



EDUCATION
TECHNOLOGY
HEALTHCARE

COMPANY PRESENTATION

AFYA.COM.BR

2021

OUR MISSION

TO BECOME THE **REFERENCE IN
MEDICAL AND HEALTHCARE
EDUCATION AND SERVICES**,
EMPOWERING STUDENTS AND
PHYSICIANS TO TRANSFORM THEIR
AMBITIONS INTO **REWARDING
LIFELONG EXPERIENCES**





WHY DO WE FOCUS ON THE MEDICAL CAREER?

• FINANCIAL REWARDS

97% EMPLOYABILITY
2x HIGHER SALARY THAN ENGINEER GRADUATES
5-YEAR AVERAGE PAYBACK AFTER GRADUATION

• STILL IN NEED OF MORE DOCTORS

PHYSICIANS / 1,000 INHABITANTS RATIO

 **2.4**  **1.3** (EX-CAPITALS)

 **4.0**  **3.5** (OECD)

AGING POPULATION (BR)

~2x 

~3x 

• BARRIERS TO ENTRY

CONSTANT EVALUATION BY MINISTRIES OF EDUCATION AND HEALTH FOR MEDICAL DEGREES AND RESIDENCY PREPARATORY COURSES

EXPERIENCE AND KNOW-HOW IN THE SECTOR IS AN ASSET

LONG TERM REPUTATION IS A **QUALITY BARRIER**

• PHYSICIANS INVEST IN THEIR CAREERS

DOCTORS ARE **LIFELONG LEARNERS**

PHYSICIANS ARE ALSO **LOYAL CUSTOMERS** OF HEALTH DIGITAL SERVICES THAT CAN **IMPROVE THEIR ROUTINE**





AFYA'S INVESTMENT THESIS



LARGE ADRESSABLE MARKET¹

In 2020, Medical Education:

R\$22.1 BN

In 2020, Health Services:

R\$21.4 BN



FOCUS ON LARGE AND FAST GROWING MARKETS

Residency Prep Course:

15% CAGR 2019-2026

Specialization:

14% CAGR 2019-2026

Health services:

9% CAGR 2019-2026



CONTRACTED GROWTH

14% CAGR 2019-2026
in our medical student
base



GROWTH WITH PROFITABILITY AND CASH GENERATION

77% CAGR 2017-2020
pro forma Net Revenue

114% CAGR 2017-2020
Adjusted EBITDA

46.6%
2020 Adjusted EBITDA Margin

75.7%
2020 Operating Cash Conversion



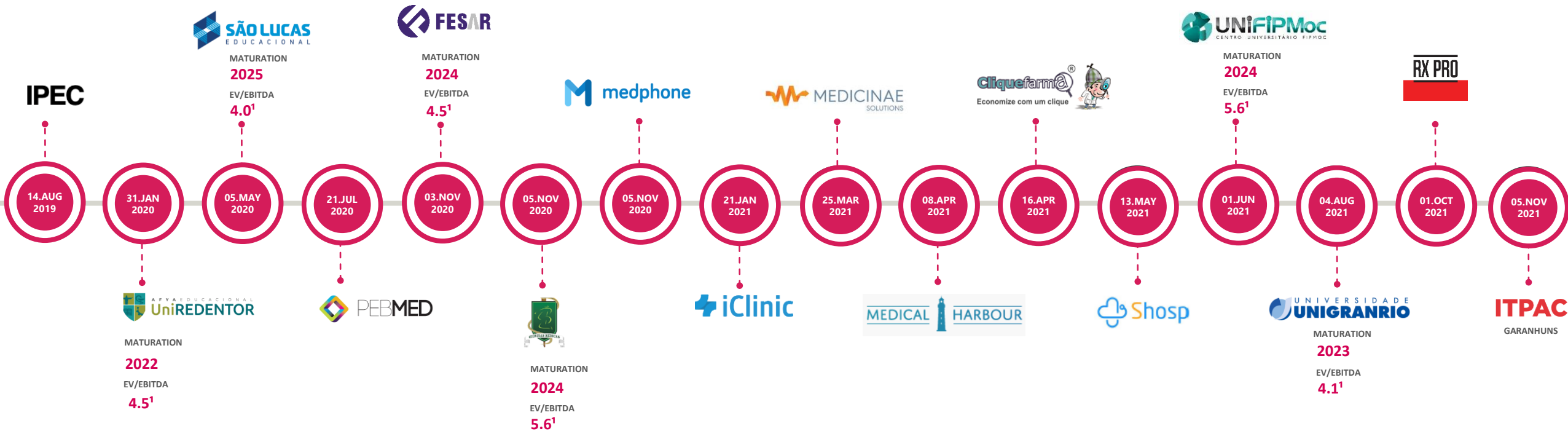
CAPACITY TO INTEGRATE AND EXTRACT VALUE FROM ACQUIRED COMPANIES



GROWTH DRIVERS



M&A STRONG DELIVERY SINCE THE IPO





AFYA'S MEDICAL SCHOOLS OVERVIEW

8%

of private medical
schools seats in Brazil

+25

undergrad
medical campuses

+13k

students
with average tuition of R\$102k

+2.3k

medical seats
operating in the country

100%

occupancy
new classes fill completely





RESIDENCY PREPARATORY AND SPECIALIZATION

+18k

enrolled students

on the digital residency prep

+13k

monthly active users

on the digital residency prep

R\$4k

average ticket/year

on the digital residency prep

+3.3k

enrolled students

in the specialization program

R\$49k

average ticket/year

in the specialization program



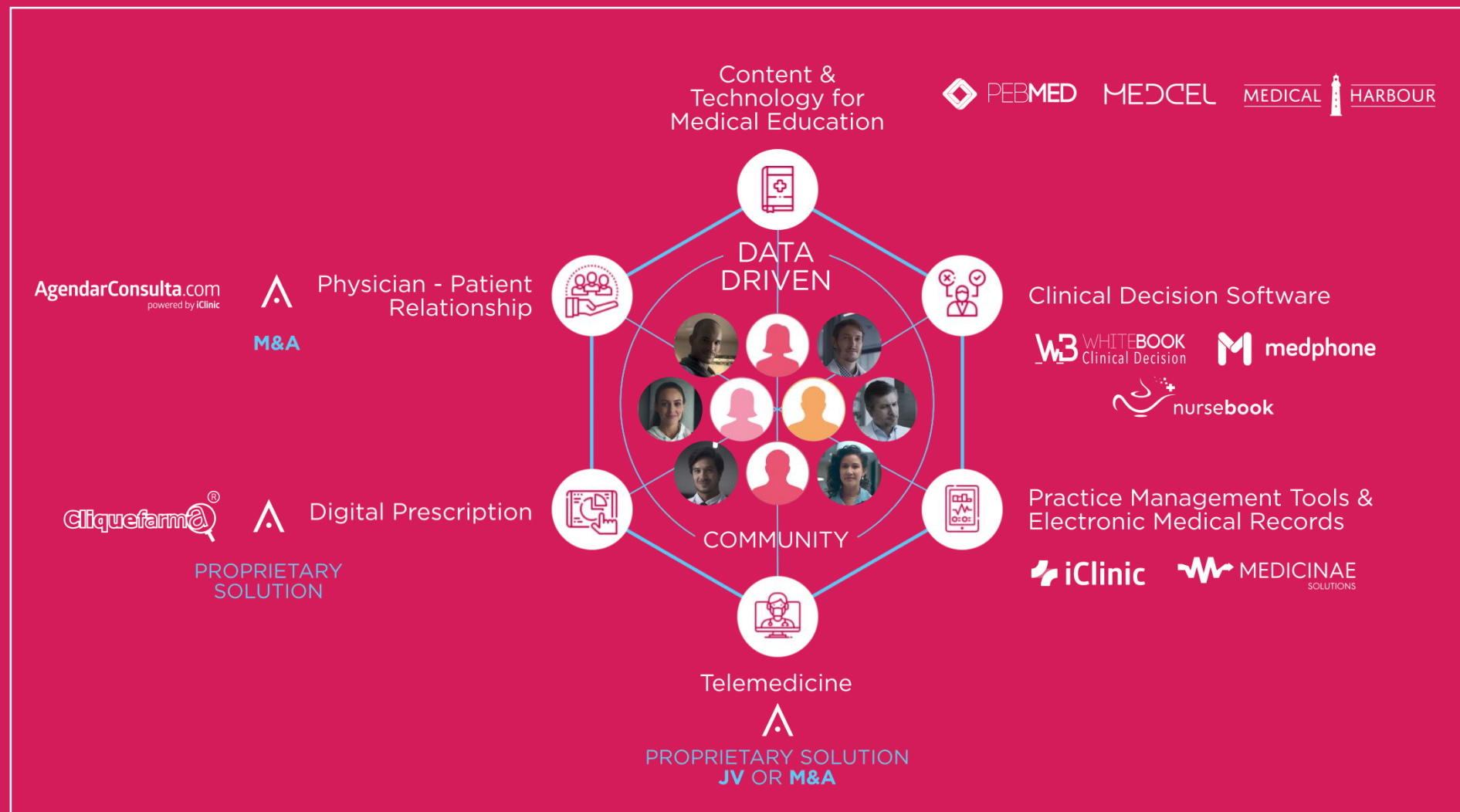


THE MEDICAL JOURNEY

AFYA IS A **SINGLE PLAYER**
SERVING **EVERY STAGE OF THE**
MEDICAL CAREER, WITH
MULTIPLE DIGITAL
SOLUTIONS ACCORDING TO
THE STEP OF THE WAY

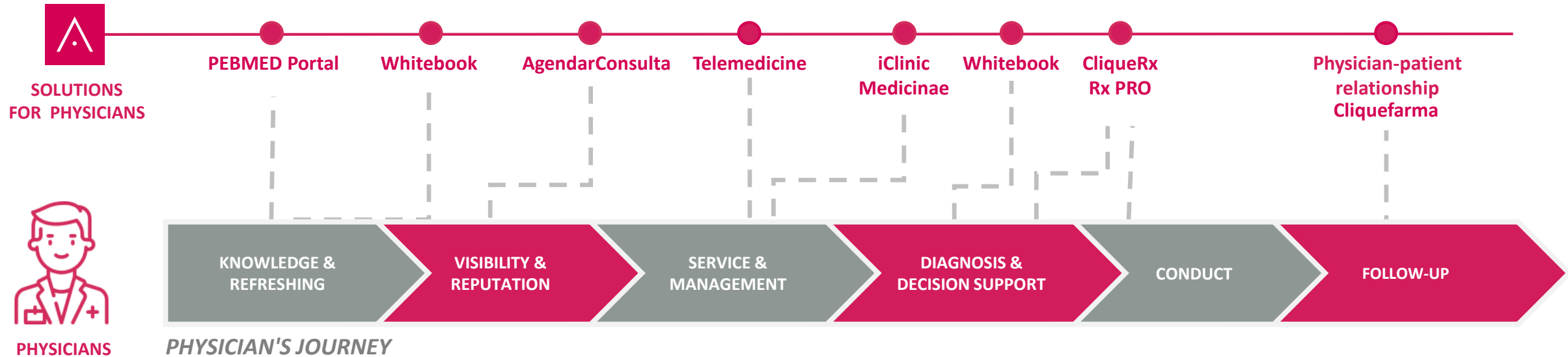


The 6 pillars





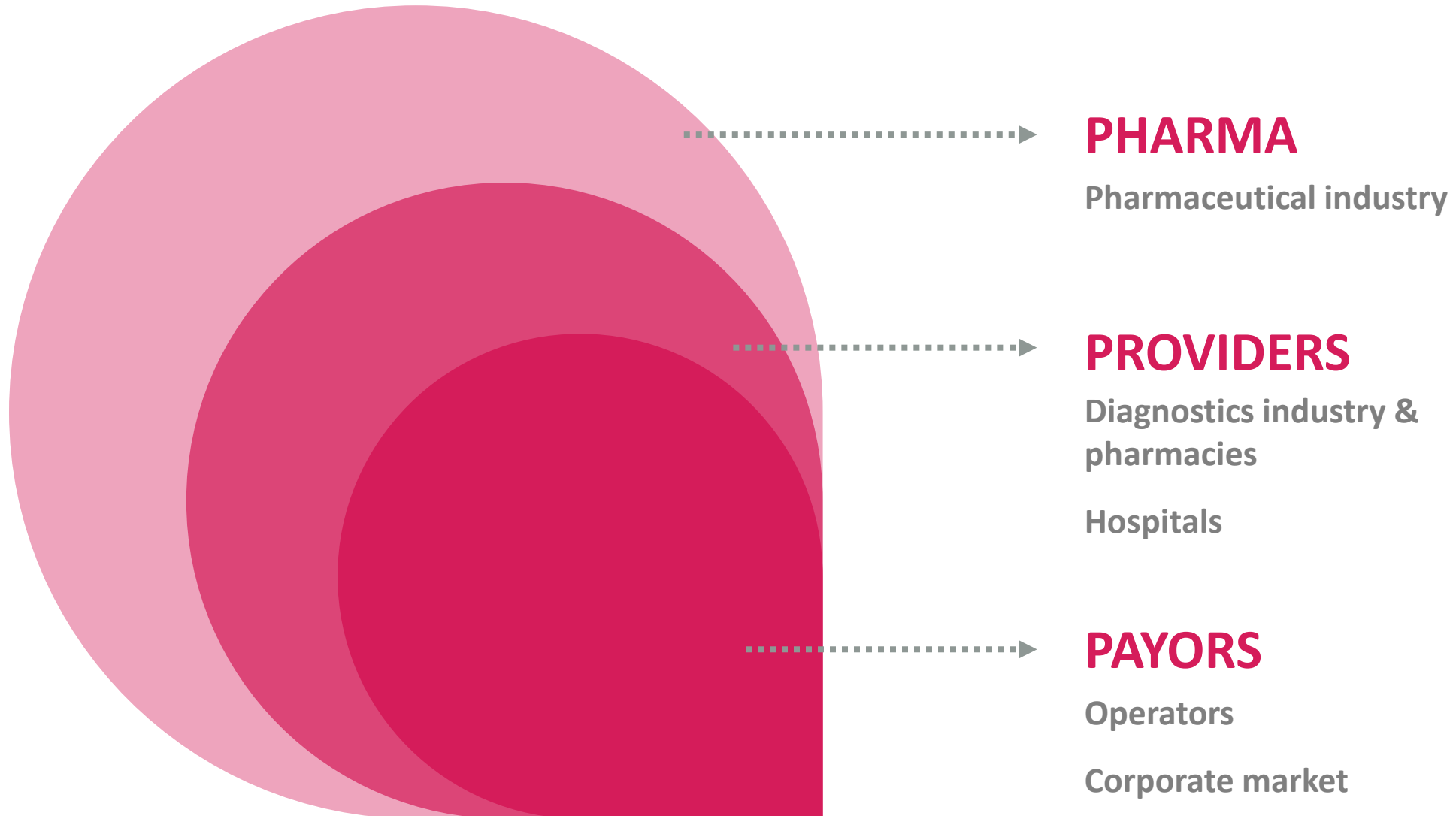
SOLUTIONS FOR EVERY STEP IN THE PHYSICIAN'S JOURNEY





WHO CAN WE SERVE?

STAKEHOLDERS





THE NEW VIEW ON HOW WE CREATE VALUE FOR THE HEALTHCARE CHAIN

HEALTHCARE
MARKET



VALUE
CREATION



PHYSICIANS

PHARMA

PROVIDERS

PAYORS

ACCESS

+

DEMAND

+

EFFICIENCY

PHYSICIAN'S JOURNEY

KNOWLEDGE &
REFRESHING

VISIBILITY &
REPUTATION

SERVICE &
MANAGEMENT

DIAGNOSIS &
DECISION SUPPORT

CONDUCT

FOLLOW-UP



NEXT STEPS



THE STEP BY STEP TO GET THERE

2021

GOAL:

Complete the digital ecosystem

2022

GOAL:

Market penetration and consolidation
of the B2B portfolio

2023

GOAL:

Leverage our physician network
and unlock new revenue streams





ESG

MAIN INITIATIVES



[Click here to see full report](#)



COMMITMENT REFLECTED IN ALL WE DO



LOW RISK AT SUSTAINALYTICS

LOW EXPOSURE AND GOOD
POLICIES AND PRACTICES FOR
THE LEADING ESG AND
CORPORATE GOVERNANCE
RESEARCH FIRM



VALOR 1000 AWARD: BEST COMPANY

WINNER AS BEST COMPANY IN
THE EDUCATION SEGMENT



ÉPOCA NEGÓCIOS 360º AWARD: BEST COMPANY

FOR THE SECOND YEAR IN A
ROW, WINNER AS BEST
COMPANY IN THE EDUCATION
SEGMENT



ÉPOCA NEGÓCIOS 360º AWARD: SUSTAINABILITY

WINNER IN THE CATEGORY
“SUSTAINABILITY” IN THE
EDUCATION SEGMENT



ANNUAL SUSTAINABILITY REPORT (GRI AND IIRC)

TACKLING COVID-19

Courses, platform highlights, webinar, donations, vaccination and participation on crisis committee

HEALTH PROMOTION

ICU and clinic expansions, safety policies and health simulation center

TRANSPARENCY & ETHICS

Global Compact, ESG policies, suppliers selection and whistleblowing channel

DIVERSITY

Women significant participation as employees, executives and members of the Board

CLIMATE CHANGE

Eco-efficient units, solar energy, low CO² emission, water intake mechanisms



[click here](#)

BOARD OF EXECUTIVE OFFICERS

FORMAL EVALUATION COMPENSATION LINKED TO:
Student/Physician NPS | Organizational Climate | FCO
Revenue Growth | Compensation linked to ESG factors



Virgílio Deloy Capobianco Gibbon
CEO



Anibal Sousa
Legal and Compliance Officer



Dênis Del Bianco
VP of HR and Corporate Services



Lélío de Souza
VP of Innovation and Digital
Services



Flávio Carvalho
Undergrad and Educon VP



Luis Blanco
CFO

BOARD OF DIRECTORS

PHYSICIANS WITH +25 YEARS OF EXPERIENCE

Over 10 years of experience and several investments in education companies



Nicolau C. Esteves
Founding Family Chairman



Kay Krafft
Bertelsmann



Shobhna Mohn
Bertelsmann



Daulins Emílio
Bertelsmann



Paulo Passoni
SoftBank



Renato Esteves
Founding Family



Sérgio Botrel
Founding Family



João Paulo Seibel
Independent



Vanessa Lopes
Independent



Miguel de Paula
Independent



Flávio Dias
Independent



EDUCATION
TECHNOLOGY
HEALTHCARE

THANK YOU

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