



Oncoclínicas

2Q24
Earnings Call Presentation
August 14th, 2024

ONCOCLINICAS & CO

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MESSAGE FROM THE CEO

1. 2Q24 HIGHLIGHTS



Gross Revenue of R\$ 1.7 billion: +16% in 2Q24 vs. 2Q23

LTM 2Q24 Gross Revenue of R\$ 6.5 billion: +18% vs. LTM 2Q23



EBITDA Ex-LTIP¹ of R\$ 300 million in 2Q24 (19.2% margin):
+11.9% vs. 2Q23

R\$ 1,069 million (18.2% margin) in LTM 2Q24: +11.2% vs. LTM 2Q23



2Q24 Net Income Ex-LTIP¹ of R\$ 29.4 million: +15.8% vs. 1Q24

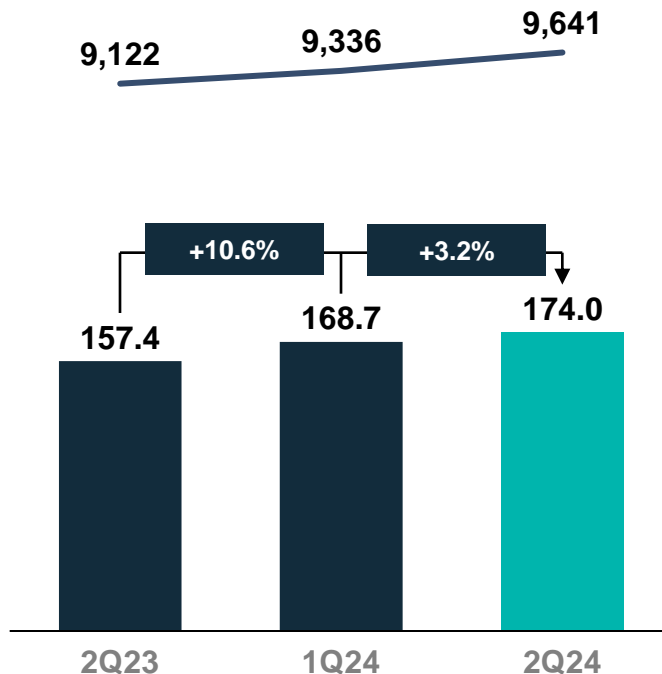
LTM 2Q24 Net Income of R\$ 275.0 million (R\$ 316.0 million Ex-LTIP¹), +19,5% bigger than LTM 2Q23

1- Excluding non-cash charge related to fair value of long-term equity incentive plan (LTIP).

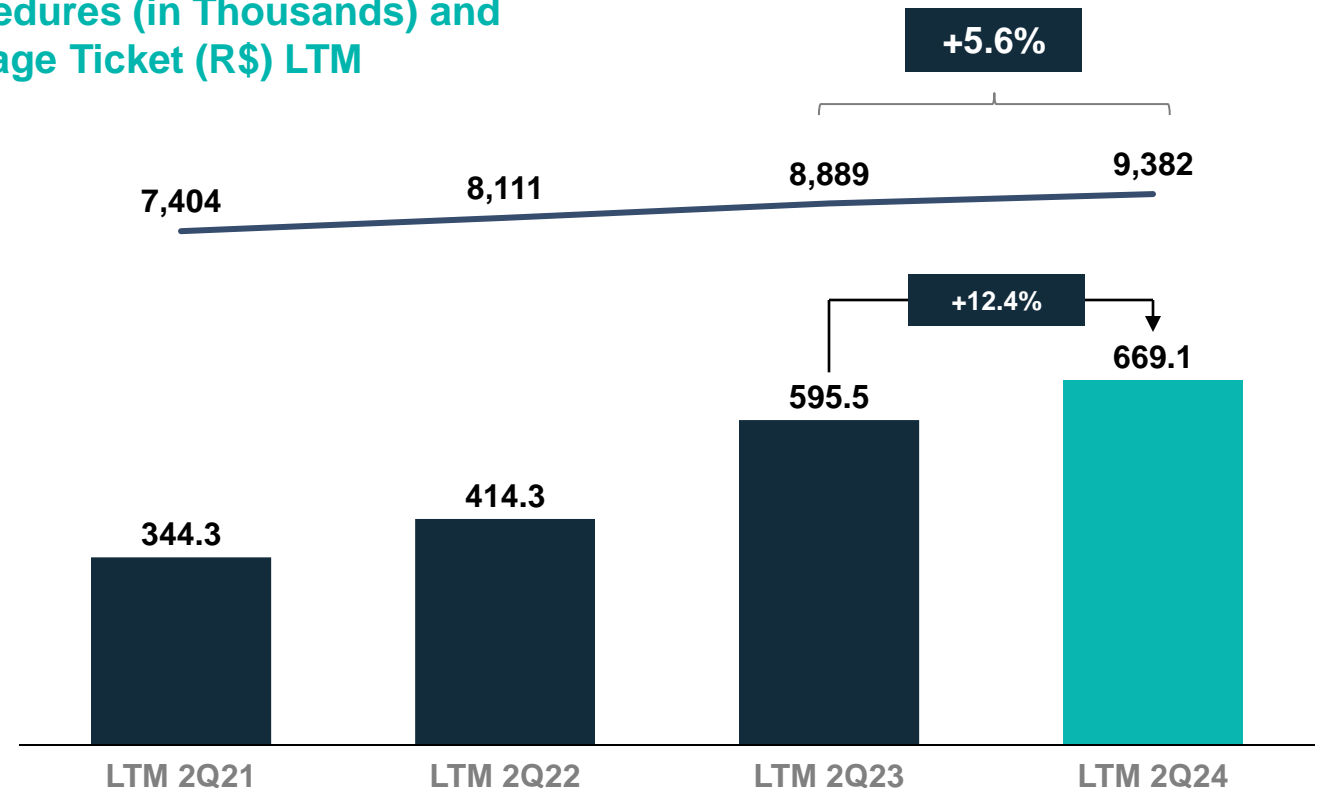
CONTINUED GROWTH IN PROCEDURES AND INCREASE IN AVERAGE TICKET IN LINE WITH DRUG PRICE INCREASE

Procedures up 10.5% in 2Q24 vs. 2Q23 and solid Avg. Ticket increase in the quarter (+3.3% in 2Q24 vs. 1Q24)

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



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

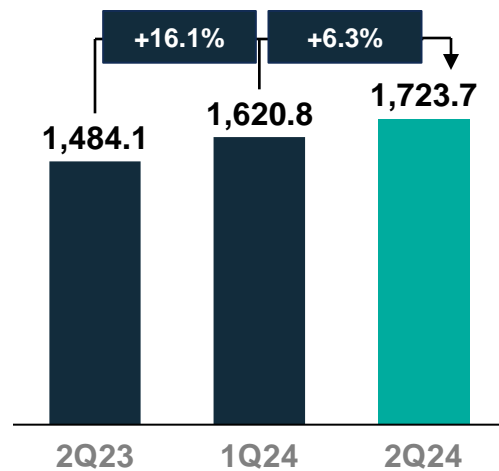


GROSS REVENUE REACHED R\$ 1.7 BILLION IN 2Q24, UP 16.1% vs. 2Q23

6.3% growth in 2Q24 vs. 1Q24, highlight to the average ticket pass-through

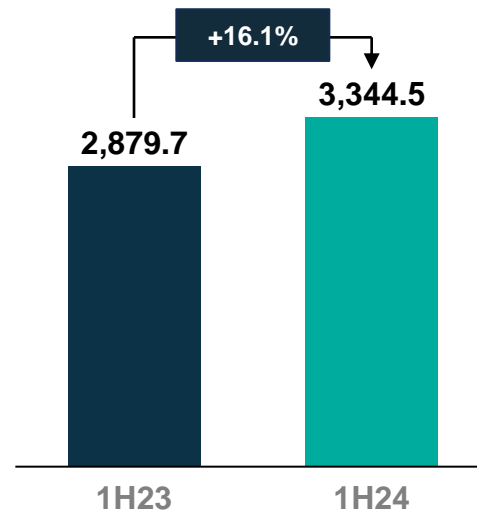
Gross Revenue (Quarterly)

R\$ million



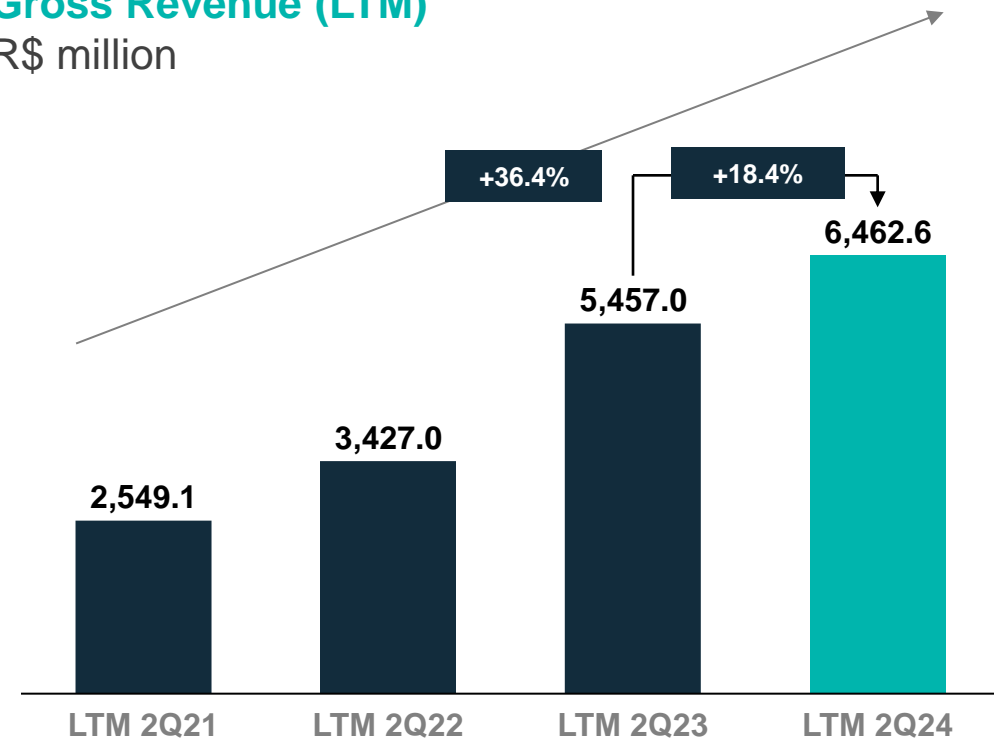
Gross Revenue (Semester)

R\$ million



Gross Revenue (LTM)

R\$ million

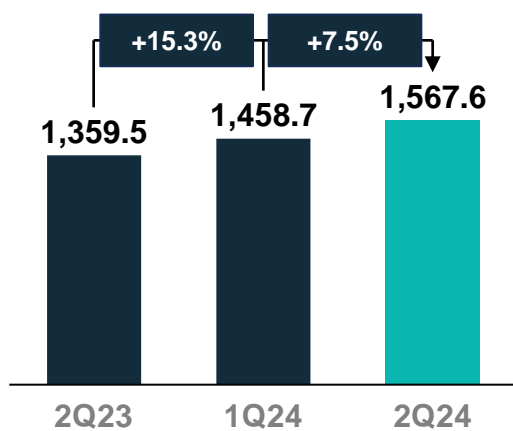


NET REVENUE OF R\$ 1.6 BILLION IN 2Q24 (+15.3% YoY) AND R\$ 3.0 BILLION IN 1H24

7.5% 2Q24 vs. 1Q24 growth, with a sequential improvement in PCLD¹

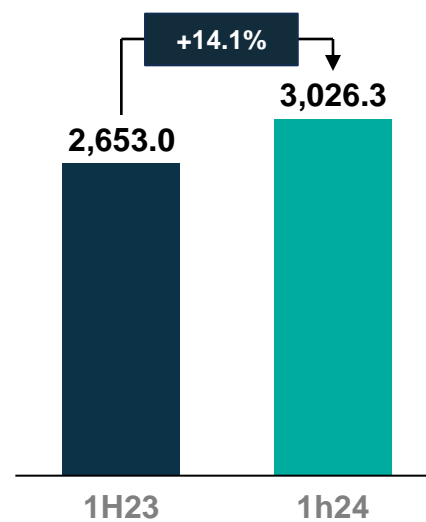
Net Revenue (Quarterly)

R\$ million



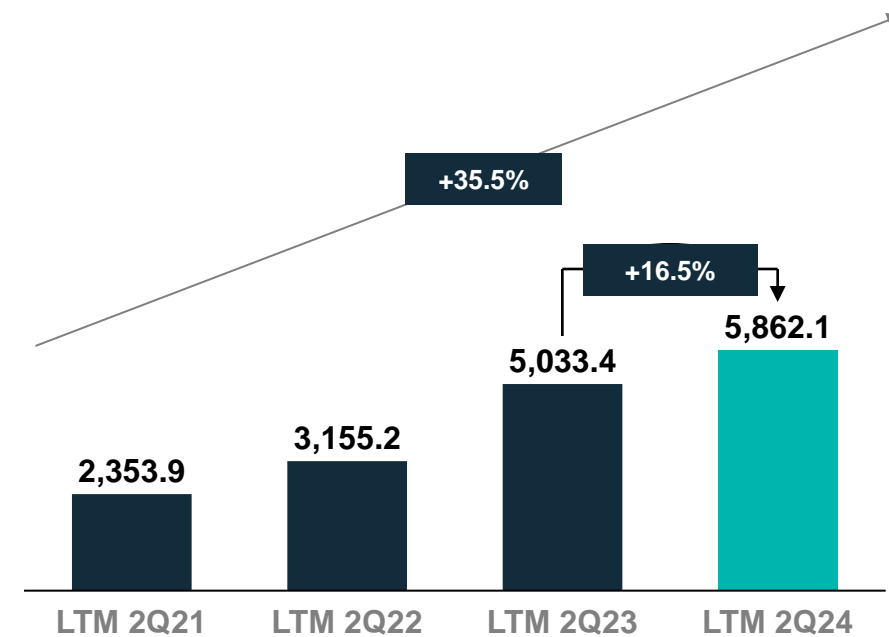
Net Revenue (Semester)

R\$ million



Net Revenue (LTM)

R\$ million



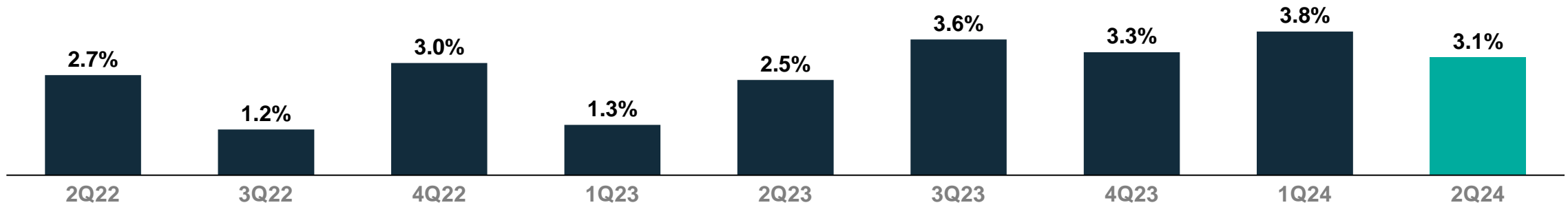
1- Provision for Disallowances and Doubtfull Accounts.

SEQUENTIAL IMPROVEMENT OF 70 BPS IN PCLD¹, LOWEST LEVEL IN FOUR QUARTERS, EVEN AMID A STILL CHALLENGING SCENARIO

Evolution of PCLD Provisions¹ as a % of Gross Revenue per Quarter

Average LTM 2Q23: 2.0%

Average LTM 2Q24: 3.5%



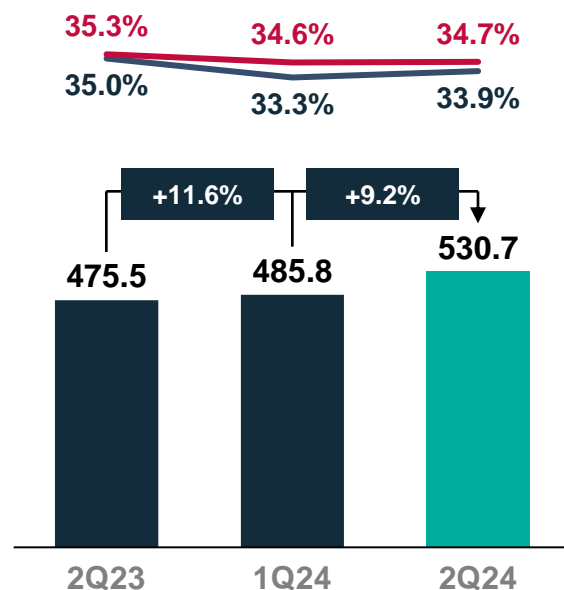
1- Provision for Disallowances and Doubtfull Accounts.

CASH GROSS PROFIT: IMPROVEMENT OF 60 BPS IN 2Q24 vs. 1Q24

Normalized Cash Gross Margin (considering a normalized PCLD level) would have been in line with 1Q24

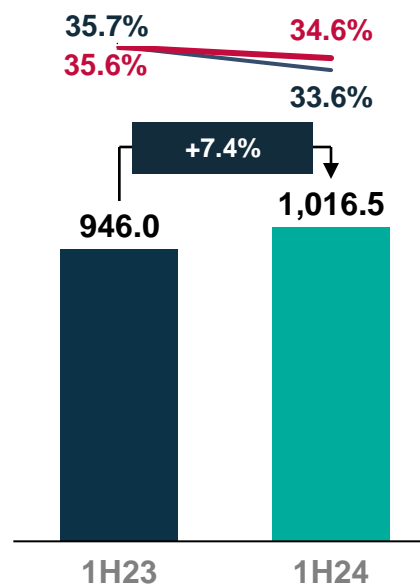
Cash Gross Profit and Cash Margin (Quarterly)

R\$ million



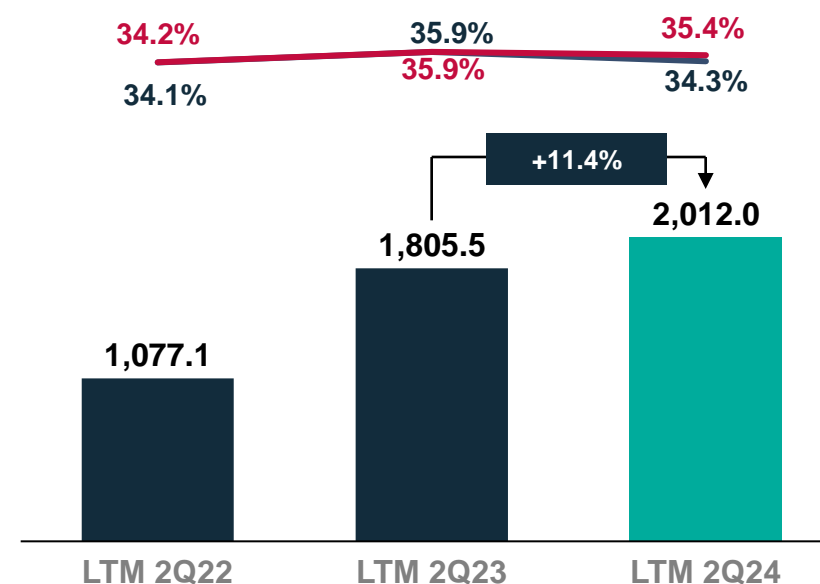
Cash Gross Profit and Cash Margin (Semester)

R\$ million



Cash Gross Profit and Cash Margin (LTM)

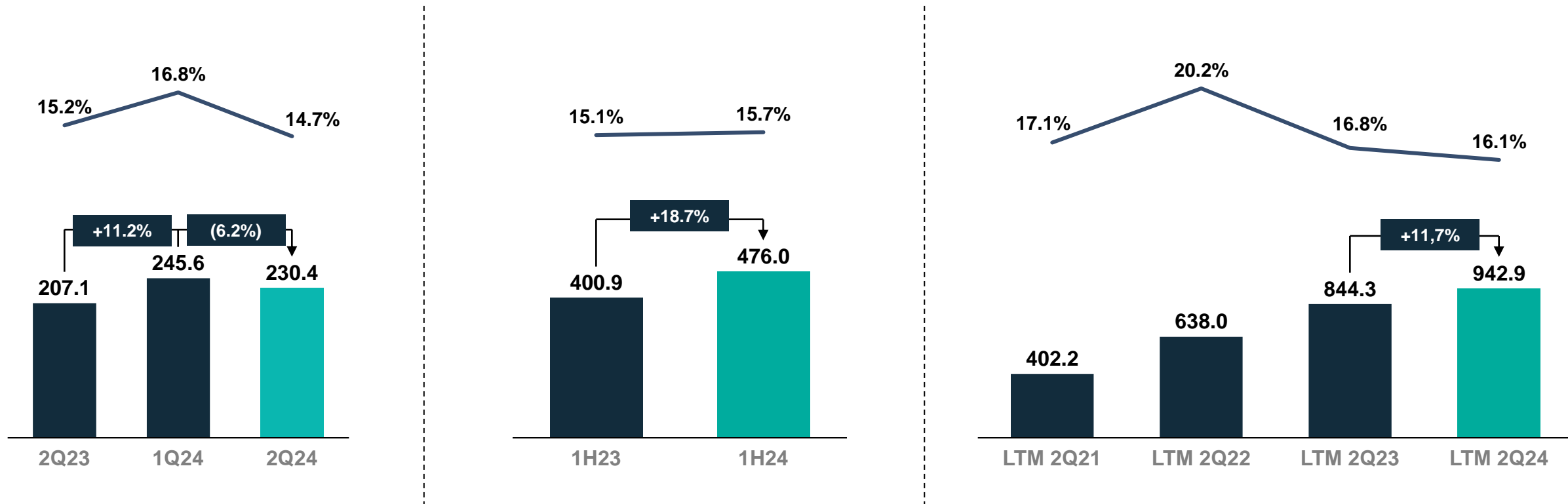
R\$ million



CONTINUED OPERATIONAL EFFICIENCY INITIATIVES DROVE A 50 BPS REDUCTION IN THE EXPENSES / NET REVENUE RATIO IN 2Q24 vs. 2Q23 AND 70 BPS IN THE LTM COMPARISON

Cash Operating Expenses¹ (and % of Gross Revenue)

R\$ million

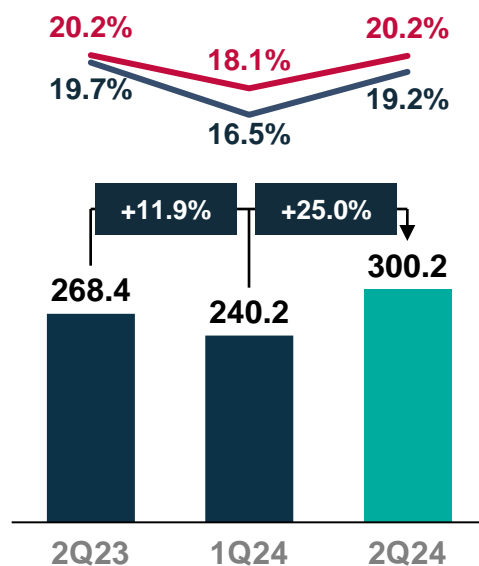


EBITDA Ex-LTIP¹ MARGIN BACK TO 19% LEVEL IN 2Q24

Main levers behind improvement: 1) ticket increase, 2) cost control, and 3) expense control / efficiency

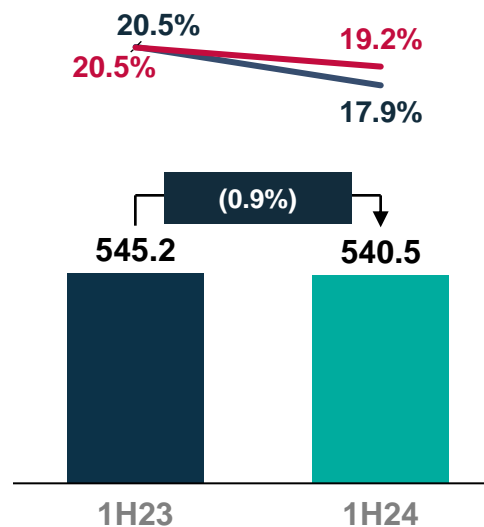
EBITDA Ex-LTIP¹ and Margin (Quartely)

R\$ million



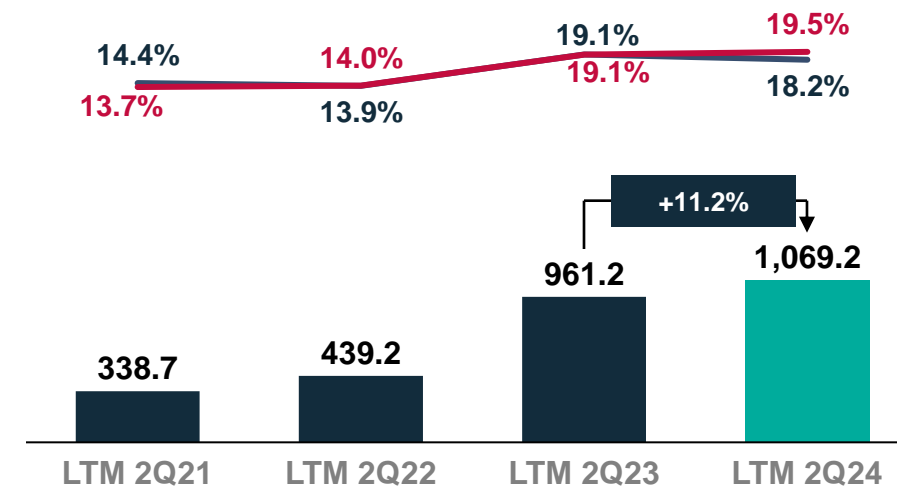
EBITDA Ex-LTIP¹ and Margin (Semester)

R\$ million



EBITDA Ex-LTIP¹ and Margin (LTM)

R\$ million

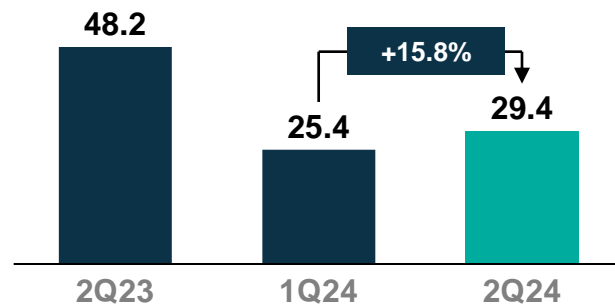


■ EBITDA Ex-LTIP
— Normalized EBITDA Ex-LTIP with PCLD @ 2% Margin
— EBITDA Ex-LTIP Margin

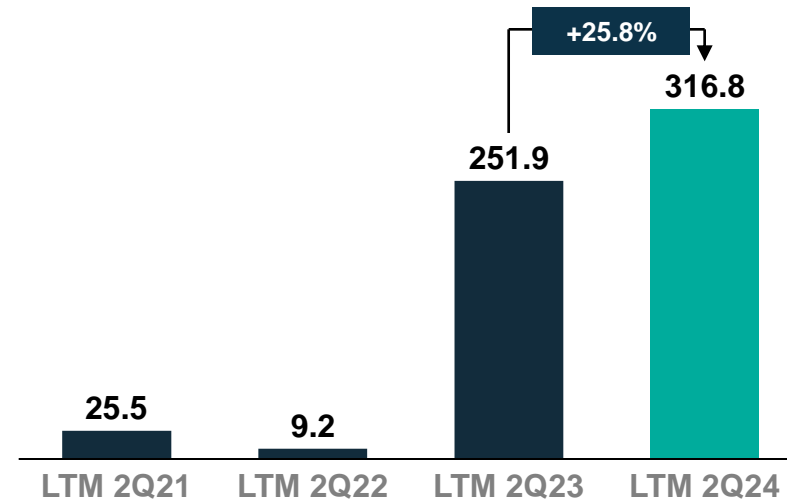
1- Excluding non-cash charge related to fair value of long-term equity incentive plan (LTIP).

NET INCOME Ex-LTIP¹ OF R\$ 29 MILLION, SEQUENTIAL GROWTH OF 15.8% vs. 1Q24
40.9% growth in LTM 2Q24 vs. LTM 2Q23 in Net Income Ex-LTIP¹ Ex-Minorities

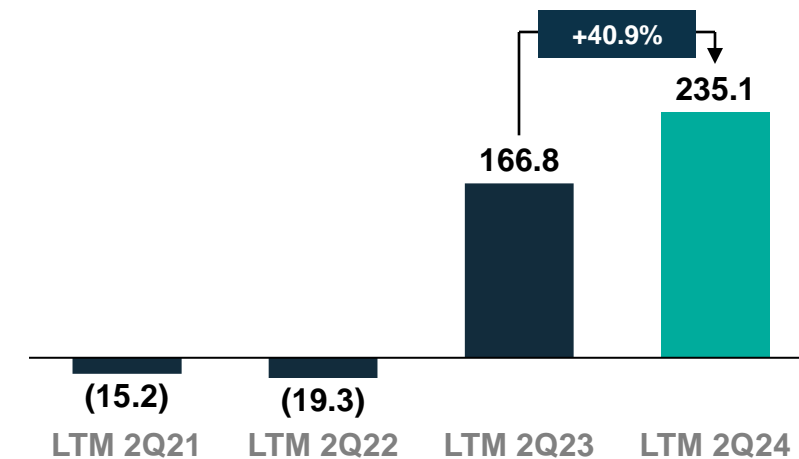
Net Income, Ex-LTIP¹
R\$ million



Net Income, Ex-LTIP¹ (LTM)
R\$ million



Net Income, Ex-LTIP¹ Ex-Minorities (LTM)
R\$ million



1- Excluding non-cash charge related to fair value of long-term equity incentive plan (LTIP).

SEQUENTIAL IMPROVEMENT OF 17 DAYS IN ACCOUNTS RECEIVABLE IN 2Q24 AND OF 13 DAYS IN NET WORKING CAPITAL DAYS

Average Working Capital Days by Quarter (90 Days Base Calculation)

In days

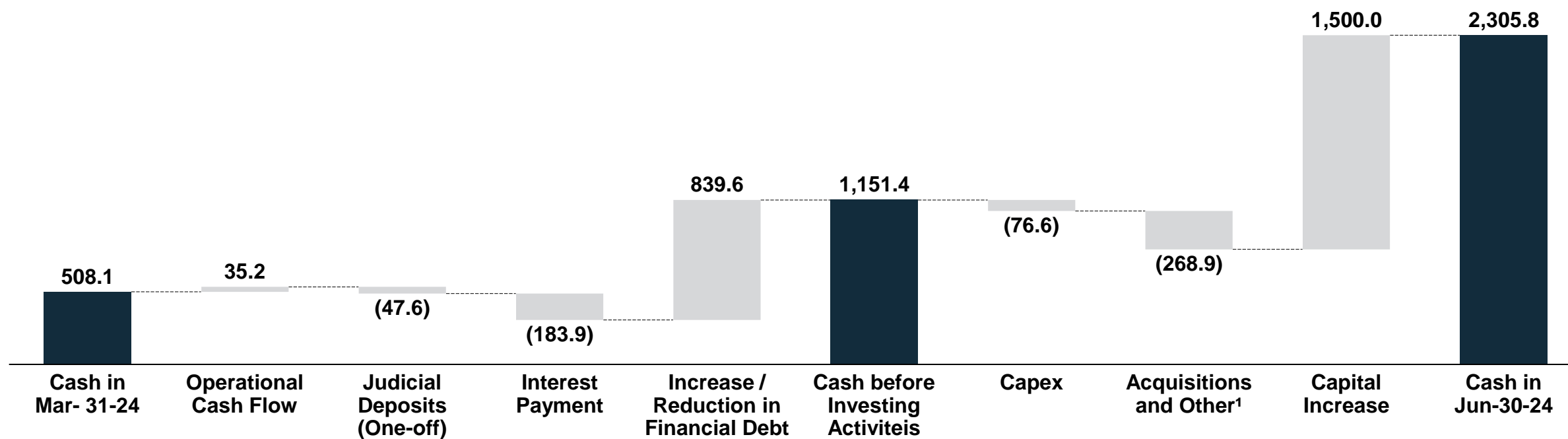
	2Q23	3Q23	4Q23	1Q24	2Q24
Receivables (1)	103	101	106	118	101 ²
Inventory (2)	13	13	20	23	23
Payables (3)	73	80	77	82	82
Net WK Days ¹	43	34	49	59	42

1 – Calculation: (A) + (B) - (C)
2 - 2 - Calculation disregards long-term accounts receivable resulting from a renegotiation of receivables with the Company's main client, given that the period for receipt of this negotiation is longer than the average recurring period.

OPERATIONAL CASH FLOW IMPROVEMENT IN 2Q24 AND CAPITAL INCREASE LED TO A STRONG CASH POSITION AT QUARTER-END

Managerial Cash Flow for 2Q24

R\$ million

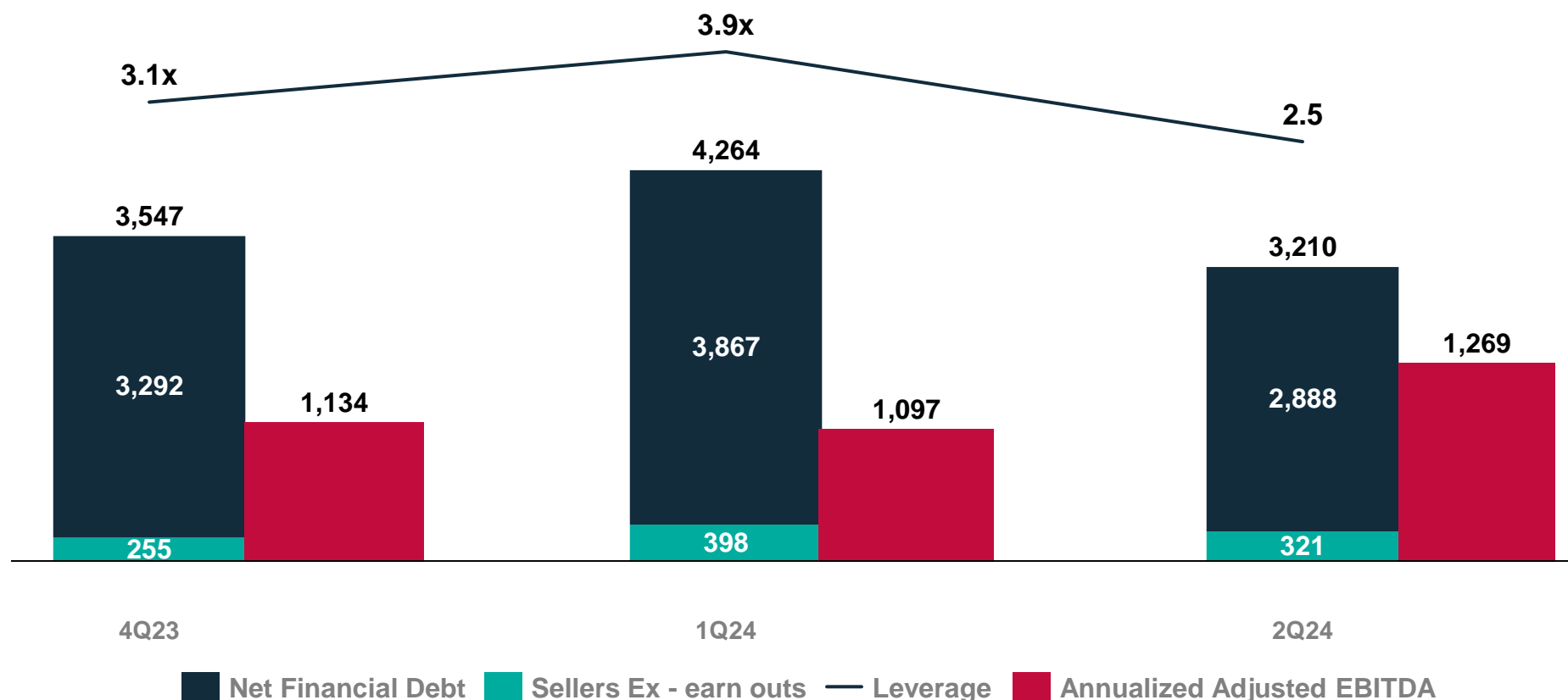


1- (i) R\$ 149,4 million disbursed for the payments of acquisitions and partnerships, (ii) R\$ 93.5 million in pre-payment of lease agreements connect to the cancer centers BTS agreements, and (iii) R\$ 76.6 million in Capex (maintenance and expansion), and (iv) R\$ 26.1 million others.

SUBSTANTIAL REDUCTION IN LEVERAGE IN 2Q24, ENDING AT 2.5x (vs. 3.9x IN 1Q24), DUE TO 1) R\$ 1.5 BILLION CAPITAL INCREASE AND 2) GROWTH IN EBITDA

Net Debt (Financial Debt + Sellers Finance - Cash) / Annualized Adjusted EBITDA

R\$ million

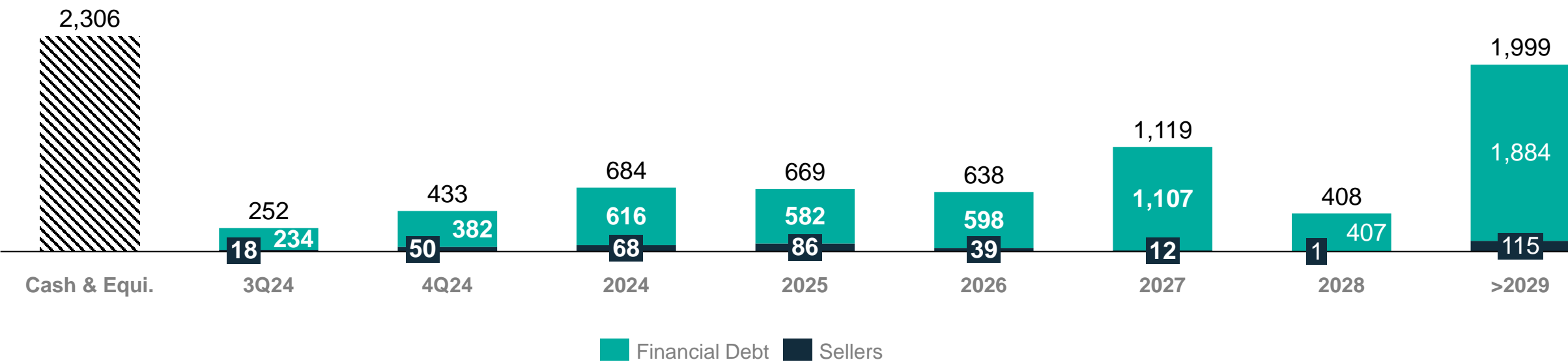


STRONG CASH POSITION TO ADDRESS FUTURE DEBT AMORTIZATION PROFILE

Well-Distributed Debt Amortization Profile

2Q24 Amortization Schedule of Financial Debt and Sellers Financing

R\$ million



THANK YOU

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