

# Earnings Release

## 1Q24



May, 2024

# Disclaimer

## ▪ Considerations on financial and operational information and disclaimers

The financial information presented here was taken from the interim accounting information (“Quarterly Information – ITR”) for the quarter ended September 30, 2023, and prepared in accordance with accounting standard CPC 21 (R1) - Demonstração Intermediária - of the Brazilian Accounting Pronouncements Committee (CPC) and International Accounting Standard (IAS) 34 - Interim Financial Reporting - issued by the International Accounting Standards Board (IASB) and presented in accordance with the standards issued by the Brazilian Securities Commission (CVM) applicable to the preparation of Quarterly Information (ITR).

For better discussion of the results and to reflect how the company’s internal management works, management makes reclassifications between costs and expenses in the Quarterly Information (ITR), without affecting EBITDA and net income. Accordingly, the Company uses the word “adjusted” to refer to reclassifications and adjustments to the information with the above alterations since these adjustments are included in the information presented in the Quarterly Information (ITR). The calculation of EBITDA and adjusted EBITDA from net income is shown on page 13. Additionally, the complete information presented here can be found in the interactive spreadsheet available on the Company’s Investor Relations website, by clicking [here](#).

## ▪ Predictions about future events

This document may contain forward-looking statements regarding the Company’s business, estimates of operating and financial results and growth prospects, as well as other future events. Statements in this document that are forward-looking include, but are not limited to, words such as, “anticipate,” “believe,” “estimate,” “expect,” “project,” “plan,” “foresee,” “aim,” and “seek,” as well as all their variations, and other words with a similar meaning, whose objective is to identify possible situations. Said situations involve various factors, risks or uncertainties, known or unknown, which could result in material differences between current data and any projections contained herein, and do not represent any guarantee regarding the Company’s future performance.

All statements herein are based on information and data available on the date they were made. The Company does not undertake to review or update them in any way with the emergence of new information or future events.

The reader/investor is solely and exclusively responsible for any investment decision, trade or action taken based on information contained herein. The reader/investor should not consider only the information herein to make decisions concerning the trading of securities issued by the Company. For more detailed information, consult our Financial Statements, Reference Form, and other relevant information on our investor relations website <https://www.dasa3.com.br/>.

This document does not constitute an offer to sell or a solicitation to buy any security.

# 1Q24 Highlights



## R\$4.1 bi

Gross revenue  
+7% YoY

## R\$1.1 bi

Adjusted gross profit  
+2% YoY  
30.3% adj. margin

## R\$639 M

EBITDA  
+4% YoY  
17.1% margin

## R\$53 M

CAPEX  
-58% YoY

- **Gross revenue growth** in the Hospitals and Oncology segment and domestic Diagnostics operation
- **Adjusted gross profit** with a 2% increase in relation to 1Q23, with a 6% increase in Hospitals and Oncology (BU1) standing out
- **Reduced adjusted expenses as a proportion of net revenue**, aligned with the Company's guidelines to dilute expenses
- **EBITDA growth** showing initial effects of operational excellence initiatives
- **Significant reduction in investments**, resulting from the management's focus on generating returns on the investments made in recent years and prioritization of investments
- **Net debt** with a longer amortization profile and lower cost due to the liability management initiatives implemented
- Approval of an **advancement for future capital increase (AFAC) of R\$1.5 billion** by the controlling shareholders
- **Pro-forma cash position (adding proceeds from AFAC) of R\$3.6 billion, 70% higher than the amount of debt due until the end of 2025**

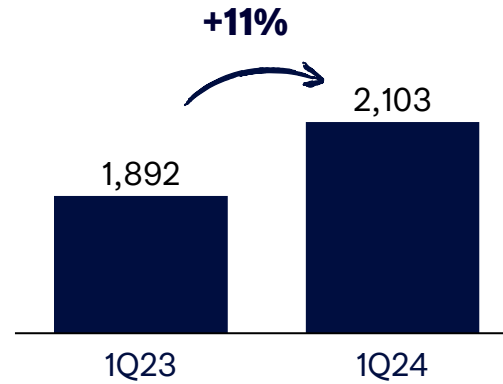
## AFAC – Advance for future capital increase

- **Controlling shareholders** committed to **contribute R\$1,5 billion** to the company through AFAC, with sole and exclusive destination to the future capital increase of Dasa
- AFAC is part of a **set of operational and strategic initiatives** aimed at the reduction of financial leverage, a solid financial position and increased investment capacity at Dasa
- **Price:** volume weighted average stock price of **60 trading days** immediately after the first between (a) the announcement of any transaction that results in the reduction of net debt in, at least, R\$2.5 billion; or (b) December 31, 2024
  - The criteria used to determine the price has the objective of allowing all shareholders to take an informed decision about the exercise of their subscription rights, possessing the relevant information about the abovementioned transactions should they occur until the end of 2024
- Record date for Dasa's shareholders preemptive rights will be announced upon the approval of the capital increase, after the end of the period to set the issuance price of the shares
- **AFAC effect on financial leverage 1T24 pro-forma = reduction of 0,7x**
- The AFAC **reinforces the long-term commitment of the controlling shareholders** with the company, as well as their **confidence about the future of Dasa**



## Gross revenue

(R\$ million)



 Patients per day **+7.6%**

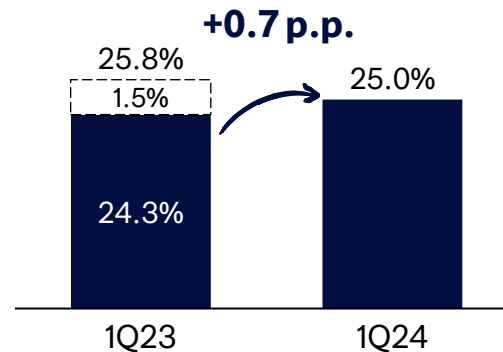
 Average ticket **+3.3%**

- **Oncology growth +23%**
- **Occupancy rate +1.2 p.p.**
  - Attraction of medical teams
- Annual **contractual adjustments**

## Adjusted gross margin

(%)

--- Effect of disallowance



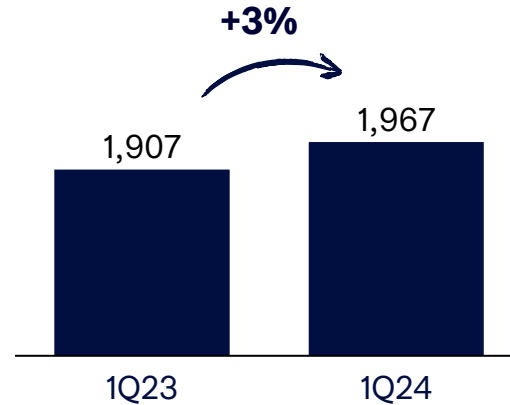
- Adjusted gross profit: **+6%**
- Increased adjusted gross margin normalizing disallowance effect in 1Q23: **+0,7 p.p.**
- Higher costs with personnel and materials and medicines, reduced by efficiency initiatives

# Diagnostics & Care Coordination



## Gross revenue

(R\$ million)



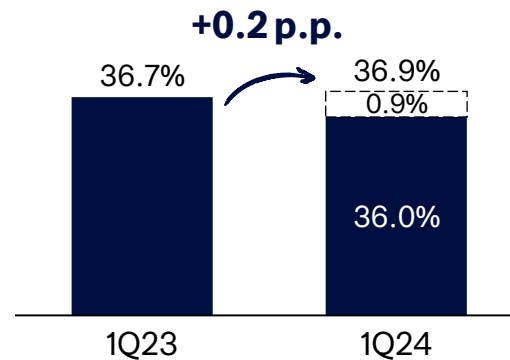
Exams +3%

- National gross revenue: **+4%**
- **Increased volume**, due to *dengue* exams and vaccines
- Calendar effect
- International operation impacted by the effect of currency devaluation between periods

## Adjusted gross margin

(%)

---- Discounts effect



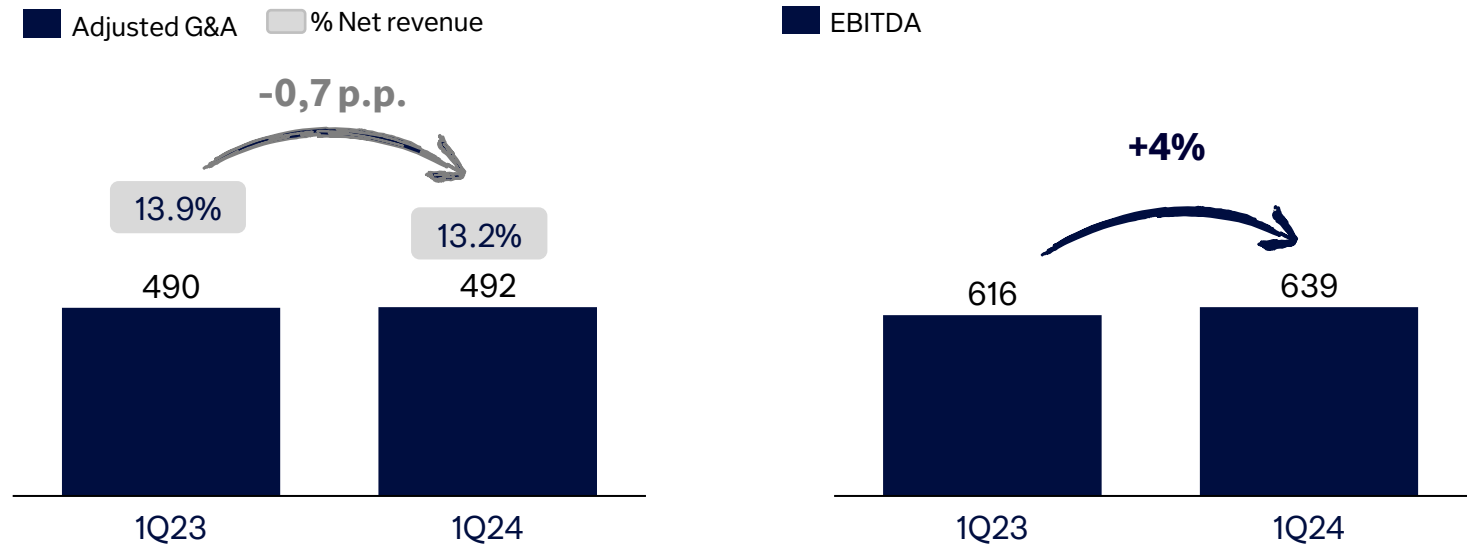
- Stable adjusted gross profit
- Concentration of discounts
  - Increase in adjusted gross margin normalizing the effect of discounts: **+0.2 p.p.**
- Exchange rate impact on the results of international operations

# Consolidated Result



## Adjusted G&A and EBITDA

(R\$ million)



- **Dilution of adjusted expenses**, in line with the Company's actions aimed at operational efficiency
- **EBITDA expansion**, with practically stable margin
  - Operational excellence initiatives and the out-of-period credits more than offset the increased concentration of discounts in 1Q24 and the lower level of disallowance in 1Q23
- **Net result before taxes** improved 21% from 1Q23

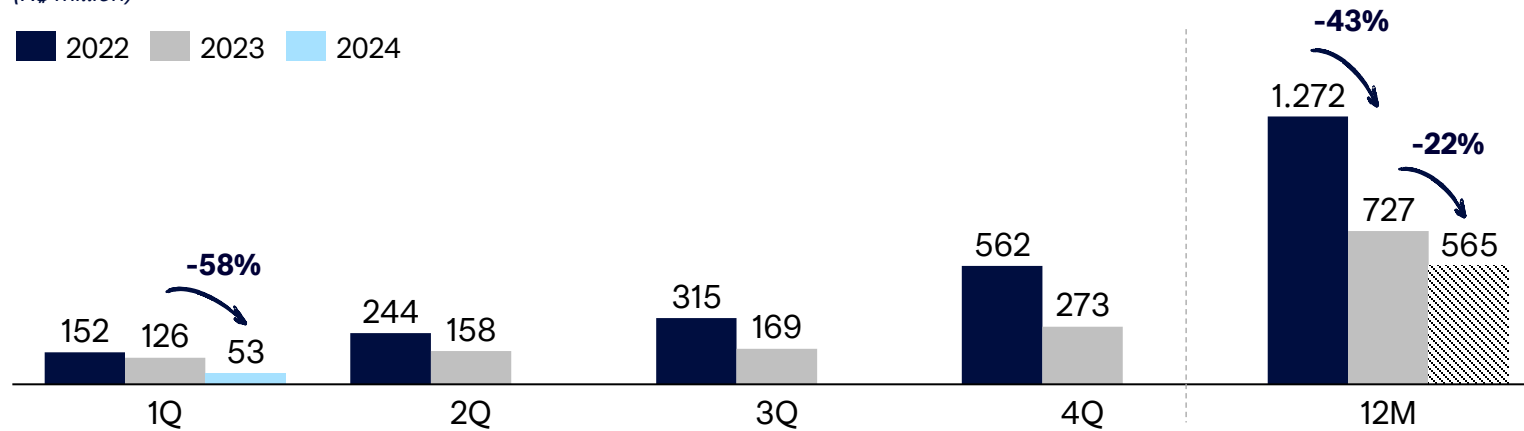
# Consolidated Investments



## CAPEX

(R\$ million)

■ 2022 ■ 2023 ■ 2024



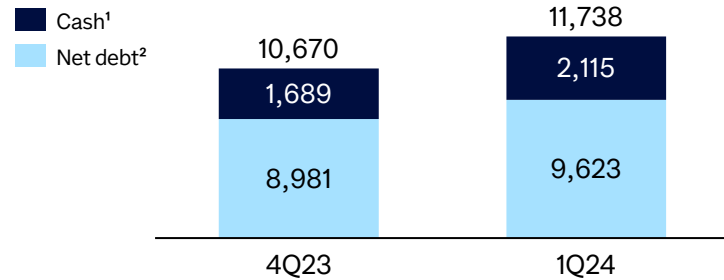
The Company announced, on March 27, **the investment budget for 2024, which totals R\$565 million**

- Consolidated investments in 1Q24 represented 9% of the total limit approved by the Board of Directors for the year
- **74% reduction in investments in technology**, with priority to structuring projects, as well as sustaining and supporting existing operations
- Focus on **maintaining** of the patient service centers and exams processing units, aiming at operational improvements in order to maintain the level of patient service and compliance with legal demands
- Conclusion of **expansion projects** already identified in 2023 and **prioritization of new projects** with better indicators of financial returns and essential in both BUs

# Capital structure

## Cash position and financial debt

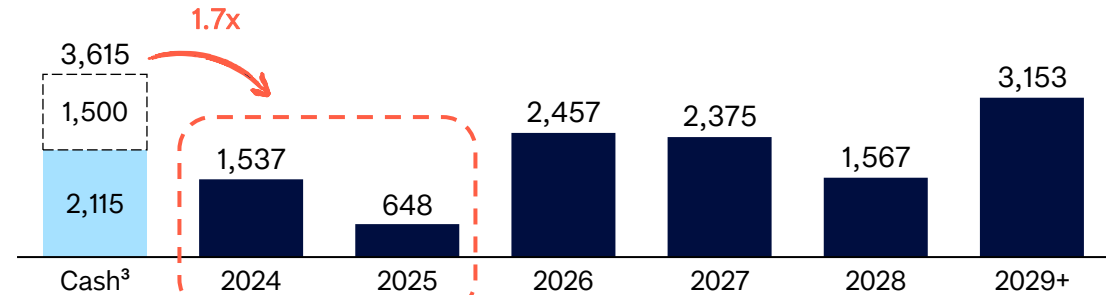
(R\$ million)



Cash balance higher than debt due in 2024, despite the consumption of working capital, ...

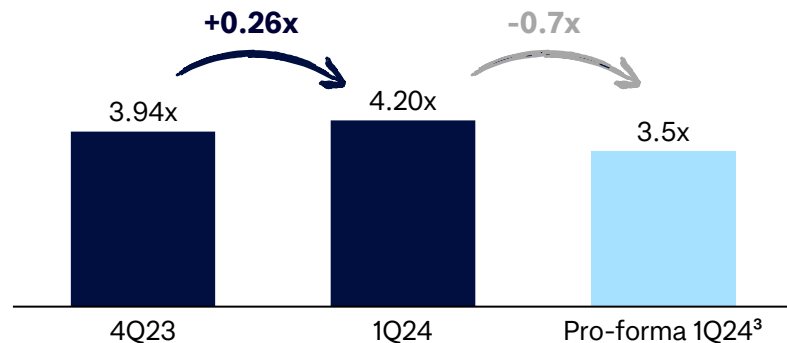
## Amortization schedule

(R\$ million)



... due to the liability management initiatives implemented, which allowed a longer amortization profile and lower costs.

## Leverage<sup>4</sup>



- Conclusion of the 21<sup>st</sup> offering of debentures in the amount of R\$1.7 billion
- Average term of 4.1 years
- Average cost of debt of CDI +1.7%
- Higher leverage mainly due to the seasonal increase in revenues
- **Pro-forma cash position, adding AFAC proceeds, of R\$3.6 billion, 70% higher than the total amount of debt due until the end of 2025**

# Initiatives with impact in 2024 – Overview

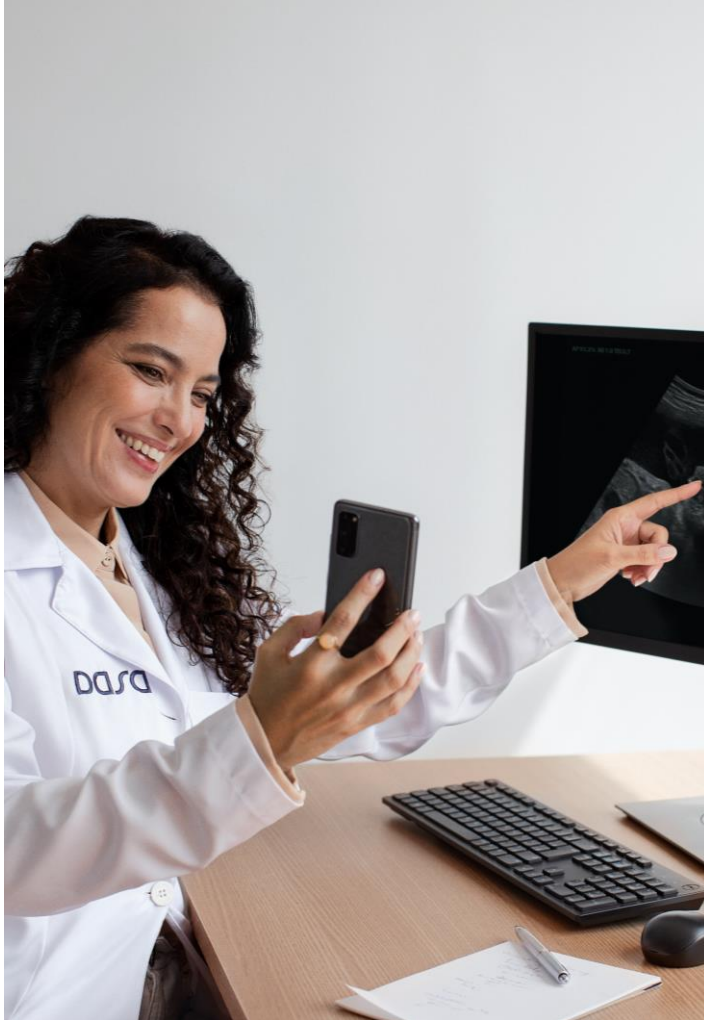


## Overview

- **Prioritization of core activities:** Hospitals and Oncology & Diagnostics (work in progress)
  - Start of the discontinuation process of unprofitable operations (Uruguay) ✓
  - Non prioritization of Home Care ✓
  - Non prioritization of Care Coordination as core activity ✓
  - Reassessment of non-synergistic and/or non-strategic operations (work in progress)
- Reorganization of the personnel structure and alignment of policies to the market (work in progress)
- Reallocation and reduction of occupied buildings (work in progress)

≈-R\$170M  
in 2023

# Initiatives with impact in 2024 – Hospitals, Oncology and Diagnostics



## Hospitals and Oncology

- Review of each hospital's specialties (work in progress)
- Resize leadership, seeking a lighter structure ✓
- Realignment of contracts with payors (work in progress)
- Strengthening the team responsible for the standardization of materials and medicines (work in progress)
- Resize structures / units / beds (work in progress)

## Diagnostics

- Advance in the digitization of scheduling and service, improving user experience and productivity gains (work in progress)
  - 7% growth of productivity in exams vs. 1Q23
- Centralization and reduction of the number of operational technical centers (work in progress)
  - 2 out of 5 planned was executed in 1Q24

# 1Q24 earnings release

May 2024

**Diagnósticos da América S.A.**

Investor Relations

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