



# Afya

EXPERIENCE  
THE BEST IN MEDICINE

# 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/>.



# WHAT WE DO

# OUR MISSION

Is to provide an ecosystem that integrates education and digital solutions for the entire medical journey, enhancing the development, updating, assertiveness, and productivity of health professionals.

# OUR VISION

Is to transform health together with those who have medicine as a vocation.

*About Afya:*





# **OPERATIONAL METRICS**

# SOLUTIONS FOR EVERY STEP

IN THE PHYSICIAN'S JOURNEY



UNDERGRAD



PREP COURSES



GRADUATE PROGRAMS



SPECIALIZATION

**R\$22.1BN**

TAM  
MEDICAL EDUCATION



CLINICAL DECISION SUPPORT

PRACTICE MANAGEMENT / DIGITAL PRESCRIPTION / TELEMEDICINE

PHYSICIAN-PATIENT RELATIONSHIP

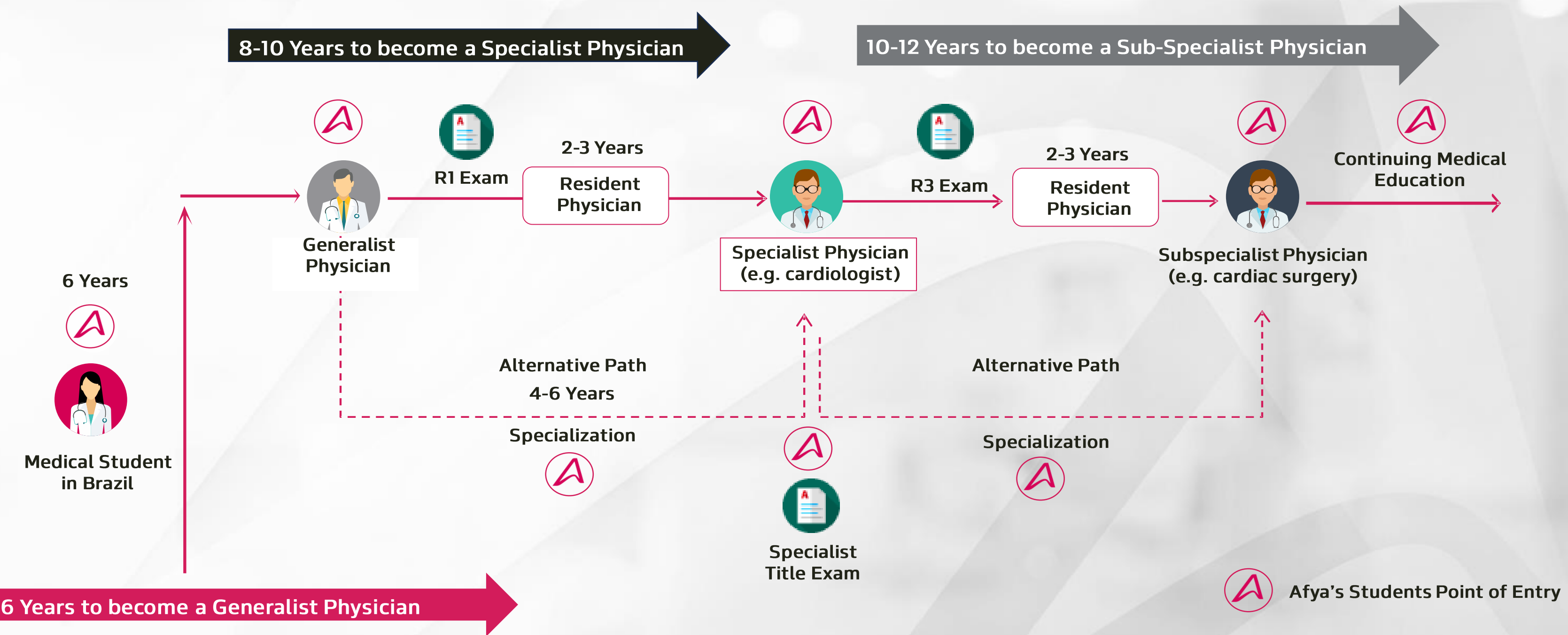
**R\$28.4BN**

TAM  
DIGITAL  
HEALTH SERVICES

CONTENT & TECHNOLOGY FOR MEDICAL EDUCATION

# MEDICAL CAREER IN BRAZIL

## MULTIPLE POINTS OF ENTRY INTO AFYA'S PLATFORM



# OVERVIEW

## UNDERGRAD

### APPROVED SEATS IN BRAZIL



9,725 PUBLIC SCHOOL SEATS

32,080 PRIVATE SCHOOL SEATS

### SEATS PER MEDICAL SCHOOL PLAYER

MARKETSHARE OF PRIVATE SCHOOLS SEATS:

AFYA: 10%

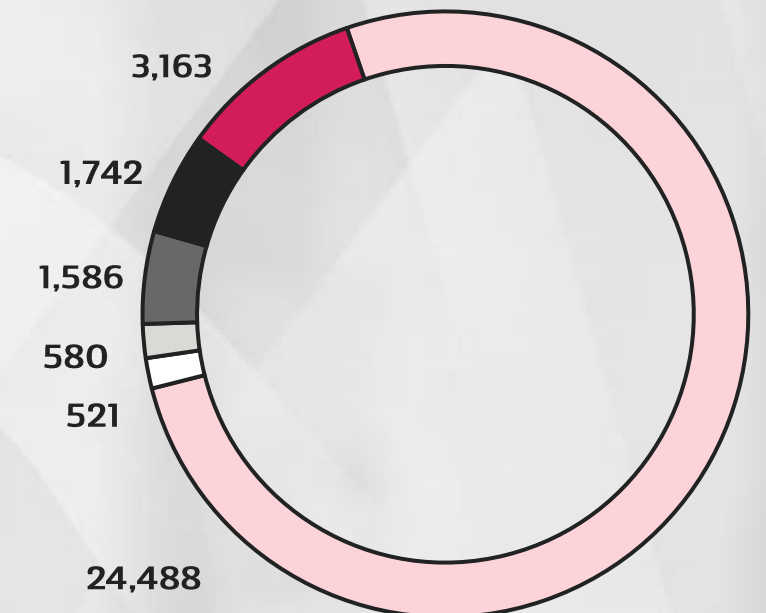
PLAYER 2: 5%

PLAYER 3: 5%

PLAYER 4: 2%

PLAYER 5: 2%

OTHERS: 76%



### WHAT AFYA HAS



32 CAMPUSES SPREAD AROUND BRAZIL

30 CAMPUSES WITH MEDICAL COURSES

~10% MARKETSHARE OF PRIVATE SCHOOL SEATS

3,163 APPROVED SEATS



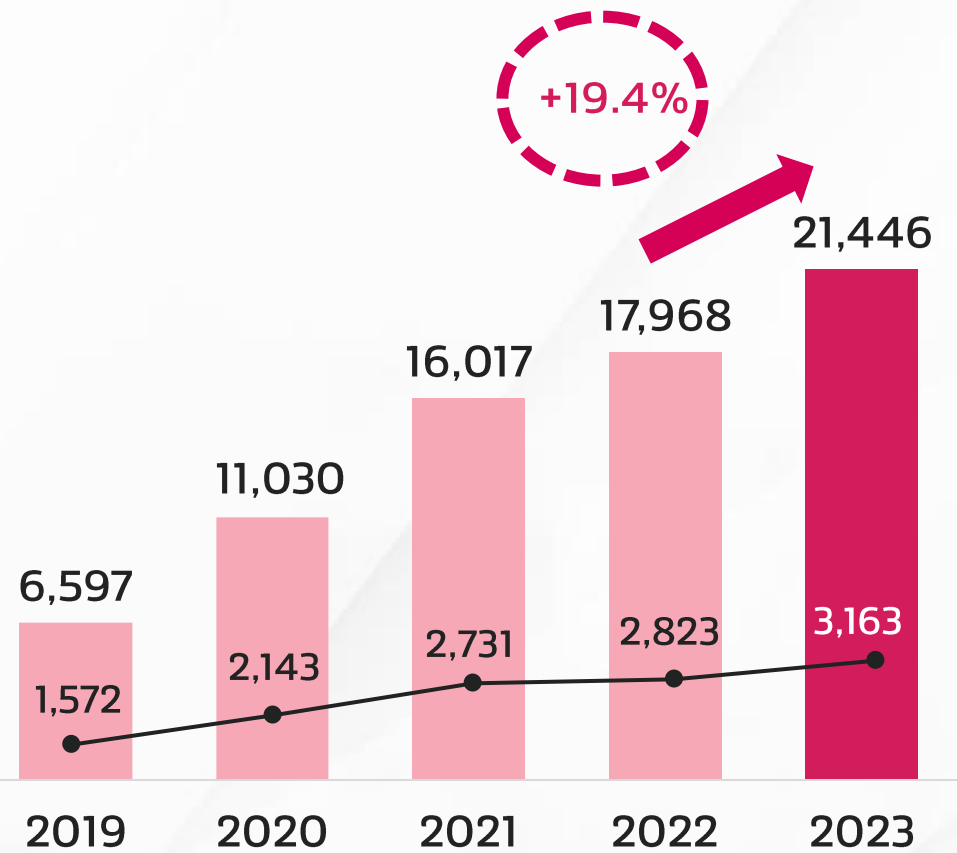


# OVERVIEW

## UNDERGRAD

NUMBER OF SEATS AND MEDICAL STUDENTS

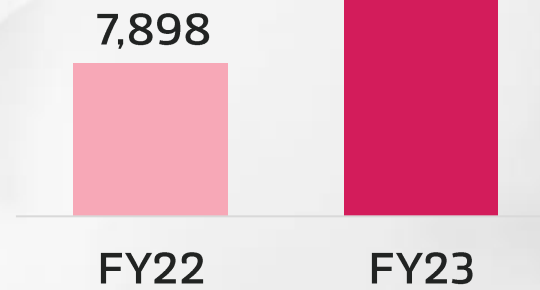
34.3% CAGR 2019-2023



Number of Medical Students Approved Seats

MEDICAL SCHOOL NET AVERAGE TICKET - (R\$/MONTH)

+8.2%

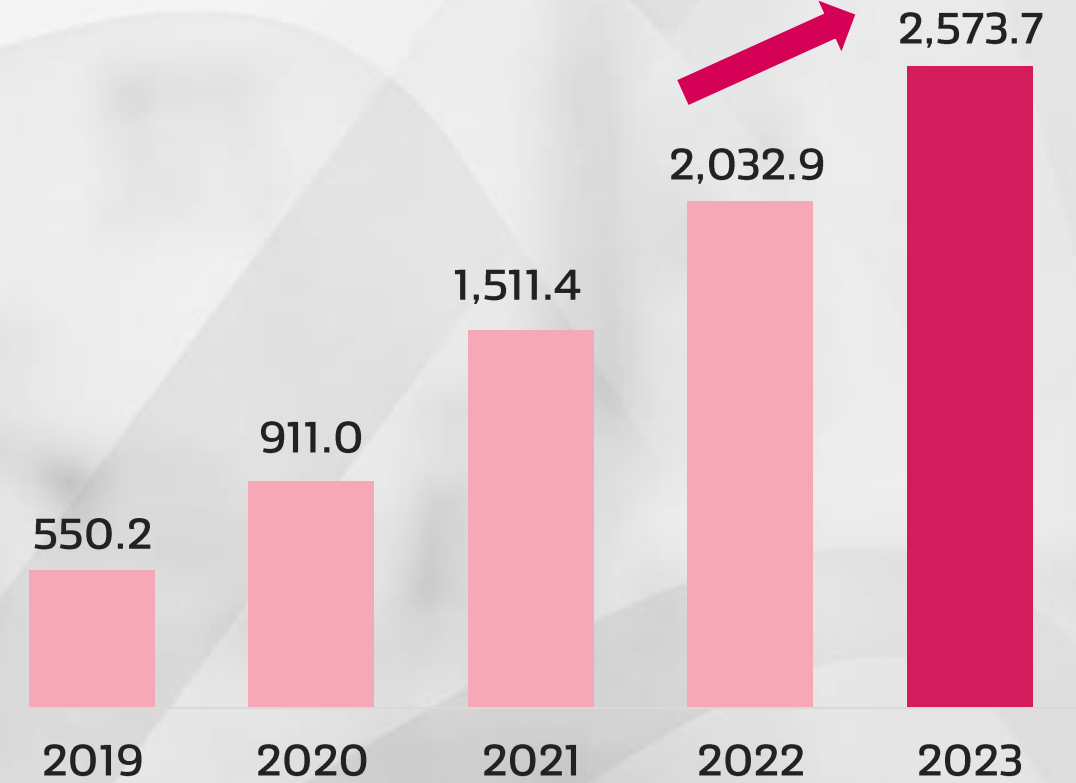


Net Average Ticket (Ex-Acquisitons)

MEDICAL SCHOOL COMBINED TUITION FEES - (R\$ MM)

47.1% CAGR 2019-2023

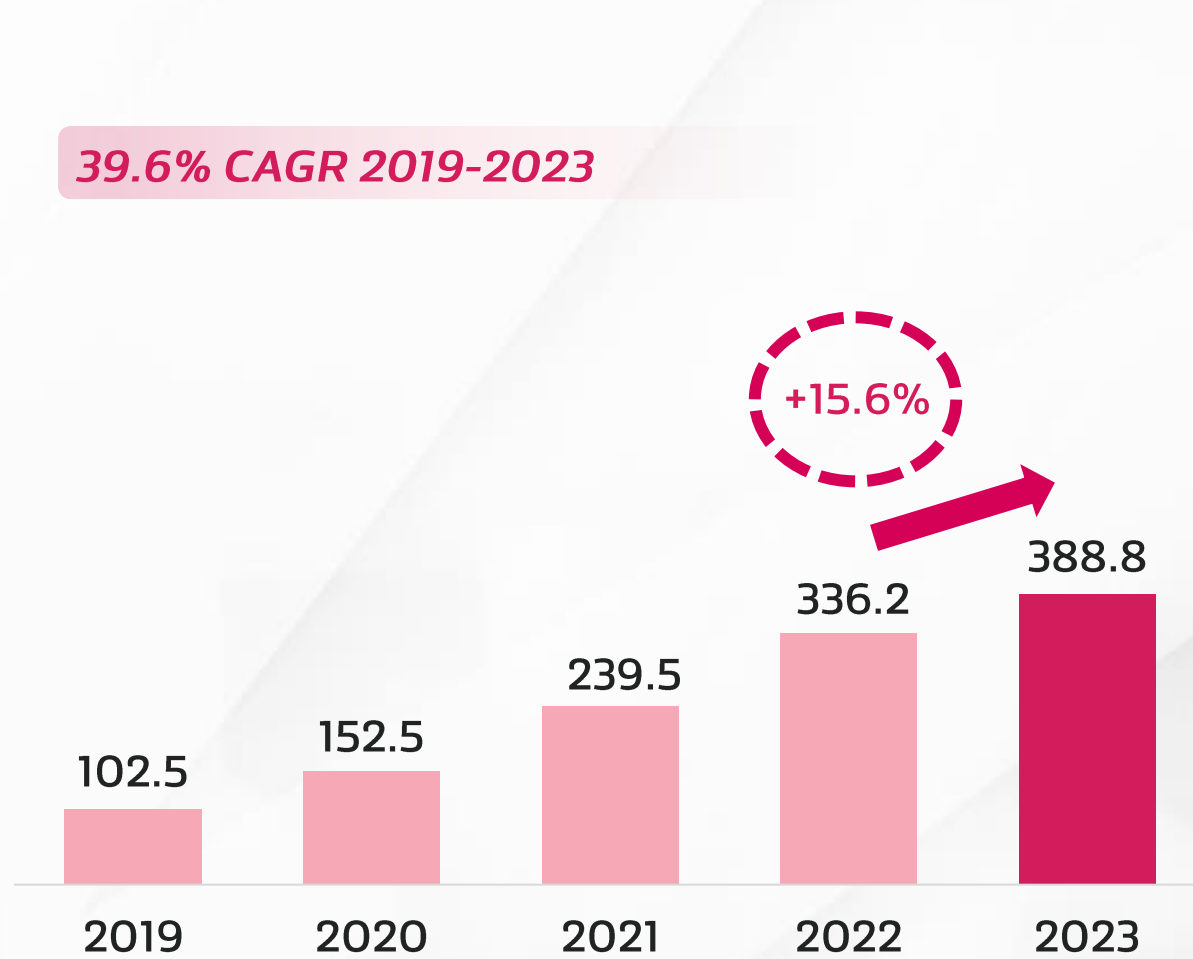
+26.6%



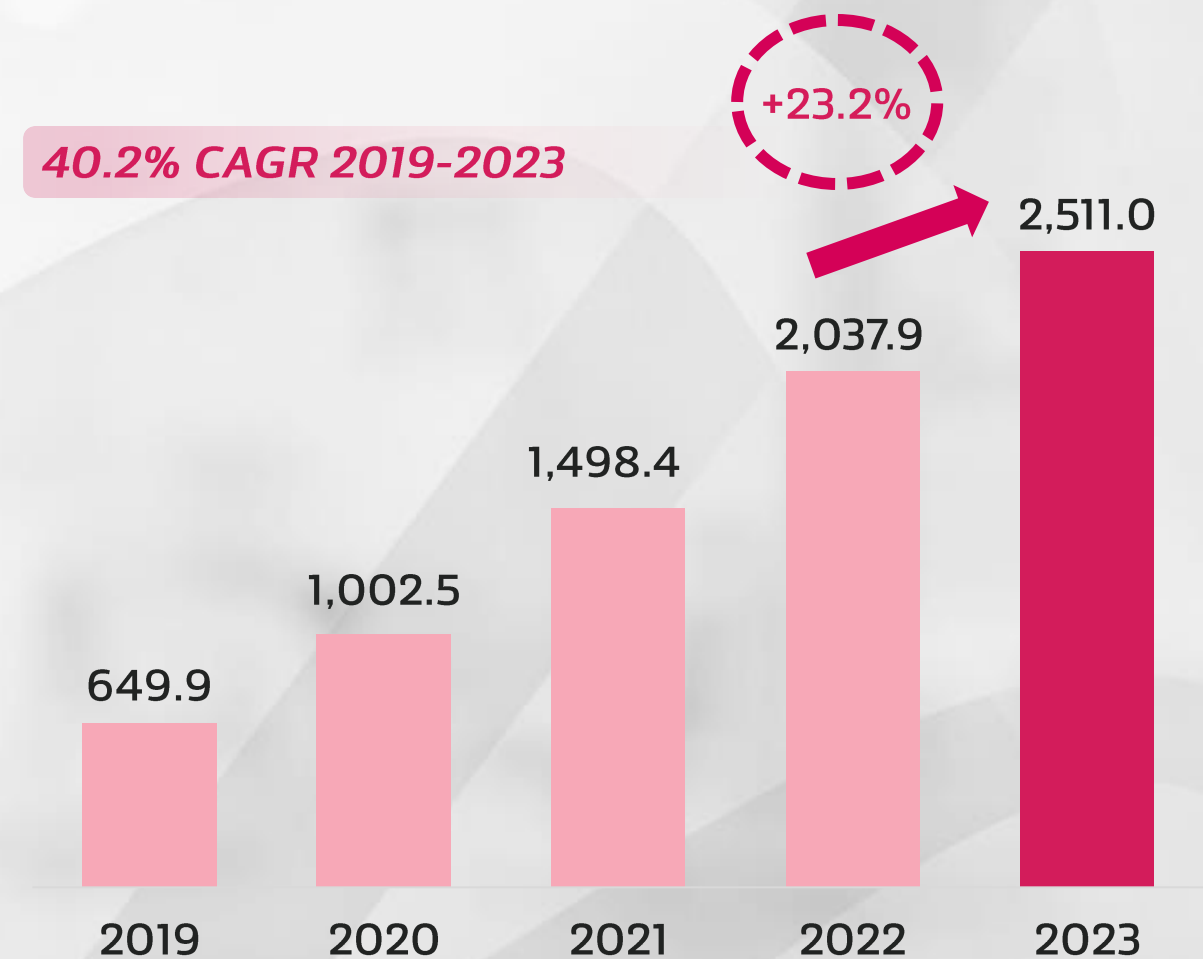
# OVERVIEW

## UNDERGRAD

HEALTH COURSES  
COMBINED TUITION FEES – (R\$ MM)



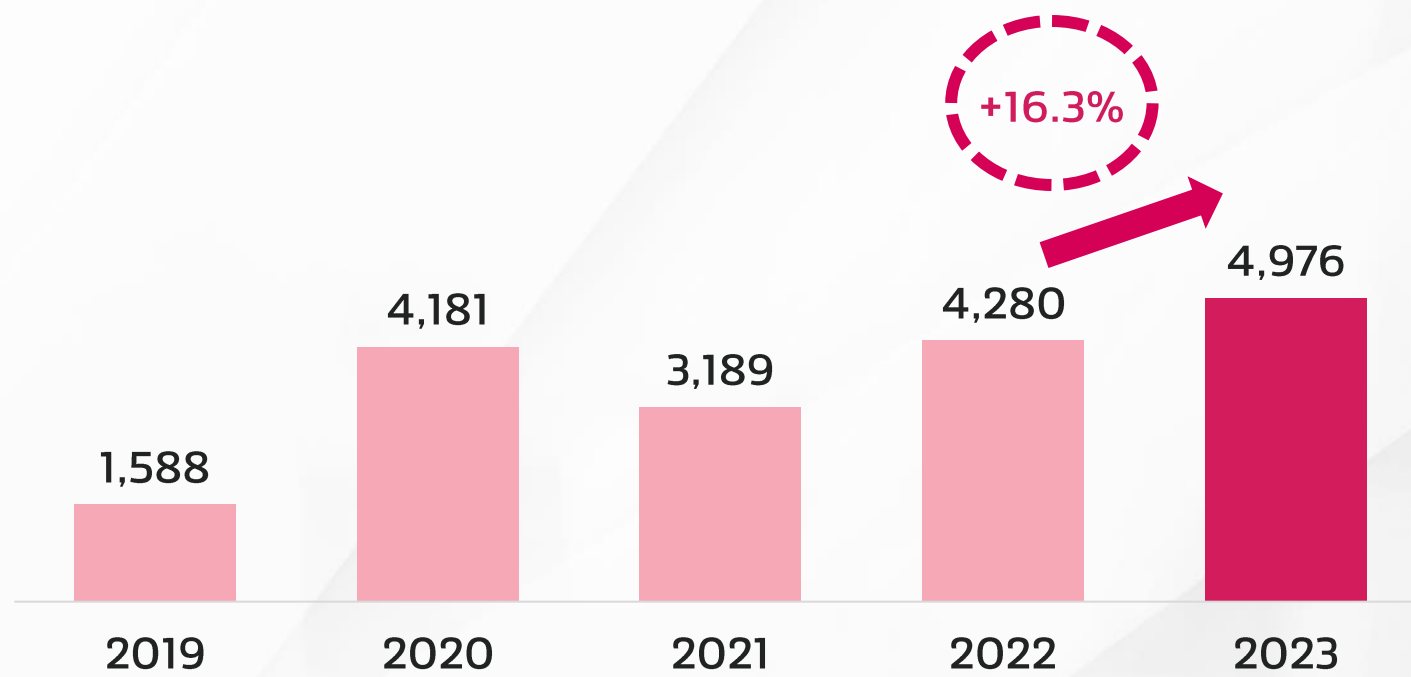
UNDEGRAD BUSINESS SEGMENT  
NET REVENUE – (R\$ MM)



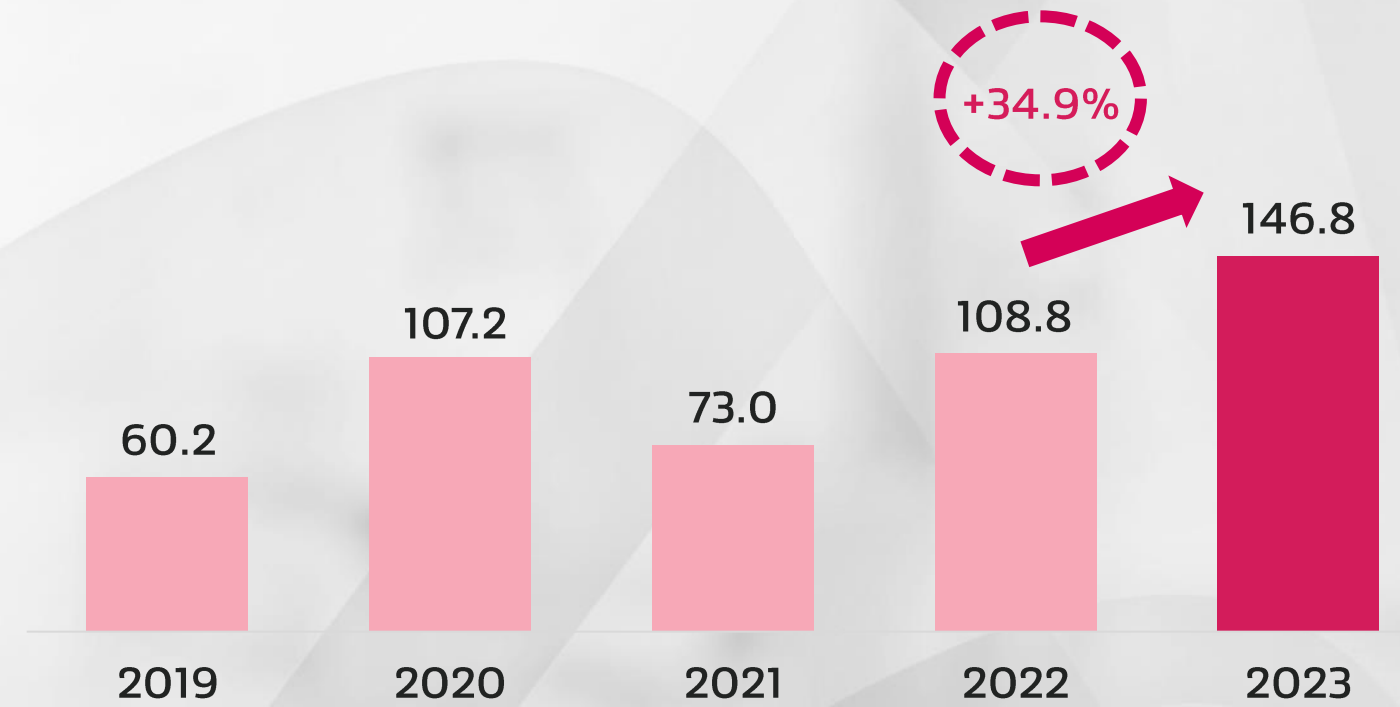
# OVERVIEW

## CONTINUING EDUCATION

### NUMBER OF STUDENTS



### NET REVENUE - (R\$MM)



# OVERVIEW

## DIGITAL SERVICES

### LARGEST

NUMBER OF PHYSICIANS AND MEDICAL STUDENTS IN OUR ECOSYSTEM

~34%

OF MARKET SHARE IN BRAZIL

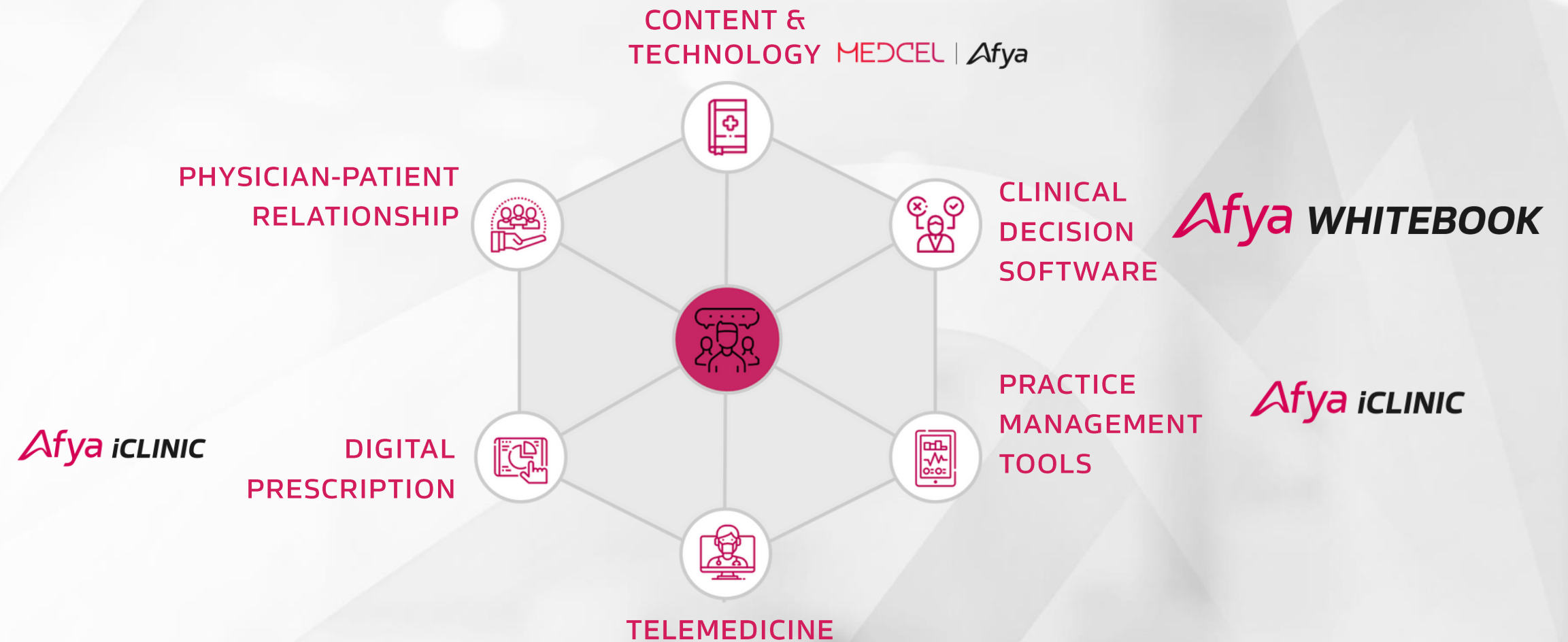
~268k

MONTHLY ACTIVE USERS

R\$28.4BN

TOTAL ADDRESSABLE MARKET

## 6 PILLARS STRATEGY



### MONETIZATION: B2P

Fee Per Content and Subscription  
SaaS  
Free

TAM B2P: R\$4.0 BN

### MONETIZATION: B2B

Health Industry  
E-Detailing / Recruitment / ADS-MEDIA /  
Content Distribution / Efficiency / Demand

TAM B2B: R\$24.4 BN

# OVERVIEW

## DIGITAL SERVICES

### GROWTH INITIATIVES AND B2B RAMP-UP

HEALTHCARE  
MARKET

PHARMA

PROVIDERS

PAYORS

VALUE  
CREATION

ACCESS  
TAM:  
BRL 6.7BN

+

DEMAND  
TAM:  
BRL 5.6BN

+

EFFICIENCY  
TAM:  
BRL 12.1BN

PHYSICIANS  
DAY TO DAY

KNOWLEDGE &  
REFRESHING

VISIBILITY &  
REPUTATION

SERVICE &  
MANAGEMENT

DIAGNOSIS &  
DECISION  
SUPPORT

CONDUCT

FOLLOW-UP

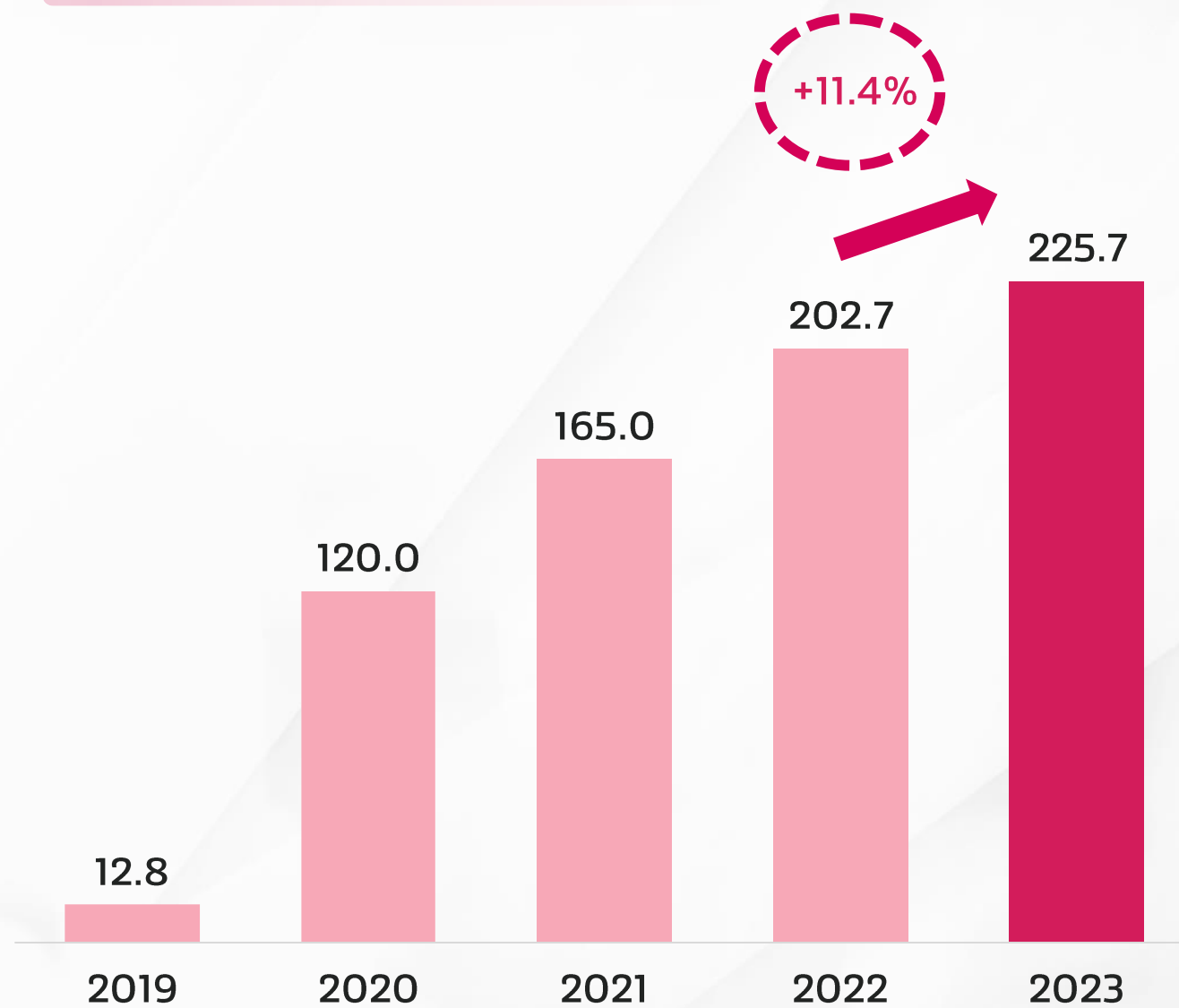
UPSIDE: INTERNATIONAL EXPANSION

# OVERVIEW

## DIGITAL SERVICES

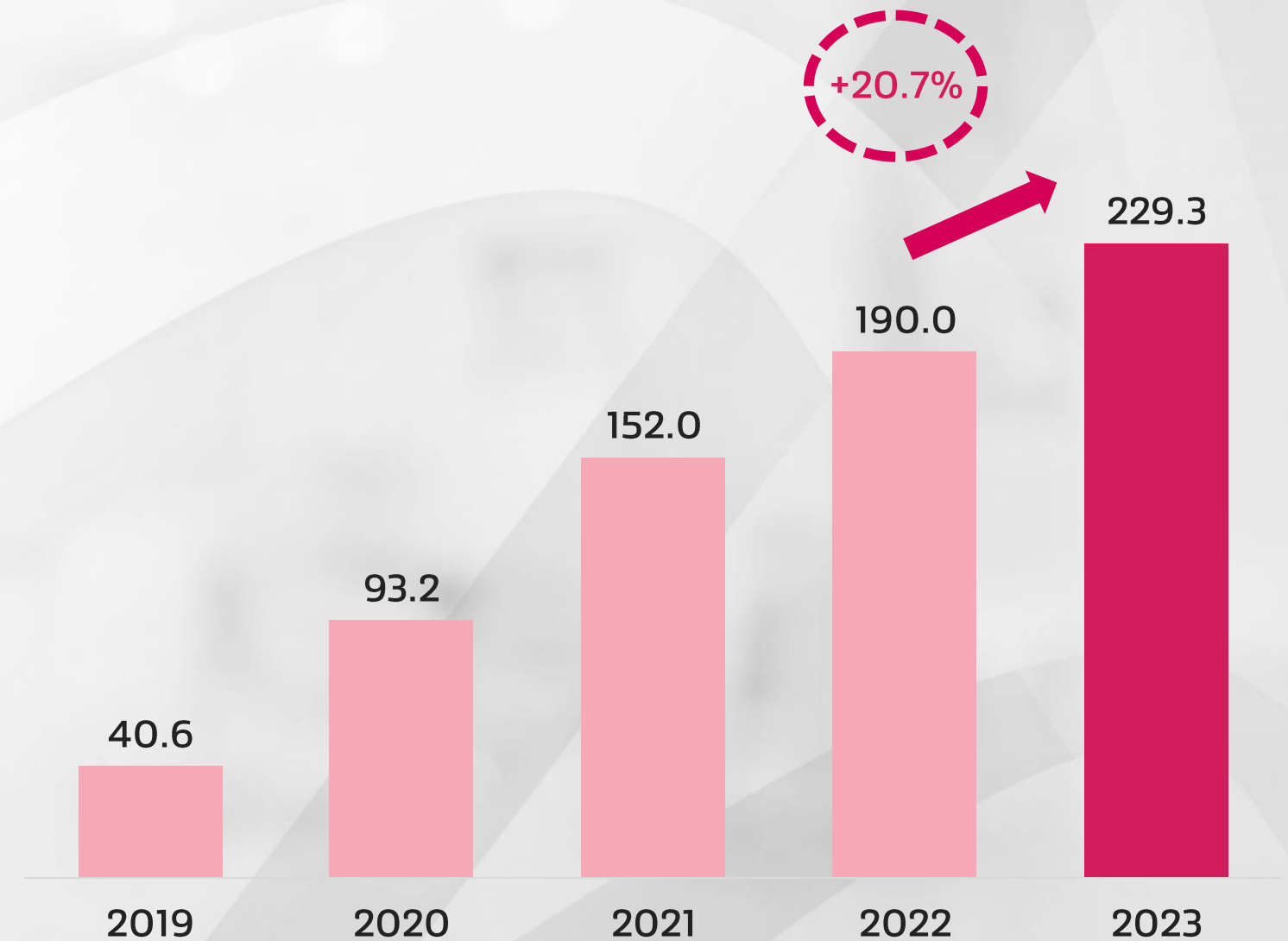
TOTAL ACTIVE PAYERS – (THOUSAND)  
END OF PERIOD

104.9% CAGR 2019-2023



NET REVENUE – (R\$ MM)

54.2% CAGR 2019-2023



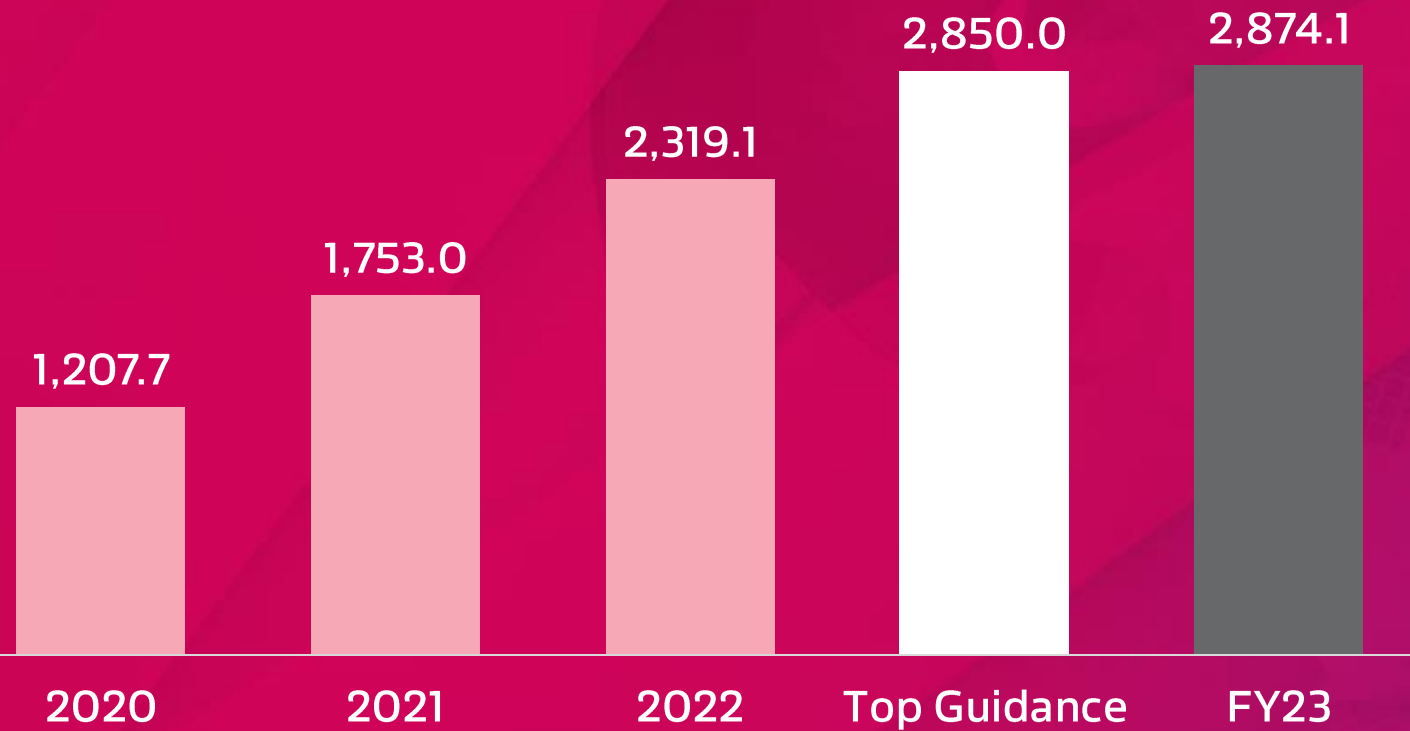


# FINANCIALS

# 2023 GUIDANCE ON TRACK ANOTHER ROUND OF STRONG GROWTH

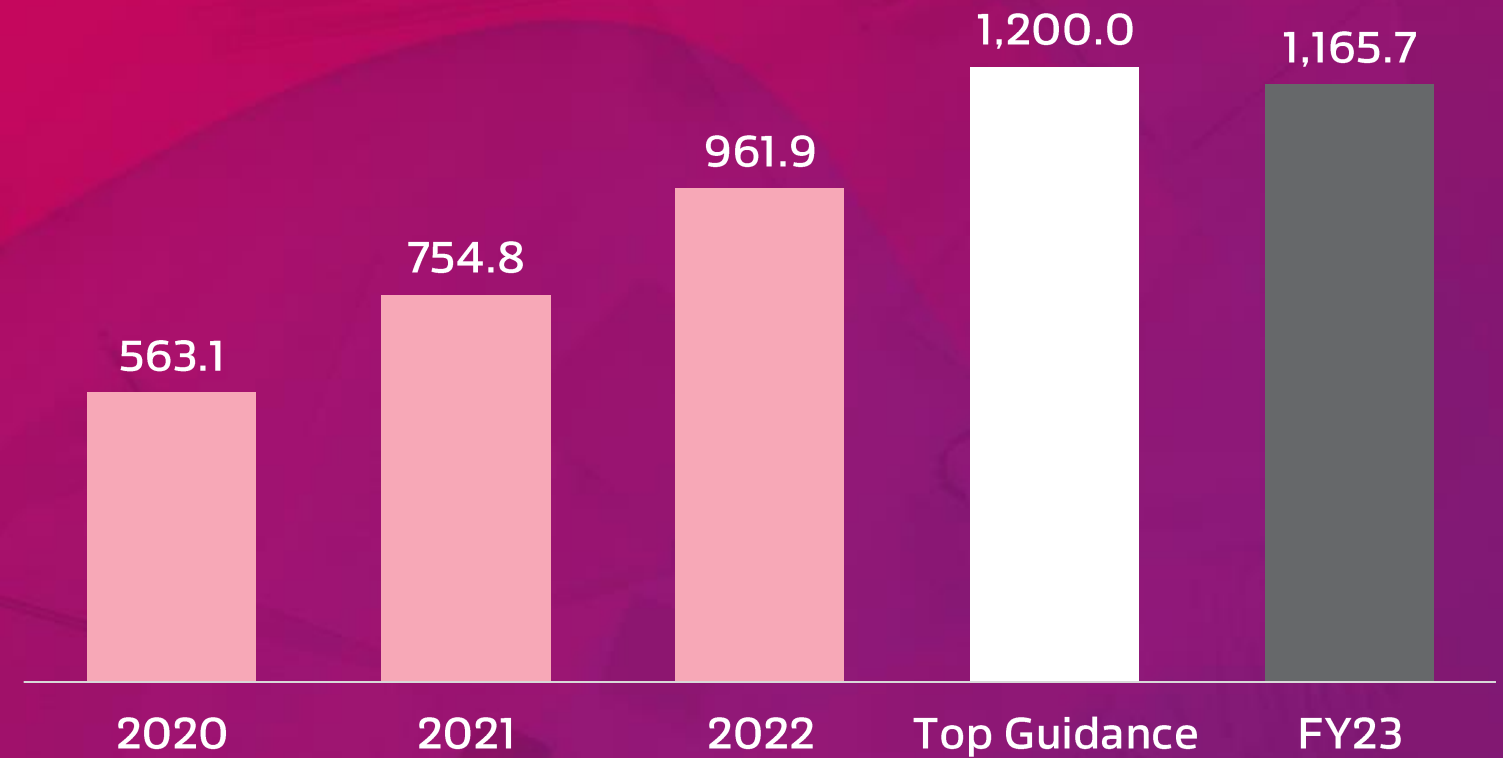
ADJUSTED NET REVENUE – (R\$ MM)

**33.5% CAGR 2020-2023**



ADJUSTED EBITDA – (R\$ MM)

**27.4% CAGR 2020-2023**

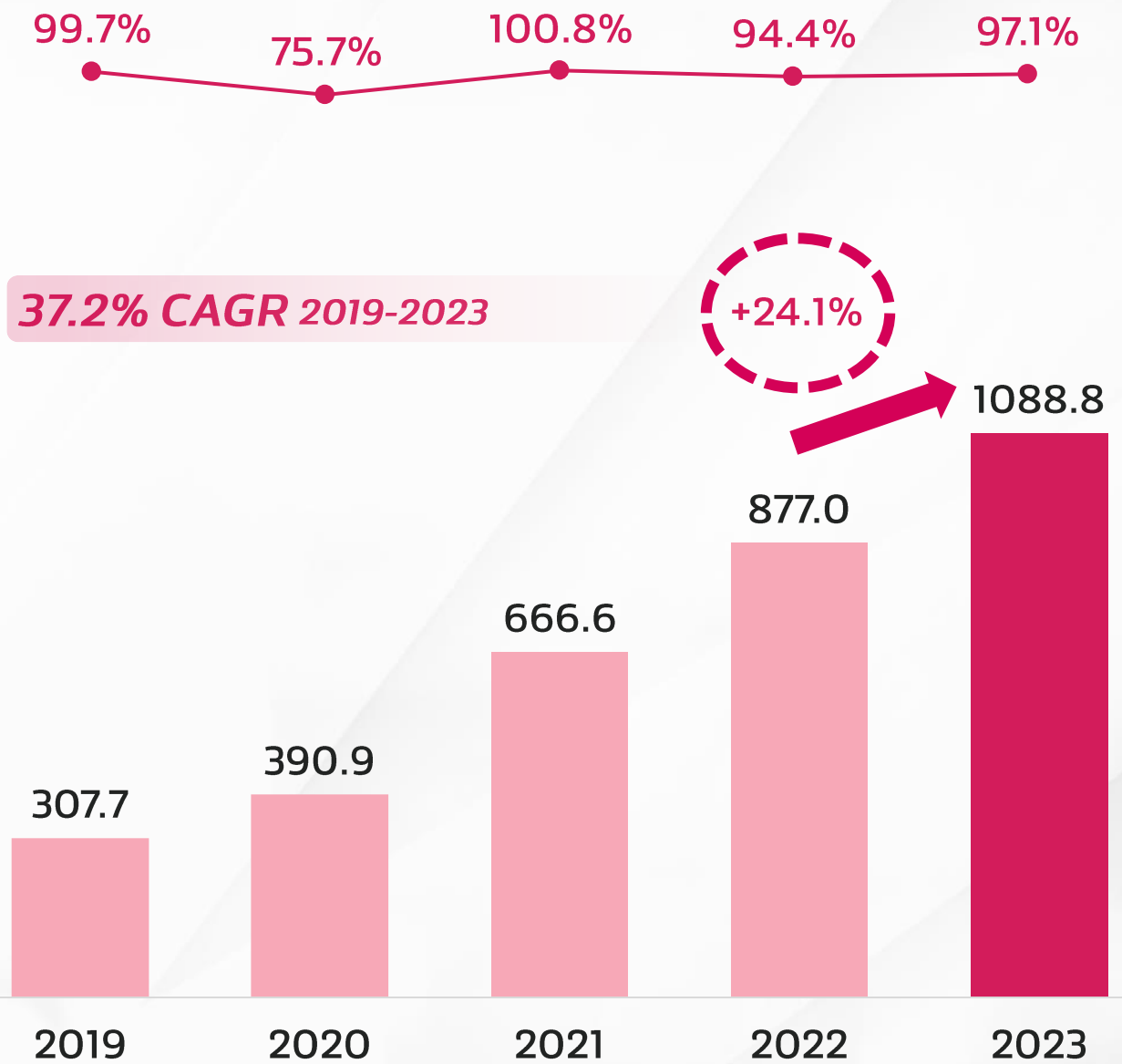




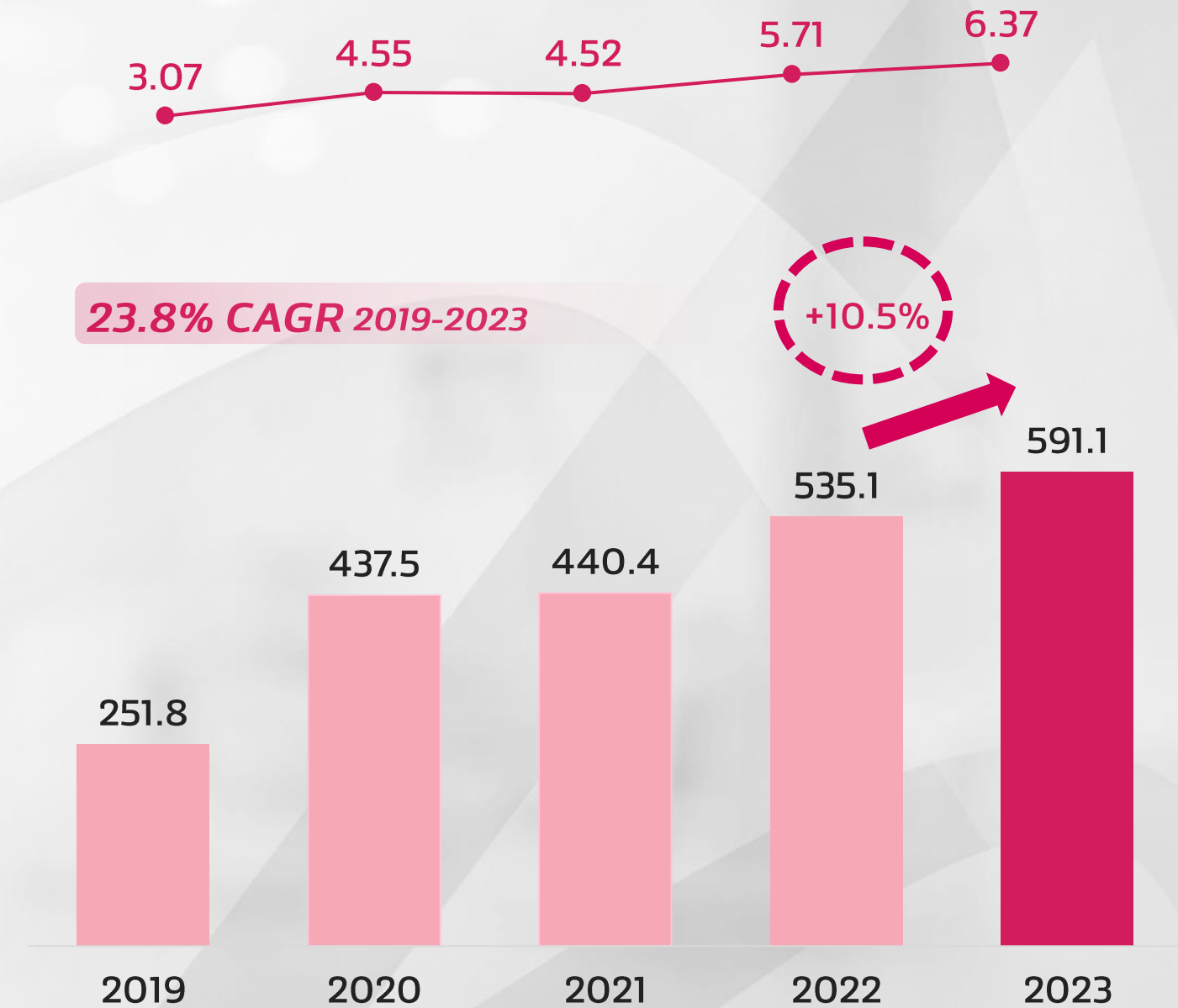
# FINANCIAL METRICS

## PERFORMANCE EVOLUTION

CASH FLOW FROM OPERATING ACTIVITIES & CASH CONVERSION - (R\$ MM AND %)



ADJUSTED NET INCOME & ADJUSTED EPS - (R\$ MM AND R\$)



Cash Flow from Operating Activities

Cash Conversion

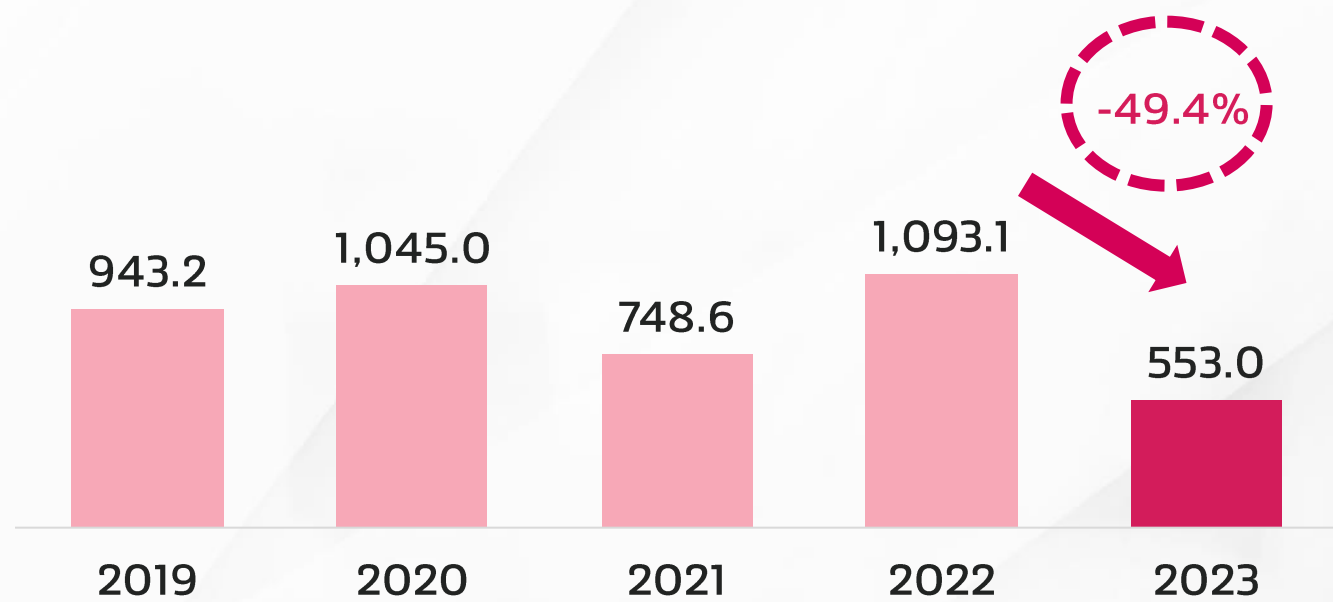
Adjusted Net Income

Adjusted EPS

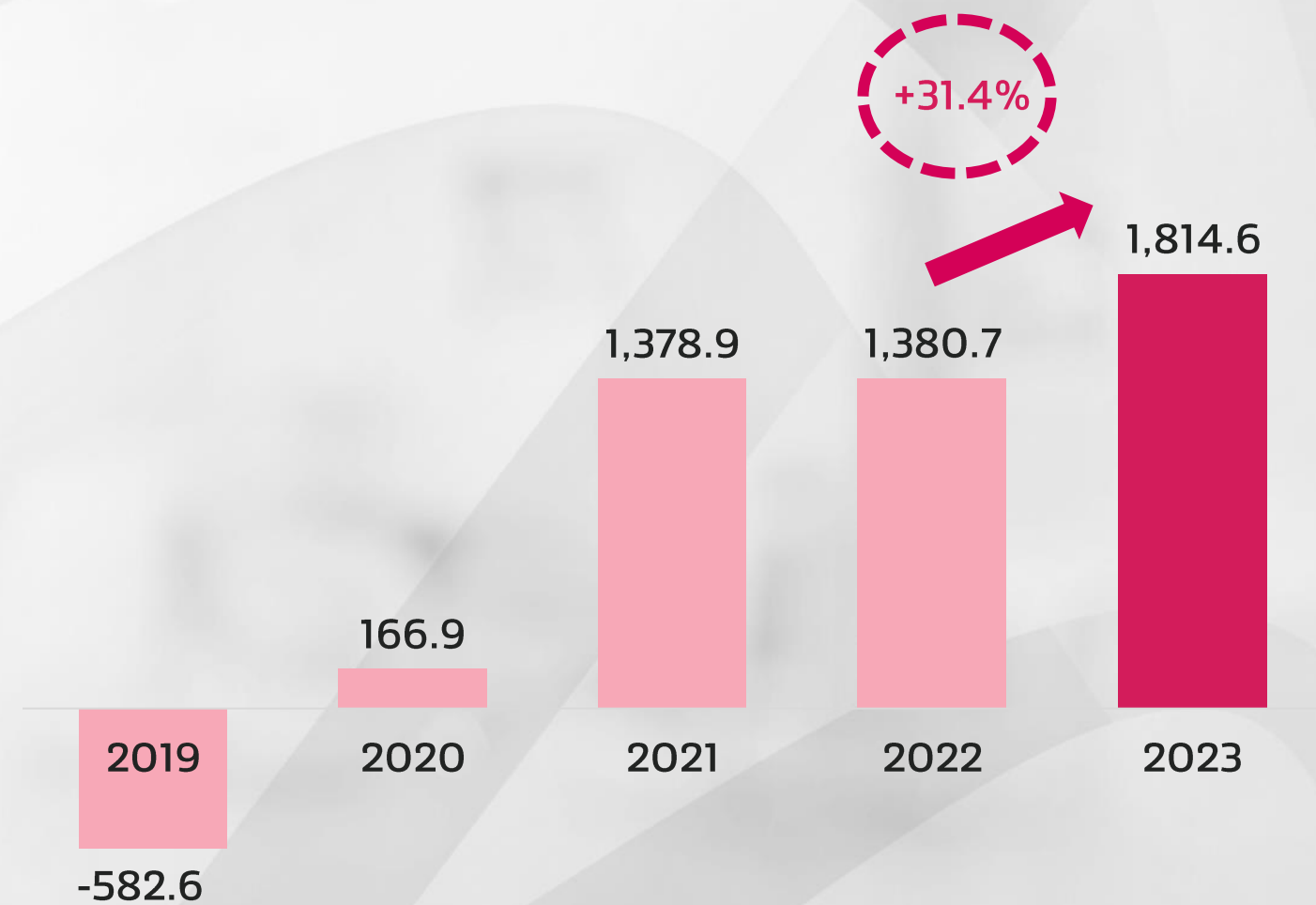
# FINANCIAL METRICS

## PERFORMANCE EVOLUTION

### CASH AND CASH EQUIVALENTS - (R\$ MM)



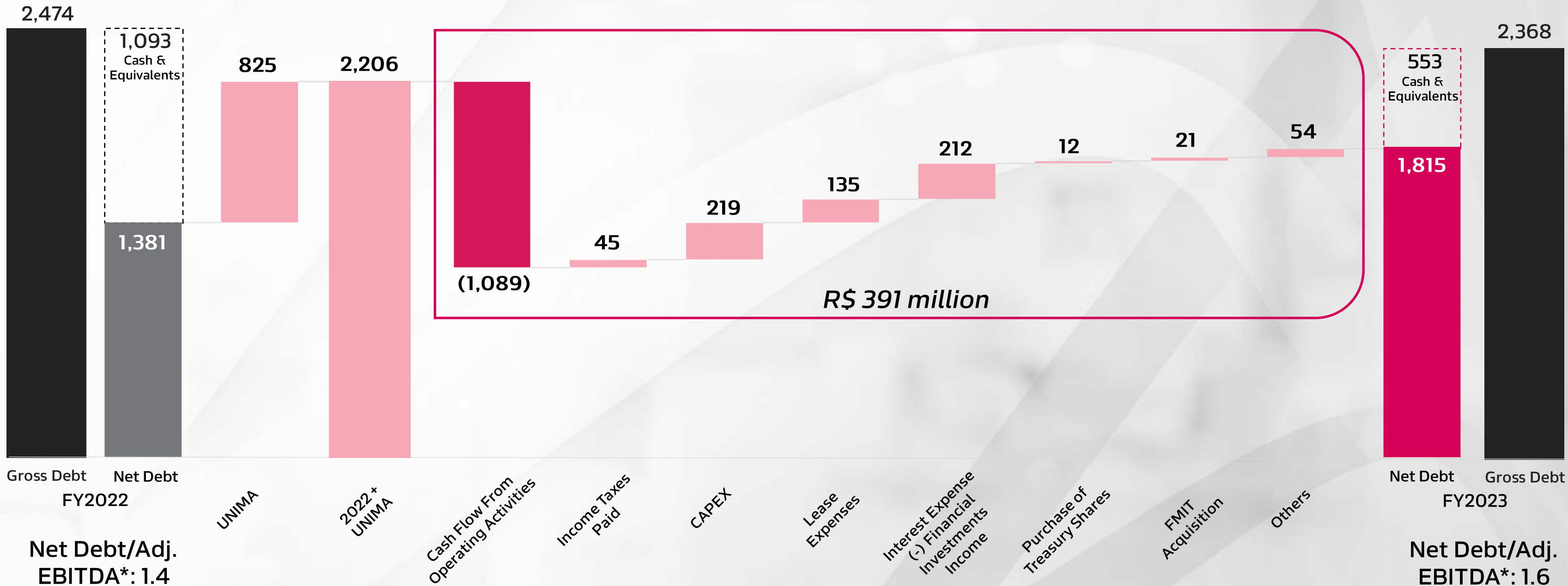
### NET DEBT (CASH) EXCLUDING IFRS 16 - (R\$ MM)



# CASH AND NET DEBT

## PREDICTABLE GROWTH WITH PROFITABILITY

### NET DEBT RECONCILIATION - (R\$ MM)



\*Net Debt / Adjusted EBITDA is calculated by Net Debt (excluding the effect of IFRS16) divided by Adjusted EBITDA.

# IMPRESSIVE CASH GENERATION

SOLID CAPITAL STRUCTURE WITH A CONSERVATIVE LEVERAGING POSITION AND A LOW COST OF DEBT

	Gross Debt (R\$MM)		Duration (Years)		Cost of Debt			
					Per year		%CDI <sup>2</sup>	
	2023	2022	2023	2022	2023	2022	2023	2022
Loans and financing: Softbank	826	824	2.4	3.4	6.5%	6.5%	50%	53%
Loans and financing: Debentures	529	500	3.6	4.6	15.0%	15.7%	114%	114%
Loans and financing: Others	445	621	1.3	2.1	15.0%	14.1%	114%	113%
Accounts payable to selling shareholders	567	529	0.8	1.2	13.1%	11.6%	100%	94%
<b>Total<sup>1</sup>   Average</b>	<b>2,368</b>	<b>2,474</b>	<b>2.1</b>	<b>2.9</b>	<b>11.8%</b>	<b>10.2%</b>	<b>89%</b>	<b>83%</b>

<sup>1</sup>Total amount refers only to the "Gross Debt" columns

<sup>2</sup>Based on the annualized Interbank Certificates of Deposit ("CDI") rate for the period as a reference: 2023 full year: ~11.65% p.y. and for 2022 full year: ~12.39% p.y.

# SOLID BUSINESS EXECUTION

## FUTURE EXPECTATIONS

UNDERGRAD

CONTINUING EDUCATION

DIGITAL SERVICES

ORGANIC AND  
INORGANIC GROWTH

SCALE

TRANSFORMATION

**~2.2X** (R\$2,038MM) 2022  
NET REVENUE  
2028

**~4.0 X** (R\$109MM) 2022  
NET REVENUE  
2028

**~6.3 X** (R\$190MM) 2022  
NET REVENUE  
2028

**Afya**

**~2.7 X** (R\$2,329MM) 2022  
NET REVENUE  
2028



# APPENDIX

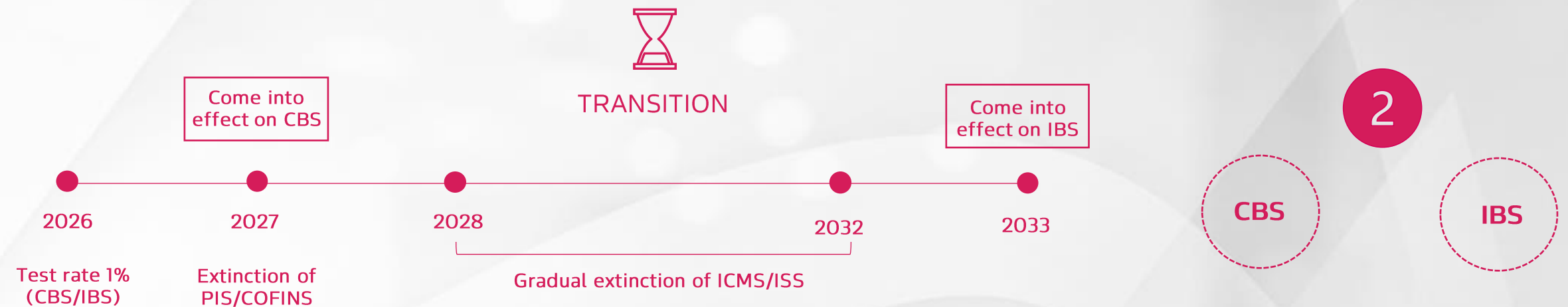
# TAX REFORM IN BRAZIL

## IMPACTS ON AFYA

### CURRENT TAXATION SYSTEM



### AFTER REFORM



## The new system will encompass the following rates:

- A standard one (To be defined)
- A rate reduced by 60% for some segments (which include Education)
- A zero rate (specific segments).



RATES

## No tax benefits.

Exceptions are: Proni, Manaus free trade zone (ZFM), simplified taxation system (SIMPLES) for small companies, Basic food, and People involved in agricultural activities



TAX BENEFITS

# TAX REFORM IN BRAZIL

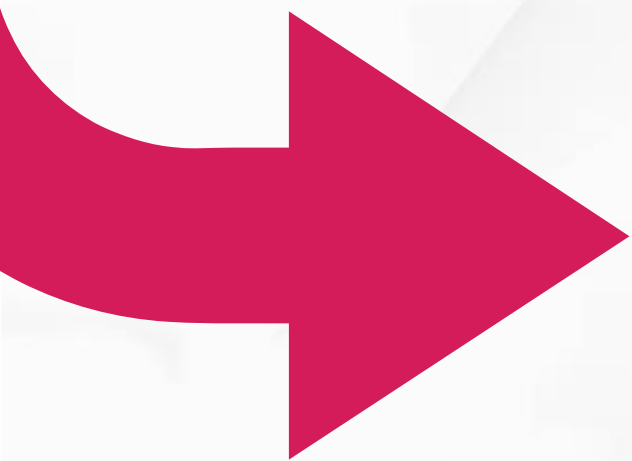
## COMPARISON

### CURRENT TAXATION SYSTEM

Segments	INDIRECT TAXES	MUNICIPAL TAXES
Undergrad	Exempt from Taxation (PROUNI)	2% to 5%
Continuing Education	3,65% (no credit)	
Digital	3,65% no credit or 9,25% with credit or Exempt from taxation (books)	

### AFTER REFORM

Segments	CBS	IBS
Undergrad	Exempt from Taxation (PROUNI)	Rate reduced by 60%
Continuing Education		Rate reduced by 60%
Digital		Standart rate or Rate reduced by 60%
		Exempt from taxation (books)

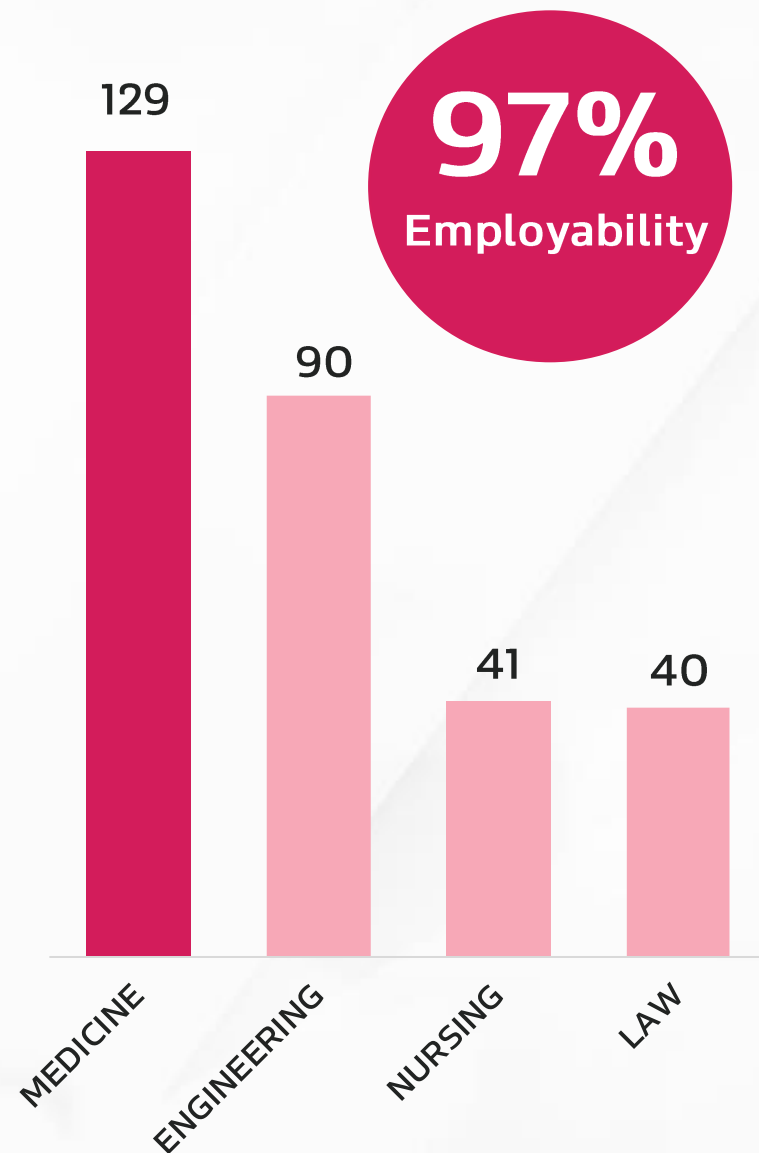




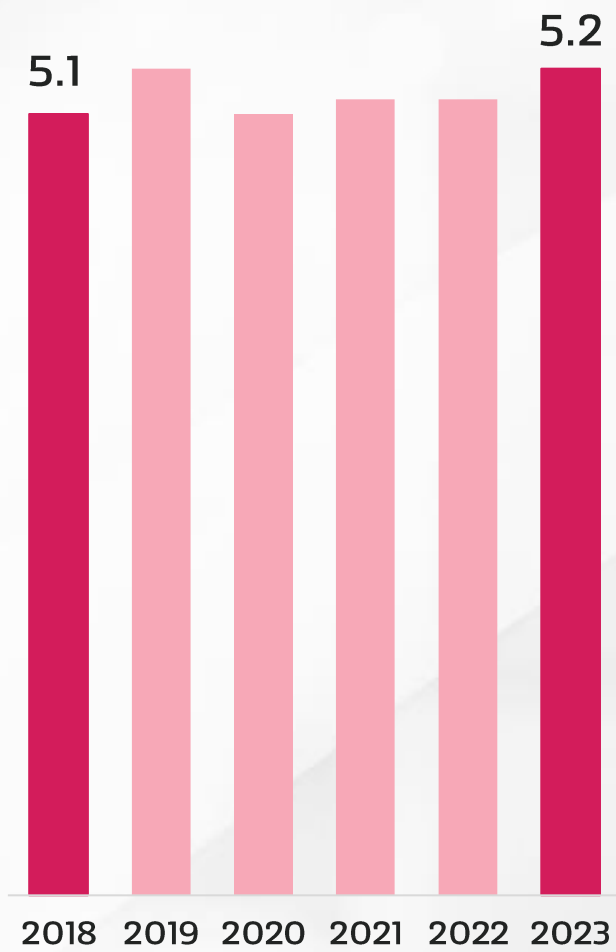
# BUSINESS STRATEGY GROWTH DRIVERS

## OPPORTUNITIES IN ALL SEGMENTS

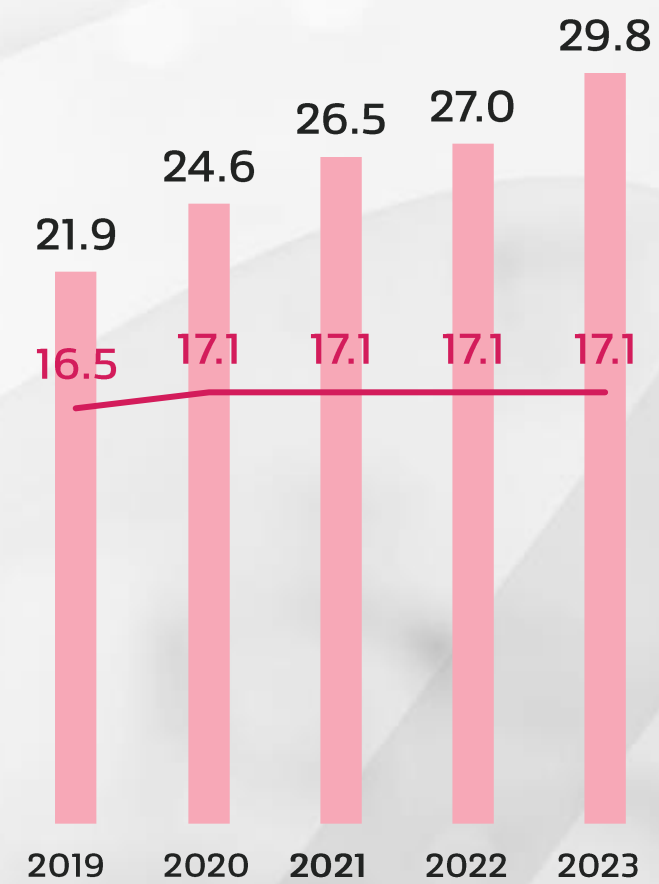
### ATTRACTIVE DYNAMICS FOR THE MEDICAL CAREER



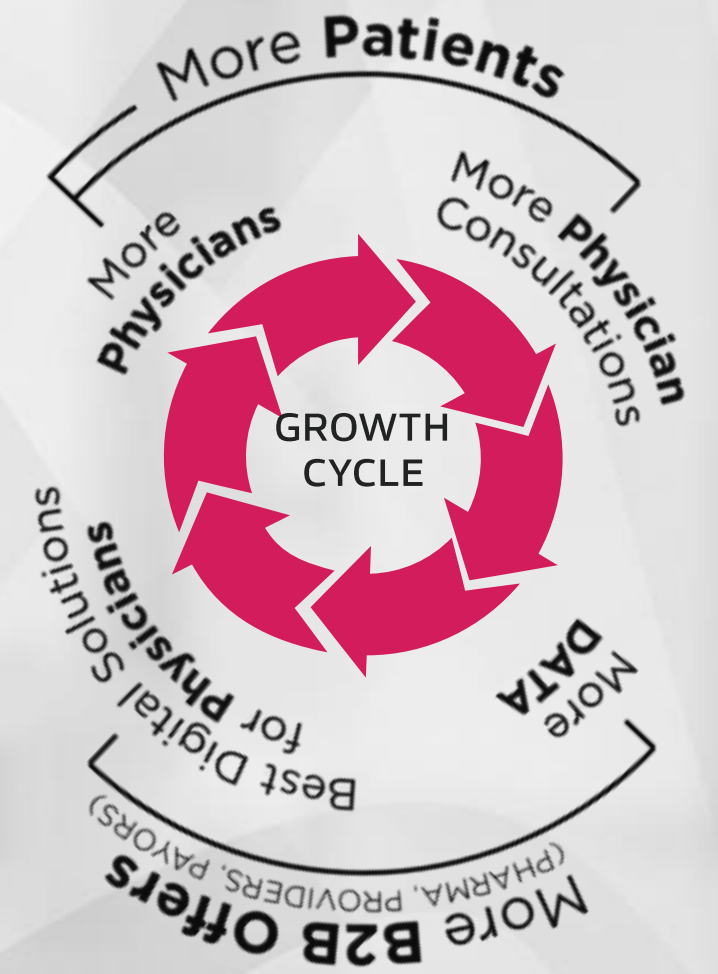
### MEDICAL SCHOOL APPLICANTS PER SEAT



### HIGH AND RESILIENT DEMAND FOR CME



### DIGITAL HEALTH SERVICES FLYING WHEEL

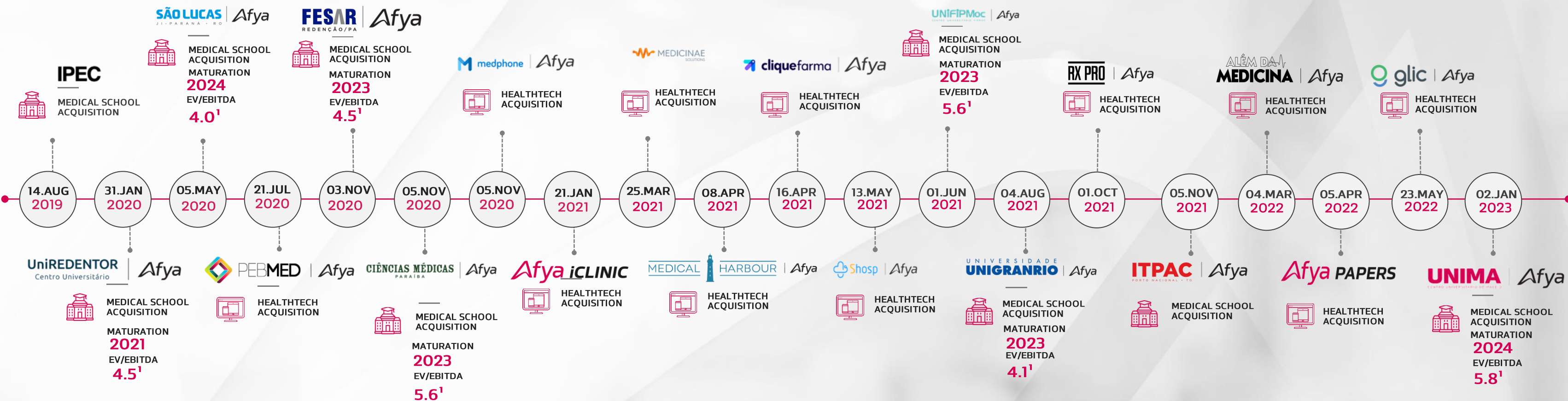


■ New graduated physicians (thousand)  
— Number of Residency seats (thousand)

Sources: IPEA and CAGED / eSocial / Empregador Web; Third-party analysis, 2019.

# STRONG EXECUTION AND RESILIENCE SINCE IPO

## M&A TRACK RECORD



<sup>1</sup> EV/EBITDA post synergies and at full maturity.

# STRONG EXECUTION AND RESILIENCE SINCE IPO

## LAST ACQUISITION: UNIMA AND FACULDADE DE CIÊNCIAS MÉDICAS JABOATÃO

TRANSACTION PERIMETER	ACQUISITION OF <b>100% OF THE SHARES</b> OF SOCIEDADE EDUCACIONAL E CULTURAL SERGIPE DELREY LTDA., THAT ENCOMPASSES THE OPERATIONS OF UNIMA AND FACULDADE DE CIÊNCIAS MÉDICAS JABOATÃO DOS GUARARAPES
RELEVANT ACQUISITION IN AFYA'S STRATEGY	EXPANSION IN NORTHEAST WITH <b>HIGH QUALITY<sup>1</sup> ASSETS</b>
PURCHASE PRICE (ENTERPRISE VALUE) <sup>2</sup>	<b>R\$825</b> MILLION (R\$575 MILLION ON CLOSING + 3 ANNUAL INSTALLMENTS ADJUSTED BY SELIC)
ACQUISITION MULTIPLE	<b>5.8X EV/EBITDA</b> AT MATURATION POST-SYNERGIES (2024)
MEDICAL SEATS AND EARN-OUT	<b>340 NEW MEDICAL SEATS</b> TO OUR PORTFOLIO AND A POTENTIAL ADDITIONAL UPSIDE OF UP TO <b>84 SEATS</b>
LEVERAGE FORECAST SCENARIO	LEVERAGE RATIO AFTER THE TRANSACTION: <b>2.3x NET DEBT/EBITDA<sup>3</sup></b>
ADDITIONAL BENEFIT	FREE ACCESS TO AFYA'S SELECTED DIGITAL SOLUTIONS FOR MEDICAL STUDENTS OF UNIMA SERGIPE AND FCM GOIANA, CAMPUSES NOT INCLUDED IN THE BUSINESS COMBINATION



**MORE  
INFORMATION  
AVAILABLE AT:**



Notes: (1) Alagoas' asset with Higher Education Institution and Medical program evaluated with maximum quality by MEC: CC and CI are grade 5; (2) Price adjusted by customary net debt; (2) Adjusted by IPCA from the Closing Date until the date of effective payment; (3) Considering Afya's 2022 EBITDA Mid-Guidance and not considering UNIMA's EBITDA

# BOARD OF DIRECTORS

## EXPERIENCE AND INVESTMENTS IN EDUCATION COMPANIES



**Kay Krafft**  
Bertelsmann Co-Chairman



**Nicolau C. Esteves**  
Founding Family Co-Chairman



**Shobhna Mohn**  
Bertelsmann



**Benedikt Dalkmann**  
Bertelsmann



**Tina Krebs**  
Bertelsmann



**Renato Esteves**  
Founding Family



**Maria Tereza Azevedo**  
SoftBank



**João Paulo Seibel**  
Independent



**Vanessa Lopes**  
Independent



**Miguel de Paula**  
Independent



**Marcelo Ken Sehuara**  
Independent

For more  
information:



# BOARD OF EXECUTIVE OFFICERS

## EXPERIENCE AND INVESTMENTS IN EDUCATION COMPANIES



**Lélio de Souza**  
Innovation and Digital Services VP



**Virgílio Deloy Capobianco Gibbon**  
CEO



**Luis André Blanco**  
CFO



**Anibal Sousa**  
Legal and Compliance VP



**Dênis Del Bianco**  
Continuing Education VP



**Stella Brant**  
Marketing & ESG VP



**Mirella Gomiero**  
People & Management,  
Services and IT VP



**Erico Ribeiro**  
Undergrad VP

For more  
information:



# ESG HIGHLIGHTS

## ENVIRONMENTAL

## SOCIAL

## GOVERNANCE

## ECOSYSTEM

**6,341  
MWh**

PER YEAR OF POWER  
GENERATION CAPACITY  
IN PHOTOVOLTAIC  
PLANTS

**9,680**

EMPLOYEES  
IN OUR  
COMPANY

**+2  
MILLION**

FREE CLINICAL  
CONSULTATIONS TO  
THE COMMUNITIES  
SINCE 2019

**16**

EDUCATIONAL  
INSTITUTIONS WITH  
INSTALLED  
PHOTOVOLTAIC PLANTS

**58%**

FEMALE  
EMPLOYEES

**36%**

OF BOARD OF  
DIRECTORS ARE  
WOMEN

**+20K**

PHYSICIANS  
GRADUATED  
BY 2023

**100%**

OF UNDERGRADUATE AND  
CONTINUING EDUCATION  
OPERATIONS DO NOT EMIT  
GREENHOUSE GASES  
RELATED TO ELECTRICITY  
CONSUMPTION

**45.1%**

OF LEADERSHIP  
POSITIONS ARE  
HELD BY WOMEN.

**36%**

OF MEMBERS OF  
THE BOARD ARE  
INDEPENDENT

**+32MM**

MEDICAL ACCESS TO OUR  
PLATFORM TO ASSIST IN  
DECISION MAKING FOR  
MEDICAL MANAGEMENT

# FOR MORE INFORMATION KEY NUMBERS AND FIGURES

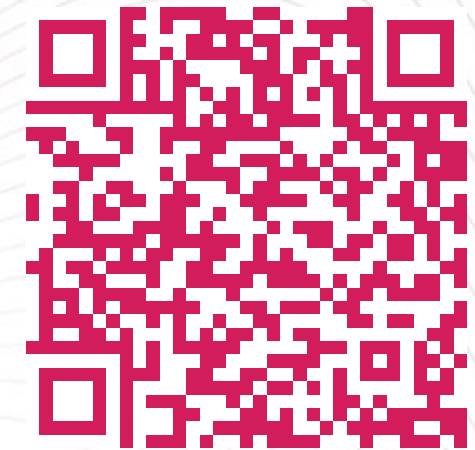
QUARTERLY EARNINGS



AFYA'S HISTORY



SUSTAINABILITY



SEC FILINGS



CORPORATE STRUCTURE



STOCK INFO



# Afya

EXPERIENCE  
THE BEST IN MEDICINE

[ir.afya.com.br](https://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](mailto:ir@afya.com.br)