

# 2024 | Earnings presentation



# Disclaimer

*This is a brief presentation of the main highlights of the quarterly information of Hospital Mater Dei SA (“Mater Dei” or “Company”) for the quarter and semester period ended on June 30, 2024 (“Financial Statements”).*

*This presentation has been summarized and is not intended to be complete. The Company's shareholders and potential investors must always read this presentation together with the Quarterly Information published in the IR and CVM website.*

*This presentation was prepared for informational purposes only and should not be taken as a request for an offer to buy or sell any securities and should not be treated as an investment recommendation.*

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*Information regarding the Mater Dei Hospital, its activities, economic and financial position and the risks inherent to its activities, as well as its financial statements, can be found on the world wide web, on the Mater Dei website (<https://ri.materdei.com.br/en>).*



# CEO Comments

## Quarter considerations

## Porto Dias Divestment

- In May was announced the divestiture of its corporate interest of Hospital Porto Dias holding;
- Portfolio adjustment in a challenging moment for the sector;
- The operation strengthens financial discipline, improvement in receivables, working capital and net indebtedness;
- Completion is subject to fulfillment of certain precedent conditions, already approved by EGM, AMB and CADE.

Drop of ~30% on consolidated receivables

Improvement of 20 days in the average term of receivables

Net Debt / EBITDA of 1,4x with cash inflow of BRL 410 MM



## Salvador 2 Years anniversary

- 2 years of Salvador opening, offering a broad services variety aiming all the stages of life;
- JCI certification, in December 2023;
- Rewarded physical structure, a collaboration between several professionals that worked towards sustainability that the project require;



## New executive board

- Dra. Lara Salvador Geo was elected as the last member of the third Generation in the Company's executive board aligned with the succession process that began last November;
- Lead the Innovation and Patient Experience areas;
- Experience in healthcare companies in Brazil and with a MBA in strategy, change management and healthcare, and fellow in leadership in NYU;

## Acquired units' investments

- Premium new emergency room, improvement of protocols and flow, with higher patients from this sector
- Acquisition of strategic lands in Feira de Santana (EMEC)
- Hospital Santa Genoveva new hospitalization beds

## UTI Top Performer

- Efficient ICU
- ICU Top Performer
- Cardiology Efficient ICU



## Second debentures issue

- BRL 200 million, with interest rate of DI + 0.95% (-65bps from 1<sup>st</sup> issue);
- AA+(bra) by Fitch for cash position reinforcement;
- Due date for 7 years, Half-yearly interest and amortization for the last 2 years.

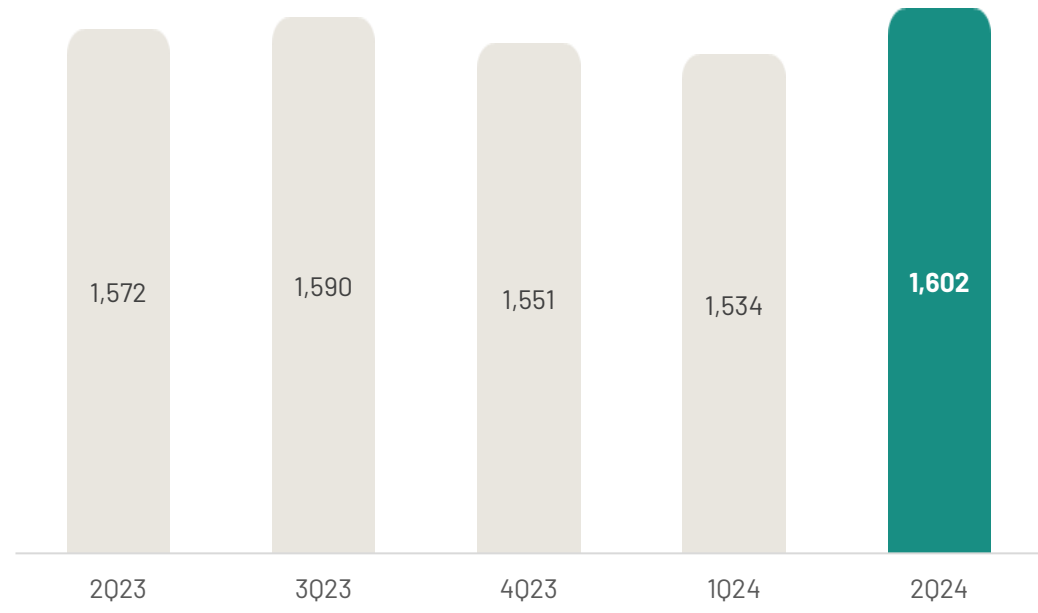
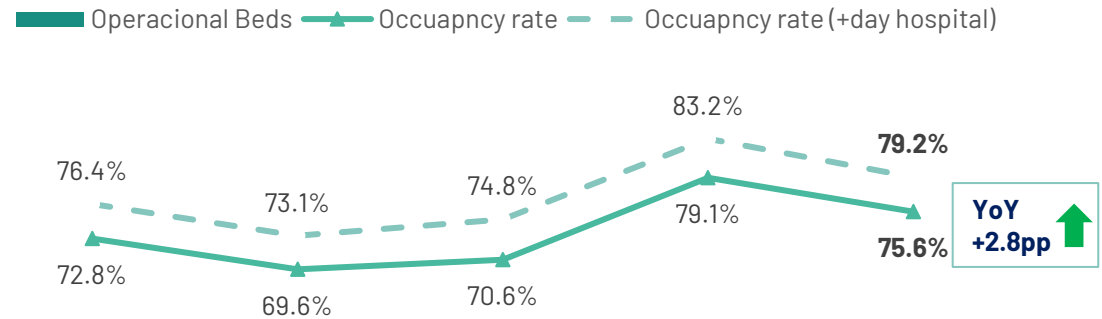
## Nova Lima opening

- Opening schedule for August 23;
- With 117 capacity beds;
- Differentiated beds, with integration with external environment;
- Emergency room 24h, complete diagnostic medicine service, medical offices, intensive care units and modern surgical center

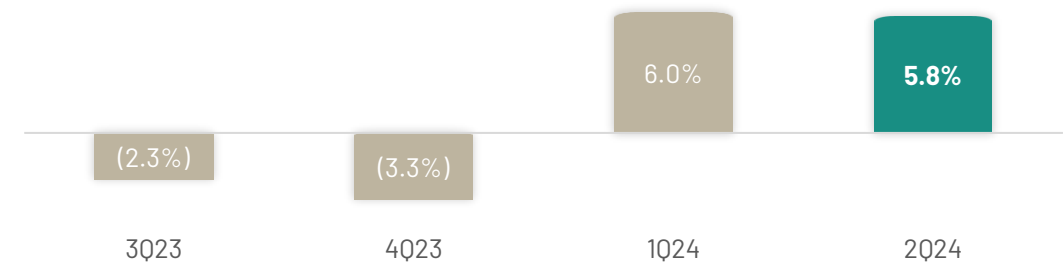


# Operational highlights

## Quarterly avg. operational beds and occupancy rate

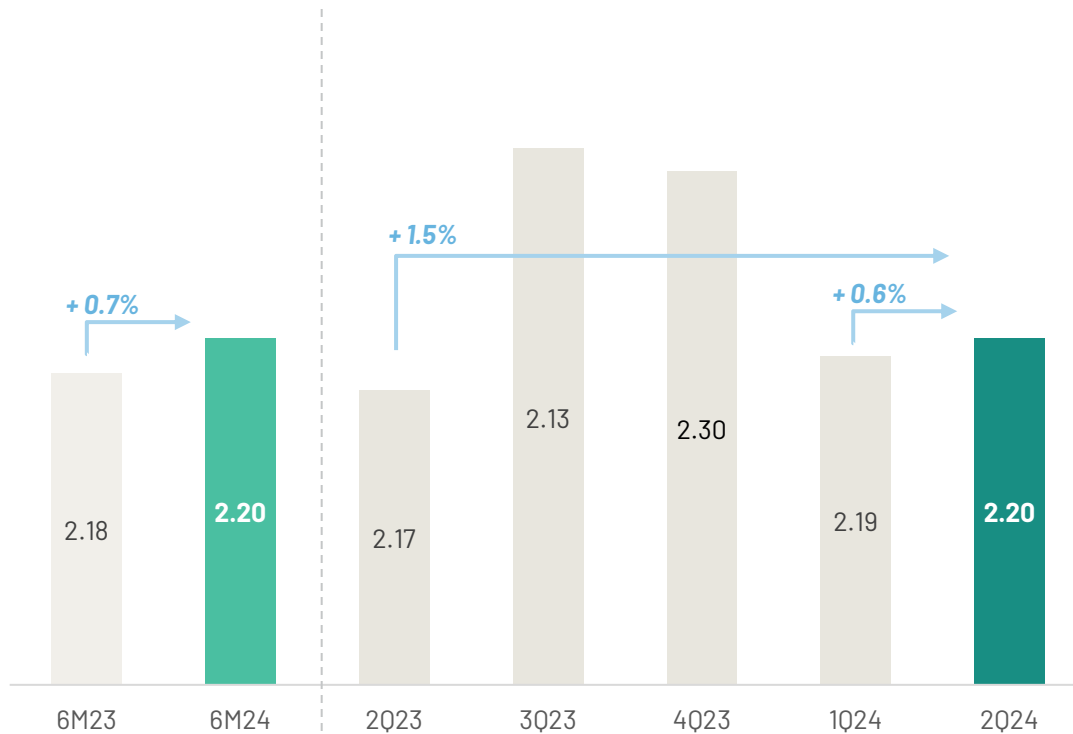


## % change in number of patients-day versus 2023

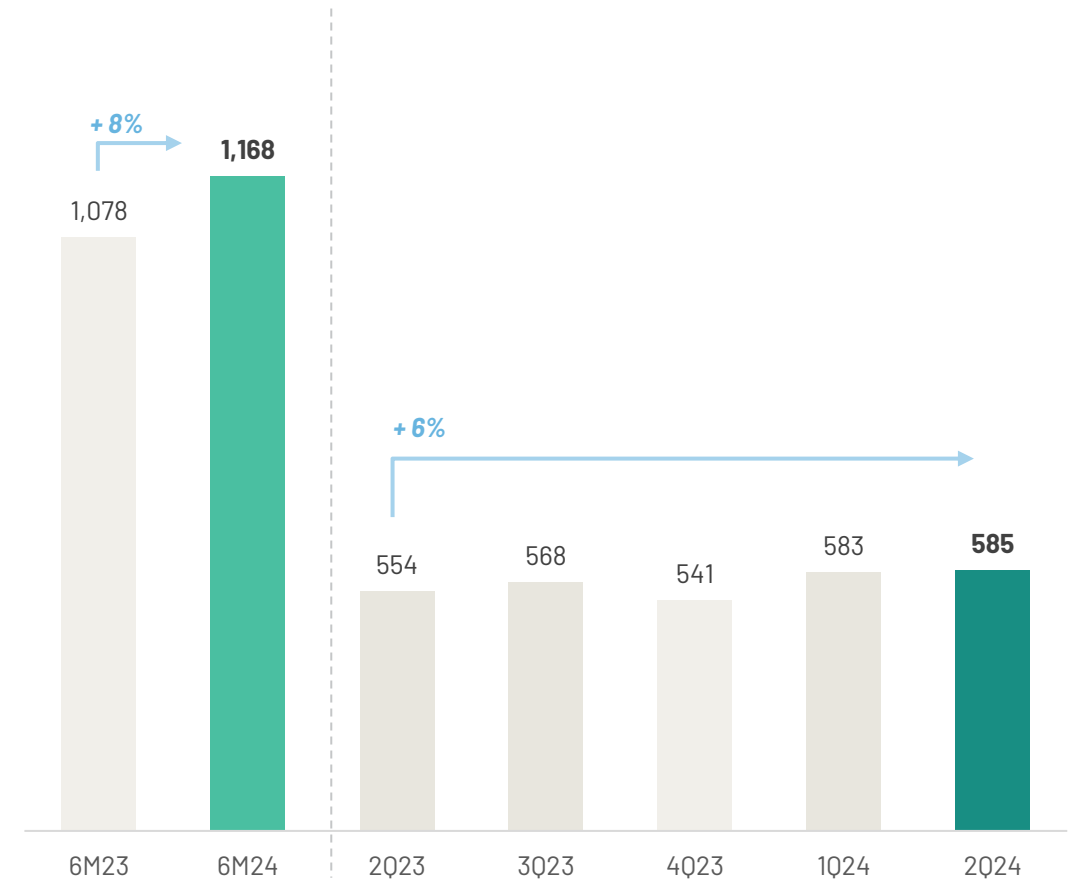


# Revenue

## Average Ticket – BRL Mm / used beds

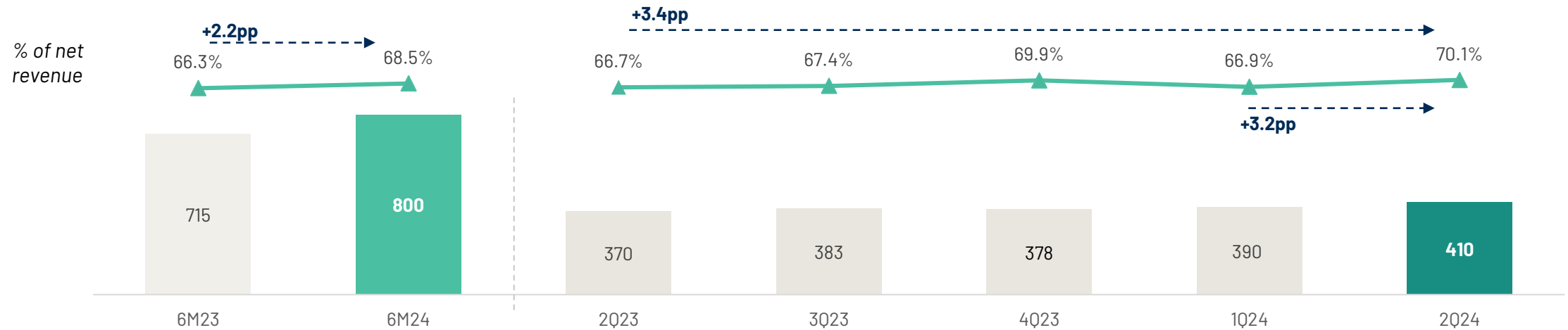


## Net Revenue – R\$ Mm

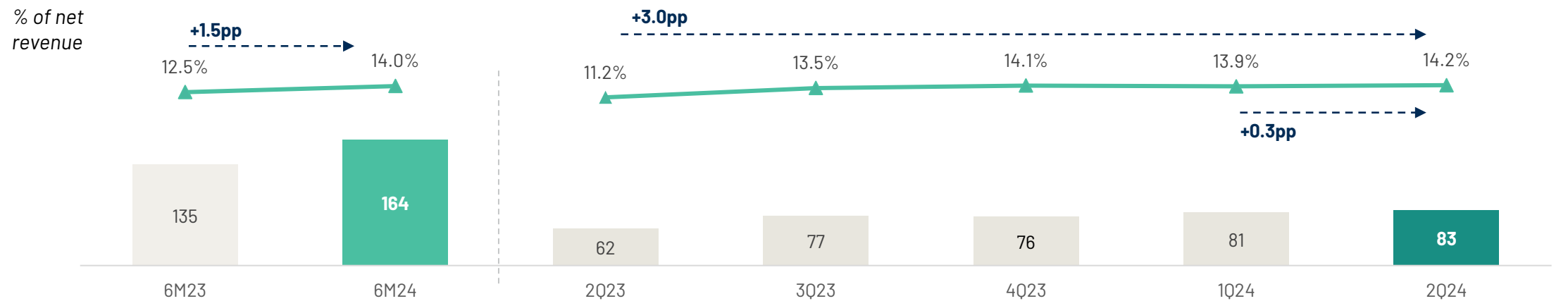


# Costs and expenses

## Costs of services provided – BRL Mm

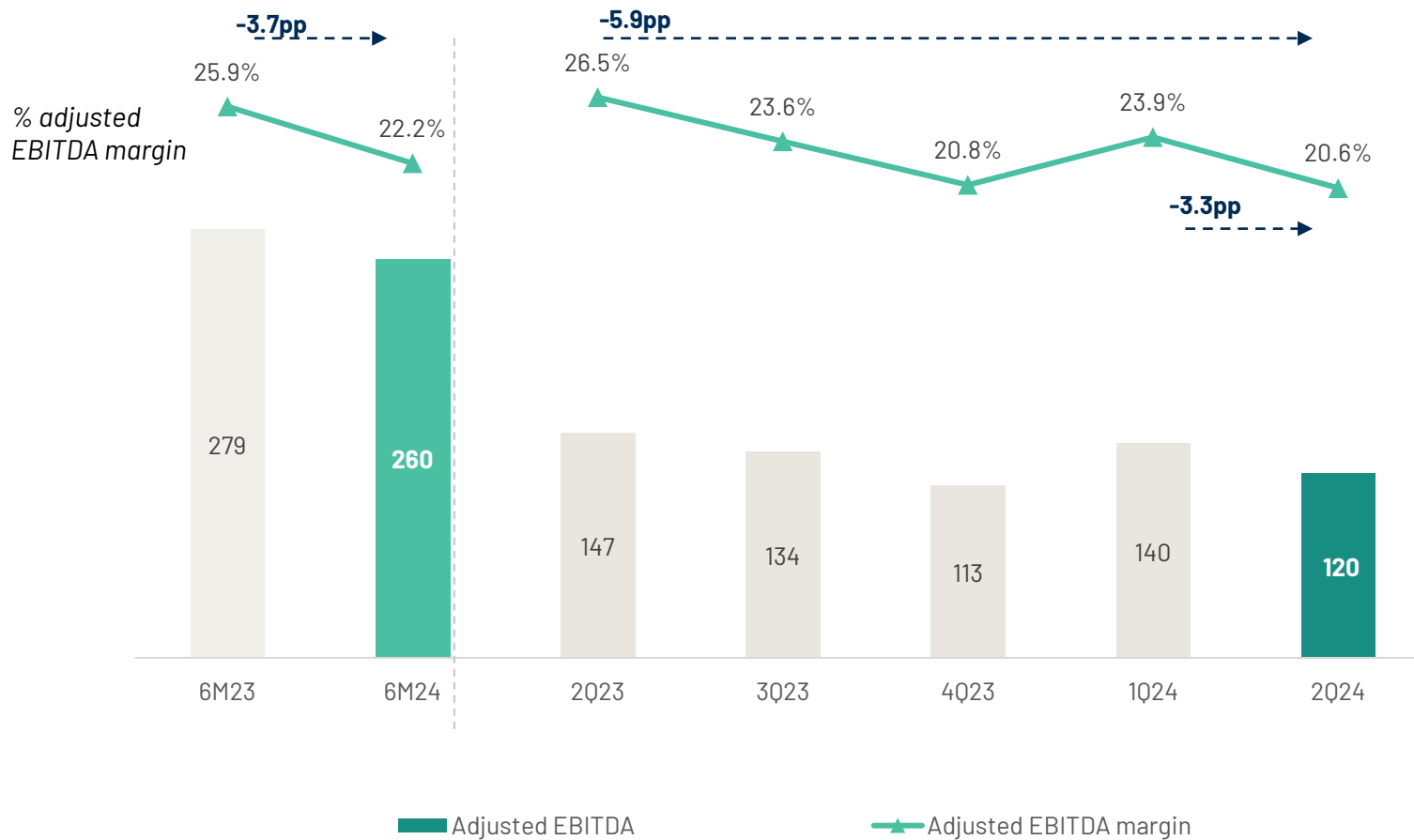


## Adjusted General and Adm. Expenses – BRL Mm



# Adjusted EBITDA

## EBITDA and EBITDA margin – BRL Mm



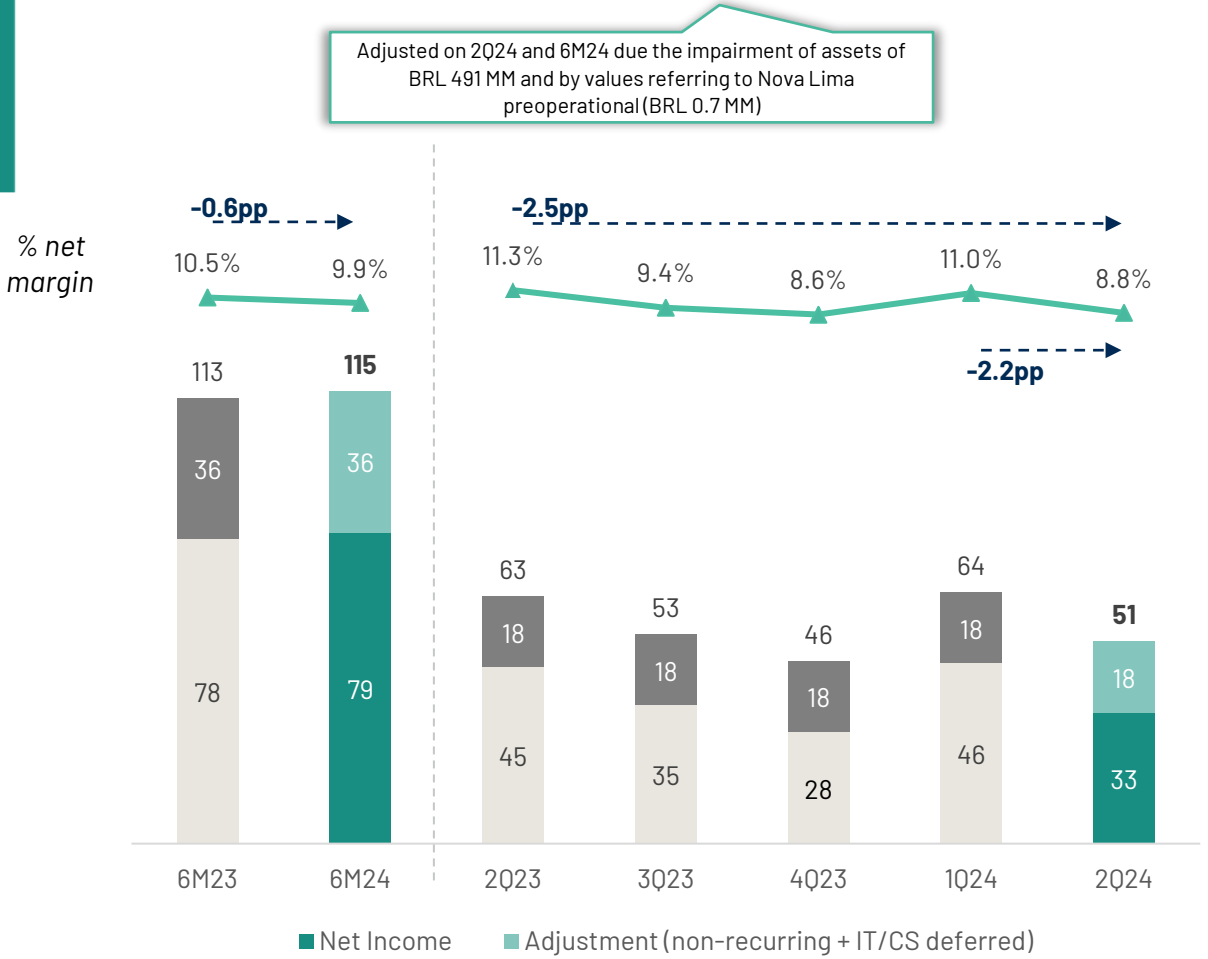
Adjusted on 2Q24 and 6M24 due the impairment of assets by the disinvestment of CSN and by values referring to Nova Lima preoperational

EBITDA reconciliation BRL million	2Q24	6M24
EBIT	(652.3)	(540.2)
Depreciation and amortization	27.5	54.9
<b>EBITDA</b>	<b>(624.8)</b>	<b>(485.3)</b>
<i>% of net revenue</i>	-106.7%	-41.5%
Impairment of assets	744.1	744.1
Nova Lima preoperational	1.0	1.0
<b>Adjusted EBITDA</b>	<b>120.3</b>	<b>259.9</b>
<i>% of net revenue</i>	<b>20.6%</b>	<b>22.2%</b>

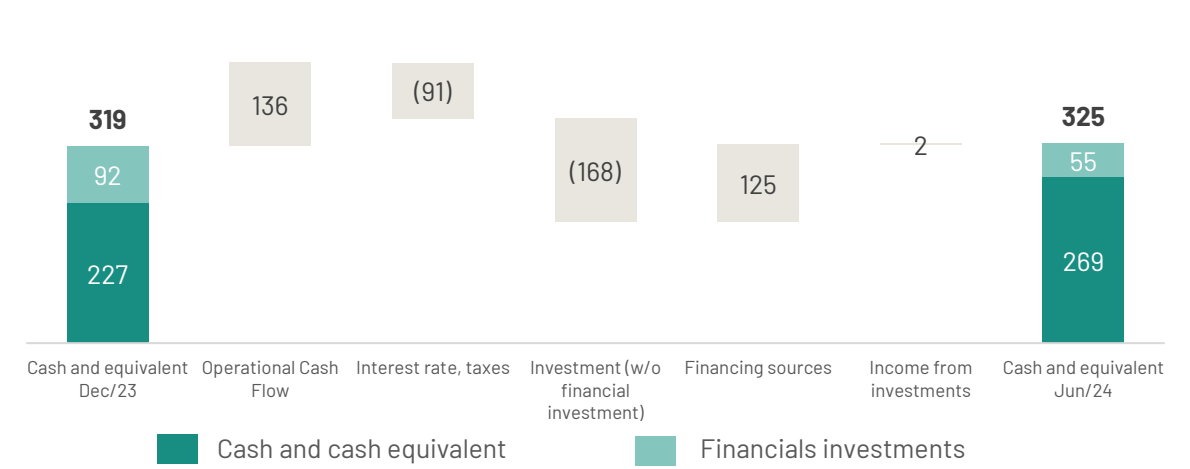


# Net income and Cash Flow

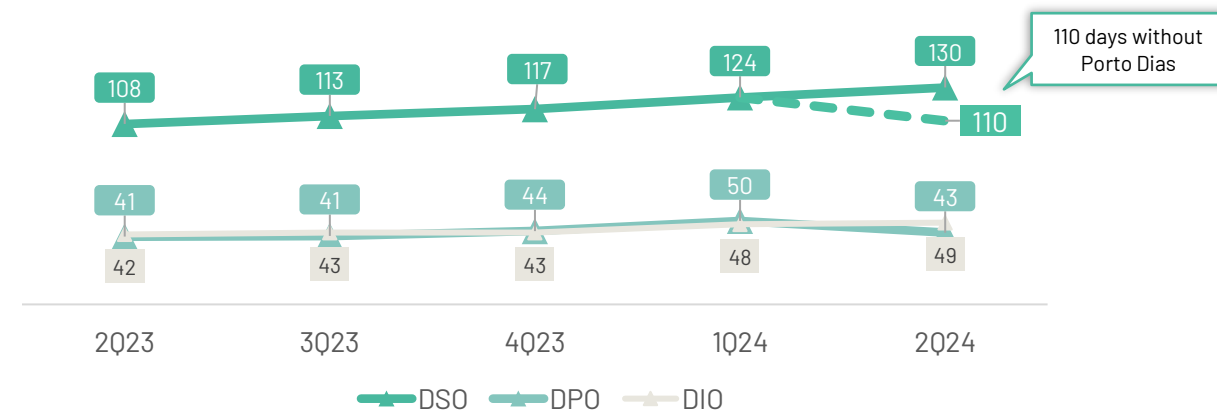
## Adjusted net income and net margin - BRL Mm



## Cash Flow - BRL Mm



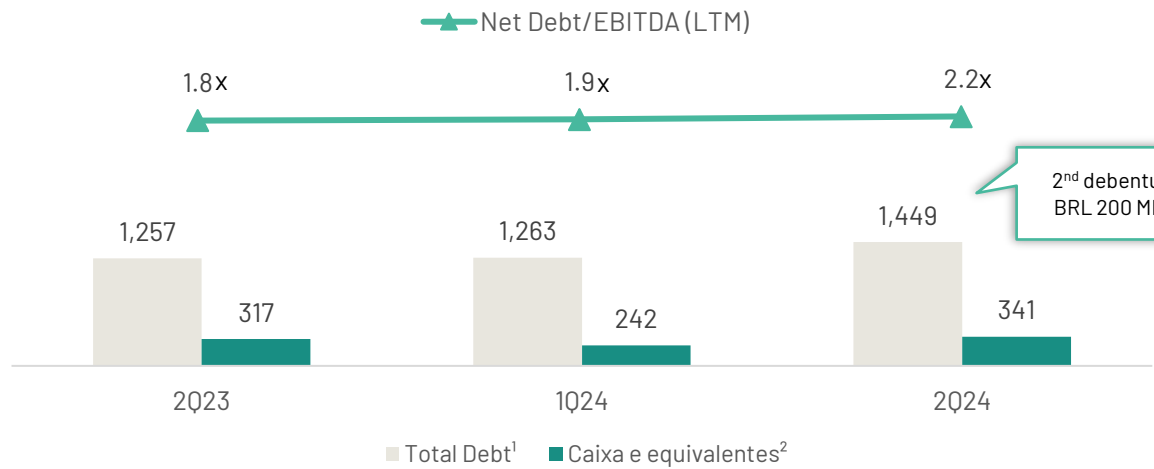
## DSO, DPO and DIO<sup>1</sup> - days



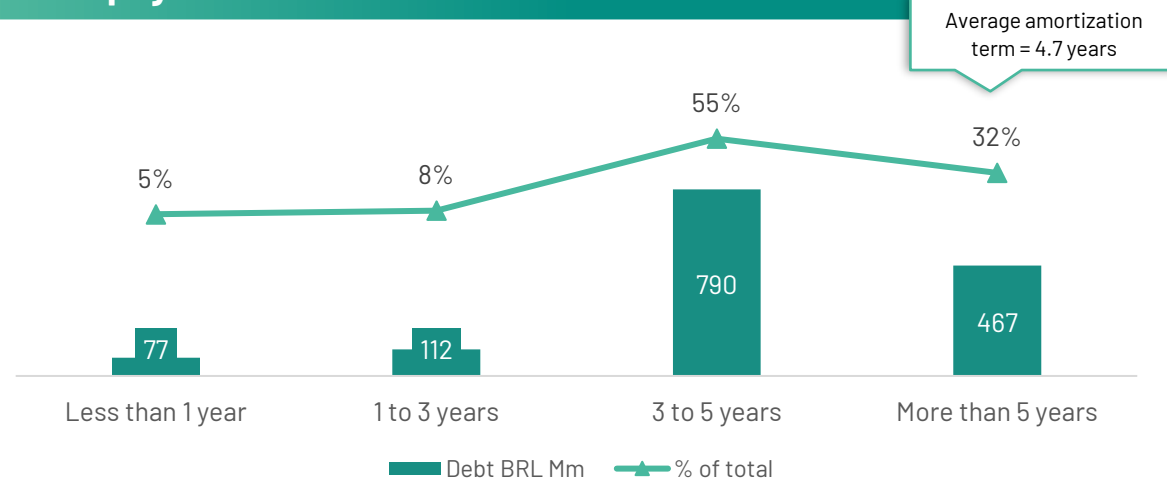
1. 1. Days sales outstanding (DSO) calculated as Accounts Receivable / (Revenue LTM/365); days payables outstanding (DPO) calculated as (Suppliers - Goods of a permanent nature) / (Costs and Expenses - Personnel and Depreciation LTM/365); and days of inventory outstanding (DIO) calculated as average Inventories / (Materials and Medicines LTM/365). Last quarter it was presented by number of days in the period and not 365.

# Debt and Leverage

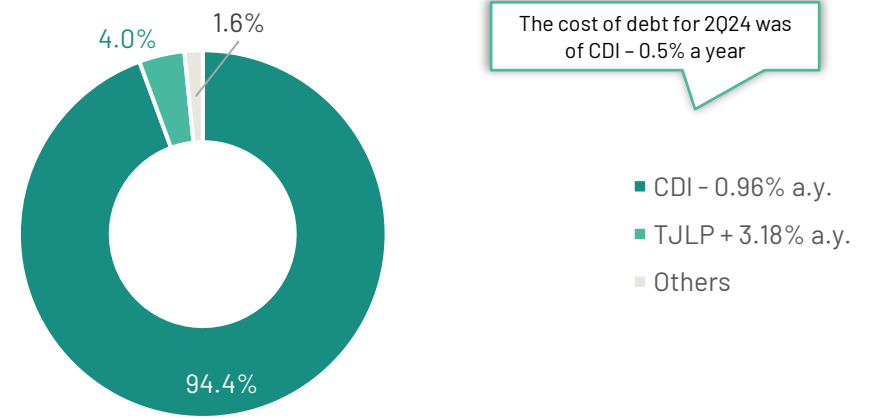
## Net debt / EBITDA



## Debt payment schedule<sup>3</sup> - BRL Mm



## Average cost of debt and indexation



1. According to the covenant of the 1st debenture issue of the Company: considering the sum of the balances of loans, financing and debentures net of all derivative financial instruments (current and noncurrent). It does not consider liabilities for lease and acquisition of companies payable. 2. Cash and cash equivalent and Financials. 3. Transaction costs are not included

# Q&A



For questions via audio, please raise your hand to join the line. When announced to ask the question, your microphone will be enabled. We ask for all the questions to be made at once.



If you prefer, write your question directly in the Q&A icon at the bottom of the screen



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