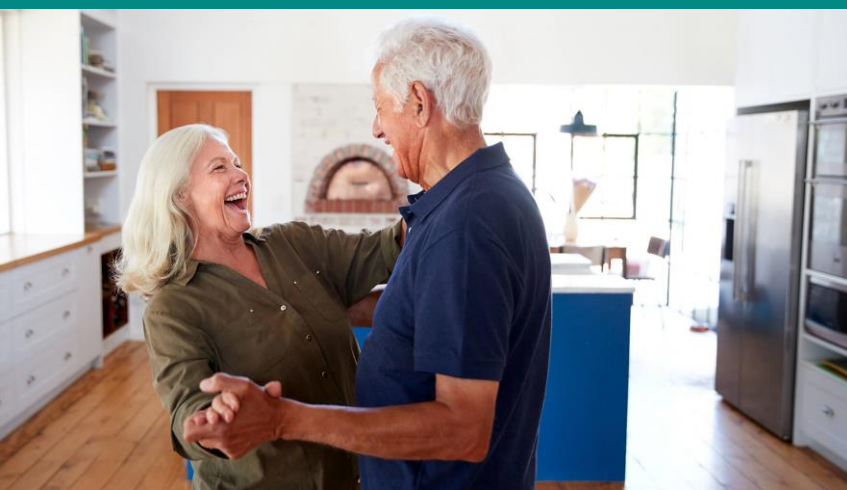




# Leading the Transformation in Oncology Care in Brazil

Investfy Event Presentation

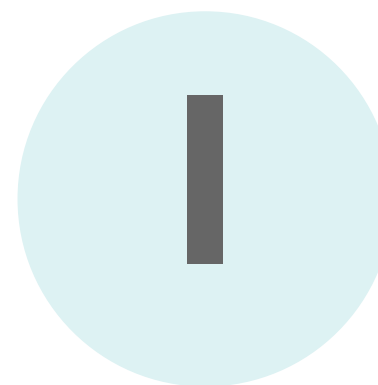
December 2021



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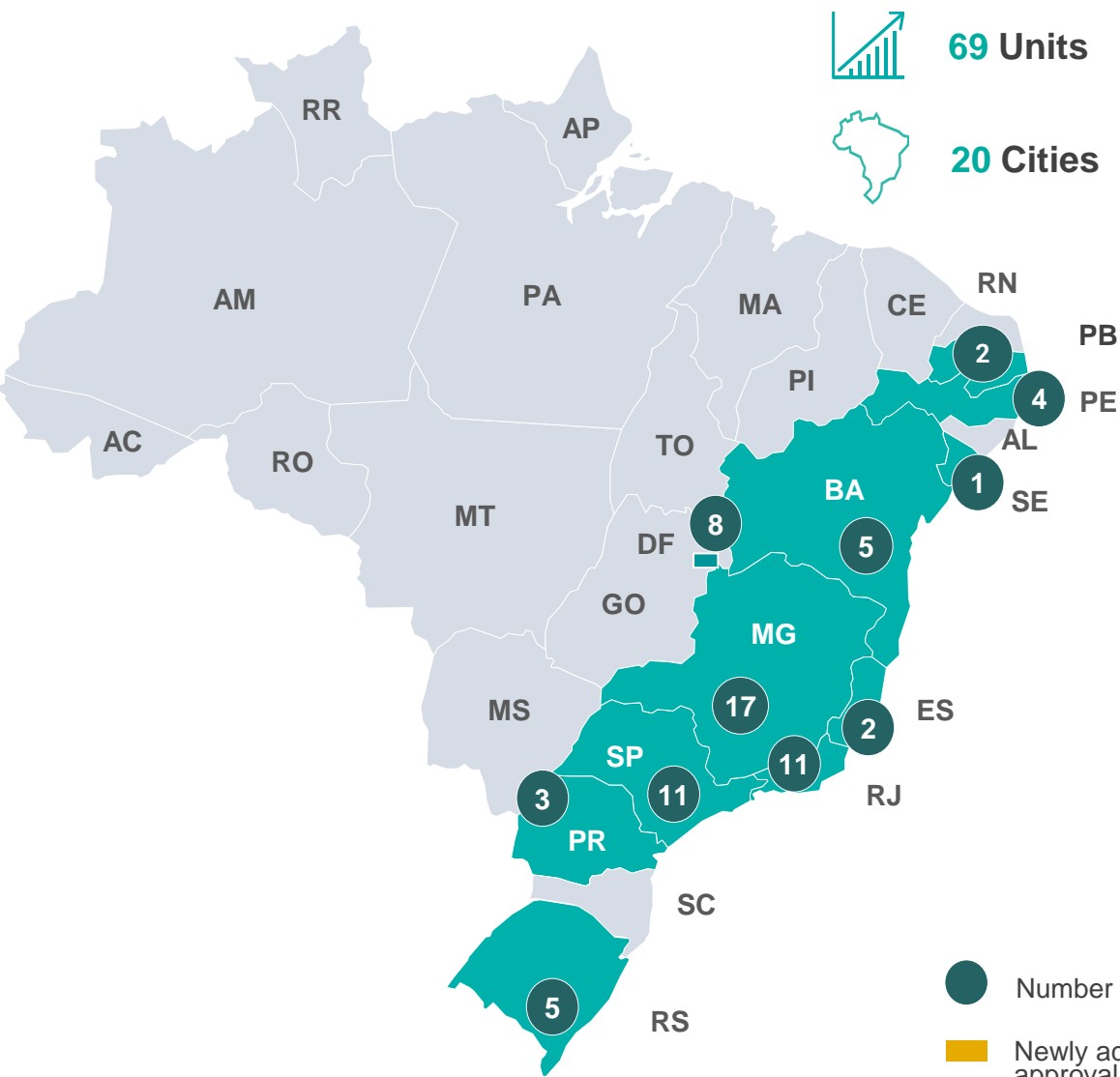
**Update since the IPO**



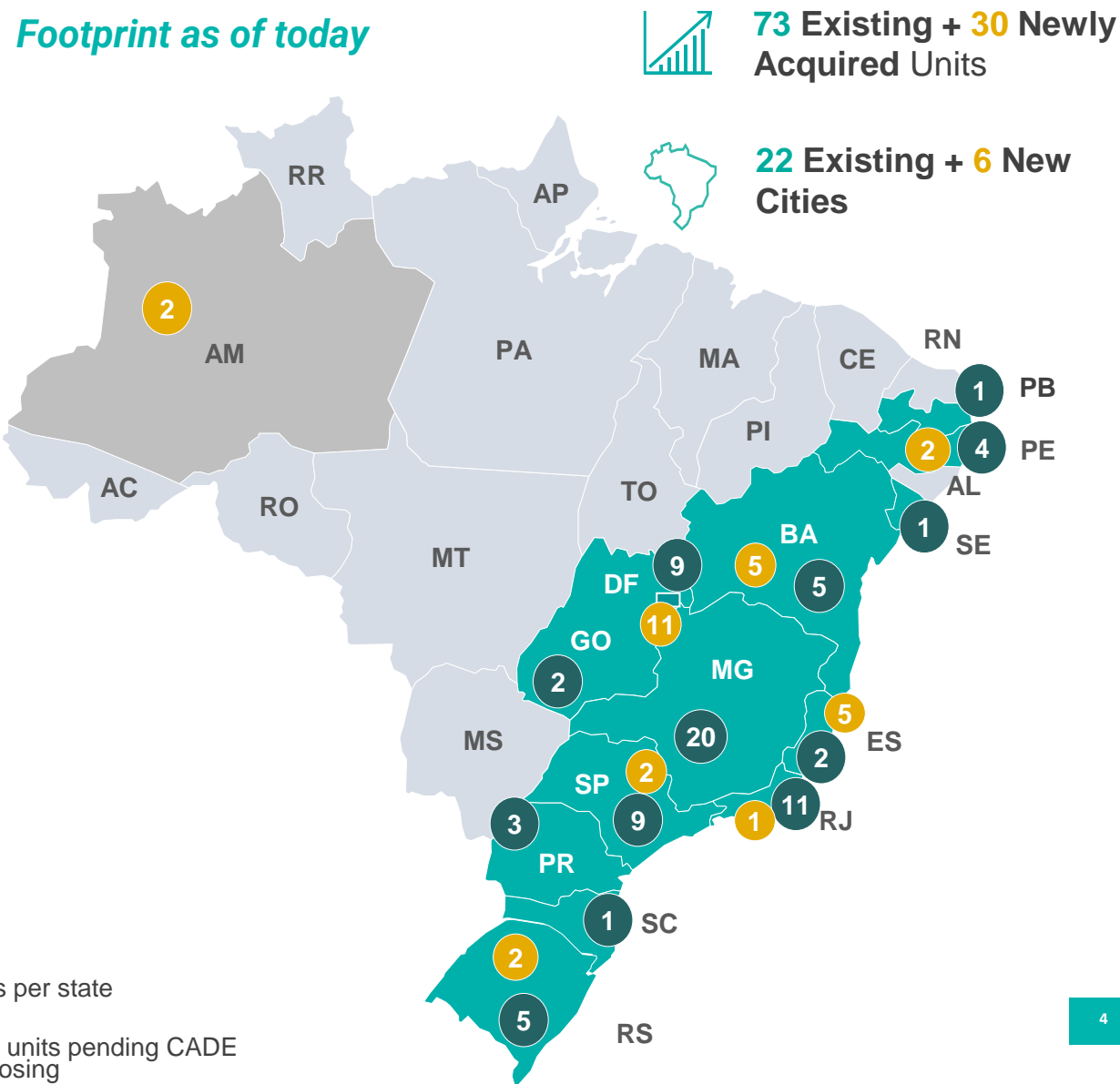
# Most extensive oncology care network in Brazil



Footprint at IPO



Footprint as of today



# 4 Strategic transactions announced since our IPO last August,...



Transactions expected to add approximately R\$ 190 million in EBITDA post-synergies<sup>1</sup>

1 Acquisition of Unity Participações

R\$ 145m in post-synergies EBITDA

2 New Cancer Center Rio de Janeiro

R\$ 24m in EBITDA @ ramp-up<sup>2</sup>

3 40% purchase of Oncobio:

R\$ 20m in post-synergies EBITDA

4 Partnership with Unimed BH

Expansion of treatment to Unimed



<sup>1</sup> Management best estimates

<sup>2</sup> Joint Venture with Unimed Rio, with proportional sharing of economics, pending CADE approval and closing.

... leading us to over deliver on our inorganic plan



## M&As Announced so far

Adjusted EBITDA post-synergies (R\$ million)



Source: Reference Form and Material Facts released since the IPO

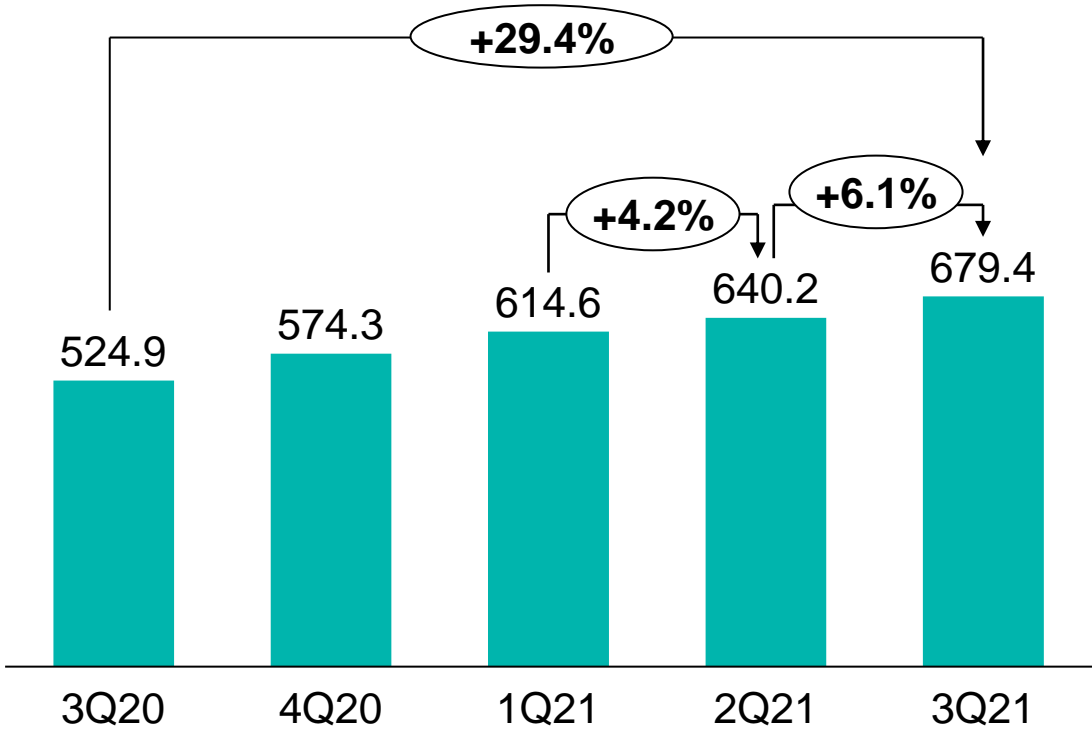
<sup>1</sup> Cebrom and UMC.

<sup>2</sup> Includes R\$ 24 million in expected EBITDA from Joint Venture with Unimed Rio, with proportional sharing of economics, pending CADE approval and closing

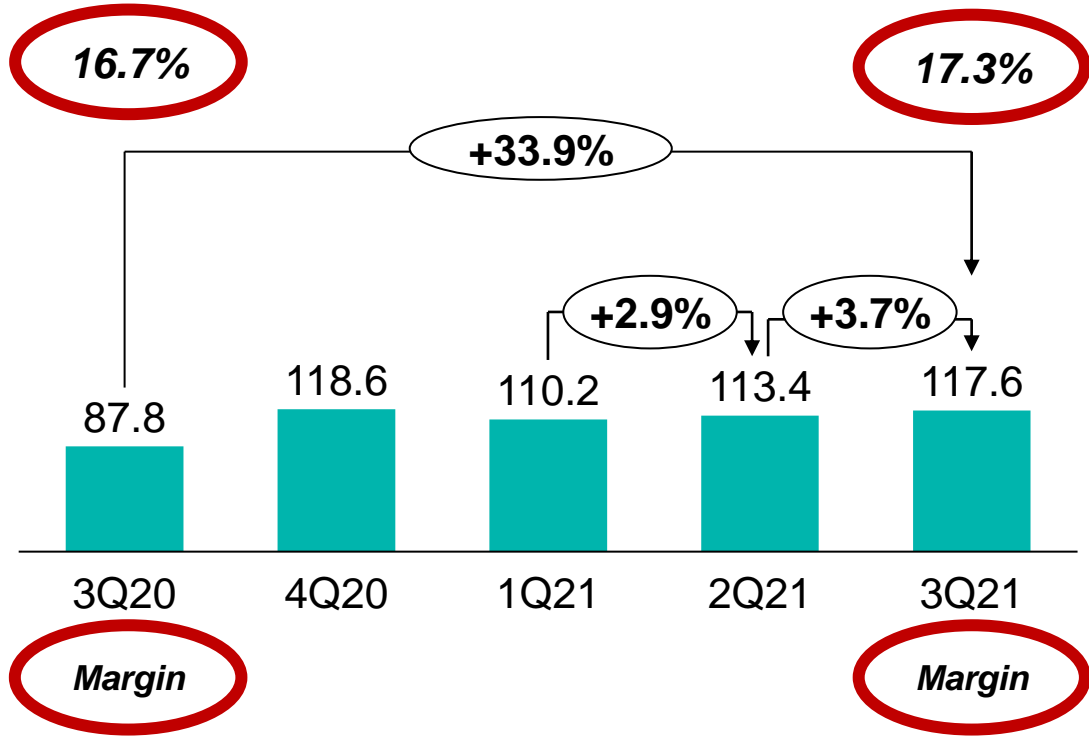
# In the meantime, our existing business continues to post robust and resilient results



Quarterly Net Revenue (R\$ million)



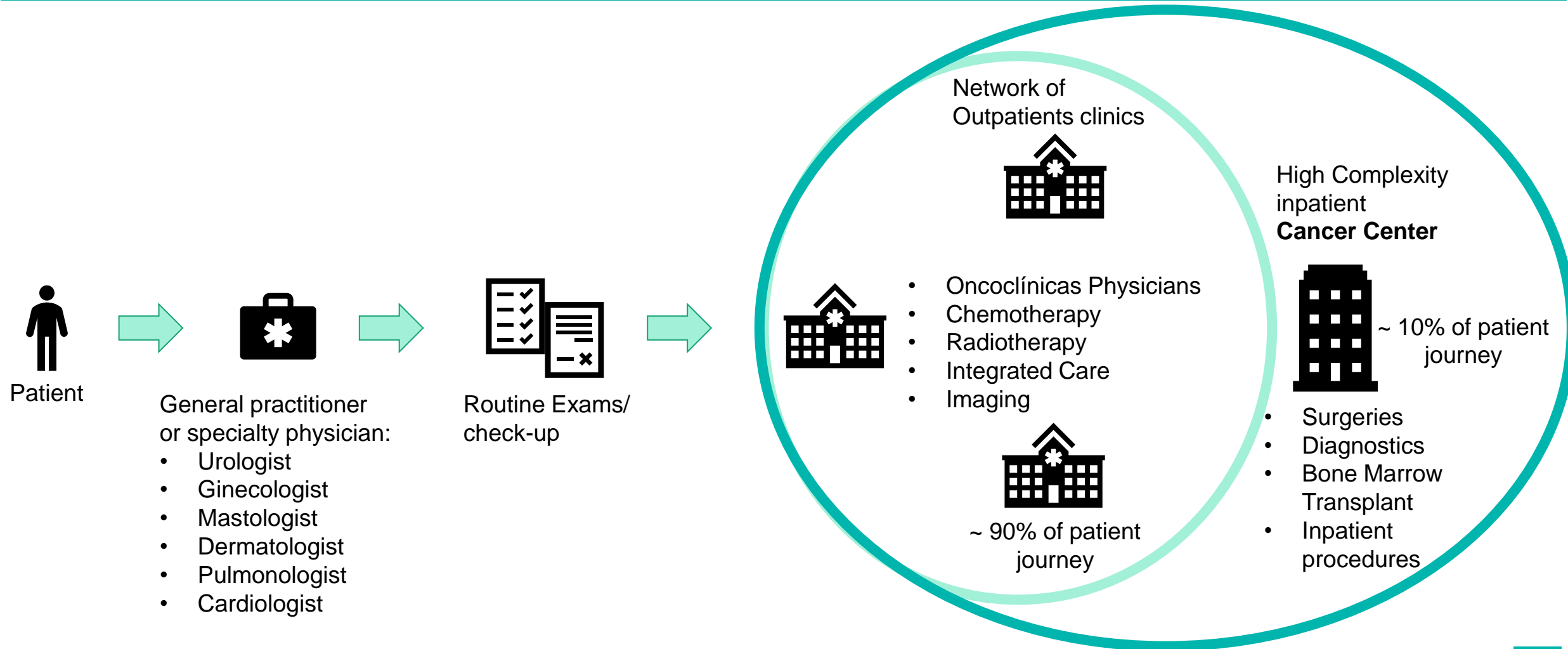
Quarterly Adjusted EBITDA (R\$ million)



# Continuous progress towards “patient journey” expansion



6<sup>th</sup> cancer center announced in Barra da Tijuca (Rio de Janeiro) and 2<sup>nd</sup> in less than 6 months



Internal cancer center footprint will enable us to internalize procedures, which today are referred to 3<sup>rd</sup> parties





**3Q21 Results**

# FINANCIAL HIGHLIGHTS

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Consistent growth  
in procedure volume

↑ **(+22.7%)**

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**

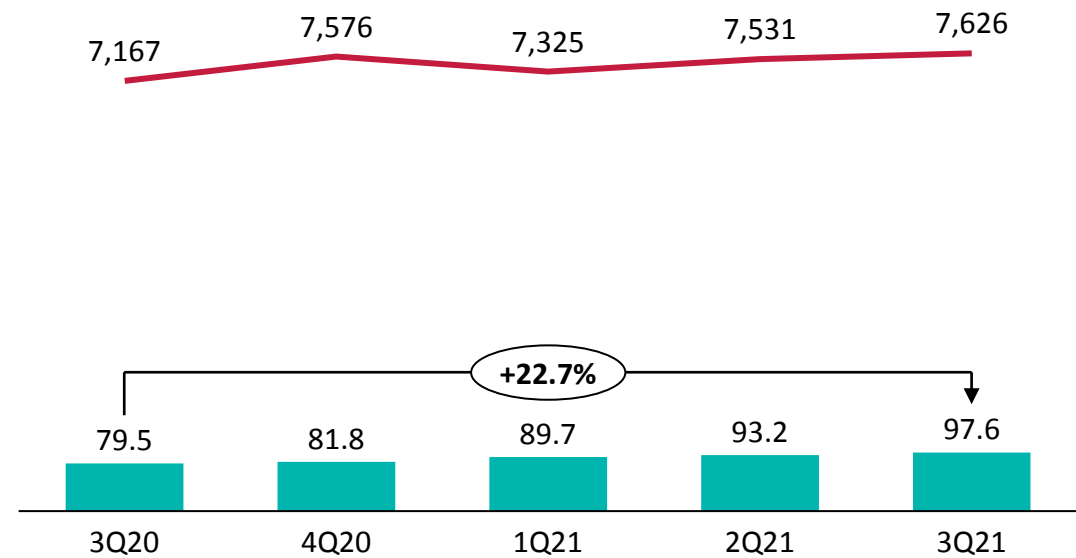
in EBITDA Margin  
expanding from  
13.8% in 9M20 to  
17.6% in 9M21

# Strong and Consistent Growth in Procedures

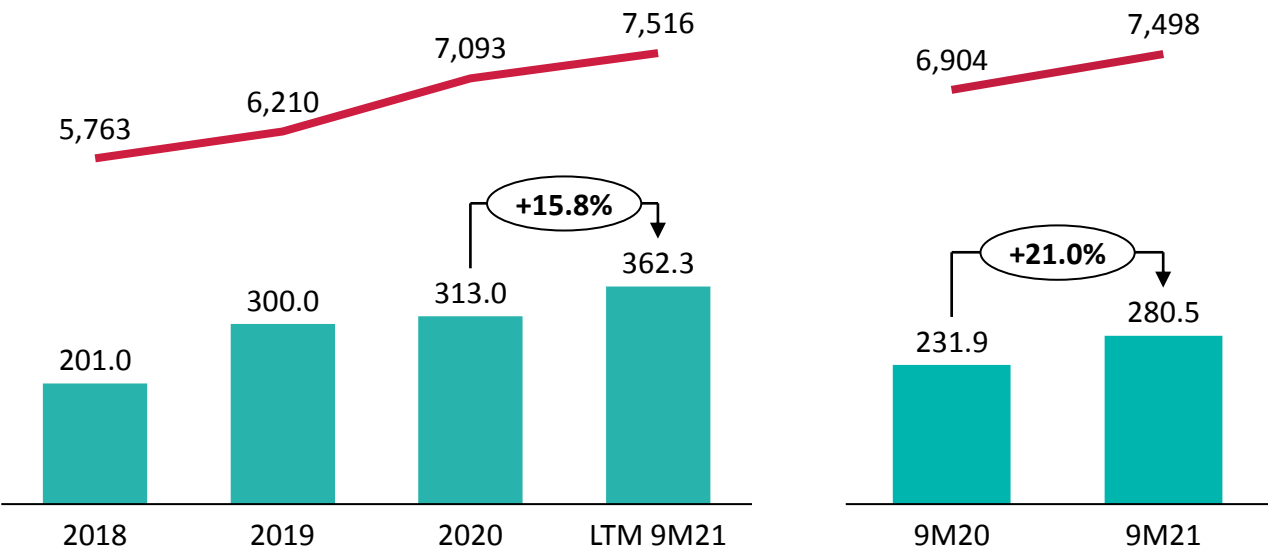


Procedures growing consistently every quarter and at a strong 22.7% year-over-year pace

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



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

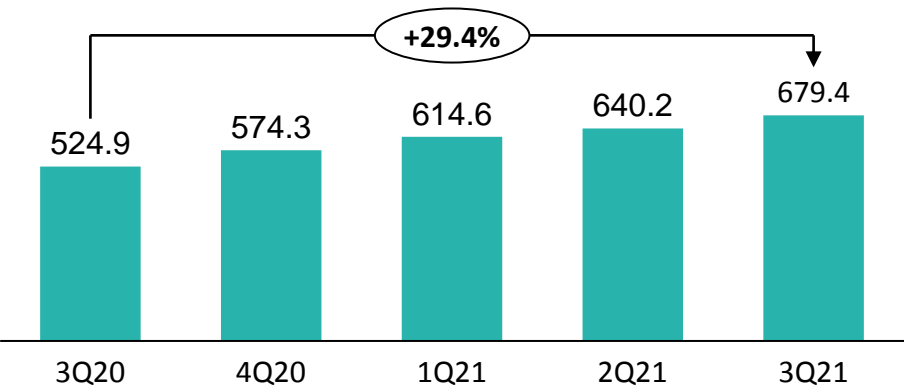


# Solid Net Revenue Growth

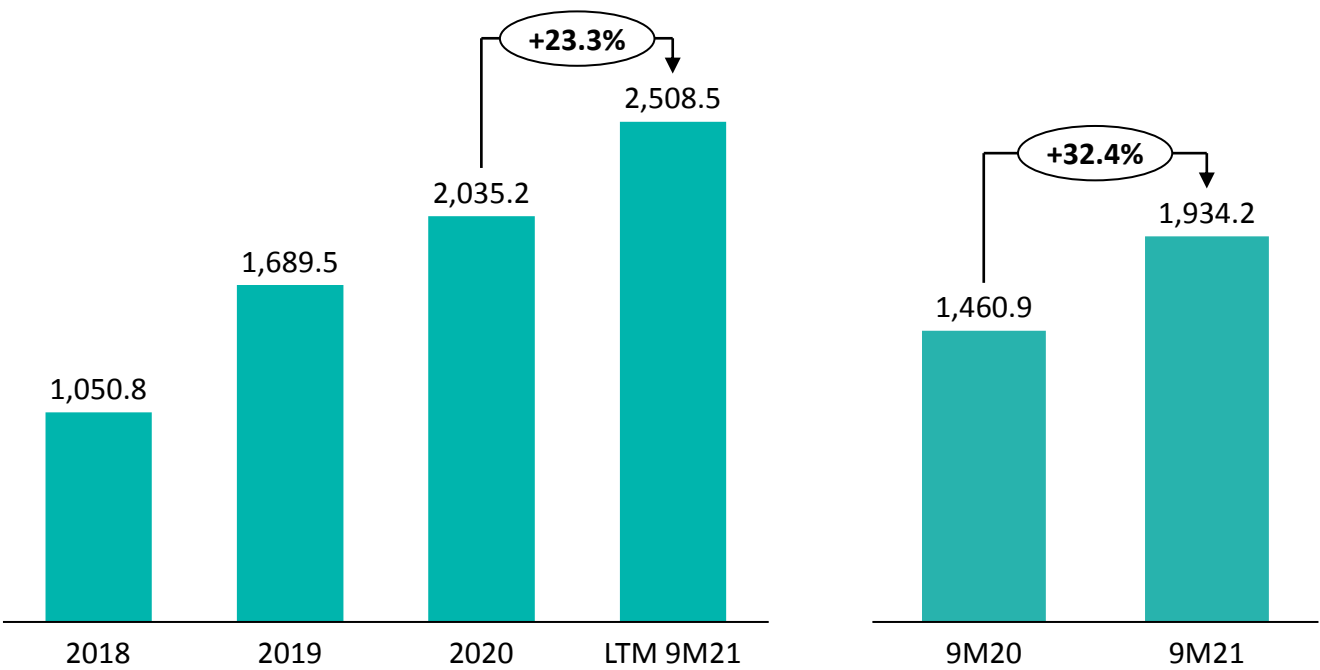


Net revenue growth of 29.4% in the 3Q21 vs. 3Q20 comparison and 32.4% on YTD comparison

Quarterly Net Revenue (R\$ million)



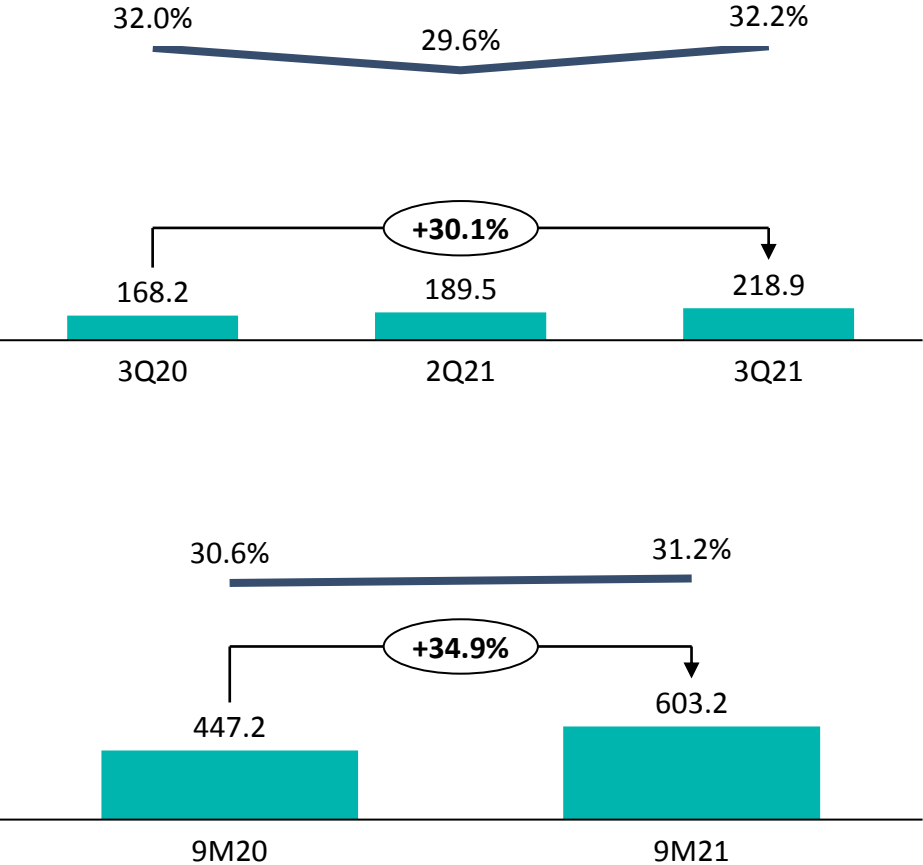
Historical Net Revenue (R\$ million)



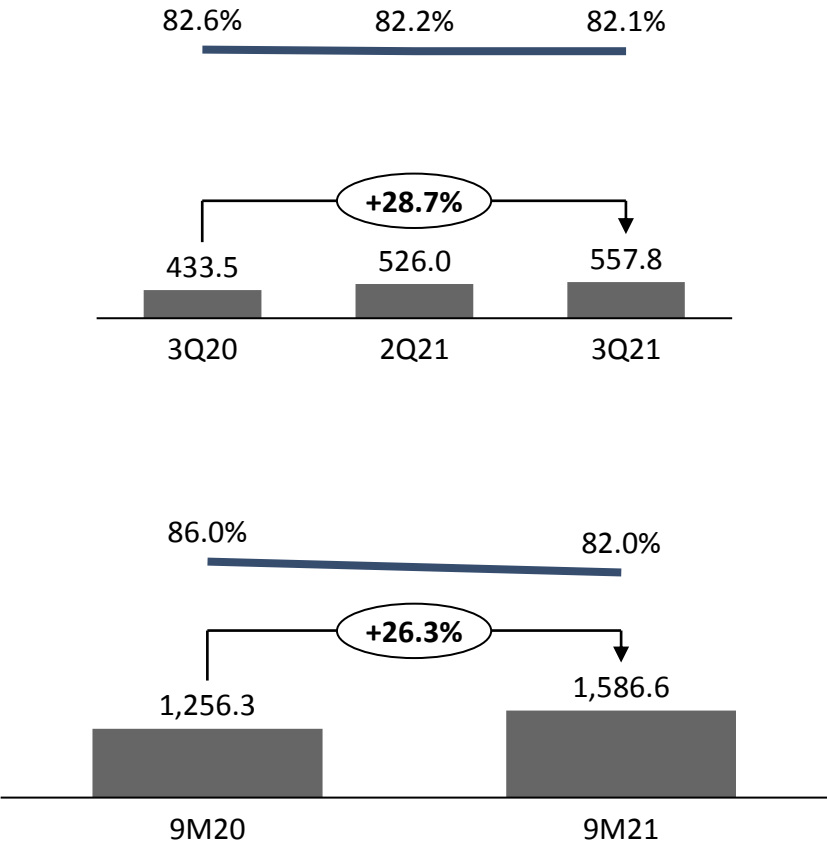
# Decrease in adjusted costs and expenses as a percentage of net revenue from 86% to 82%



Gross Profit and Gross Margin %  
(R\$ million)



Adjusted Costs and Expenses<sup>1</sup> for 9M periods  
(R\$ million)



Note: (1) Excluding Depreciation & Amortization.

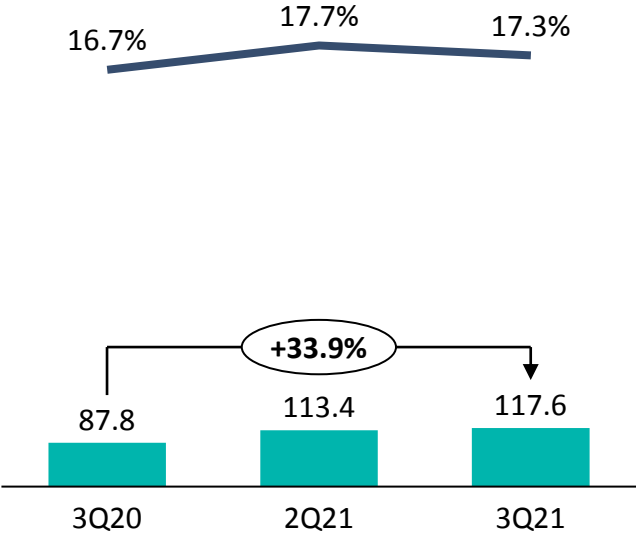


# Adjusted EBITDA Margin Continues Year-Over-Year Expansion Trend

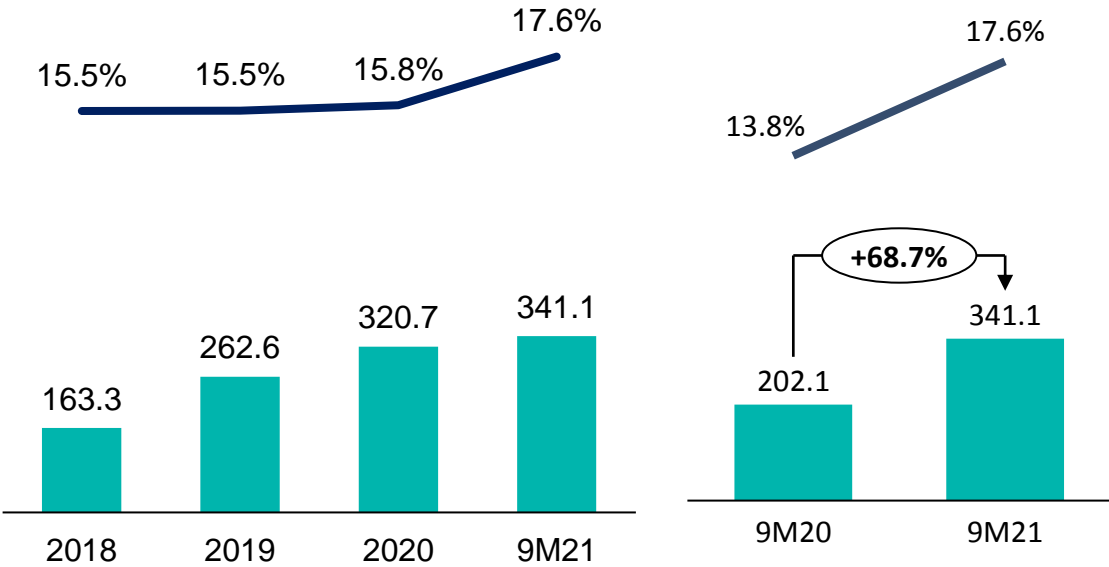


Adjusted EBITDA margin reaching 17.6% in 9M21 versus 13.8% in 9M20, expansion of 380 bps

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

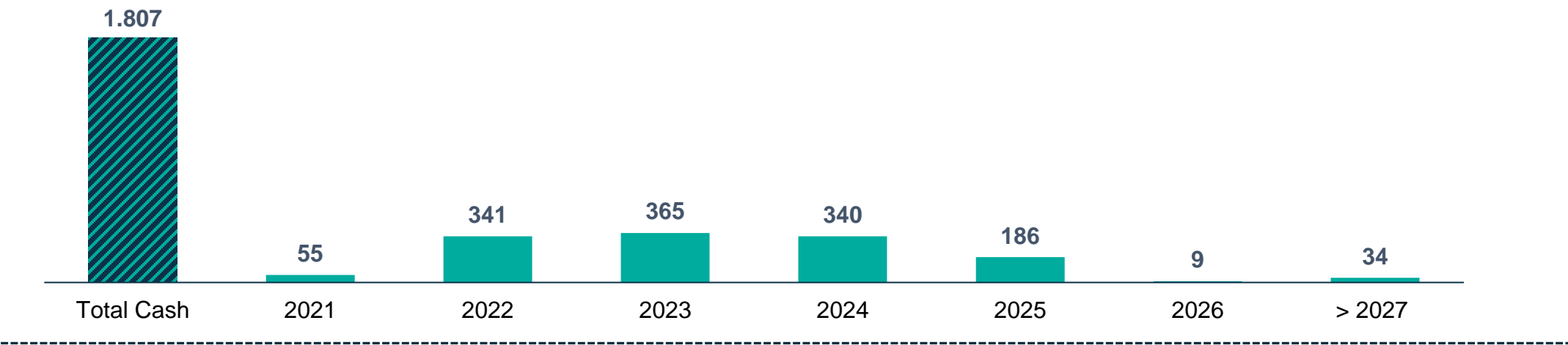
Decrease in Net Income attributable to minority shareholders from R\$ 8.3 million in 3Q20 to R\$ 5.6 million in 3Q21

Accounting EBITDA 9M21 = R\$ 195.2 million.

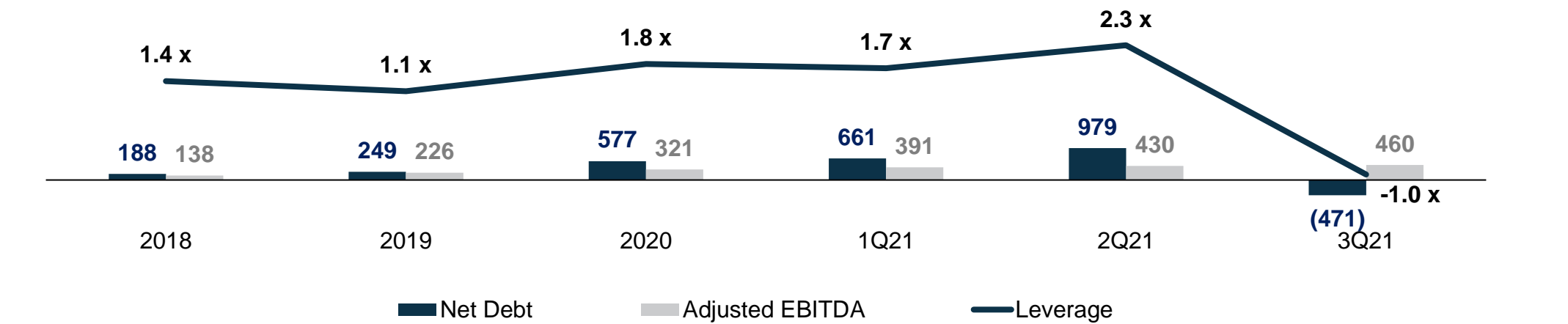
Adjusted EBITDA 9M21 = R\$ 195.2 million + non-recurring items: Provision for long-term incentive plan (R\$67.1 million), EBITDA from new operations under ramp-up (R\$30.1 million), Precision Medicine (R\$21.0 million), M&A and IPO expenses (R\$14.8 million), COVID-19 pandemic expenses (R\$8.2 million),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



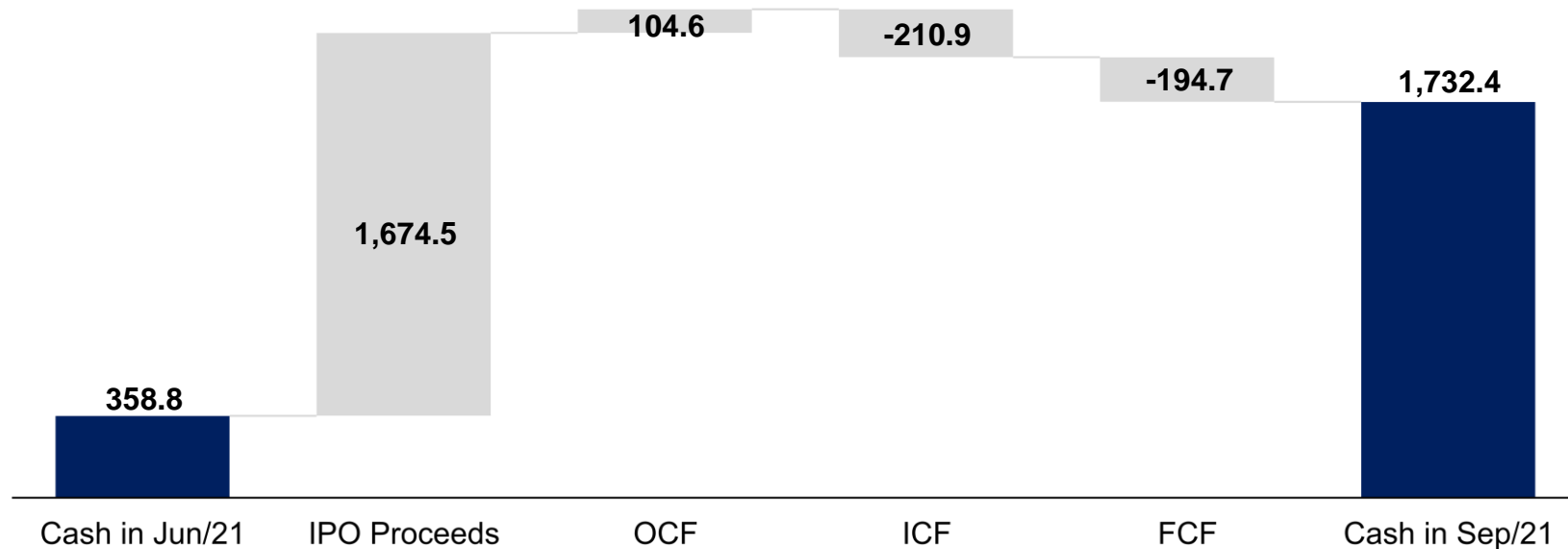
Amortization Schedule (R\$ million)



Financial Leverage (R\$ million)



## (Managerial) Cash Flow 3Q21 (R\$ million)



### Cash Flow - Main Impacts:

**OCF - Cash Flow from Operating Activities:** (i) Higher levels of EBITDA and (ii) advanced purchase of drugs in 2Q21

**ICF - Cash Flow from Investment Activities:** (i) CEBROM acquisition, (ii) Upfront payment for acquisition

**FCF - Cash Flow from Financing Activities:** (i) Payment for partnerships, (ii) Amortization of loans and (iii) interest paid on loans, acquisitions and leases

# THANK YOU

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