

3Q23 | 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 nine months periods that ended on September 30, 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.

No statement, express or otherwise, is made regarding the accuracy, certainty or comprehensiveness of the information contained in this presentation. The Company's past performance is not an indicative of future results. This presentation should not be used as the basis for any agreement or contract.

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>)

Management Comments

Clinical Excellence Yearbook

- Released in October/23;
- Containing our main indicators with external validation by independent auditors;
- Mater Dei has a robust structure of Corporate Governance linked to Clinical Governance.



JCI reaccreditation



- Hospitals of Santo Agostinho and Betim-Contagem were reaccredited by the Joint Commission International (JCI);
- RMDS units are the only ones accredited by JCI in the Minas Gerais state;
- Evaluation of procedures in multiple areas of the hospitals;
- Mater Dei Contorno and Porto Dias also possess JCI accreditation.

Mater Dei in the open innovation ranking

- 6° place in the category Health Services of the ranking TOP Open Corps organized by Open Startups;
- This is the first time that Mater Dei shows up in the ranking



New Services

One of Mater Dei values is “Pioneering and innovation”. Following that, some new services were opened in the last months, including:

- Inauguration of the Human Reproduction Center in Salvador
- New medical offices in Mater Dei Porto Dias Hospital
- Expansion of the Mater Dei Contorno Hemodialysis service
- Hemodialysis inauguration in Salvador

Management Comments

Operational and financial highlights



Occupancy Rate

69.6% ^{3Q23}

+1.3pp YoY



Patients-day

303,537 ^{9M23}

+28% YoY



Average Ticket

BRL 2.19 Mm/Bed ^{3Q23}

+6% QoQ



Gross Revenue

BRL 1,766 Mm ^{9M23}

+32% YoY



EBITDA

BRL 413 Mm ^{9M23}

+26% YoY



Net Debt/EBITDA

1.7x ^{3Q23}



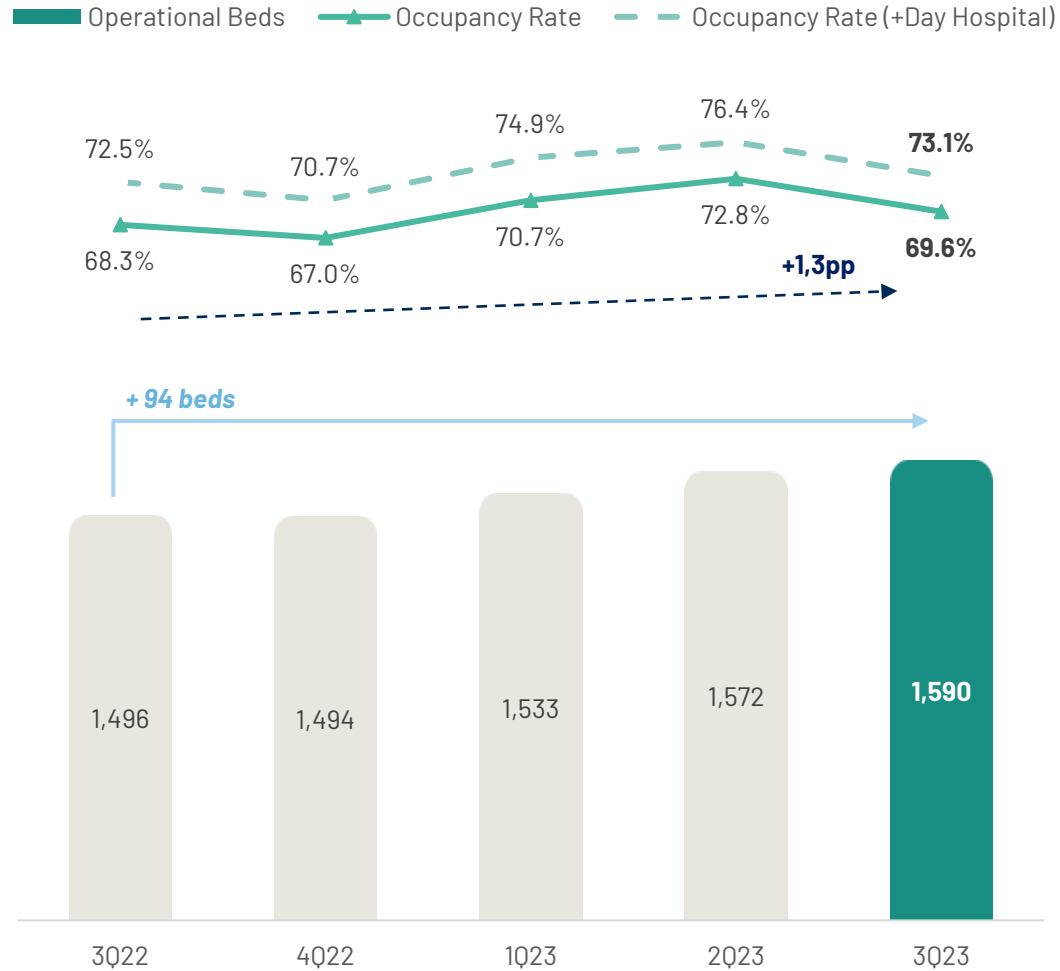
Cash generated by operating activities

BRL 122 Mm ^{3Q23}

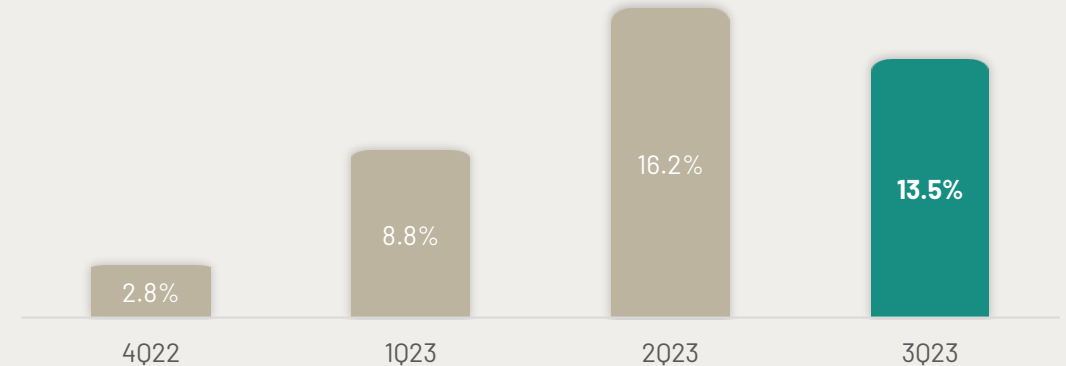
+58% QoQ

Operational highlights

Quarterly avg. operational beds and occupancy rate¹



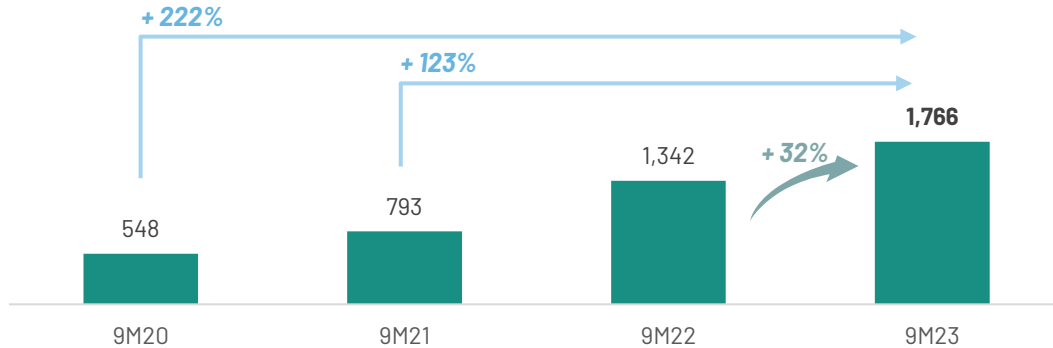
% change in number of patients-day versus 3Q22



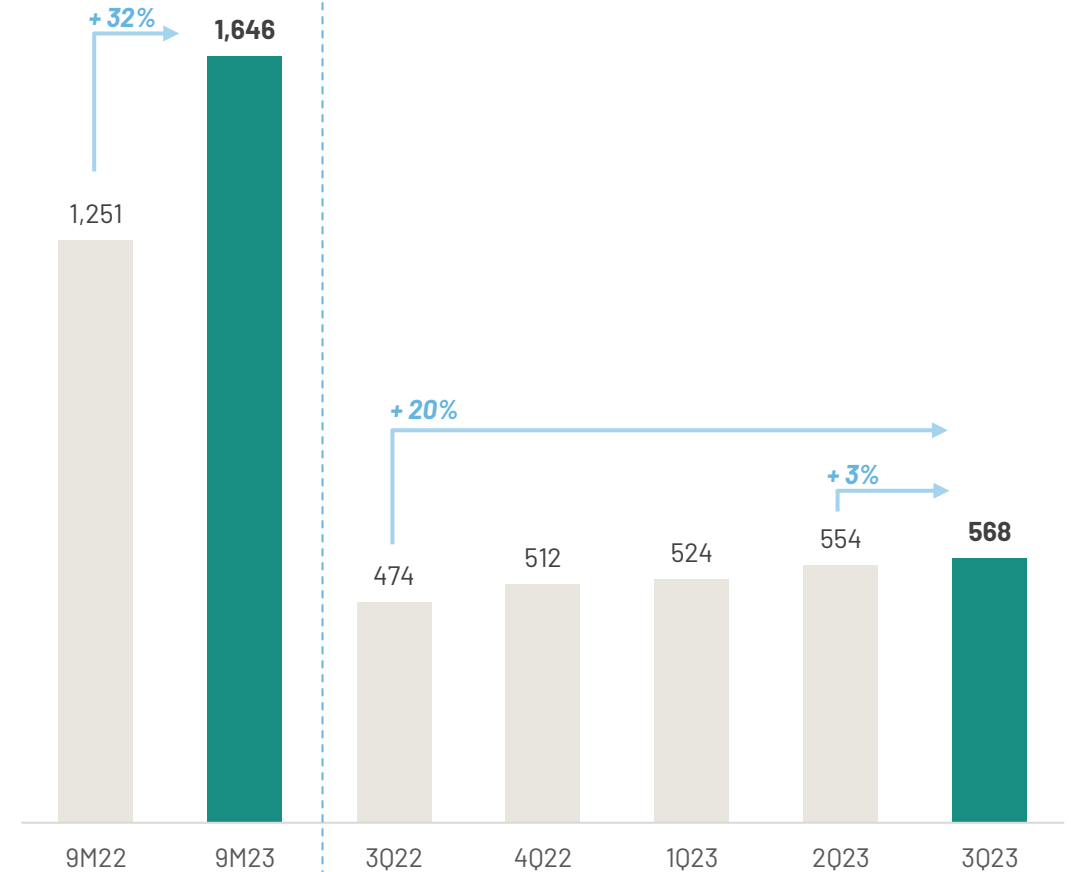
1. Proforma: Considering the units acquired and opened during all the periods

Revenue

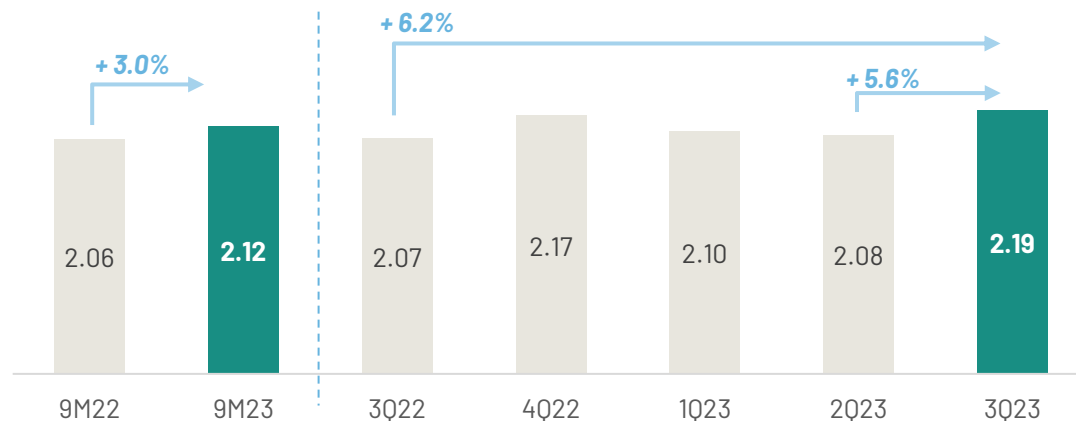
Gross Revenue – BRL Mm



Net Revenue – R\$ Mm

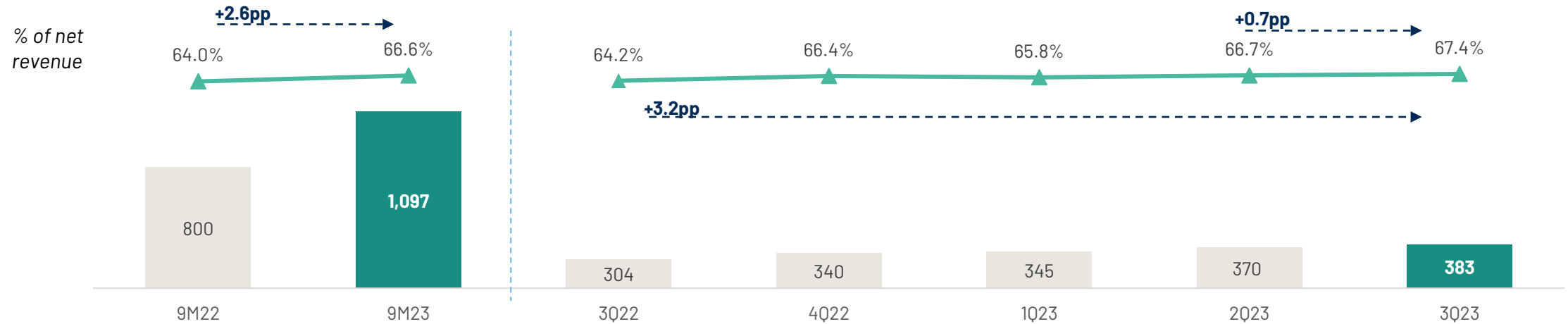


Average Ticket – BRL Mm / Used beds

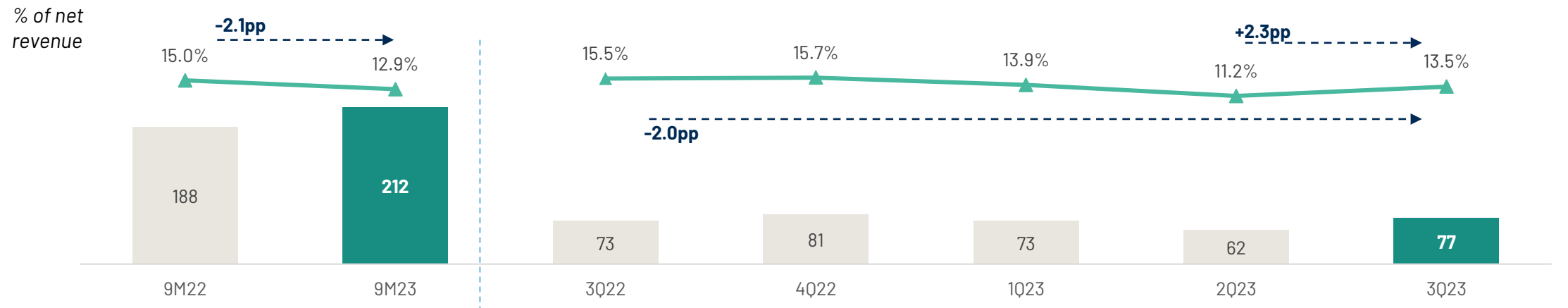


Costs and expenses

Costs of services provided – BRL Mm

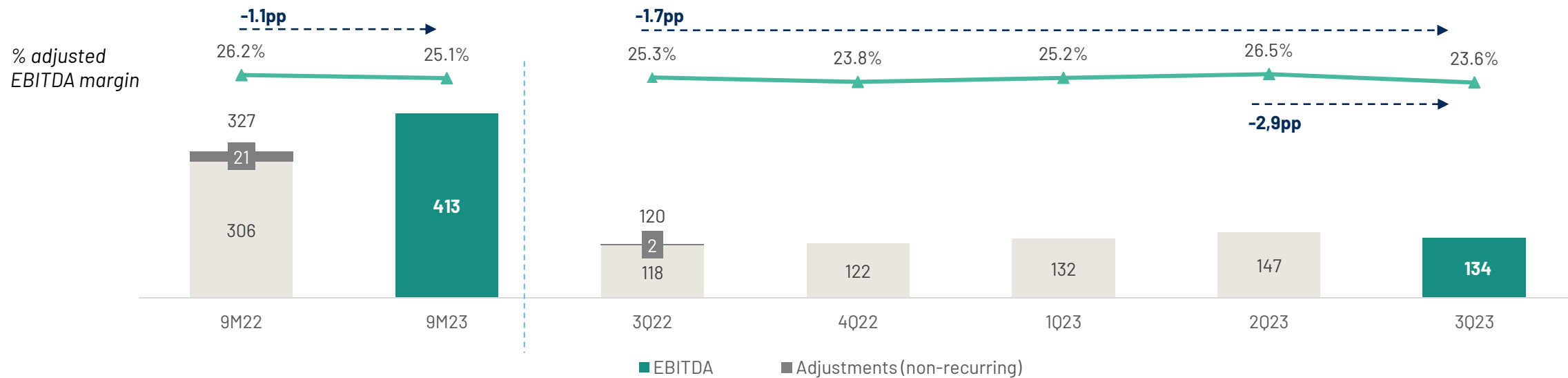


Adjusted General and Adm. Expenses – BRL Mm



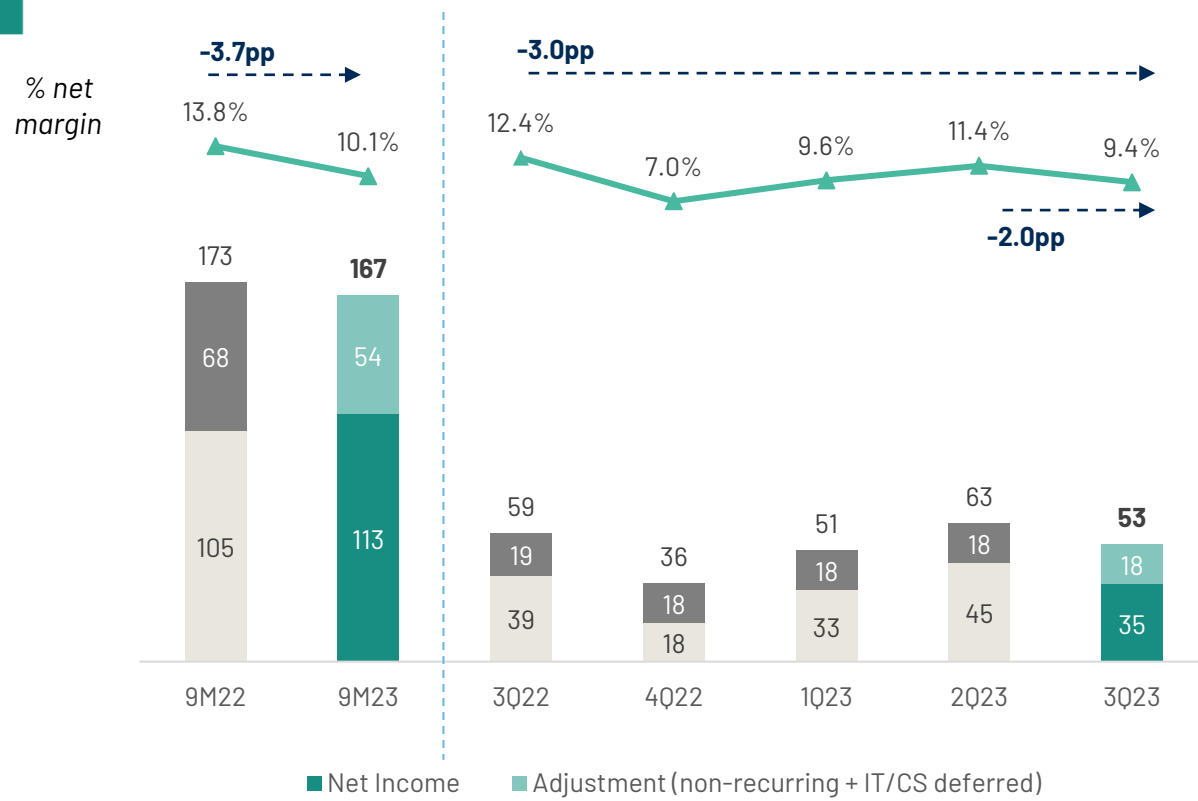
EBITDA

Adjusted EBITDA and EBITDA margin – BRL Mm

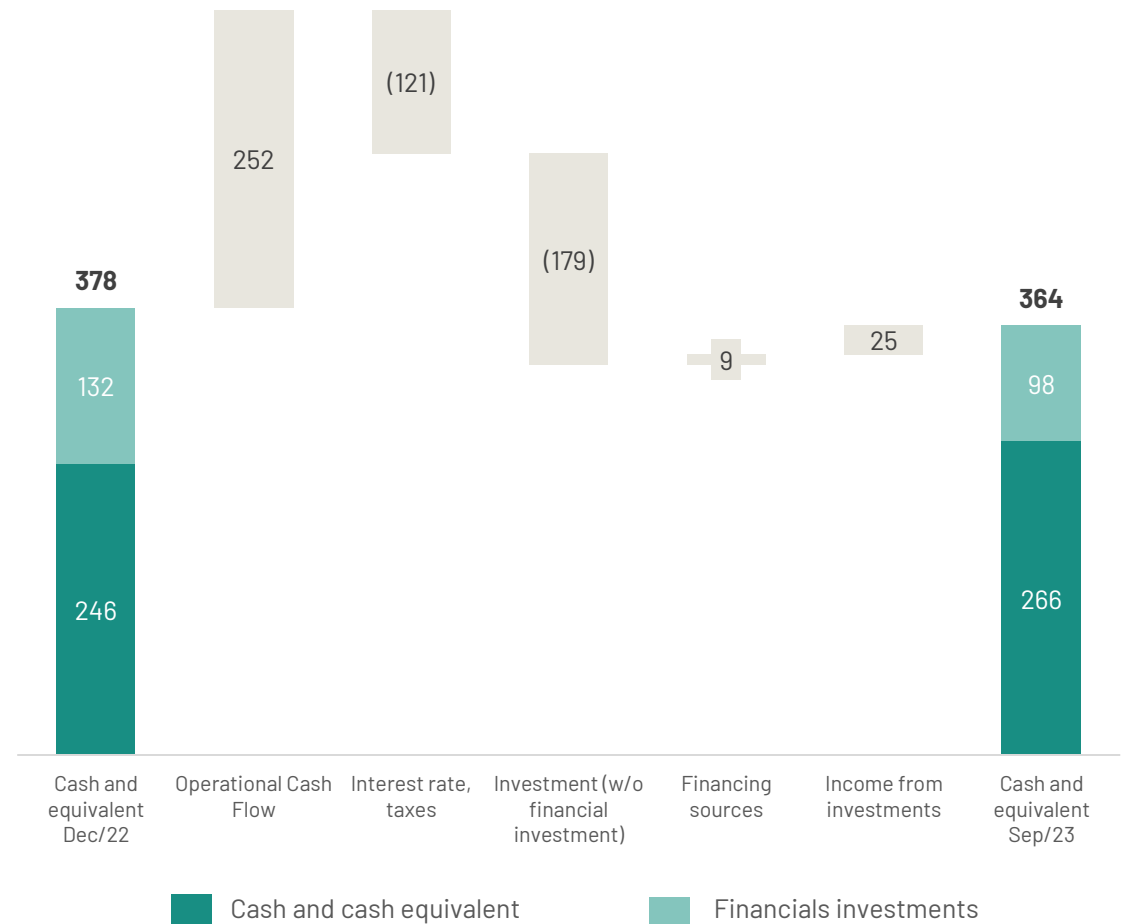


Net income and Cash Flow

Adjusted net income and net margin - BRL Mm

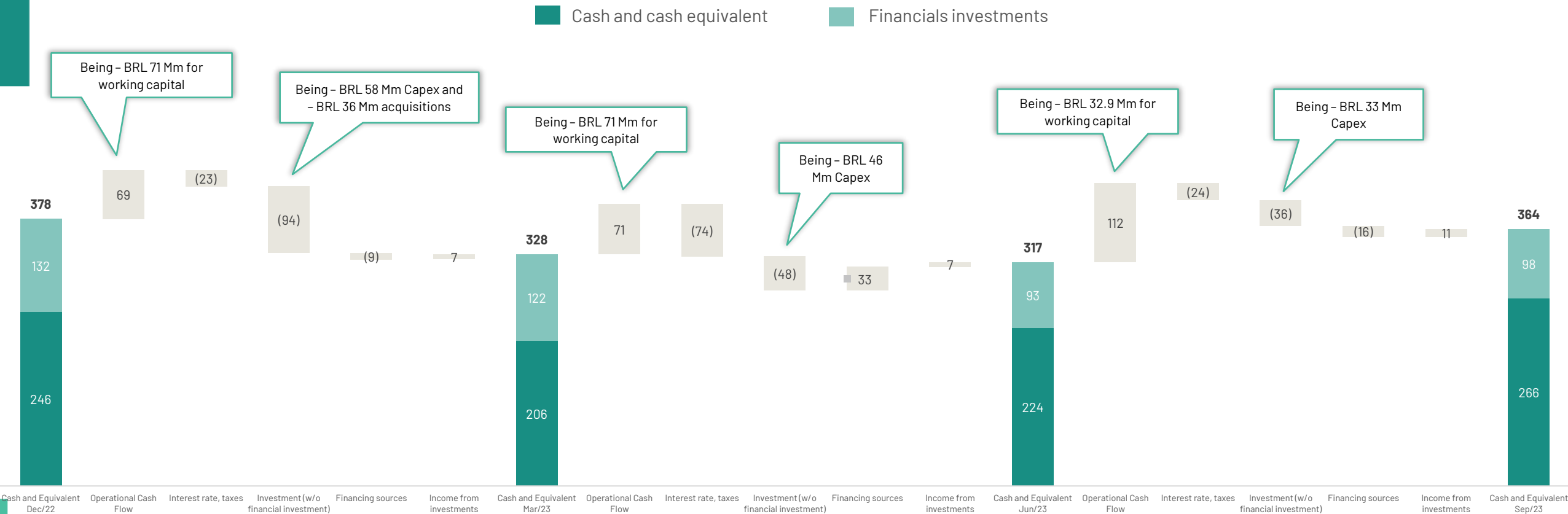


Cash Flow - BRL Mm



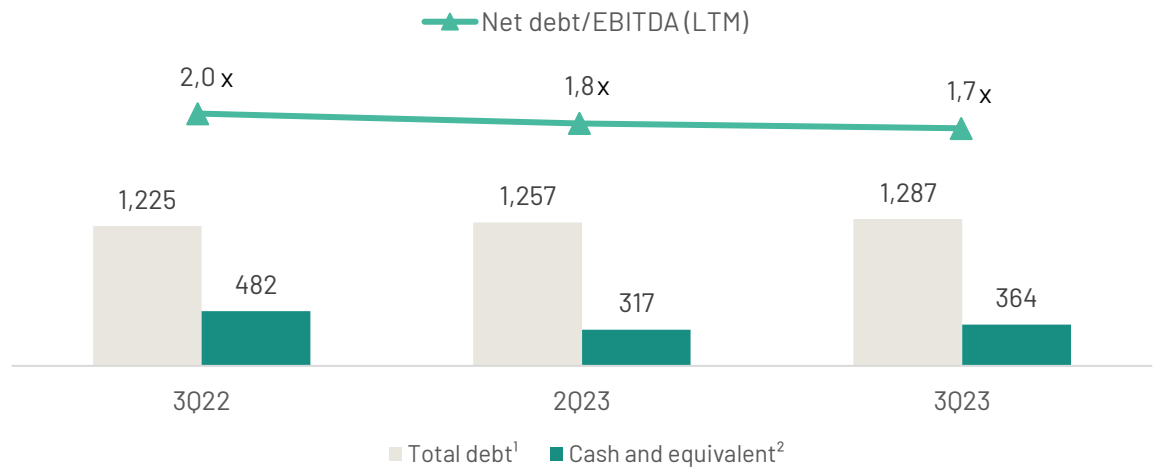
Cash Flow

Cash Flow - BRL Mm

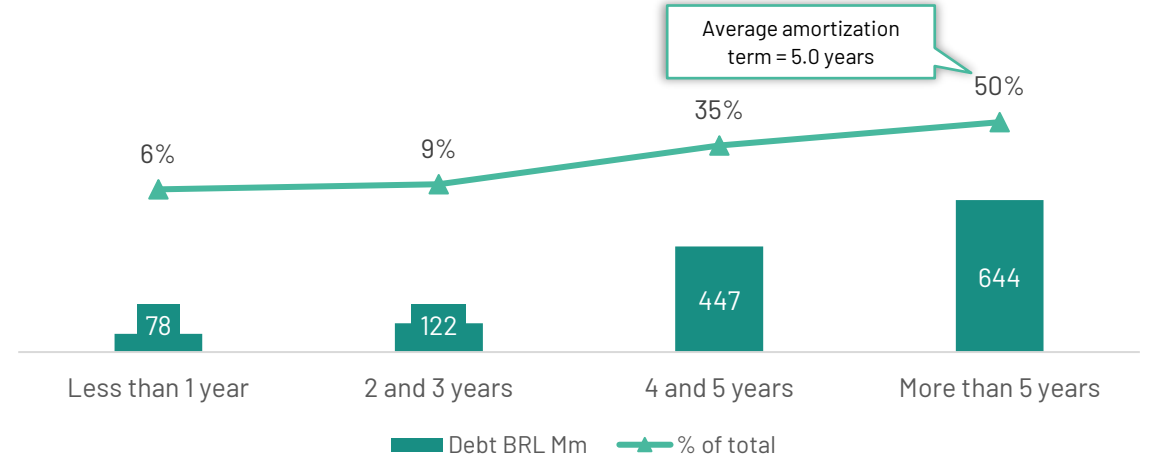


Debt and Leverage

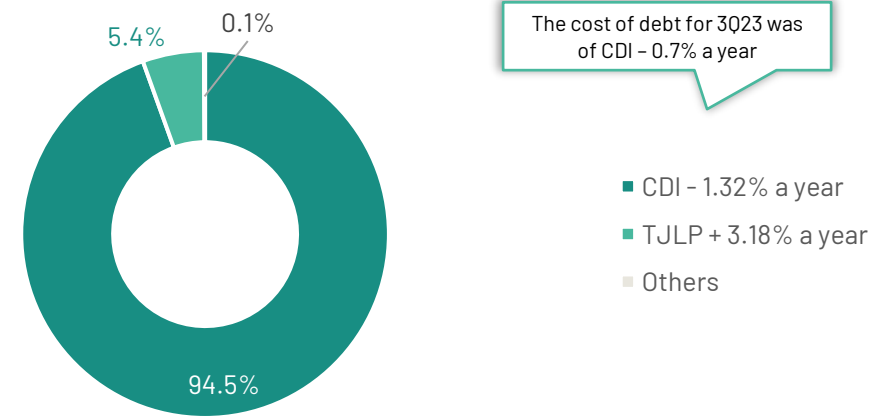
Net debt / EBITDA



Debt payment schedule³ - 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

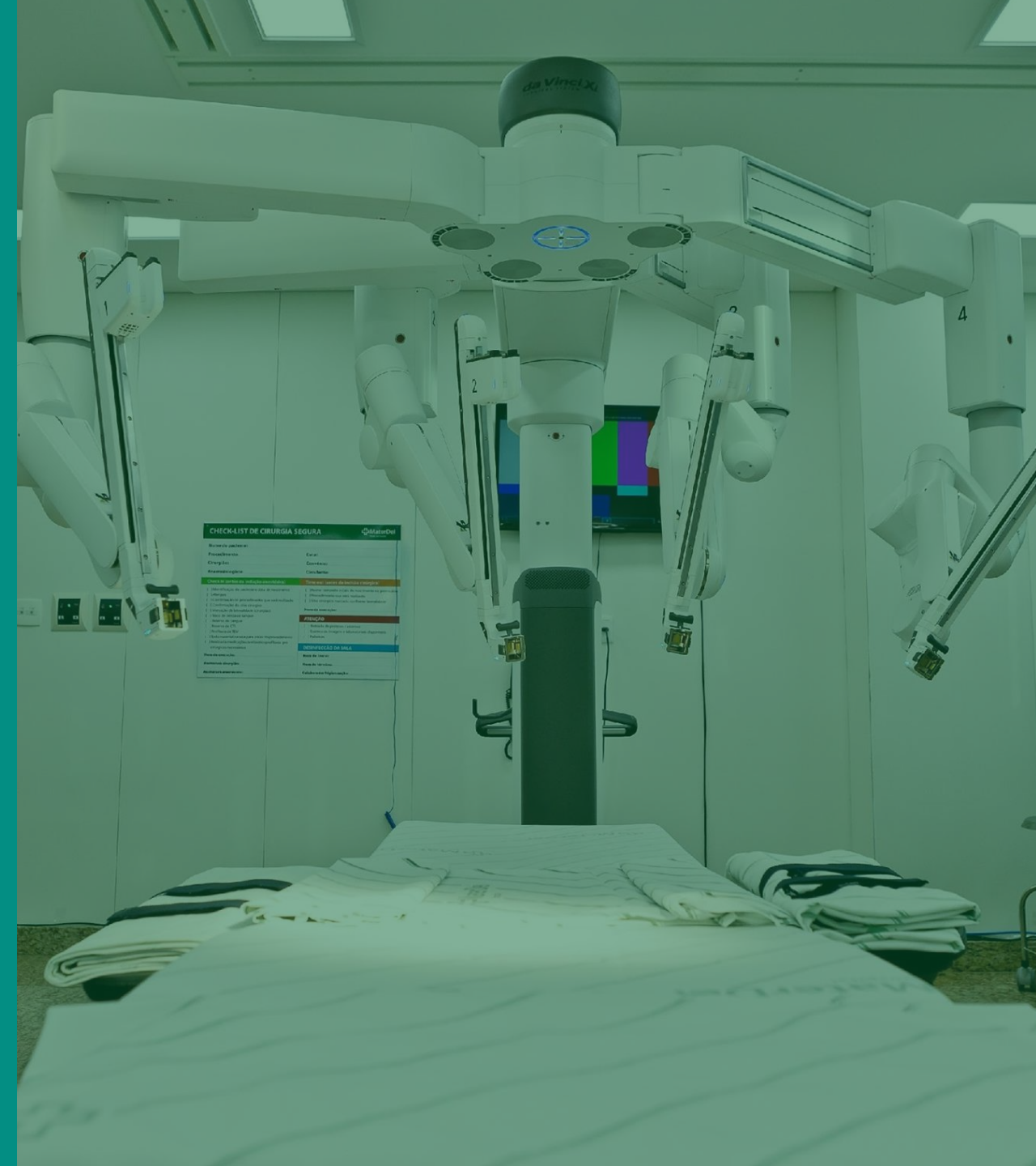
Q&A



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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