



EDUCAÇÃO
TECNOLOGIA
SAÚDE

AFYA ANNOUNCES
THE ACQUISITION OF



CardioPapers

APRIL 2022



SAFE HARBOR

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, which statements involve substantial risks and uncertainties. All statements other than statements of historical fact could be deemed forward-looking, including risks and uncertainties related to statements about our competition; our ability to attract, upsell and retain students; our ability to increase tuition prices; our ability to anticipate and meet the evolving needs of student and teachers; our ability to source and successfully integrate acquisitions; general market, political, economic, and business conditions; and our financial targets such as revenue, share count and IFRS and non-IFRS financial measures including gross margin, operating margin, net income (loss) per diluted share, and free cash flow. Forward-looking statements by their nature address matters that are, to different degrees, uncertain, such as statements about the potential impacts of the COVID-19 pandemic on our business operations, financial results and financial position and on the Brazilian economy.

The Company undertakes no obligation to update any forward-looking statements made in this press release to reflect events or circumstances after the date of this press release or to reflect new information or the occurrence of unanticipated events, except as required by law. The achievement or success of the matters covered by such forward-looking statements involves known and unknown risks, uncertainties and assumptions. If any such risks or uncertainties materialize or if any of the assumptions prove incorrect, our results could differ materially from the results expressed or implied by the forward-looking statements we make. Readers should not rely upon forward-looking statements as predictions of future events. Forward-looking statements represent management's beliefs and assumptions only as of the date such statements are made. Further information on these and other factors that could affect the Company's financial results is included in filings made with the United States Securities and Exchange Commission (SEC) from time to time, including the section titled "Risk Factors" in the most recent Rule 434(b) prospectus. These documents are available on the SEC Filings section of the investor relations section of our website at: <https://ir.afya.com.br/>.





CardioPapers

The main medical content and education platform in the Cardiology field

CardioPapers offerings, courses and books are developed by physicians and for physicians, covering all phases of the medical career, aligned with Afya's overall business strategy



**18 – 24
YEARS OLD**

Medical
Student



**24 – 26
YEARS OLD**

Generalist Physician
(Residency Preparatory)



**26 – 28
YEARS OLD**

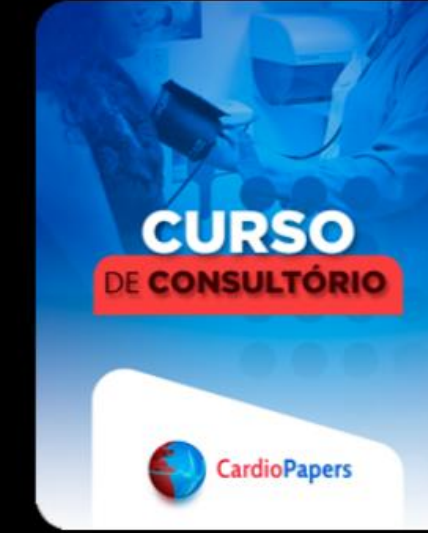
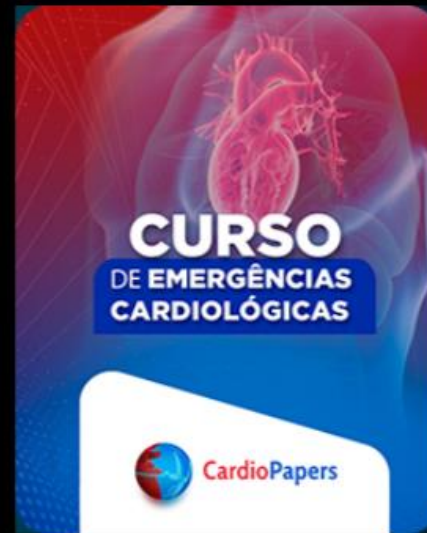
Specialist Physician
(e.g. Cardiologist)



**28 – 45
YEARS OLD**

Subspecialist Physician
(e.g. Cardiac Surgeon)

+10 COURSES, INCLUDING:



Cardiology:

- TEC* - CARDIOLOGY SPECIALIST DEGREE PREPARATORY COURSE
- CARDIOLOGICAL EMERGENCIES COURSE
- CARDIOPAPERS CLINIC COURSE
- PREOPERATIVE COURSE
- DYSLIPIDEMIA COURSE

Expansion to other medical areas:

- TEEM* QUESTIONS COURSE
- DIABETES COURSE
- EKG COURSE
- PRODUCTIVITY COURSE

*TEC stands for *Título de Especialista em Cardiologia*

*TEEM stands for *Título de Especialista em Endocrinologia e Metabologia*

TEC* - CARDIOLOGY SPECIALIST DEGREE PREPARATORY COURSE:

The Company's main product is a reference for those applying to the Cardiology Specialist Degree. In 2021, **three out of five students who passed the exam took CardioPapers's course.**

Extensive modality course with 40 weeks of content and monthly mock exams.

Includes four bonus courses, 16 classes reviewing the main topics evaluated in the TEC test, team comments over the last 7 tests, 100+ exclusive questions about TEC's 5 main topics and an exclusive book regarding the main questions of the test.



R\$ 5.5k

LISTED PRICE



40 WEEKS

OF CONTENT



+1.2k

STUDENTS IN 2021

Synergies with:



*TEC stands for *Título de Especialista em Cardiologia*

TOP-RATED BOOKS:

Four books available for sale - one is a top seller on Amazon Brazil:

- “Cardiologia Cardiopapers”
- “Manual de Emergências Cardiovasculares”
- “Manual de Eletrocardiografia”
- “Guia de Bolso de Clínica Médica”

In addition, digital books and complementary material are available on the Cardiopapers’ app.



R\$ 151

AVERAGE BOOK PRICE



5 STAR

ON 431 REVIEWS



#1

ON AMAZON

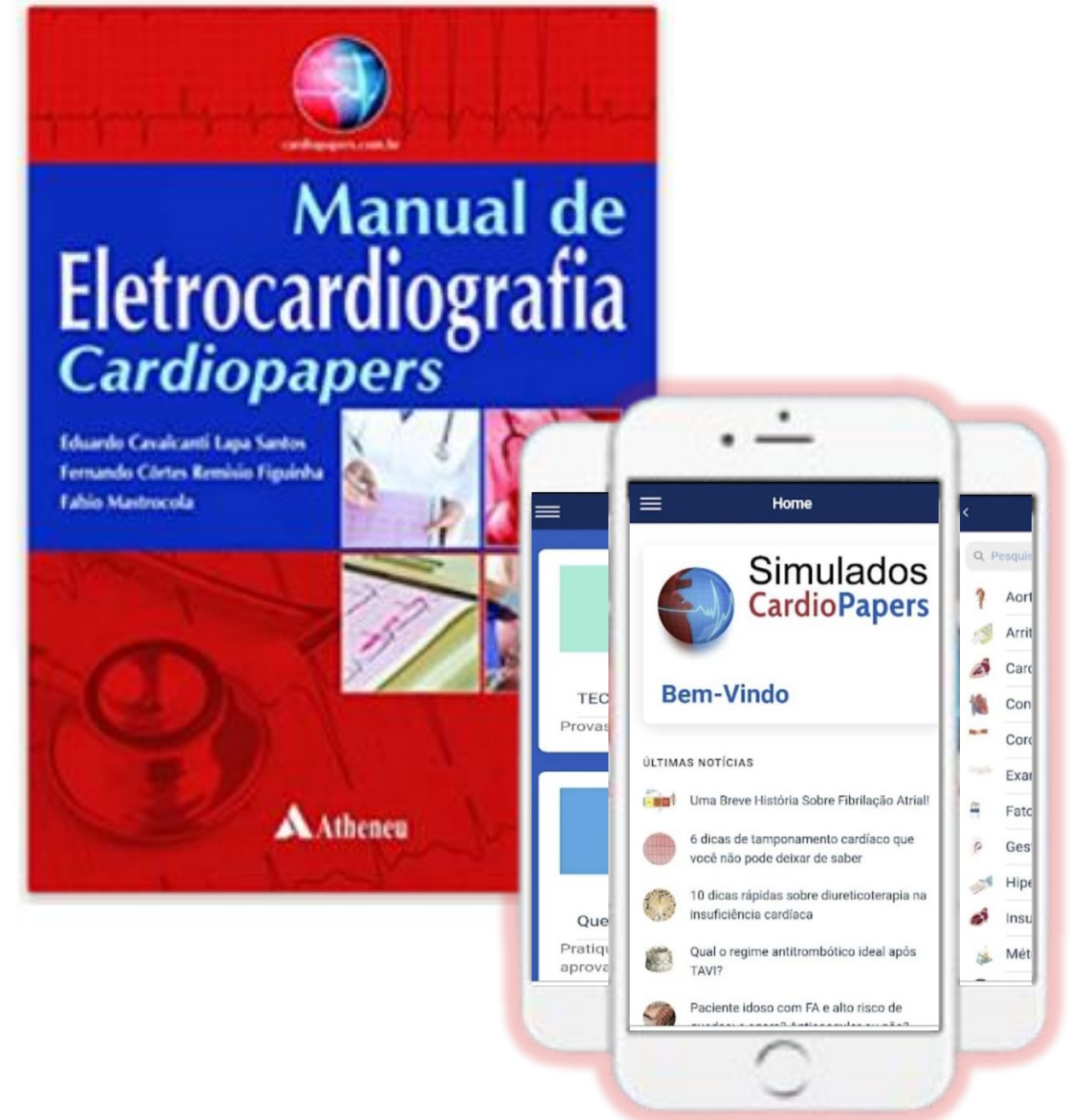


36k

BOOKS SOLD

Manual de eletrocardiografia Cardiopapers

1º mais vendido em Cardiologia Profissional e Técnico





Creator Economy concept as an opportunity for the growth strategy of multiple Afya solutions

Brazilians are one of the most avid consumers of products based on the opinion of digital influencers

The image shows two social media profiles for 'Cardiopapers'. On the left is the Instagram profile, which includes a profile picture of a globe with a heart rate line, 7,114 posts, 214K followers, a bio describing it as an education website with the tagline 'Educação que salva vidas', and a link to linktr.ee/Cardiopapers. On the right is the YouTube channel page, featuring a banner with three men and the text 'EDUCAÇÃO QUE SALVA VIDAS', a 4.9 star rating from 85 reviews, and a video titled '#801- Dica de Prova: O que pode reduzir o BNP?' with 75.2K subscribers and 1.4K videos.



TEAM OF FIRST-CLASS PHYSICIANS

With this acquisition, Afya reinforces its team of physicians executives



EDUARDO LAPA M.D

- SPECIALIST IN CARDIOLOGY BY INCOR -HCFMUSP
- SPECIALIST IN ECHOCARDIOGRAPHY BY SBC
- SPECIALIST IN INTERNAL MEDICINE AT SBCM
- DOCTOR AND MASTER BY THE DEPARTMENT OF SURGERY AT UFPE



ANDRÉ LIMA M.D

- RESIDENCY IN CARDIOLOGY AT INCOR/FMUSP
- TITLE OF SPECIALIST IN CARDIOLOGY BY SBC
- SPECIALIST IN ECHOCARDIOGRAPHY BY INCOR/FMUSP AND SBC
- SPECIALIST IN INTENSIVE CARE BY AMIB
- PRECEPTOR OF THE INTERNAL MEDICINE RESIDENCY AT HOSPITAL OTÁVIO DE FREITAS



FERNANDO FIGUINHA M.D

- SPECIALIST IN CARDIOLOGY BY INCOR -HCFMUSP
- CARDIOLOGIST AT THE INSTITUTO DO CORAÇÃO, HOSPITAL DAS CLÍNICAS, SCHOOL OF MEDICINE, USP
- TITLE OF SPECIALIST IN CARDIOLOGY BY THE BRAZILIAN SOCIETY OF CARDIOLOGY (SBC)



CARDIOPAPERS: ENHANCING THE DIGITAL STRATEGY

CONTENT & TECHNOLOGY
FOR MEDICAL EDUCATION



**ALÉM DA
MEDICINA**



CardioPapers

PHYSICIAN-PATIENT
RELATIONSHIP

AgendarConsulta.com



CLINICAL DECISION SOFTWARE



DIGITAL
PRESCRIPTION



PRACTICE MANAGEMENT TOOLS &
ELECTRONIC MEDICAL RECORDS



TELEMEDICINE





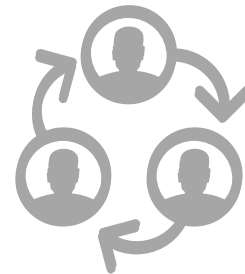
CARDIOPAPERS: KEY FIGURES AND INSIGHTS



R\$ 18.8 MM

FY 2022

EXPECTED GROSS REVENUE



7k

FY 2021

NUMBER OF STUDENTS

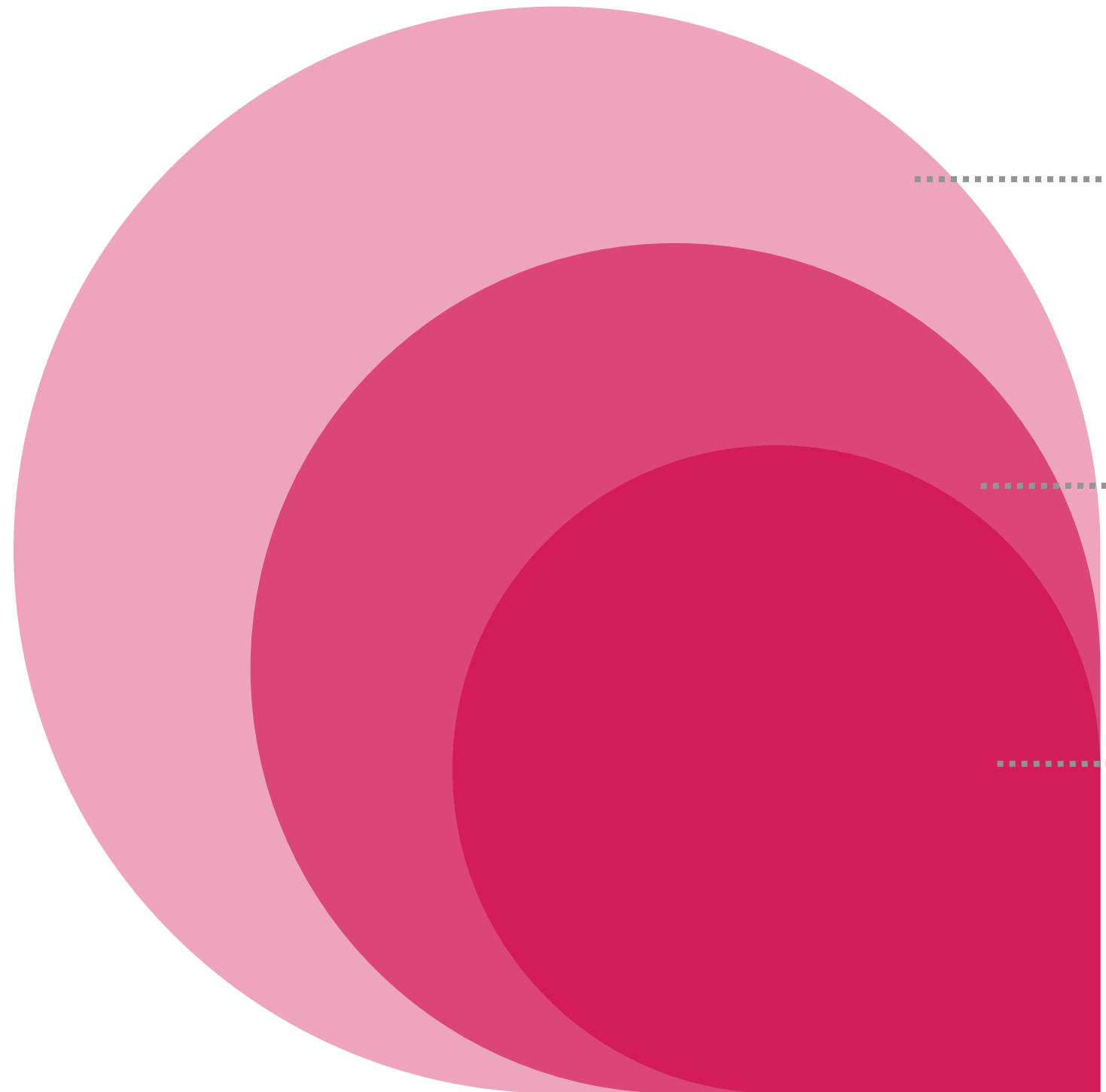


50%

OF REVENUE FROM
TEC PREP COURSES
(INCLUDING ALL MODALITIES)



CARDIOPAPERS: TRANSACTION SUMMARY



FORMAT

AFYA ENTERED INTO A PURCHASE AGREEMENT TO ACQUIRE 100% OF CARDIOPAPERS.

TEAM

CARDIOPAPERS' THREE FOUNDERS WILL JOIN AFYA'S DIGITAL TEAM.

VALUE

THE AGGREGATE PURCHASE PRICE IS R\$ 35 MILLION (ENTERPRISE VALUE), WITH 100% PAID IN CASH.

AN EARN-OUT OF UP TO R\$ 15 MILLION CAN BE PAID, R\$14 MILLION RELATED TO REVENUE GOALS AND R\$1 MILLION RELATED TO OTHER GOALS, BOTH ESTABLISHED FOR 2023 AND 2024.



EDUCATION
TECHNOLOGY
HEALTHCARE

THANK YOU

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