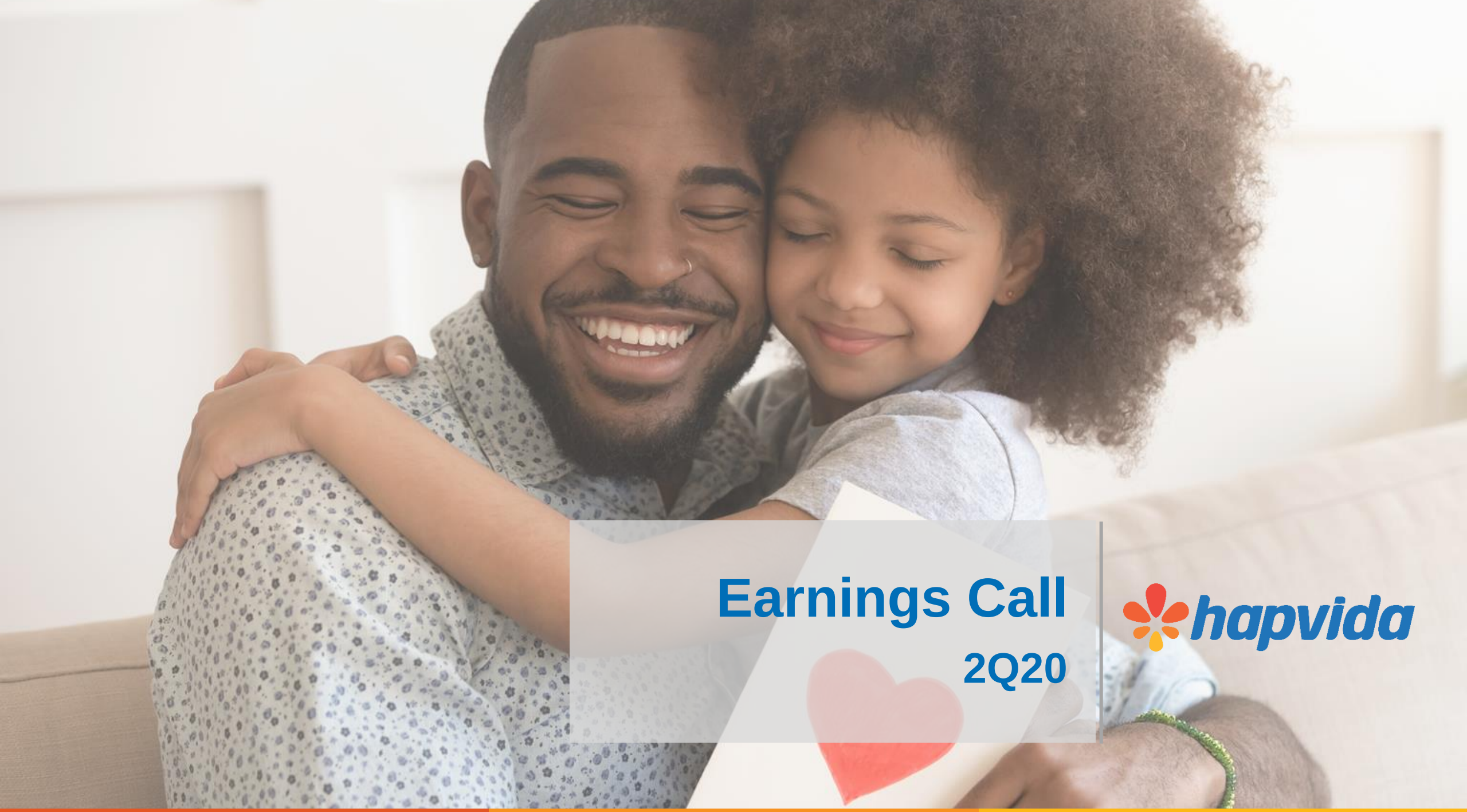


Earnings Call

2Q20

hapvida

2Q20 Highligths[1]

Net Revenues
+62.7%

EBITDA
+106.9%

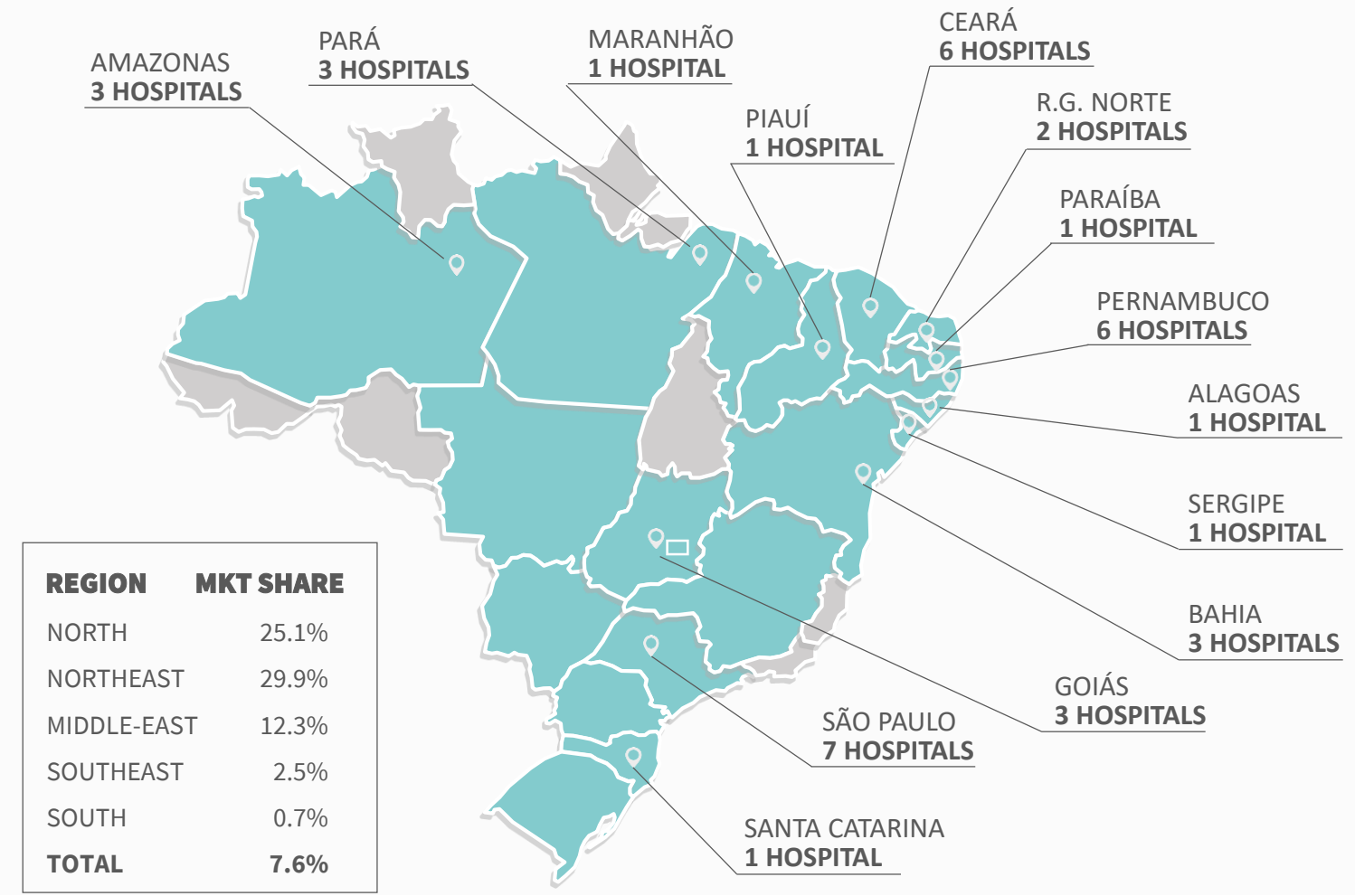
EBITDA Margin
+6.3 p.p.

Total Beneficiaries
+53.3%

MLR ex- SUS[2]
-6.1 p.p.

[1] Consolidated figures including acquisitions; [2]Hapvida ex-acquisitions

Hapvida's Infrastructure



REGION	MKT SHARE
NORTH	25.1%
NORTHEAST	29.9%
MIDDLE-EAST	12.3%
SOUTHEAST	2.5%
SOUTH	0.7%
TOTAL	**7.6%**

39 hospitals

3,063 beds

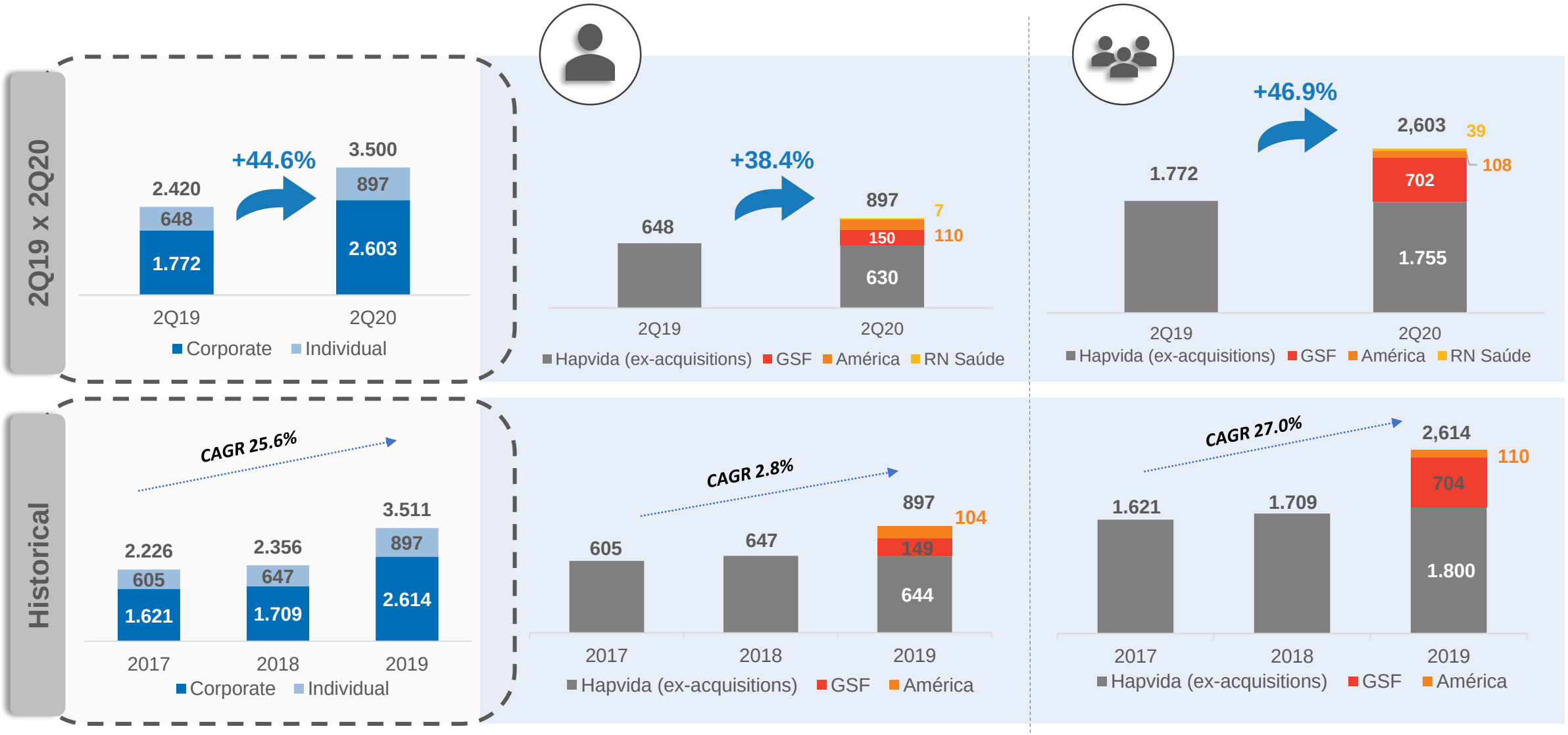
184 clinics

41 walk-in emergencies

174 diagnostic units

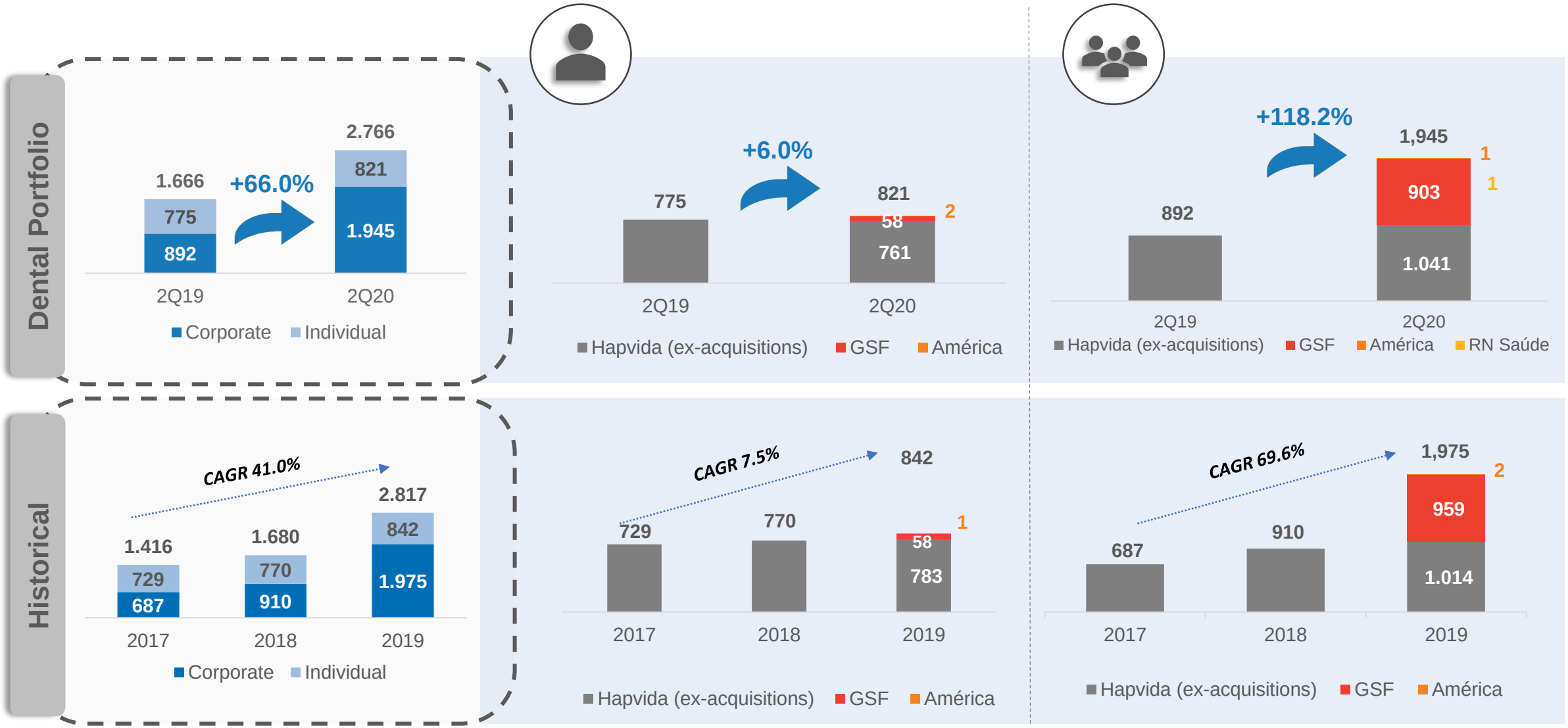
ANS market share data as of March/2020

Beneficiaries – Health Portfolio



Individual or Family plans Group (Corporate, SME, Affinity) plans

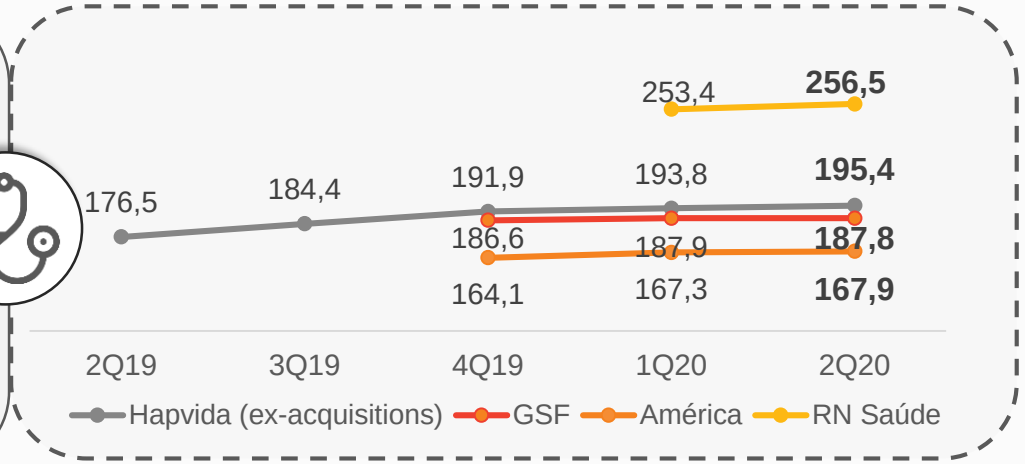
Beneficiaries – Dental Portfolio

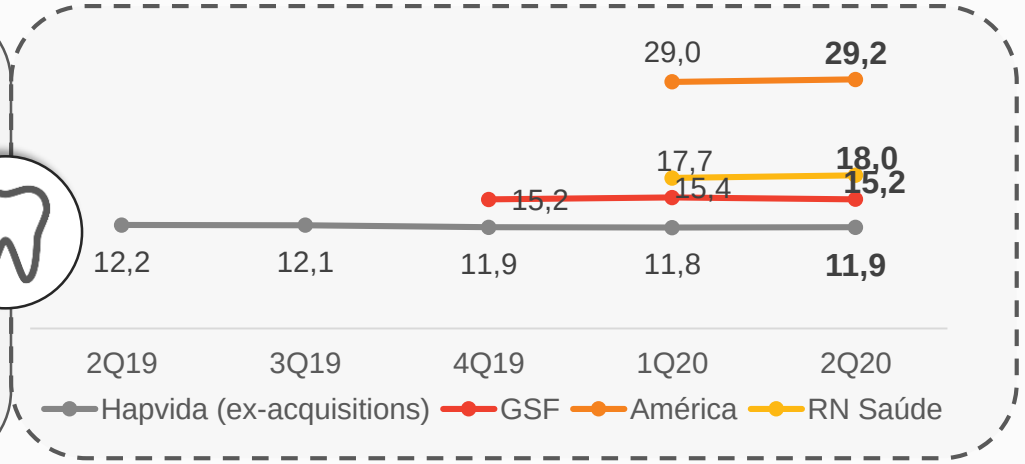


Individual or Family plans Group (Corporate, SME, Affinity) plans

Average Monthly Ticket

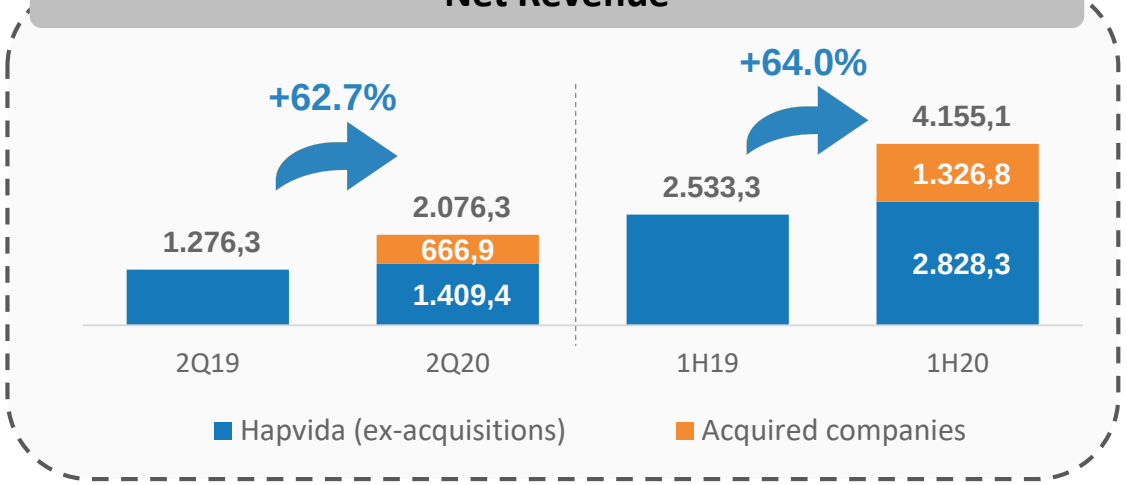
		Individual or Family plans	Group (Corporate, SME, Affinity) plans
Health Portfolio	Hapvida ex-acquisitions	R$292.69	R$160.43
	GSF	R$304.04	R$160.49
	América	R$207.68	R$128.36
	RN Saúde	R$307.69	R$247.46
	Hapvida Consolidated	R$284.40	R$160.46
Dental Portfolio	Hapvida ex-acquisitions	R$15.44	R$9.23
	GSF	R$34.38	R$13.32
	América	R$33.81	R$18.83
	RN Saúde	-	R$17.98
	Hapvida Consolidated	R$16.81	R$10.74

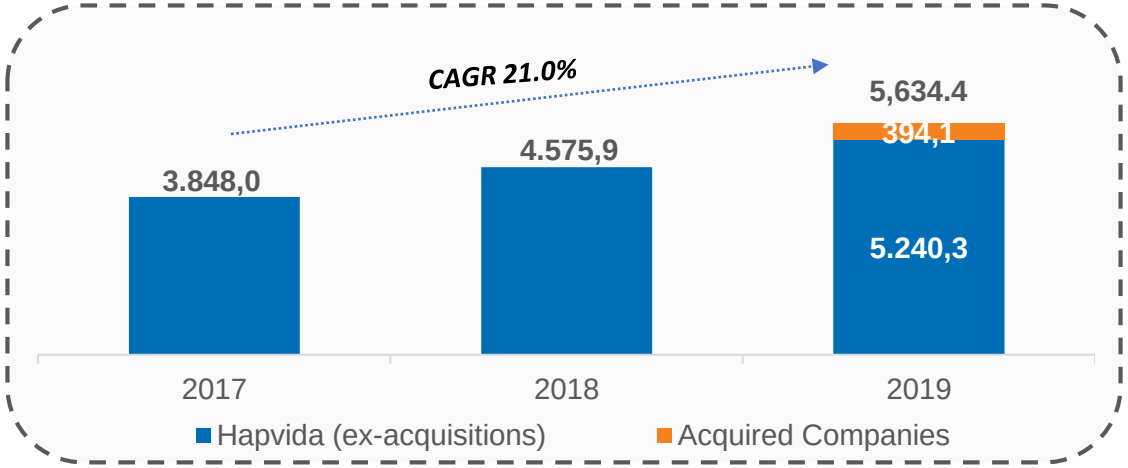




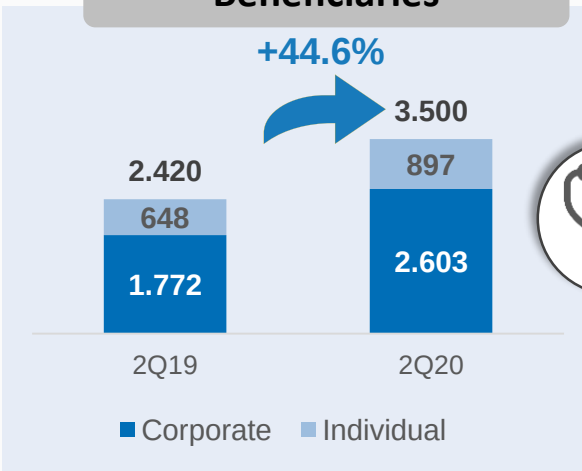
Net Revenues

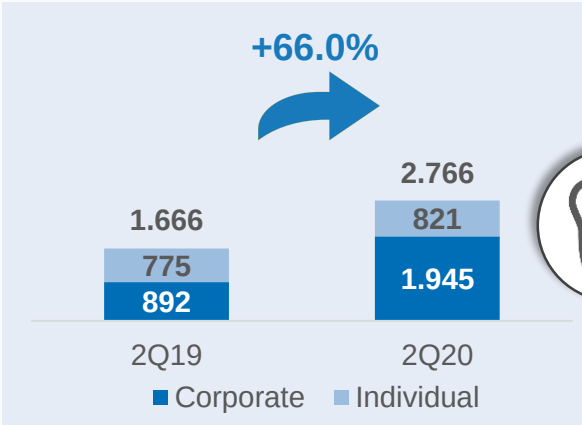
Net Revenue



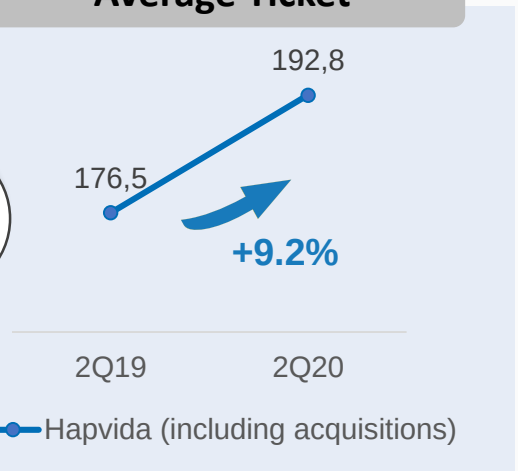


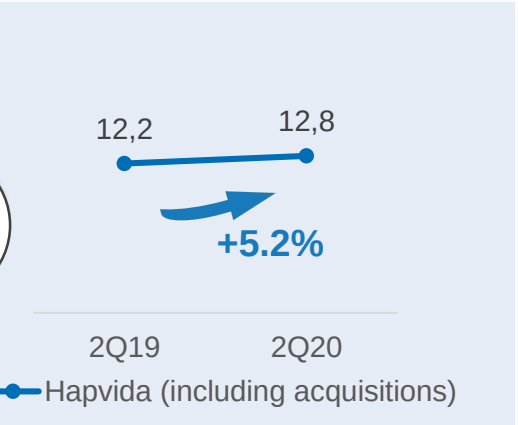
Beneficiaries





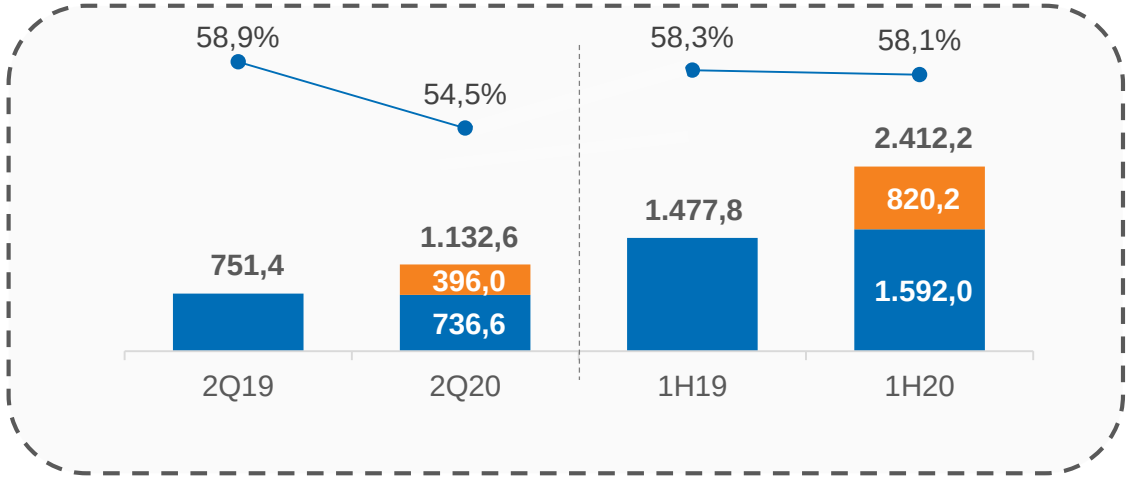
Average Ticket

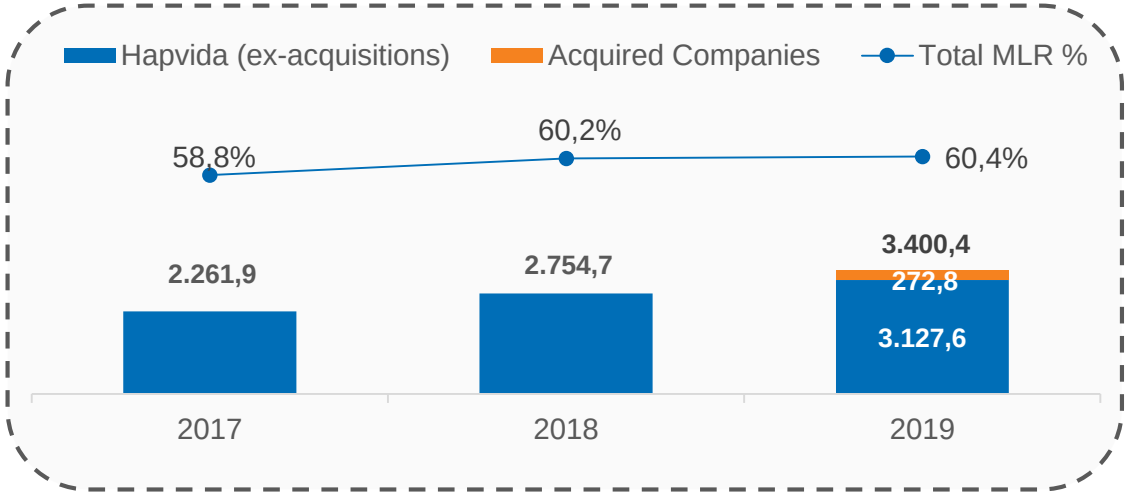


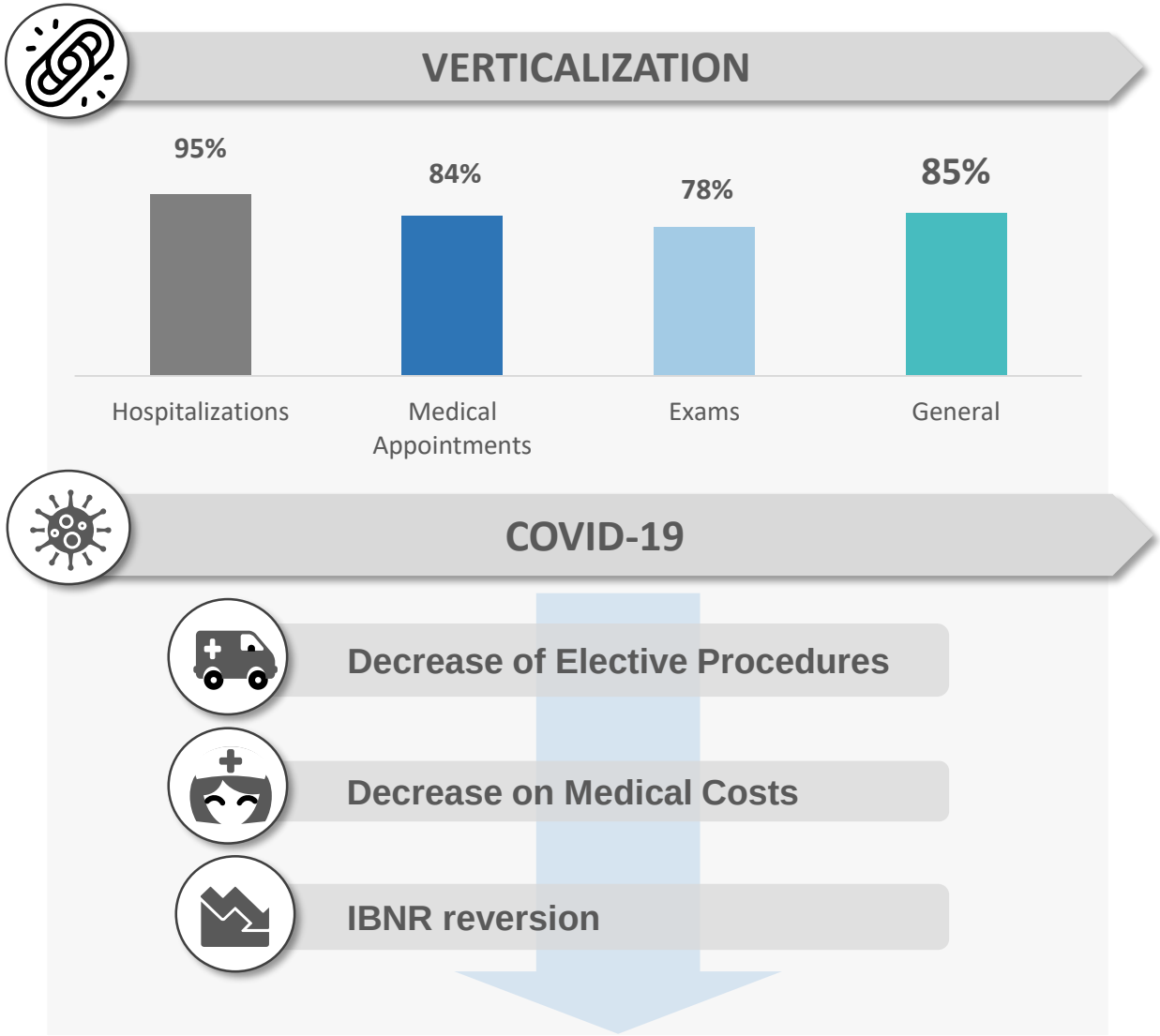


Medical Costs and Medical Loss Ratio

Total Medical Costs x MLR

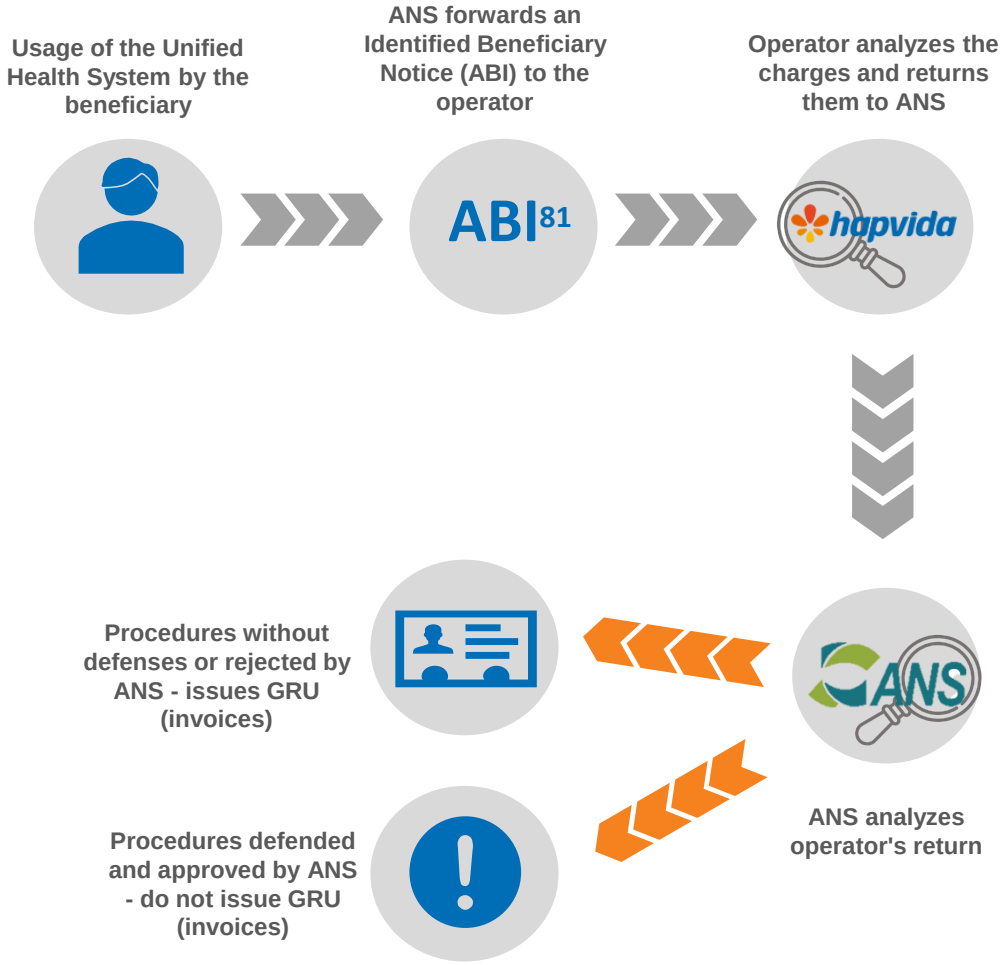






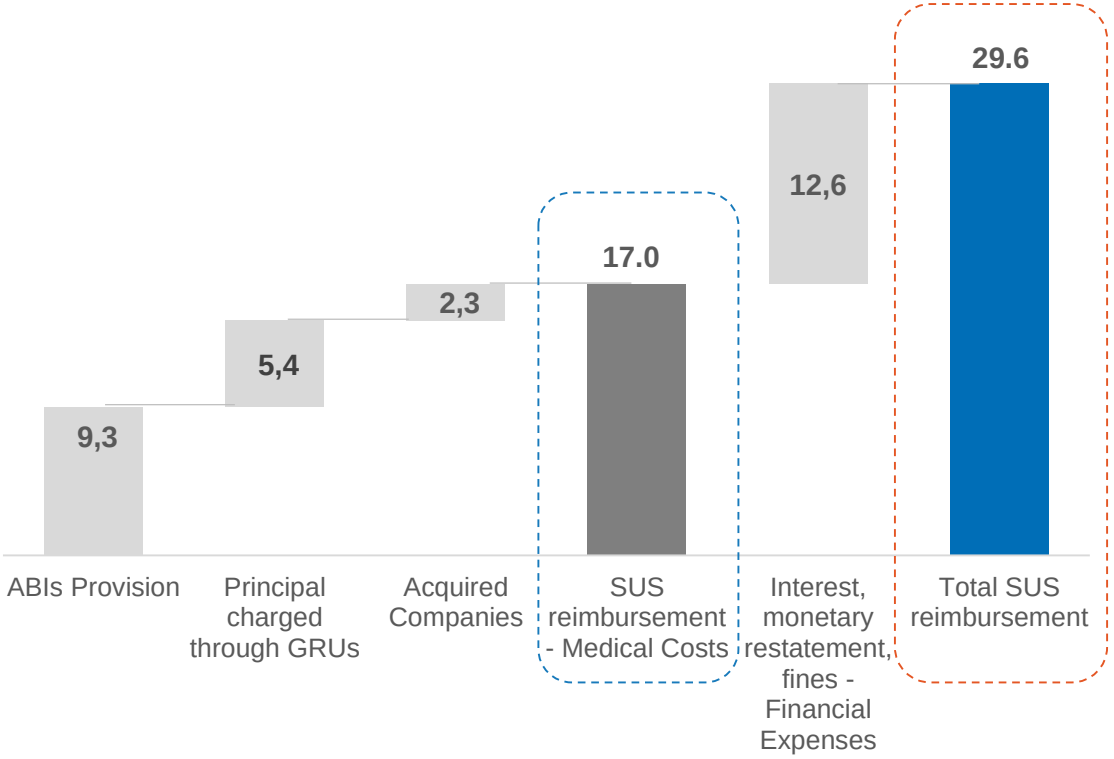
SUS Reimbursement

Reimbursement Flow



Reimbursement Breakdown

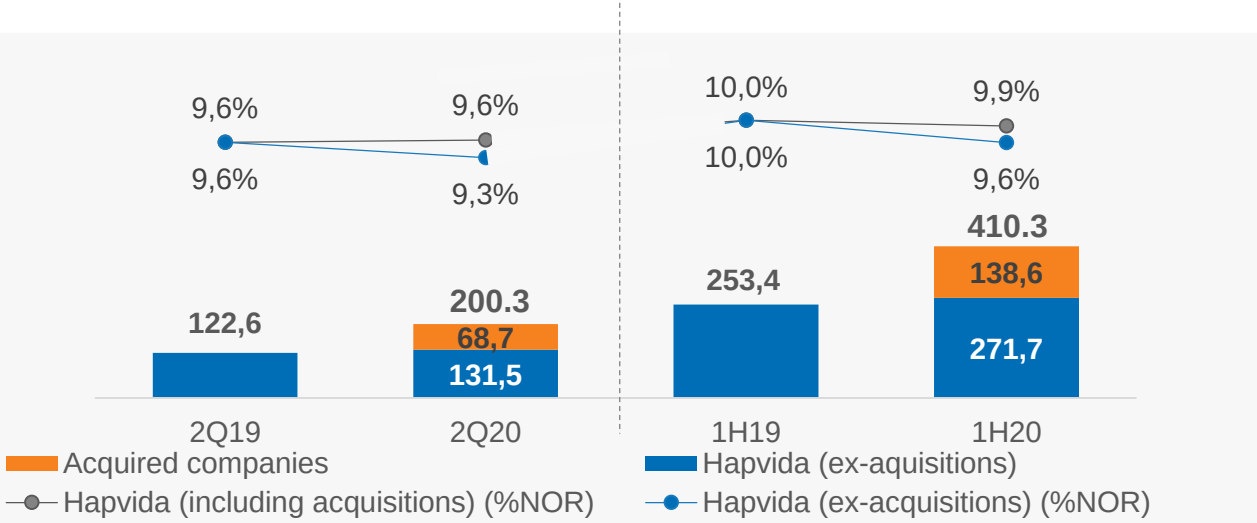
In R$ Million



Operational Expenses

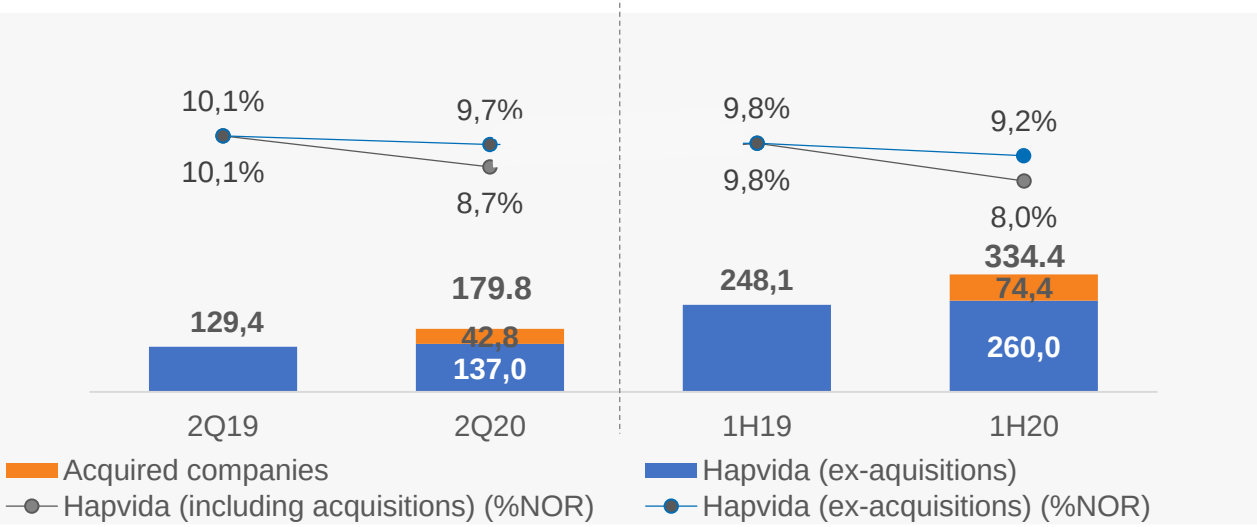
Administrative Expenses

- + Bonus payout (R$ 5.9)
- + New hires expenses (R$ 3.6 M)
- - Travelling expenses (R$ 3.1M)



Selling Expenses

- - New sales expenses (-1.1 p.p.)
- - Advertisement expenses (-3.3 p.p.)

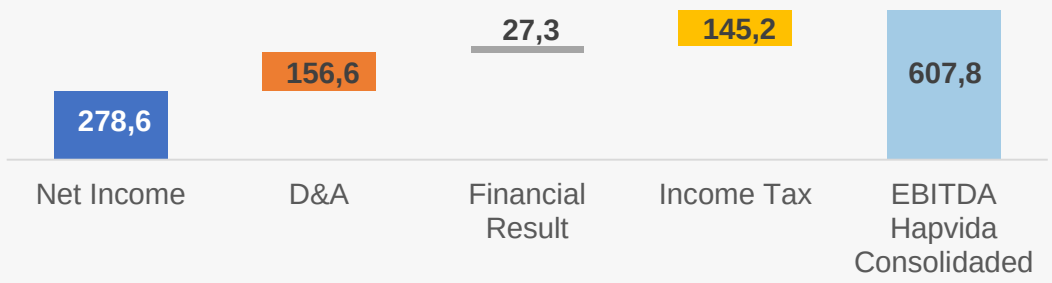


EBITDA and Net Income

2Q2020

29.3% EBITDA Margin

13.4% Net Margin

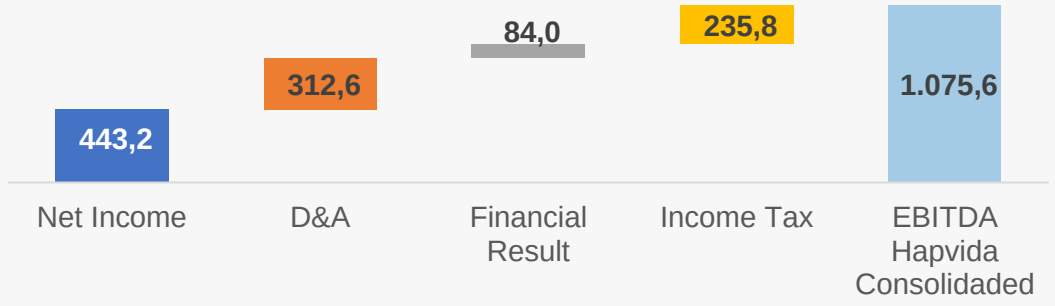


2Q20 x 2Q19	EBITDA	Net Income
	+106.9%	+24.7%

1H2020

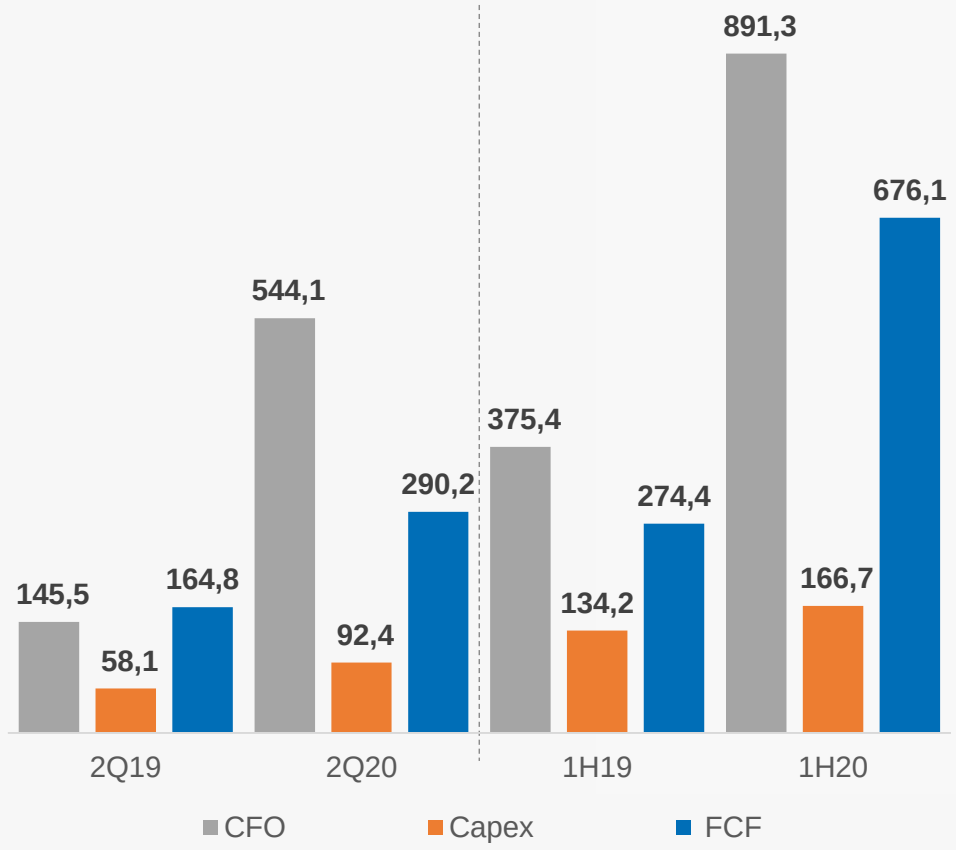
25.9% EBITDA Margin

10.7% Net Margin



1H20 x 1H19	EBITDA	Net Income
	+81.0%	+3.4%

Free Cash Flow and Capex



Cash outflow: RN Saúde's acquisition

Capex: investments on Hapvida's own network

+ 1 hospital, 7 clinics, 1 diagnostic unit and 1 walk-in emergency unit

Disclaimer

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