

Results 2Q20 - FLRY3

July 2020



Disclosure

This presentation may contain forward-looking statements. Such statements are not statements of historical facts and reflect the beliefs and expectations of the Company's management. The words "anticipates", "believes", "estimates", "expects", "forecasts", "plans", "predicts", "project", "targets" and similar words are intended to identify these statements, which necessarily involve known and unknown risks and uncertainties. Known risks and uncertainties include but are not limited to the impact of competitive services and pricing market acceptance of services, service transactions by the Company and its competitors, regulatory approval, currency fluctuations, changes in service mix offered, and other risks described in the Company's registration statement. Forward-looking statements speak only as of the date they are made and Grupo Fleury does not undertake any obligation to update them in light of new information or future developments.

All figures are compared to 2Q19 except when stated otherwise.

Highlights

- ✧ Gross Revenue of R\$ 492.2 mm (-37.5%).
 - Client's Home Service with a 66.7% growth, corresponding to 15.5% of Gross Revenue (vs. 5.3% in 2Q19).
 - 63 thousand services made on the Drive-Thru model.
 - More than 550 thousand tests for COVID-19¹ conducted (355 thousand tests in 2Q20).
 - Hiring of Integrated Care by more than 300 companies to resume their activities.

- ✧ Cancellations represented -1.4% (-6 bps).

- ✧ EBITDA of R\$ 19.6 mm with margin of 4.3%.
 - Contingency Plan with R\$ 102.4 mm in savings of Costs and Expenses in the quarter.

- ✧ Net Loss of R\$ -73.3 mm.

- ✧ Operating Cash Generation of R\$ 65.5 mm (-60.0%).

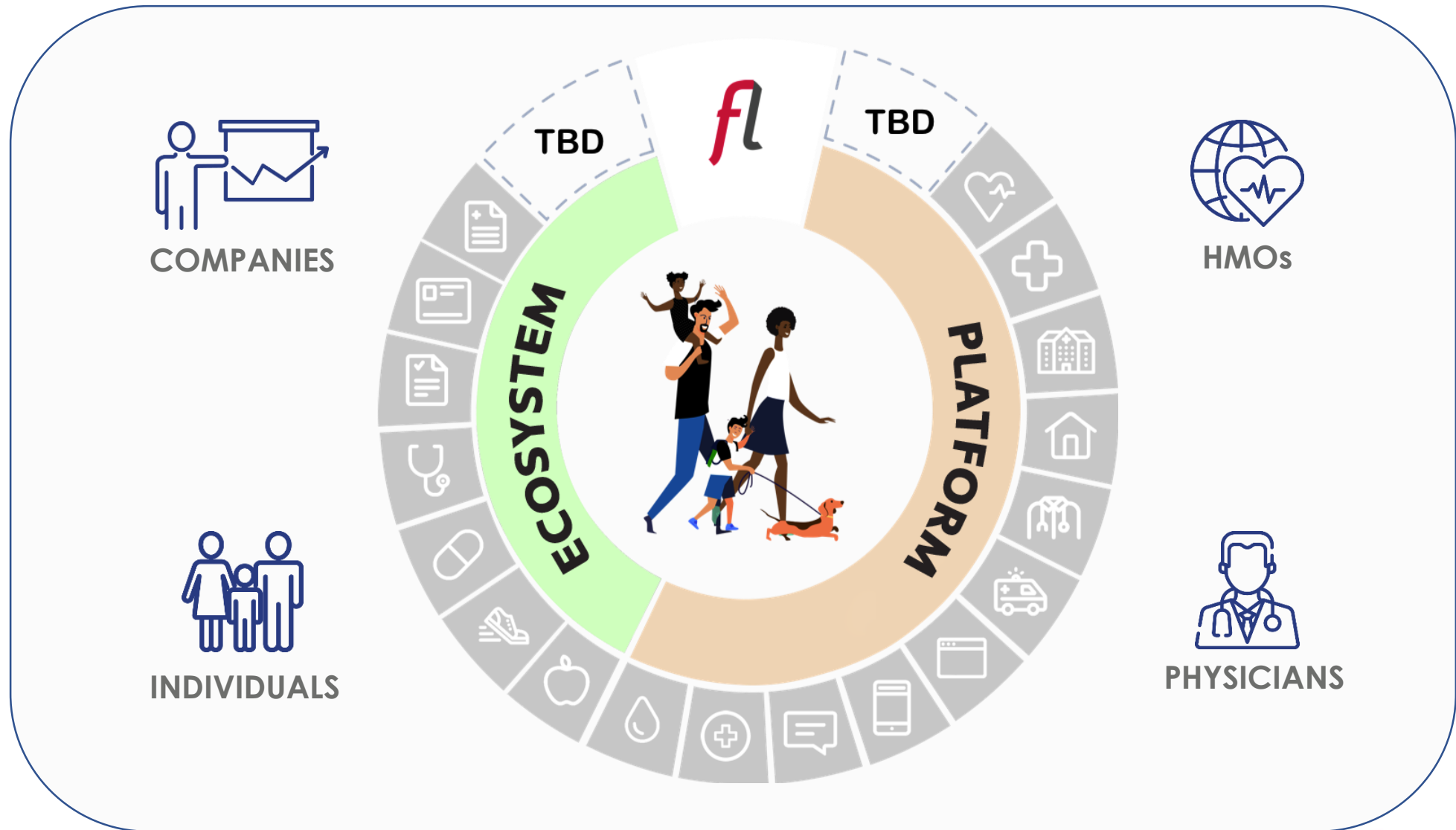
- ✧ Return on Capital Invested (ROIC) without goodwill ex-IFRS 16 LTM of 20.8% (-1,519 bps).

- ✧ NPS² reached 76.7% (+34 bps).



4 years in 4 months

The Largest Healthcare Ecosystem in Brazil



FROM 0 TO MORE THAN 300

Companies with **50 days** with Integrated Care

↻ Integrated care to companies ↻

67%

Of **growth** with Client's Home Service



40%

Of services and tests schedule through **Whatsapp**



45%

Of the eligible clients make **digital Check in**



30 THOUSAND

Telemedicine consults in **3 months** of launch





Covid-19: Fundação Lemann celebra início de testes da vacina de Oxford em SP

Também nesta segunda, o Grupo Fleury divulgou sua participação na seleção de dois mil voluntários brasileiros que receberão doses da vacina. O composto desenvolvido pela Universidade de Oxford é considerado um dos mais avançados entre todas as vacinas em teste para combater o novo coronavírus. O imunizante já demonstrou segurança em etapas anteriores e agora se encontra na fase três de testes, na qual uma grande quantidade de pessoas receberá doses para verificar sua eficácia em impedir o contágio.

(Grupo Fleury's participation in the selection of volunteers to receive the vaccine test)

Novo teste para Covid-19 pode ajudar no diagnóstico em regiões isoladas do país

O Grupo Fleury desenvolveu, no Brasil, um novo teste que analisa a proteína do novo coronavírus e amplia as possibilidades de diagnóstico da doença. Em entrevista ao Jornal da CBN, o infectologista Celso Granato, diretor clínico do grupo, explica que o teste detecta substâncias mais resistentes, o que facilita a logística dos exames, além de ser uma opção mais barata. Assim, apesar de ainda não ter 100% de eficácia, o novo método pode ajudar no diagnóstico de pessoas que vivem em áreas distantes dos grandes laboratórios.

(Grupo Fleury has developed a new test that analyses the protein of the new coronavirus)



exame.

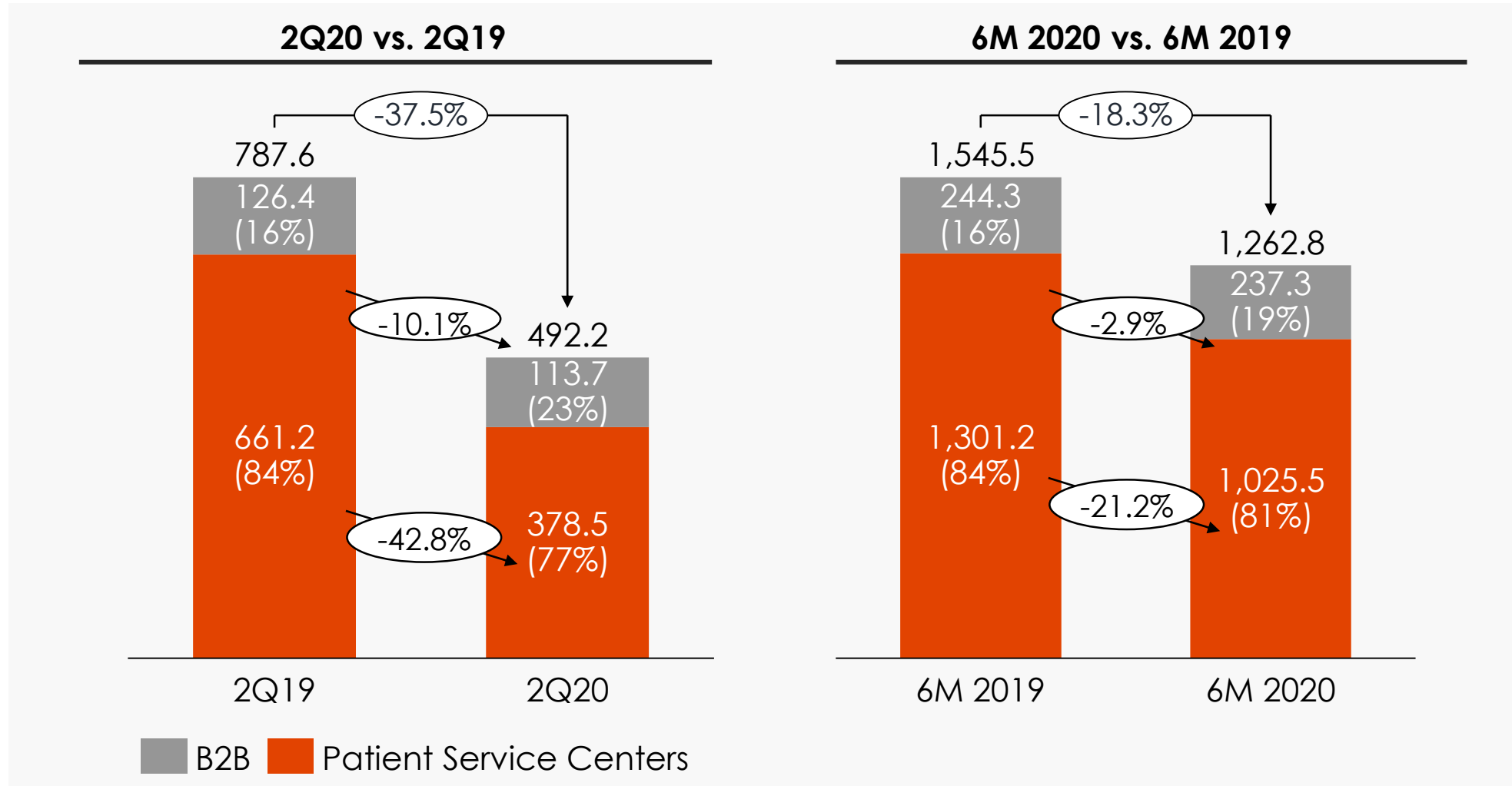
Com teste inédito de covid-19, Fleury lança consultoria para empresas

O grupo Fleury de laboratórios e diagnósticos lançou uma consultoria para empresas que estão planejando a retomada ao trabalho pós-pandemia. Entre os clientes que já estão usando o serviço, estão o banco Bradesco e o grupo de shopping centers Iguatemi.

A solução, chamada Cuidado Integrado para Empresas, integra testes rápidos e de sangue, mapeamento do quadro de funcionários, orientações sobre distanciamento dentro do escritório e atendimento por telemedicina.

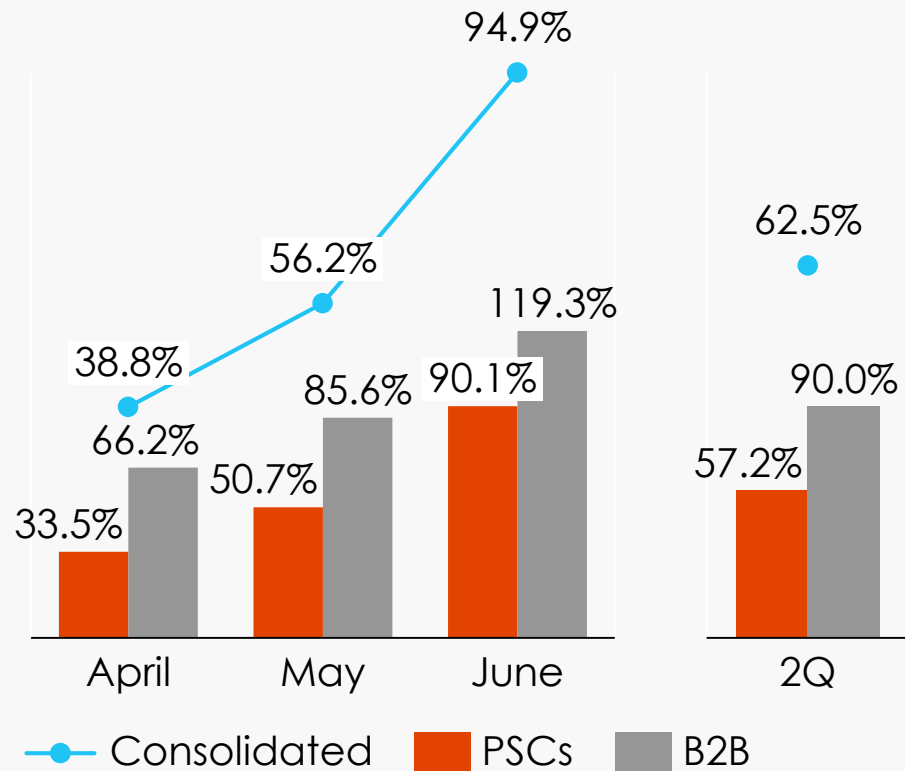
(Grupo Fleury launches consulting services for Companies)

Consolidated Gross Revenue

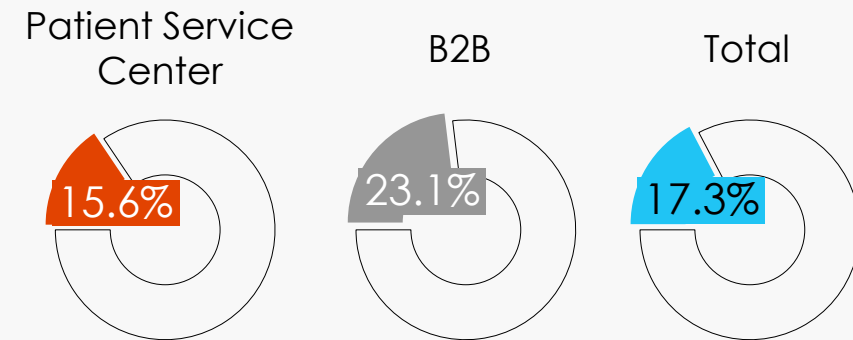


Gross Revenue

Total Gross Revenue Variation (YoY %)



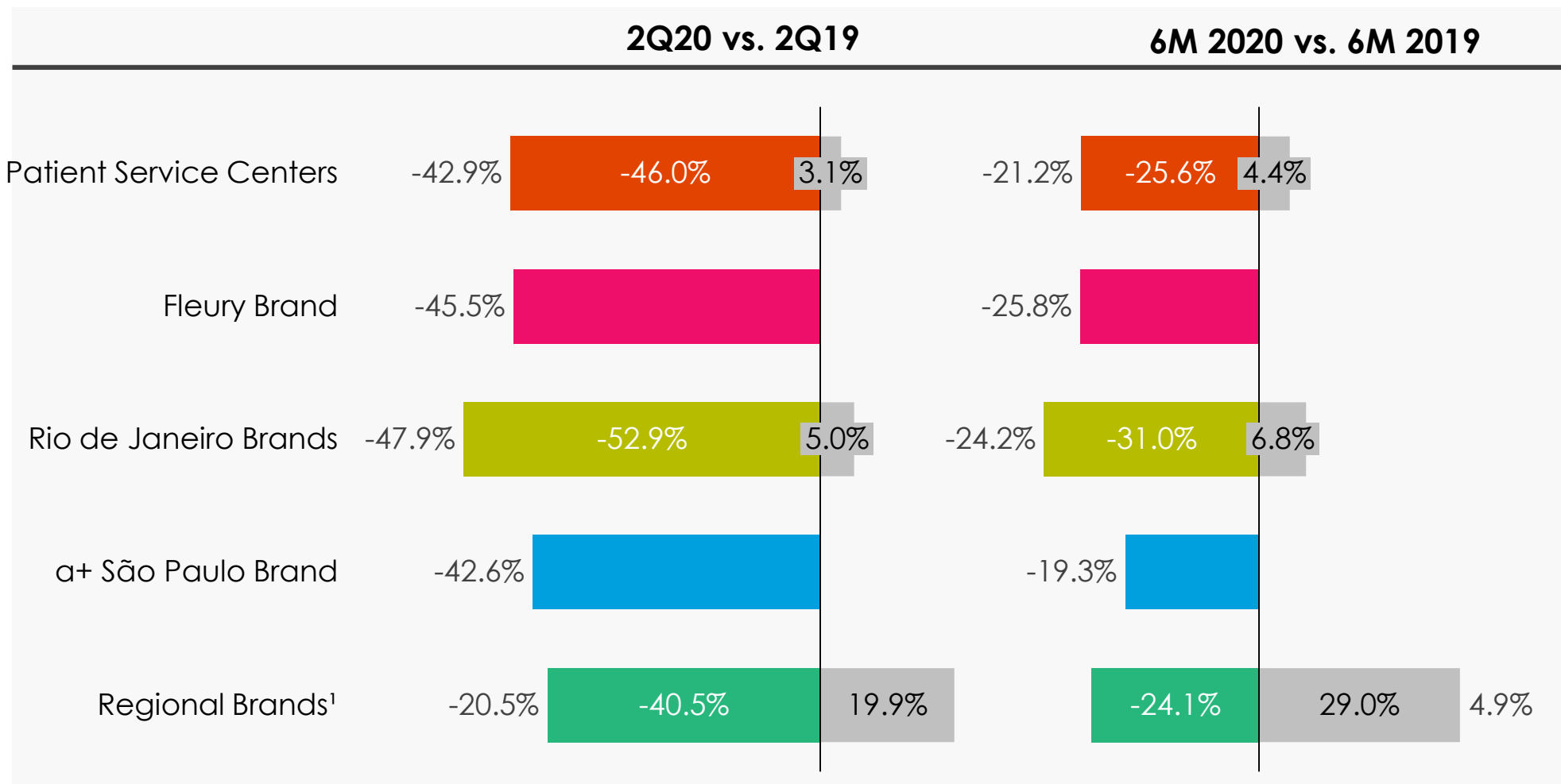
COVID-19 tests participation on the Gross Revenue (% of the total)



¹ Considering the Gross Revenue of RT-PCR and Sorology tests on the total Gross Revenue for each segment.

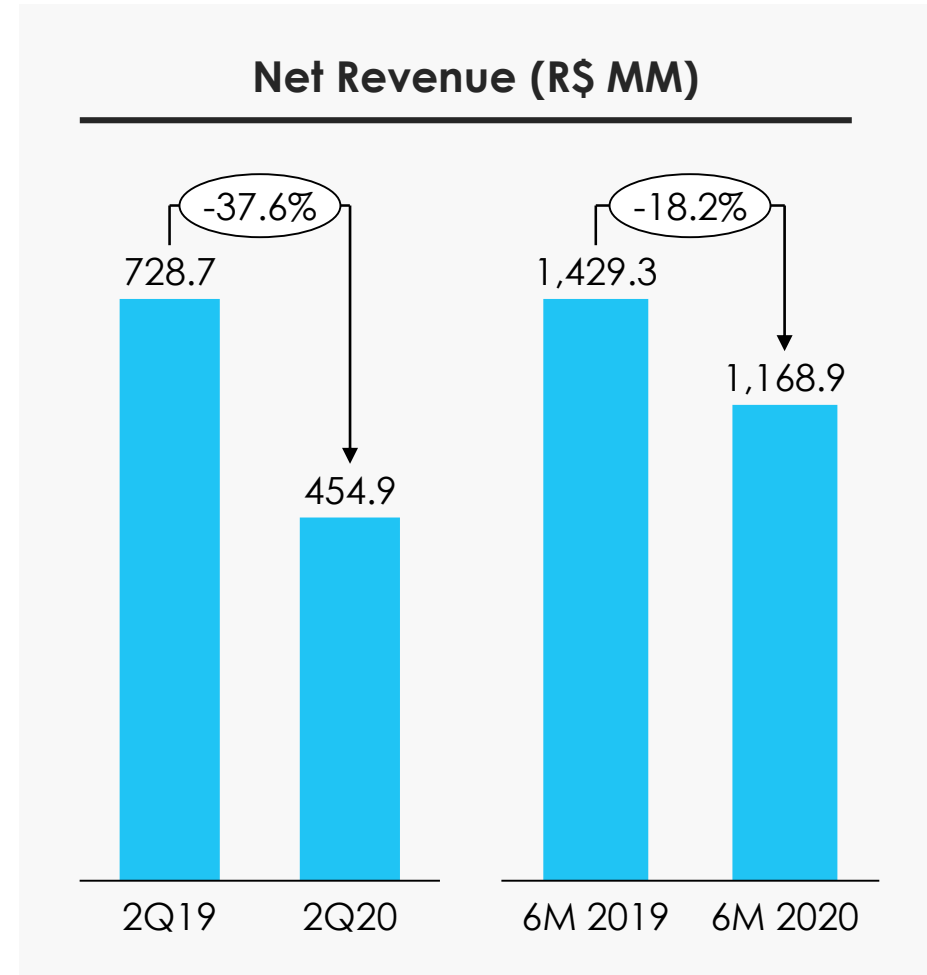
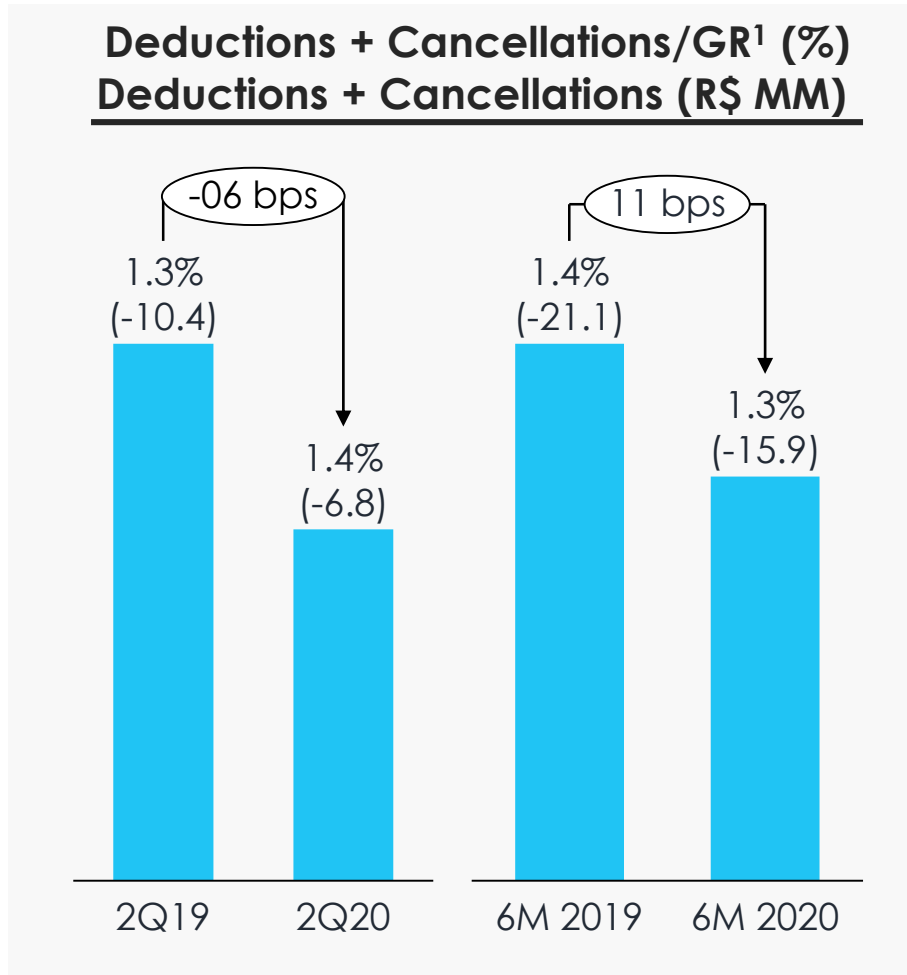
Gross Revenue

Patient Service Centers Performance



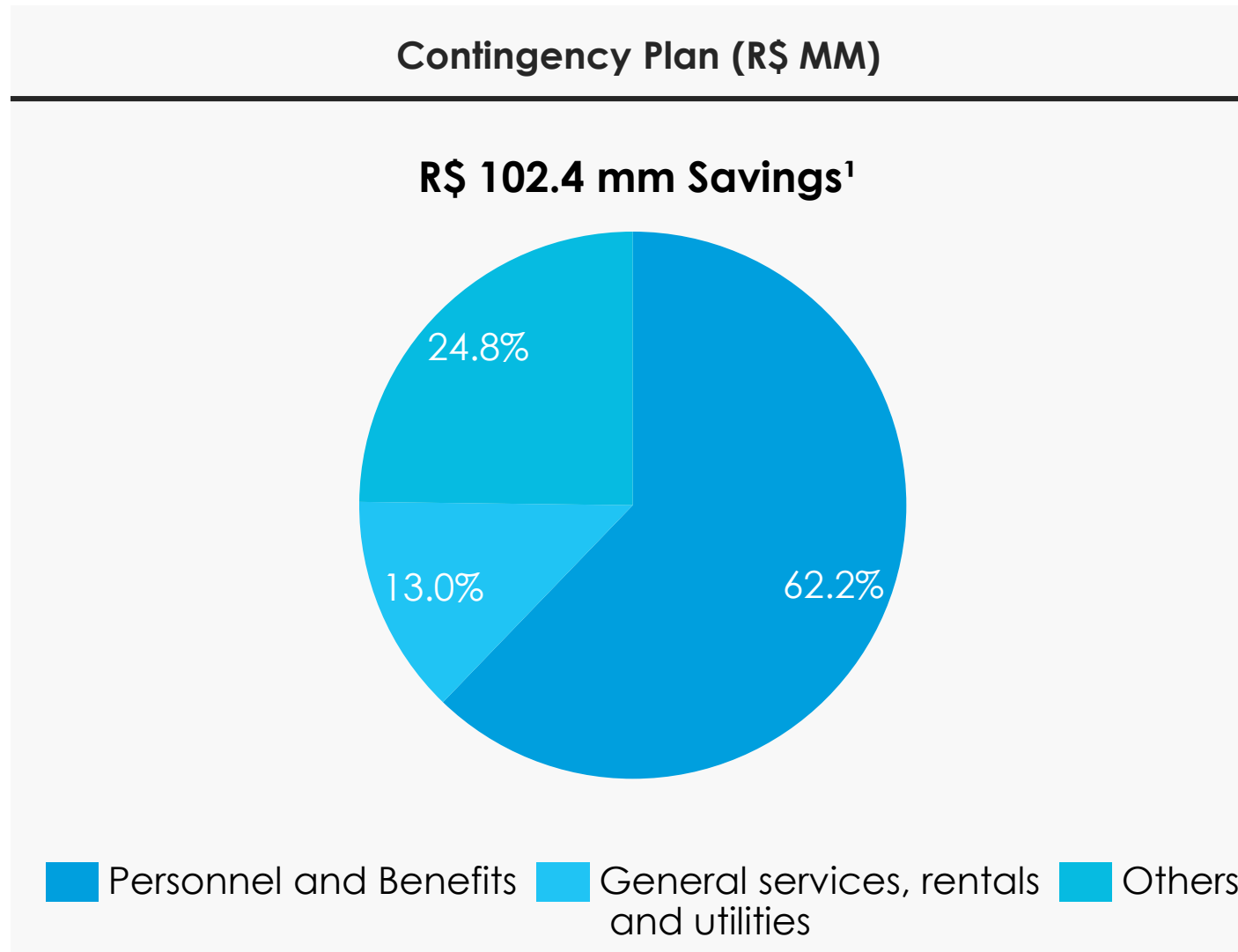
■ Effect of the acquisition of Lafe brand (Rio de Janeiro) and CPC, Diagmax and Inlab brand (Regional brands)

Cancellations and Net Revenue



¹ GR: Gross Revenue.

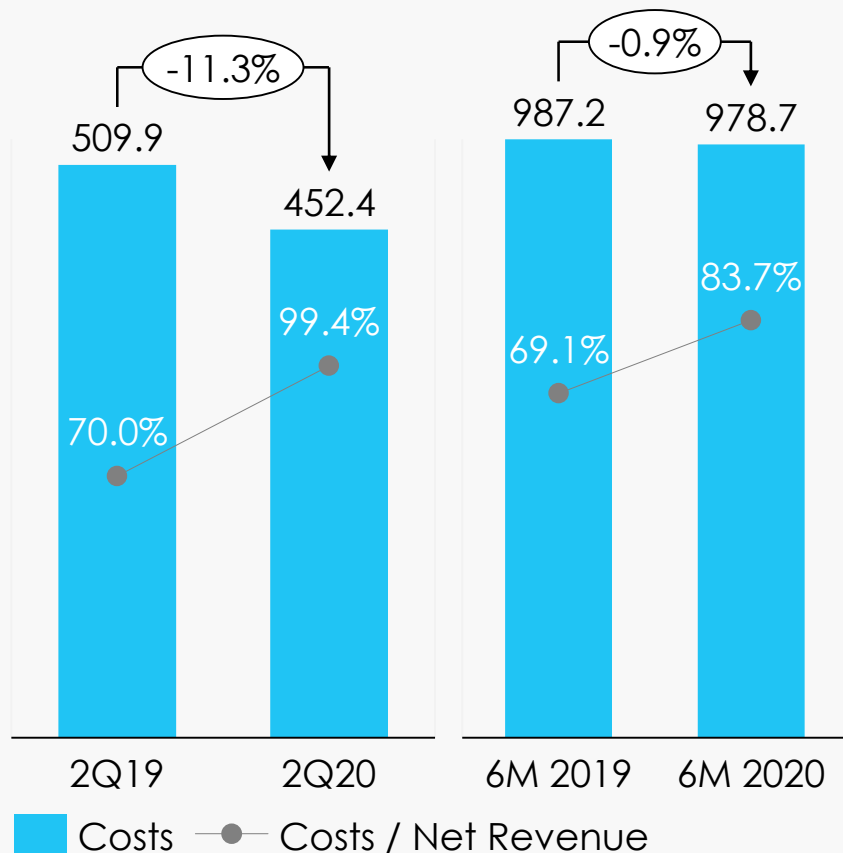
Operating Costs and Expenses Contingency Plan



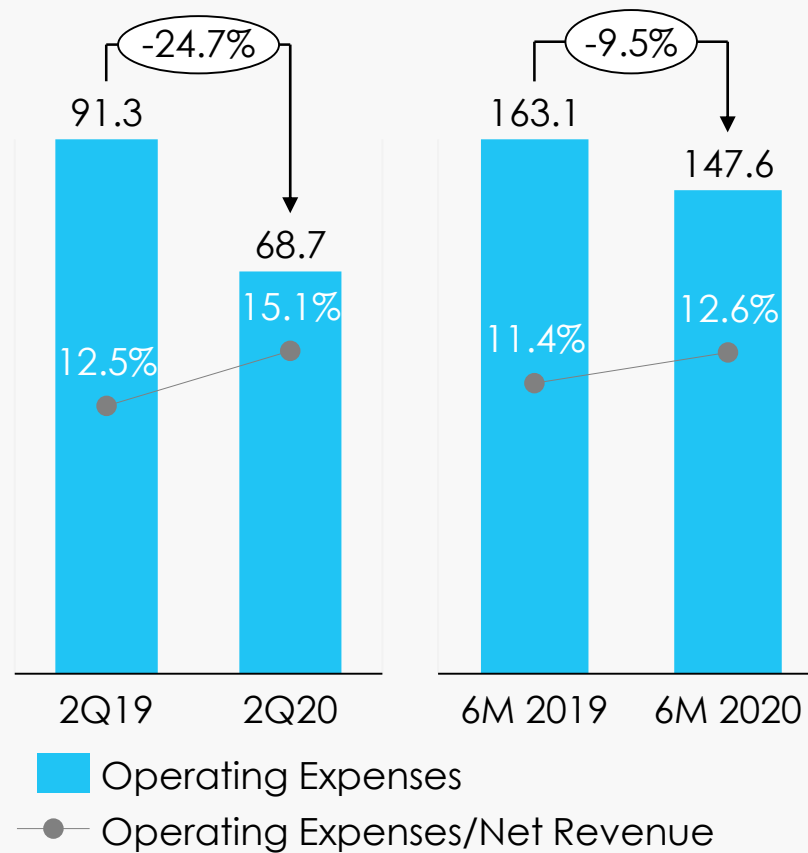
¹ It does not consider reductions related to tests volume

Costs and Expenses

Costs (R\$ MM) and Costs / Net Revenue (%)

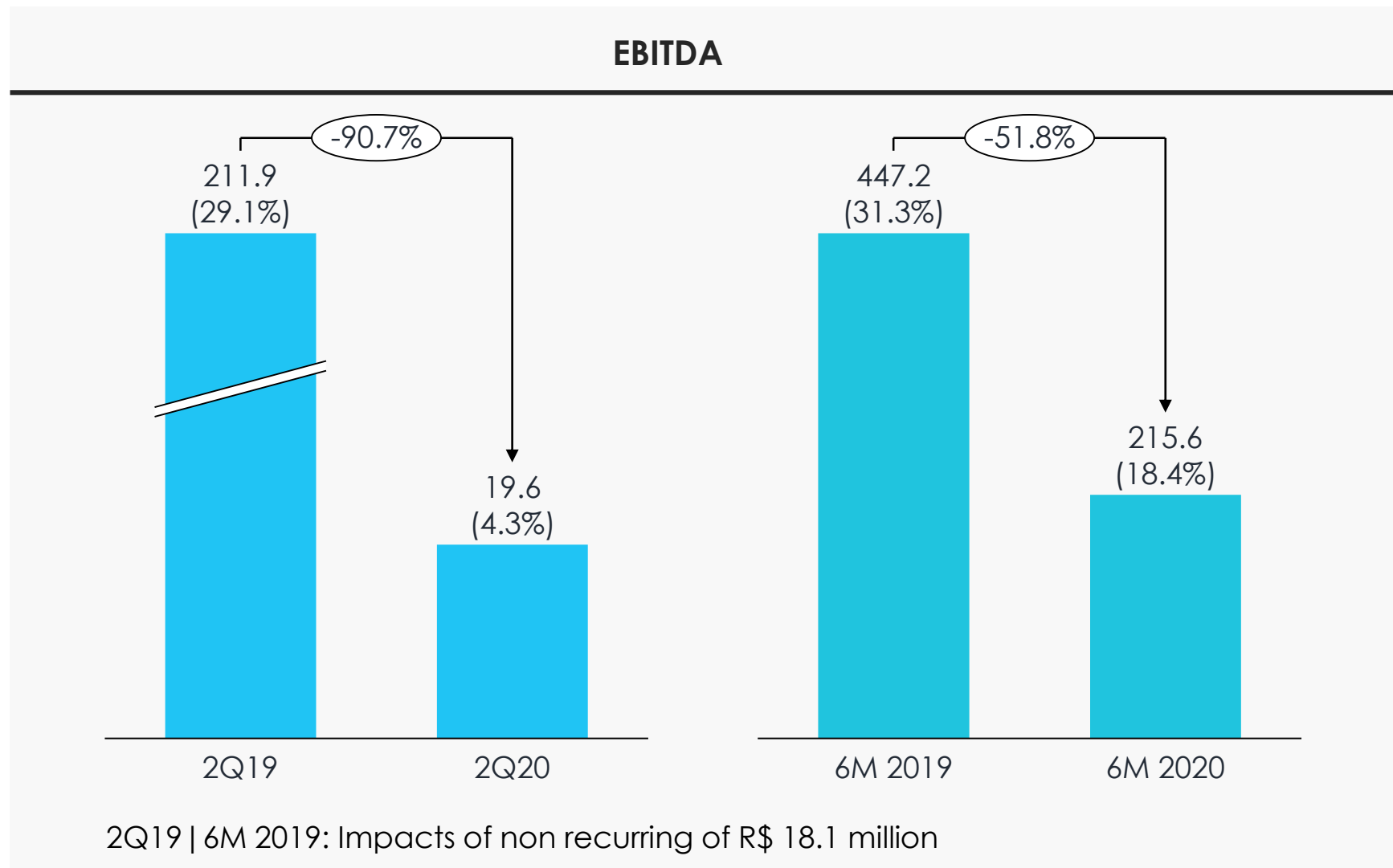


Operating Expenses (R\$ MM) and Operating Expenses / Net Rev. (%)

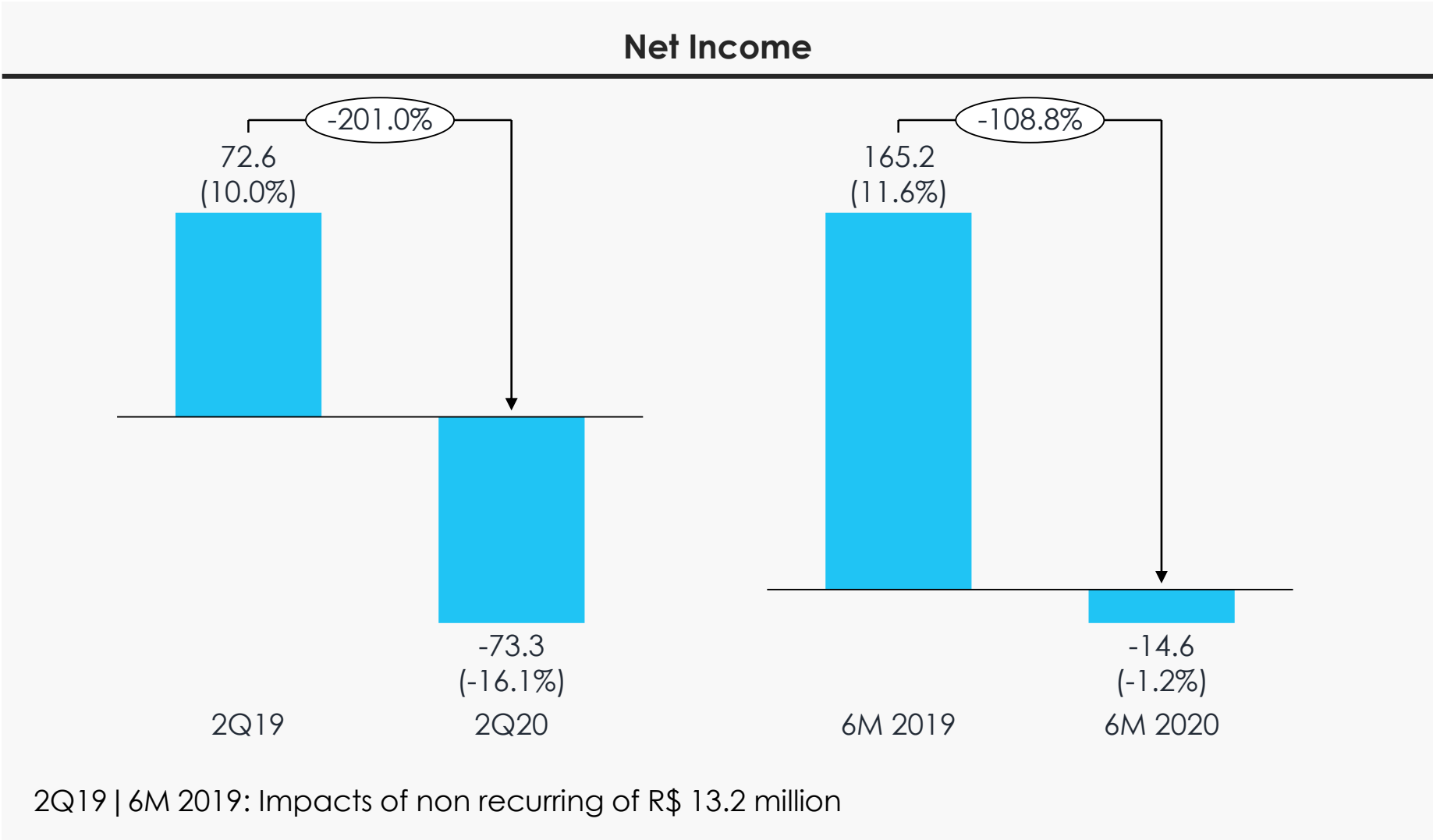


2Q19 | 6M 2019: Impacts of non recurring of R\$ 18.1 million

EBITDA (R\$ MM) and Margin (%)



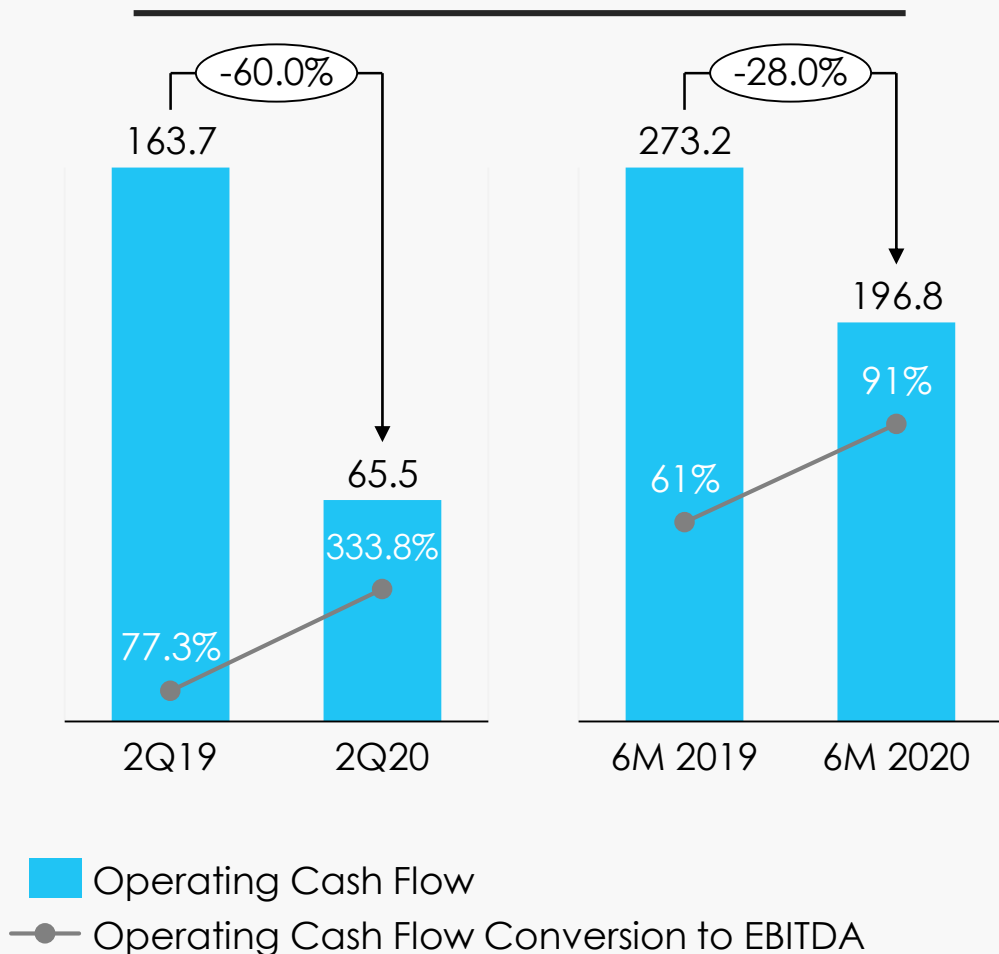
Net Income (R\$ MM) and Margin (%)



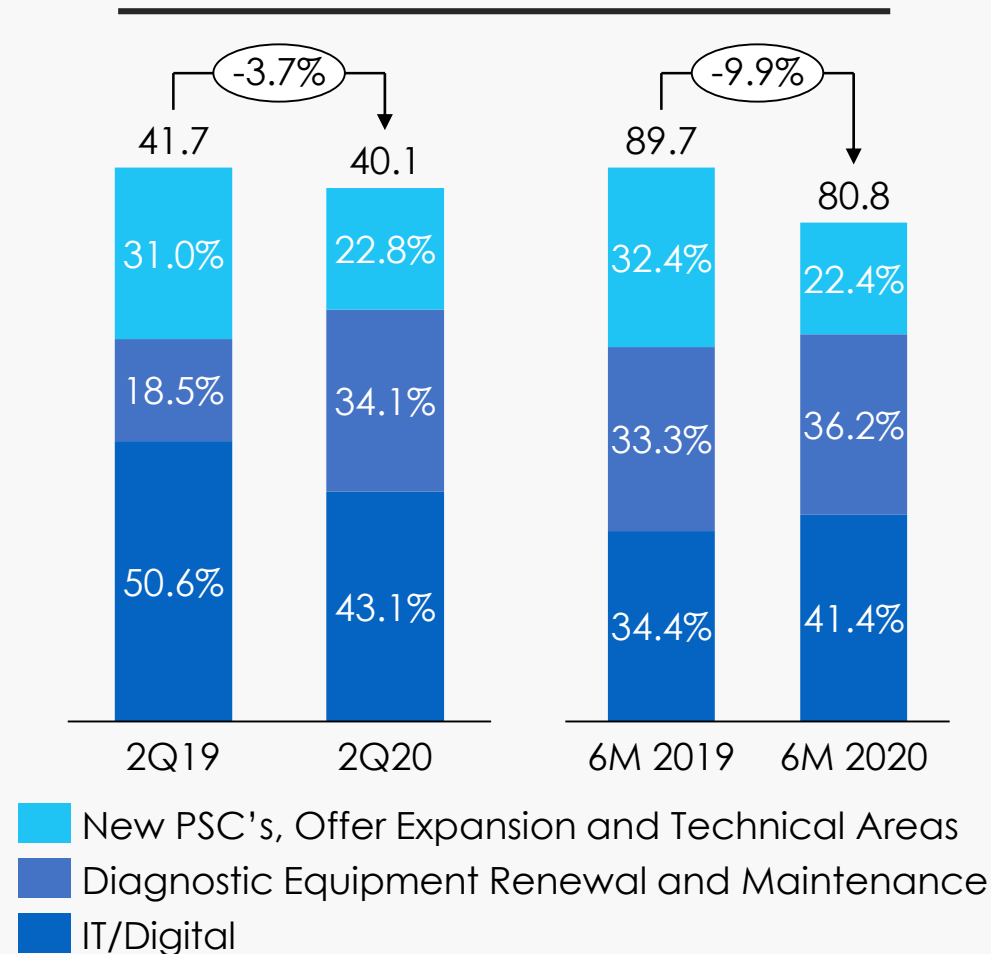
Cash Flow

Operating Cash Flow and CAPEX

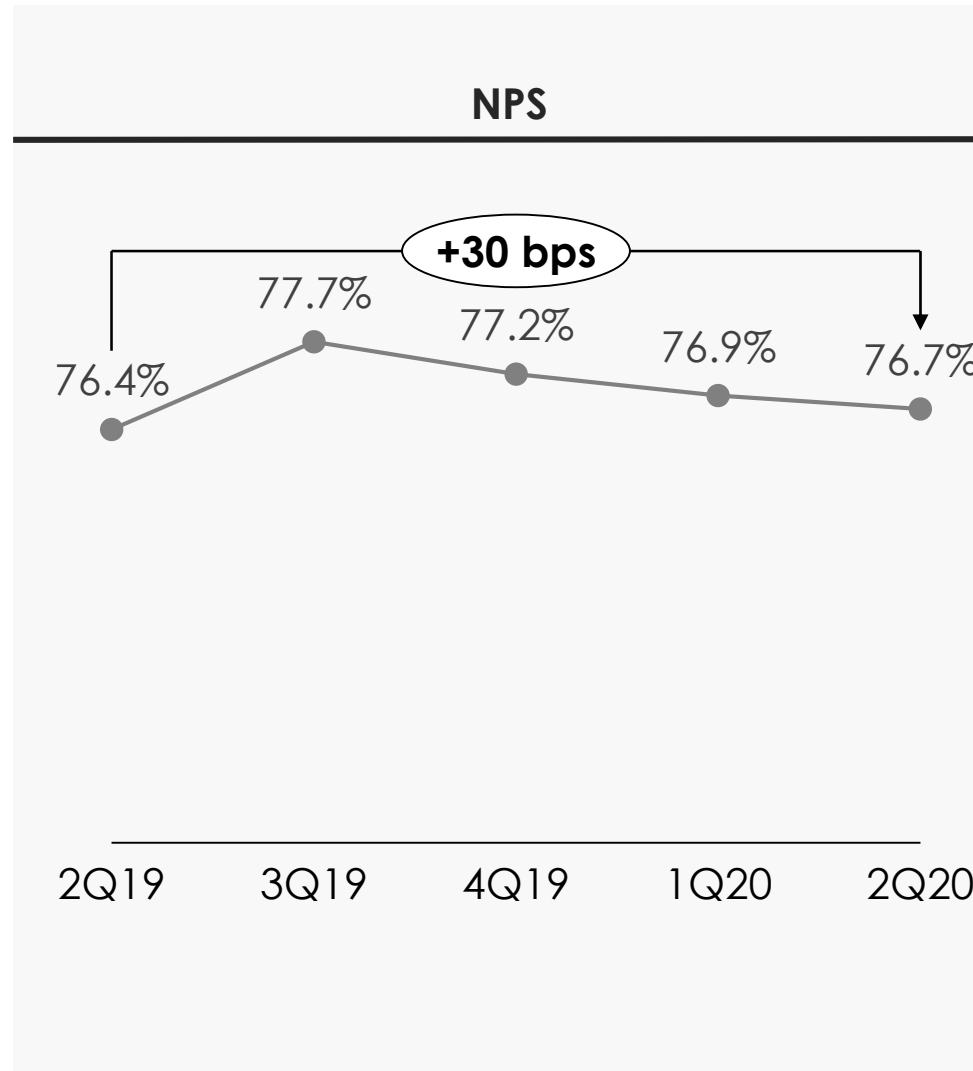
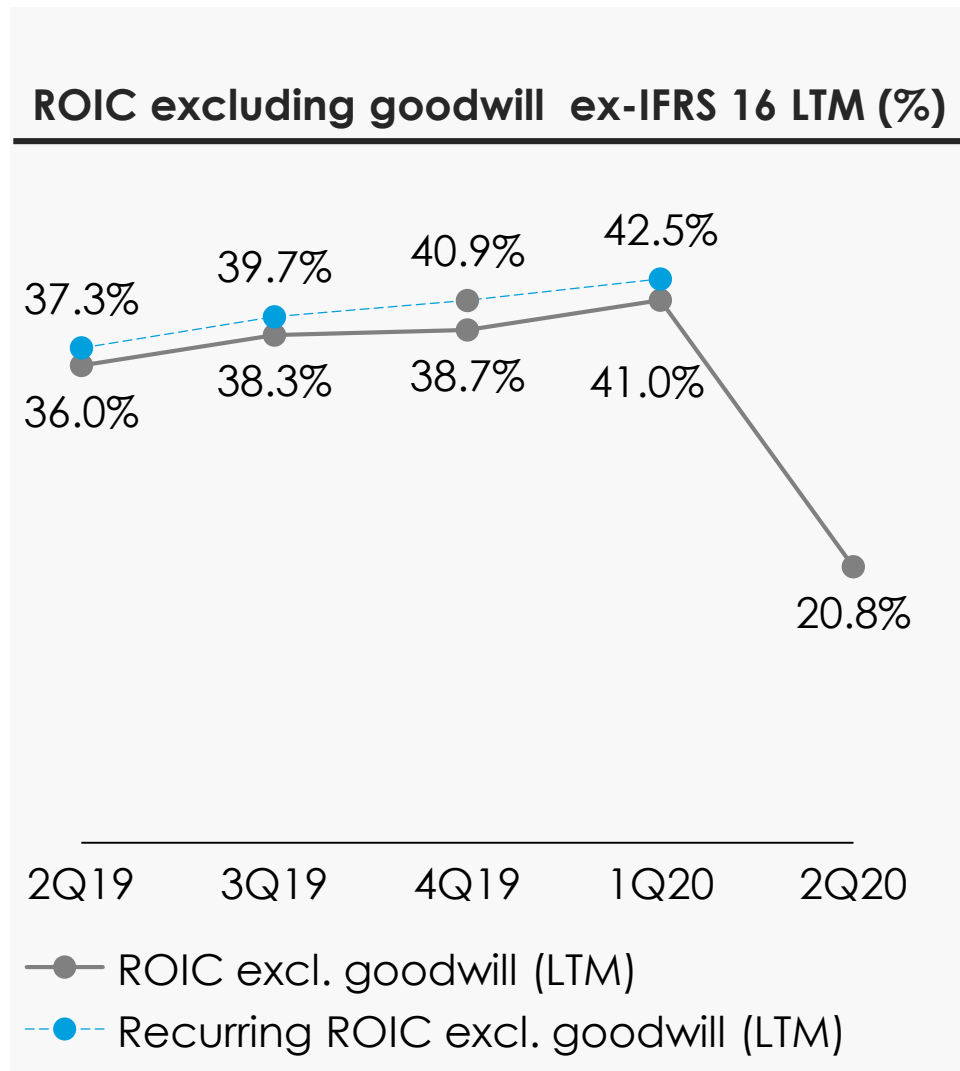
Operating Cash Flow (R\$ MM) and EBITDA Conversion (%)



CAPEX (R\$ MM)



ROIC and Net Promoter Score



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