

# 4Q23 | 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 three-month and annual period that ended on December 31, 2023 (“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>)*

## Atlântica Hospitais Partnership

- Mater Dei in partnership with Atlântica Hospitais, from the Bradesco Seguros Group, will open a new hospital with approximately 250 to 300 beds in the Santana neighborhood, north zone of São Paulo
- Mater Dei will perform the medical and administrative management of the hospital
- The hospital will be built on property owned by a company of the Bradesco organization

## Mater Dei Salvador JCI accreditation




- In less than 2 after its inauguration, the Mater Dei Salvador Hospital, achieved the prestigious JCI certification
- The Salvador hospital is the fifth unit of the company to reach this important international recognition, joining the Santo Agostinho, Contorno, Betim/Contagem and Porto Dias hospitals

## Mater Dei expands in the Uberlândia region

- With 27 beds, Mater Dei Santa Geneveva, opened in the 4Q23, a new floor aiming to provide a standard of excellence comparable to the main hospitals in Brazil
- The new beds incorporate cutting edge technology, ensuring a last generation infrastructure for the Uberlândia region



## Adherence to the UN Global Compact

- Reaffirming the commitment with sustainability, the Mater Dei Company, formalizes its adherence to the United Nations Global Compact The icons represent the four pillars of the UN Global Compact: Human Rights (DIREITOS HUMANOS), Labor (TRABALHO), Environment (MEIO AMBIENTE), and Anti-Corruption (ANTICORRUPÇÃO).
- The Compact is the world's largest corporate social responsibility initiative and its signing by Mater Dei, shows the engagement of the company to promote a sustainable development



# Management Comments

## Mater Dei Nova Lima

- The new unit will be located in the Vila da Serra neighborhood
- The hospital will have 117 beds, including 20 intensive care beds and 97 inpatient apartments, as well as 14 operating rooms.
- The location of the hospital unit is strategic, as it is positioned in a populous and growing center, with high purchasing power and which currently finds access difficult (distance and traffic)
- The opening is scheduled for the second half of 2024.

### **Differentiated Services:**

- Rede Mater Dei de Saúde care excellence;
- Premium maternity with complete maternal and child care; Resolutive emergency room with integrated flows with the other units;
- Clinical and surgical hospitalization with apartments of high standards;
- Complete diagnostic medicine service;
- Surgical Center with small, medium and high complexity rooms;
- Obstetric rooms and PPP suites;
- Hemodynamics;
- Outpatient oncology following the Mater Dei model;
- Integration with services at other HUB units in the Belo Horizonte Metropolitan Region.



# Management Comments

## Operational and financial highlights



Occupancy Rate

**70.6%** <sup>4Q23</sup>

**+3.6pp** YoY



Patients-day

**404.271** <sup>2023</sup>

**+23%** YoY



Average Ticket

**BRL 2.24 Mm/Bed** <sup>2023</sup>

**+2.4%** YoY



Gross Revenue

**BRL 2,483 Mm** <sup>2023</sup>

**+26%** YoY



EBITDA

**BRL 526 Mm** <sup>9M23</sup>

**+17%** YoY



Financial Net Debt/EBITDA

**1.8x** <sup>4Q23</sup>



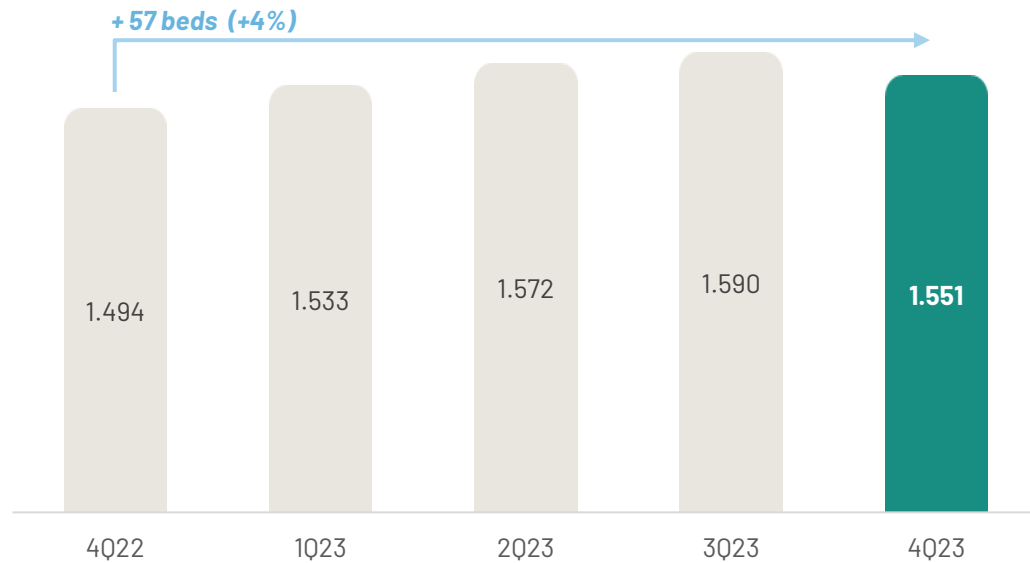
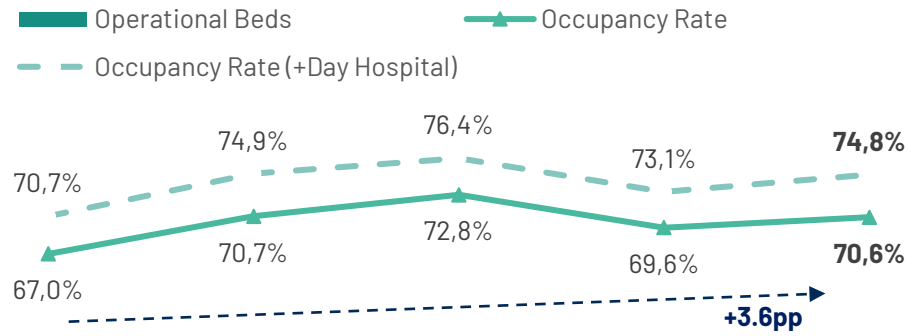
Cash generated by operating activities

**BRL 346 Mm** <sup>3Q23</sup>

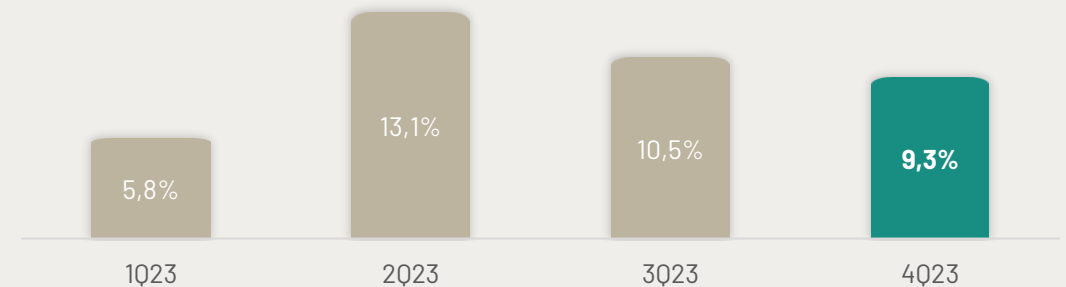
**+28%** YoY

# Operational highlights

## Quarterly avg. operational beds and occupancy rate

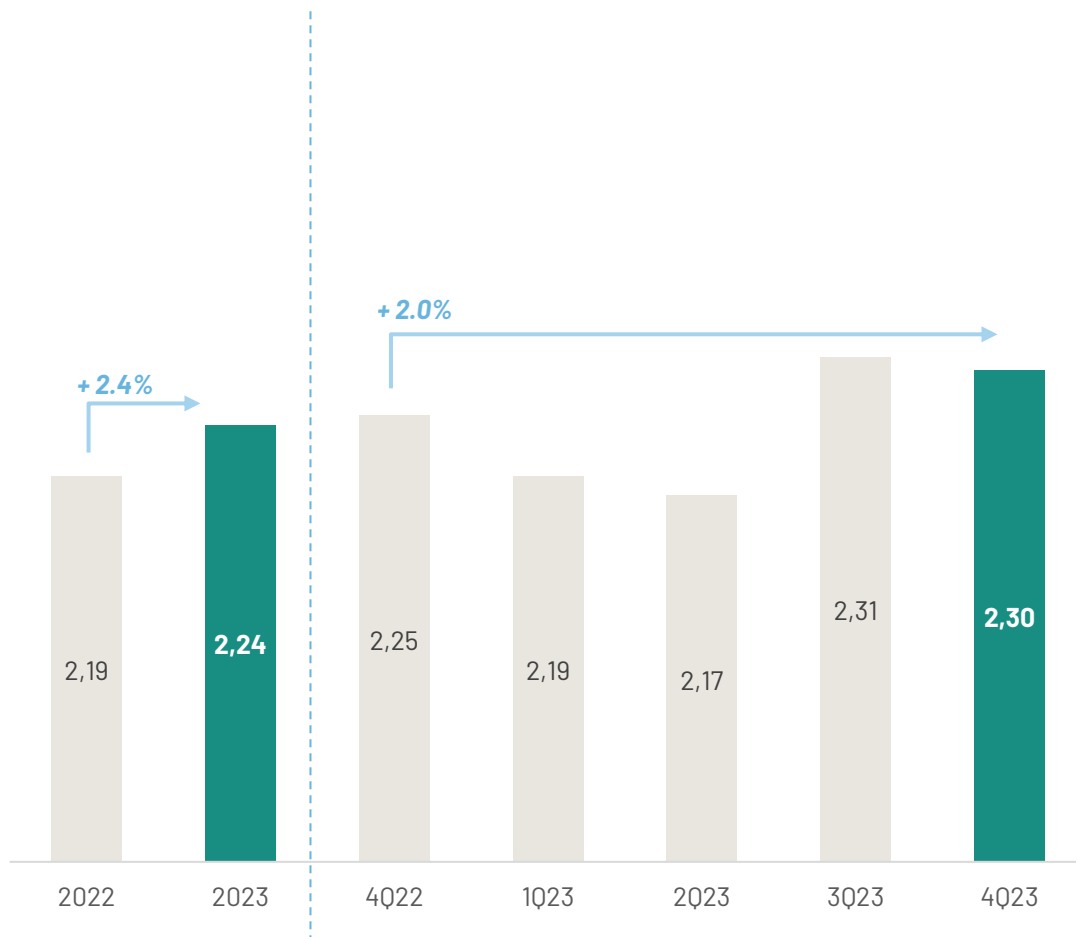


## % change in number of patients-day versus 4Q22

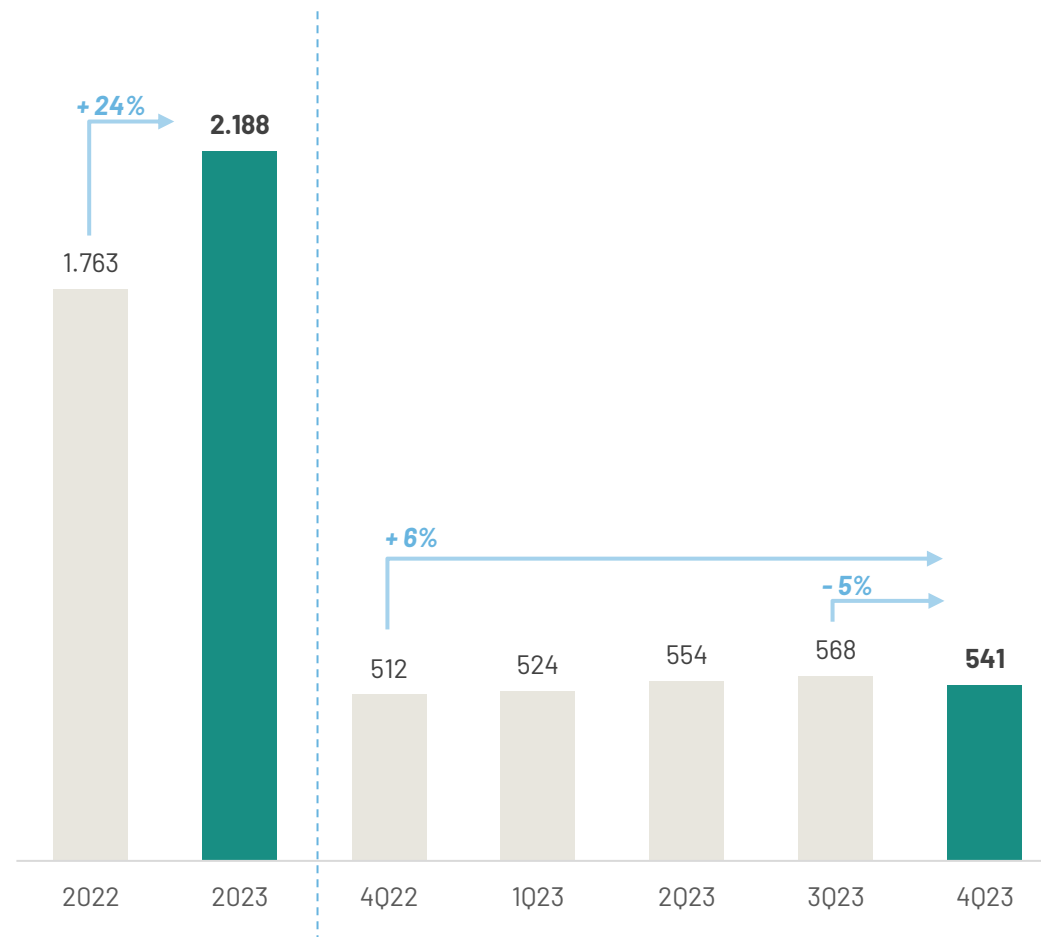


# Revenue

## Average Ticket – BRL Mm / Used beds

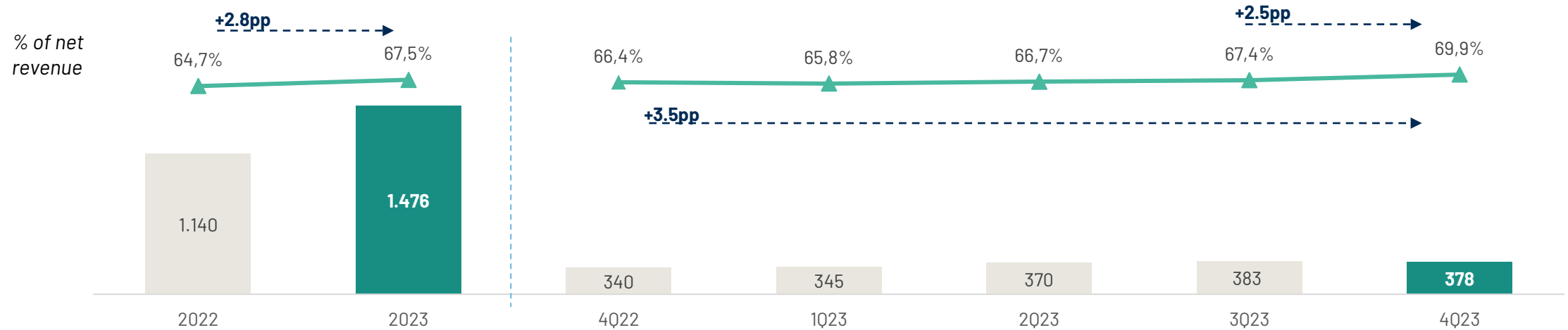


## Net Revenue – R\$ Mm

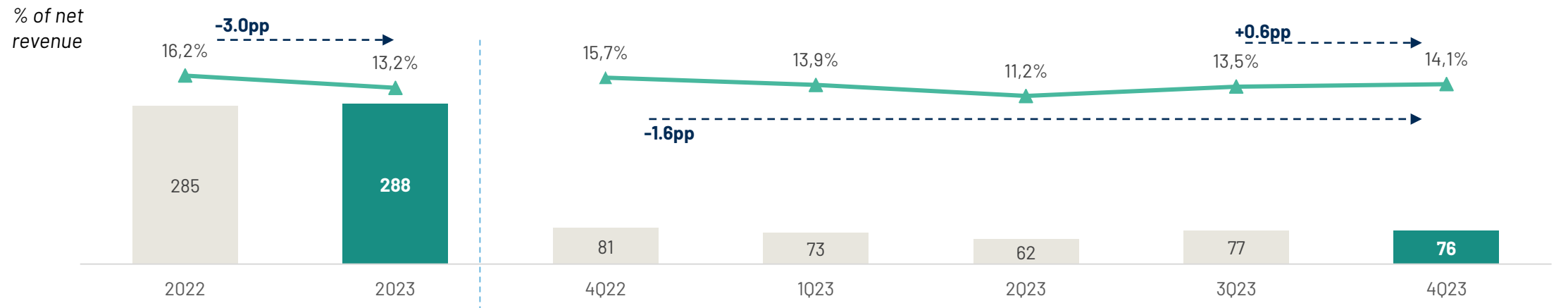


# Costs and expenses

## Costs of services provided – BRL Mm



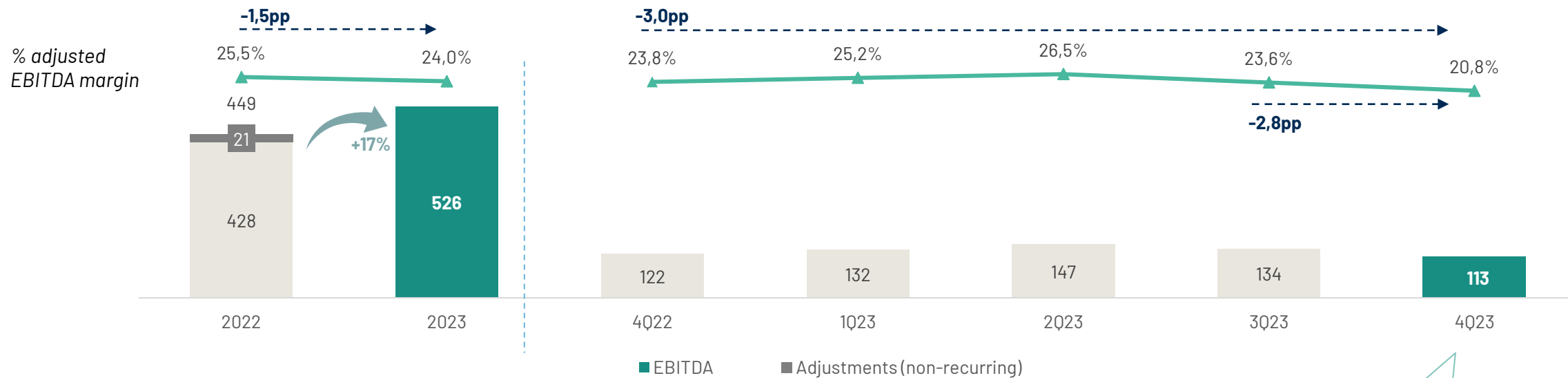
## Adjusted General and Adm. Expenses – BRL Mm





# EBITDA

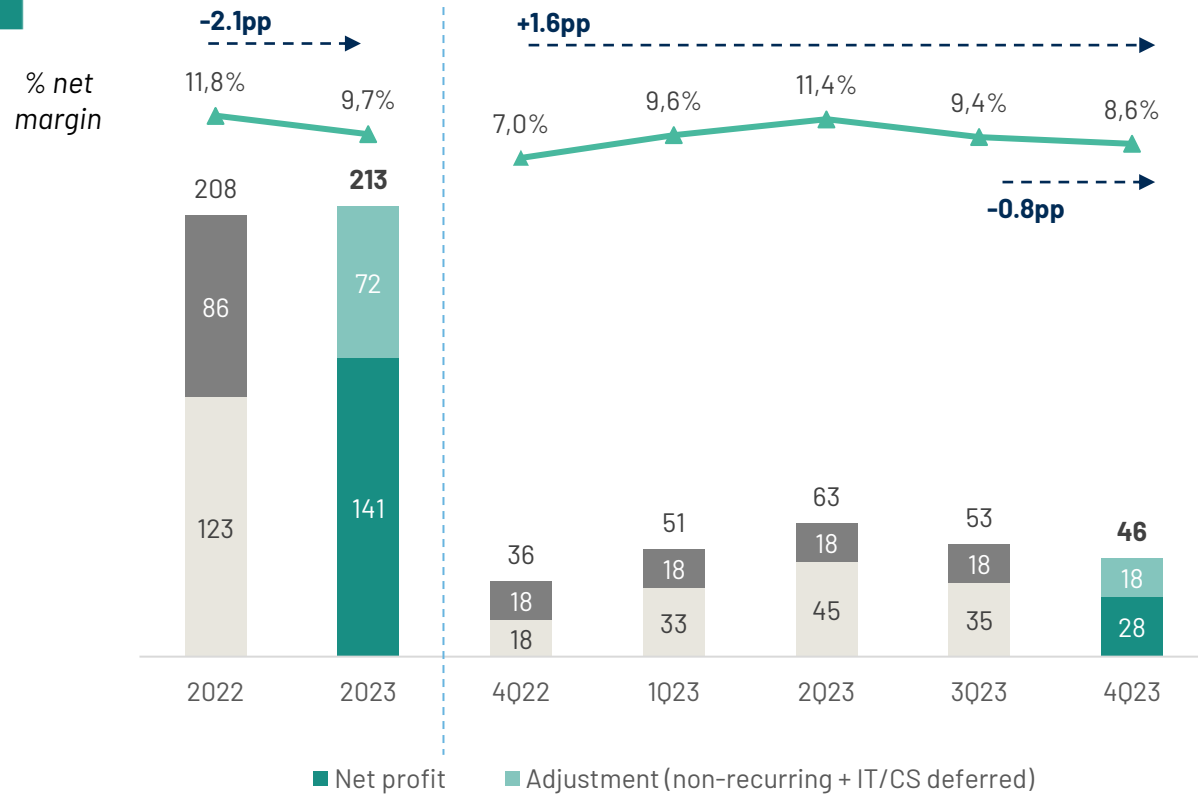
## Adjusted EBITDA and EBITDA margin – BRL Mm



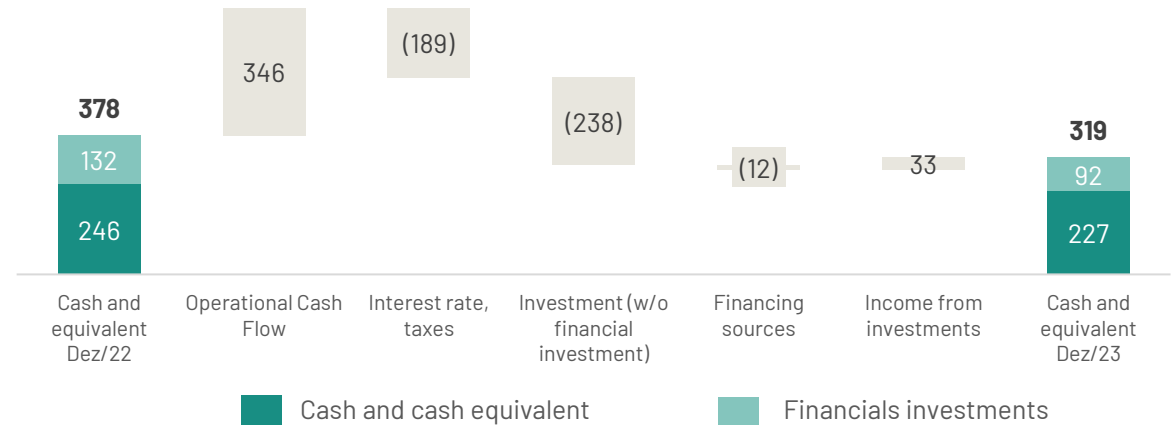
In the quarter we had two non-recurring adjustments to the result: (i) in revenue, with the reassessment of the provision for disallowances, which affected the quarter negatively, which would bring the margin to 23.2%, and (ii) the increase in cost, in the personnel line, which would bring the normalized margin for the quarter to 21.0%.

# Net income and Cash Flow

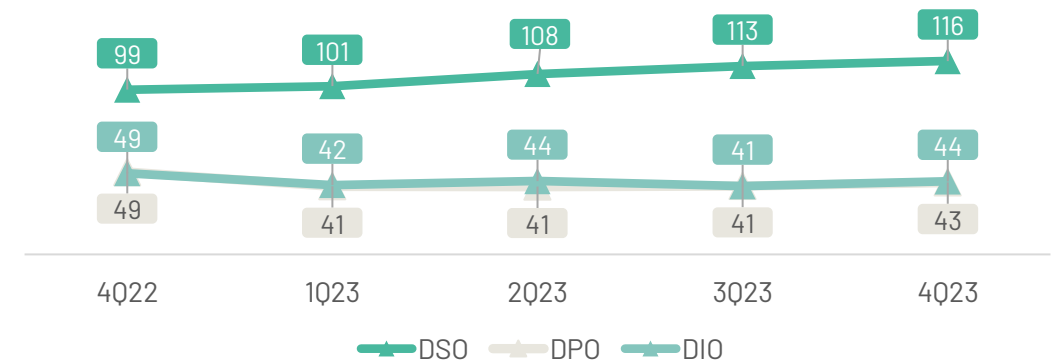
## Adjusted net income and net margin - BRL Mm



## Cash Flow - BRL Mm



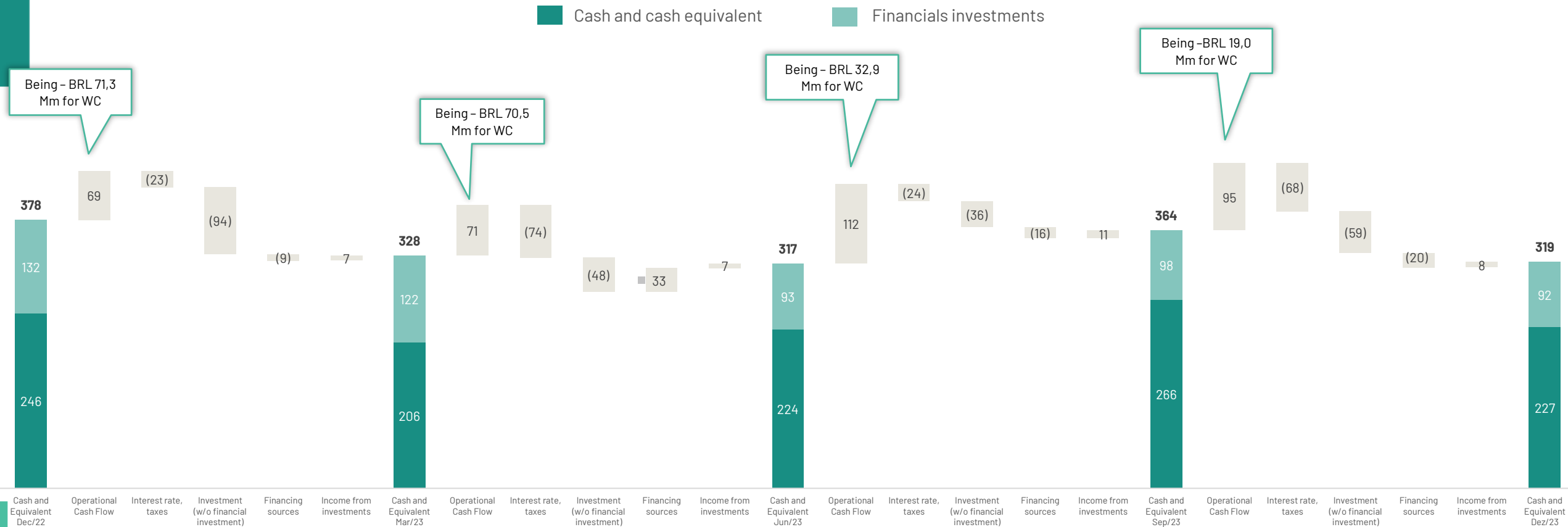
## DSO, DPO and DIO<sup>1</sup> - days



1. Days sales outstanding (DSO) calculated as Accounts Receivable / Revenue \* number of days in the period, days payables outstanding (DPO) calculated as Suppliers - Goods of a permanent nature / Costs and Expenses - Personnel and Depreciation \* number of days in the period and days of inventory outstanding (DIO) calculated as Inventories / Materials and Medicines \* number of days in the period.

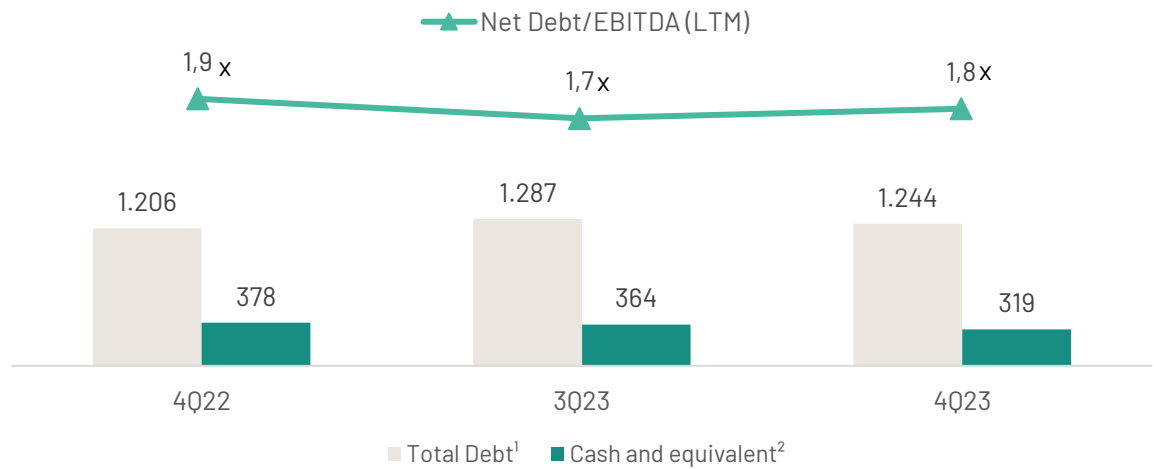
# Cash Flow (Quarterly)

## Cash Flow - BRL Mm

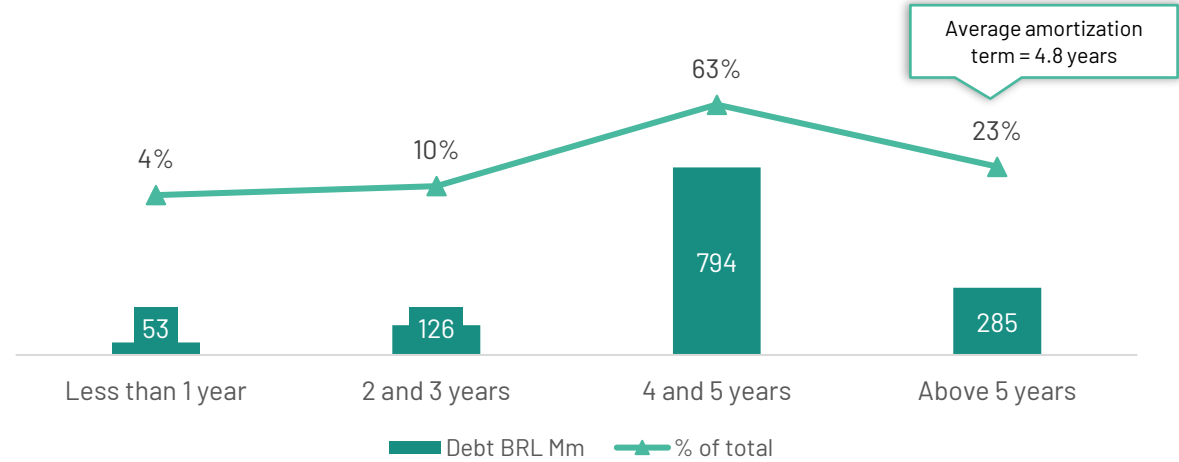


# Debt and Leverage

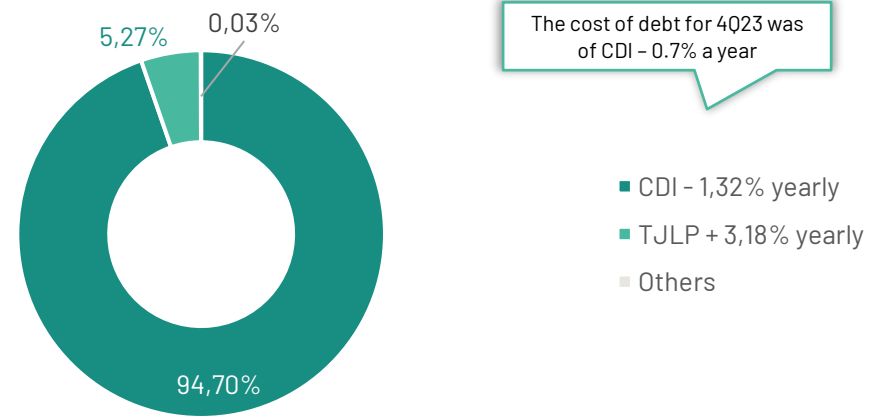
## Net debt / EBITDA



## 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 non-current). 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

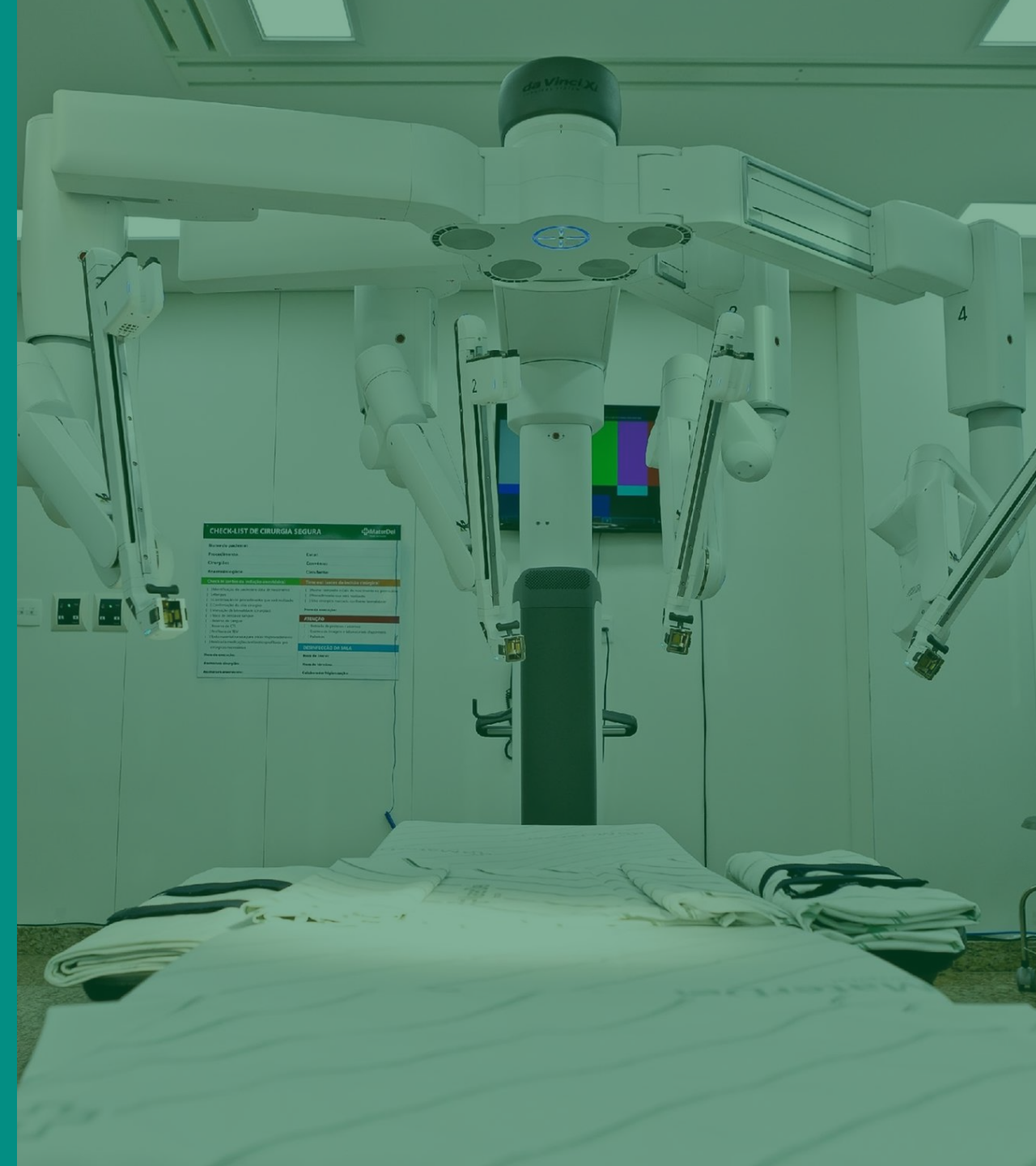
# Q&A



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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# MaterDei

Rede de Saúde

+

MaterDei

Hospital Santo Agostinho

+

MaterDei

Hospital Betim-Contagem

+

MaterDei

Hospital Nova Lima

+

MaterDei

Hospital Contorno

+

MaterDei

Hospital Salvador

+

MaterDei

Rede de Saúde

A3Data

+

MaterDei

Rede de Saúde

SANTA GENOVEVA

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MaterDei

Rede de Saúde

CD

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MaterDei

Rede de Saúde

hospital santa clara

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HOSPITAL PREMIUM

CENTRO DE TERAPIA AVANÇADA

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