



# AFYA ANNOUNCES THE ACQUISITION OF CLIQUEFARMA

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APRIL 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/>.

## CLIQUEFARMA: Overview

A healthtech company operating a free-to-use website that tracks prescription drugs, cosmetics, and personal hygiene products prices in Brazil

**20.6 MM**

TOTAL VISITORS IN 2020

**16.8 MM**

UNIQUE VISITORS IN 2020

**R\$43.2MM**

GMV (GROSS MERCHADISE VOLUME)

IN 2020

**+52.9%**

GMV GROWTH IN 2020

WHEN COMPARED WITH 2019

The platform will be integrated into Afya's digital prescription system generating a seamless experience

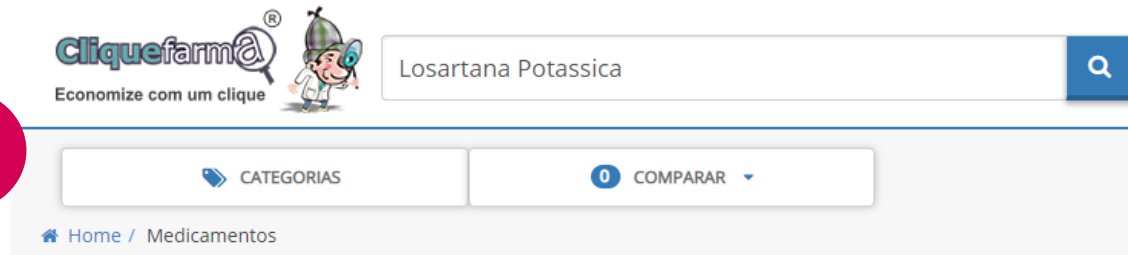
# CLIQUEFARMA

## How Does CLIQUEFARMA Work?

Users can easily search medications or healthcare products and compare prices from over 5,000 pharmacies in Brazil.

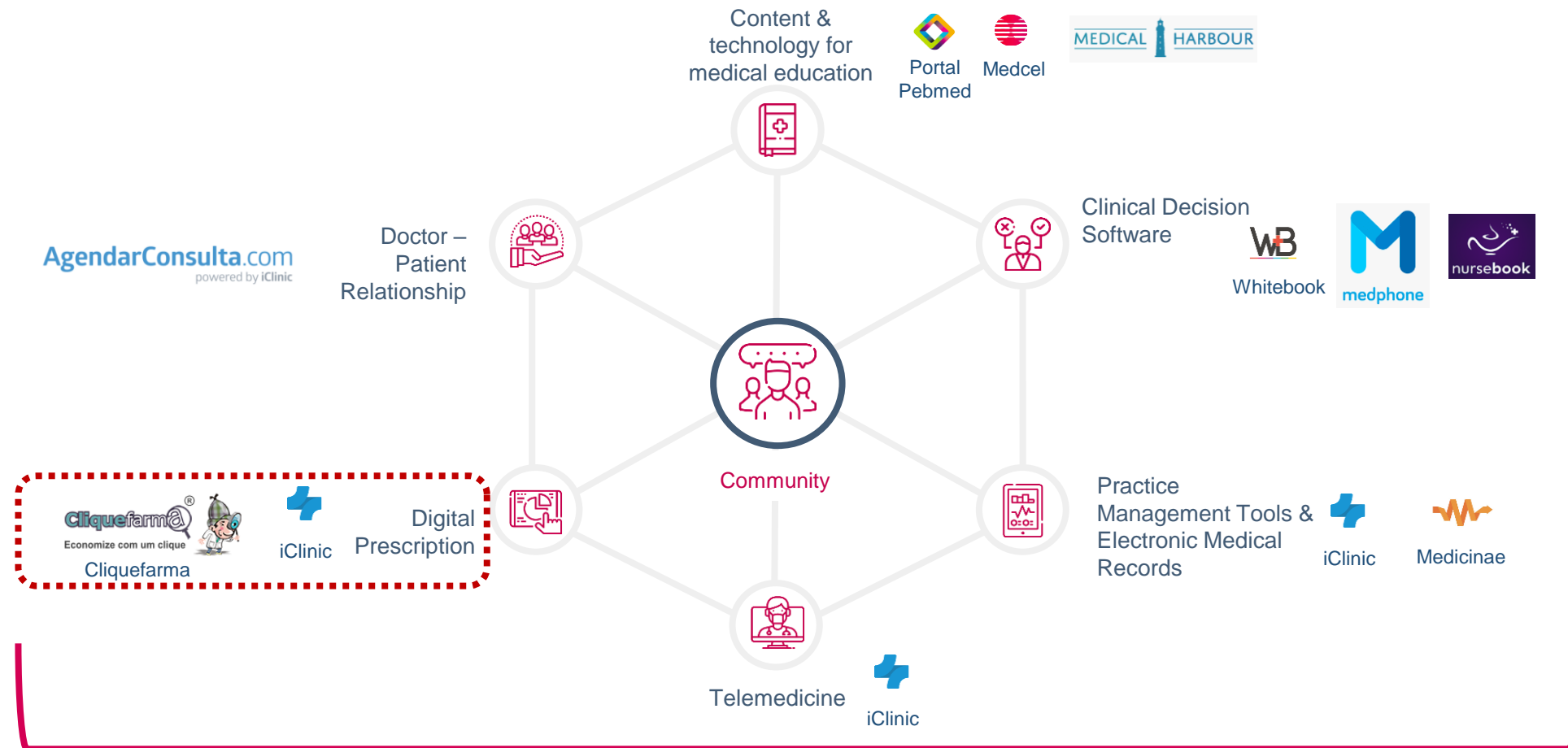
## How Does CLIQUEFARMA monetize its traffic?

Cost-per-click advertising where drugstores pay for every click on their ads.



# CLIQUEFARMA acquisition creates opportunities in B2B market

Cliquefarma's visitors and GMV can be leveraged with prescriptions from Afya's Physician Ecosystem. Over 3.4 million prescriptions were generated through iClinic's platform in 2020.



TAM: R\$21.4 bi

# CLIQUEFARMA First Class Team

The founders will join Afya's Digital team integrating the platform into our ecosystem and developing new products



**Ângelo Alves**

CEO & Co-Founder

DEGREE IN SYSTEMS ANALYSIS

MORE THAN 25 YEARS OF EXPERIENCE IN TECHNOLOGY AND 16 YEARS OF EXPERIENCE AS A HEALTH ENTREPRENEUR.



**Cezar Machado**

CIO & Co-Founder

SYSTEMS ANALYSIS SPECIALIZATION

MORE THAN 25 YEARS OF EXPERIENCE IN TECHNOLOGY AND 16 YEARS OF EXPERIENCE AS A HEALTH ENTREPRENEUR.

# Transaction Summary



## FORMAT

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



## RATIONALE

*EXECUTING AFYA'S STRATEGY TO ACQUIRE DIGITAL SERVICES ENHANCING DIGITAL PRESCRIPTION PILLAR. EVERYTHING THE DOCTOR NEEDS TO CARE FOR HIS PATIENTS IS AVAILABLE WITHIN AFYA'S UNIQUE DIGITAL ENVIRONMENT.*



## VALUE

*THE AGGREGATE PURCHASE PRICE IS R\$19.0 MILLION (ENTERPRISE VALUE) OF WHICH 84.2% IS PAID IN CASH AND 15.8% IS PAID IN AFYA STOCKS IN THE CLOSING DATE. AN EARN-OUT OF R\$ 3 MILLION CAN BE PAID RELATED TO PRODUCT DEVELOPMENT. MULTIPLE EQUIVALENT TO 4.1x GROSS REVENUE IN 2021.*





THANK YOU

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