



EARNINGS

CALL

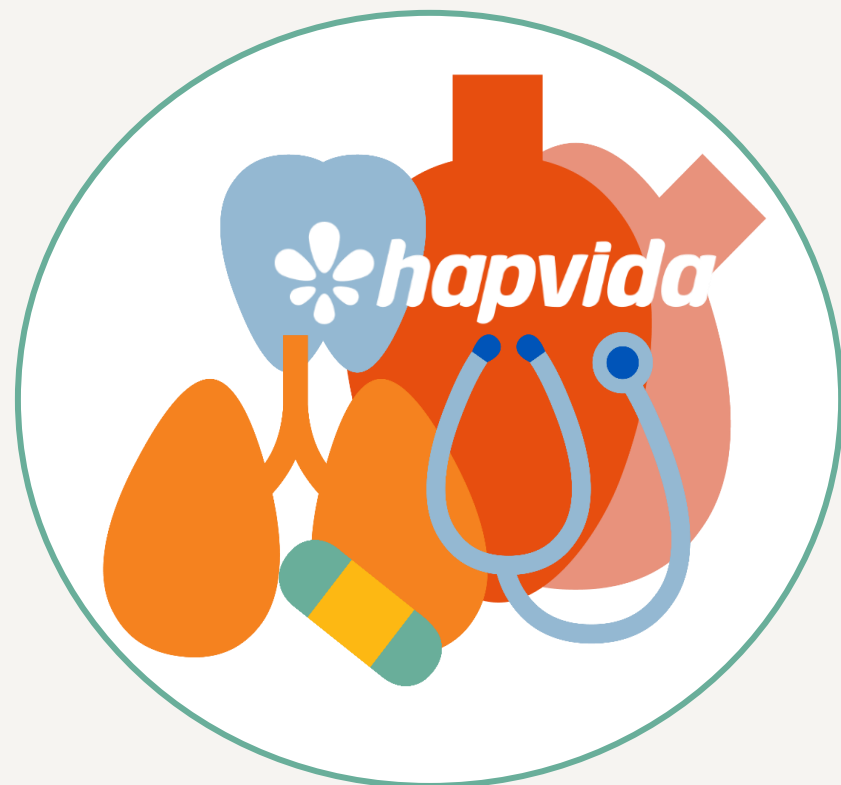
3Q20

 *hapvida*

3Q20 Highlights



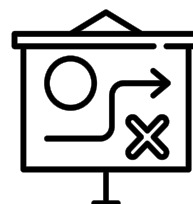
Main financial and operational indicators – Hapvida¹



Net Revenue
+61.6%



MLR ex-SUS
-0.6 p.p.



EBITDA
+93.8%



EBITDA Margin
+4.0 p.p.




Total Beneficiaries
+56.9%

¹Consolidated numbers

M&A Transactions

On going search for good assets and focus on inorganic growth



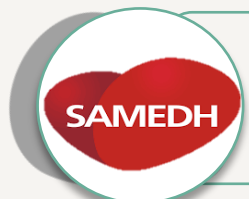
July 15, 2020

- São José dos Campos/ SP
- 104 beds
- 2 hospitals
- 51 thousand lives



September 8, 2020

- Belo Horizonte/MG
- 273 beds
- 3 hospitals + 1 day hospital
- 273 thousand lives




September 8, 2020

- Goiânia/GO
- 18 thousand lives




September 8, 2020

- Lease of the Hospital Sinhá Junqueira in Ribeirão Preto/MG



September 18, 2020

- Anápolis/GO
- 53 beds




September 18, 2020

- Anápolis/GO and Goianésia/GO
- 18 thousand lives



September 28, 2020

- Rio Claro/SP
- 73 beds
- 1 hospital
- 5,5 thousand lives



November 9, 2020

- Belo Horizonte/MG, Brasília/DF and Montes Claros/MG
- 125 thousand lives


Status M&A 2019



Incorporated



Processing incorporation



Systems implemented

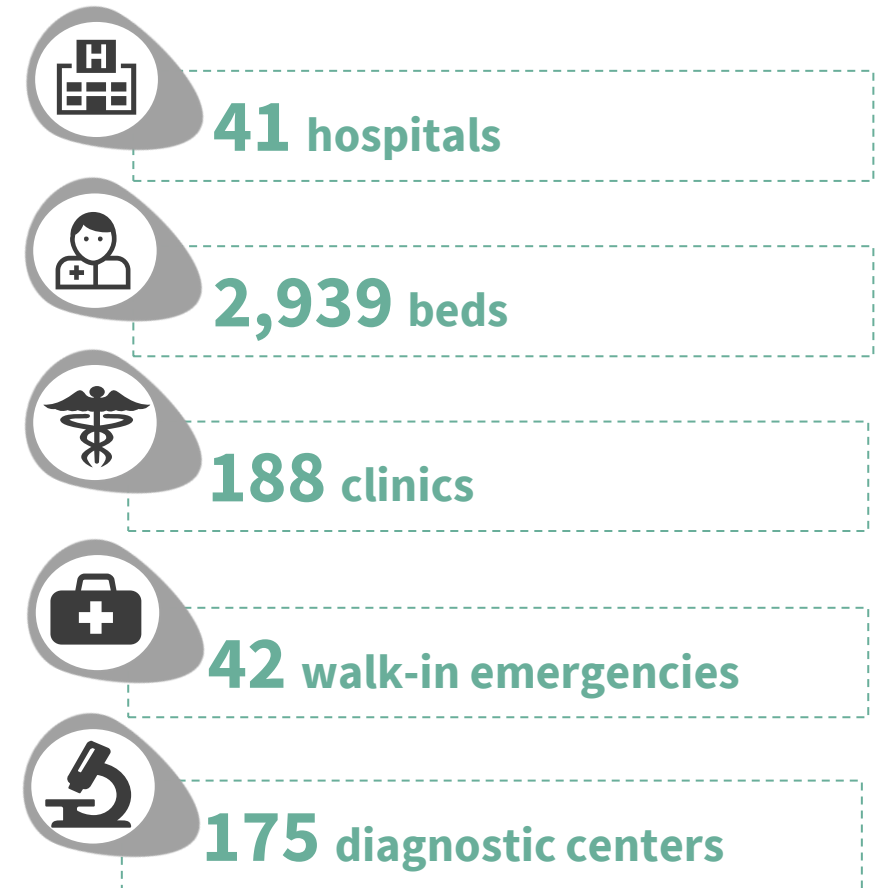
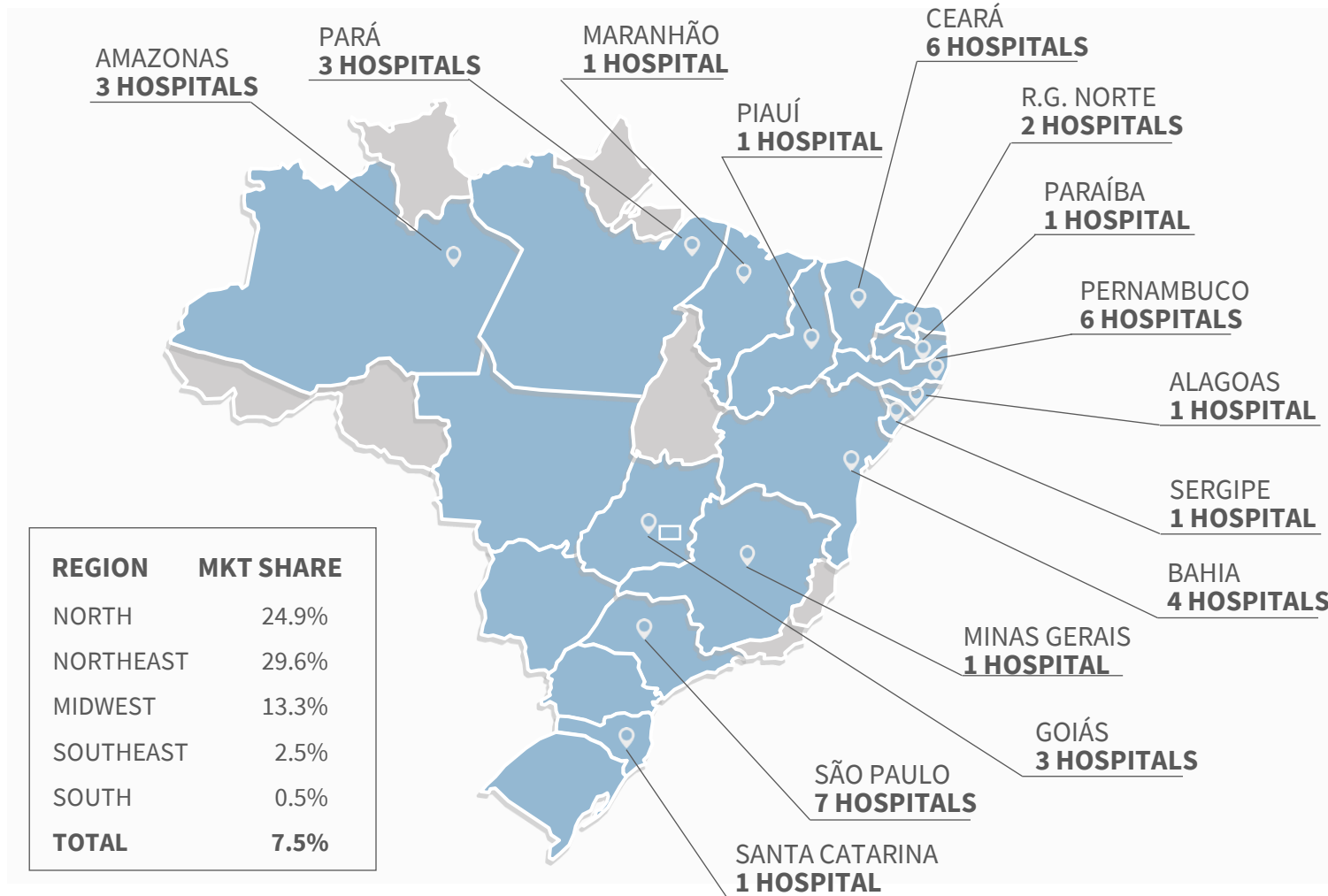


Closing in November/20

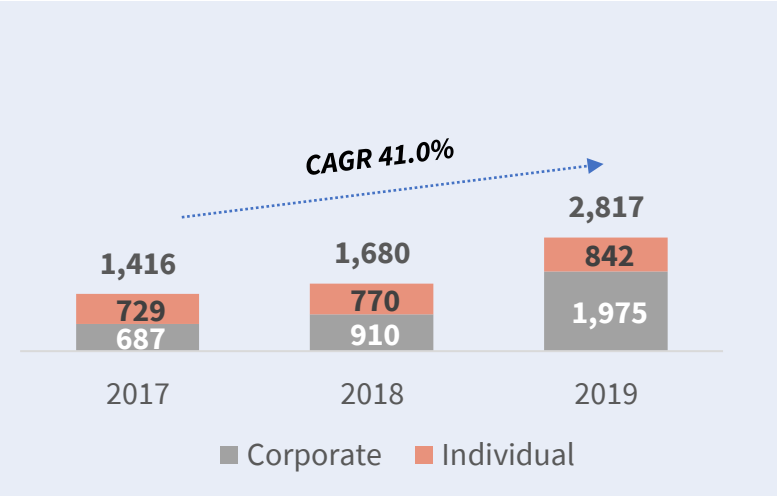
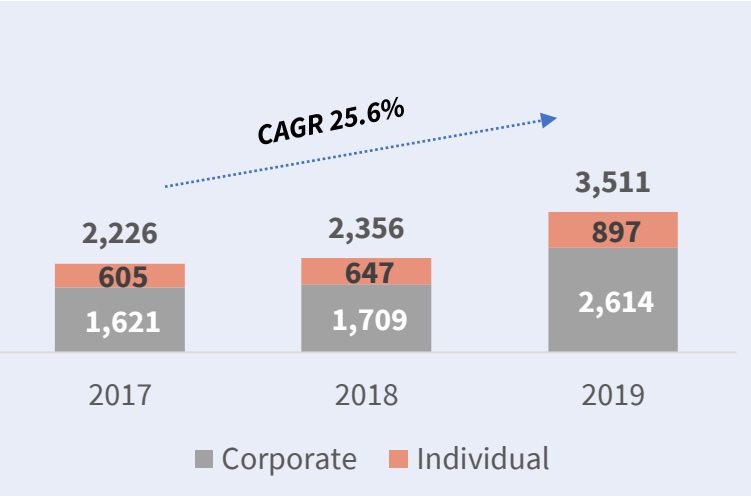
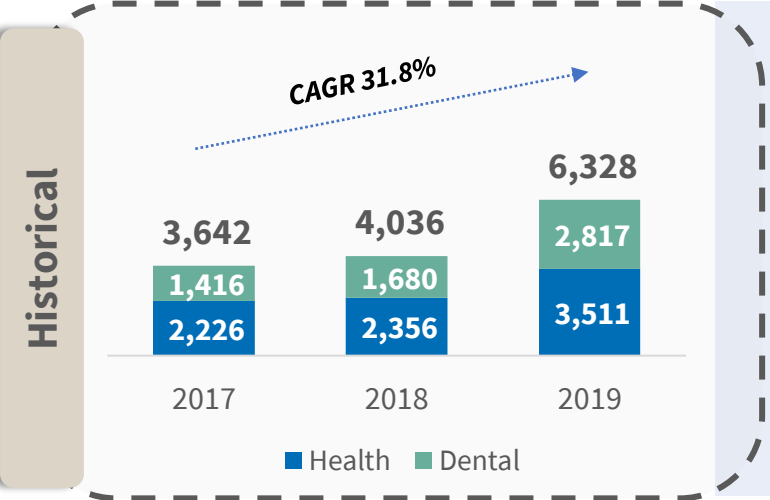
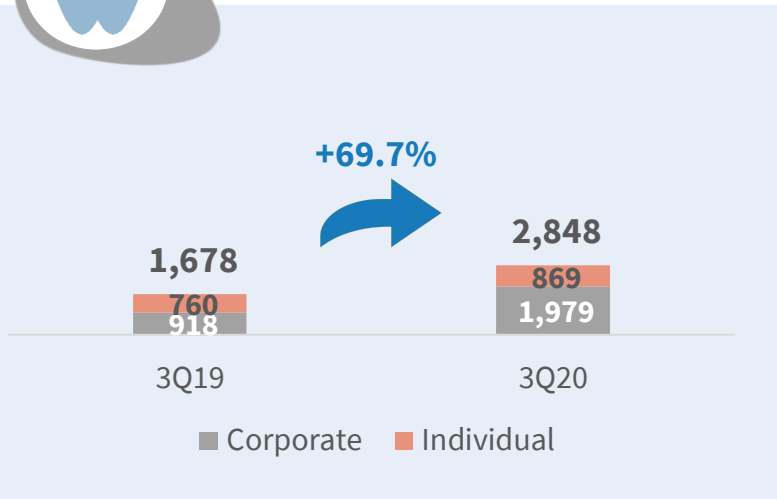
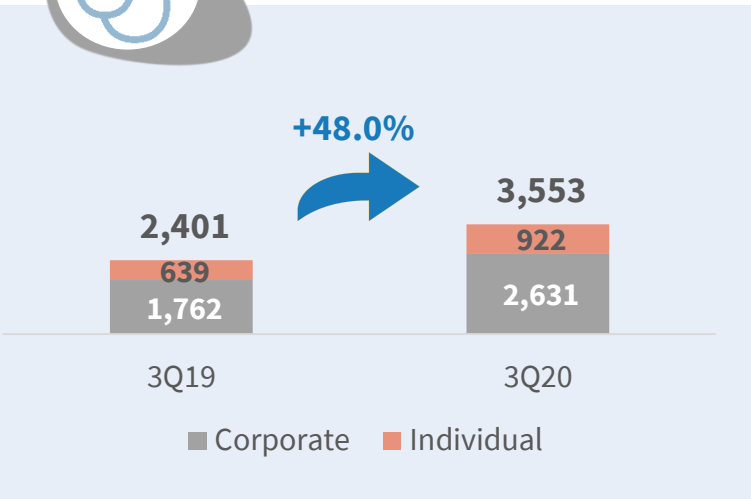
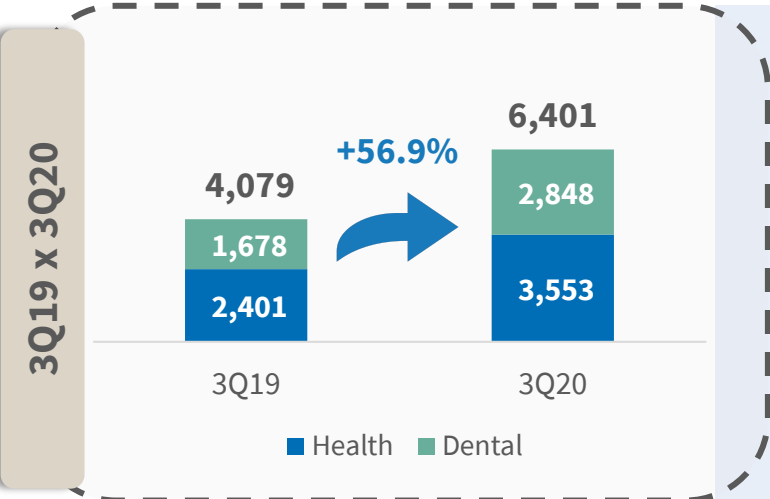


Waiting for approval

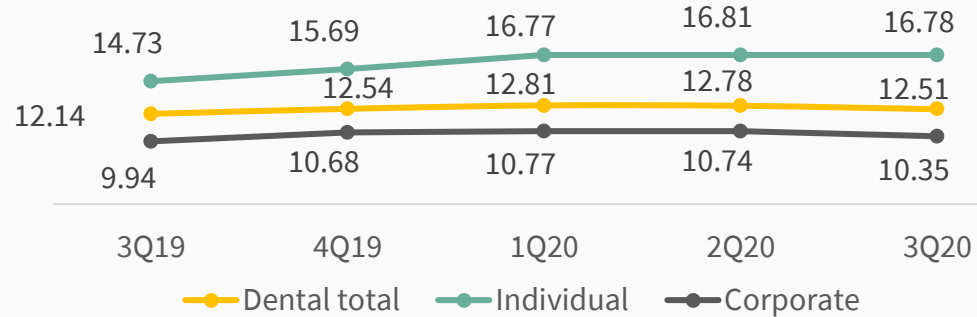
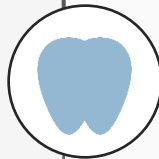
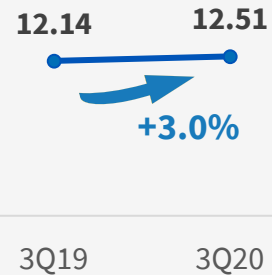
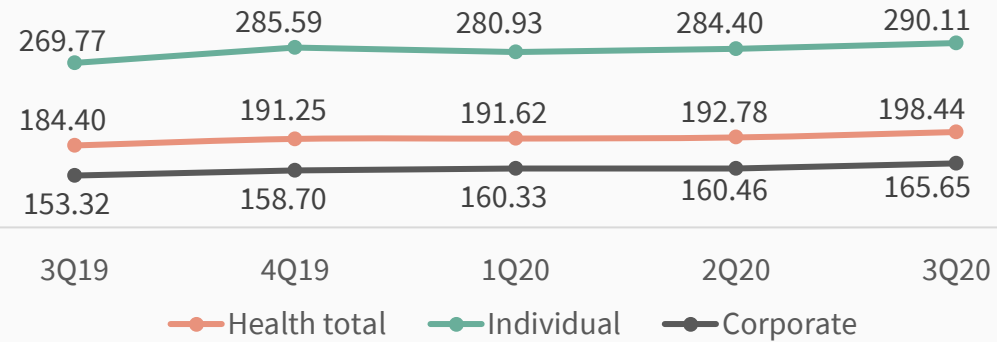
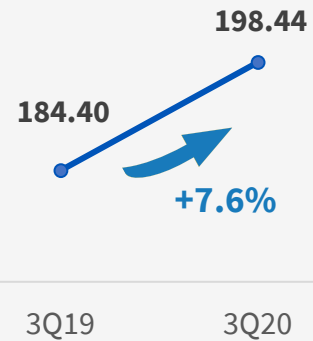
Hapvida's Infrastructure



Beneficiaries

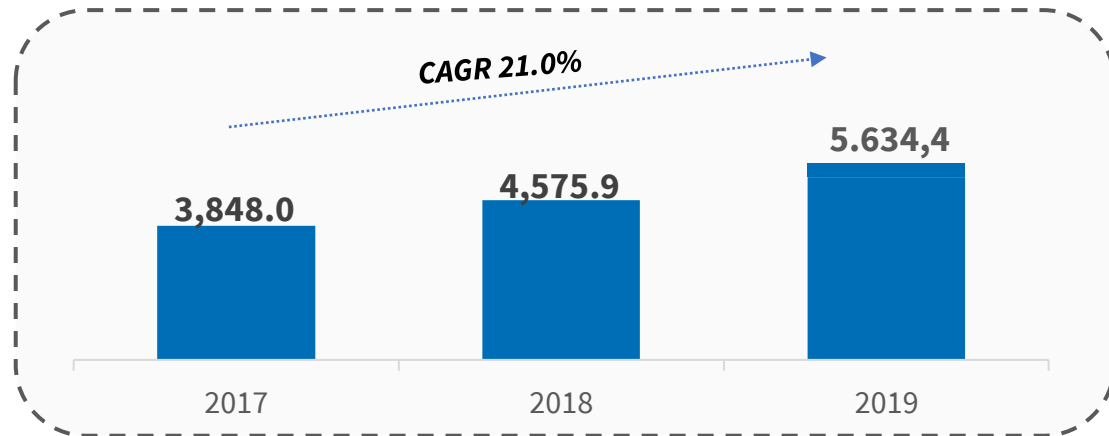
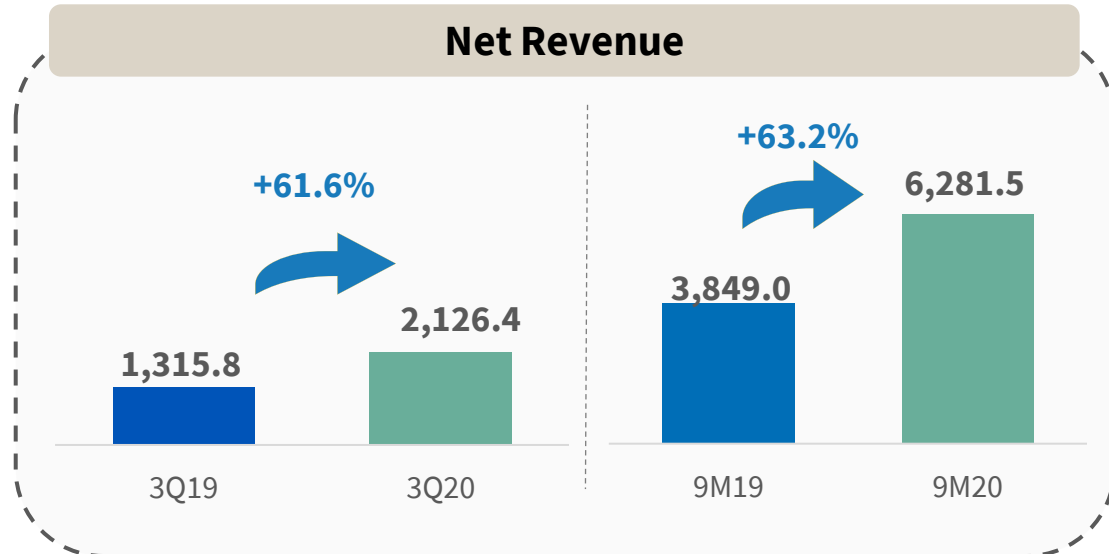


Average Monthly Ticket

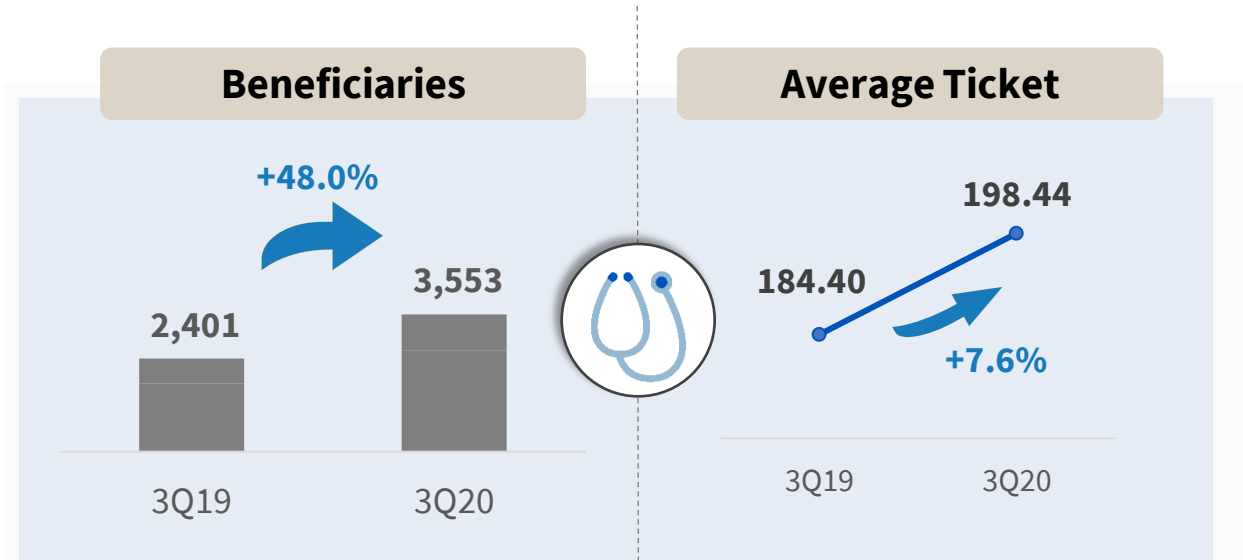


Net Revenue

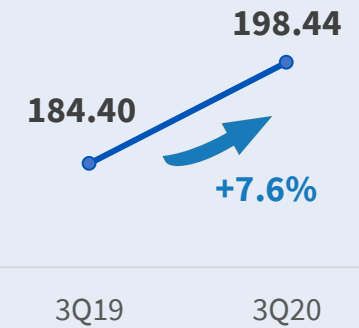
Net Revenue



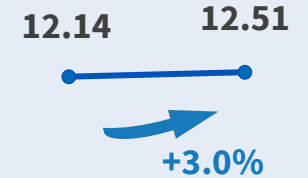
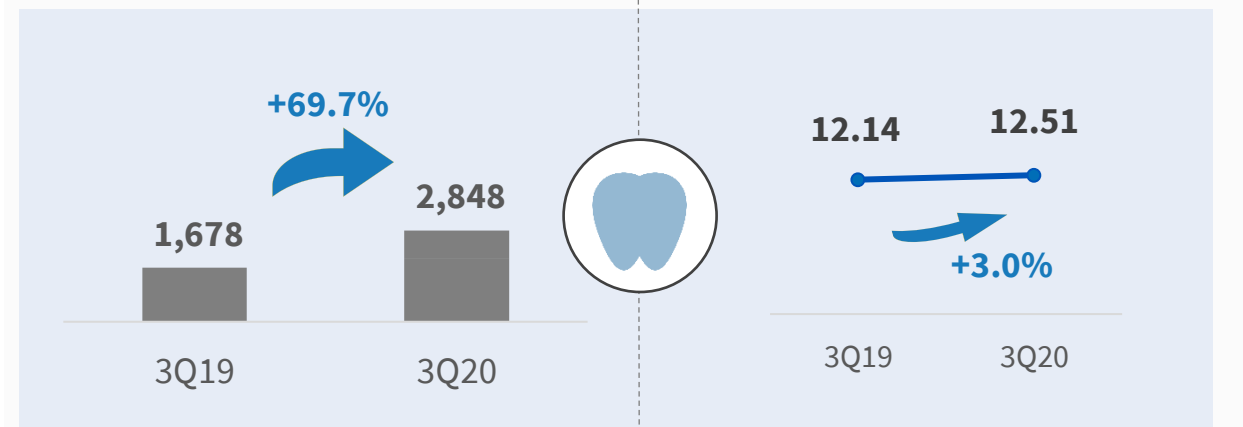
Beneficiaries



Average Ticket

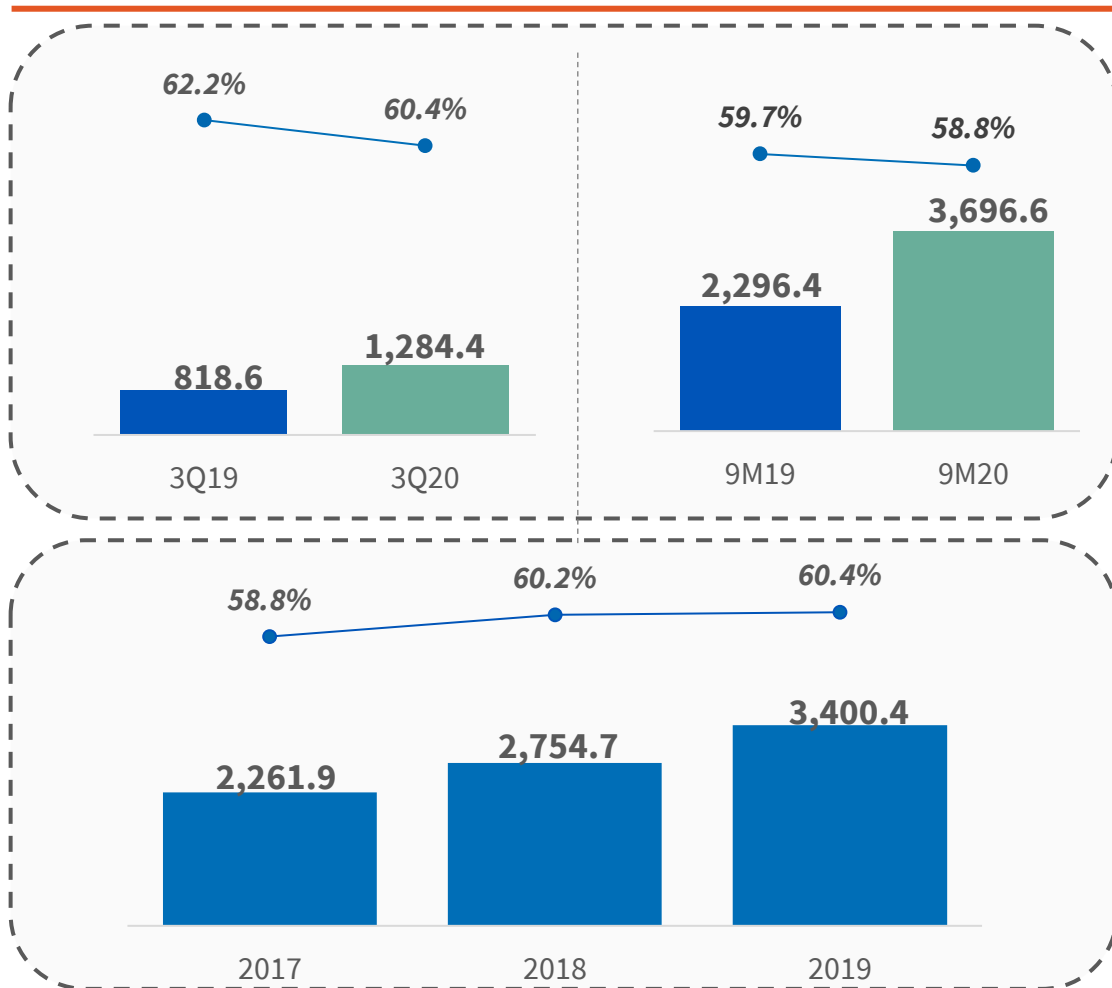


+69.7%



Medical Costs and Medical Loss Ratio

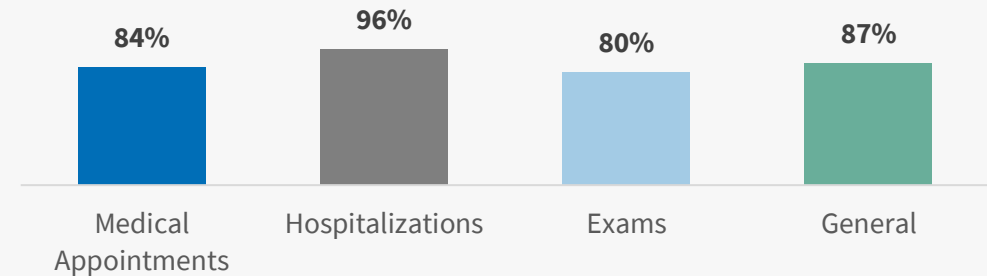
Total Medical Costs x MLR



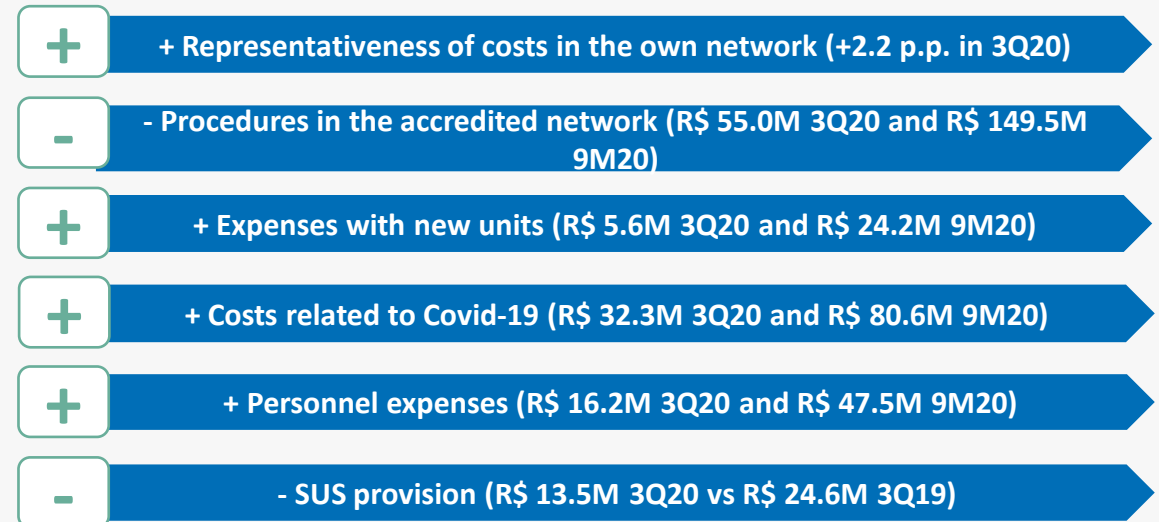
¹% calculated by the volume of appointments made in our own network in the 3Q20



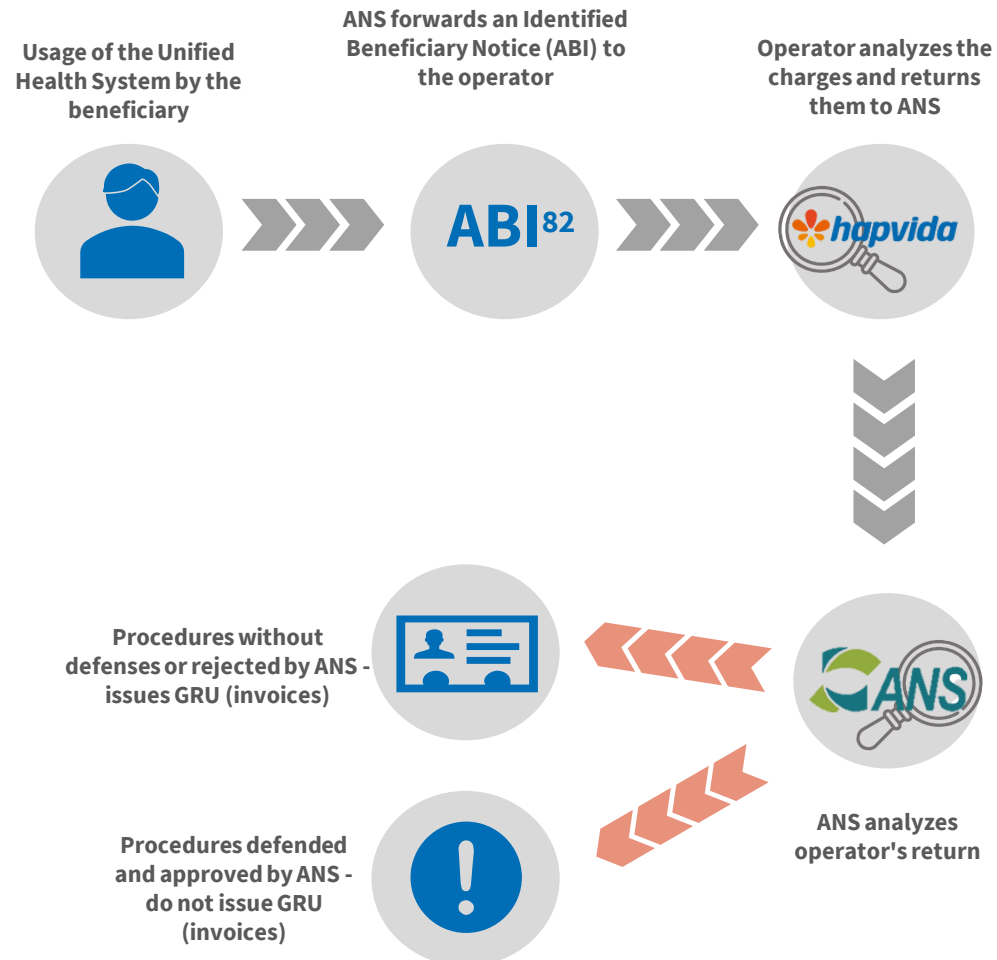
VERTICALIZATION¹



MAIN VARIATIONS

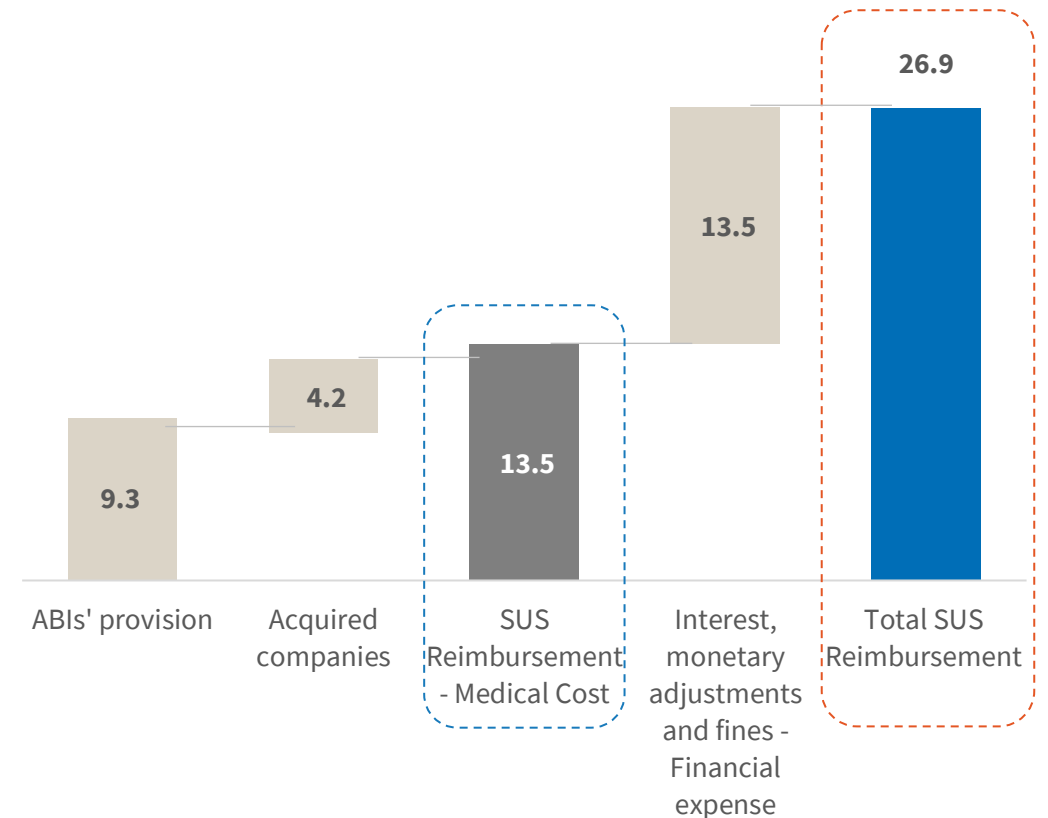


Reimbursement Flow



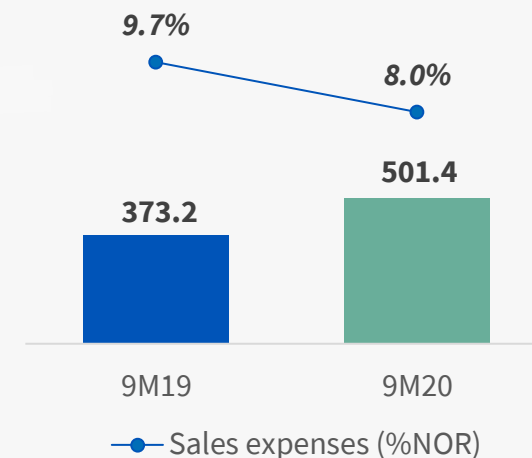
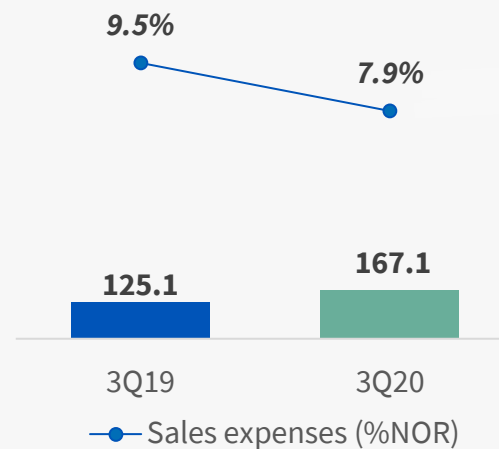
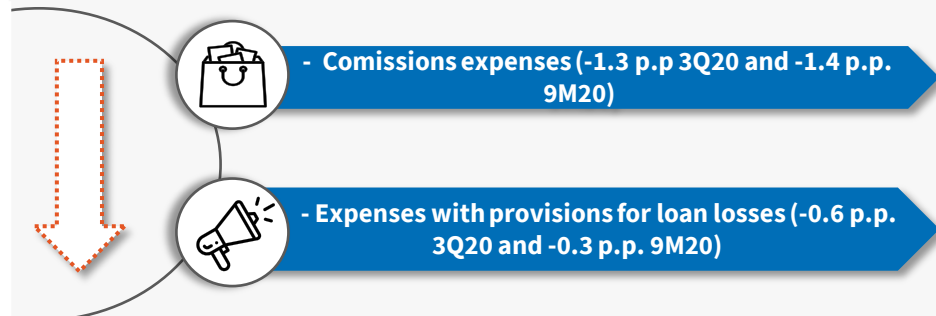
Reimbursement Breakdown

In R\$ Millon

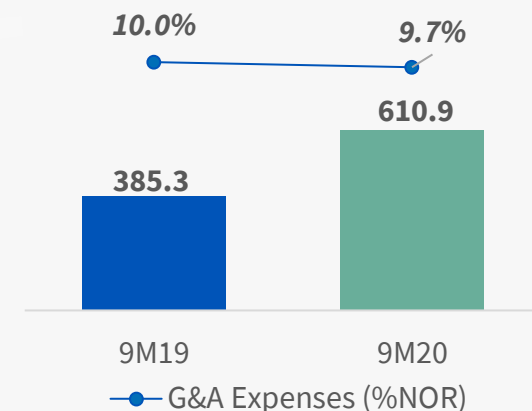
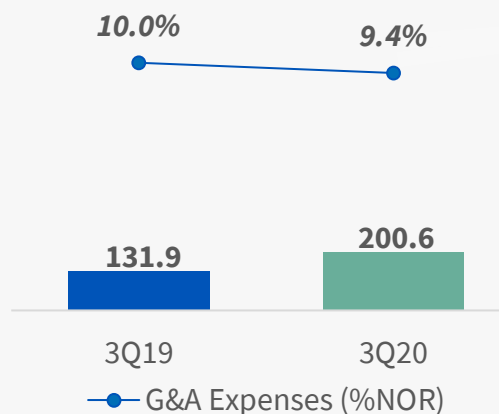
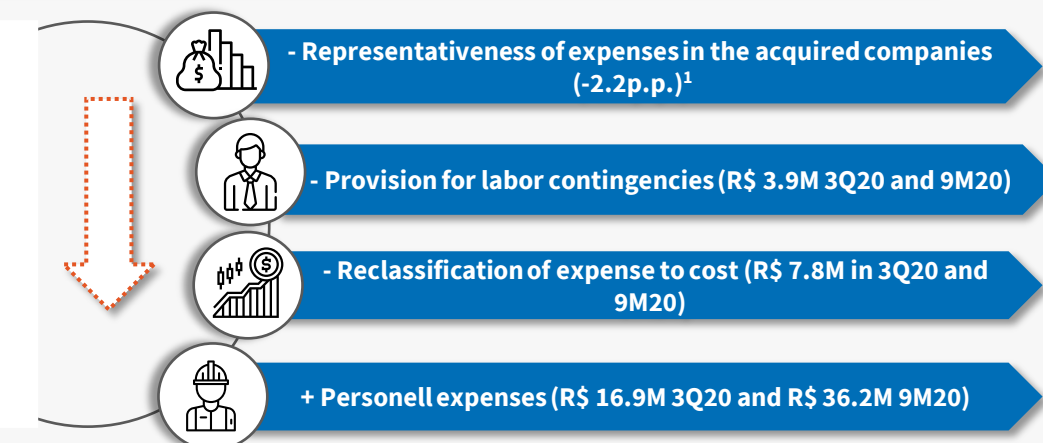


Operational Expenses

Selling Expenses

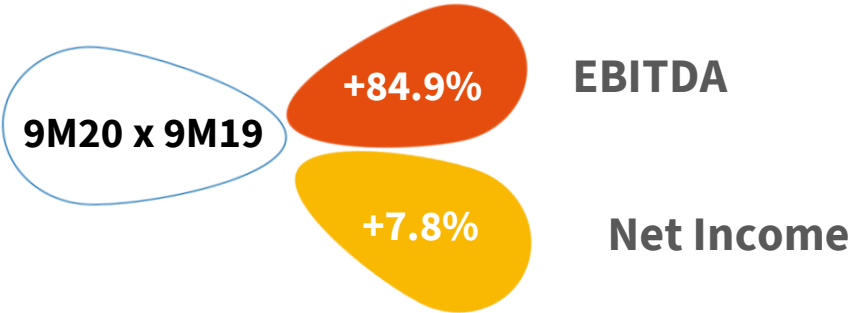
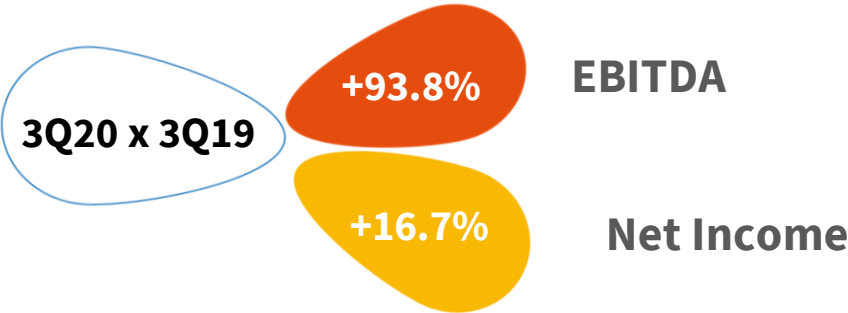
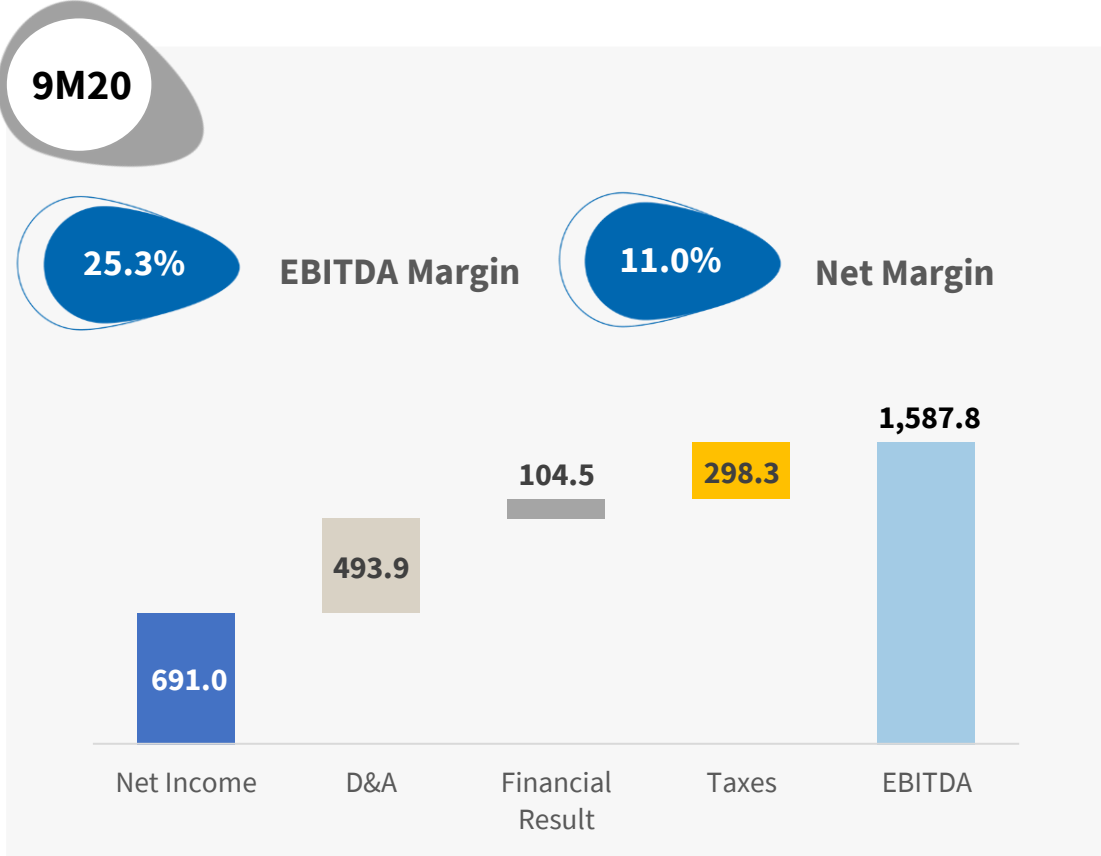
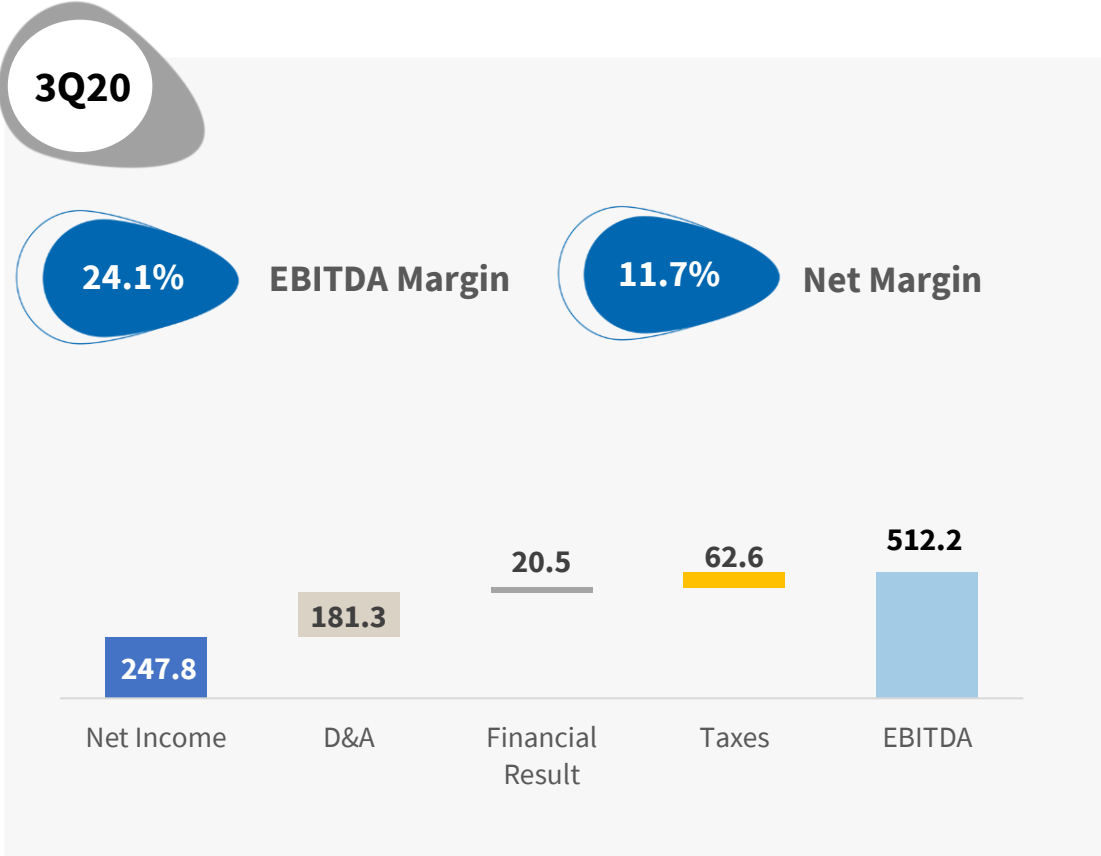


Administrative Expenses

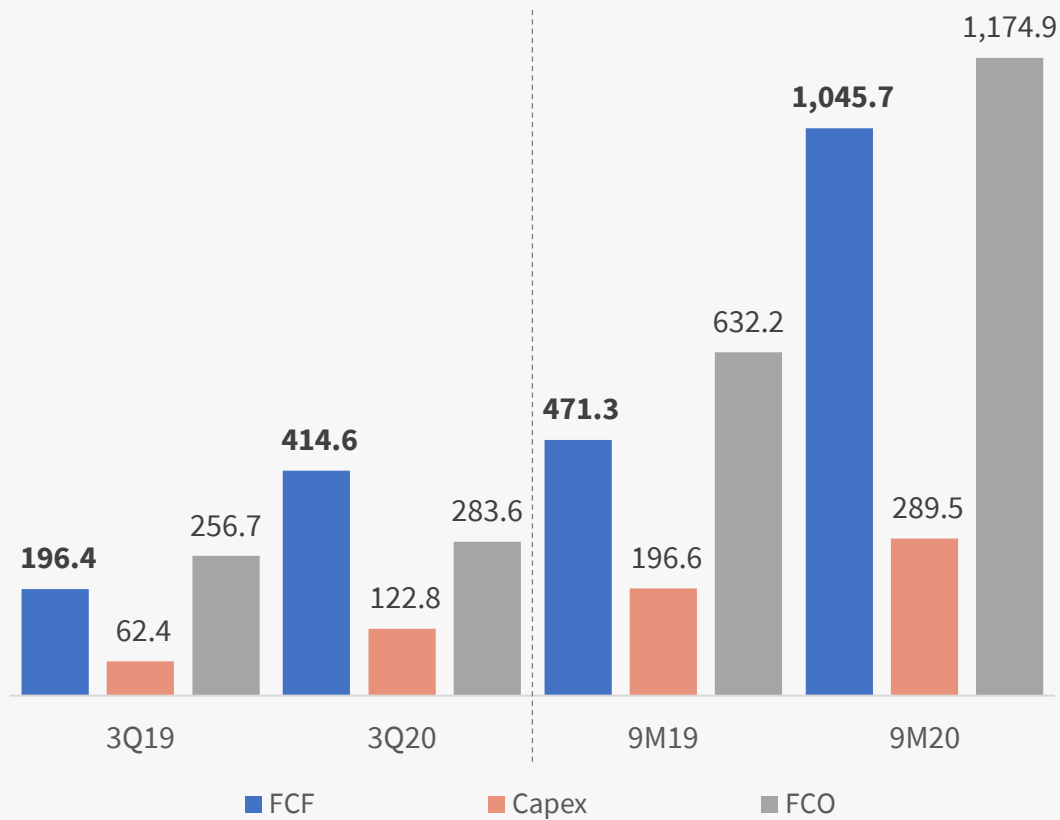


¹ Comparison between 3Q20 and 1Q20

EBITDA and Net Income



Free Cash Flow and Capex



Capex: investments on own network



2 hospitals



11 clinics



8 labs



2 walk-in emergency centers

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