



Grupo Oncoclínicas

3Q21 Earnings Conference Call

November 17, 2021

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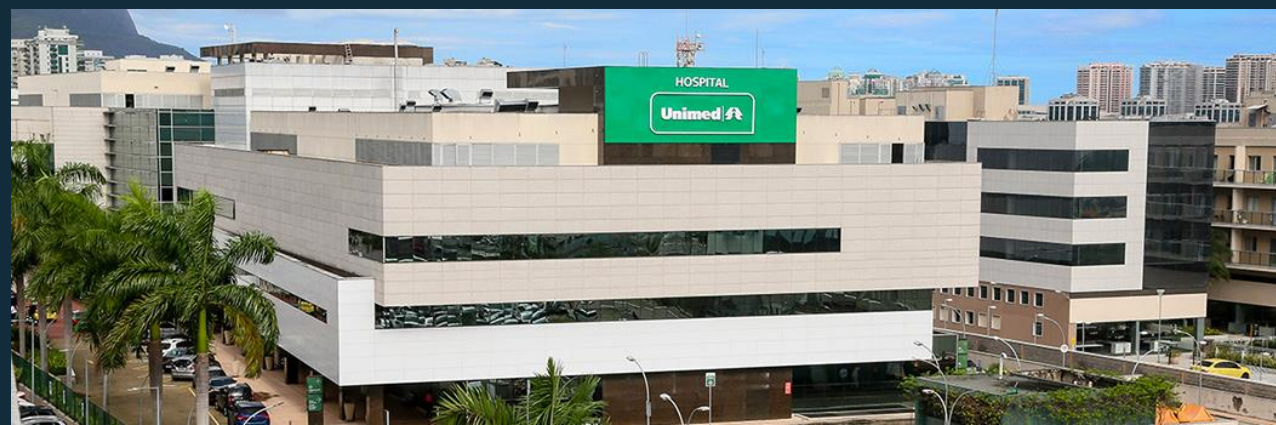
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MESSAGE FROM THE CEO

1. 3Q21 HIGHLIGHTS

- 4 strategic transactions announced since our last earnings call, exceeding 2021 target
- Important changes and upgrades to our management team
- Solid 3Q21 results underscore resiliency of oncology sector
- 2/3rds of revenue growth coming from organic (same clinics) operations

2. STRATEGIC TRANSACTIONS



FINANCIAL HIGHLIGHTS

Consistent growth
in procedure volume

↑ (+23%)

in 3Q21 vs. 3Q20

Solid growth in net revenue

**↑ (+29.4% 3Q21
vs. 3Q20)**

**(+6.1% 3Q21
vs. 2Q21)**

↑ +33.9%

growth in Adjusted
EBITDA of

**R\$117.6
million**

in 3Q21 vs. 3Q20

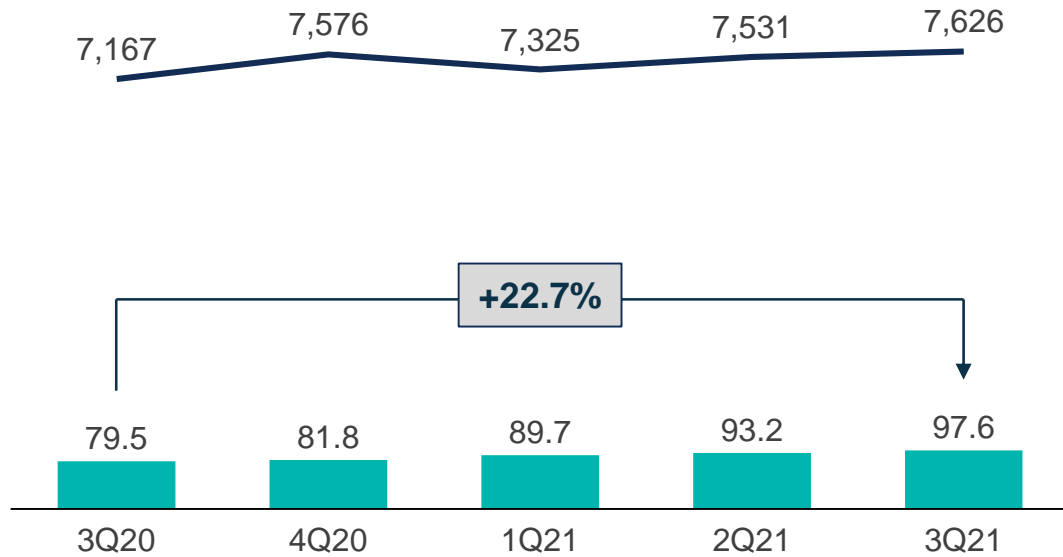
**380 bps
growth**

in EBITDA Margin
expanding from
13.8% in 9M20 to
17.6% in 9M21

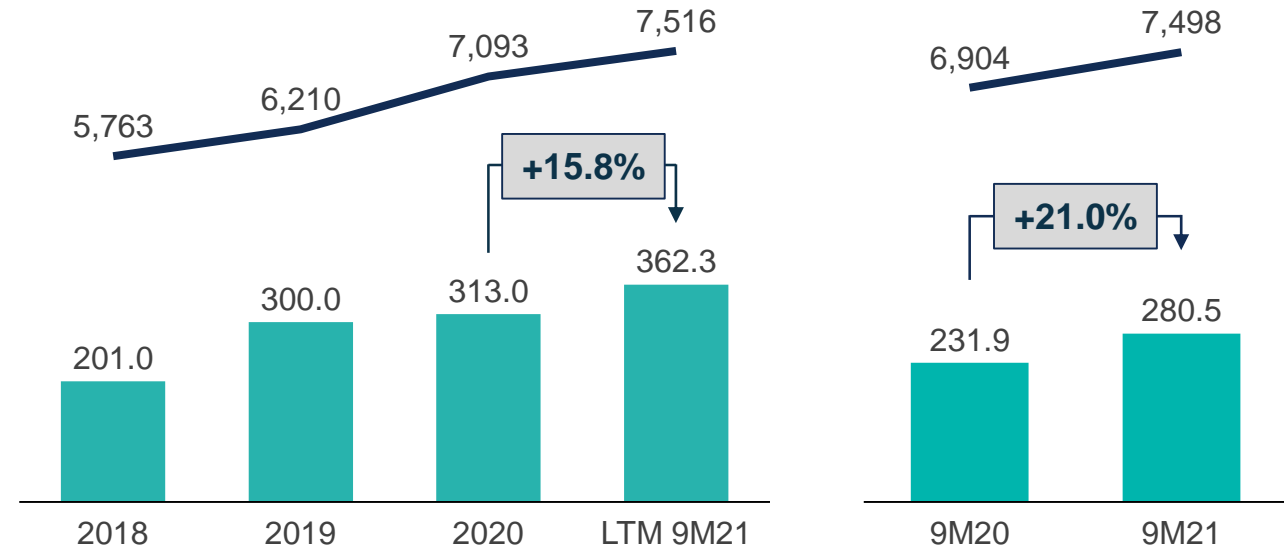
STRONG AND CONSISTENT GROWTH IN PROCEDURES

Procedures growing consistently every quarter and at a strong 22.7% year-over-year pace

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



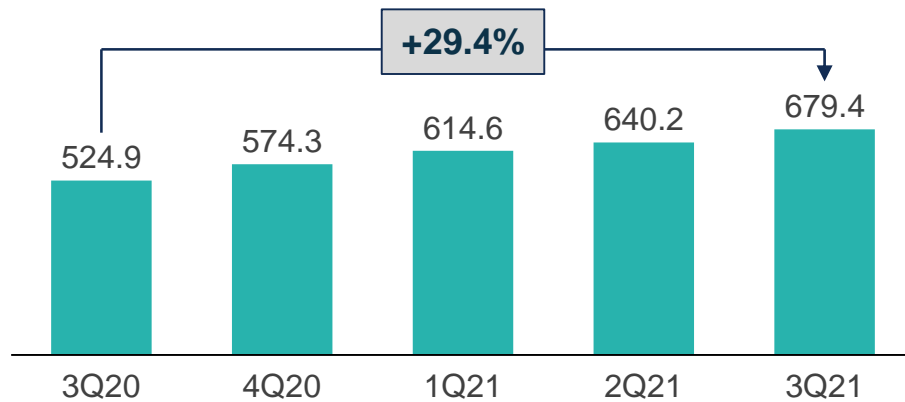
Procedures (in Thousands) and Historical Average Ticket (R\$)



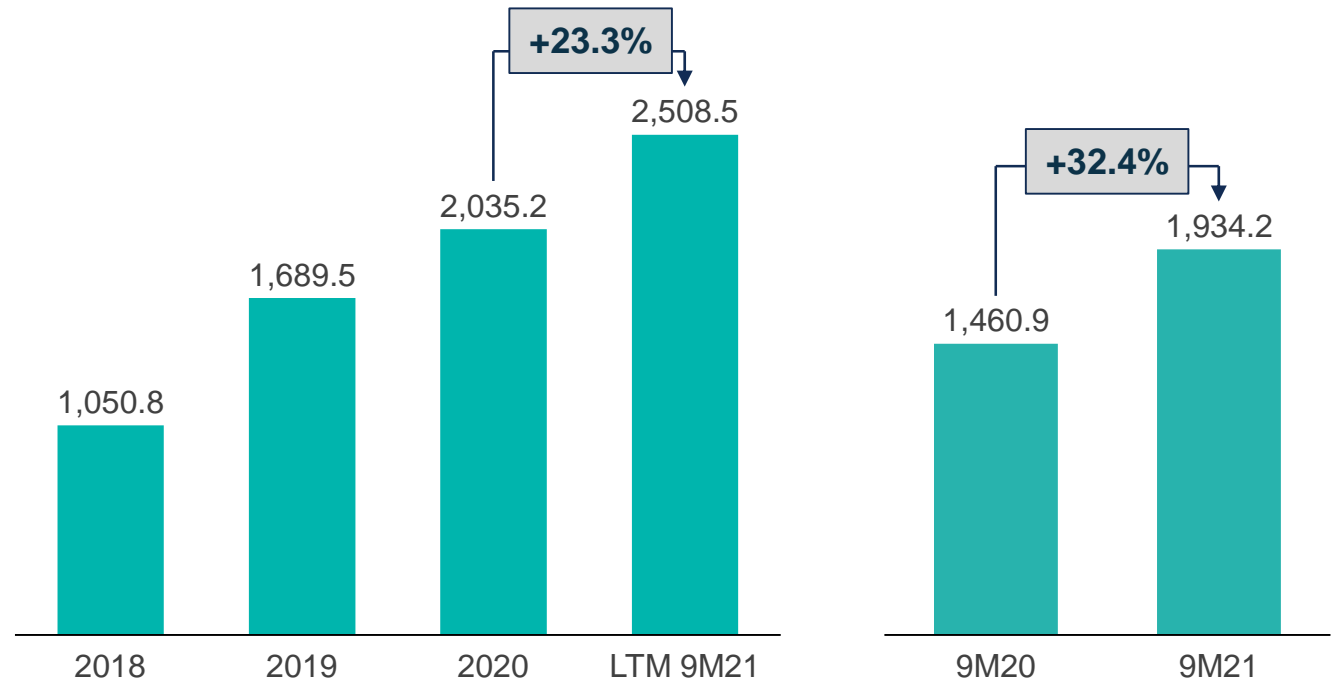
SOLID NET REVENUE GROWTH

Net revenue growth of 29.4% in the 3Q21 vs. 3Q20 comparison and 32.4% on YTD comparison

Quarterly Net Revenue R\$ million



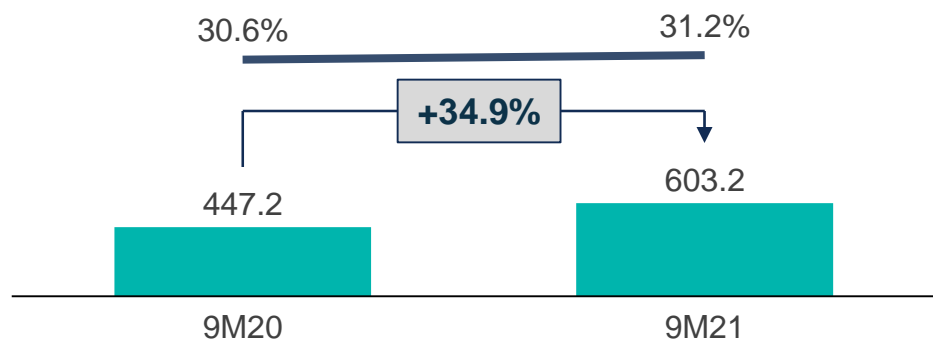
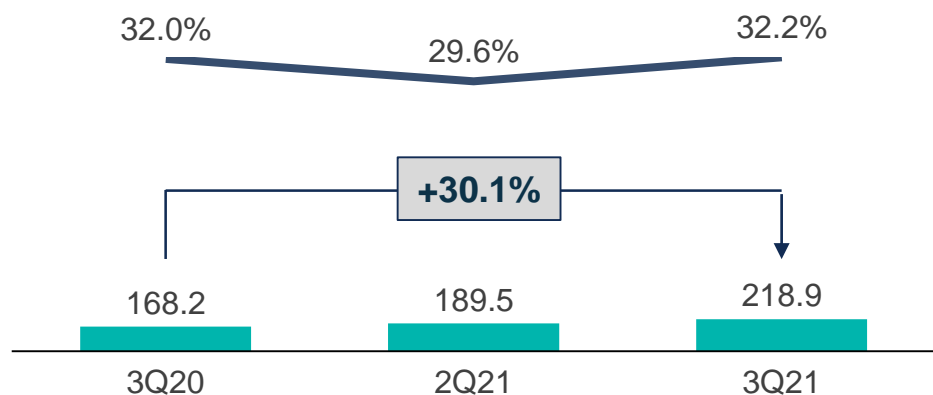
Historical Net Revenue R\$ million



Decrease in adjusted costs and expenses as a percentage of net revenue from 86% to 82%

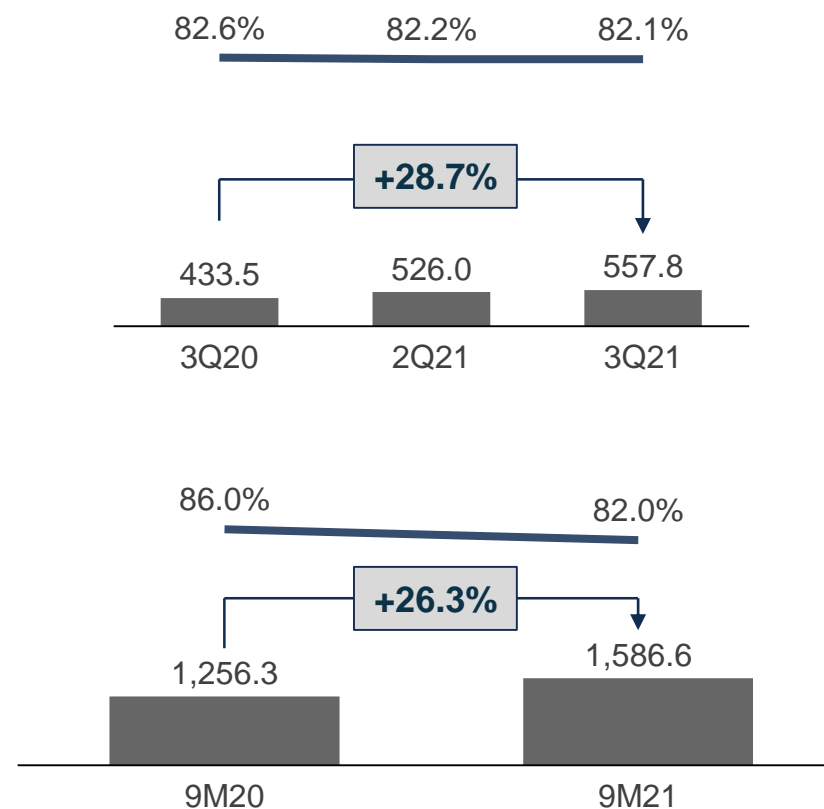
Gross Profit and Gross Margin %

R\$ million



Adjusted Costs and Expenses¹ for 9M periods

R\$ million

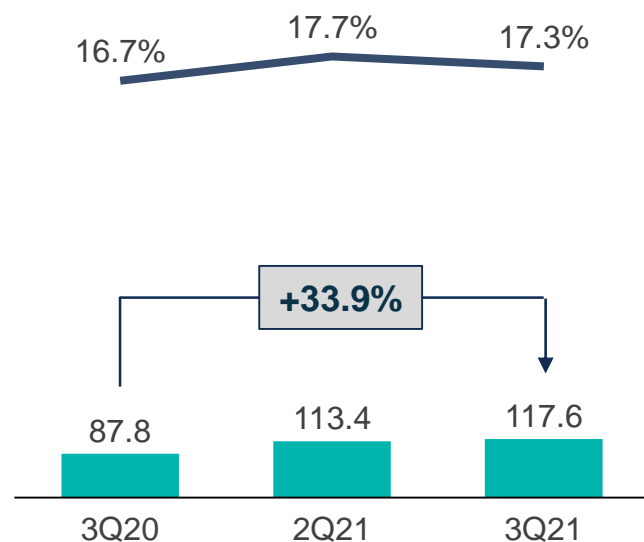


1. Excluding Depreciation and Amortization

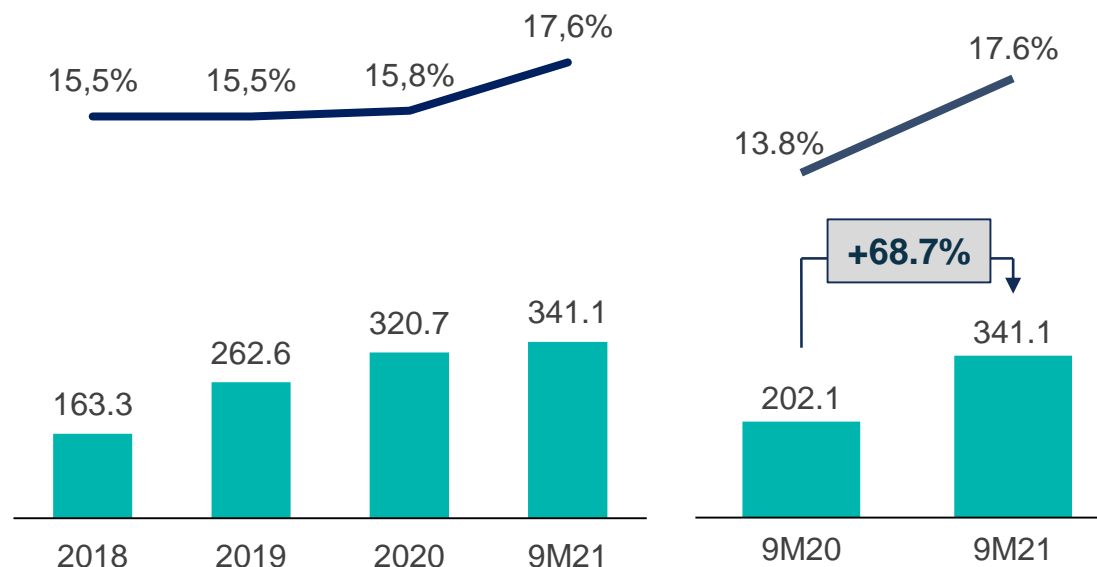
ADJUSTED EBITDA MARGIN CONTINUES YEAR-OVER-YEAR EXPANSION TREND

Adjusted EBITDA margin reaching 17.6% in 9M21 versus 13.8% in 9M20, expansion of 380 bps

Adjusted EBITDA and Margin per Quarter R\$ million



Adjusted EBITDA and Margin per Full-Year R\$ million



Net Income

Accounting Net income for the 3Q21 of R\$ 150.8 million

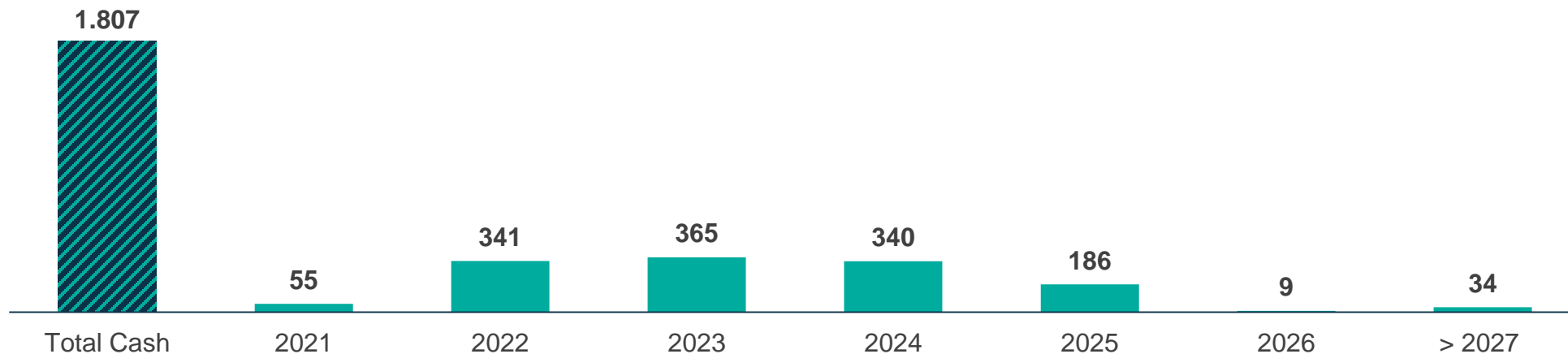
Decrease in Net Income attributable to minority shareholders from R\$ 8.3 million in 3Q20 to R\$ 5.6 million in 3Q21

Accounting EBITDA 9M21 = R\$ 195.2 million.

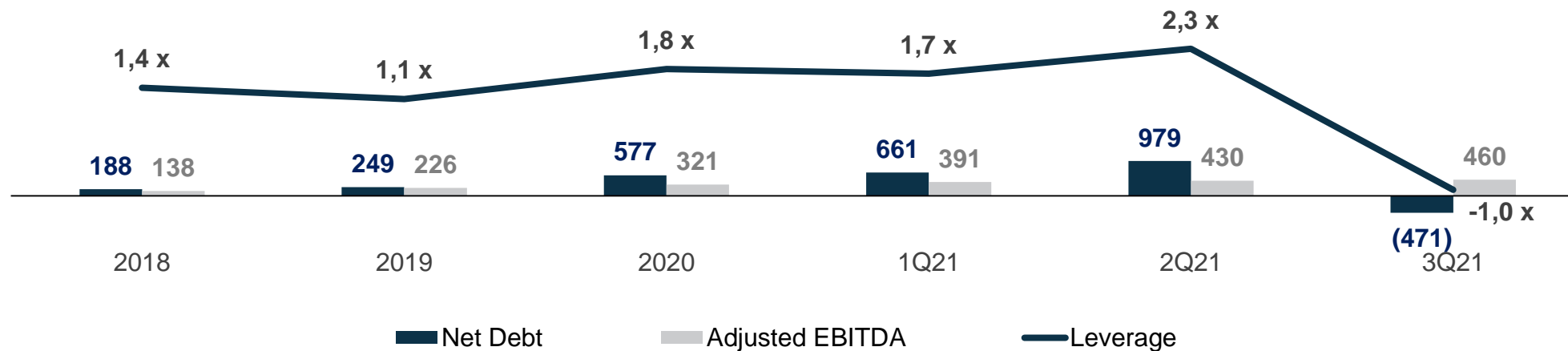
Adjusted EBITDA 9M21 = R\$ 195.2 million + non-recurring items: Provision for long-term incentive plan (R\$67.1 million), EBITDA from new operations under ramp-up (R\$30.1 million), Precision Medicine (R\$21.0 million), M&A and IPO expenses (R\$14.8 million), COVID-19 pandemic expenses (R\$8.2 million), and other extraordinary expenses (R\$4.8 million).

Indebtedness

Amortization Schedule R\$ million

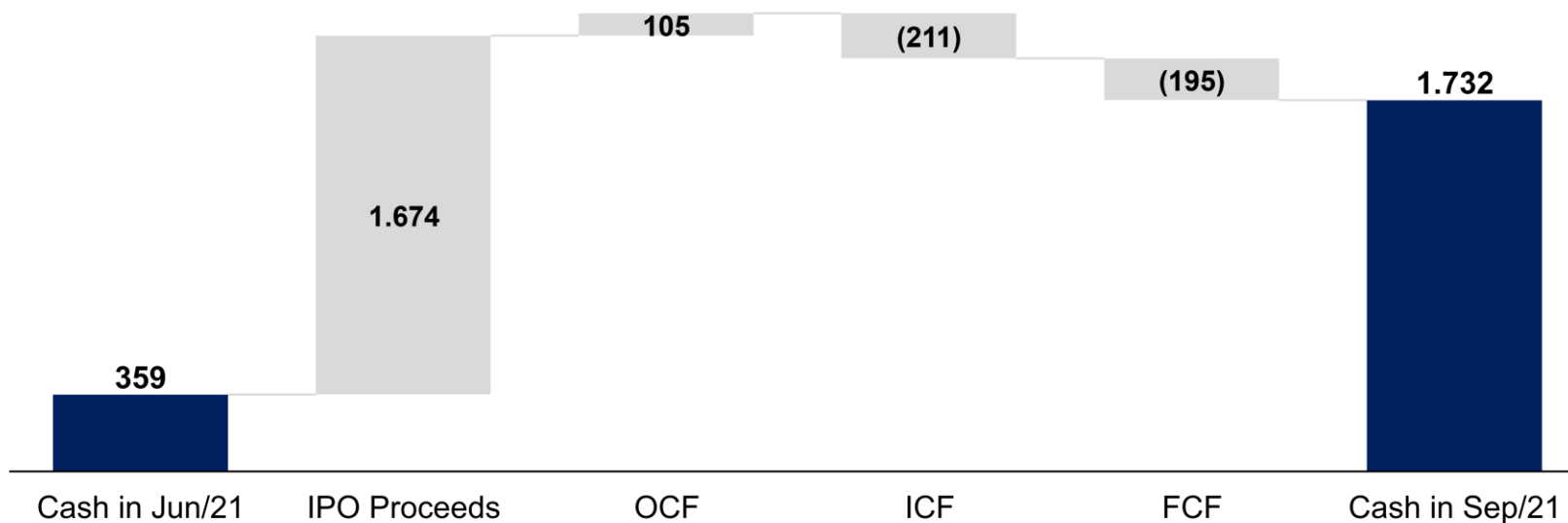


Financial Leverage R\$ million



Cash Flow

(Managerial) Cash Flow 3Q21 R\$ million



Cash Flow - Main Impacts:

Cash Flow from Operating

Activities: (i) Higher levels of EBITDA and (ii) advanced purchase of drugs in 2Q21

Cash Flow from Investment

Activities: (i) CEBROM acquisition, (ii) Upfront payment for acquisition

Cash Flow from Financing

Activities: (i) Payment for partnerships, (ii) Amortization of loans and (iii) interest paid on loans, acquisitions and leases

THANK YOU

Contact IR



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Sua vida. Nossa vida.