



AFYA ANNOUNCES THE ACQUISITION OF SHOSP

MAY 2021



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/>.

SHOSP: management tool for clinics

Shosp is a **clinical management software** that offers all functionalities needed for clinics all over Brazil to manage their financials, patients appointments, medical records, marketing, and others.



REVENUE CYCLE MANAGEMENT TOOLS

- Patient collectctctions
- Claims submission
- Reimbursements
- Bank Reconciliation
- Electronic invoices
- Automatic balance sheet



MEDICAL AGENDA

- Online scheduling
- Multi-clinics support
- Multi-specialties
- Queue Management
- IOS and Android App



ELECTRONIC MEDICAL RECORD

- Personalized forms
- Telemedicine with video storage
- ICD content
- Digital signature



TELEMEDICINE

- Digital signature integrated with digital prescription and exams.
- Integrated with the patient's electronic medical records
- Record and replay consultations
- Automated billing integration
- Monetization - price per minute of consultation



PATIENT RELATIONSHIP

- Integrated dashboard
- Automatic appointments confirmation
- Integrated with WhatsApp
- Customer satisfaction research
- SMS Marketing
- Patient classification

SHOSP Overview



455

CLINICS USING SHOSP'S SYSTEM



2,800

MONTHLY ACTIVE USERS



1,937

MONTHLY ACTIVE
SUBSCRIBERS



R\$1.8MM

ANNUAL RECURRING
REVENUE



3MM

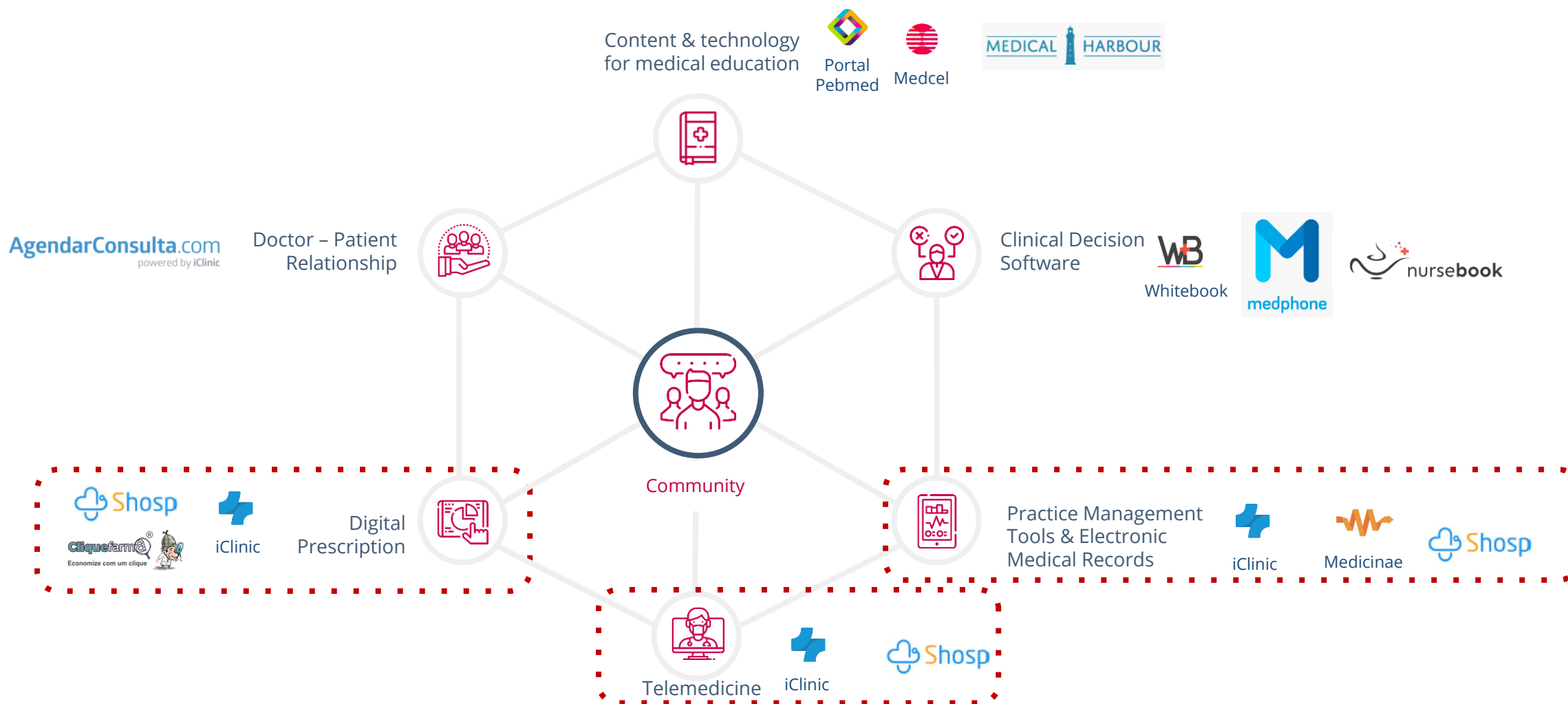
CONSULTATIONS SINCE
INCEPTION



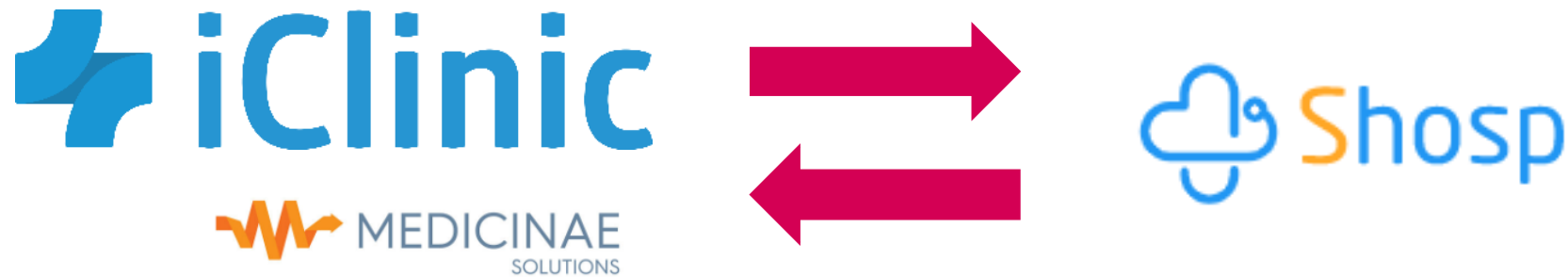
SaaS

MODEL FOCUSED ON B2B
CONTRACTS

SHOSP reinforces the presence of AFYA in three of our digital pillars



...creating synergies and market share increase to our ecosystem



Migration of Shosp customers into iClinic's Platform

SHOSP team will contribute to the improvement of iClinic's revenue cycle management module.

Create a unique offer with all the products generating more value, increasing + 2,800 monthly active users into Afya's Ecosystem

FIRST CLASS team that will join Afya's digital capabilities to improve their products and integrate with iClinic



RODOLFO CANEDO

CEO & CTO

FOUNDER OF SHOSP

SOFTWARE ENGINEER AND MBA IN IT
GOVERNANCE

MORE THAN 15 YEARS EXPERIENCE IN THE
HEALTHTECH SECTOR



MAÍSA MARQUES

CMO & COO

RESPONSIBLE FOR SALES AND MARKETING
AT SHOSP

DEGREE IN BUSINESS

MORE THAN 7 YEARS EXPERIENCE IN THE
HEALTHTECH SECTOR

Transaction Summary



*AFYA ENTERED INTO A PURCHASE AGREEMENT OF
100% OF THE TOTAL SHARE CAPITAL OF SHOSP*



*THE AGGREGATE PURCHASE PRICE IS R\$ 5.98 MILLION (ENTERPRISE
VALUE) OF WHICH 100% IS PAID IN CASH IN THE DATE HEREOF.
MULTIPLE EQUIVALENT TO 3.3x ANNUALIZED MRR AS OF APRIL 2021.
AN EARN OUT OF UP TO R\$ 1.793 MILLION CAN BE PAID RELATED TO THE
MIGRATION OF SHOSP USERS AND IMPLEMENTATION OF SOME NEW
FUNCTIONALITIES IN ICLINIC'S PLATFORM IN UP TO 24 MONTHS,
STARTING IN THE DATE HEREOF.*



THANK YOU

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