# 2Q22 | 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 & six-month period ended on June 30, 2022 ("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.

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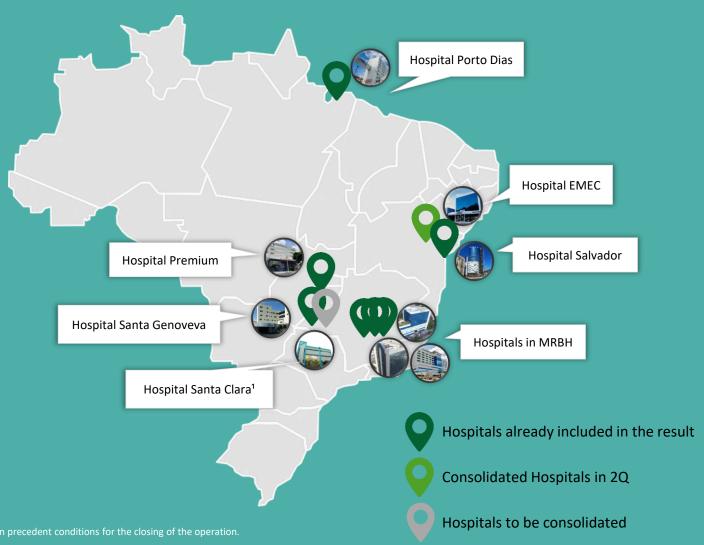
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Information regarding the Mater Dei Hospital, its activities, economic and financial position and the risks inherent to its activities, as well as its financial statements, can be found on the world wide web, on the Mater Dei website (https://ri.materdei.com.br/en)

# **CEO Comments**



#### **Consolidation of results**



## **Hospital Salvador**

- Inaugurated on May 1st, 2022
- 369 of capacity beds (of which 40 adult ICU and 40 pediatric/neonatal ICU)
- 21 operating room
- Complete clinical staff with more than 40 specialties
- Approximately 400 thousand accredited lives

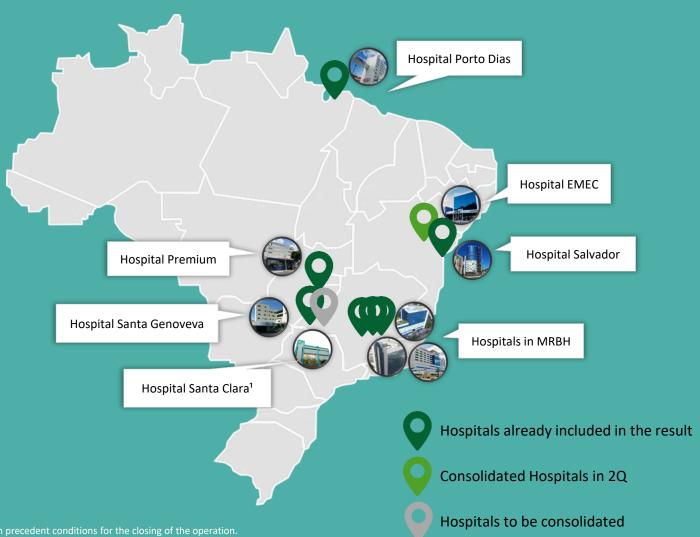
## **Hospital EMEC**

• In April 2022 was concluded the acquisition of Hospital EMEC, located in Feira de Santana (Bahia), allowing synergies gains with Mater Dei Salvador.

# **CEO Comments**



#### **Consolidation of results**



## **Betim/Contagem**

- Evolution of the strategy and partnership with IPSEMG, as a result of the expertise brought by HPD in its partnership with IASEP
- Opening of beds during 2Q22
- Increase in the occupancy rate

#### Santa Genoveva

- Integration process: improvement in the costs and expenses management, refinement in the management of the assistance team, operational protocols improvement and better implementation
- Significative increase in EBITDA margin in only a few months of Mater Dei operation

## **Hospital Santa Clara**

- Approved by CADE
- Consolidation of the Midwest hub

## **CEO Comments**



## Mater Dei Contorno reaccredited by JCI

- Reaccredited by Joint Commission International (JCI) in April/22
- Evaluation of procedures in diverse areas of the hospital
- Santo Agostinho, Betim-Contagem and Porto Dias units also have the accreditation JCI.



#### **Annual Sustainability Report**

- Published at the end of July/22
- Presents 2021 environmental, social and corporate governance information
- Produced following GRI (Global Reporting Initiative) international guidelines

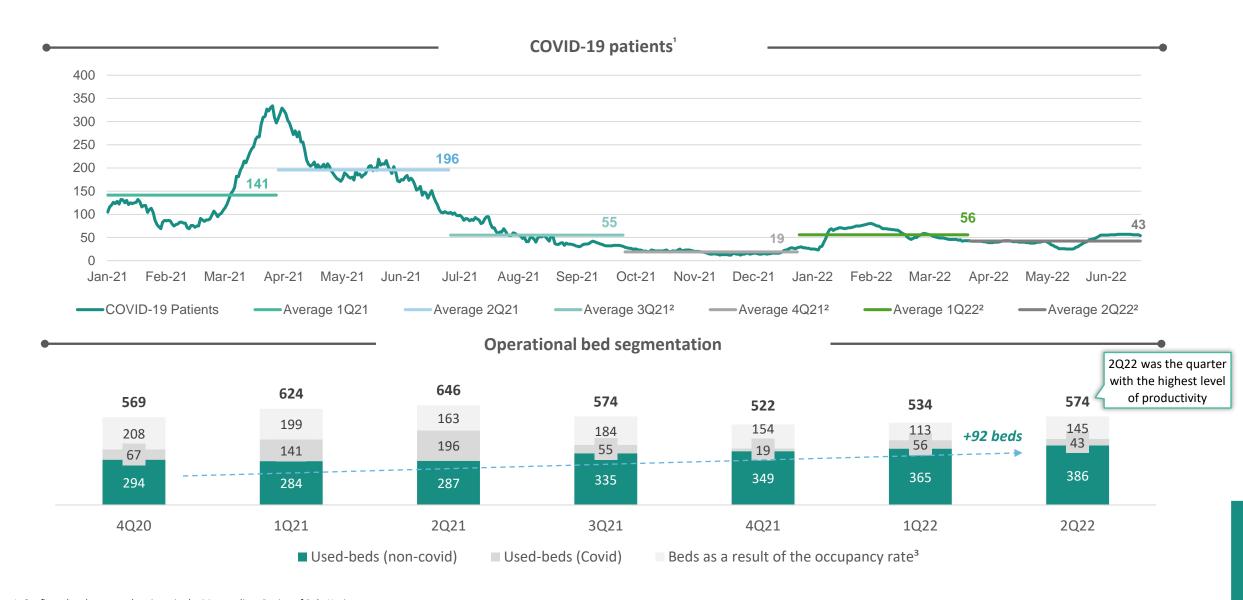


## 1st stock buyback program

- Approved on July 13, 2022, with a duration up to 18 months
- Maximize the value generation for the shareholders
- The Company's management understands that the current value of its shares does not reflect the real value of its assets combined with the perspective of profitability and future results generation.

# **Operational highlights - MRBH**





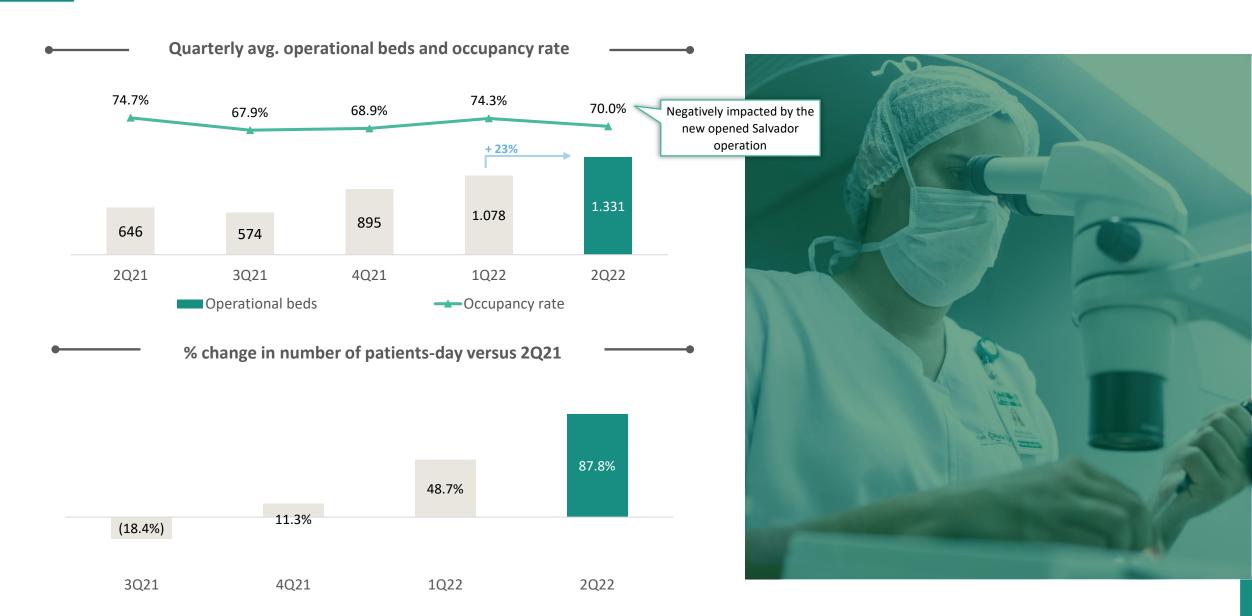
<sup>1.</sup> Confirmed and suspected patients in the Metropolitan Region of Belo Horizonte

<sup>2.</sup> Values from September onwards were measured on a weekly basis

<sup>3.</sup> The beds as a result of the occupancy rate are calculated as the difference between the operational beds and the used beds, being the last one based on the multiplication of operational beds and occupancy rate.

# **Operational highlights**



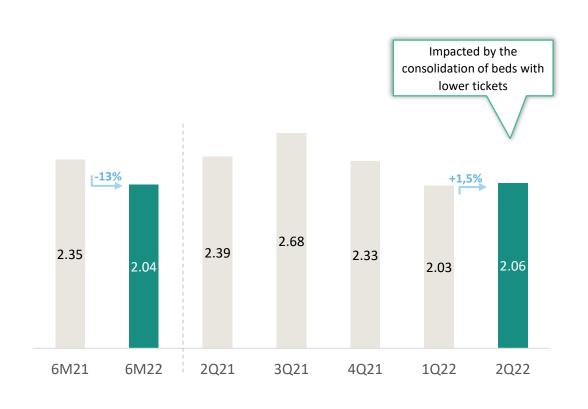


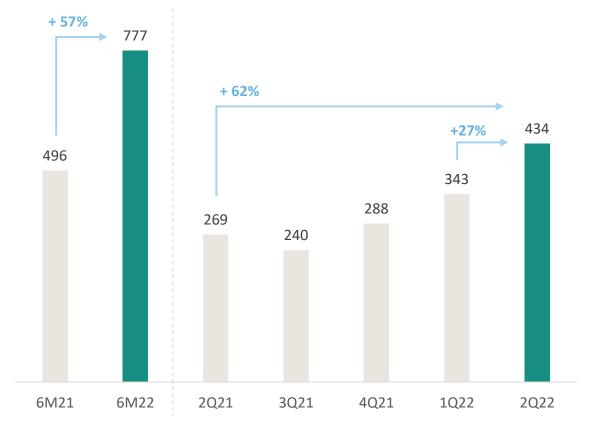
## Revenue



## Average Ticket – BRL Mm<sup>1</sup>

#### Net Revenue – BRL Mm





# **Costs and expenses**



## Costs of services provided – BRL Mm



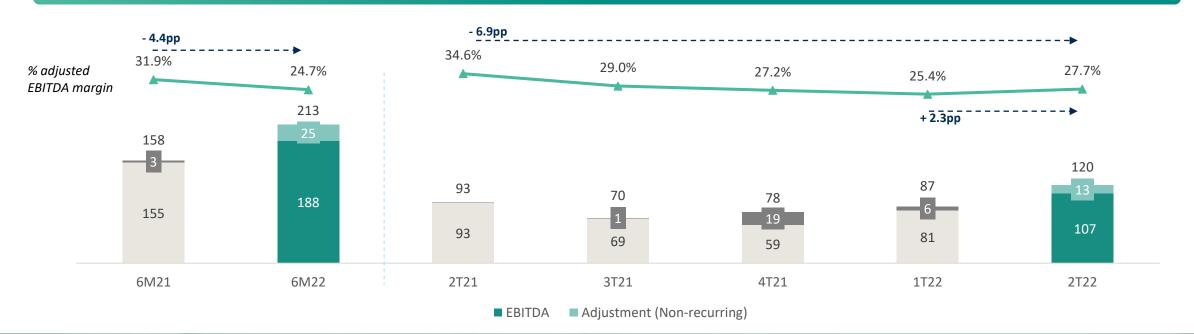
## Adjusted operating income and expenses – BRL Mm



# **EBITDA**



## Adjusted EBITDA and margin – BRL Mm



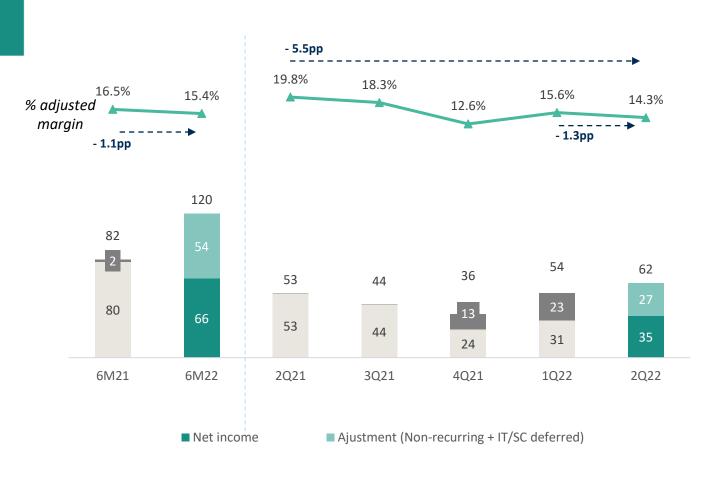


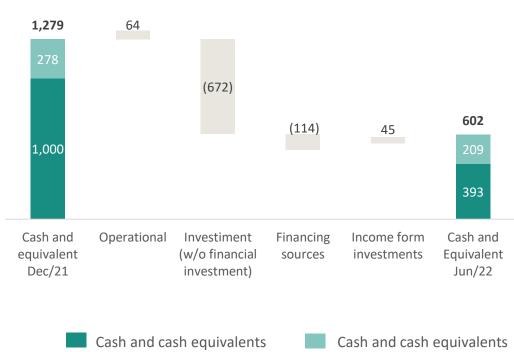
# **Adjusted net income and Cash Flow**



#### Adjusted net income and net margin – BRL Mm

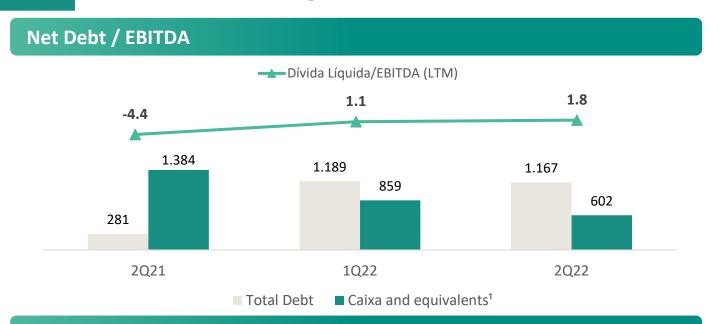
#### Cash Flow – BRL Mm





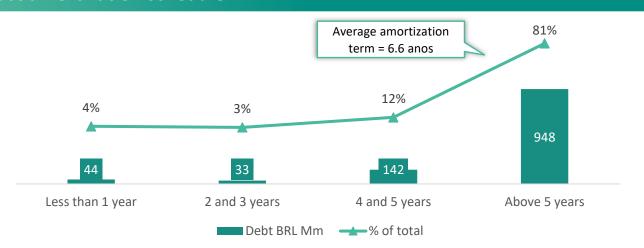
# **Debt and leverage**



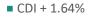




#### **Debt amortization schedule - BRL Mm**



## Average cost of debt and indexation

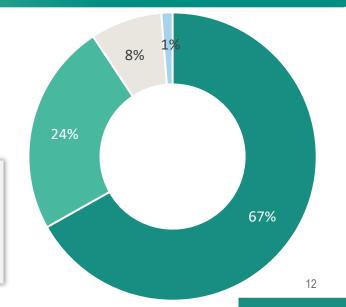


■ IPCA + 1.03%

TJLP + 3.29%

Pré 8.23%

On 3Q22 was contracted a swap of interest rates for the BNB debt (IPCA -> CDI) and the new cost of for this debt will be CDI minus 4.87% per year.



1. Cash, cash equivalents and investments



For questions via audio, please raise your hand to join the line. When announced to ask the question, your microphone will be enabled. We advise that all the questions are made at one time.



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

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