



AFYA ANNOUNCES
THE ACQUISITION OF

ALÉM DA
MEDICINA

FEBRUARY 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/>.



ALÉM DA MEDICINA

Medical content online platform for physicians and medical students

Além da Medicina is concerned with the physicians' medical journey, providing different educational tools, besides technical medical content, that can assist the physicians throughout their career



**18 – 24
YEARS OLD**

Medical
Student

MedSkill

**MENTORIA
RESIDÊNCIA**



**24 – 26
YEARS OLD**

Generalist Physician
(Residency Preparatory)

**MENTORIA
RESIDÊNCIA**

**FINANÇAS
DOMINADAS**



**26 – 28
YEARS OLD**

Specialist Physician
(e.g. Cardiologist)

**MENTORIA
RESIDÊNCIA**

**FINANÇAS
DOMINADAS**



**28 – 45
YEARS OLD**

Subspecialist Physician
(e.g. Cardiac Surgeon)

**FINANÇAS
DOMINADAS**

MENTORING FOR RESIDENCY TEST:

Two main fronts: humanity and technology.

Humanized on-demand individual follow-up with mentors for those physicians who are preparing for the residency test, including coaching on studies, monitoring and individual anxiety support with a team of coaches and psychologists.

Also, with a proprietary software, the mentoring tool creates a series of follow-up triggers, based on the established goals of the student, that help the student to keep its study pace. The software algorithm detects the most important subjects related to the residency programs the student wants to pursue, and, as the student consumes the content, the algorithm identifies what they need to focus on.



R\$ 3.6k

LISTED PRICE



1.9k

SUBSCRIBERS



NPS 74

USERS EXPERIENCE

Synergies: same audience of



MEDCEL

WB WHITEBOOK
Clinical Decision

MENTORIA RESIDÊNCIA

escolha sua vaga na residência



MEDSKILL:

Soft skills, for medical students who want to develop abilities such as networking, studies guidance, self-management and career advisory.

Includes 45 classes built from 45 questions + 80 reports from day-to-day resident experiences.



R\$ 297

LISTED PRICE



1.5k

SUBSCRIBERS



NPS 70

USERS EXPERIENCE

Synergies: students  EDUCATION
TECHNOLOGY
HEALTHCARE



DOMINATED FINANCE:

Finance, accounting and investment basics for physicians.
With simple language, from doctor-to-doctor, financial training is provided, once this is one of the main issues for physicians in the market: many do not know how to manage their own money.

During the course, a financial diagnosis is performed, and the course also offers a worksheet for the physician to start organizing his financial life.

The course is composed of classes with access to a platform that will take care of the physicians' finances.



R\$ 2.1k

LISTED PRICE



0.7k

SUBSCRIBERS



NPS 88

USERS EXPERIENCE



Synergies: same audience of    

ALÉM DA MEDICINA

**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



alem.da.medicina

1.037 Posts 94K Followers

Alem da Medicina
Education
Conteúdo sincero sobre o que nem sua faculdade, nem sua residência vão te ensinar.
www.alemdamedicina.com.br/



**ALÉM DA
MEDICINA**



Alem da Medicina

SUBSCRIBE

24K subscribers · 168 videos

Seja bem-vindo ao canal do @alem.da.medicina, seu guia de sobrevivência médico no campo de batalha! >



**ALÉM DO
PODCAST**



FIRST-CLASS PHYSICIANS TEAM

ALL DIGITAL INFLUENCERS

BERNARDO PRECHT

CEO, CO-FOUNDER AND HEAD OF MENTORING FOR RESIDENCY TEST

- PHYSICIAN GRADUATED AT UNIVERSIDADE FEDERAL FLUMINENSE
- ELECTIVE AT EMERGENCY DEPARTMENT ADDENBROOKE'S HOSPITAL FROM CAMBRIDGE UNIVERSITY (UK)
- GENERAL SURGEON GRADUATED 2020 AT IAMSPE (SP)
- CURRENTLY FINAL YEAR UROLOGY RESIDENT AT IAMSPE (SP)



bernardoprecht

854
Posts

41,6K
Followers

Residência médica

Ler apostila não te aprova na residência.
Para escolher sua vaga na residência
seu caminho é aqui na mentoria 📌

mentoriaresidencia.com.br/escolha-seu-plano



FIRST-CLASS PHYSICIANS TEAM

ALL DIGITAL INFLUENCERS

VICTOR MIRANDA

CEO, CO-FOUNDER AND HEAD OF MEDSKILL

- MEDICAL RESIDENCY IN EXERCISE AND SPORTS MEDICINE (IAMSPE)
- SPECIALIST IN EXERCISE AND SPORTS MEDICINE (MEE)
- PRECEPTOR OF THE MEE MEDICAL RESIDENCY PROGRAM
- WHITEBOOK CONTENT CREATOR
- C.A.S.A DOCTOR AND FOUNDER
- CREATOR OF EDUCATIONAL PROGRAM REVERTED DIABETES



drvictormiranda

629
Posts

30,5K
Followers

Marketing e consultório médico

Doctor

Empreendedorismo na medicina.

🏠 Médico do esporte pelo IAMSPE e criador da
[@casa.centrodesaude](#)

👑 Co-fundador [@alem.da.medicina](#)
[meuconsultorioparticular.com.br/](#)



FIRST-CLASS PHYSICIANS TEAM

ALL DIGITAL INFLUENCERS

MAIKEL RAMTHUN

CEO, CO-FOUNDER AND HEAD OF FINANÇAS DOMINADAS

- SPECIALIST IN INTERNAL MEDICINE, NEPHROLOGY AND INTENSIVE CARE MEDICINE
- MASTER'S DEGREE IN HEALTH SCIENCES AT UEPG
- PROFESSOR OF MEDICINE AT UEPG UNTIL 2018
- FORMER SUPERVISOR OF THE INTENSIVE MEDICINE RESIDENCY PROGRAM AT HURPG
- WHITEBOOK CONTENT CREATOR IN THE NEPHROLOGY



medicomaikel 

1.335
Posts

70K
Followers

Maikel Ramthun

Doctor

👨‍⚕️ Nefrologista e Intensivista

💰 Investidor qualificado

📱 Co-founder [@alem.da.medicina](https://www.instagram.com/alem.da.medicina)

Finanças para médicos (chama no DM)



ALÉM DA MEDICINA:

ENHANCING THE DIGITAL STRATEGY

CONTENT & TECHNOLOGY
FOR MEDICAL EDUCATION



**ALÉM DA
MEDICINA**

PHYSICIAN-PATIENT RELATIONSHIP

AgendarConsulta.com



CLINICAL DECISION SOFTWARE



DIGITAL
PRESCRIPTION



PRACTICE MANAGEMENT TOOLS &
ELECTRONIC MEDICAL RECORDS



TELEMEDICINE





ALÉM DA MEDICINA

OVERALL BIG NUMBERS AND INSIGHTS



4.1k

SUBSCRIBERS
IN 2021



R\$ 12.7 MM

EXPECTED FY 2022
GROSS REVENUE

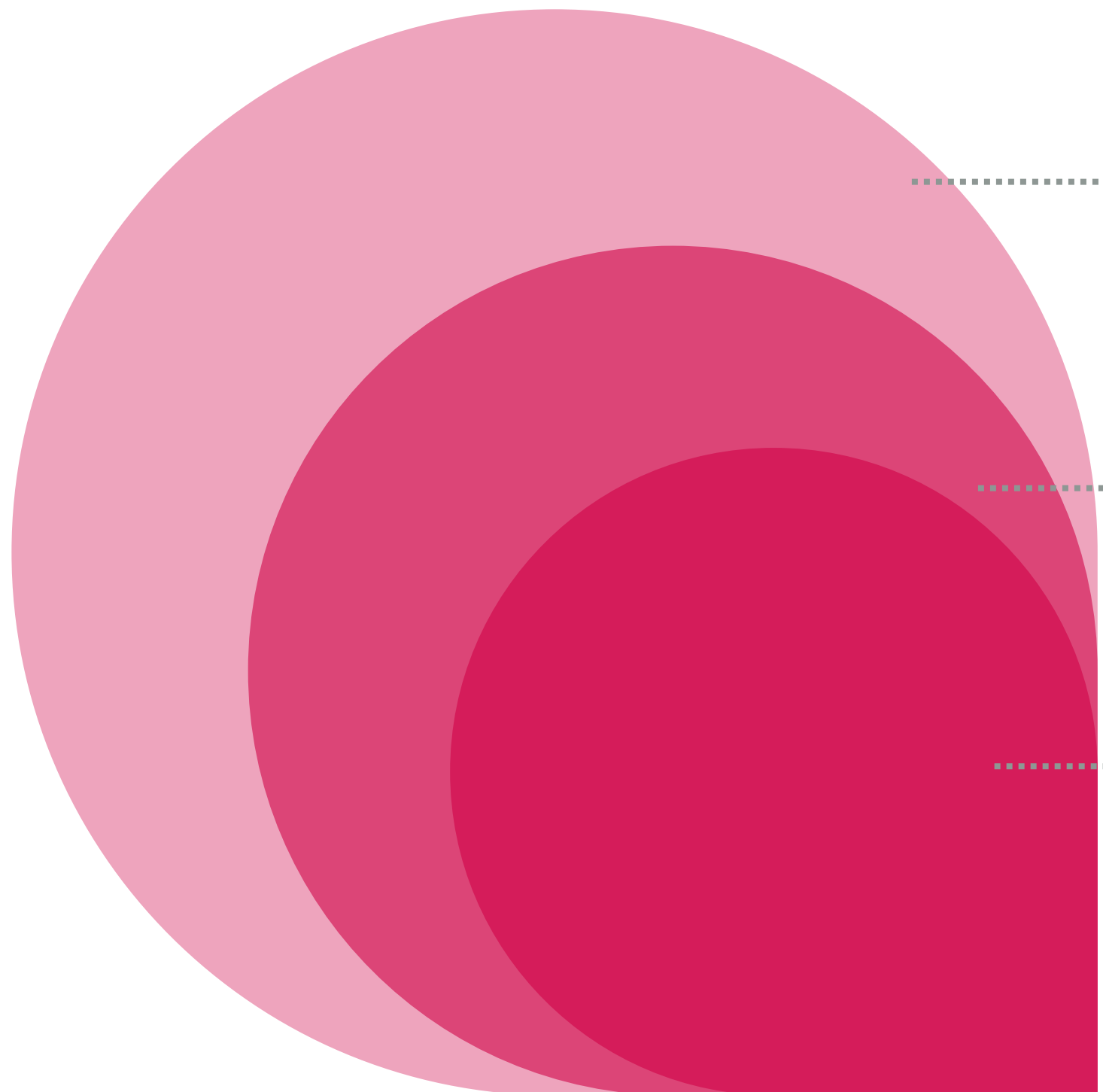


80%

OF REVENUE COMING
FROM MENTORING



ALÉM DA MEDICINA: TRANSACTION SUMMARY



FORMAT

AFYA ENTERED INTO A PURCHASE AGREEMENT OF 100% OF ALÉM DA MEDICINA.

TEAM

ALÉM DA MEDICINA THREE FOUNDERS WILL JOIN AFYA'S DIGITAL TEAM.

VALUE

THE AGGREGATE PURCHASE PRICE IS R\$ 16 MILLION (ENTERPRISE VALUE), WITH 100% PAID IN CASH.

AN EARN-OUT OF UP TO R\$ 19,2 MILLION CAN BE PAID RELATED TO REVENUE GOALS ESTABLISHED FOR 2023 AND 2024.

CLOSING IS SUBJECT TO CERTAIN CUSTOMARY PRECEDENT CONDITIONS.



EDUCATION
TECHNOLOGY
HEALTHCARE

THANK YOU

ir.afya.com.br

Alameda Oscar Niemeyer, 119
Vila da Serra, Nova Lima | MG
CEP 34006-056

+55 (31) 3515-7550
ir@afya.com.br