



# Roadshow Presentation

Confidential | June 2023



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# Today's presenters



**Bruno Ferrari, M.D.**  
**Founder and CEO**  
*+25 Years of Experience*



**Rodrigo Medeiros**  
**Executive Vice President**  
*+25 Years of Experience*



**Cristiano Camargo**  
**CFO, Strategy and  
Investor Relations Officer**  
*+20 Years of Experience*



**Isaac Quintino**  
**Investor Relations  
Senior Manager**  
*+10 Years of Experience*

## Previous Experience



# Offering summary



<b>Issuer</b>	Oncoclínicas do Brasil Serviços Médicos S.A. (“Company” or “Oncoclínicas”)
<b>Governance</b>	B3 - Novo Mercado
<b>Offering Type</b>	Follow-on RCVM 160 placement in Brazil, with placement abroad pursuant to Rule 144A / Reg S
<b>Offering Structure</b>	<ul style="list-style-type: none"><li>▪ Primary Base Offer: 20 mm shares - R\$210 mm<sup>1</sup></li><li>▪ Secondary Base Offer: 50 mm shares - R\$525 mm<sup>1</sup></li></ul>
<b>Use of Proceeds</b>	<ul style="list-style-type: none"><li>▪ Organic growth projects</li></ul>
<b>Hot Issue</b>	<ul style="list-style-type: none"><li>▪ Up to 25% of the Total Offer (100% Secondary)</li></ul>
<b>Offering Key Dates</b>	<b>Launch:</b> 9 <sup>th</sup> of June   <b>Pricing:</b> 20 <sup>th</sup> of June   <b>Settlement:</b> 23 <sup>rd</sup> of June
<b>Lock-up</b>	<ul style="list-style-type: none"><li>▪ 90 days for the selling shareholders, the company, management team and board of directors</li></ul>

**Joint Bookrunners**

**Goldman Sachs**  
Lead Coordinator



**J.P.Morgan**

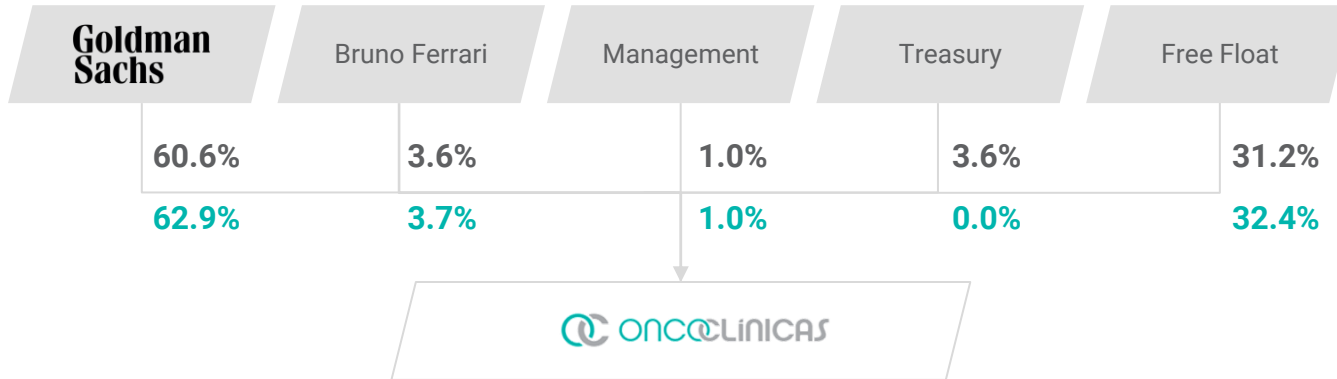


# Shareholder structure and potential increase in liquidity



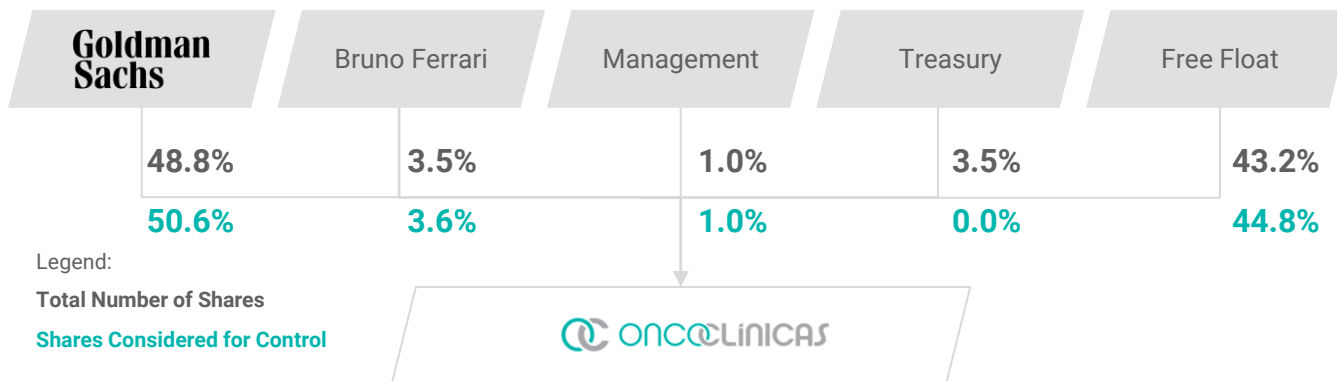
## Current Shareholder Structure<sup>1</sup>

%



## Post-Offering Shareholder Structure<sup>1</sup>

%



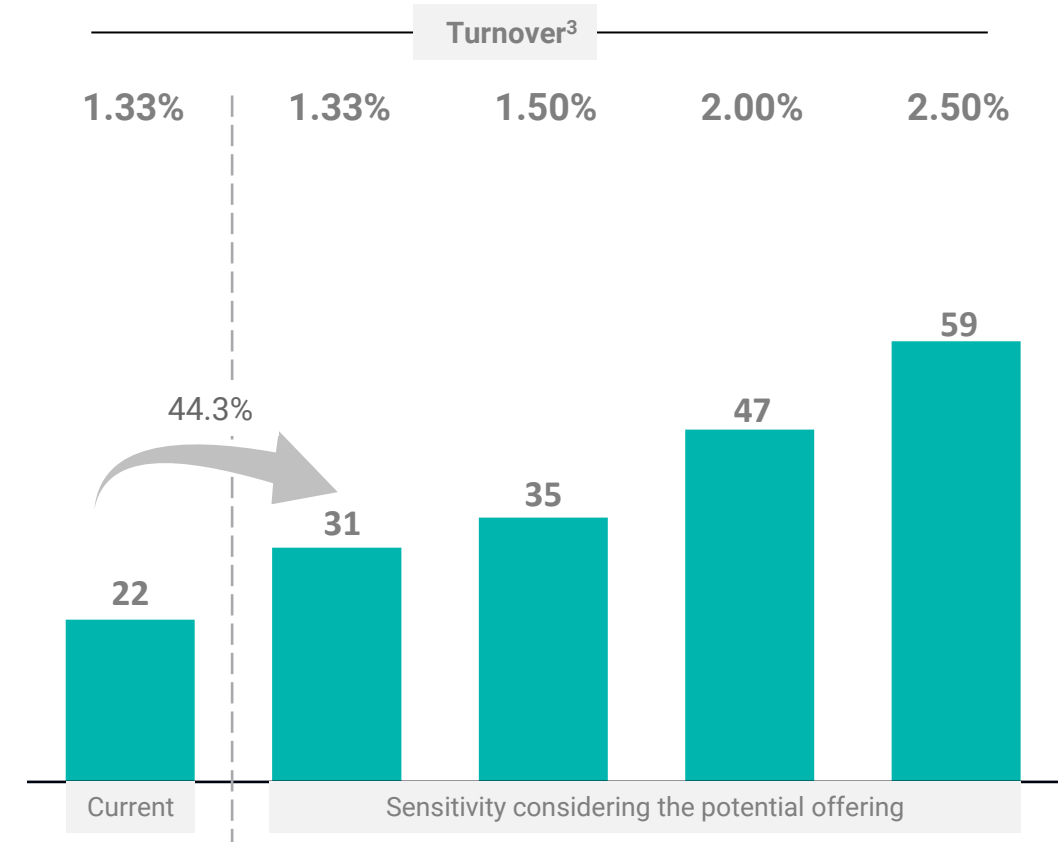
Legend:

Total Number of Shares

Shares Considered for Control

## Potential Increasing in Oncoclínicas' Share Liquidity<sup>1,2</sup>

R\$ mm, 30-day ADTV



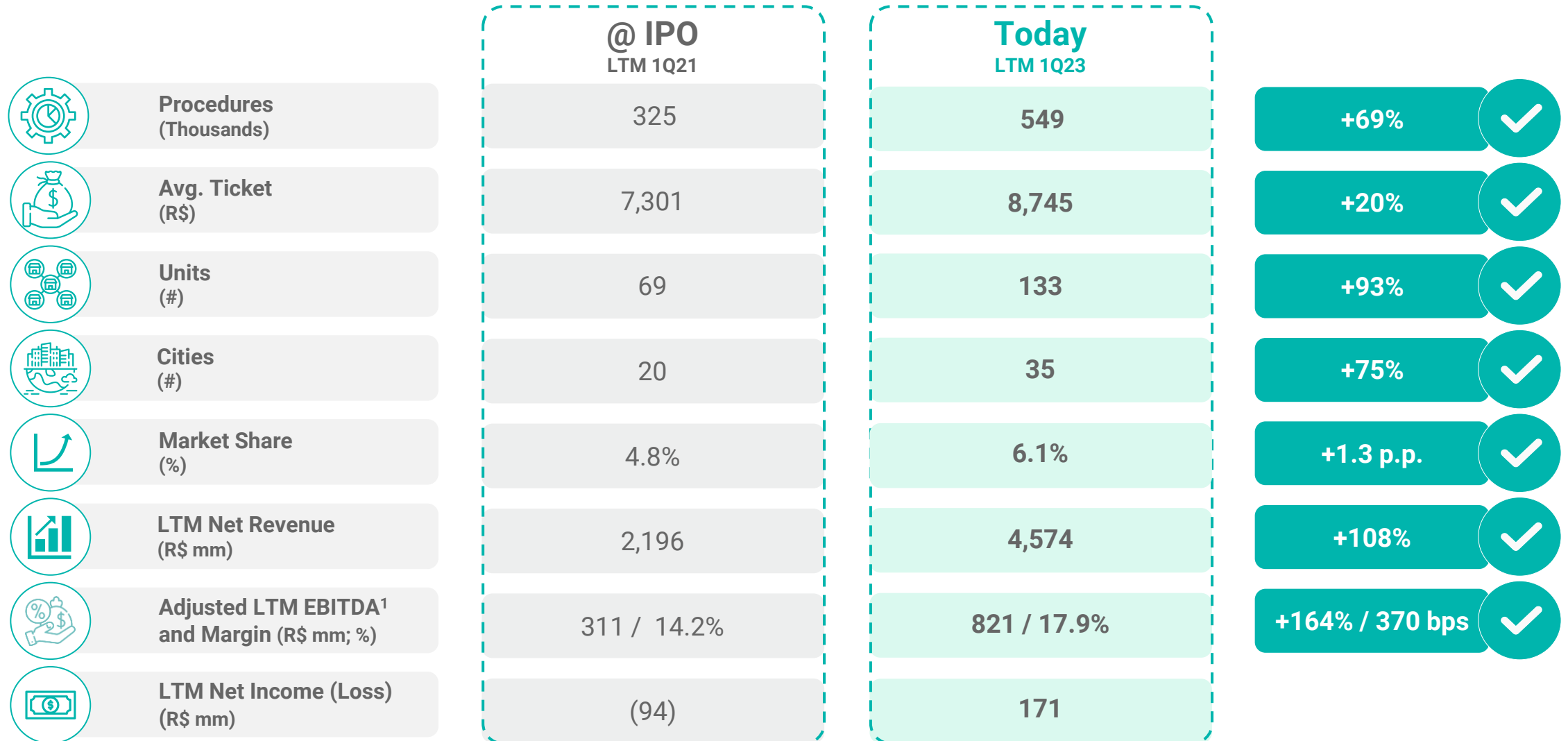
Source: Bloomberg

Notes: (1) Considers R\$734mm offering, and 12,541,734 additional shares created on the exercise of a subscription bonus of the offering. The new shares are considered in the free float; (2) Considers 507.5mm of shares pre offering and share price of R\$10.49 per share as of June 9<sup>th</sup> 2023; (3) Turnover calculated as ADTV 30D divided by the Free Float of ONCO3

# Largest Oncology-dedicated treatment provider in a fast-growing, highly fragmented market



Delivering outstanding operational and financial results since IPO<sup>2</sup>



Source: Company

Notes: (1) Ex-LTIP: Excluding the non-cash charge related to fair value of long-term equity incentive plan (LTIP) (2) According to BCB, accumulated inflation between 1Q21 and 1Q23 was 17.58%

# Outstanding financial results



Solid growth with organic representing 86% of total revenue

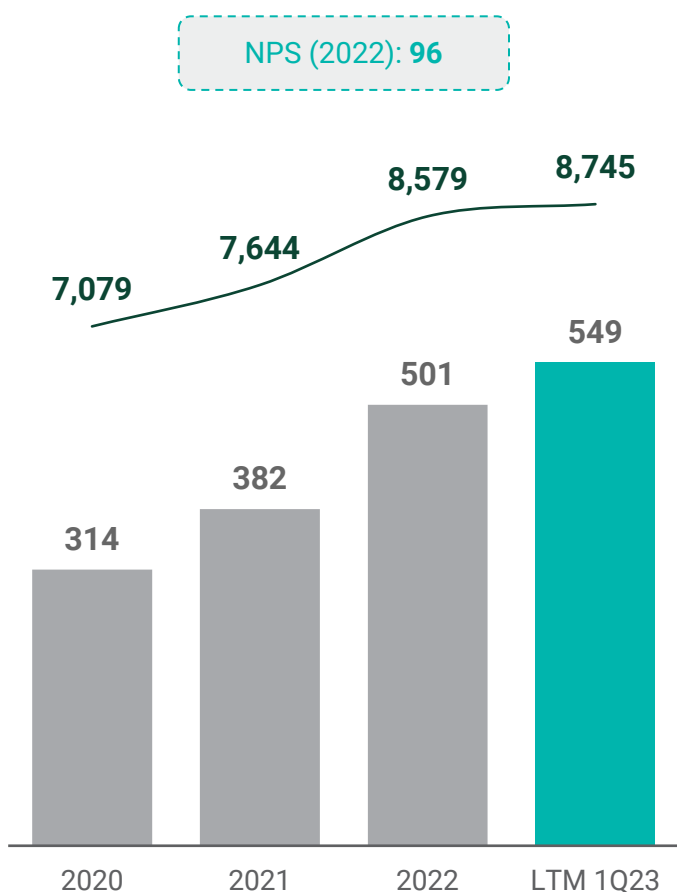
## Procedures and Average Ticket

Thousands, R\$

CAGR (2020-LTM 1Q23): 28.2%

CAGR AVG. TICKET (2020-LTM 1Q23): 9.8%

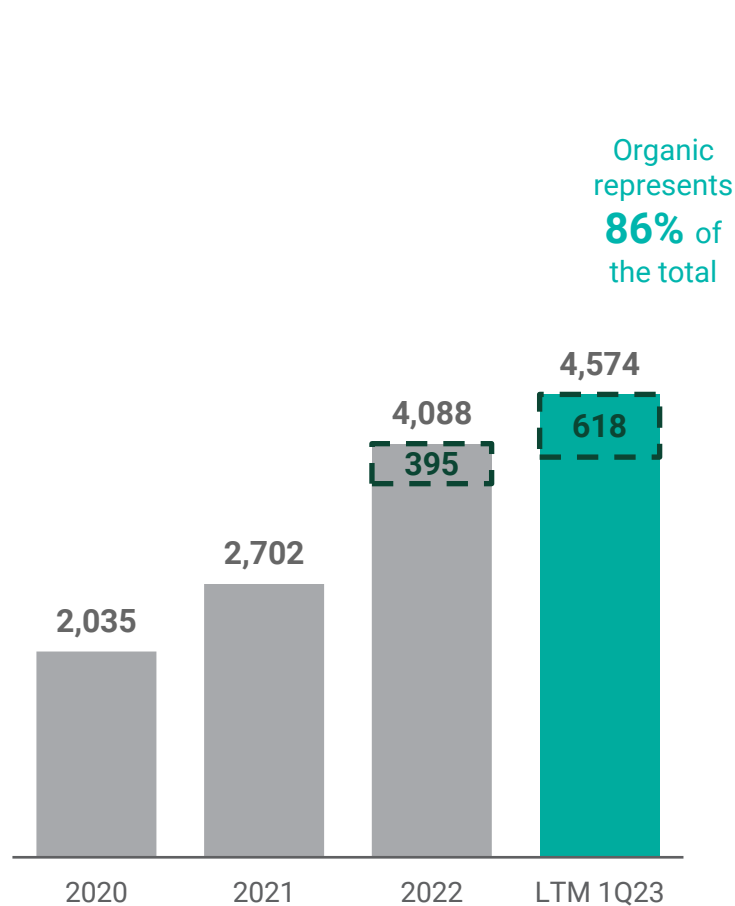
NPS (2022): 96



## Net Revenue

R\$ mm

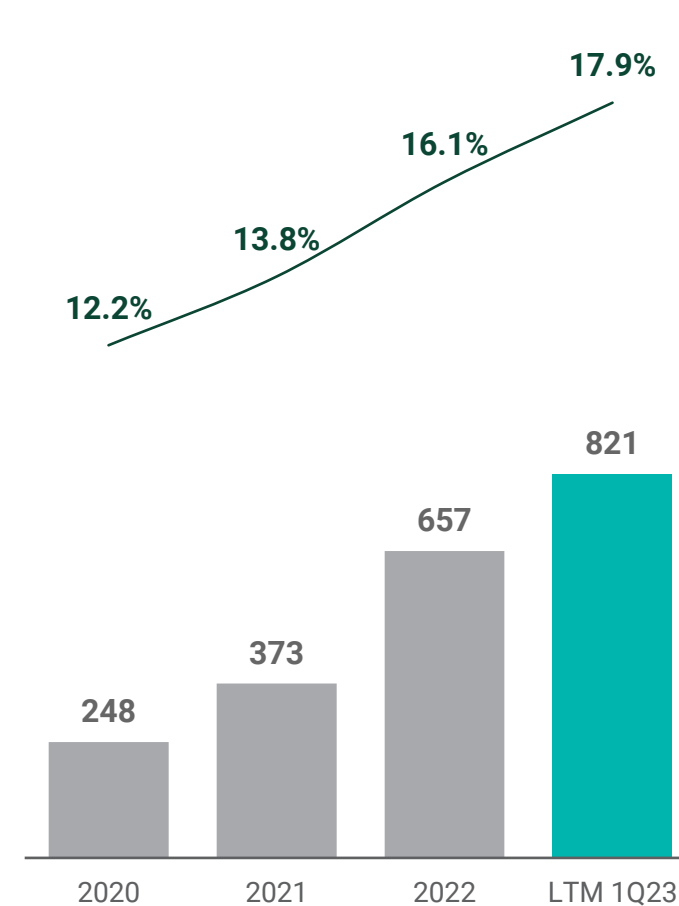
CAGR (2020-LTM 1Q23): 43.3%



## Adjusted EBITDA and Margin<sup>1</sup>

R\$ mm, %

CAGR (2020-LTM 1Q23): 70.2%



Source: Company

Note: (1) Ex-LTIP: Excluding the non-cash charge related to fair value of long-term equity incentive plan (LTIP)

# Series of acquisitions and partnerships since our IPO...



Expanding reach of services (cancer centers) to assist the **entire cancer care journey**













Expanding partnerships with health plans



Increasing leadership position as the **largest integrated cancer platform in Brazil**



Simplification of **corporate and tax structure**

<p><b>1</b></p> <p><b>Unity</b></p> <p>Sep-2021</p> 	<p><b>2</b></p> <p><b>Oncobio</b></p> <p>Oct-2021</p> 	<p><b>3</b></p> <p><b>New Cancer Center Rio de Janeiro</b></p> <p>Nov-2021</p> 	<p><b>4</b></p> <p><b>Itaigara in Salvador</b></p> <p>Dec-2021</p> 	<p><b>5</b></p> <p><b>New Cancer Center in Salvador</b></p> <p>Jan-2022</p> 
<p><b>6</b></p> <p><b>Cemise</b></p> <p>Feb-2022</p> 	<p><b>7</b></p> <p><b>JV with Unimed</b></p> <p>Oct-2022</p> 	<p><b>8</b></p> <p><b>JV with Porto Seguro</b></p> <p>Dec-2022</p> 	<p><b>9</b></p> <p><b>Partnership with Santa Lúcia Group</b></p> <p>May-2023</p> <p>26 clinics and 4 hospitals</p> 	<p><b>10</b></p> <p><b>Minority elimination<sup>1</sup></b></p> <p><b>CEON<sup>2</sup> and HMM</b></p> <p>May-2023</p> 

Source: Company

Notes: (1) Acquisition of 50% of CEON and 49.99% of the holding that owns HMM (remaining stakes) (2) CADE's approval pending

# ...Benefiting from strong tailwinds of the Oncology sector...



The private oncology market in Brazil will reach ~R\$200 bn in 2030, with a steady growth of 12-14% in the next 8 years

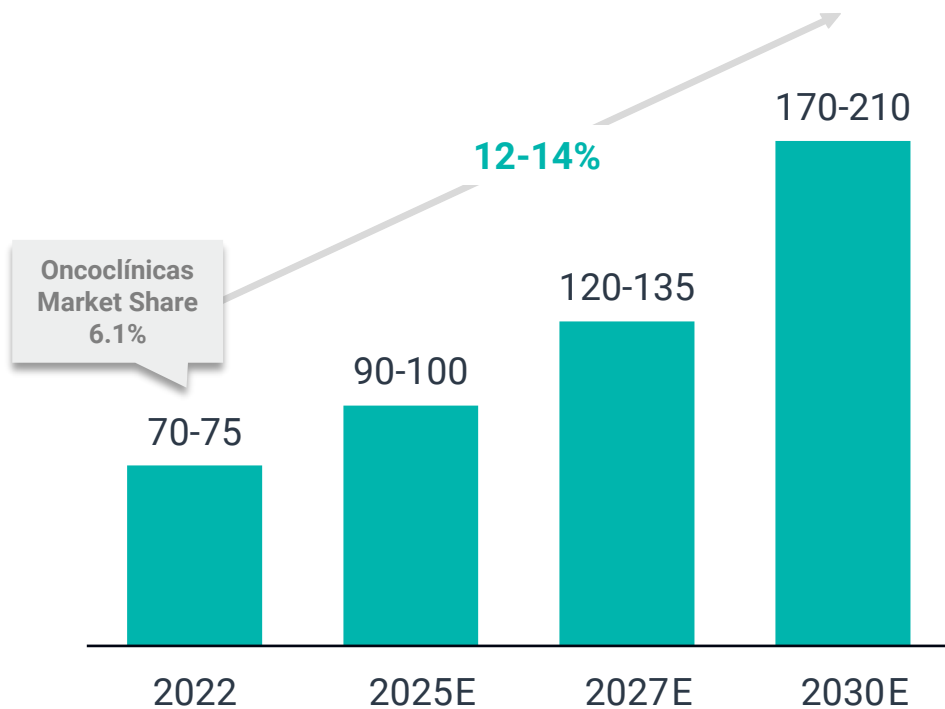
## Oncoclínicas Addressable Private Market in Brazil

Brazilian private oncology market for outpatient and inpatient services



Demographics and technological advances will lead to greater numbers of cancer diagnoses and longer life expectancy

Nominal R\$ bn, CAGR



Calculations based on treatment cost from FX rates from Oct/22

Source: IBGE, IESS, ANS

Notes: (1) Compared to 2017

### Increase in new cases...



+60-year-old population count in Brazil will be **2.6x larger in 20 years<sup>1</sup>**, among the fastest-growing in the world



**Continuous advancement in oncology diagnostics** will improve case discovery capacity



Brazil's baseline **population growth is projected to be ~0.5% p.a.** until 2040

### ...receiving better treatment



**Cancer becoming a chronic disease** with evidence of **rising survival rates** across cancer types

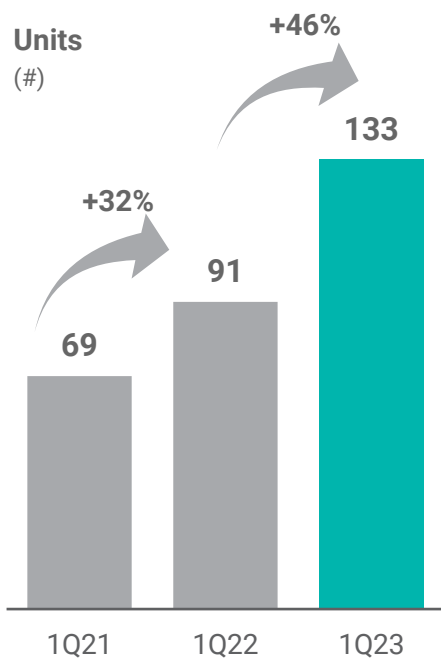


**More complex treatments**, with personalized next generation treatments

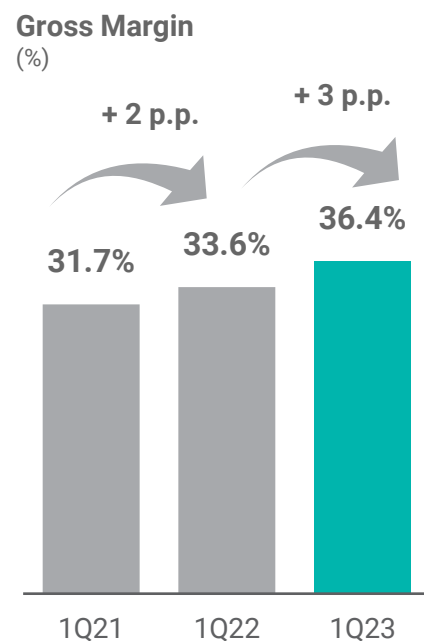
# ...While delivering on efficiency gains



## Increased scale to dilute costs

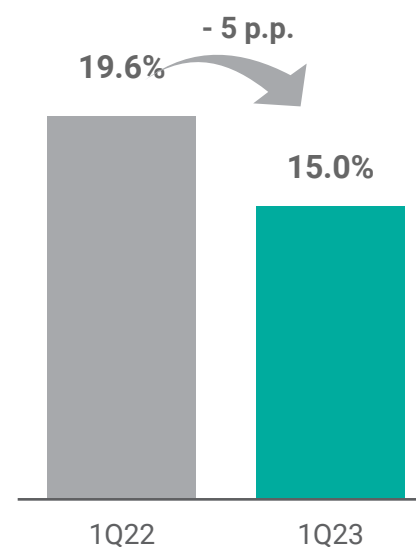


## Gross margin expansion



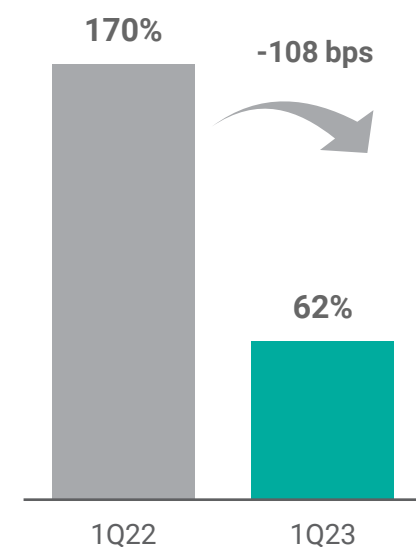
## Integrations continue delivering synergy gains

Cash Operating Expenses (% of Net Revenue<sup>1</sup>)



## Effective tax rate converging to statutory tax rate

Effective income tax rate (%)



Source: Company

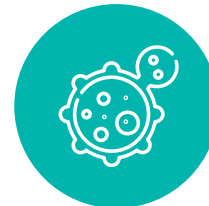
Note: (1) Operating Expenses before depreciation and amortization and excluding the non-cash charge related to fair value of long-term equity incentive plan (LTIP)

# What's next?



## Organic / Embedded Growth

Cancer centers, harvesting on Unimed and Other Partnerships



## M&A

50+ deals in the pipeline



## Cancer center rationale

### Capture existing demand

- High complexity patients are directed to the Cancer Centers and stay within the Oncoclínicas ecosystem

### Accretive to margins

- Higher margins in the Cancer Centers due to higher complexity

### Better patient experience with cost effectiveness

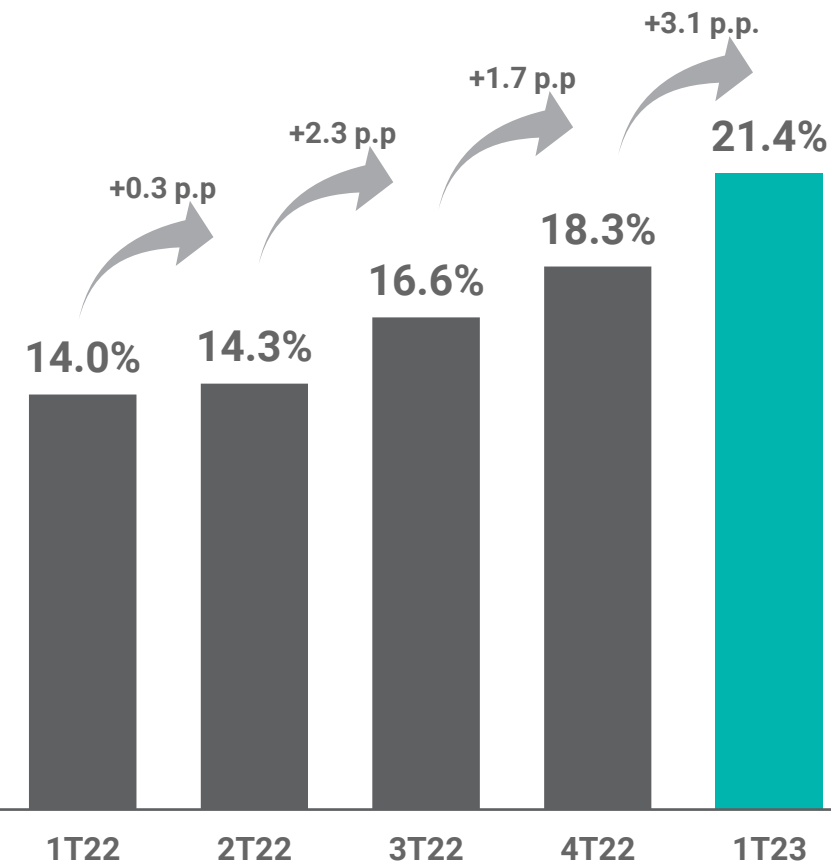
- Assistance on the entire cancer care journey of the patient

### Growth avenue for Oncoclínicas

- Cancer Centers position itself as an important growth avenue

### Adjusted EBITDA Margin<sup>1</sup>

R\$ mm, %





**Large-sized fragmented market with significant growth potential**

**R\$170-210bn / 12 – 14%**

Market Size in 2030    2022 – 2030 CAGR

**Brazil’s leading cancer care company with unparalleled scale and nationwide presence**

**133**

Units

**+2,600**

Doctors

**35**

Cities

**In the vanguard of the oncology treatment pioneering tumor boards and leading the implementation**

- End-to-end research graded database and AI driven analytics
- Cell therapy and drug development
- Association with world-class international academic institutions

**Patient-centric ecosystem ensures optimal strong relationships with all stakeholders and high NPS**

**96**

2022 NPS

**Embedded growth levers to support continued high growth and profitable pace**

**51.3%**

Revenue  
2022 YoY

**43.3%**

Revenue  
CAGR 2020 – LTM 1Q23

**21.4%**

EBITDA  
1Q23

**Proven and tested M&A playbook ensures strong execution, integration and value creation for the company’s significant and tangible pipeline**

**+50**

In pipeline

# Transforming cancer care in Brazil