



## AFYA ANNOUNCES THE ACQUISITION OF



MAY 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.

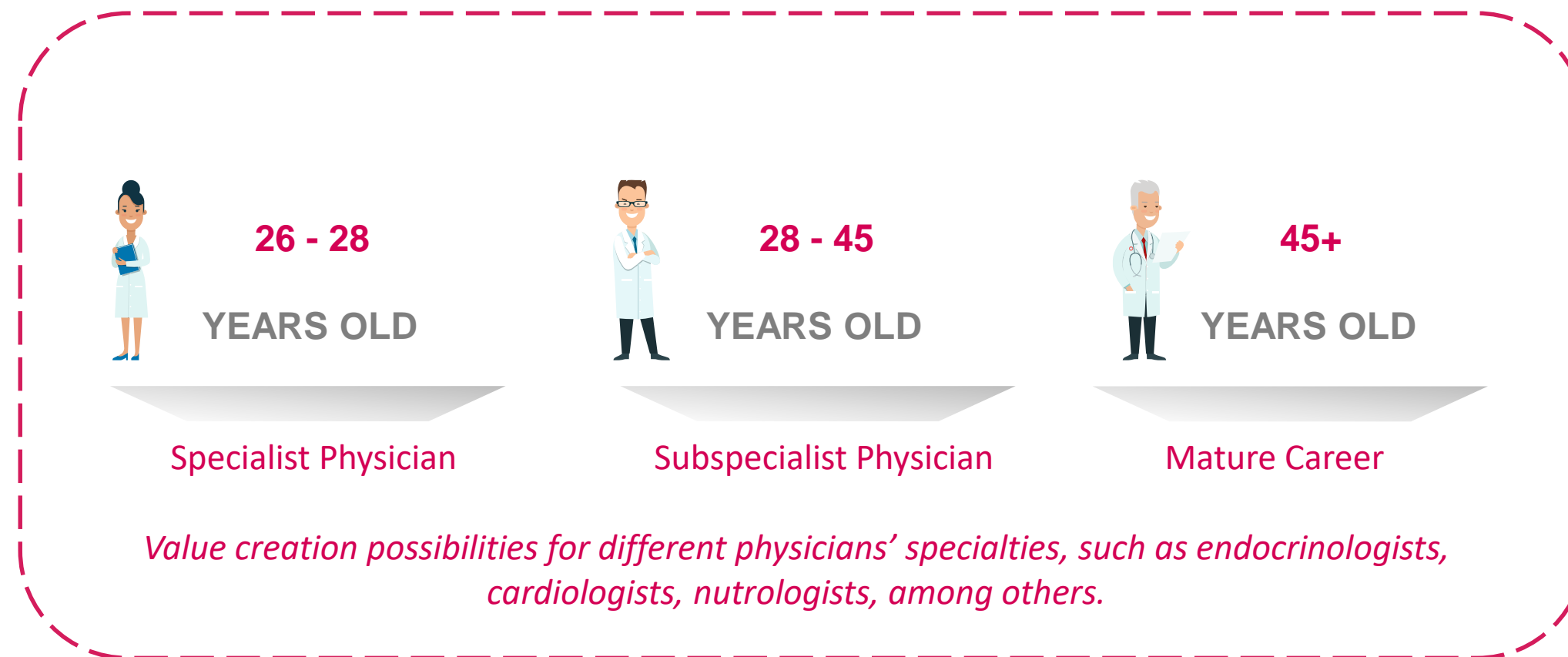
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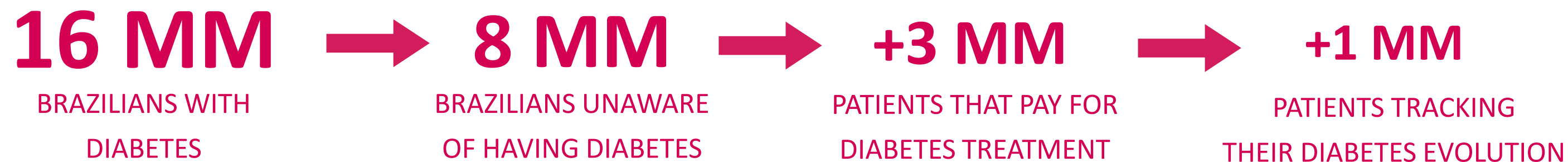
## The digital health pioneer platform for diabetes treatment

***Glic** is a free diabetes care and management app solution for physicians and patients that uses technology to improve diabetes education and daily routine practices, connecting users, devices and health providers.*



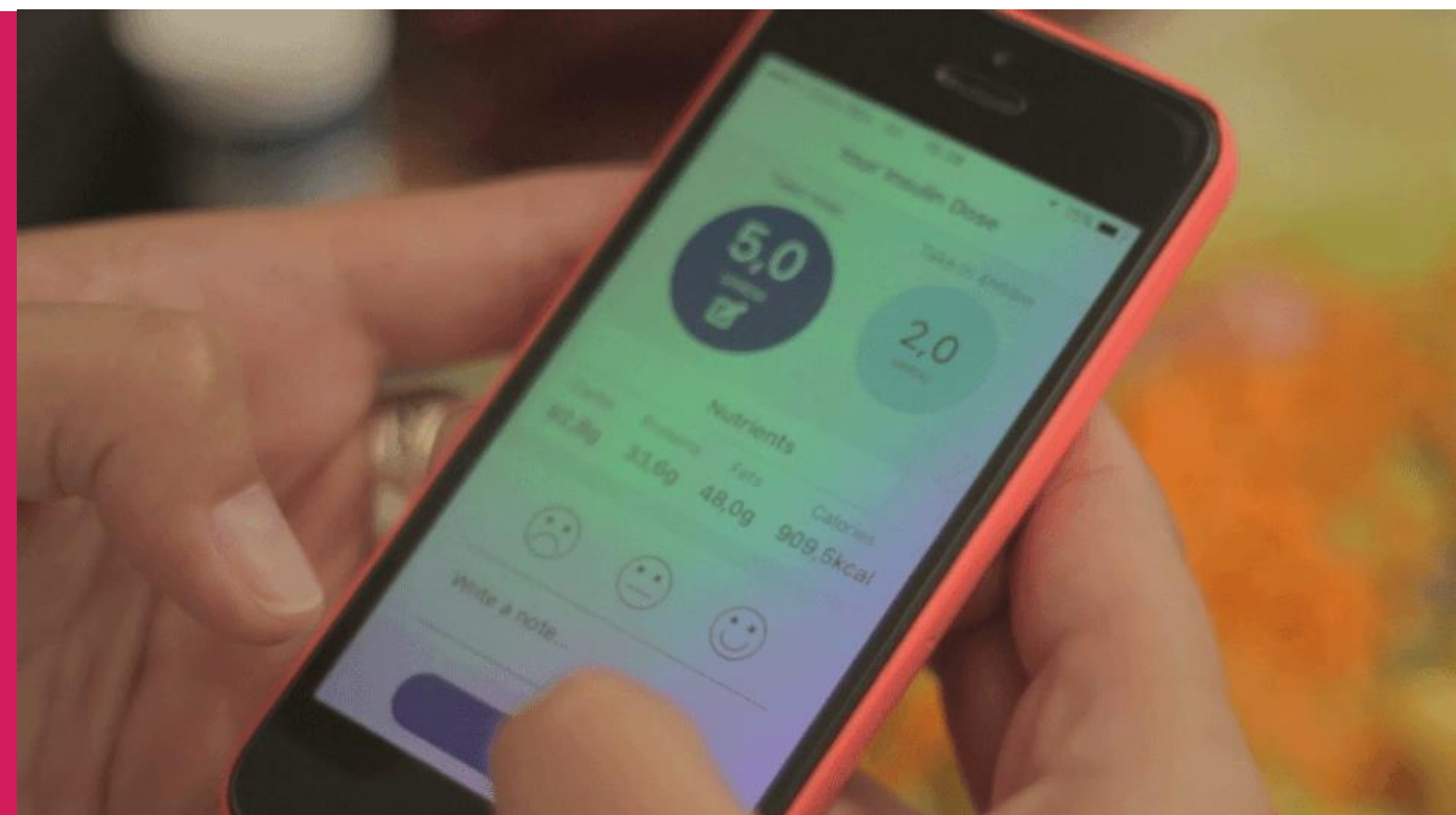


# DIABETES: NATIONAL SCENARIO LEADS TO GLIC PURPOSE



## GLIC: DIABETES AS AN ADJUNCT

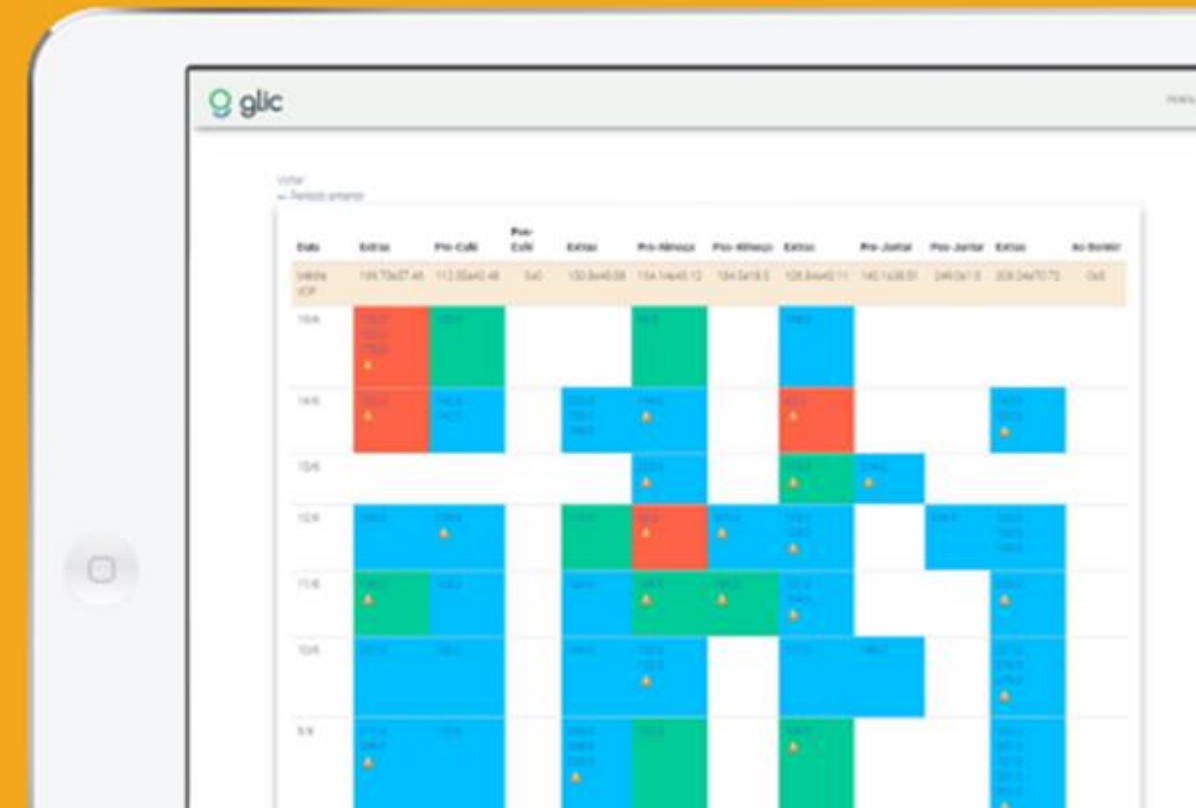
- Glic facilitates adherence to diabetes treatment, reducing direct and indirect costs, connecting people with diabetes to health care providers, offering digital solutions such as insulin calculator algorithm, education gadgets, chatbots and others, enabling patient-healthcare provider connection with a business intelligence platform to improve results and outcomes associated with diabetes.
- With the biggest diabetes database of Brazil, the solution is made for patients with T1DM (type 1 diabetes mellitus), T2DM (type 2 diabetes mellitus), LADA (Latent Autoimmune Diabetes in Adults), MODY (Maturity-Onset Diabetes of the Young) and gestational diabetes.





# SOLUTIONS FOR PHYSICIANS:

The medical team can register their patients and create digital prescriptions to follow their evolution in real-time through electronic medical records, making any necessary adjustments even from a distance.



- DIGITAL PRESCRIPTION
- REMOTE AND REAL-TIME ACCESS TO ELECTRONIC MEDICAL RECORDS
- PATIENTS' PRESCRIBED-MEDICATION AND DOSES DAILY REMINDER

- TIME OPTIMIZATION OF THE MEDICAL CONSULTATION
- HUMANIZED DIABETES TREATMENT
- REAL TIME DIET AND BLOOD GLUCOSE PATIENT MONITORING
- CARBOHYDRATE COUNTING THERAPY MONITORING
- CLOUD-SHARED PATIENTS DATA

# SOLUTIONS FOR PATIENTS:

*Glucose Daily Monitoring*



*Glucose Daily Registration*



*Carbohydrate Counting Therapy*



*Insulin Dose Calculus*



*Medication Daily Reminder*



*Blood Glucose Monitor Devices*



- BLOOD GLUCOSE, MEDICATION AND FOOD DAILY RECORDS
- REAL-TIME CONNECTION WITH THE MEDICAL TEAM
- NUTRITIONAL TABLE WITH MORE THAN 3K FOODS FOR CARBOHYDRATE COUNTING THERAPY
- INSULIN DOSE CALCULUS

- TREATMENT REPORTS AND GRAPHICS
- GLIC TEAM SUPPORT
- MEDICATION DAILY REMINDER
- CONNECTION WITH BLOOD GLUCOSE MONITOR DEVICES



# GLIC: ENTERING THE PHYSICIAN-PATIENT RELATIONSHIP PILLAR



# PERFORMANCE SUCCESS AND PHARMACEUTICAL INDUSTRY RELATION:

- Glic’s successful performance is directly related to projects and partnerships with relevant players in the pharmaceutical industry, developed in three main business models:
  - Patient Monitoring Data;
  - Research;
  - Patient Monitoring + Metabolic syndrome care (B2B/B2B2C)
- By daily using the app, users automatically generate an extensive and complete health database, providing anonymous information used for the pharmaceutical industry when in a project or partnership with Glic.
- Partnerships and projects with more than 10 brands from the pharmaceutical industry.

## Synergies with:



## Digital Monetization: B2P

PHYSICIAN-PATIENT  
RELATIONSHIP

FREE

## Digital Monetization: B2B

ACCESS

PATIENT MONITORING DATA

SaaS

RESEARCH

FEE PER CONTRACT

EFFICIENCY

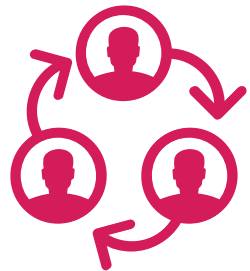
PATIENT MONITORING +  
METABOLIC SYNDROME CARE  
(B2B/B2B2C)

FEE  
PER  
MEMBERS





## GLIC: KEY FIGURES AND INSIGHTS



**+90K**

2022  
ACTIVE USERS



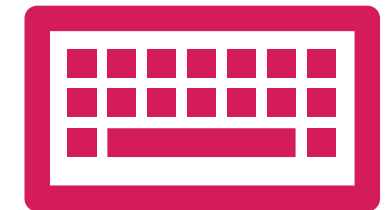
**+1.1k**

2022  
ACTIVE PHYSICIANS USERS



**R\$ 3.7 MM**

2022 EXPECTED  
GROSS REVENUE



**56%**

OF 2022 REVENUES  
COMING FROM SaaS



# GLIC FOUNDERS TEAM: COMMUNITY LEADERS AND STRONG EXPERTS



CLAUDIA LABATE - CEO

- GRADUATED IN MARKETING FROM USP
- POSTGRADUATED IN PSYCHOANALYSIS
- YOUNG LEADERS IN DIABETES OF THE INTERNATIONAL DIABETES FEDERATION
- DIABETIC FOR 23 YEARS



GABRIEL SCHON - COO

- TEN YEARS OF EXPERIENCE AS PROJECT MANAGER AND ADVISORY
- CO-FOUNDER OF UP2U COWORKING
- SON OF A T2DM PATIENT



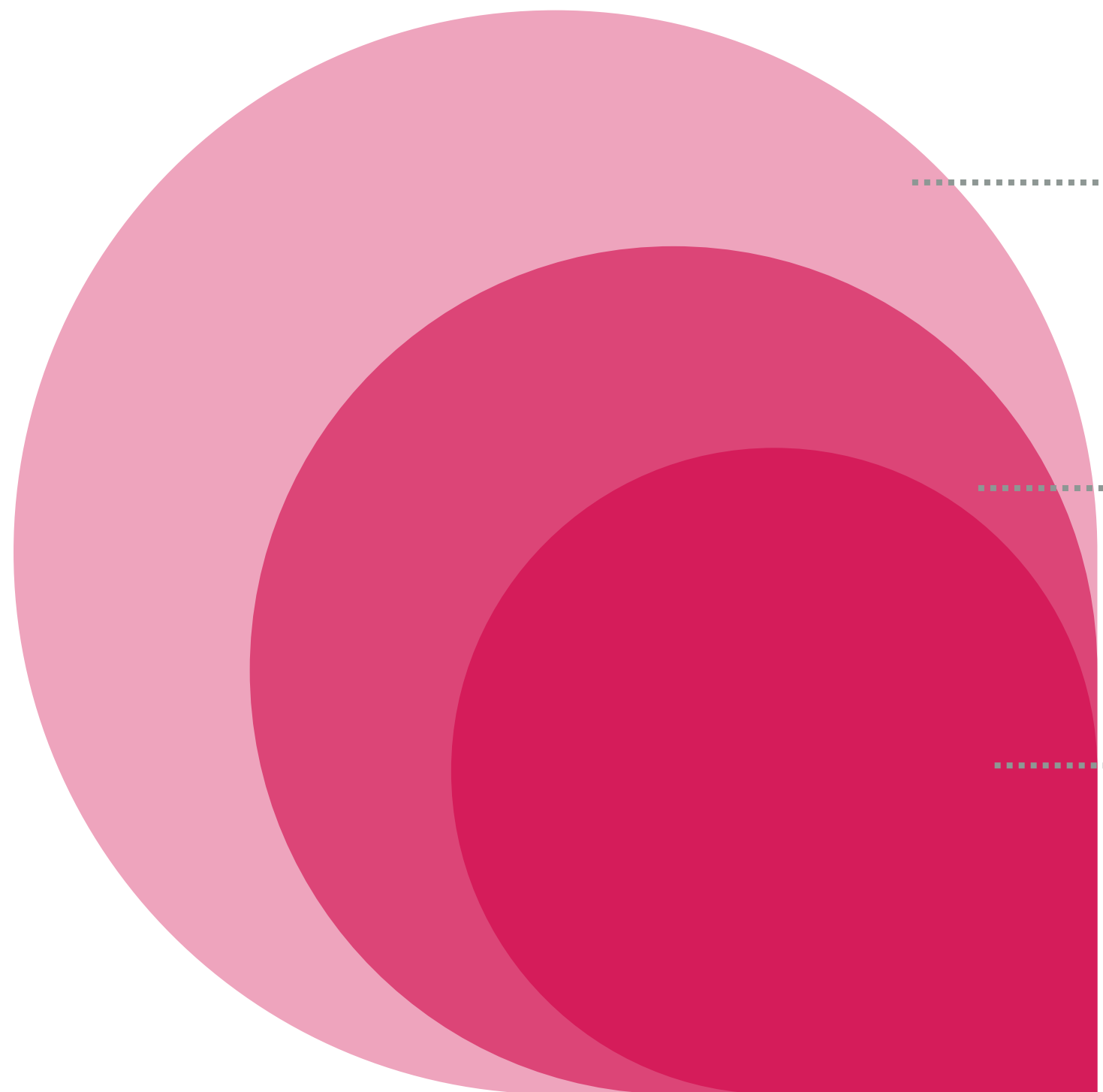
KARLA MELO - CMO

- PH.D. IN ENDOCRINOLOGY BY FMUSP
- PUBLIC HEALTH COORDINATOR OF THE BRAZILIAN DIABETES SOCIETY
- T1DM DIABETIC FOR MORE THAN 40 YEARS





# GLIC: TRANSACTION SUMMARY



## FORMAT

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

## TEAM

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

## VALUE

THE AGGREGATE PURCHASE PRICE IS R\$ 22 MILLION (ENTERPRISE VALUE), WITH 100% PAID IN CASH.

AN EARN-OUT OF UP TO R\$ 12 MILLION CAN BE PAID, R\$ 9 MILLION RELATED TO REVENUE GOALS ESTABLISHED FOR 2023 AND 2024 AND R\$ 3 MILLION RELATED TO PRODUCT DEVELOPMENT AND INTEGRATION.



EDUCATION  
TECHNOLOGY  
HEALTHCARE

THANK YOU

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