Earnings Release 1Q21





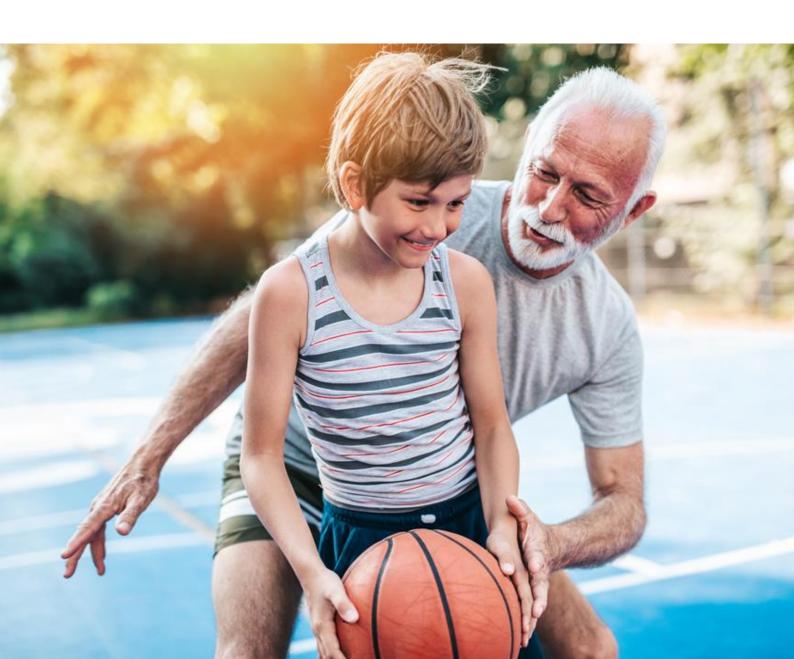






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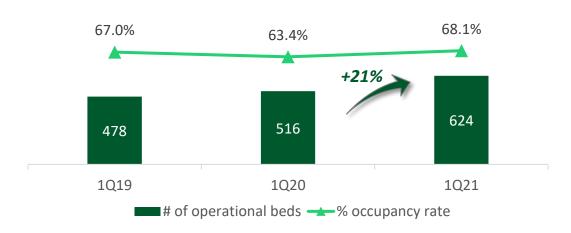


Highlights

Operational and financial

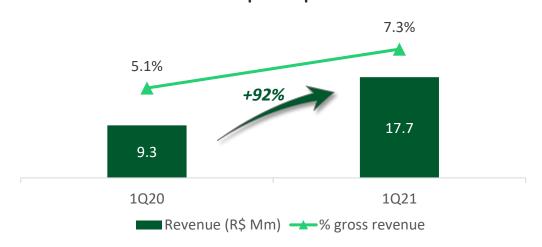
The 1Q21 was highlighted by the historical net revenue record, which reached R\$ 226.8 million, an increase of 33.2% when compared to 1Q20. The Company witnessed an opening of 108 operational beds, representing a 21% growth compared to 1Q20. During COVID-19 pandemic, the Company worked to increase the availability of its infrastructure and resources to assist the patients with the disease and those with other pathologies.

Evolution of average operational beds and occupancy rate



The abrupt growth of COVID-19 cases in the Metropolitan Region of Belo Horizonte (RMBH) led to an overcrowding and sudden closure of Emergency Rooms and some services in several hospitals. Given this scenario, the Company adapted its operation to be able to open COVID-19 beds, with the mission not to close the doors at any time and to always promptly and with excellence serve everyone who sought for care in the Mater Dei Units. This scenario led to an increase in the revenue from out-of-pocket patients in Mater Dei Network of hospitals.

Out-of-pocket patients





Initial Public Offering

It is with enthusiasm that we begin in 1Q21 the earnings release cycles for Rede Mater Dei de Saúde. Our IPO and B3 debut (MATD ticker) in the "Novo Mercado" segment are aligned with our commitment to the highest standards of corporate governance. We would like to take the opportunity to thank everyone who participated in the offer and everyone who took part in building 41 years of history with excellence in healthcare, which allowed us to advance into this new stage.

The offer transacted R\$ 1.4 billion and the proceeds will allow the Company to pursue its growth strategy with acquisitions and greenfield initiatives in selected locations. We are evaluating several assets in these regions to implement our growth strategy. Brazil has a very fragmented healthcare sector creating several opportunities in this segment. The Company, with the use of technology, investment in people and appropriate processes, is ready to be a consolidating platform and contribute to make the Brazilian's health an ever-greater asset.

Opportunities

New accreditations

During the first months of the year, five new healthcare operators were accredited expanding the number of beneficiaries with access to Mater Dei Network by more than 85,000 lives. We were accredited by (1) IPSM (Instituto de Previdência dos Servidores Militares) in Santo Agostinho unit, (2) SPA Saúde, in Contorno unit, (3) AMIL S450 plan in our three units, (4) MedSênior in Santo Agostinho and Betim-Contagem units, and by (5) Vale-Pasa in Betim-Contagem unit.

Building from JSS (Holding) in Nova Lima

We received from JSS on April 23, a communication regarding the purchase of a building with 10,000 m² of constructed area in the city of Nova Lima, proposing the Company the installation of an operation in the building. Nowadays, less than 4% of Mater Dei patients comes from this region, which is considered the richest in Brazil according to Fundação Getúlio Vargas (FGV). We are developing a market study to fully understand the needs of the region and define the type and size of the potential operation. As it is a transaction with related parties, the study and the eventual operation will be carried out according to our Related Party Policies, which includes, among other policies, submitting this study to the Board of Directors with only the Independent Members voting.

Partnership with Vale – Expansion of the operation

The Rede Mater Dei de Saúde has been consolidating itself in the operation of beds at the Yutaka Takeda Hospital, located in the State of Pará. In March 2021, the contract was expanded, and the number of intensive care beds managed by the Company doubled from 10 to 20 beds. In addition, we started using a system for management and analysis of clinical information to better understand the patient's profile to reduce the costs associated with infections and other incidents, as well as to reduce the length of hospital stay and improve patient experience.



COVID-19

Since the beginning of the COVID-19 Pandemic, Mater Dei created the Crisis Management Committee to ensure assistance to the community, safety of professionals and the sustainability of the organization, through continuous risk assessment, implementation of conduct policies, protocols, processes, clinical security measures and the definition of strategies for obtaining human and infrastructure resources.

In 1Q21, the transmission rates increased rapidly leading to a high volume of admissions, especially in the Intensive Care Unit (ICU). Therefore, it was necessary to carry out a structural reorganization, with the expansion of specific and exclusive areas for COVID-19, resulting in new workflows, protocols, personnel resources, equipment, supplies and additional technical training of nursing and medical staff.

Among the challenges of this process, hiring health professionals stands out. Due to greater healthcare demand, these professionals have become scarce in the region and with the high rate of exhaustion and burnout of professionals, absenteeism increased significantly. The Crisis Management Committee and the Human Resources team carried out several initiatives to be able to hire enough professionals in a timely manner so as not to lose quality of service nor stop to accept new patients. Among the initiatives, we highlight the significant increase in nursing staff to combat COVID-19, which was possible through marketing and awareness campaigns as well as the temporary relocation of administrative employees with healthcare related degrees to support in clinical areas, after appropriate training.

The Rede Mater Dei de Saúde, within its philosophy of always being ready to meet the community health needs, has always kept the "doors open", regardless of the extremely high and aggravating demand, especially when other health institutions had temporarily stopped accepting new patients.

Along with several measures implemented during the pandemic, we highlight those carried out in early 2021:

- Internal decompression initiatives with COVID-19 service teams
- Daily use of the COVID-19 panel that allows workforce planning through real-time monitoring of employees' health and absenteeism rates
- Daily monitoring of bed occupancy prediction tool and the use of several types of resources to ensure care quality and costs predictability
- Opening of general and intensive care beds
- Purchase of pulmonary and high-flow ventilators
- Creation of intubation and venous access teams
- Imports, including direct, of drugs and other medical supplies
- Formation of 352 nursing technicians by our Institutional Training Center (CFI), playing a strategic role in the development and training of employees

Mater Dei Salvador

The construction of Mater Dei Salvador unit, located in the capital of the State of Bahia, is on track with an opening scheduled for the 1st semester of 2022.









Revenues

Gross Revenue

Gross revenue is consisted mainly of health services, such as admissions, surgeries, medical appointments, laboratory tests, hospital supplies and drugs, among others, either through healthcare operators or out-of-pocket patients.

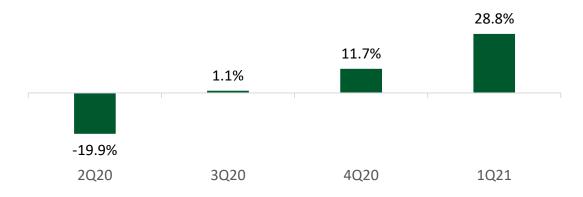
Gross revenue reached a historical record of R\$ 244.3 million in 1Q21, an increase of 33.8% compared to 1Q20. This growth was mainly due the increase in patients with health insurance plans (+ 32.0%) and out-of-pocket patients (+ 91.8%).

(R\$ thousands)	1Q21	1Q20	Δ%
Healthcare operators	222,167	168,270	32.0%
Out-of-pocket patients	17,741	9,250	91.8%
Other revenues	4,399	5,035	-12.6%
Gross Revenue	244,307	182,555	33.8%

Net medical delinquency, a result from the review of invoices along with the healthcare operators, are already deducted from Healthcare operators' item and totaled R\$ 10.1 million in 1Q21, representing 4.3% of the total revenue of healthcare operators and a reduction of 17.8% compared to 5.3% of revenue from operators in 1Q20.

The increase in gross revenue is a direct reflection of the 28.8% increase in 1Q21 in the number of patients-day admitted when compared to 1Q20. The graph below shows that our hospitals were strongly impacted in the 2nd and 3rd quarters of 2020. Although these periods did not have the highest levels of COVID-19 infections in the Belo Horizonte region, patient inflow was reduced due mainly to the cancellation of elective procedures and postponements by patients due to concerns related to going to hospitals during lockdown.

Number of patients-day compared to 1Q20





The average ticket (gross revenue divided by used beds—number of operating beds multiplied by the occupancy rate) increased 3% in 1Q21 compared to the same quarter of the previous year. As most beds opened were destined to COVID-19, there was a momentary change in Mater Dei's revenue composition, with an increase of 5 percentage points for admissions and intensive treatment versus a reduction of the same amount for surgeries. Therefore, the average ticket is expected to increase when the historical revenue composition profile of Mater Dei is returned.

Average ticket - R\$ Mm



Net Revenue

Net revenue increased 33.2% in the annual comparison, reaching a record of R\$ 226.8 million in 1Q21.

(R\$ thousands)	1Q21	1Q20	Δ%
Gross revenue	244,307	182,555	33.8%
Taxes and deductions	(17,547)	(12,314)	42.5%
Net revenue	226,760	170,241	33.2%

Taxes on revenue consists of: (i) ISSQN, which varies according with the city where the service is provided, with a rate of 3.00% for Belo Horizonte and 3.50% for Betim (in April 2021, Betim readjusted its ISSQN to 3.80%); (ii) PIS, with a rate of 0.65%; and (iii) COFINS, with a rate of 3.00%.

Other revenues are taxed under the PIS and COFINS non-cumulative regime, with rates of 1.65% and 7.6%, respectively.



Costs and Expenses

Cost of services provided

The cost of services consists mainly of medical supplies and drugs, personnel, physicians, depreciation and amortization and maintenance and conservation.

In 1Q21, it represented 60.8% of net revenue, 3.9% less than the 64.7% in 1Q20. In this quarter, they totaled R\$ 137.9 million, 25.2% higher than the same period of the previous year, but with a growth lower than the net revenue's 33.2%.

The main increase was in the medical supplies and drugs, which rose 43.5% compared to 1Q20, greater than the growth in net revenue in the same period. This was due to a change in the mix of supplies and drugs used, with a greater representation of items related to COVID-19 treatments.

The prices of medical supplies and drugs used in the treatment of COVID-19 patients were substantially inflated during the pandemic due the shortage of supply compared with demand. Some of these items are personal protective equipment (PPE – such as masks, glasses, clothing), blockers and painkillers for intubation, among others.

(R\$ thousands)	1Q21	1Q20	Δ%
Medical supplies and drugs	(65,905)	(45,936)	43.5%
Personnel	(33,644)	(25,625)	31.3%
Physicians	(9,468)	(9,081)	4.3%
Maintenance and conservation	(8,470)	(8,347)	1.5%
Depreciation and amortization	(7,054)	(7,146)	-1.3%
Other costs	(13,354)	(14,024)	-4.8%
Cost of services provided	(137,895)	(110,159)	25.2%
% of net revenue	60.8%	64.7%	-3.9p.p.

Personnel costs increased proportional to net revenue in 1Q21 due to the opening of beds. The variation in patient demand reflects directly on the opening and closing of beds, which is directly related to personnel costs. The number of employees per operational bed, however, was kept under control at around 5.6 employees per bed.

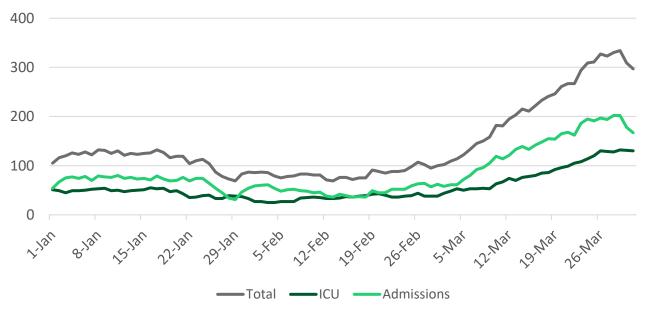


Employees per operational bed



The number of COVID-19 patients (suspected or confirmed) varied abruptly in the Belo Horizonte area as well as in the demand for beds in Mater Dei units. In the first half of January, we had about 125 beds occupied with these patients, a number that dropped to less than 100 patients since then until the end of February. During the month of March, the number of these admissions increased rapidly, peaking in the last days of the quarter with 334 and ending it with 297.

Evolution of COVID-19 patients (suspected and confirmed) in 1Q21





Operating income and expenses

General and administrative expenses consist mainly of personnel, depreciation and amortization and other expenses related to back-office activities.

General and administrative expenses were diluted by 1.8% this quarter, now representing 11.4% of net revenue compared to 13.2% in the same period last year. In 1Q21, they totaled R\$ 25.8 million, 14.4% higher than 1Q20, but lower when compared to the 33.2% growth in net revenue.

Despite the dilution of personnel expenses, the company is re-shaping its administrative areas to structure key departments of a publicly traded company to allow addressing its organic and inorganic growth strategy.

Net operating expenses also rose below revenue, which led to a 3.3% dilution, reaching 15.7% of net revenue compared to 19.0% in the same period last year.

(R\$ thousands)	1Q21	1Q20	Δ%
Personnel	(20,773)	(18,169)	14.3%
Depreciation and amortization	(1,764)	(1,838)	-4.1%
Other expenses	(3,243)	(2,523)	28.5%
General and administrative expenses	(25,780)	(22,530)	14.4%
% of net revenue	11.4%	13.2%	-1.8p.p.
Other operating income (expenses)	(9,815)	(9,788)	0.3%
Net operating expenses	(35,595)	(32,318)	10.1%
% of net revenue	15.7%	19.0%	-3.3p.p.



EBIT and EBITDA

The operational indicators of the Mater Dei Healthcare Network showed a recovery in this quarter towards historical levels of profitability due to the return of elective procedures, a reduction in the population's concern regarding going to hospitals and new revenue and accreditation initiatives. We also observed a gradual resumption of surgical patients and highly complex procedures.

Nevertheless, the levels remain below historical margins due the COVID-19 pandemic, as explained in the average ticket calculation. An additional point to highlight is the ramp-up of the Betim-Contagem unit, which continues accelerating and improving the margin every quarter.

In 1Q21, the Company's EBIT reached R\$ 53.3 million, an increase of 91.9% when compared to 1Q20. This growth was due to a greater increase in revenue (33.2%) than in costs and expenses (25.2% and 10.1%, respectively).

EBITDA, in turn, was R\$ 62.1 million, representing an increase of 68.0% in the annual comparison, reaching the EBITDA margin of 27.4%, 5.7% above the margin registered in 1Q20.

(R\$ thousands)	1Q21	1Q20	Δ%
Net revenue	226,760	170,241	33.2%
Cost of services provided	(137,895)	(110,159)	25.2%
Net operating expenses	(35,595)	(32,318)	10.1%
EBIT	53,270	27,764	91.9%
% of net revenue	23.5%	16.3%	7.2p.p.
Depreciation and amortization	8,818	9,191	-4.1%
EBITDA	62,088	36,955	68.0%
% of net revenue	27.4%	21.7%	5.7p.p.

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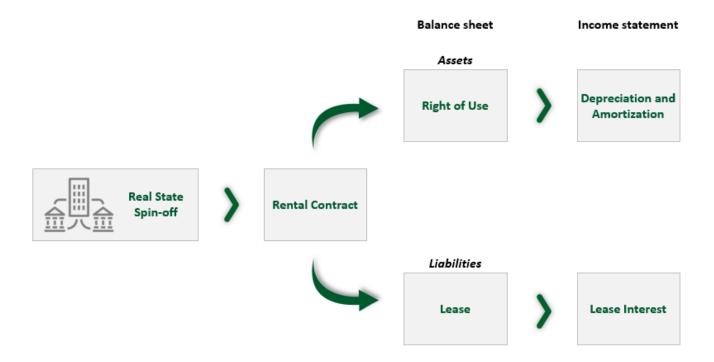


Net Financial Result

The net financial result reached a negative R\$ 13.7 million, mainly due the increase of lease interest, which rose R\$ 9.7 million after to the beginning of the lease term in January 2021, after the real estate spin-off. On December 31, 2020, there was a real estate spin-off followed by an incorporation from JSS (Holding) with the rental contracts starting in January 2021.

(R\$ thousands)	1Q21	1Q20	Δ%
Financial income	4,578	4,204	8.9%
Interest on loans and financing	(5,012)	(3,004)	66.8%
Lease interest	(9,810)	(121)	8007.4%
Others	(3,449)	(5,787)	-40.4%
Financial expenses	(18,271)	(8,912)	105.0%
Net financial result	(13,693)	(4,708)	190.8%

According to international accounting standards (IFRS-16), long-term contracts with pre-defined values, such as rents, are capitalized in the balance sheet as "right of use" in Assets and "Lease" in Liabilities and the item is recorded in the Income Statement as "Depreciation and Amortization" and "Lease Interest", within "Financial Expenses". The diagram below shows how accounting is done:





Net Income

Net income reached R\$ 26.5 million in 1Q21, an increase of 71.8% over the same period of the previous year. The net margin also increased 2.7 p.p. in the annual comparison and reached 11.7%, compared to 9.0% in 1Q20.

The increase in net income was expressive, even with a growth in Net financial result due to leasing interest, reaching R\$ 9.8 million this quarter. The increase was a result of rental contracts of the operating units, in accordance with IFRS-16 standards, which started in January 2021.

(R\$ thousands)	1Q21	1Q20	Δ%
EBIT	53,270	27,764	91.9%
Net financial result	(13,693)	(4,708)	190.8%
EBT	39,577	23,056	71.7%
Income tax and social contribution	(13,123)	(7,659)	71.3%
Net Income	26,454	15,397	71.8%
% of net revenue	11.7%	9.0%	2.7p.p.



Debt and leverage

The Company maintains low debt levels, with net debt and net debt divided by EBITDA indexes close to 0.

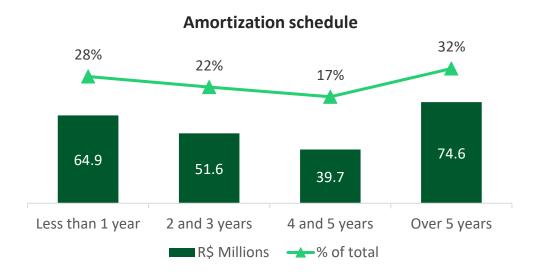
Cash and cash equivalents¹ reached R\$ 228 million in 1Q21, a reduction of 15.8% compared to 4Q20 and 23.5% in the annual comparison. The reasons for the reduction in cash were mainly due to (i) expenses for Salvador unit construction; (ii) purchase in advance of supplies and drugs for COVID-19 treatment, given the scenario of uncertainty in demand and flow of patients with this comorbidity, (iii) payment of loans and financing, and (iv) payment of Income Tax and Social Contribution for the annual adjustment under the "Lucro Real" regime.

(R\$ thousands)	1Q21	4Q20	Δ%	1Q20	Δ%
Short term debt	(64,863)	(239,467)	-72.9%	(29,530)	119.7%
Long term debt	(165,487)	(2,772)	5,869.9%	(186,897)	-11.5%
Total debt	(230,350)	(242,239)	-4.9%	(216,427)	6.4%
Cash and cash equivalents ¹	227,968	270,810	-15.8%	297,837	-23.5%
Net debt	(2,382)	28,571	-108.3%	81,410	-102.9%
Net debt / EBITDA (LTM)	-0.0	0.2	-0.2p.p.	0.5	-0.5p.p.

¹Cash, cash equivalents and investments

The debts with BNDES and Banco do Nordeste, related to the Contorno, Betim-Contagem and future Salvador unit's construction, were presented in the short term in 4Q20 because we received the waivers required in the real estate spin-off after the financial statements closing on December 31, 2020. Therefore, as we received the waivers in the 1Q21, the debts that were presented in the short term in 4Q20 returned to the long term in 1Q21.

Our amortization weighted average term is 4.3 years, with 32% of the total expected amortization estimated at over 5 years.





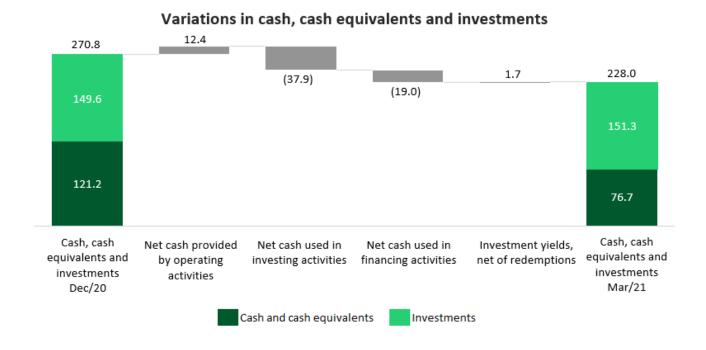
Cash Flow

The Company's cash, cash equivalents and investments started the first quarter of 2021 at R\$ 270.8 million and ended R\$ 42.8 million lower, at R\$ 228.0 million. This variation is due an increase of R\$ 12.4 million of cash generated in operating activities, a decrease of R\$ 37.9 million of cash used in investment activities and R\$ 19.0 million in financing activities.

Cash generated in the operation was negatively impacted due to the reasons explained in the debt section.

Cash applied in investment activities was strongly impacted by investments in the Salvador unit construction, which reached R\$ 27.4 million in 1Q21.

Payments of loans and debts in the amount of R\$ 14.7 million were the main factors that impacted the reduction in net cash from financing activities.





Appendix

Income Statement

(R\$ thousands)	03/31/2021	03/31/2020
Gross Revenue	244,307	182,555
Healthcare plans	222,167	168,270
Out-of-pocket patients	17,741	9,250
Other revenues	4,399	5,035
Taxes on revenue	(17,547)	(12,314)
Net Revenue	226,760	170,241
Cost of services provided	(137,895)	(110,159)
Medical supplies and drugs	(65,905)	(45,936)
Personnel	(33,644)	(25,625)
Physicians	(9,468)	(9,081)
Maintenance and conservation	(8,470)	(8,347)
Depreciation and amortization	(7,054)	(7,146)
Other costs	(13,354)	(14,024)
Gross Profit	88,865	60,082
General and administrative expenses	(25,780)	(22,530)
Personnel	(20,773)	(18,169)
Depreciation and amortization	(1,764)	(1,838)
Other expenses	(3,243)	(2,523)
Other operating income and expenses	(9,815)	(9,788)
Earnings before financial revenues and expenses	53,270	27,764
Financial revenues	4,578	4,204
Financial expenses	(18,271)	(8,912)
Net financial result	(13,693)	(4,708)
Earnings before Income Tax and Social Contribution	39,577	23,056
Income Tax and Social Contribution	(13,123)	(7,659)
Net Income	26,454	15,397



Balance Sheet

(R\$ thousands)	03/31/2021	12/31/2020
Assets		
Current		
Cash and cash equivalents	76,680	121,207
Investments	151,288	149,603
Accounts receivable	267,797	256,252
Inventories	27,857	20,109
Derivatives	3,923	4,585
Construction refund	22,386	-
Other current assets	9,357	3,514
Total current assets	559,288	555,270
Non-current		
Judicial deposits	28,350	27,651
Deferred taxes	55,350	49,782
Investments	35	35
Advances and materials for construction	51,887	52,222
Investment properties	-	-
Right-of-use leased assets	396,376	400,435
Property and equipment Intangible assets	101,059	95,640
	2,989	2,894
Total non-current assets	636,046	628,659
Total assets	1,195,334	1,183,929
<u>Liabilities</u>		
Current		
Suppliers	66,754	57,942
Loans and financing	64,863	239,467
Leases payable	42,140	42,243
Salaries and social charges	20,433	15,967
Taxes payable Tax installments	22,593	35,650
Dividends payable	7,592	7,455
Other current liabilities	24,315 418	28,080 957
Total current liabilities	249,108	427,761
Non-current	249,108	427,761
Loans and financing	165,487	2,772
Leases payable	360,640	358,437
Tax installments	16,293	18,073
Provision for contingencies	114,848	115,825
Other non-current liabilities	1,443	-
Total non-current liabilities	658,711	495,107
Shareholders' equity		,
Share capital	131,837	131,837
(-) Treasury shares	, -	, -
Equity valuation adjustment	-	-
Revenue reserves	155,678	129,224
Total shareholders' equity	287,515	261,061
Total liabilities	1,195,334	1,183,929
		,,



Statement of Cash Flows

(R\$ thousands)	03/31/2021	03/31/2020
Cash flow from operating activities		
Net income for the period	26,454	15,397
Adjustments to reconcile net income to cash from operations		
Depreciation and amortization	8,818	9,191
Loss on disposal of property and equipment and intangible assets	731	509
Provision for doubtful debts	8,219	9,611
Provision for deductibles	4,770	8,827
Provision for contingencies	(19)	744
Derivative income	(1,043)	(4,170)
Income from financial investments	(2,202)	1,369
Net financial expenses	17,813	8,723
Current and deferred taxes	13,123	7,659
	76,664	57,860
Change in operating assets and liabilities		
Accounts receivable	(26,296)	7,365
Inventories	(7,748)	(5,076)
Other assets	(3,880)	(1,518)
Judicial deposits	(699)	(700)
Suppliers	8,812	1,975
Salaries and social charges	4,466	2,547
Taxes and contributions payable	1,359	1,023
Tax installments	(1,887)	-
Other liabilities	(54)	(456)
	(25,927)	5,160
Income Tax and Social Contribution paid	(35,070)	(5,103)
Interest paid	(3,307)	(3,524)
Net cash generated by operating activities	12,360	54,393
Cash flow from investing activities		
Acquisition of property and equipment	(10,359)	(14,417)
Acquisition of intangible assets	(645)	(83)
Advances and materials for construction	(27,386)	-
Financial investments realized, net of redemptions	517	(10,625)
Net cash used in investing activities	(37,873)	(25,125)
Cash flow from financing activities		
Borrowing and financing	-	26,706
Loan and financing payments	(14,661)	(8,176)
Lease payments	(2,293)	(717)
Derivatives settled	1,705	372
Dividends paid	(3,765)	(20,072)
Net cash used in financing activities	(19,014)	(1,886)
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(44.537)	27 204
	(44,527)	27,381
Cash and cash equivalents at the beginning of the period	121,207	123,671
Cash and cash equivalents at the end of the period	76,680	151,052
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(44,527)	27,381



Glossary and Other information

Glossary

- o CAGR: Compound Annual Growth Rate
- o LTM: Last Twelve Months
- Net debt: Short and long-term indebtedness, net of cash, cash equivalents and short-term investments. The term "net debt" is a Company parameter and may not be comparable with a similar term adopted by other companies.
- o **IFRS 16**: As of January 1, 2019, all companies had to adapt to the new rules of IFRS 16. With this new standard, lessees now must recognize the asset of the rights over leased assets and the liability of future payments for medium or long-term leasing contracts, including operational ones. The biggest impact we had was the real estate rental contracts of our operational and administrative units.
- EBITDA: Earnings before Interest, Taxes, Depreciation and Amortization
- o **EBITDA Margin**: EBITDA divided by net revenue
- o EBIT: Earnings before Interest and Taxes
- o **EBIT Margin**: EBIT divided by net revenue
- Occupancy rate: Number of beds occupied by patients per day added up over a given period, divided by the number of beds that were operational each day added up during the same period.

Relationship with independent auditors

In accordance with CVM Instruction 381/2003, we inform that our policy for hiring independent auditors considers the best governance principles, which reserve the auditor's independence, in accordance with internationally accepted criteria.

About Mater Dei

Mater Dei Healthcare Network is an ecosystem thar provides hospital and cancer services, being a national reference in health and the largest hospital network in Minas Gerais in number of private beds, with 18.0% of the total private beds in Belo Horizonte region, and all hospital units with JCI accreditation (Joint Commission International - one of the most respected hospital accreditations in the world).

For additional Investor Relations information, please access the website: https://ri.materdei.com.br, or e-mail: ri@materdei.com.br

This material contains summary information, which is not intended to be complete and should not be considered by shareholders or potential investors as an investment recommendation. Information about Mater Dei, its activities, economic and financial situation, and the risks inherent to its activities, as well as its financial statements, can be obtained on the world wide web, on the Mater Dei website (https://ri.materdei.com.br/).











