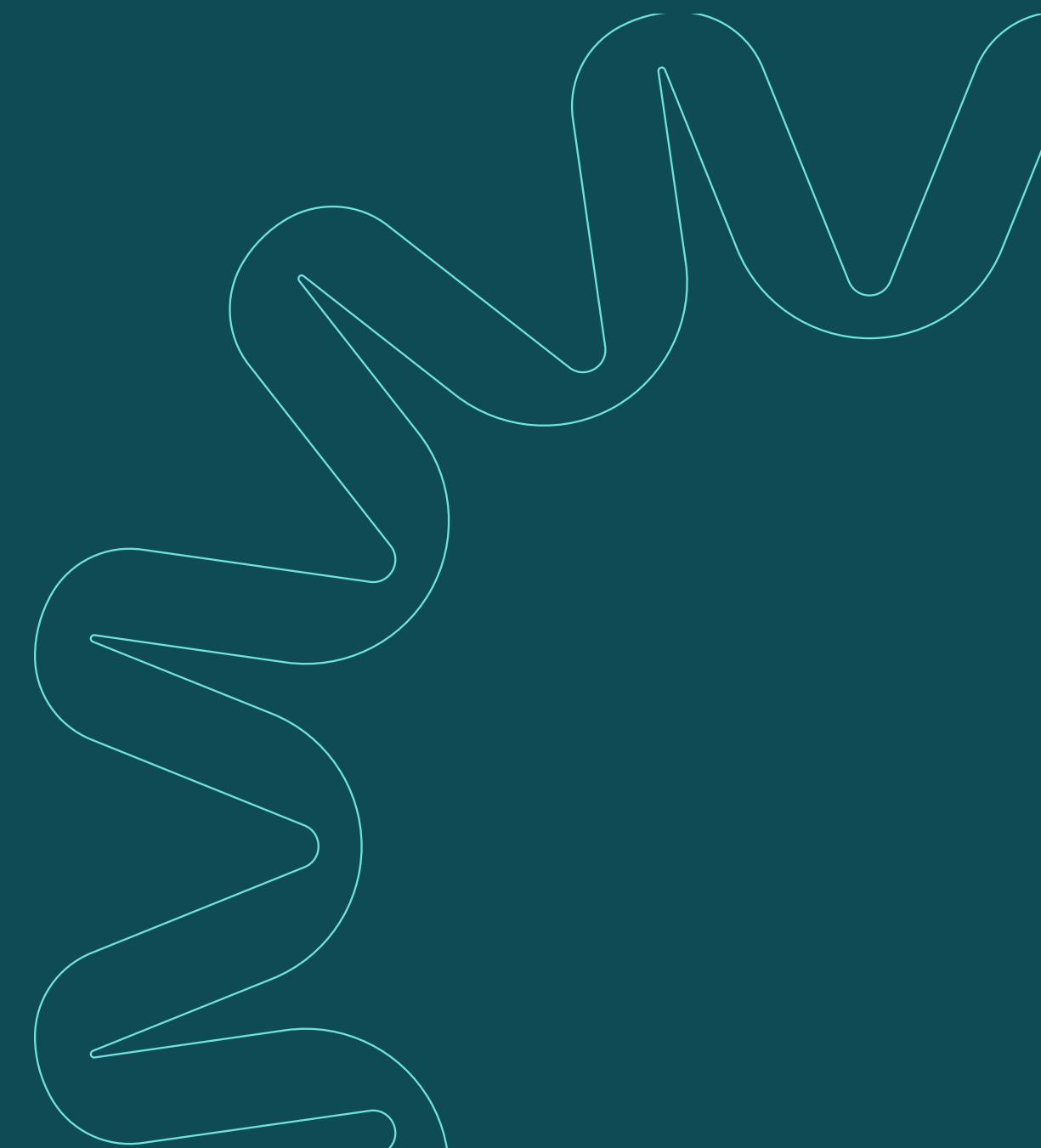


viveo

Earnings Release

3Q21



viveo



VVEO
B3 LISTED NM

Negotiation since:
08/09/2021

Total fund-raising:
BRL 1,9 billion



Acquisitions since the IPO

August 16	Profarma Specialty	Distribution, specialty pharmacy and patient support services	BRL 900 million
	Cirúrgica Mafra	Marketing of hospital supplies, special medications, nutrition, orthopedic products, compression stockings, infant and geriatric diapers, dermocosmetics, among other products	
October 18	Tecno4	Import and distribution of instruments and materials for medical, hospital, surgical and laboratory use	BRL 43 million
	Pointmed		
November 12	Apijã	Distribution of reagents for laboratories including the regions of Goiás, Tocantins, Paraná, Santa Catarina, São Paulo and Mato Grosso do Sul	BRL 82 million
	Laborsys		
	Macromed		

An ecosystem in care in Brazil

viveo

Pharmacy unlike anything ever seen!

Far.me

Online Medicine Start-Up

Hospital Products Industry and items of care and hygiene

Flexicotton

Cremer

More than 85 years of reference in product quality and innovation

Daviso

GRUPO FWP
Lenços umedecidos

More than 900,000 km per month and deliveries nationwide

HEALTH LOC

Platform of services and logistics solutions for the healthcare chain

Hospitals channel distributor

MAFRA HOSPITALAR

Complete portfolio of materials and medicines with national reach and high service level

Tecno4
Produtos Hospitalares

Complete solution for laboratory items

VITALAB

BYOGENE

Laboratories channel distributors

Vaccine channel distributor

Tecnocold
VACINAS

Reference in reliability and quality in the vaccine market

BIOGENETIX
PRODUTOS PARA LABORATÓRIO

Cremer

Presence in the chain from manufacturing to delivery to the patient



Acquisitions completed after the IPO:
Combined net revenue: BRL 201 MM
Combined EBITDA: BRL 34 MM

M&As Synergies

Acquired assets in 2020



Acquisition Date	June 2020	October 2020	April 2020
Expected Synergy	BRL 50,0 MM	BRL 14,3 MM	BRL 10,5 MM
Reviewed synergy	BRL 61,1	BRL 14,3 MM	BRL 9,6 MM
Captured synergy until sep/21	97%	21%	100%

Synergy between companies

=

simplification, innovation and integration of operations

Advances on the services schedule

- General storage and transport to 79 hospitals
- Transport to 122 industries
- 4PL to 1 industry
- 3PL to 1 industry
- 38 consigned customers
- New VMI contracts and inventory management
- Increase of customer satisfaction - NPS from 65 to 75 points

Growth initiatives

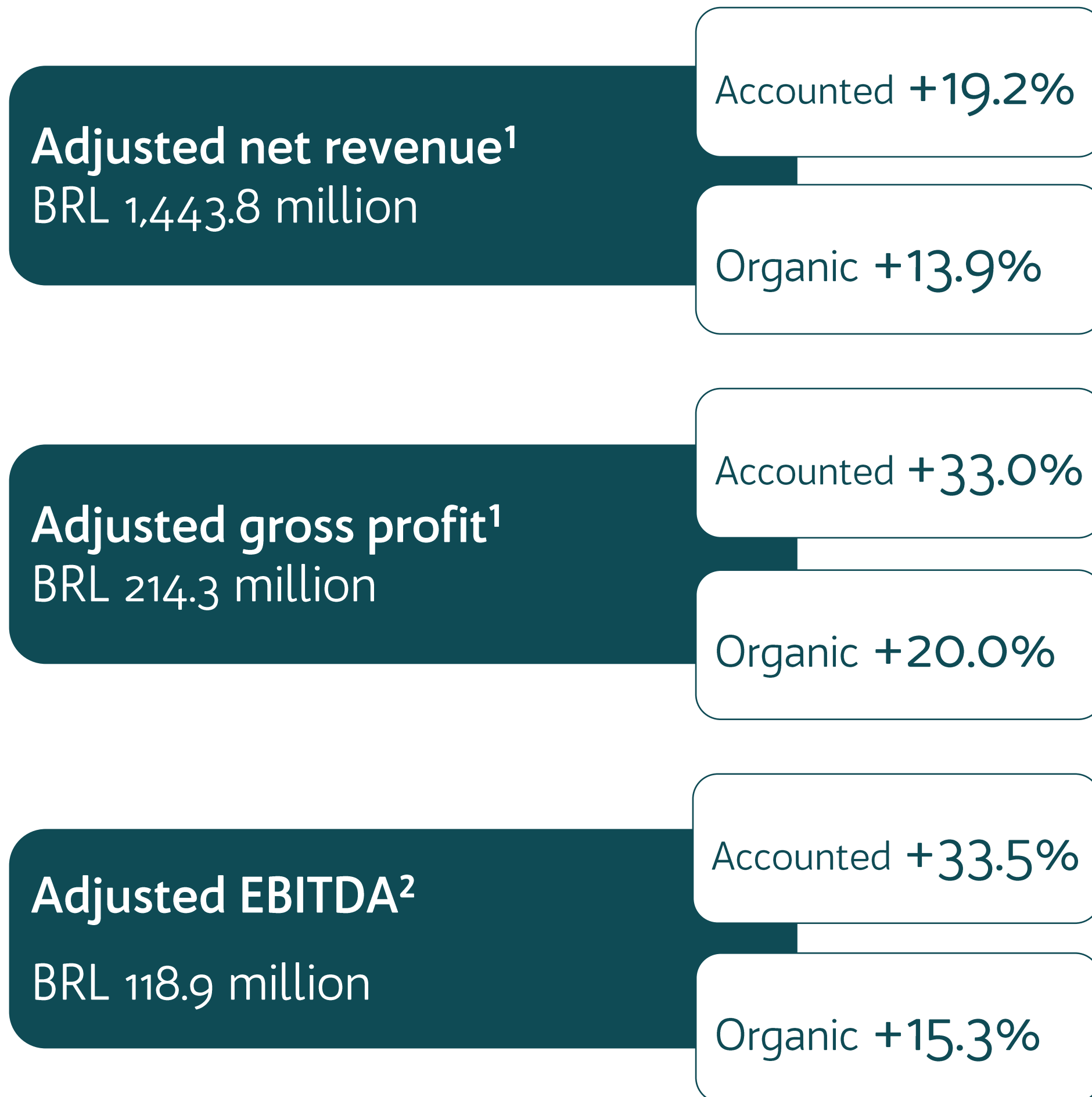
Hospitals and Clinics

- Increased Medical Materials Portfolio: Addition of the Parenteral Nutrition (B.Braun) and Infection Control and Skin Health (Gojo/Purell) lines
- Public Market: 180% growth in portfolio contracts in the last 9 months with careful credit analysis and high ROIC

Retail

- Strong Growth in Private Label: +84% at FlexiCotton in 9M21 driven by commercial synergies, new projects with Cremer's customers and the acceleration of sales resulting from the increase in manufacturing capacity
- Launch of the Cremer Tensors Line

Highlights – 3Q21 x 3Q20



Proforma (organic growth): incorporates the results of the acquired companies Expressa, Biogene, Biogenex, Vitalab, Flexicotton since January 2020 and Daviso since July 2020.

¹ Adjusted net revenue and adjusted gross profit – excludes the revenue of BRL 52.0 million referring to DIFAL (ICMS rate differential)

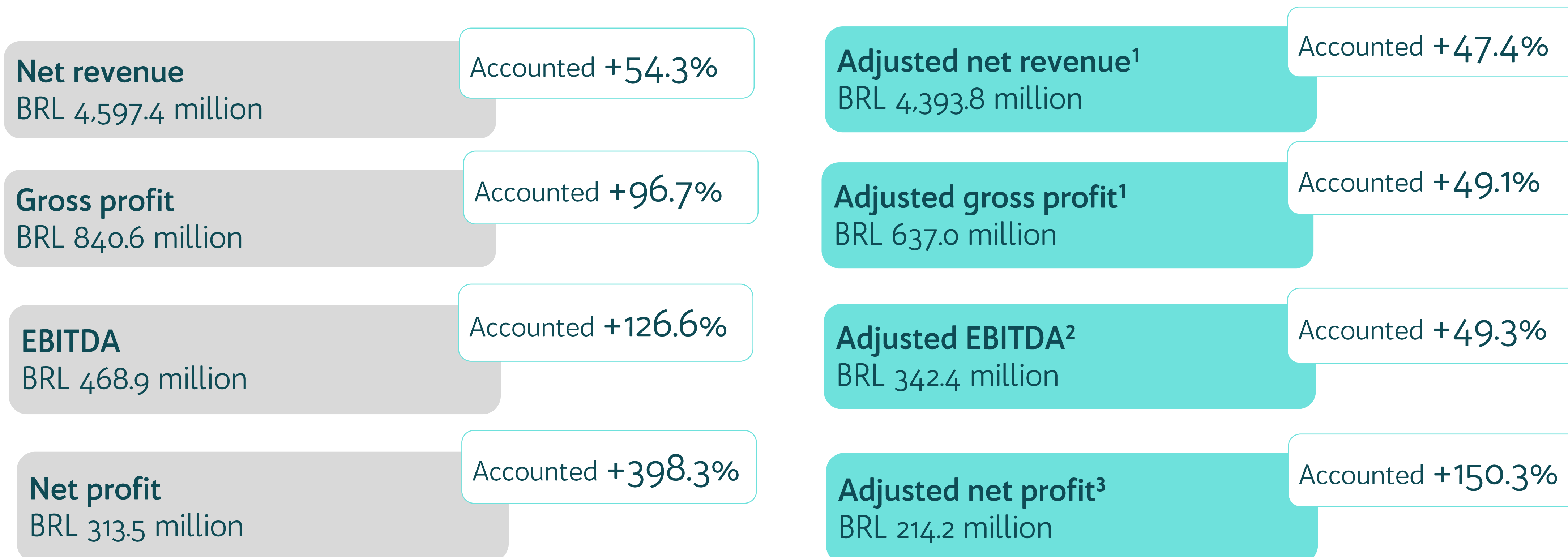
² **Adjusted EBITDA** – excludes non recurrent events

³ **Adjusted net profit** – excludes the EBITDA adjustments, amortization of M&A goodwill and Taxes undue

⁴ Annualized (EBIT and adjusted EBIT)

Highlights – 9M21 x 9M20

Organic growth and through acquisitions – expanding business and capturing synergies in solutions for the entire healthcare chain

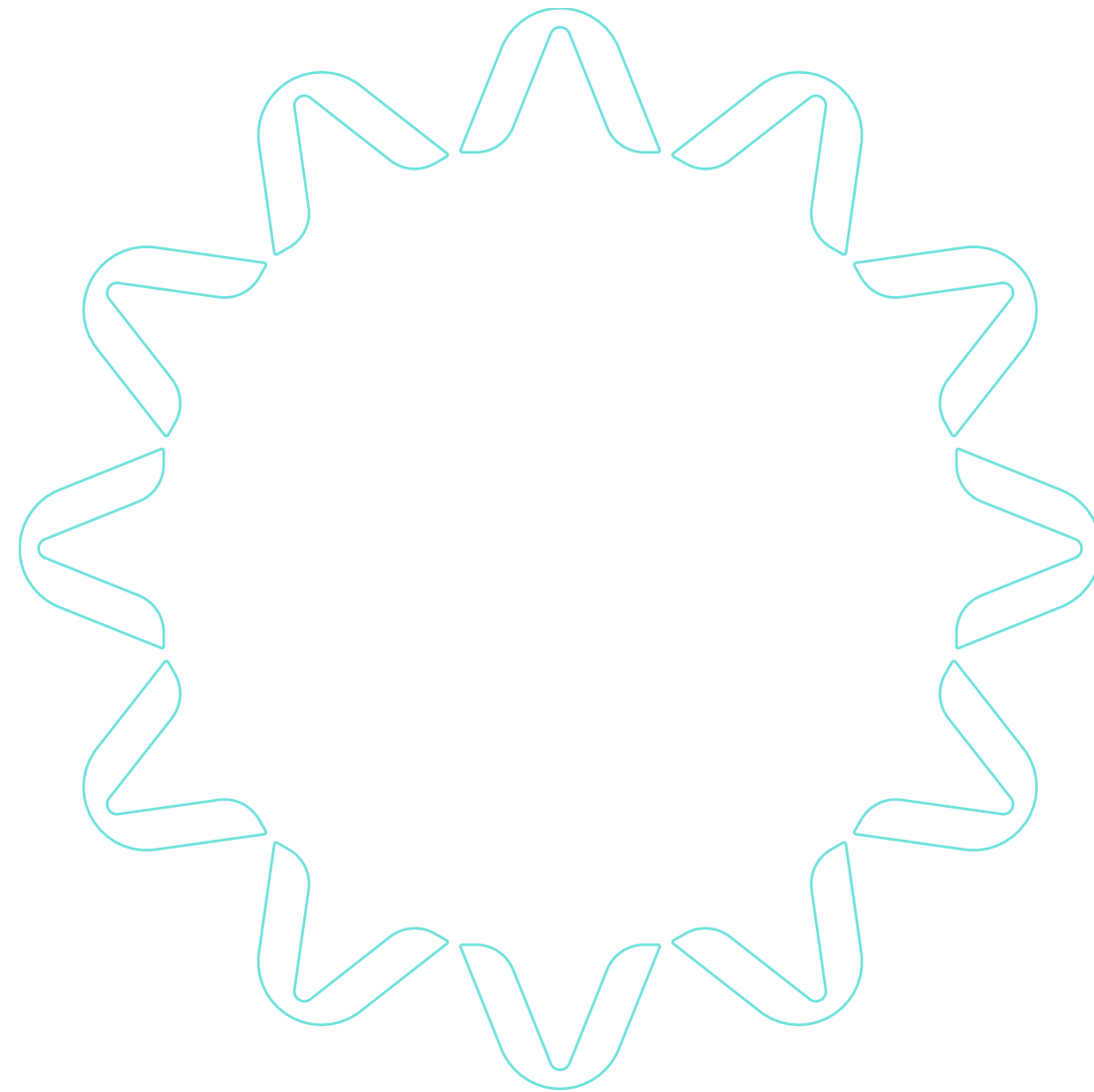


¹ **Adjusted net revenue and adjusted gross profit** – excludes the revenue of BRL 203.6 million referring to DIFAL (ICMS rate differential)

² **Adjusted EBITDA** – excludes non recurrent events

³ **Adjusted net profit** – excludes the EBITDA adjustments, amortization of M&A goodwill and Taxes undue

Incentive plan (pre-IPO)



Approved in apr/18, adjusted in EGM in sep/20

Payout made

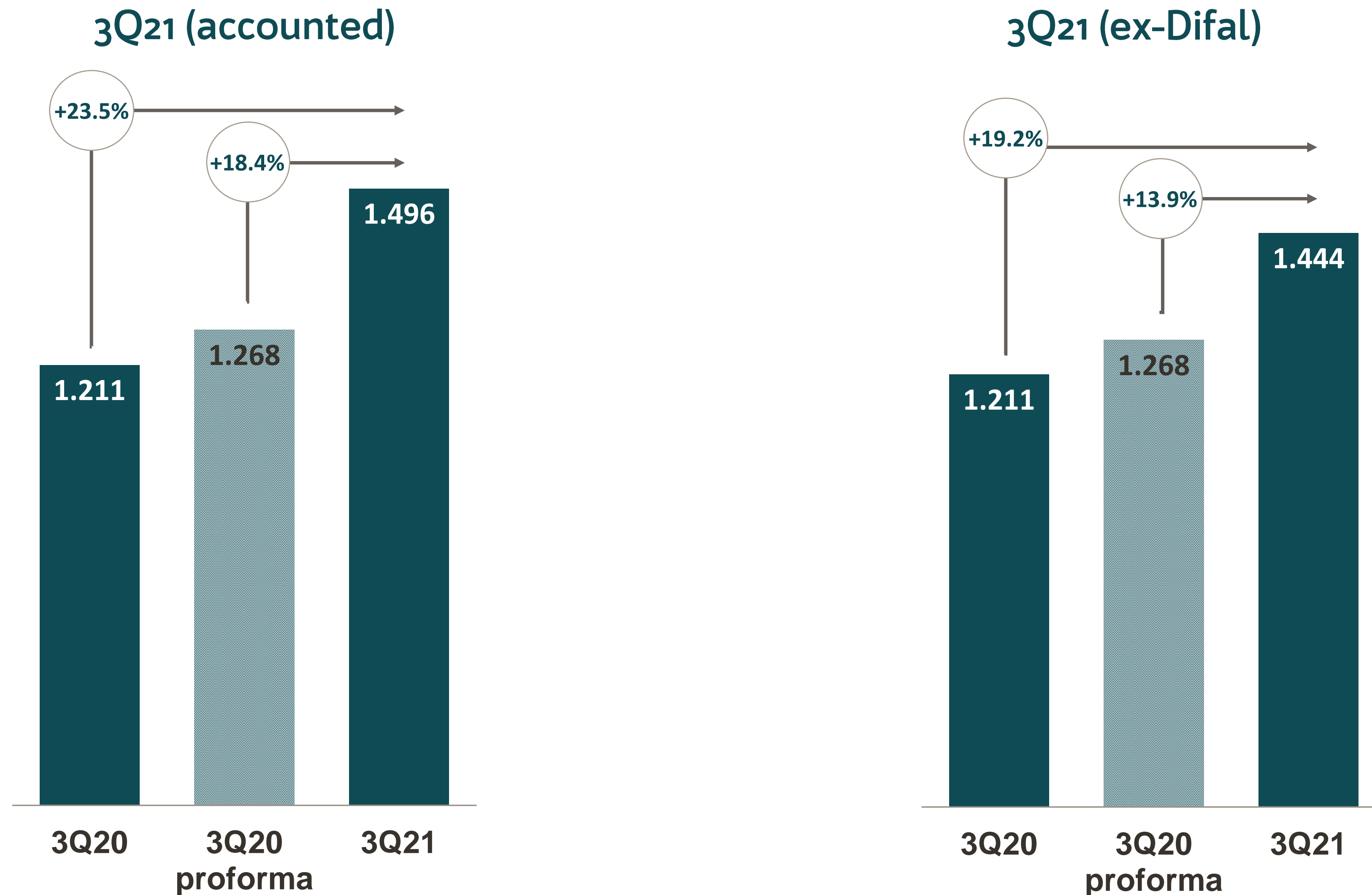
- 20% in cash
- 80% in stocks with lock up of up to 4 years

Integral impact on 3Q21

- Accounted: BRL 86 MM (INSS, IR and FGTS charges)
- Cash: BRL 111 MM



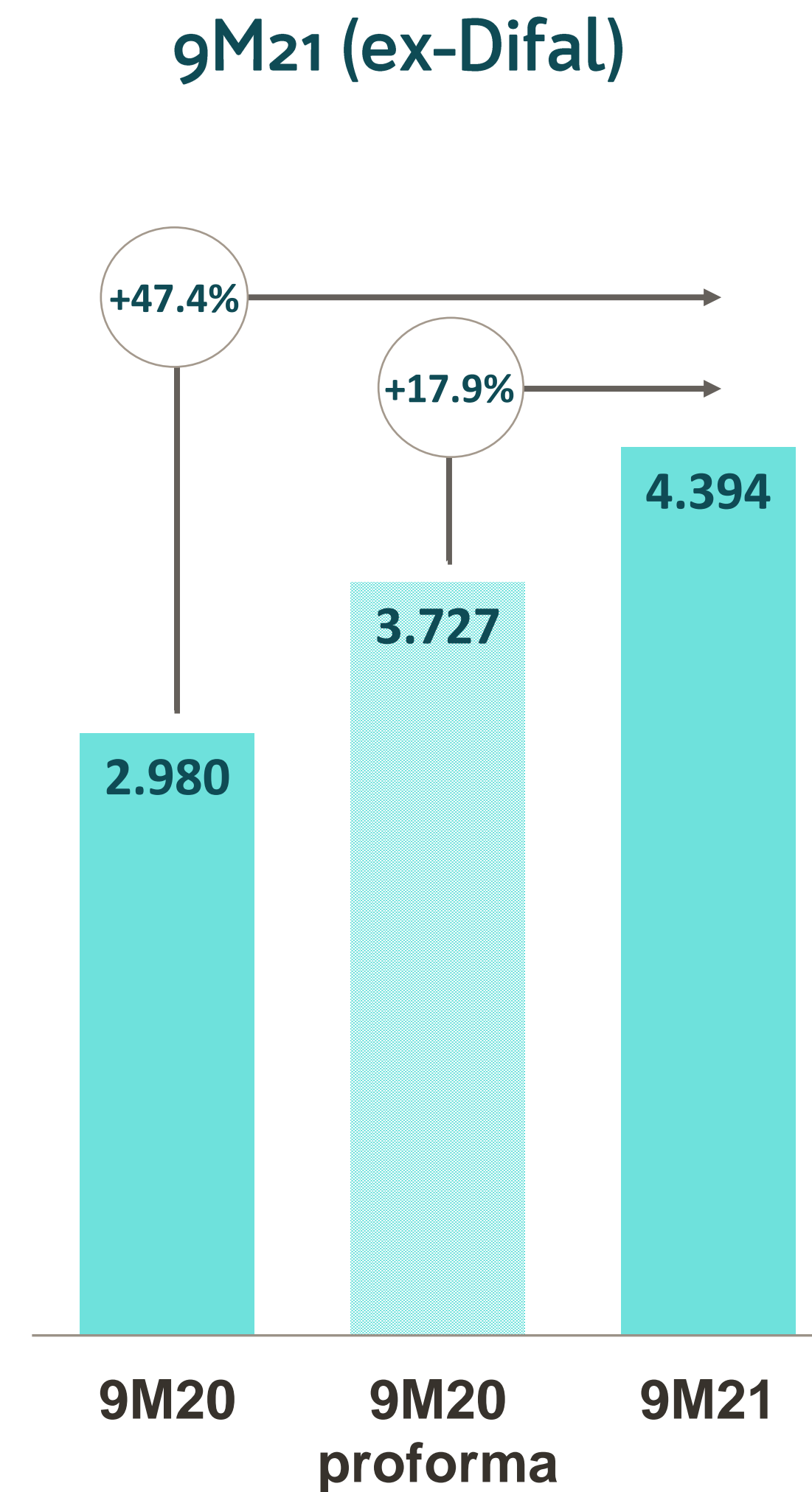
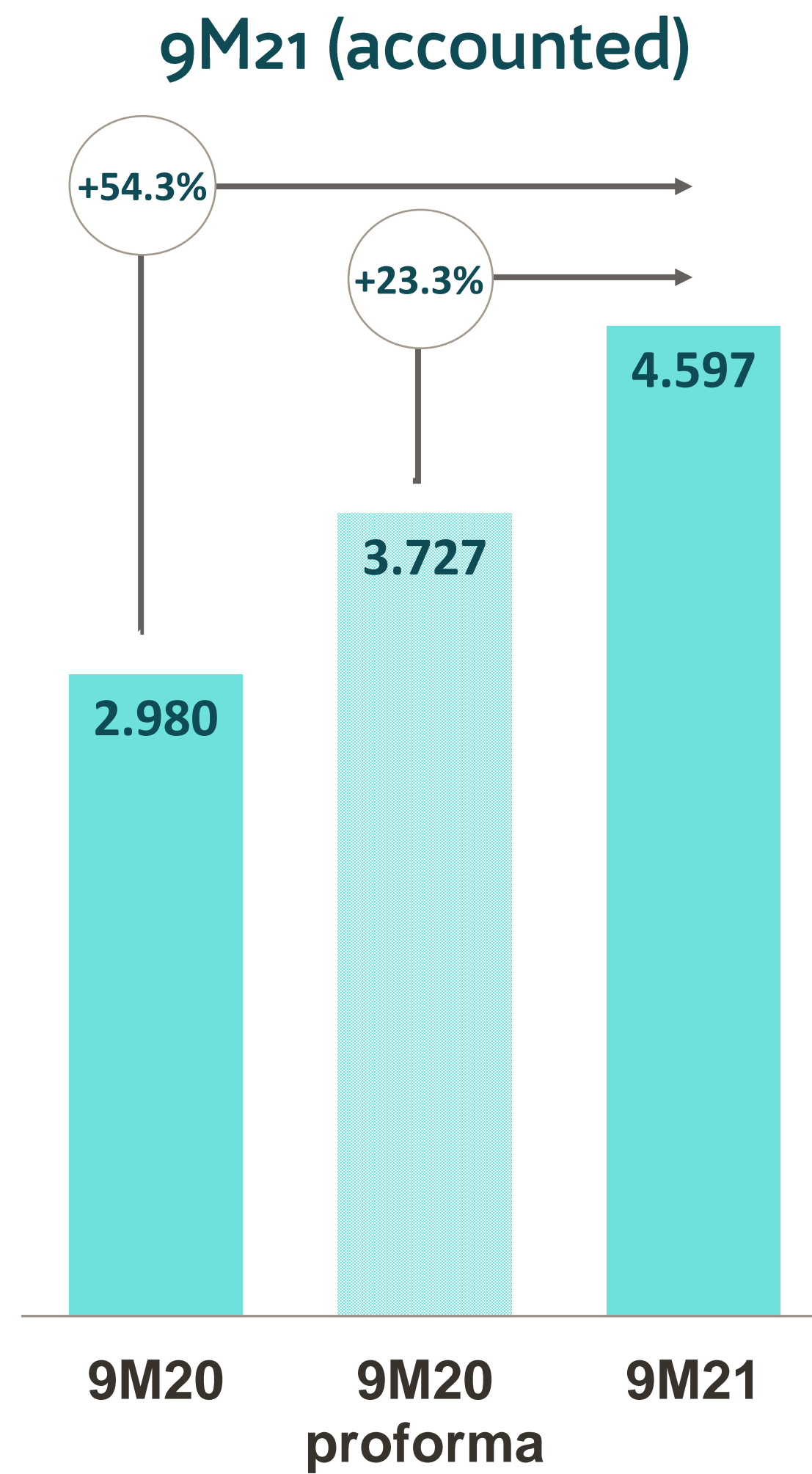
Net Revenue – 3Q21 x 3Q20 (BRL MM)



Excludes the BRL 52.0 million revenue related to the DIFAL (ICMS Rate Differential)

Proforma: incorporates the results of the acquired companies Expressa, Biogene, Biogenex, Vitalab, Flexicotton since January 2020 and Daviso since July 2020.

Net Revenue – 9M21 x 9M20 (BRL MM)

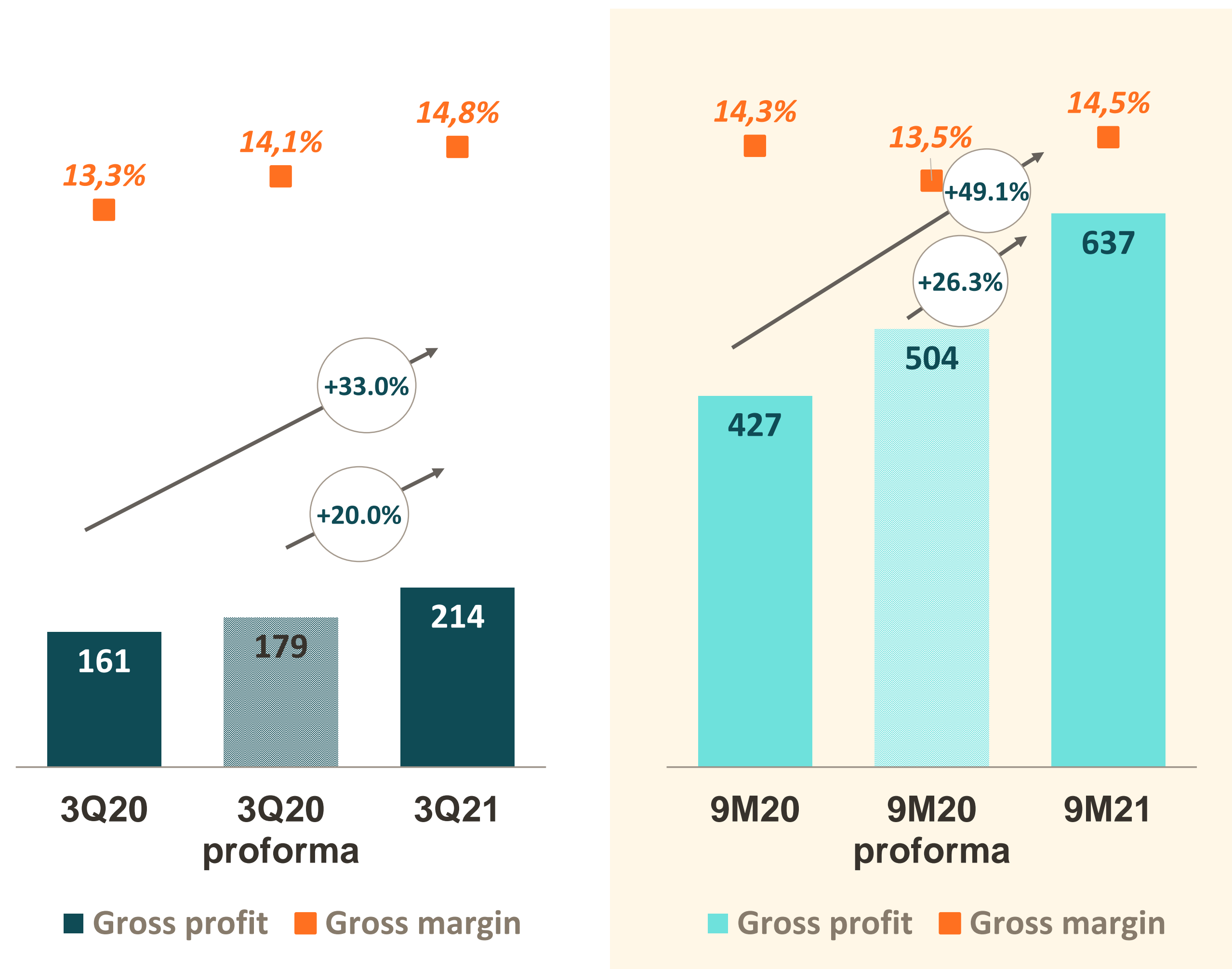


Excludes the BRL 203.6 million revenue related to the DIFAL (ICMS Rate Differential)

Proforma: incorporates the results of the acquired companies Expressa, Biogene, Biogenex, Vitalab, Flexicotton since January 2020 and Daviso since July 2020.

Adjusted gross profit

Adjusted gross profit (BRL MM) Gross margin (%)

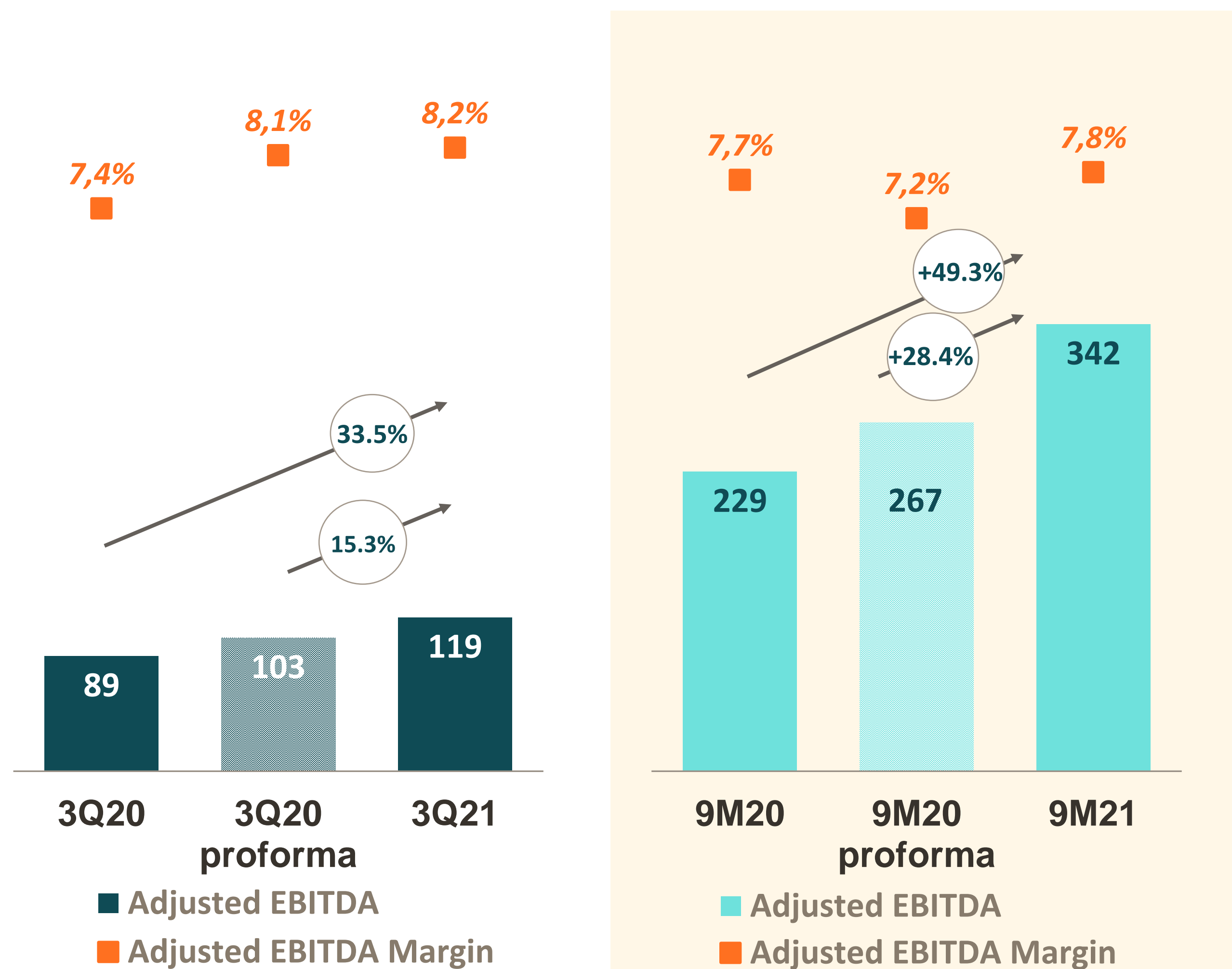


Gross profit increase with profitability gain

- Organic growth
- Acquisitions in the last 12 months
- Positive performance despite the increase in costs impacted by the value chain instability
 - Significant increase in raw material costs of manufactured items
 - Absenteeism
 - Increased sea freight cost by 10x
 - Currency exchange rate
 - Using of air freight, about 5x more expensive

Adjusted EBITDA

Adjusted EBITDA (BRL MM) Adjusted EBITDA Margin (%)



Greater cash generation with activities growth

High margin in the quarterly evolution, reflecting the gain in synergies

Excluded non-recurring expenses/revenues include, among others:

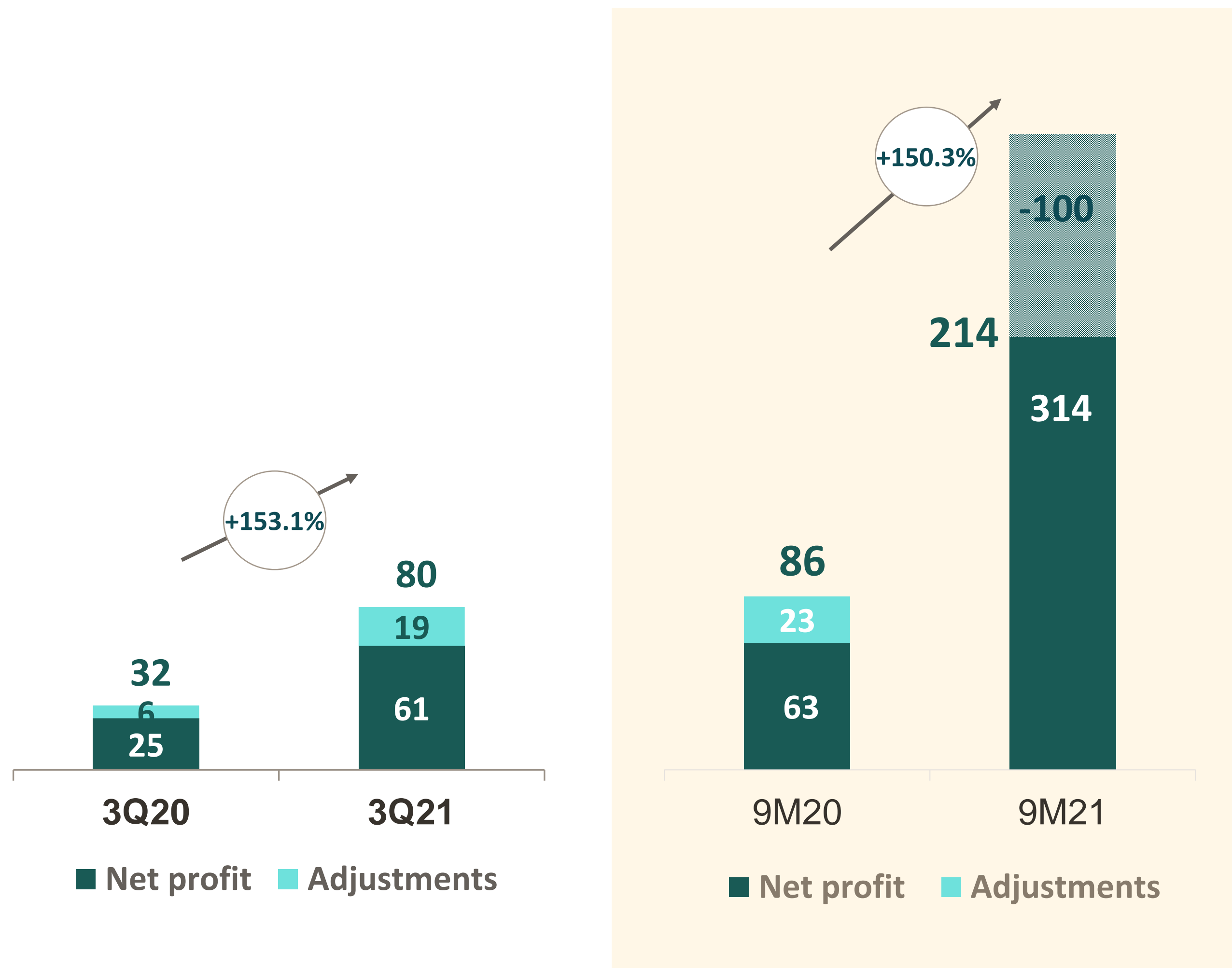
- M&A and consultancy expenses
- DIFAL process
- Phantom shares

EBITDA considering FW and Daviso (jan/21 to jun/21) would have totalled:

- R\$ 127.5 million on 3Q21
- R\$ 374.2 million on 9M21

Adjusted net profit

Adjusted net profit (BRL MM)



Acquisitions
and greater operational profitability
=
Strong increase in net profit

Adjusts in net profit

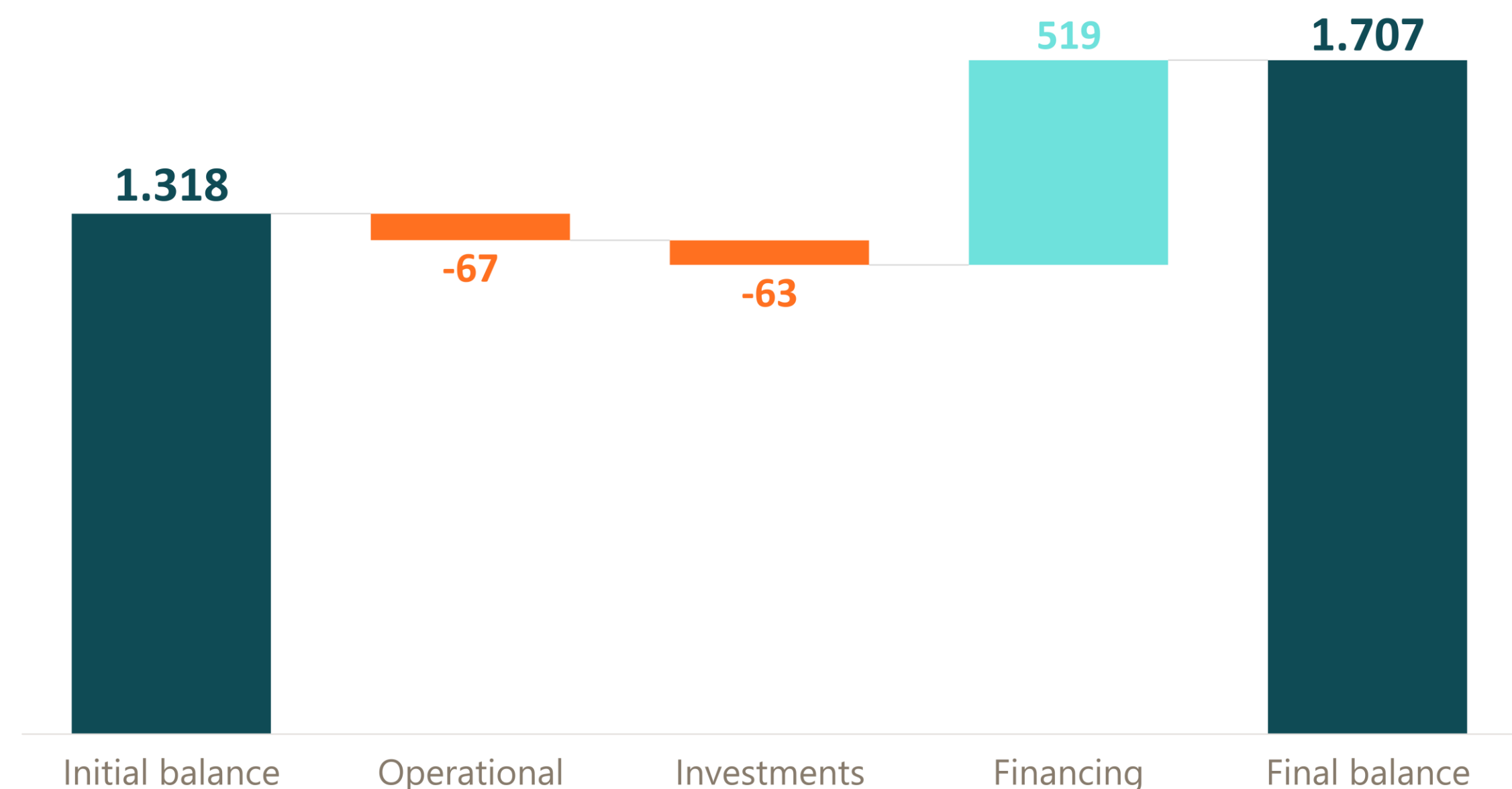
- EBITDA adjustments (+/-)
- Goodwill amortization (+)
- Taxes undue (-)

Increase in net financial expenses

- Lower yield on derivative transactions
- Higher average debt balance (3Q21)

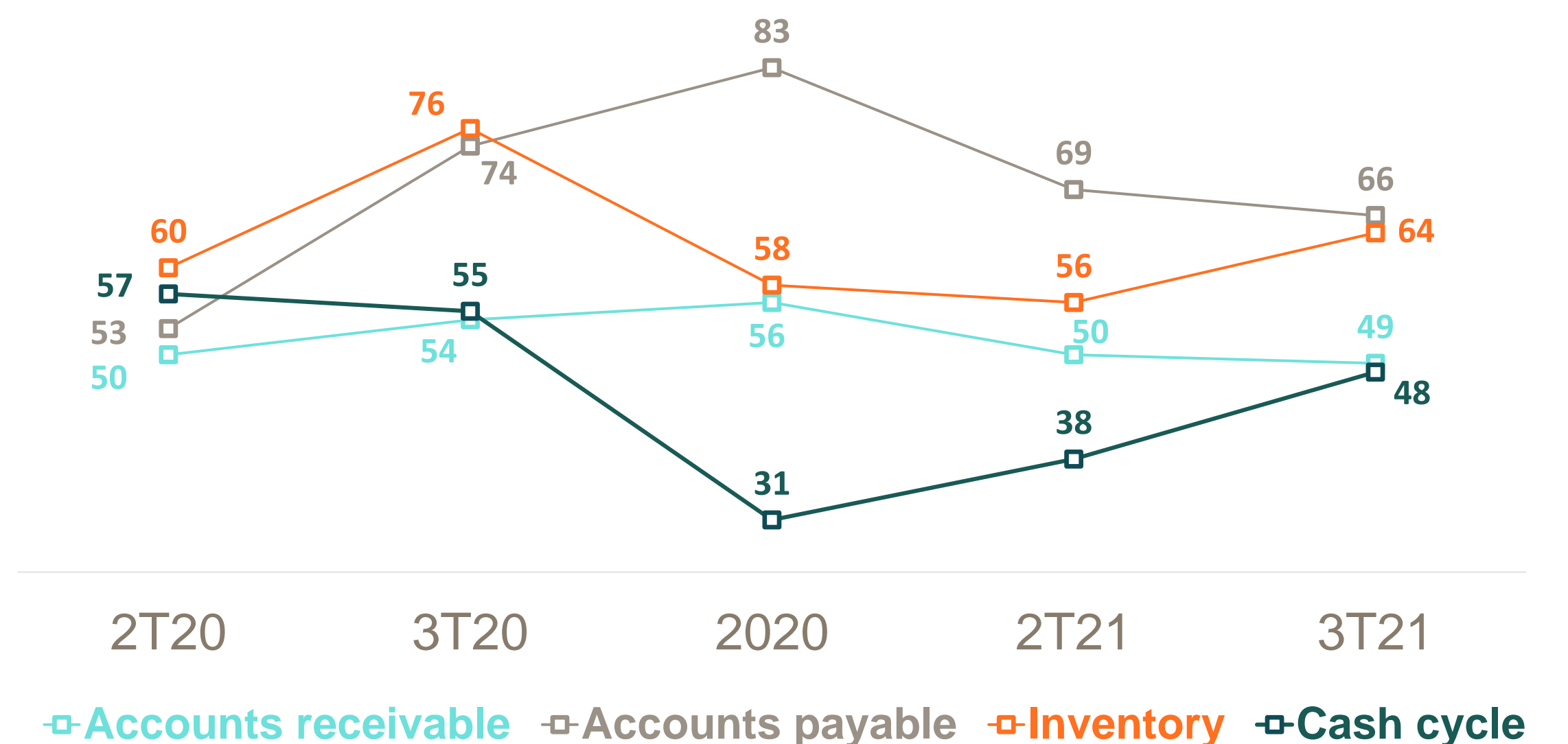
Cash Flow and Cash Cycle

Cash Flow 3Q21 (BRL MM)



- **Operational activities:** increase in inventory and phantom shares (R\$ 86 MM), offset by DIFAL
- **Investment activities:** M&A payout
- **Financing activities:** increase of share capital and loans capturing, partially offset by loan payments and phantom shares (R\$ 25 MM)

Cash cycle (days)

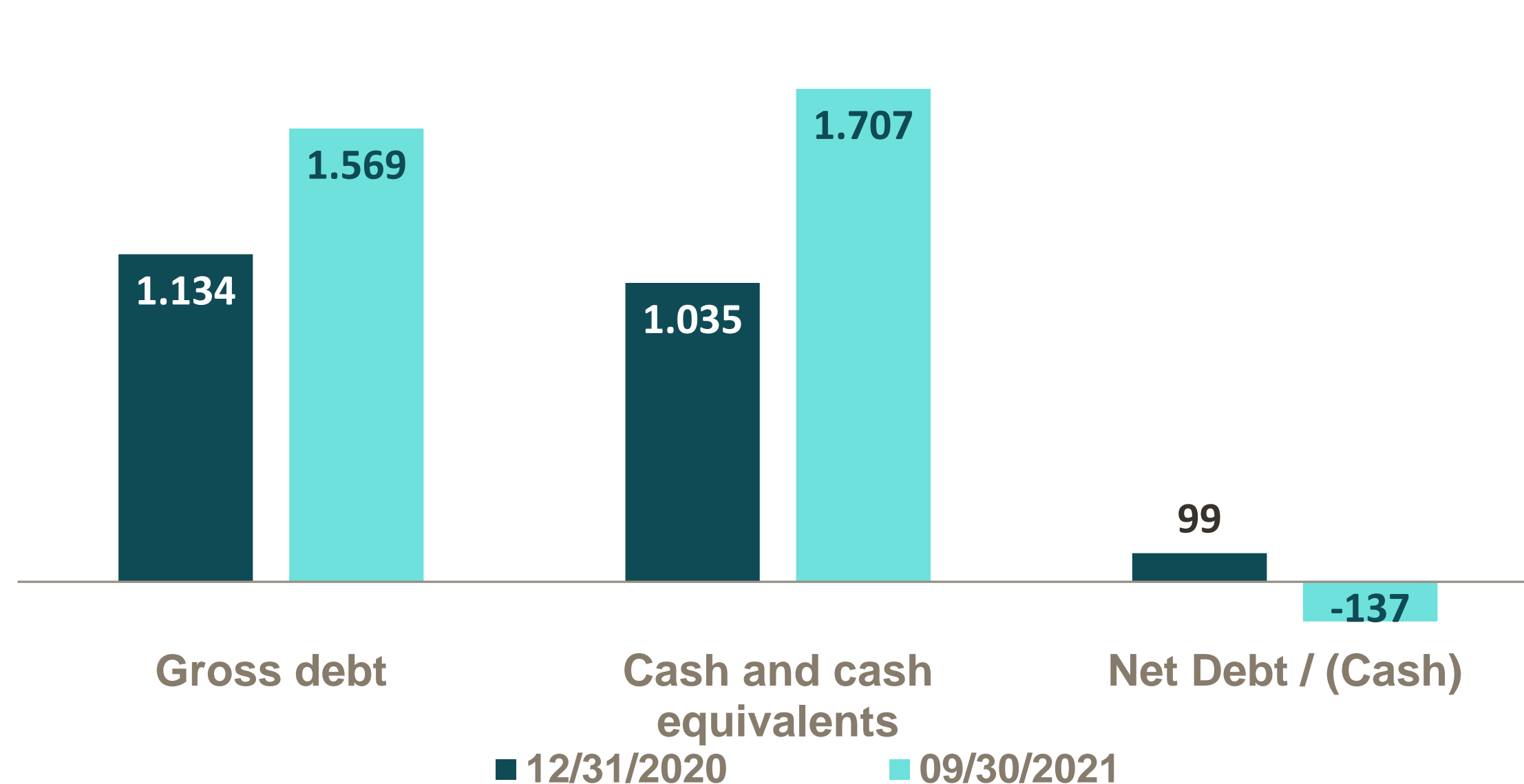


* Considers the proforma numbers of 3Q20, 2020 e 3Q21

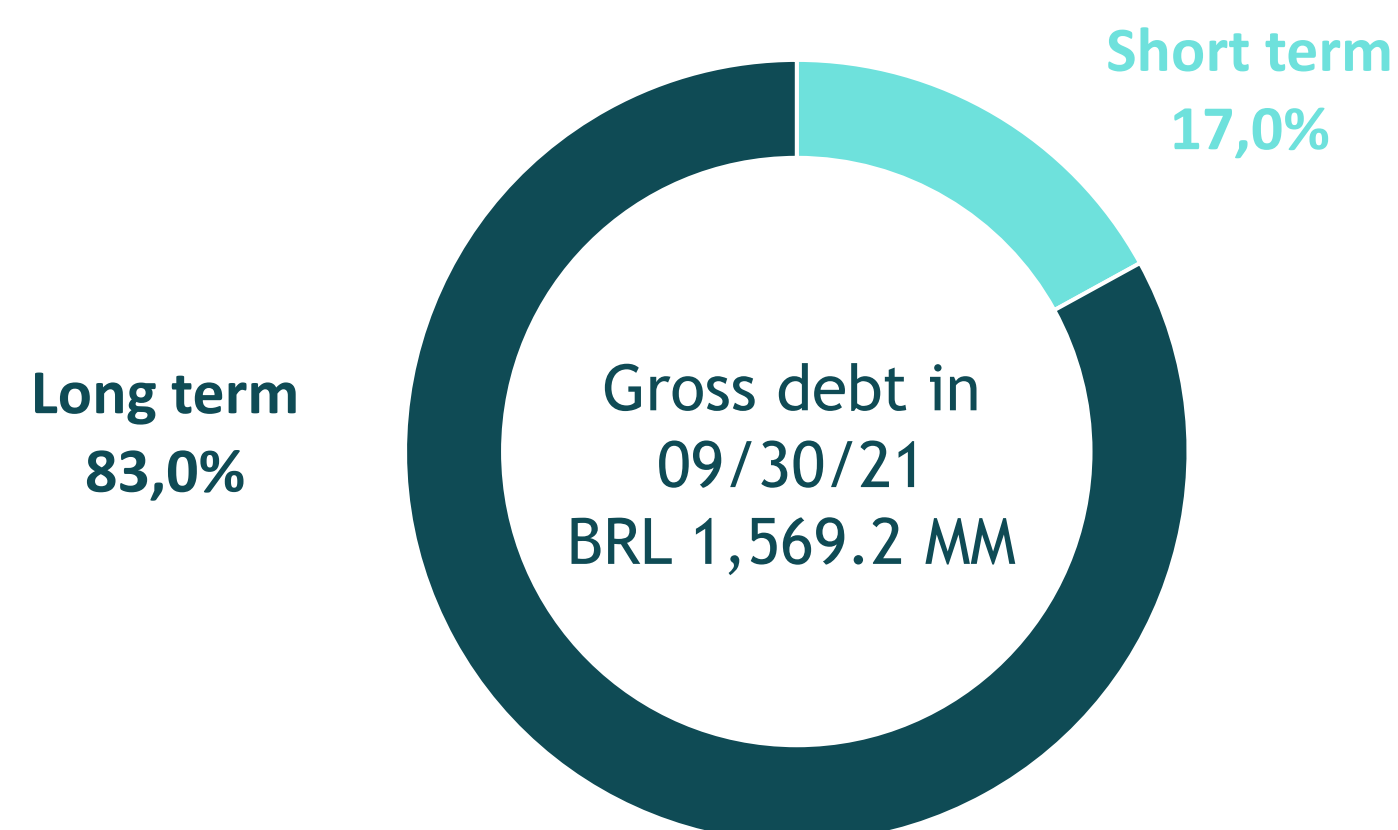
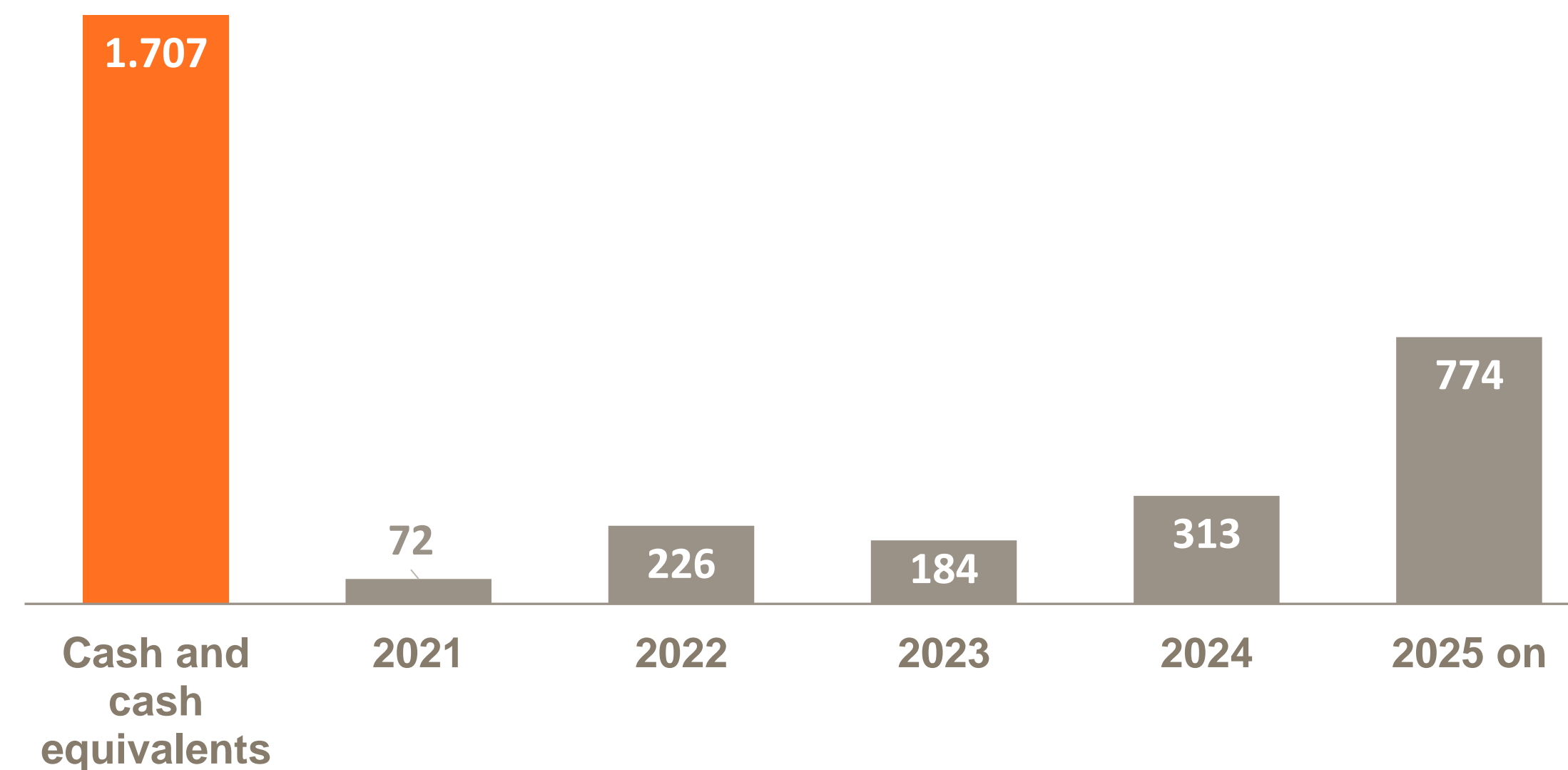
Cash cycle of 48 days
Decrease of 6 days (vs 3Q20)

Debt – in 09/30/2021

Debt evolution (BRL MM)

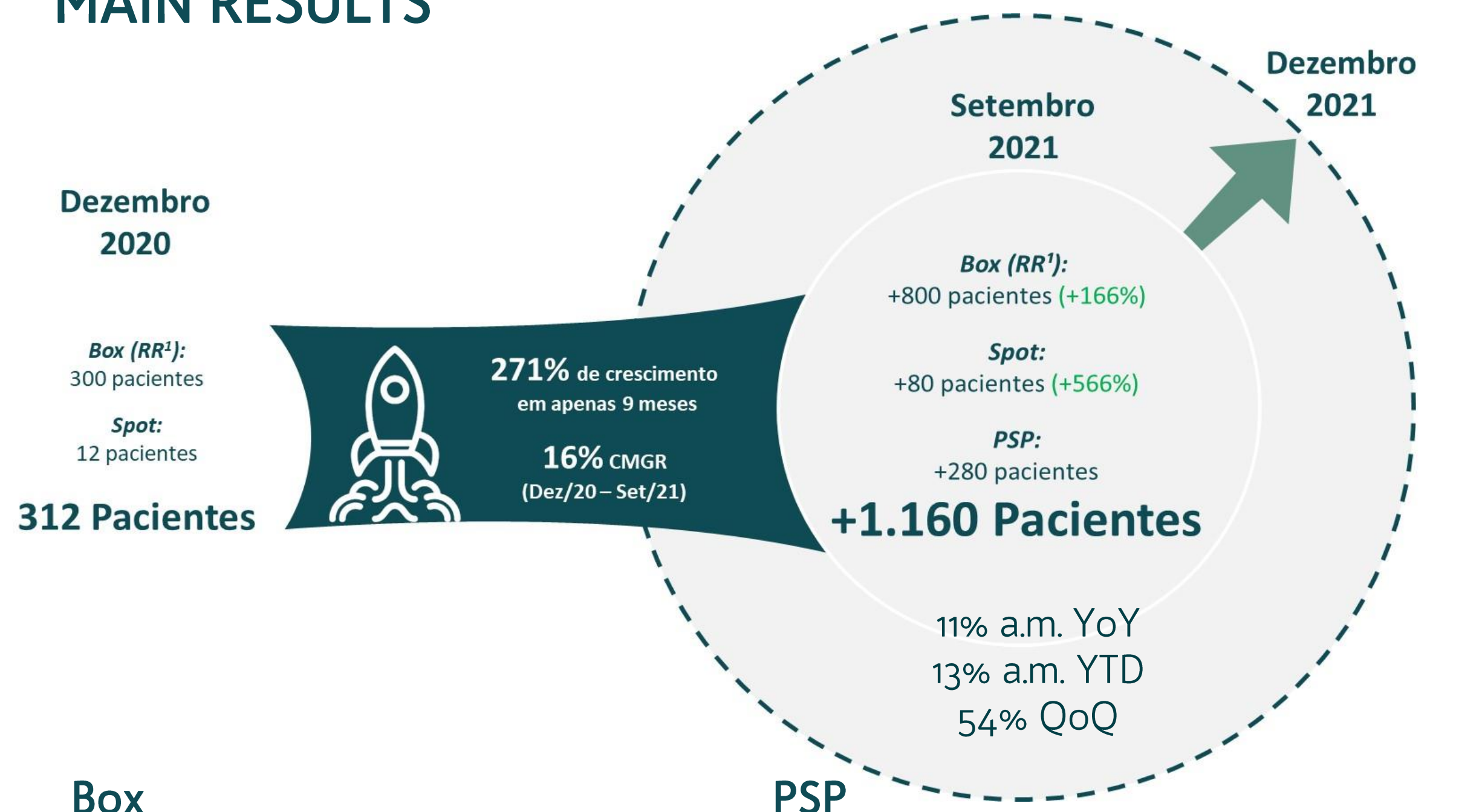


Debt amortization (BRL MM)



Average maturity term: 4.7 years
Average cost: CDI + 2.49%

MAIN RESULTS



Box

- LTV/CAC: 3,5x
- NPS: 94
- Churn: 1,83%
- Retention: +17 months

Spot

- +7x leads 3Q21 vs. 2Q21
- MemedProject : cart and check out integrated with delivered prescription (1'15" to conclude the order)

PSP

- 4,5 months operating
- +1,2k lives attended
- 20 FUs attended
- 5,2% savings to partners
- 11,7% identified and avoided errors

ONGOING INITIATIVES

Expansion

Current channels

- Retirement homes and home cares: regional expansion
- Health Operators: Expansion to Large Partners
- Marketplaces for spot sales

New channels (value proposition under validation)

- Hospitals: medications and clinical support for patients during de-hospitalization
- Companies: management of chronic patients
- Specialist clinics: clinical pharmacy service and patient support
- Industries: 2 direct-to-patient sales cases + clinical support

Technology

- UX: Improved patient experience and faster conversion in the sales and service funnel
- ERP: improvement of the system for service rosters
- Pharmaceutical Clinical Services: roadmap construction + deploy B2C and B2B2C
- PSP: CRM implementation for operation scale and data/BI robustness
- Spot: progress in the "one-click buy" project

The image features the Viveo logo in a white, lowercase, sans-serif font. The logo is positioned on the right side of a teal background. To the left of the logo, there are two white, abstract, curved shapes that resemble stylized brackets or a large, open parenthesis. The top curve starts from the left edge and extends towards the right, while the bottom curve starts from the left edge and extends towards the right, mirroring the top curve's path. The overall composition is clean and modern.

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