# EXPERIENCE THE BEST IN MEDICINE

**INSTITUTIONAL PRESENTATION** 

9M25







## 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. These statements are not guarantees of future performance and undue reliance should not be placed on them.

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 annual report on Form 20-F. These documents are available on the SEC Filings section of the investor relations section of our website at:



### **OUR MISSION**

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

### **OUR PURPOSE**

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



# WEARE

Afya

THE LARGEST HUB OF MEDICAL
EDUCATION AND SOLUTIONS FOR
MEDICAL PRACTICE IN BRAZIL

2 OPERATIONAL OVERVIEW

FINANCIAL OVERVIEW

OUR IMPACTS



# WHO WE ARE BUSINESS SEGMENTS



UNDERDRADUATE PROGRAMS



**MEDICAL SCHOOLS** 

HEALTH COURSES
EXCLUDING MEDICINE

OTHER COURSES
NON-HEALTH RELATED

**CONTINUING EDUCATION RESIDENCY JOURNEY GRADUATE JOURNEY OTHER COURSES** (HARD & SOFT SKILL, **MEDICAL UPDATES)** 

**MEDICAL PRACTICE SOLUTIONS PHYSICIANS SOLUTIONS PHYSICIAN-HEALTH INDUSTRY RELATIONSHIP** 

UNDERGRADUATE PROGRAMS





### MARKET LEADER IN MEDICAL EDUCATION



RESILIENT BUSINESS MODEL WITH HIGH PREDICTABILITY AND STRONG MARGINS



MASTER CURRICULUM APPLIED TO ALL AFYA'S MEDICAL SCHOOLS



AFYA'S ECOSYSTEM APPLIED TO EDUCATION











#### CONTINUING EDUCATION



STATE-OF-THE-ART **INFRASTRUCTURE**FOR MEDICAL PRACTICE

SUPERVISED CLINICAL TRAINING WITH **REAL PATIENTS** 

NATIONWIDE **PARTNERSHIPS** WITH HOSPITALS AND MEDICAL SOCIETIES

**PROPRIETARY** TEACHING METHODOLOGIES

COMPREHENSIVE **PLATFORM** WITH PERFORMANCE DASHBOARDS AND REPORTING

**AI-ENHANCED** QUESTION BANK AND ADAPTIVE MOCK-EXAM PATHWAYS

**GRADUATE JOURNEY** 

POSTGRADUATE MEDICAL
EDUCATION AND
PREPARATORY COURSES FOR
BOARD CERTIFICATION EXAMS

RESIDENCY JOURNEY

PREPARATORY COURSES FOR MEDICAL RESIDENCY EXAMS

**OTHER COURSES** 

HARD & SOFT SKILL MEDICAL UPDATES

MEDICAL PRACTICE SOLUTIONS



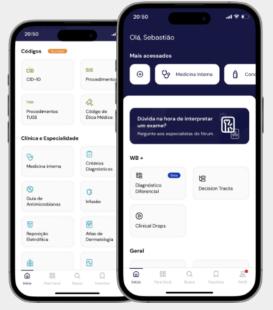


PHYSICIANS SOLUTIONS



PHYSICIAN-HEALTH INDUSTRY RELATIONSHIP

## Afya WHITEBOOK



TRULY REFERENCE TOOL FOR DIAGNOSIS, TREATMENT, AND DECISION-MAKING

#### **QUICK ACCESS TO**

CLINICAL GUIDELINES
DRUG INFORMATION
PRACTICAL MEDICAL CONTENT

#### **WB ASSIST:**

INTEGRATED AI ASSISTANT WITH FAST AND ACCURATE RESPONSES

REFERENCE IN ELECTRONIC MEDICAL RECORDS AND INTEGRATED MANAGEMENT FOR CLINICS.

#### **QUICK ACCESS TO**

INTEGRATED, SCHEDULING, EMR, E-PRESCRIPTION, TELEMEDICINE

#### **ICLINIC ASSIST & AFYA RECEITA PRO**

INTEGRATED AI ASSISTANT THAT AUTOMATES CLINICAL TASKS, TRANSCRIBES CONSULTATIONS, AND GENERATES CLINICAL SUMMARIES





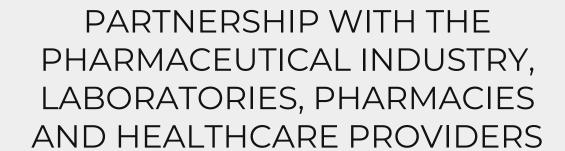
MEDICAL PRACTICE SOLUTIONS



PHYSICIANS SOLUTIONS



PHYSICIAN-HEALTH INDUSTRY RELATIONSHIP



#### **MEDICAL CAMPAIGN**

DEVELOPMENT AND DISTRIBUTION OF CONTINUING MEDICAL EDUCATION CONTENTINCLUDING ON-SITE COVERAGE OF MEDICAL CONFERENCES WITH REAL-TIME DISSEMINATION ACROSS AFYA'S CHANNELS

#### **MARKETING**

MEDIA SOLUTIONS AIMED AT DRIVING TRAFFIC AND DISTRIBUTING CONTENT THROUGH AFYA'S DIGITAL CHANNELS

## △fyal в2в

### INSIGHTS ADHOC RESEARCH CENTER

AFYA GATHERS INSIGHTS FROM ITS
MEDICAL AUDIENCE AND PLATFORM
DATA TO SUPPORT STRATEGIC
DECISION-MAKING IN THE
PHARMACEUTICAL INDUSTRY

#### **E - DETAILING**

A SOLUTION FOR PRODUCT
PROMOTION THAT OFFERS PHYSICIANS
A DIGITAL EXPERIENCE OF EDUCATION,
OPT-IN ENGAGEMENT, AND REP
INTERACTION, COMBINED WITH THE
TANGIBLE IMPACT OF FREE SAMPLE
DISTRIBUTION



#### SOLUTIONS FOR EVERY STEP IN THE PHYSICIAN'S JOURNEY

#### **UNDERGRADUATE PROGRAMS**

**MEDICAL SCHOOLS** 



**6 YEARS TO BECOME A GENERALIST PHYSICIAN** 



#### **CONTINUING MEDICAL EDUCATION**



**RESIDENCY** 



















10-12 YEARS TO BECOME A **SUB-SPECIALIST PHYSICIAN** 



**GENERALIST** 

**PHYSICIAN** 



**GRADUATE JOURNEY** 4-6 Years

**CONTINUING MEDICAL EDUCATION** 

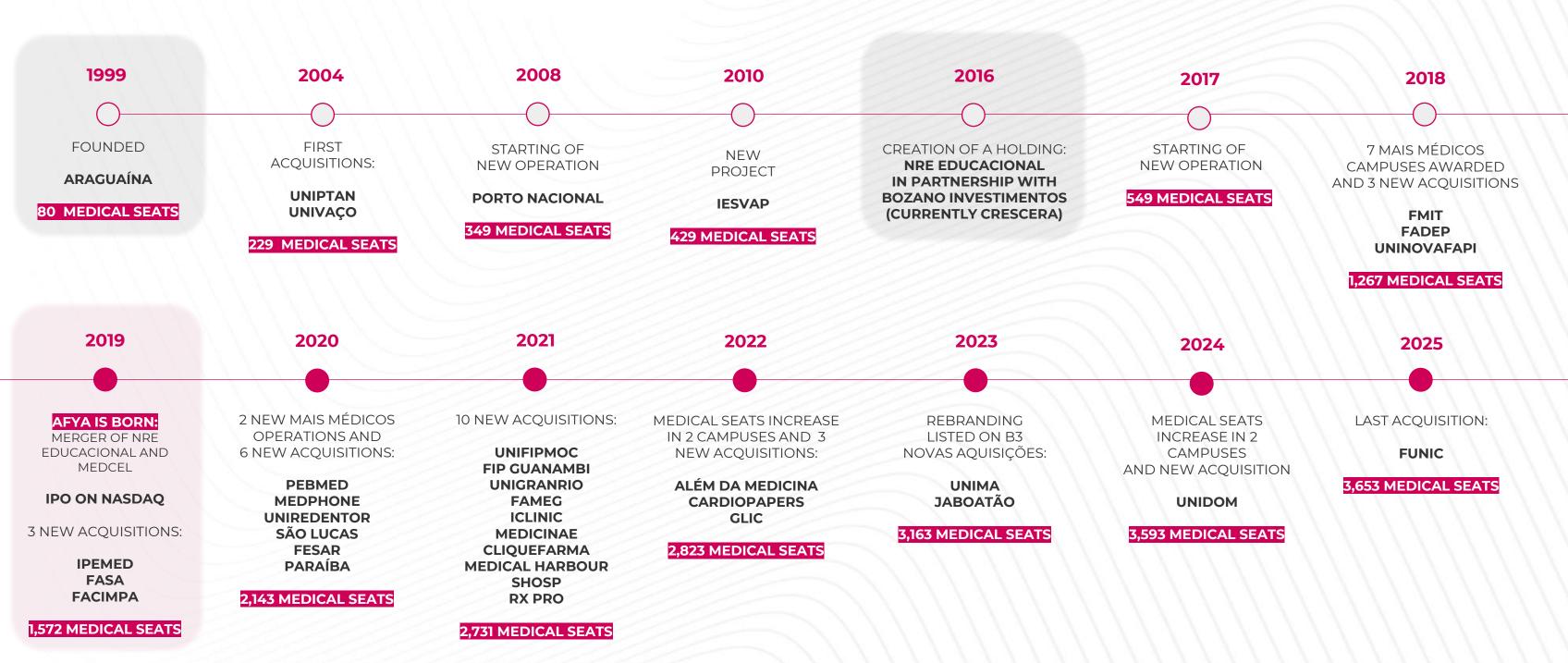
#### **MEDICAL PRACTICE SOLUTIONS**

Afya WHITEBOOK



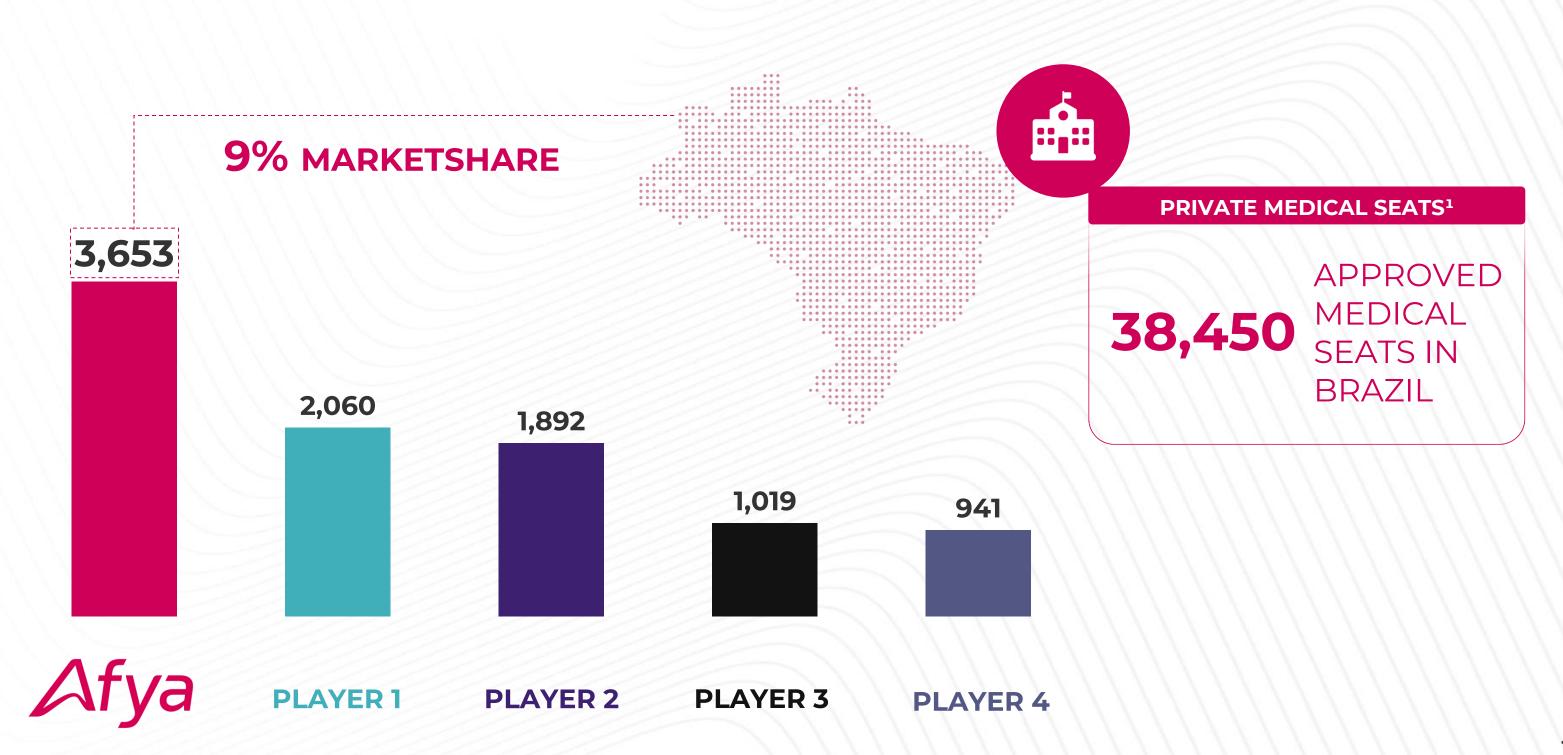
### AFYA'S HISTORY - BEFORE IPO







MEDICAL EDUCATIONAL MARKET LEADERSHIP – APPROVED MEDICAL SEATS



### **NINE-MONTH 2025**

3,653

**APPROVED MEDICAL SEATS** 

**MEDICAL STUDENTS**  25,706

UNDERGRADUATE CAMPUSES

33 WITH MEDICAL **SCHOOLS** 

**CONTINUING EDUCATION ENROLLED STUDENTS** 

50,317

**MEDICAL GRADUATE CAMPUSES** 

**327 CLINICS IN OUR UNITS** 

**MONTHLY ACTIVE USERS**  227,941

**SPREAD CAMPUSES** 

USERS IN **303,964** 

**IN MILLIONS, EXCEPT %** 

R\$2,784 REVENUE

R\$1,292 ADJUSTED EBITDA

**ADJUSTED** 46.4% **EBITDA MARGIN** 

**STATES DRIVING HEALTHCARE INNOVATION**  IN MILLIONS, EXCEPT TICKET

**MEDICAL SCHOOLS REVENUE**  R\$2,113

**MEDICAL SCHOOL NET AVG.TICKET, EXC. ACQUISITIONS** 

R\$9,141

continuing education Revenue R\$208

MEDICAL PRACTICE **SOLUTIONS REVENUE** 

OPERATIONAL OVERVIEW

FINANCIAL OVERVIEW

OUR IMPACTS



## **SOLID PERFORMANCE**

## A

# OPERATIONAL AND FINANCIAL HIGHLIGHTS OF THE NINE-MONTH PERIOD



GROSS MARGIN EXPANSION YOY

START OF FUNIC (AFYA CONTAGEM) OPERATIONS

100 ADDITIONAL MEDICAL SEATS IN AFYA BRAGANÇA\*



INCREASE IN GRADUATE JOURNEY STUDENTS

GROSS MARGIN EXPANSION YOY

STRONG B2B GROWTH



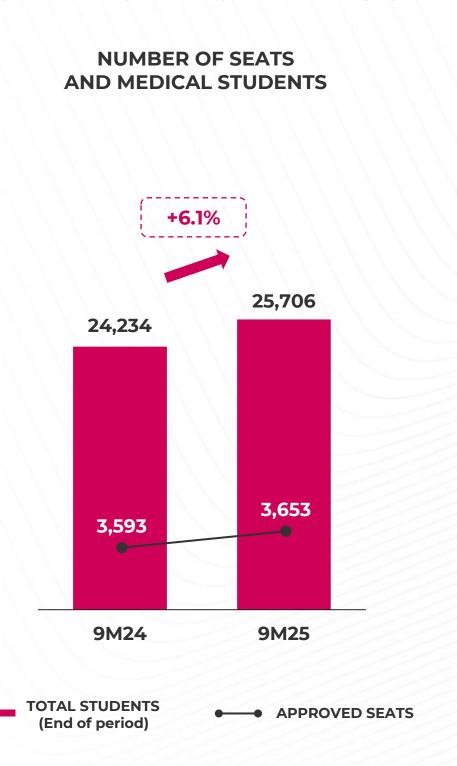
INCREASE IN CLINICAL MANAGEMENT PAYERS

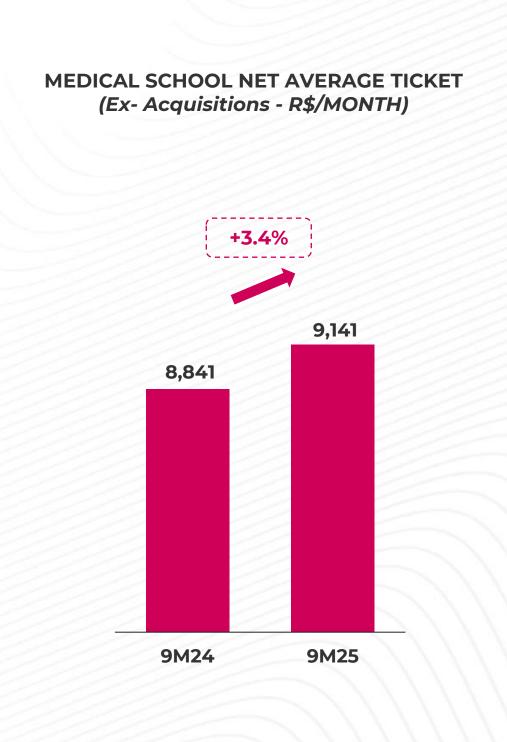
> STRONG B2P GROWTH

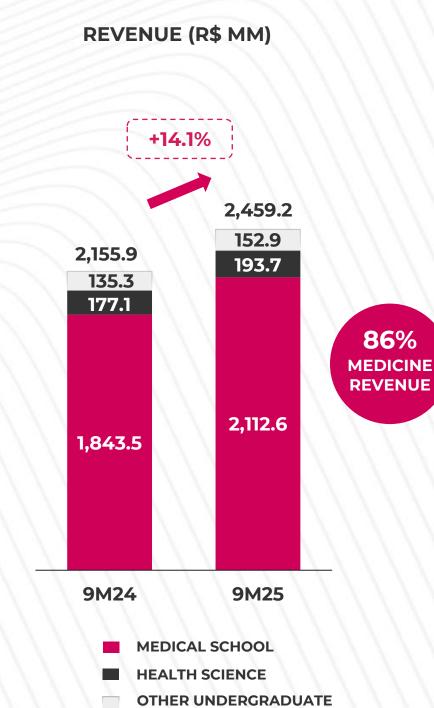
## **OPERATIONAL METRICS**

## A

#### UNDERGRADUATE PROGRAMS



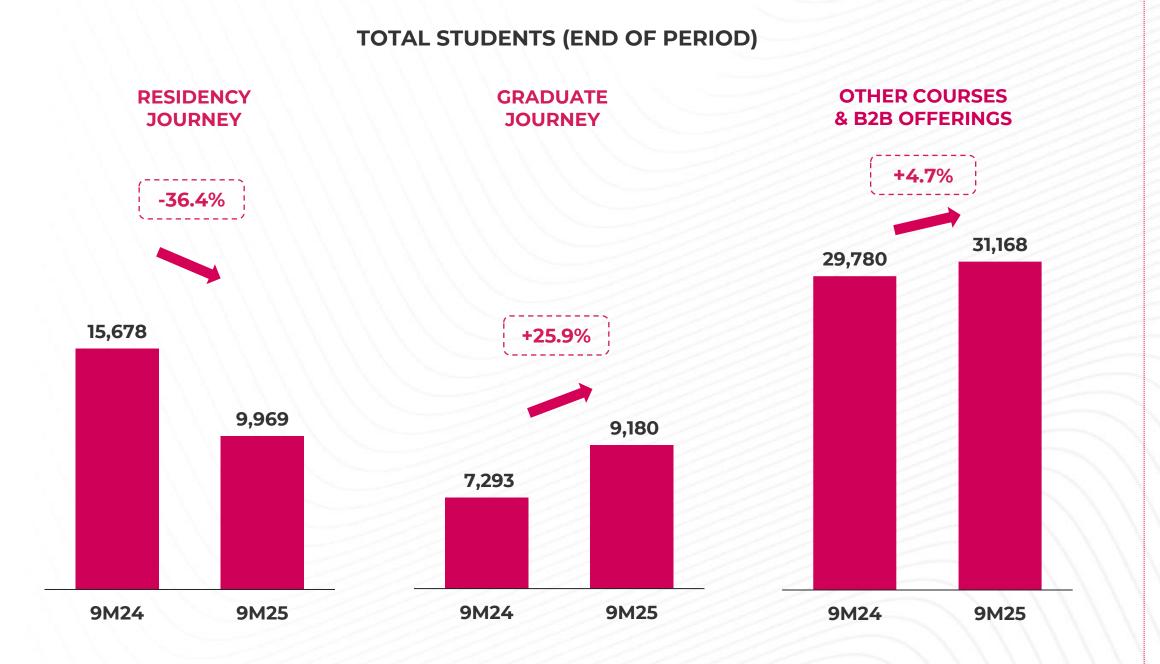


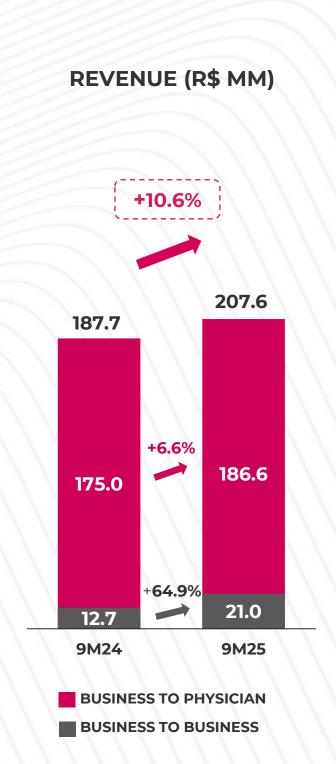


## **OPERATIONAL METRICS**

## A

### **CONTINUING EDUCATION**

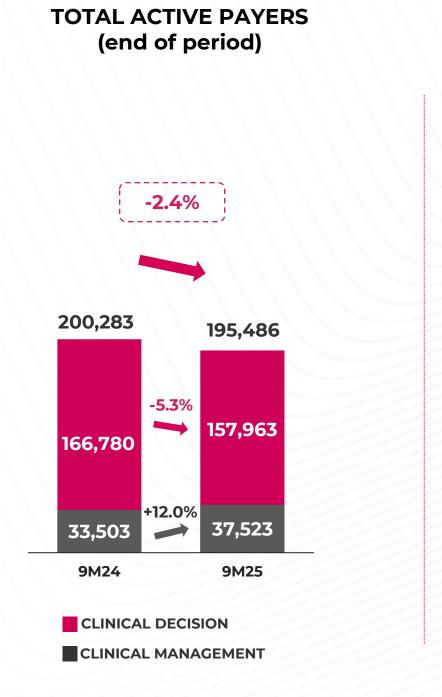


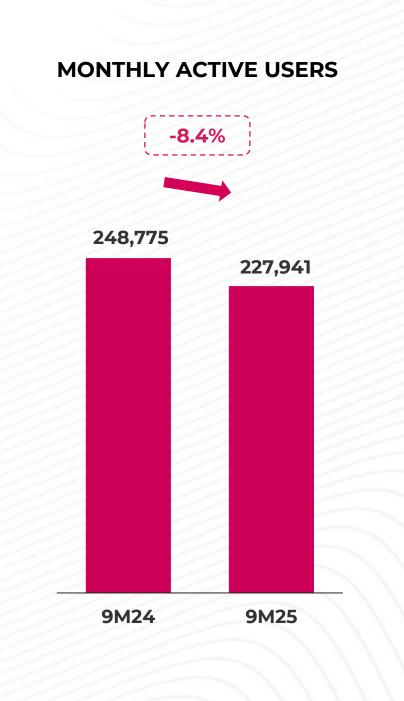


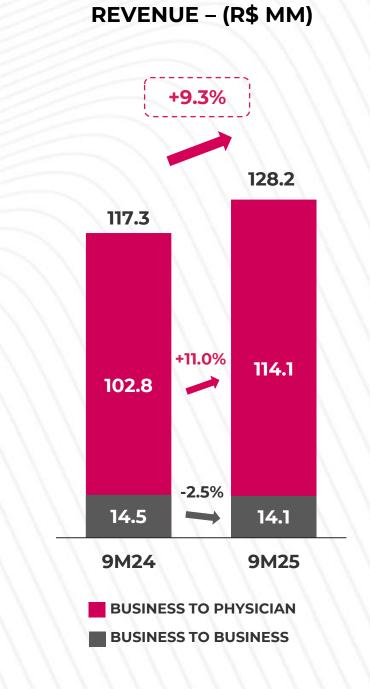
## **OPERATIONAL METRICS**

## A

#### MEDICAL PRACTICE SOLUTIONS







## **AFYA'S ECOSYSTEM**

## A

### INTEGRATED FOR EVERY STAGE OF THE PHYSICIANS CAREER



UNDERGRADUATE PROGRAMS 25,706

CONTINUING EDUCATION 50,317

MEDICAL PRACTICE SOLUTIONS 227,941

303,964
USERS POSITIVELY
IMPACTED BY
AFYA'S ECOSYSTEM<sup>1</sup>

2 OPERATIONAL OVERVIEW

**5** FINANCIAL OVERVIEW

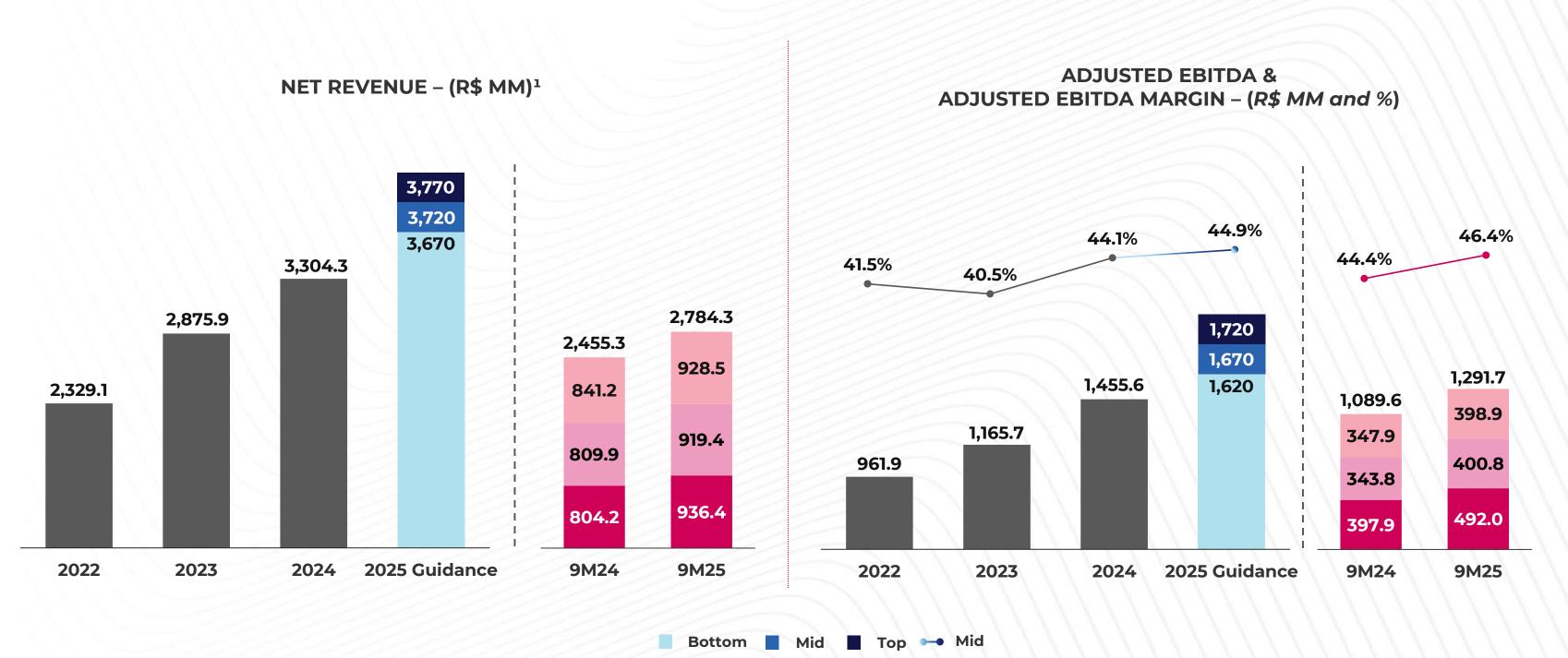
OUR IMPACTS



## FINANCIAL OVERVIEW

PERFORMANCE EVOLUTION





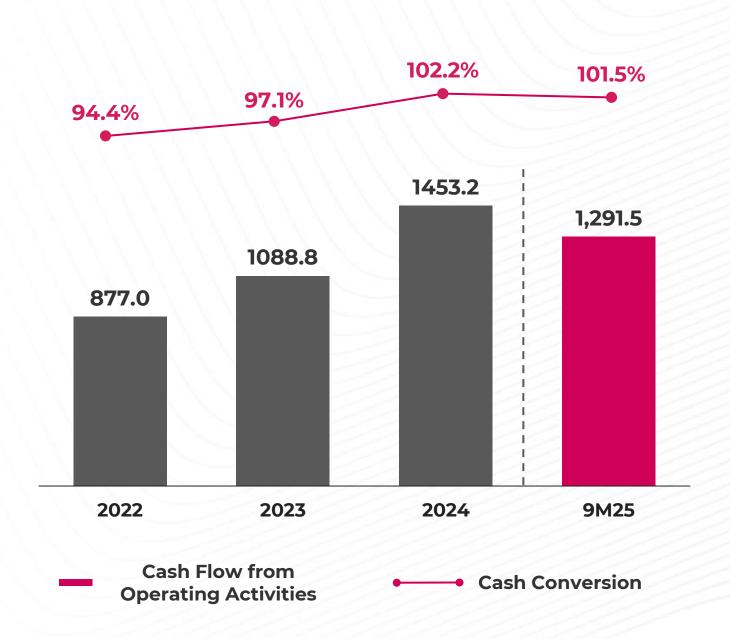
2Q25 3Q25

**1Q25** 

## FINANCIAL OVERVIEW

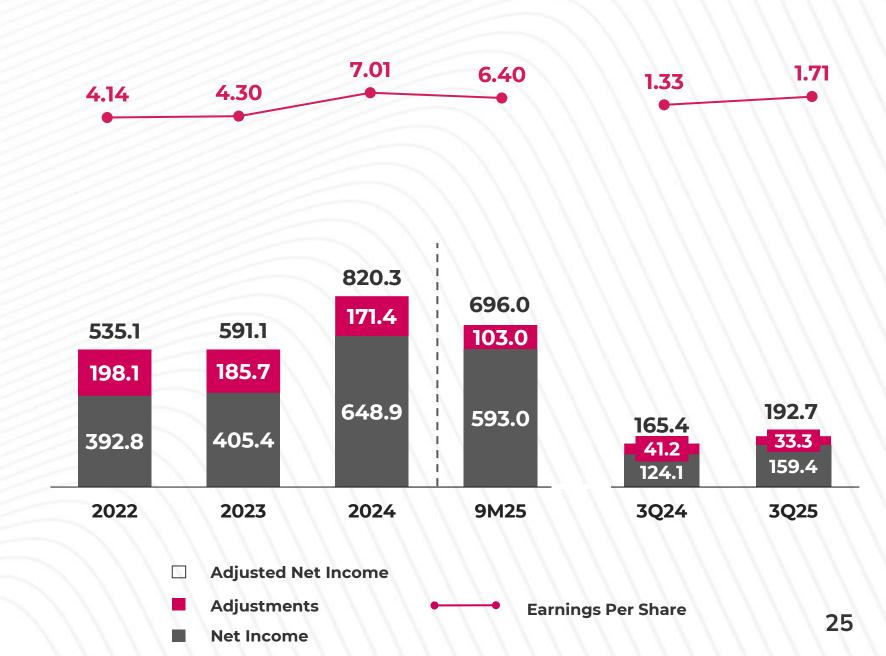
#### PERFORMANCE EVOLUTION





# A

## NET INCOME & ADJUSTED NET INCOME – (R\$ MM) & EARNINGS PER SHARE



## **GROSS DEBT**



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

#### FOR THE NINE MONTHS PERIOD ENDED ON SEPTEMBER 30,

					Cost of Debt			
	Gross Debt (R\$MM)		Duration (Years)		Per year		CDI <sup>2</sup>	
	2025	2024	2025	2024	2025	2024	2025	2024
Loans and financing: Softbank	863	828	0.6	1.6	9.1%	6.5%	66%	51%
Loans and financing: Debentures	516	511	1.8	2.8	16.1%	12.1%	113%	112%
Loans and financing: Others	6	309	1.0	1.0	8.6%	12.8%	63%	119%
Loans and financing: IFC	529	497	3.1	4.1	15.3%	11.8%	108%	110%
Accounts payable to selling shareholders	425	586	3.7	3.3	14.4%	10.7%	102%	100%
Total¹   Average	2,339	2,731	1.9	2.6	13.0%	9.4%	93%	88%

## LIABILITY MANAGEMENT



STRENGTHENING CASH POSITION WITH DISCIPLINED CAPITAL MANAGEMENT

NEW
DEBENTURE ISSUANCE

R\$1.5

ON OCTOBER 15, WE ISSUED COMMERCIAL NOTES, WITH THE PROCEEDS INTENDED TO FUND THE REPURCHASE OF PREFERRED SHARES HELD BY SOFTBANK AND TO PREPAY OUR FIRST DEBENTURE ISSUANCE.

ANS AND FINANCING: FINANCIAL STITUTIONS	9M25	PRO- FORMA	
Loans and financing: Softbank	R\$ 863	_	
Loans and financing: Debentures	R\$ 516	R\$ 1,500	
Loans and financing: Others	R\$ 6	R\$ 6	
Loans and financing: IFC	R\$ 529	R\$ 529	
Accounts payable to selling shareholders	R\$ 425	R\$ 425	
AL GROSS DEBT	R\$ 2,339	R\$ 2,461	



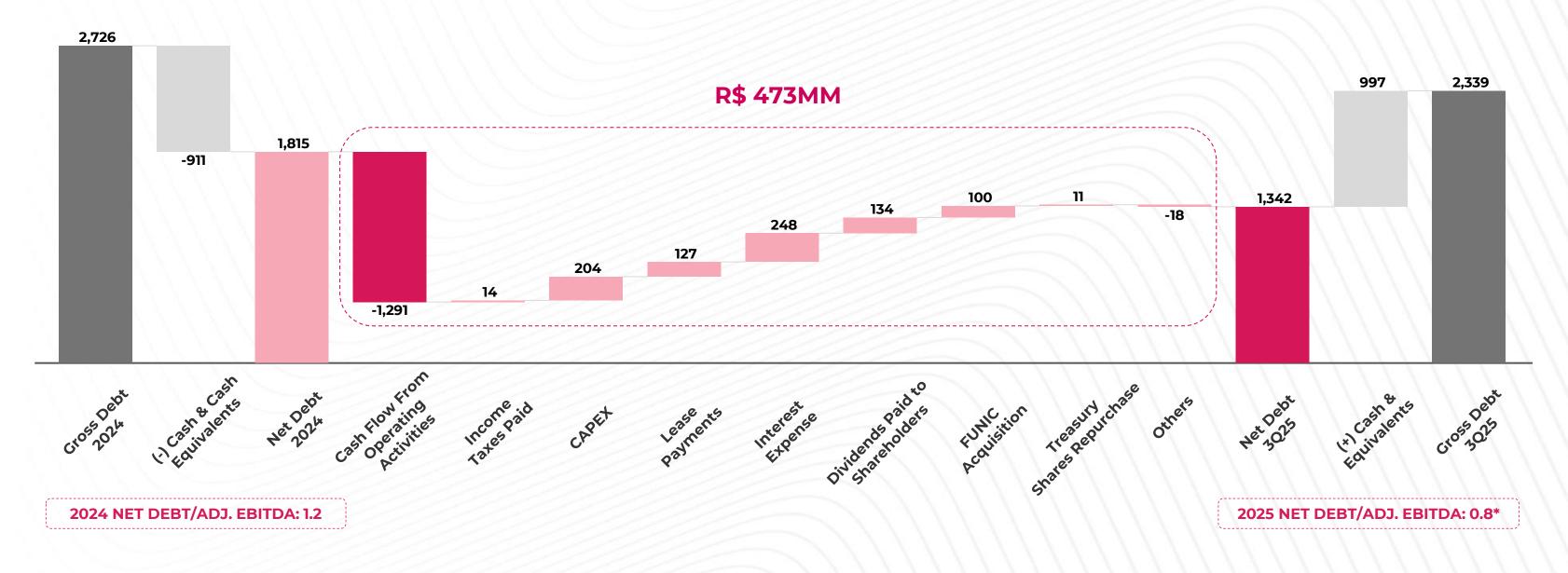


## **NET DEBT RECONCILIATION**



IMPRESSIVE CASH GENERATION





2 OPERATIONAL OVERVIEW

FINANCIAL OVERVIEW

OUR IMPACTS



## **ESG RESULTS DRIVE LONG-TERM VALUE CREATION**





We delivered a total of **700,000** free healthcare consultations, including more than **500,000** medical consultations. These achievements exceed the targets set for 2025, reflecting our strong partnership with the **IFC** (Sustainability Linked-Loan) and our public commitment to the **United Nations** (SDG-3)





The launch of **Instituto Afya** marks a new chapter in the company's journey, reinforcing its commitment to sustainability and social impact. With a strong focus on advancing research, science, and technology for the benefit of society, playing a strategic role in NCDs\*





Afya's commitment to sustainability was recognized through the **Valor 1000 Award** by *Valor Econômico*, which evaluates companies based on their financial performance and ESG practices. The company was honored as the **top performer in the Education sector in Brazil.** 



## **OUR IMPACTS**

NINE-MONTH 2025



**+25,000** MEDICAL

STUDENTS







## INSTITUTIONAL INVESTOR

ESG PROGRAM
2<sup>nd</sup> PLACE IN THE
BUY-SIDE AND
COMBINED CATEGORIES



## TIME MAGAZINE

RANKED AS THE 3<sup>rd</sup> BEST EDTECH WORLDWIDE



#### **GPTW**

LISTED IN GREAT PLACE TO WORK RANKING SINCE 2022



#### SSH CERTIFICATION

THE EDUCATIONAL GROUP WITH THE HIGHEST NUMBER OF SSH-ACCREDITED UNITS IN THE WORLD



#### **IFC**

1st SUSTAINABILITY-LINKED LOAN TIED TO SOCIAL IMPACT INDICATORS, FOCUSING ON EDUCATION AND HEALTH.



#### VALOR 1000 AWARD

THE TOP PERFORMER EDUCATIONAL GROUP IN THE EDUCATIONAL SECTOR IN BRAZIL

## **OUR IMPACTS**

NINE-MONTH 2025



**4,011**<sub>MWh</sub>

RENEWABLE ENERGY GENERATED BY OWN PHOTOVOLTAIC PLANTS

19,859<sub>MWh</sub>

TOTAL ENERGY CONSUMED

**35.3**%

OF ENERGY CONSUMED FROM THE POWER GRID



9,801 EMPLOYEES IN ALL AFYA'S FACILITIES

60%

OF FEMALE EMPLOYEE



**30**%

OF FEMALE EMPLOYEES IN THE BOARD OF DIRECTORS

40%

OF INDEPENDENT MEMBER IN THE BOARD OF DIRECTORS



MOODY'S LOCAL BRAZIL RATE UPGRADED

**IFC** 

SUSTAINABILTY LINKED-LOAN GOALS ACHIEVED

**BBB** 

FIRST ESG RATING FROM MSCI

# APPENDIX



# BRAZIL ADOPTS OECD PILLAR TWO RULES WITH DOMESTIC TOP-UP TAX MECHANISM





#### LAW 15,079/2024

- ENACTED ON DECEMBER 27, 2024, EFFECTIVE JANUARY 1, 2025.
- ALIGNS BRAZILIAN TAX LEGISLATION WITH OECD'S PILLAR TWO (GLOBE RULES) INTRODUCING A MINIMUM TAXATION OF 15% VIA ADDITIONAL CSLL.
- APPLIES TO MULTINATIONAL GROUPS WITH ANNUAL CONSOLIDATED REVENUES OF AT LEAST €750 MILLION IN AT LEAST TWO OF THE FOUR PRECEDING FISCAL YEARS.
- DESIGNED AS A QUALIFIED DOMESTIC MINIMUM TOP-UP TAX UNDER THE OECD INCLUSIVE FRAMEWORK.



#### **IMPACTS**

- INCREASE EFFECTIVE TAX RATE TO THE 15% GLOBAL MINIMUM THRESHOLD STARTING IN 2025.
- THE ADDITIONAL INCOME TAX EXPENSE, AS A RESULT OF LAW 15.079/2024 FOR THE SIX-MONTH PERIOD, ENDED IN JUNE 2025 WAS R\$56.6 MILLION.



#### **ACTIONS TAKEN**

- FILED A WRIT OF MANDAMUS ON MARCH 28, 2025, WITH THE BRAZILIAN FEDERAL COURT CHALLENGING THE ENFORCEABILITY OF THE ADDITIONAL CSLL. LEGAL ARGUMENTS BASED ON CONSTITUTIONAL AND STATUTORY ARGUMENTS.
- AWAITING DECISION TO PREVENT COLLECTION, SCHEDULED FOR JULY 2026 (RELATED TO FISCAL YEAR 2025).

## UNDERGRADUATE

REGULATORY CAPACITY



Medical School Regulatory Capacity

Medical School Seats Awarded by MEC



Additional Seats Associated with PROUNI<sup>1</sup>



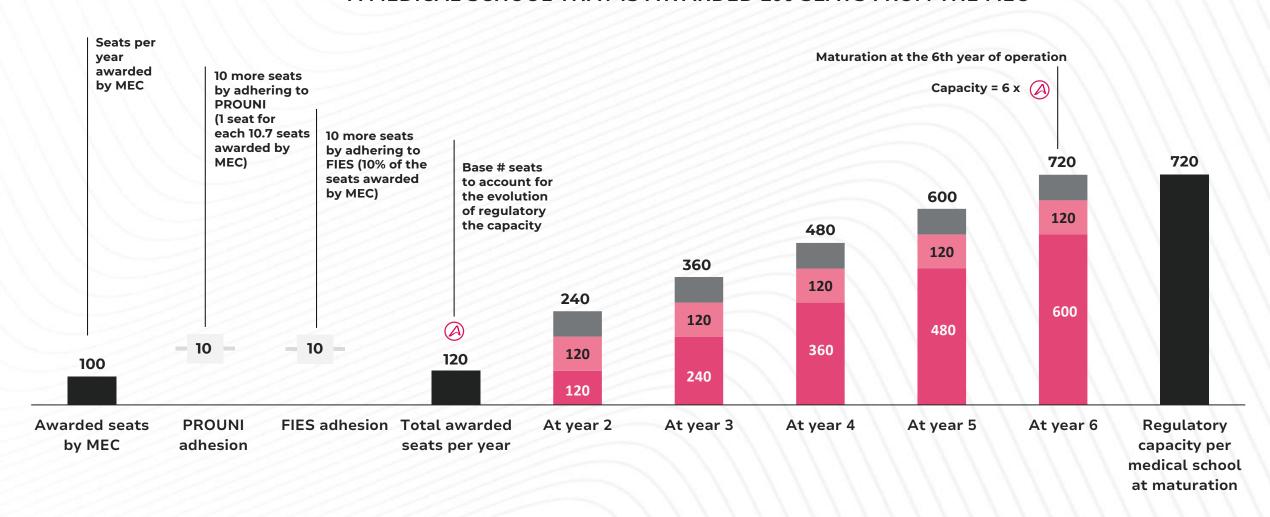
Additional Seats Associated with FIES<sup>2</sup>



# of years of operations

#### **ILLUSTRATIVE EXAMPLE:**

#### A MEDICAL SCHOOL THAT IS AWARDED 100 SEATS FROM THE MEC

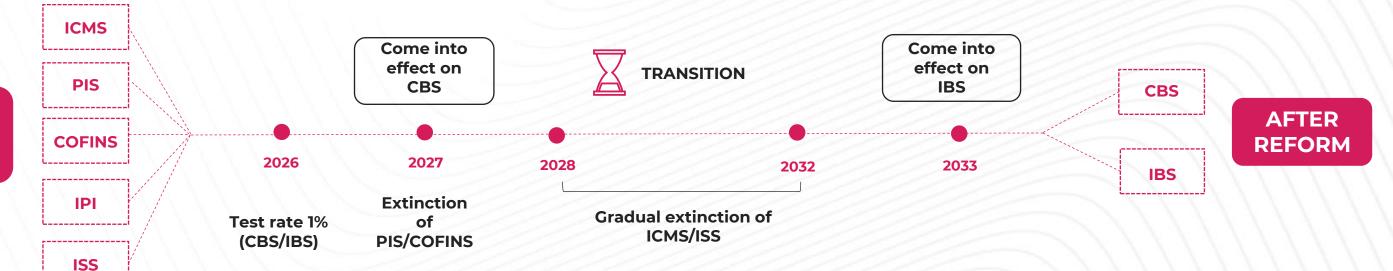


## TAX REFORM IN BRAZIL

#### **IMPACTS ON AFYA**







### THE NEW SYSTEM WILL ENCOMPASS THE FOLLOWING RATES:

%
RATES

A STANDARD ONE (TO BE DEFINED)
``````````````````````````````````````
A RATE REDUCED BY 60% FOR SOME SEGMENTS (WHICH INCLUDE EDUCATION)
A ZERO RATE (SPECIFIC SEGMENTS).



PROUNI*	ZFM**	SIMPLES**		
		PLE INVOLVED IN		
BASIC FOOD		GRICULTURAL ACTIVITIES*		

## TAX REFORM IN BRAZIL

#### **COMPARISON**



**SEGMENTS** 

**UNDERGRADUATE** 

CONTINUING EDUCATION

MEDICAL PRACTICE SOLUTIONS

**CURRENT TAXATION SYSTEM INDIRECT TAXES MUNICIPAL TAXES EXEMPT FROM TAXATION (PROUNI)** 3.65% (NO CREDIT) 2% TO 5% 3.65% (NO CREDIT) 9.25% WITH CREDIT OR **EXCEMPT FROM TAXATION (BOOKS)** 

**AFTER REFORM** 

**CBS** 

**IBS** 

EXEMPT FROM TAXATION (PROUNI) RATE REDUCED BY 60%

**RATE REDUCED BY 60%** 

STANDART RATE OR

RATE REDUCED BY 60%

**EXEMPT FROM TAXATION (BOOKS)** 

#### **MEDICAL SCHOOLS**





## Afya WHITEBOOK M medphone Afya Afya iclinic MEDICINAE SOLUTIONS MEDICAL HARBOUR | Afya Shosp Afya RX PRO | Afya MEDICINA Afya Afya PAPERS 2022 9 glic Afya MAY 2022

**HEALTHTECHS** 

# RECONCILIATION BETWEEN ADJUSTED EBITDA AND NET INCOME



(in thousands of D¢)	For the three mont	hs period ended	September 30,	For the nine months period ended September 30,			
(in thousands of R\$)	2025	2024	% Chg	2025	2024	% Chg	
Net income	159,420	124,142	28.4%	592,999	494,641	19.9%	
Net financial result	99,583	99,844	-0.3%	289,386	242,761	19.2%	
Income taxes expense	21,221	12,432	70.7%	63,470	26,388	140.5%	
Depreciation and amortization	94,657	85,828	10.3%	281,110	249,135	12.8%	
Interest received	15,179	13,945	8.8%	39,921	34,979	14.1%	
Income share associate	(2,791)	(2,526)	10.5%	(10,667)	(9,726)	9.7%	
Share-based compensation	4,163	5,871	-29.1%	16,683	26,299	-36.6%	
Non-recurring expenses:	7,485	8,413	-11.0%	18,830	25,151	-25.1%	
- Integration of new companies	6,981	6,444	8.3%	17,769	17,722	0.3%	
- M&A advisory and due diligence	268	1,220	-78.0%	560	2,803	-80.0%	
- Expansion projects	236	198	19.2%	489	2,568	-81.0%	
- Restructuring expenses	<del>-</del>	551	n.a.	12	2,058	-99.4%	
Adjusted EBITDA	398,917	347,949	14.6%	1,291,732	1,089,628	18.5%	
Adjusted EBITDA Margin	43.0%	41.4%	160 bps	46.4%	44.4%	200 bps	

# RECONCILIATION BETWEEN ADJUSTED NET INCOME AND NET INCOME



(in the ways do of D¢)	For the three mont	ths period ended s	September 30,	For the nine months period ended September			
(in thousands of R\$)	2025	2024	% Chg	2025	2024	% Chg	
Net income	159,420	124,142	28.4%	592,999	494,641	19.9%	
Amortization of Intangible Assets	21,626	26,946	-19.7%	67,490	80,592	-16.3%	
Share-based compensation	4,163	5,871	-29.1%	16,683	26,299	-36.6%	
Non-recurring expenses:	7,485	8,413	-11.0%	18,830	25,151	-25.1%	
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- Restructuring expenses	<u>-</u>	551	n.a.	12	2,058	-99.4%	
Adjusted Net Income	192,694	165,372	16.5%	696,002	626,683	11.1%	
Basic earnings per share - in R\$	1.71	1.33	28.5%	6.40	5.35	19.7%	
Adjusted earnings per share - in R\$	2.08	1.79	16.2%	7.54	6.81	10.7%	



# FOR MORE INFORMATION KEY NUMBERS AND FIGURES

### **QUARTERLY EARNINGS**



**SEC FILINGS** 



**AFYA'S HISTORY** 



**CORPORATE STRUCTURE** 



**SUSTAINABILITY** 



**STOCK INFO** 



# THANK YOU

Afya