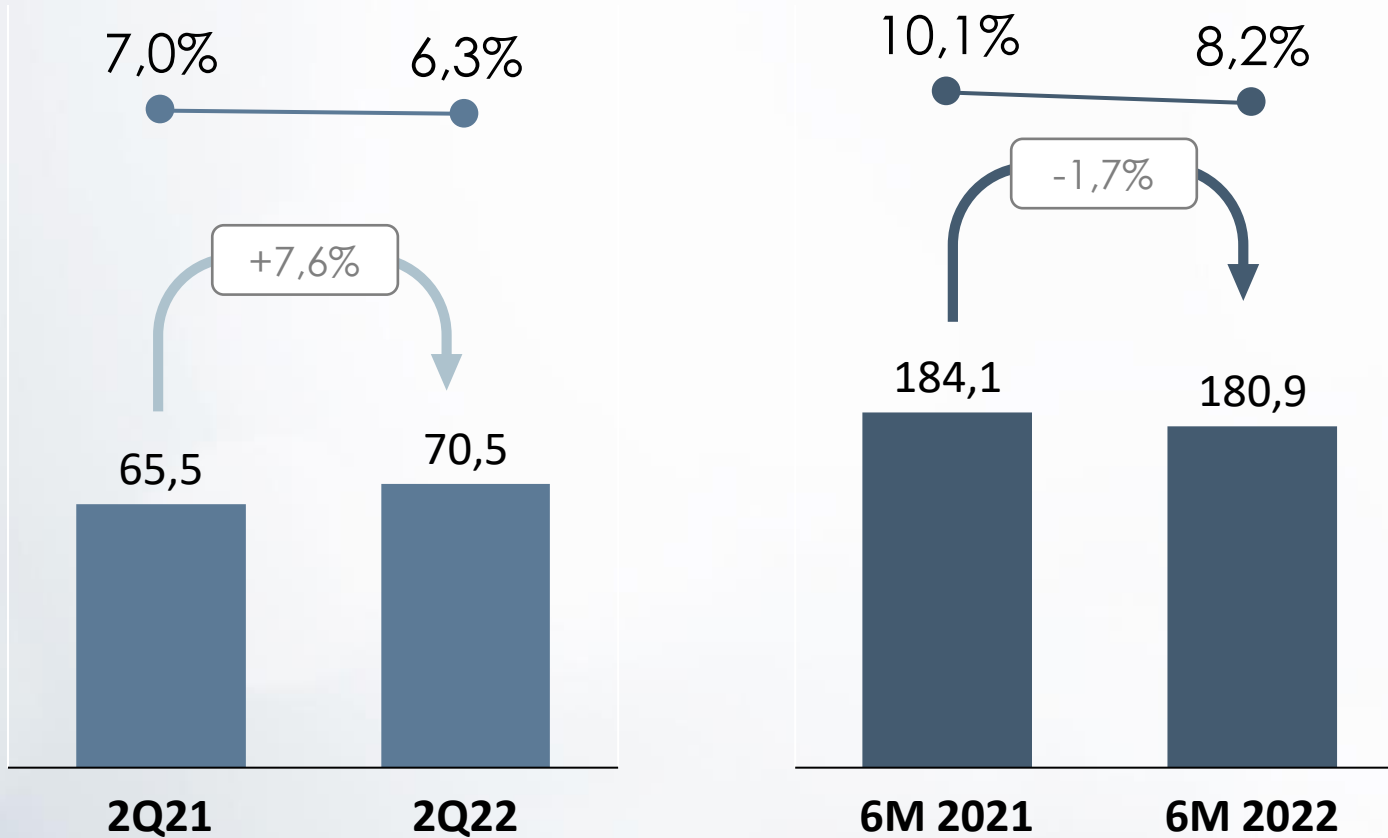


Non-recurring expenses

- R\$ 298,0 million in 2Q22:
 - 19,6% growth
 - Margin of 26,8%

Net Income of R\$ R\$ 70,5 million

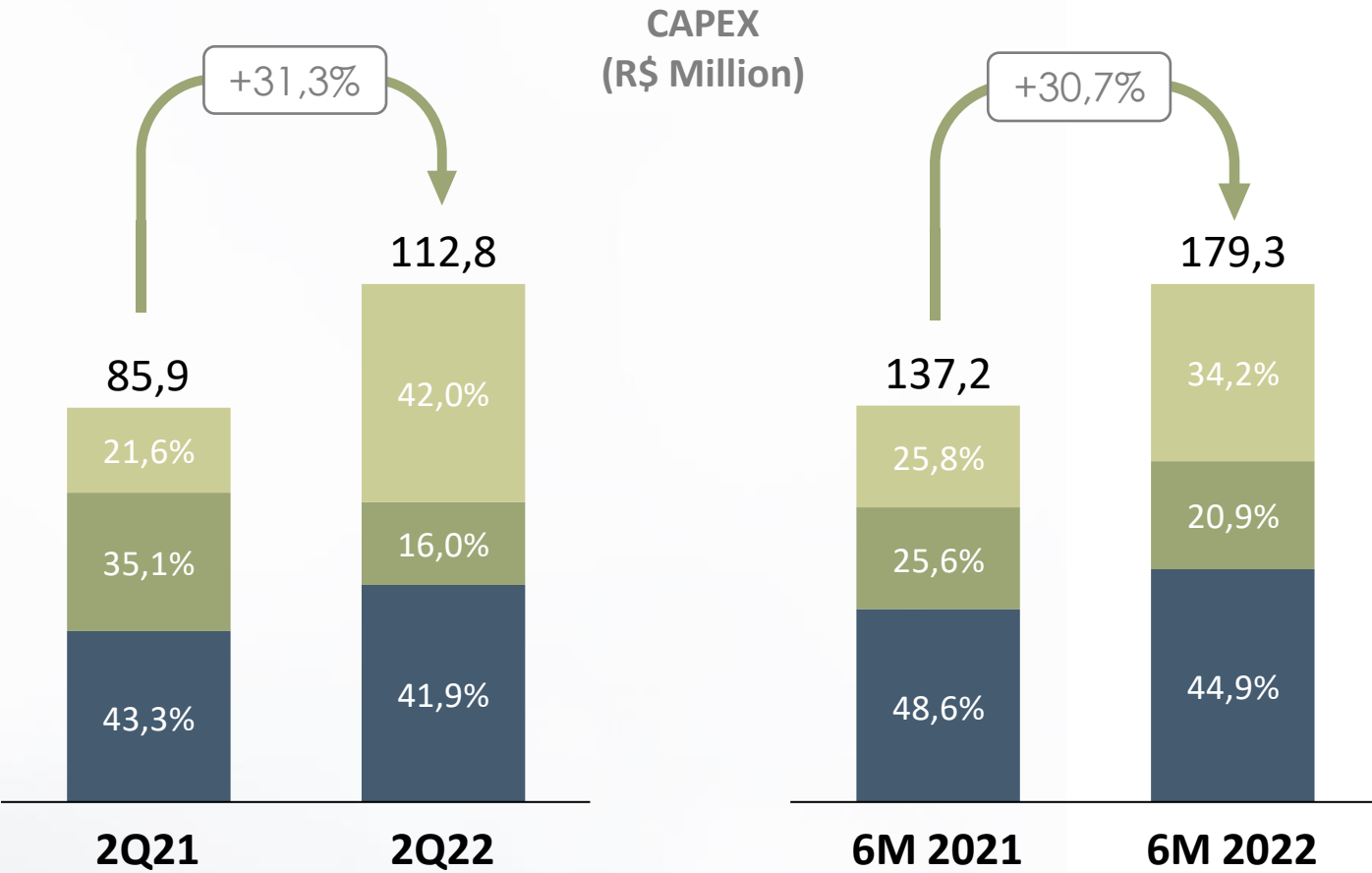
Net Income
(R\$ Million / %NR)



- 2Q22:

- Margin of 6,3%
- Higher financial expenses due to interest increases and the net debt increase

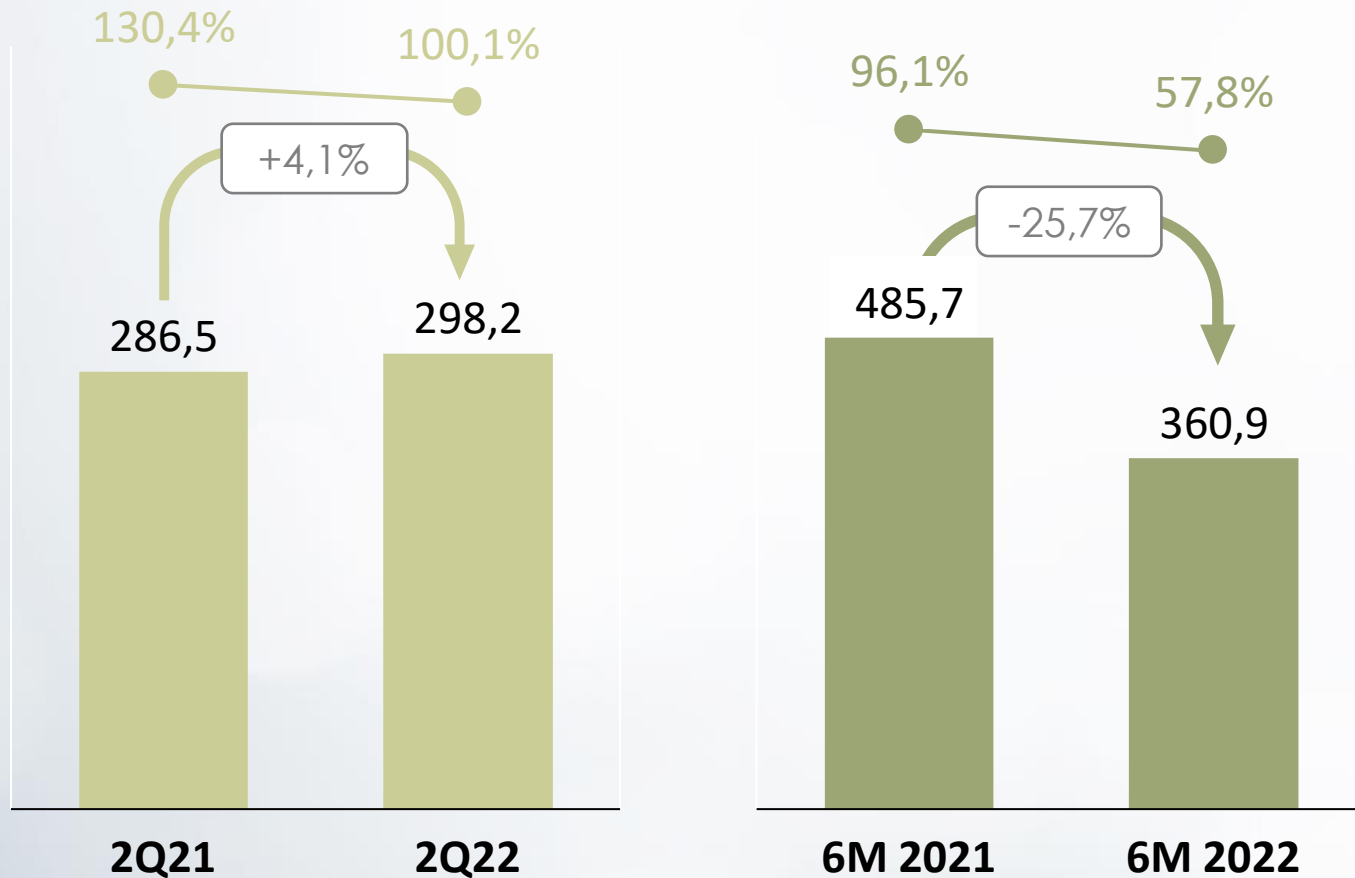
Capex in 2Q22 totaled R\$112.8 million with investments in technology and expansion of units and technical areas



- Capex with a 31,3% expansion
 - Digitization of services and IT infrastructure
 - Services expansion in PSCs
 - A new Technical Area in São Paulo

Operating cash flow generation of R\$ 298,2 million

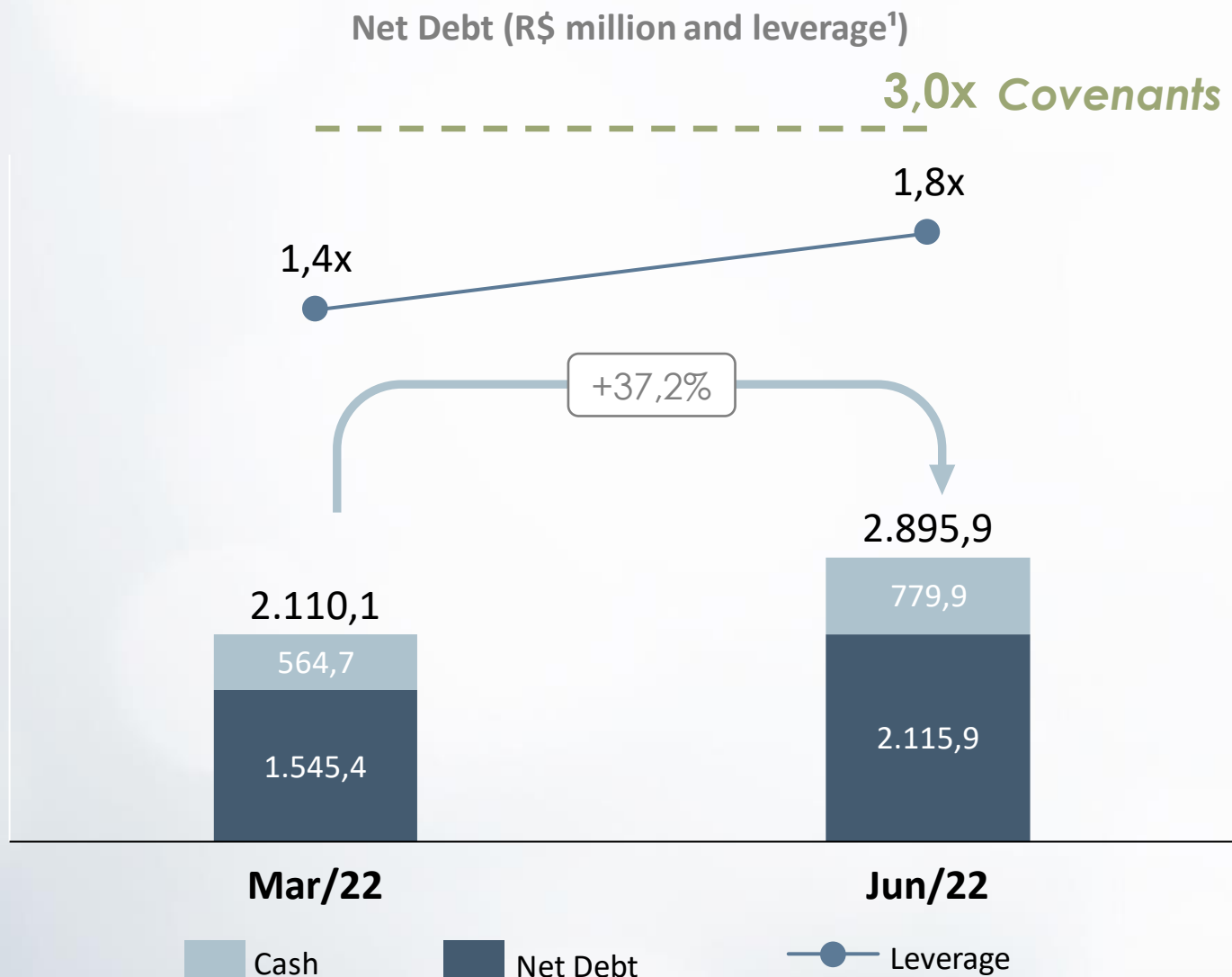
Operating cash flow generation
(R\$ Million / % EBITDA)



- R\$ 298,2 million in 2Q22:

- EBITDA conversion to Cash Flow of 100,1%

Change in leverage level due to acquisitions

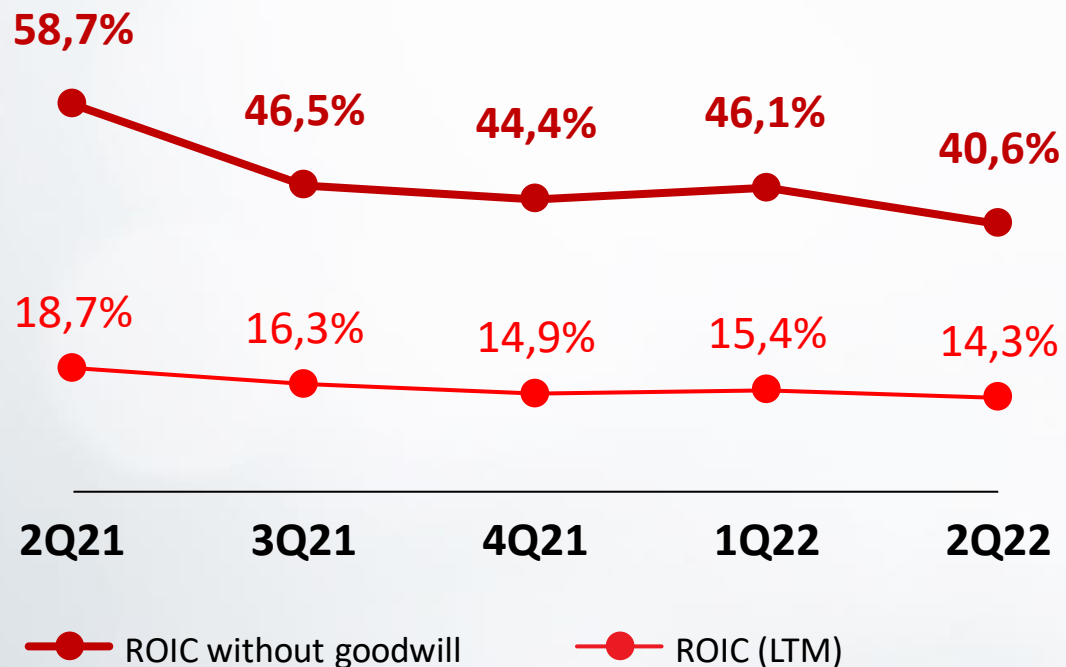


- Lower than the Covenants limit of 3,0x
- Net Debt influenced by:
 - IOC payment
 - Laboratório Marcelo Magalhães acquisition

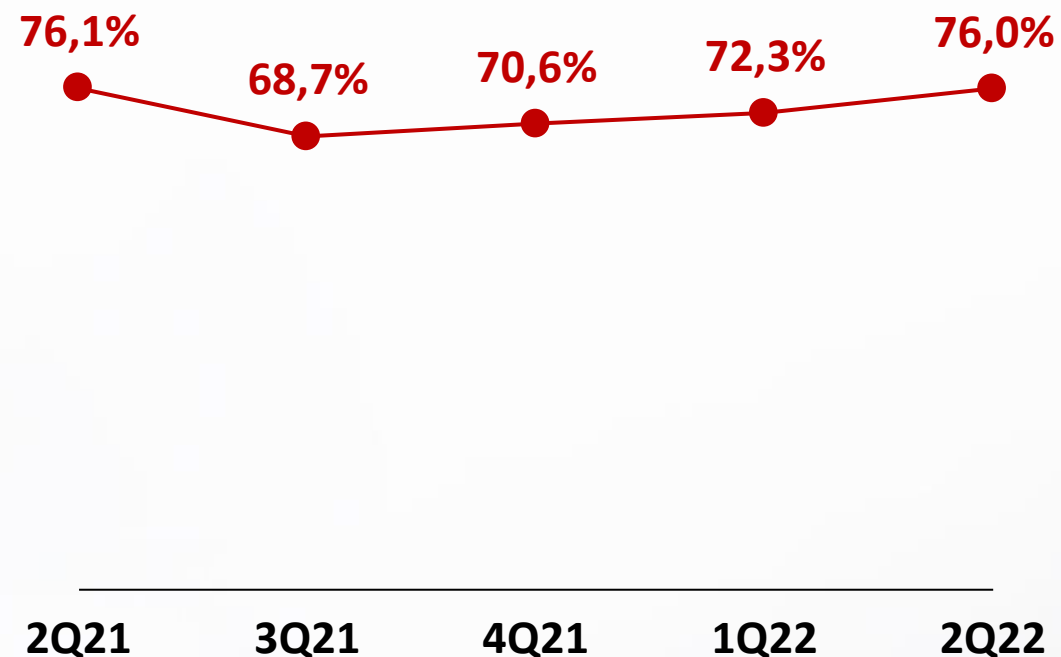
¹ Net Debt/EBITDA LTM (Last twelve months)

ROIC e Net Promoter Score

ROIC LTM (%)



Net Promoter Score

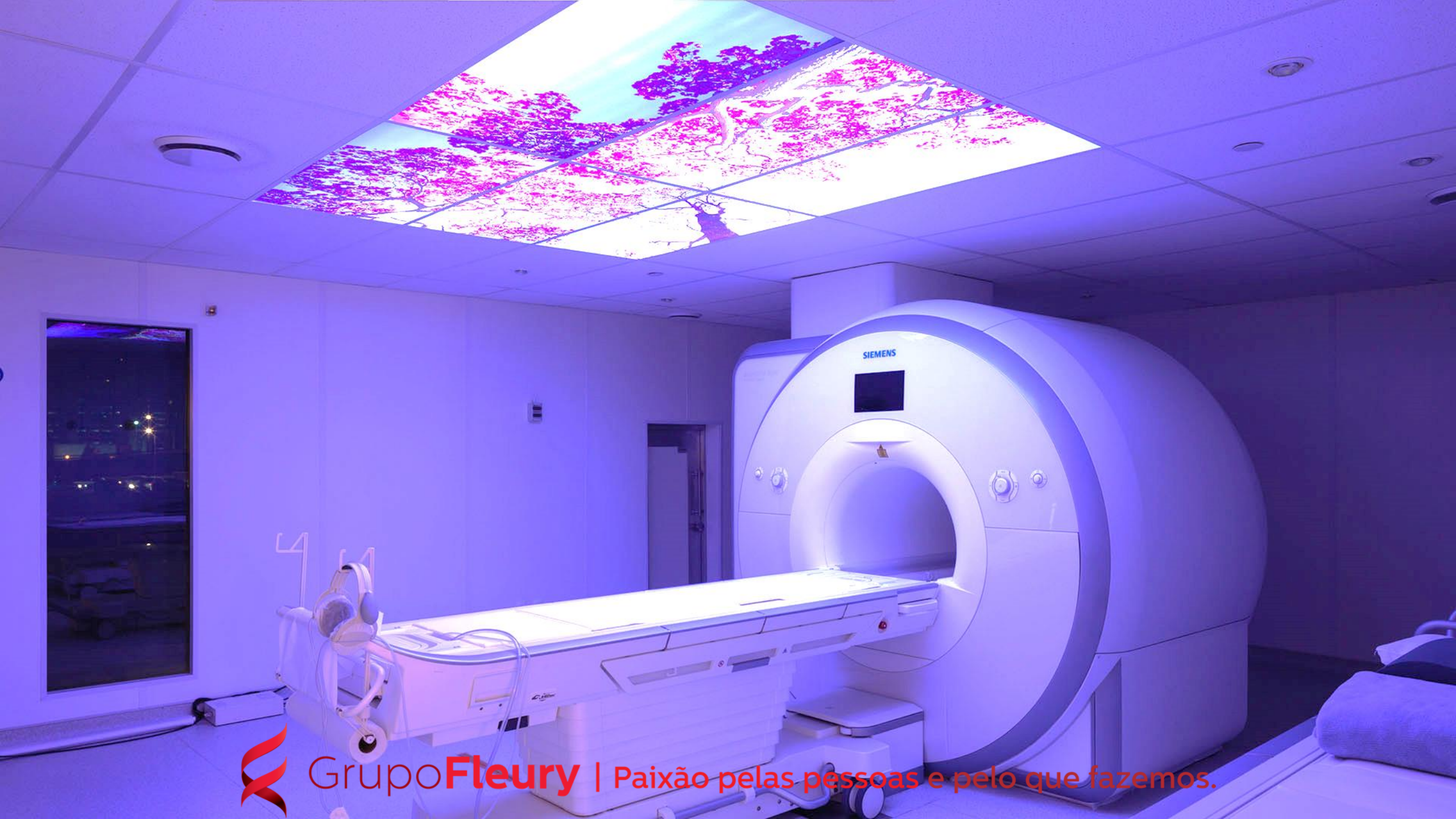


Q&A

Send your questions!

Investor Relations

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