



Oncoclínicas

2Q22 Earnings Call Presentation

August 16th, 2022

LEGAL NOTICE

This presentation is updated until the date hereof and is subject to change without notice, and the Company undertakes no obligation to update or revise the information presented as a result of new information and / or future developments. This presentation may contain information and the Company's expectations about future events or results that do not describe historical facts, but reflect the opinion of the Company's Management. The information contained herein is based on various assumptions and factors of an operational, economic and market nature and should not be construed as legal or tax advice or a suggestion to invest in the Company's shares, nor should it serve as the basis for any related contract or commitment. Under no circumstances shall the Company be liable to third parties (including investors) for any investment decision taken based on the information presented herein, or for any damages resulting therefrom. This presentation and its contents are proprietary information of the Company and may not be reproduced or circulated, in part and / or in whole, without the Company's prior, express, written consent.

MESSAGE FROM THE CEO

1. 2Q22 HIGHLIGHTS



Closing of Itaigara acquisition, which was partially accounted in 2Q results



Closing of Unity acquisition in late July: +35 units across 10 cities



**Record Net Revenues: R\$ 900 million (+ 41%)
Record Adjusted EBITDA: R\$ 159 million**



Expansion of 610 bps in Gross Margin in 2Q22 vs. 2Q21, reaching 35.7%



Integration of Cebrom, UMC, Cemise, Itaigara and Microimagem advancing as planned

Starting activities in Salvador and Barra da Tijuca Cancer Centers

M&A INTEGRATIONS



Ongoing integrations



New cancer centers



FINANCIAL HIGHLIGHTS

Another quarter of
strong Net
Revenue growth

↑ **+40.6%**

in 2Q22 vs. 2Q21

610 bps Gross Margin
expansion vs. last year

↑ **35.7% in 2Q22
vs.
29.6% in 2Q21**

**R\$ 300
million**

of Adjusted EBITDA
in the 1st half of 2022,
a 34% growth

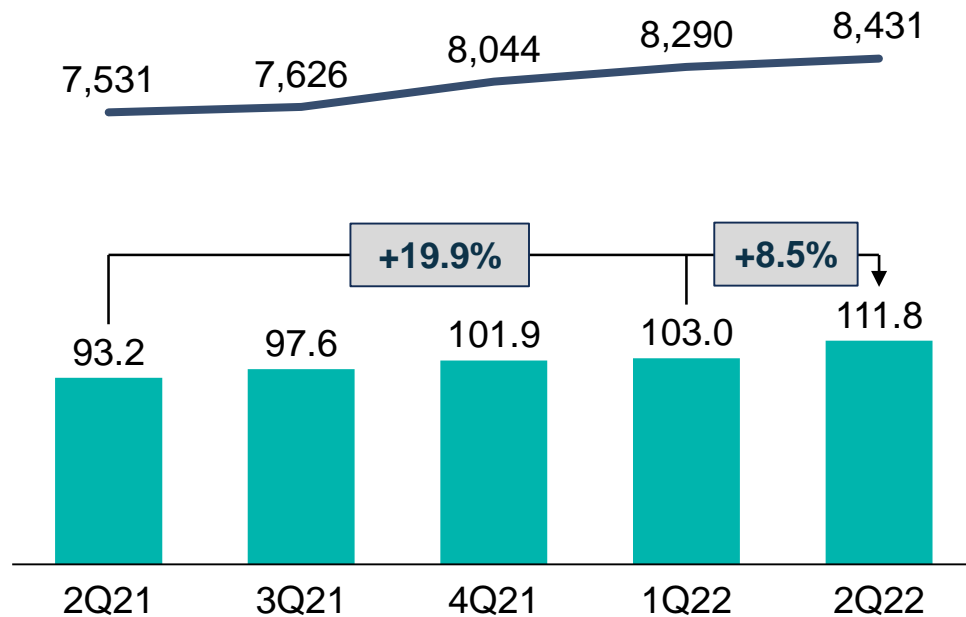
**R\$ 159
million**

of Adjusted EBITDA
in 2Q22, another
record for a single
quarter

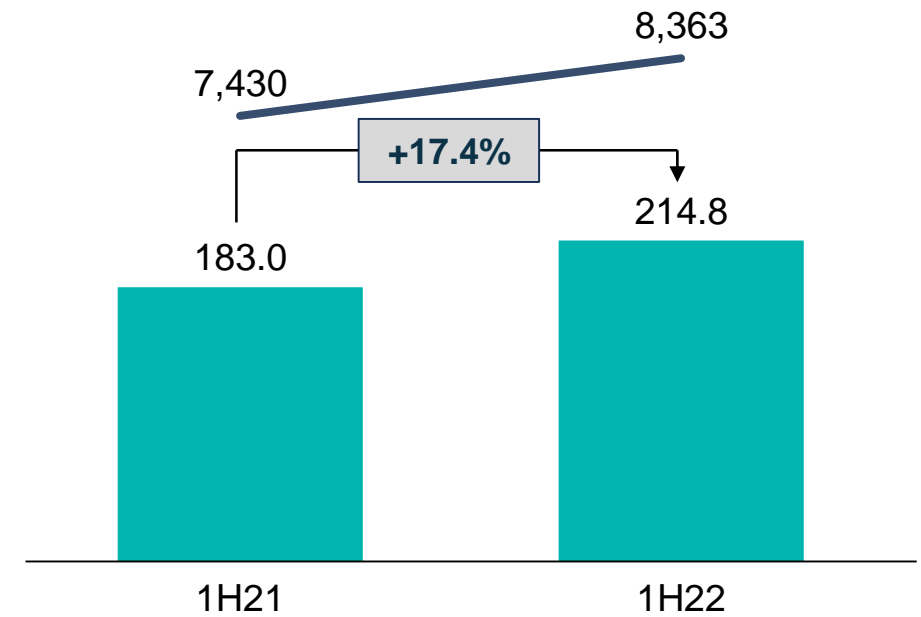
STRONG AND CONSISTENT GROWTH IN PROCEDURES AND EXPANSION IN AVERAGE TICKET

Procedures grew 19.9% in 2Q22 vs. 2Q21 while Average Ticket had a strong acceleration of 11.9% YoY

Procedures (in Thousands) and Average Ticket (R\$) per quarter



Procedures (in Thousands) and Historical Average Ticket (R\$) in 6-month period

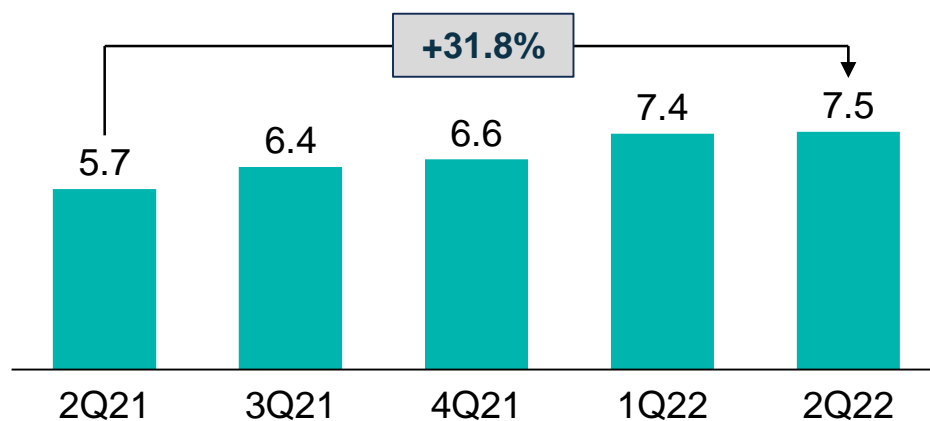


32% INCREASE IN THE NUMBER OF NEW PATIENTS THIS QUARTER

Acceleration in the number of new patients assisted in our units

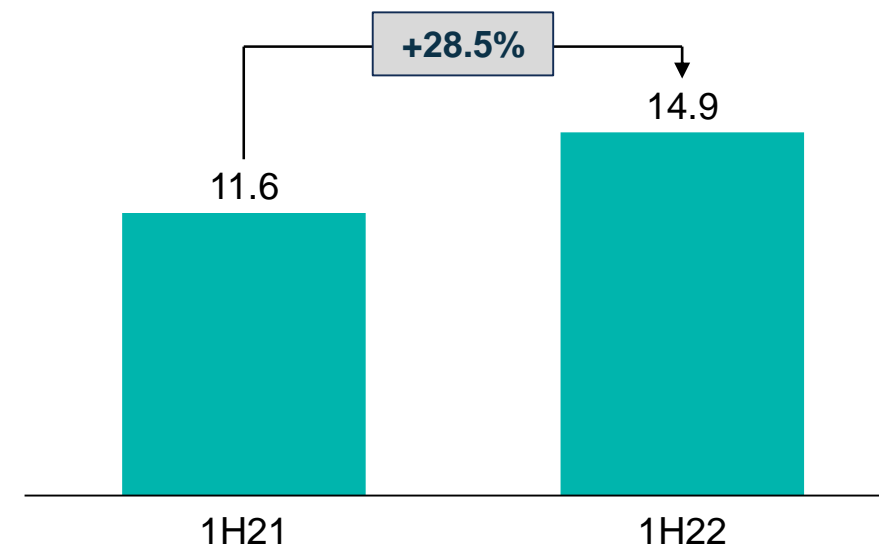
Quarterly number of New Patients

Thousands; YoY %



Half-year number of New Patients

Thousands; YoY %

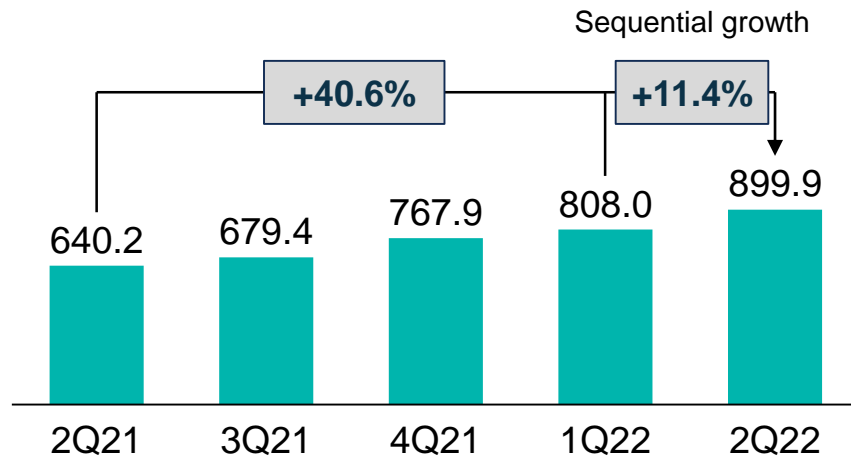


ONE MORE QUARTER OF RECORD NET REVENUES

Net Revenue growth of 40.6% in the 2Q22 vs. 2Q21 and 11.4% on a sequential basis (1Q21)

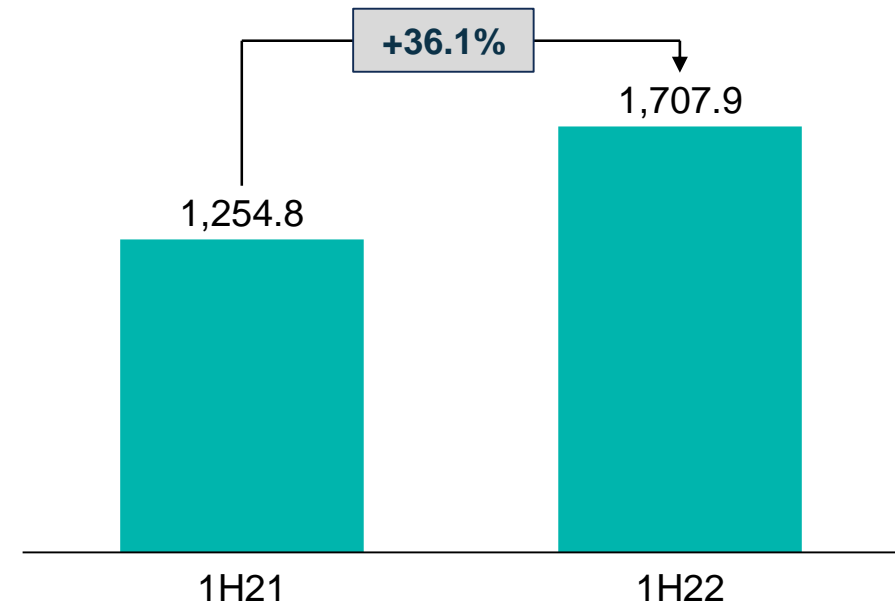
Quartely Net Revenue

R\$ million



6-month period Net Revenue

R\$ million

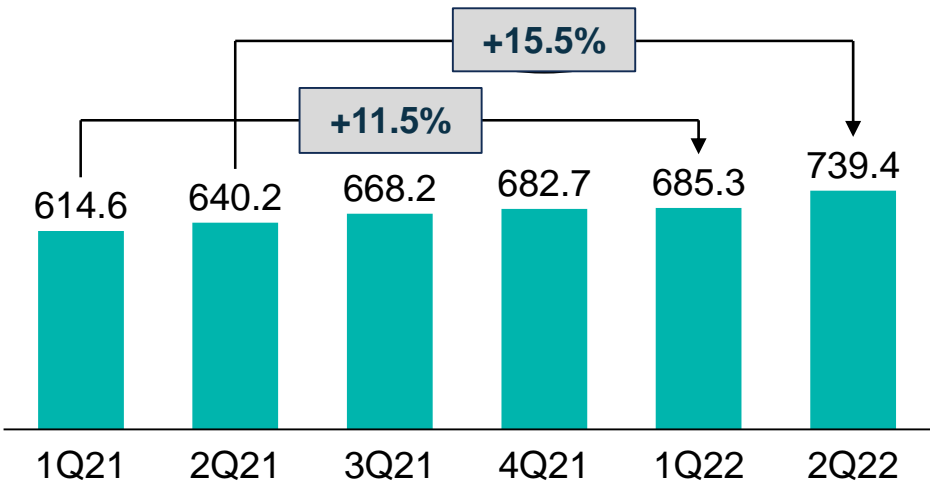


ORGANIC GROWTH, ON A SAME CLINICS BASIS, OF 15.5% YoY

Acceleration in the pace of organic growth

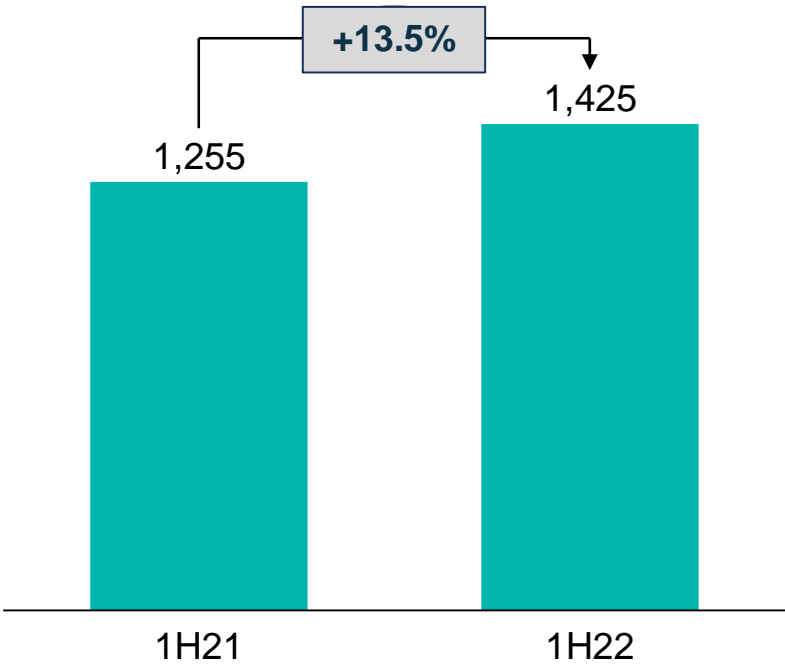
Quarterly Organic Growth

R\$ million; YoY %



Half-Year Organic Growth

R\$ million; YoY %

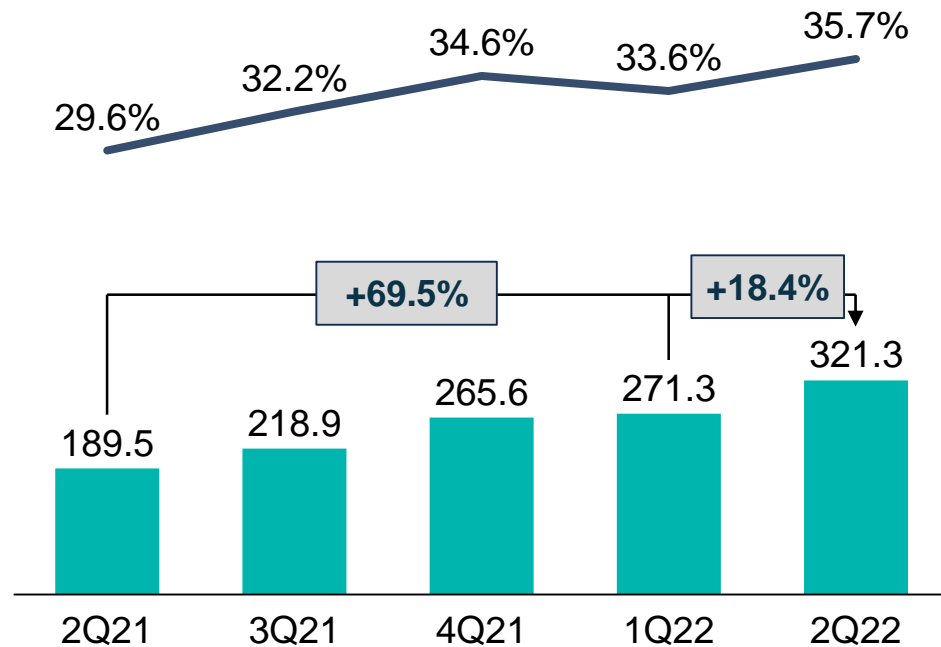


GROSS MARGIN: 610 BASIS POINTS EXPANSION

Gross Profit growth of 69.5% in 2Q22 vs. 2Q21 and 54.2% on an 6-month comparison.

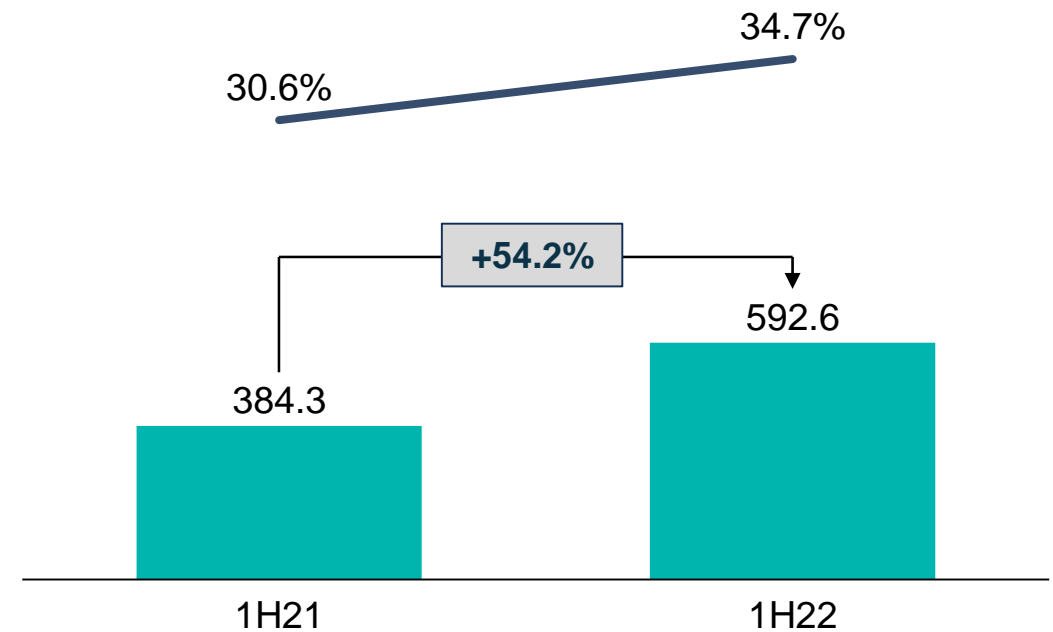
Quarterly Gross Profit and Margin

R\$ million



6-month period Gross Profit and Margin

R\$ million

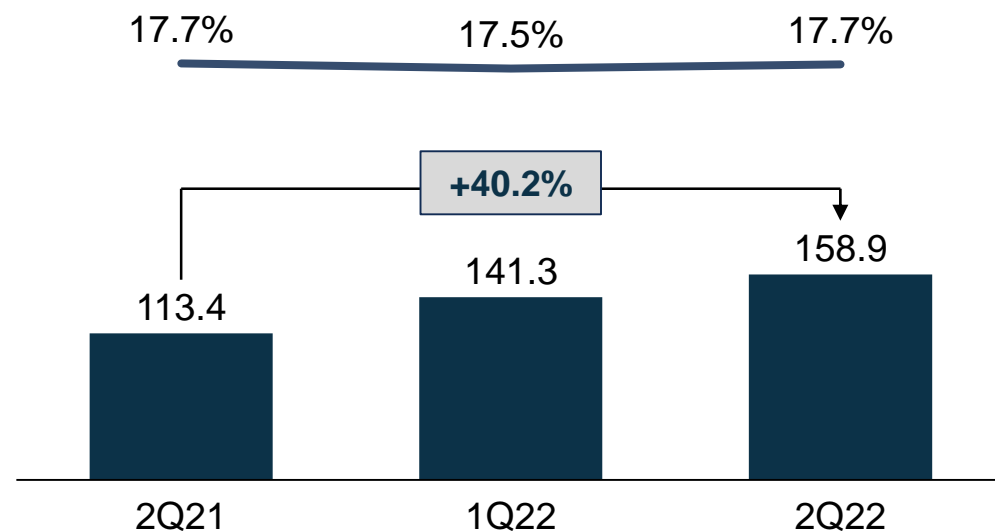


RECORD EBITDA FOR THE QUARTER

Adjusted EBITDA Margin stood at 17.7% - even with the ongoing integrations, under initial phase

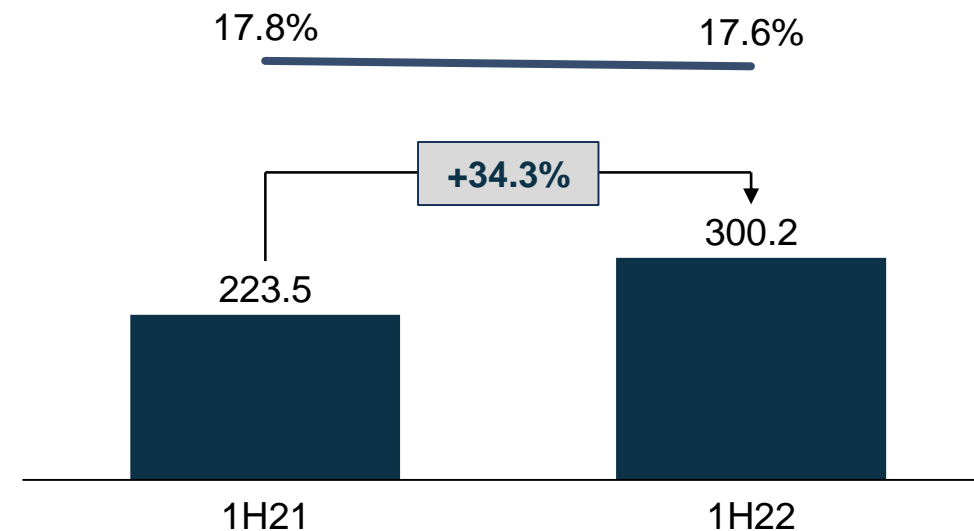
Adjusted EBITDA and Margin per Quarter

R\$ million



Adjusted EBITDA and Margin on 6-month period

R\$ million



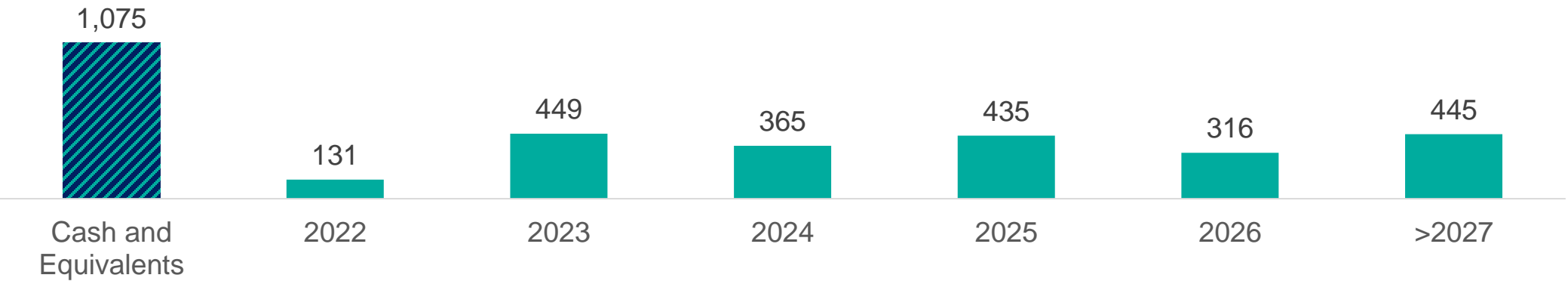
Accounting EBITDA 2Q22 = R\$ 123.7 million.

Adjusted EBITDA 2Q22 = R\$ 123.7 million + non-cash or non-recurring items: Provision for long-term incentive plan (R\$ 5.3 million); EBITDA from new operations under ramp-up (R\$ 5.2 million); Precision Medicine (R\$ 10.9 million); M&A expenses (R\$ 9.4 million); COVID-19 expenses (R\$ 0.6 million); and other extraordinary items (R\$ 3.9 million).

Financial Indebtedness

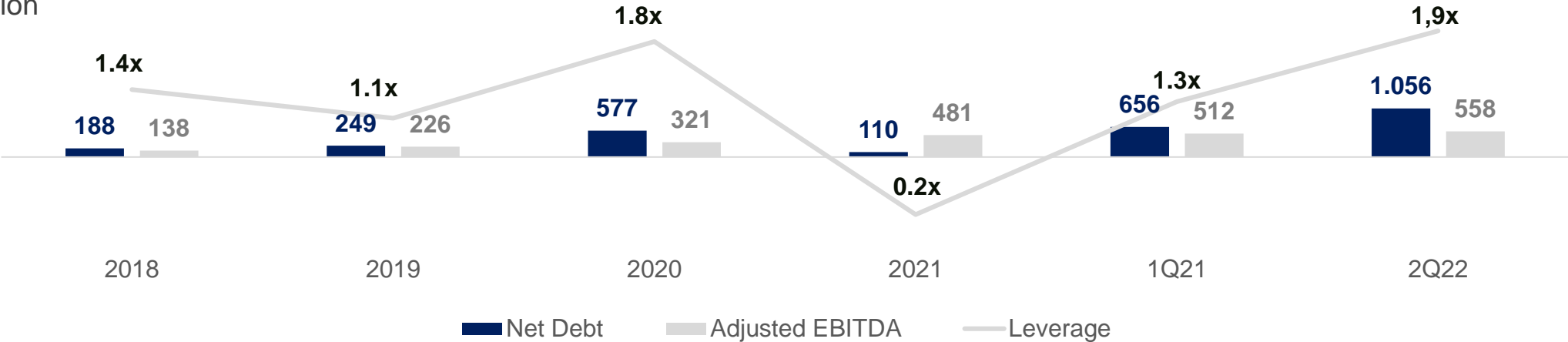
Amortization Schedule

R\$ million



Bank Leverage

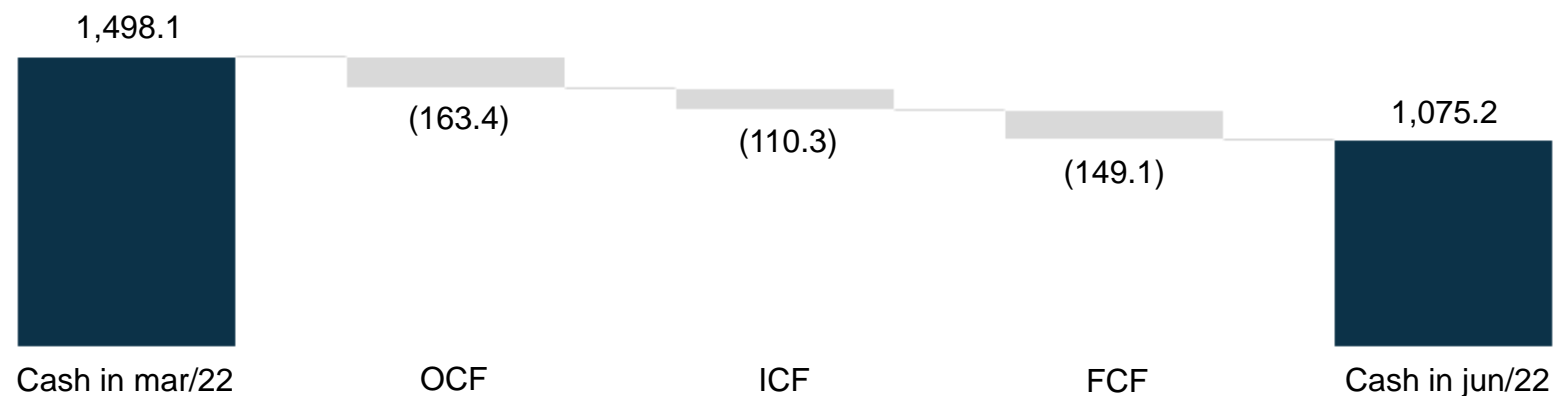
R\$ million



Cash Flow

2Q22 Cash Flow (Managerial)

R\$ million



Cash Flow – Main Impacts:

Operational Cash Flow:

higher working capital requirements due to (i) Company's growth, (ii) advanced purchase of drugs and (iii) receivables.

Investment Cash Flow:

(i) Payment for acquisitions and (ii) CAPEX.

Financing Cash Flow:

(i) Debt amortization and (ii) Interest payments in loans and acquisitions.

THANK YOU

Contact IR



Website: ri.grupooncclinicas.com



Email: ri@oncclinicas.com