

Afya DAY

2023





AFYA DAY 2023

THIS IS AFYA

THIS IS TODAY

THIS IS OUR FUTURE

THIS IS OUR PLAN

THIS IS WHAT WE STAND FOR

Q&A

AFYA DAY 2023

MEDICAL EDUCATION

2019

COVID 19
PANDEMIC

2020

**MEDICAL EDUCATION
+ DIGITAL HEALTH
SERVICES ECOSYSTEM**

2021

**MEDICAL EDUCATION
+ DIGITAL HEALTH
SERVICES ECOSYSTEM
+ B2B STRATEGY:
CONNECTING PHYSICIANS AND
THE PHARMACEUTICAL
INDUSTRY**

2022

2023

Atvya DAY

2023



THIS IS **AFYA**



MEDICINE

EDUCATION

TECHNOLOGY

THIS IS AFYA

THIS IS AFYA



MEDTECH



**BUSINESS
STRENGTH + BRAND
STRENGTH**

THIS IS AFYA



TAKING AFYA TO
THE NEXT LEVEL

THIS IS AFYA



LONG EDUCATION

STAY UPDATED

RESPONSIBILITY

WORK-LIFE BALANCE

PHYSICIANS **LOVE TO CARE,**
BUT SEARCH FOR **RECOGNITION**
AND **WORK-LIFE BALANCE**

THIS IS AFYA



LONG EDUCATION

STAY UPDATED

RESPONSIBILITY

WORK-LIFE BALANCE

PHYSICIANS **LOVE TO CARE,**
BUT SEARCH FOR **RECOGNITION**
AND **WORK-LIFE BALANCE**

THIS IS AFYA



MEDICAL EDUCATION

EDUCATION AND DEVELOPMENT OF HEALTH PROFESSIONALS

FACULDADE SANTO AGOSTINHO
MONTES CLAROS • MG



SÃO LUCAS
PORTO VELHO • RO



MEDCEL



IPEMED

ALÉM DA
MEDICINA



PEBMED

SOLUTIONS FOR MEDICAL PRACTICE

ENHANCE PHYSICIAN'S ASSERTIVENESS AND PRODUCTIVITY

WB WHITEBOOK
Clinical Decision

iClinic

glic

Shosp

MEDICINAE
SOLUTIONS

THIS IS AFYA



1 GRADUATION AND QUALIFICATION

2 DIGITAL SOLUTIONS

MEDICAL EDUCATION

EDUCATION AND DEVELOPMENT OF HEALTH PROFESSIONALS

SOLUTIONS FOR MEDICAL PRACTICE

ENHANCE PHYSICIAN'S ASSERTIVENESS AND PRODUCTIVITY

FACULDADE SANTO AGOSTINHO
MONTES CLAROS • MG



SÃO LUCAS
PORTO VELHO • RO



MEDCEL



IPEMED

ALÉM DA
MEDICINA



PEBMED

WB WHITEBOOK
Clinical Decision

iClinic

glic

Shosp

MEDICINAE
SOLUTIONS

THIS IS AFYA



MEDICAL EDUCATION

EDUCATION AND DEVELOPMENT OF HEALTH PROFESSIONALS

FACULDADE SANTO AGOSTINHO MONTES CLAROS - MG



SÃO LUCAS PORTO VELHO - RO



MEDCEL



IPEMED

ALÉM DA MEDICINA



PEBMED

SOLUTIONS FOR MEDICAL PRACTICE

ENHANCE PHYSICIAN'S ASSERTIVENESS AND PRODUCTIVITY

WB WHITEBOOK Clinical Decision

iClinic

glic

Shosp



MEDICINAE SOLUTIONS

VALUE FOR THE PHYSICIAN



CLICK HERE TO SEE THE NEXT VIDEO



THIS IS AFYA

THIS IS AFYA

Afyā



CLICK HERE
TO SEE THE
NEXT VIDEO



CLICK HERE
TO SEE THE
NEXT VIDEO



CLICK HERE
TO SEE THE
NEXT VIDEO





THIS IS AFYA

Afyā

TRANSFORM **HEALTH**
TOGETHER WITH THOSE
WHO HAVE **MEDICINE**
AS A VOCATION



THIS IS AFYA

*Afy*ya

LIVE **THE BEST** IN MEDICINE

Afya
THIS IS **TODAY**



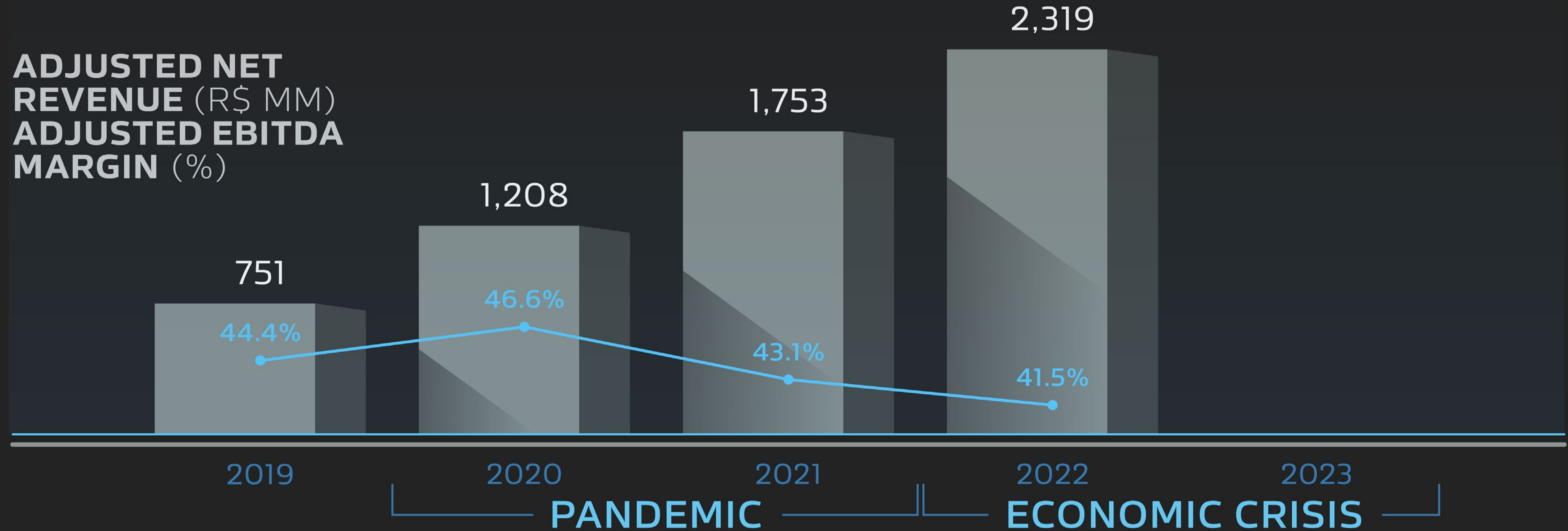
THIS IS TODAY

STRONG RESILIENT GROWTH

HIGH PROFITABILITY
WITH **CASH GENERATION**

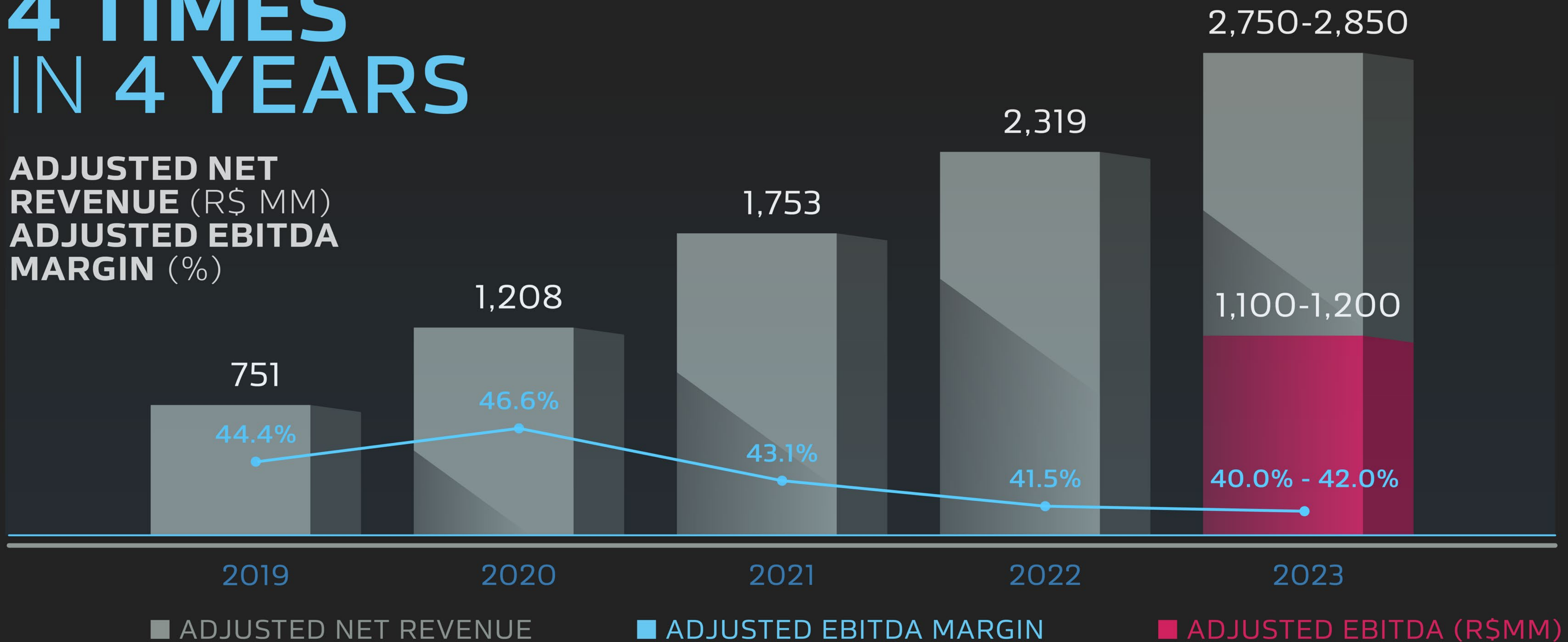
STRONG RESILIENT GROWTH

THIS IS TODAY



4 TIMES IN 4 YEARS

ADJUSTED NET
REVENUE (R\$ MM)
ADJUSTED EBITDA
MARGIN (%)



■ ADJUSTED NET REVENUE

■ ADJUSTED EBITDA MARGIN

■ ADJUSTED EBITDA (R\$MM)

THIS IS TODAY



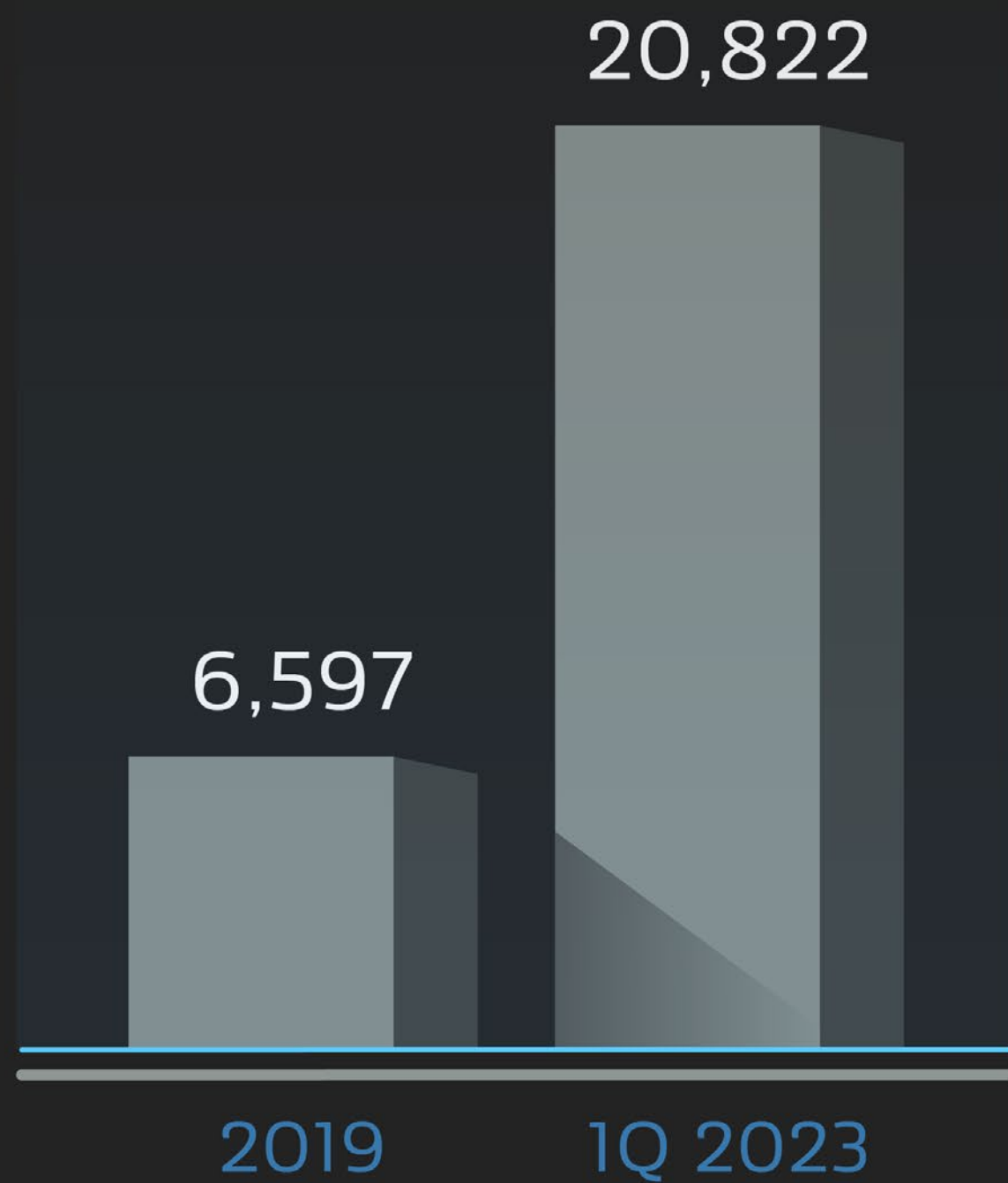
THIS IS TODAY

**UNDERGRAD
CONTINUING EDUCATION
DIGITAL**

**FOCUS ON
MEDICINE**

THIS IS TODAY

MEDICAL STUDENTS



GROSS MARGINS

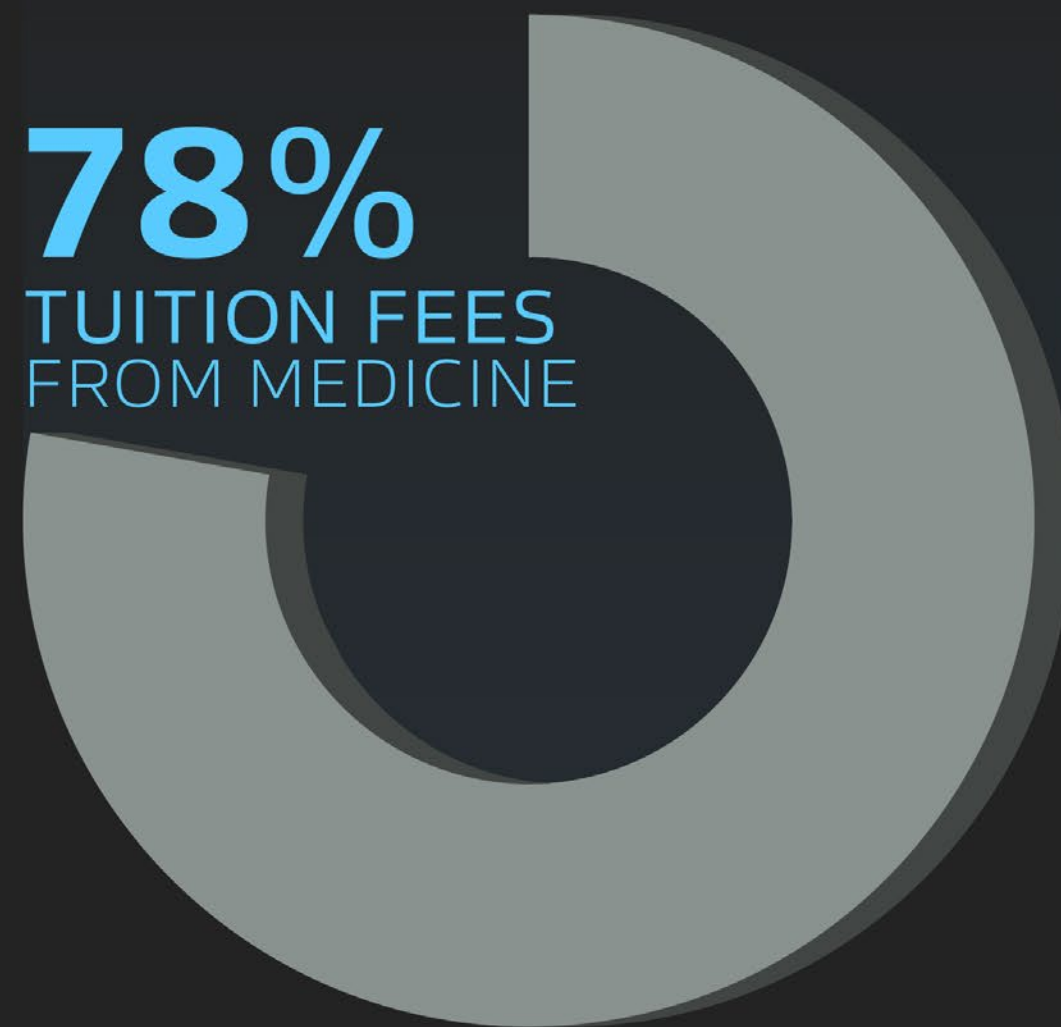


AVERAGE MEDICAL SCHOOL TICKET 2019-2022

+2.5p
AVERAGE
OF IPCA

THIS IS TODAY

UNDERGRAD



HIGHER TICKET
AND MARGINS

LOWER
DSO

FOCUS ON
MEDICINE

HIGH INCOME
STUDENT
PROFILE

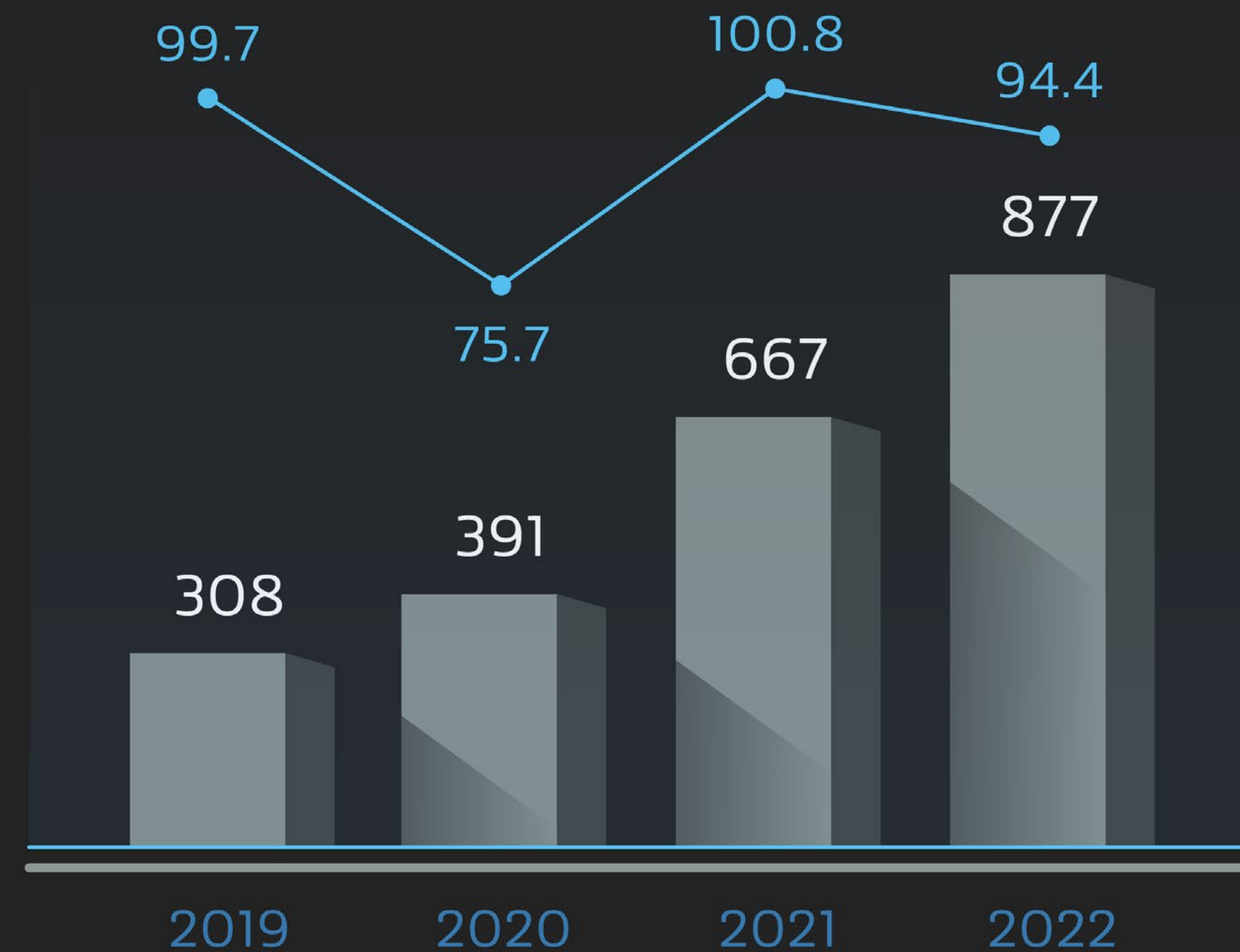
LOWER
ATTRITION
RATE

100% OCCUPANCY

THIS IS TODAY

HIGH PROFITABILITY
WITH **CASH GENERATION**

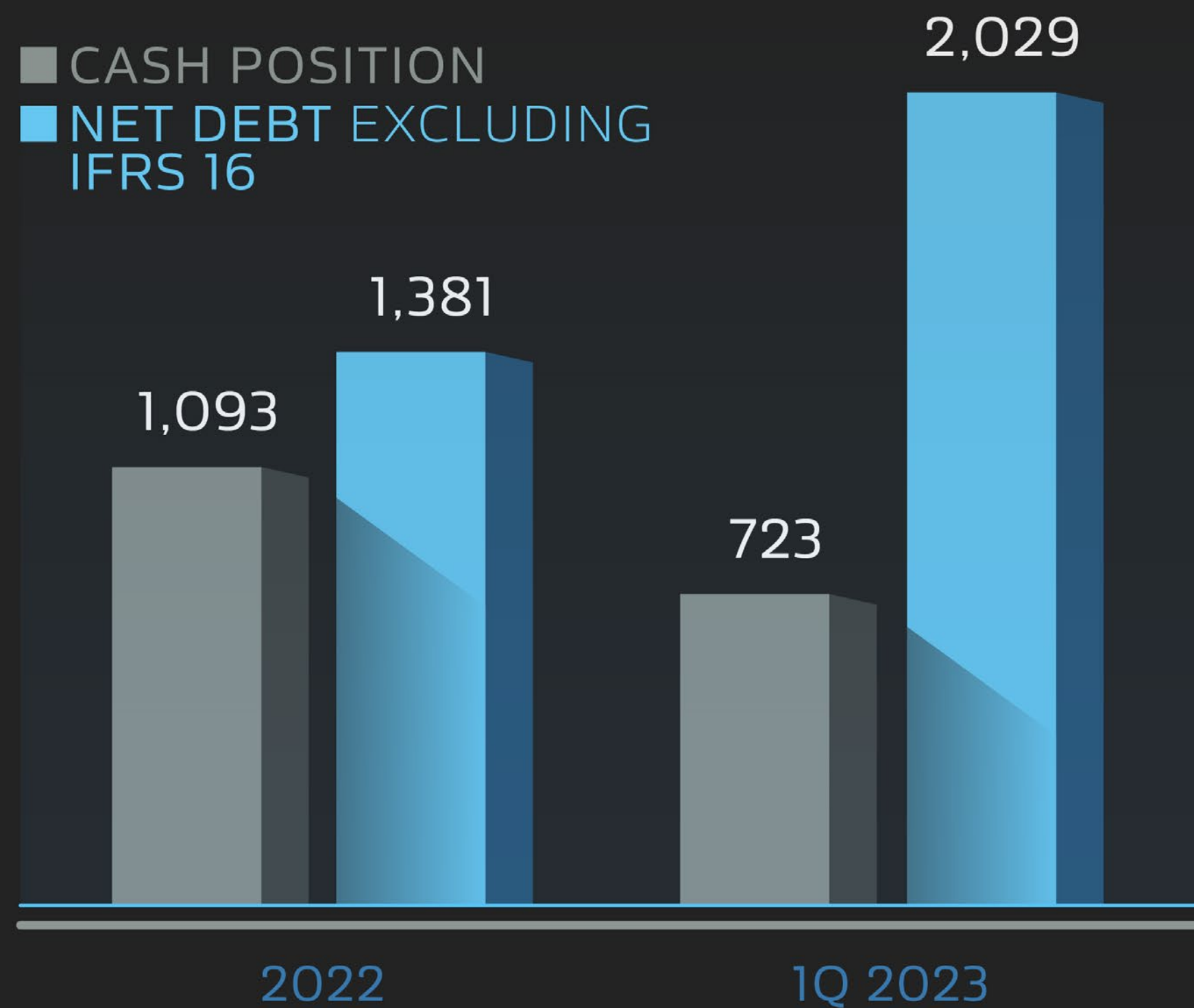
**OPERATING CASH
GENERATION (R\$ MM)**
AND **CASH CONVERSION RATIO (%)**



THIS IS TODAY

CONSERVATIVE LEVERAGE POSITION (R\$ MM)

■ CASH POSITION
■ NET DEBT EXCLUDING IFRS 16



LOW COST OF DEBT

GROSS DEBT
R\$**2,751**MM

DURATION
2.6 YEARS

PER YEAR
12.1%

89%
CDI

THIS IS *Afya*
OUR FUTURE

THIS IS OUR FUTURE

UNDERGRAD

CONTINUING EDUCATION

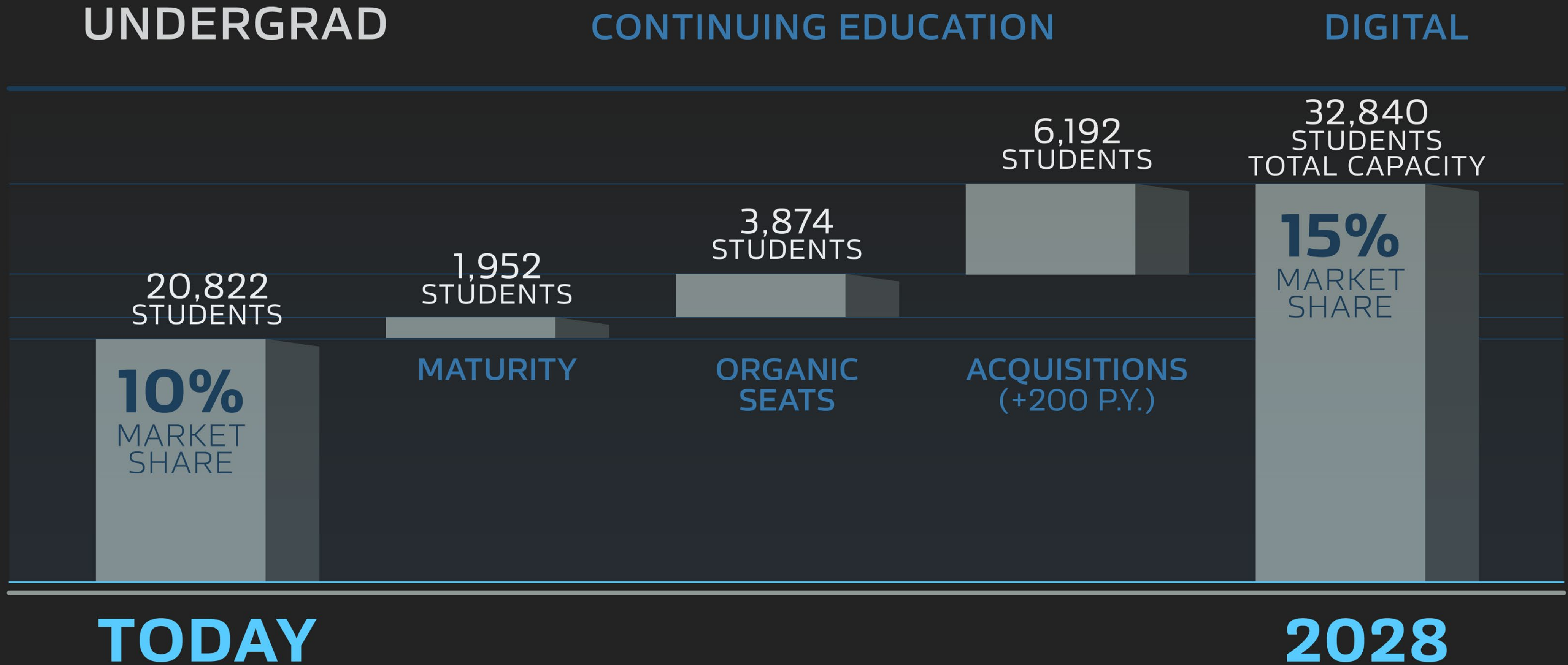
DIGITAL

**ORGANIC AND
INORGANIC
GROWTH**

SCALE

TRANSFORMATION

THIS IS OUR FUTURE



THIS IS OUR FUTURE

UNDERGRAD

CONTINUING EDUCATION

DIGITAL

RECENTLY
ACQUIRED
SCHOOLS

STREAMLINING
DISCOUNTS /
SCHOLARSHIPS

COST AND
EXPENSES
REVIEW

SHARED
SERVICES CENTER
INTEGRATION

INTEGRATED
SCHOOLS

EVALUATE
NON-MEDICAL
COURSES

IMPLEMENTATION
OF AFYA'S
CAREER PLAN

INTEGRATION
INTO AFYA'S
TEACHING MODEL

SYNERGIES EXTRACTION CHRONOLOGY

THIS IS OUR FUTURE

UNDERGRAD

CONTINUING EDUCATION

DIGITAL



2022
(R\$MM)

2023
BUSINESS PLAN AT THE TIME
OF ACQUISITION (R\$MM)

NET REVENUE

338.6

343.2

EBTIDA EX-HOLDING

170.8

169.9

MARGIN

50.4%

49.5%

EV / EBTIDA

-

4.1x

ESTIMATED **IRR** OF **26.4%**

THIS IS OUR FUTURE

UNDERGRAD

CONTINUING EDUCATION

DIGITAL

STRONG TOP LINE **GROWTH**
RAMP UP OF NEW UNITS
+50 NEW COURSES

+12K
STUDENTS
2028

4x
2022 NET
REVENUE
2028

THIS IS OUR FUTURE

UNDERGRAD

CONTINUING EDUCATION

DIGITAL

B2P

INCREASING PENETRATION
AND ENGAGEMENT

B2B

DEVELOPMENT OF
OFFERINGS FOR PHARMA

STRUCTURE SERVICES
THAT WILL BE OFFERED
TO PROVIDERS AND PAYERS

NET REVENUE
2028

R\$ 1.2 BILLION

THIS IS OUR FUTURE

UNDERGRAD

CONTINUING EDUCATION

DIGITAL

ORGANIC AND
INORGANIC
GROWTH

SCALE

TRANSFORMATION

~**2.2X** 2022
NET REVENUE
2028

~**4.0X** 2022
NET REVENUE
2028

~**6.3X** 2022
NET REVENUE
2028

THIS IS *Afya*
OUR PLAN

UNDERGRAD



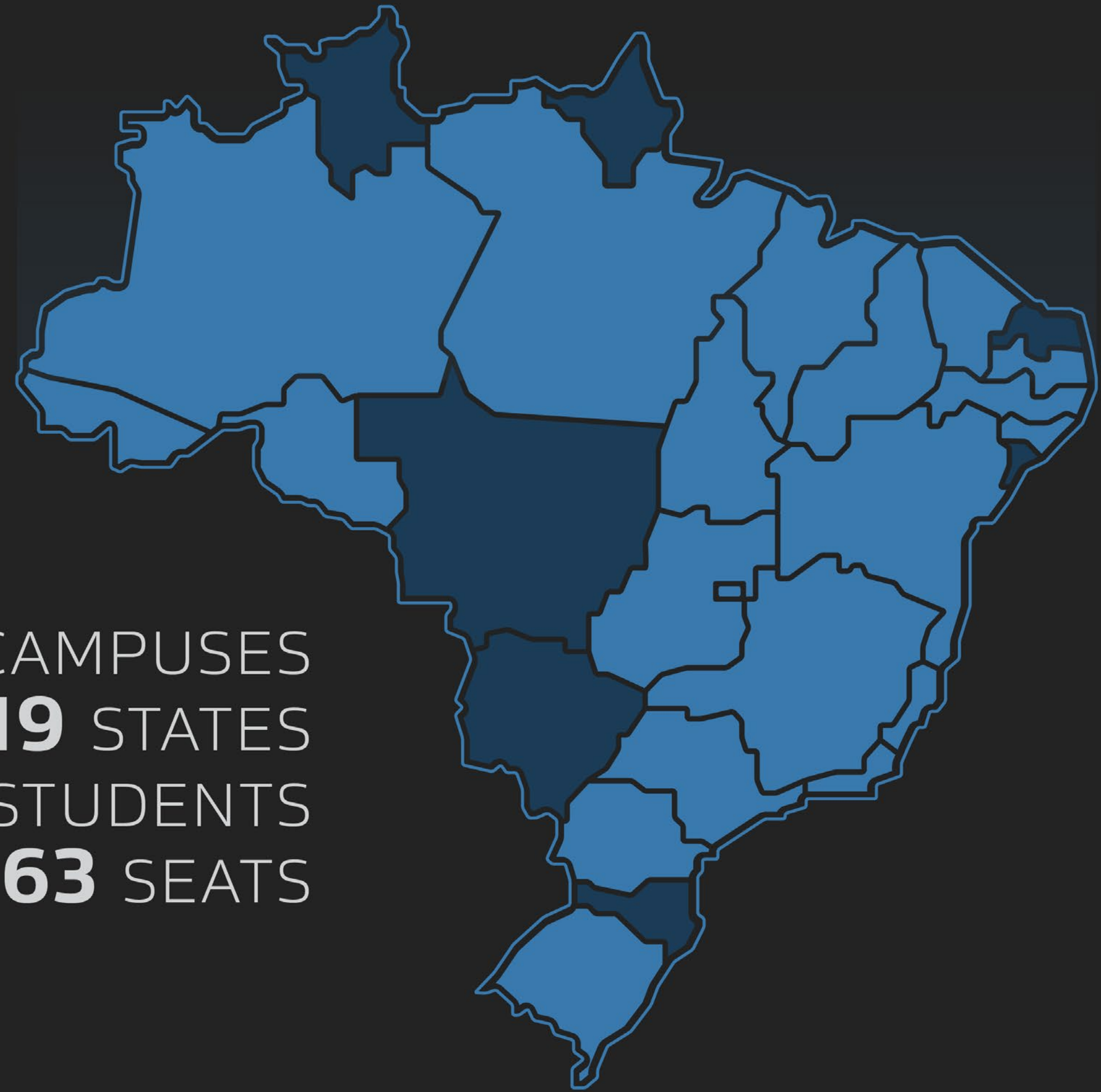
THIS IS OUR PLAN
UNDERGRAD

UNDERGRAD
FOCUS ON
MEDICINE

**THIS IS OUR PLAN
UNDERGRAD**

UNDERGRAD
FOCUS ON
MEDICINE

30 CAMPUSES
19 STATES
20,822 STUDENTS
3,163 SEATS



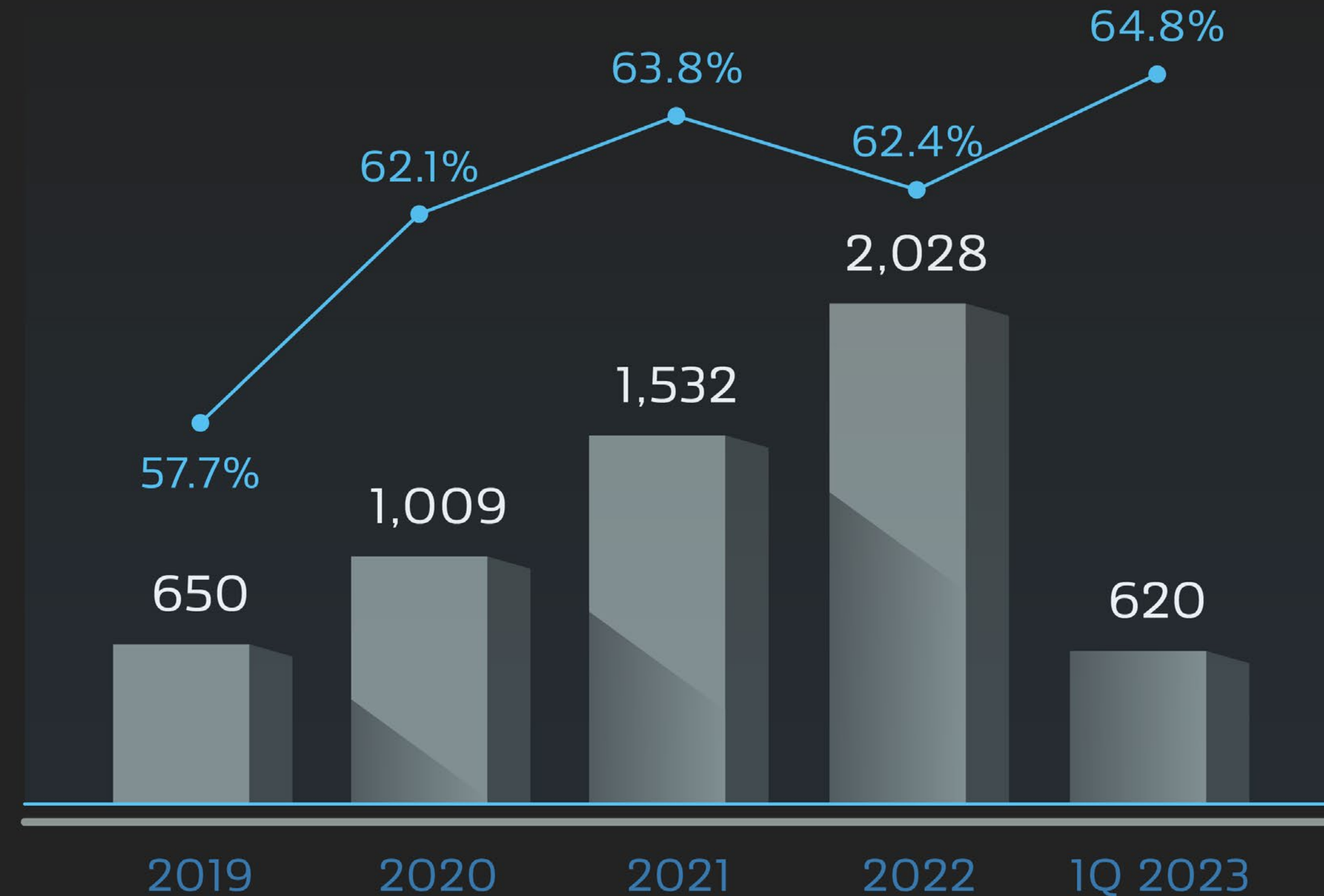
THIS IS OUR PLAN
UNDERGRAD

UNDERGRAD
FOCUS ON
MEDICINE

OUR **GROWTH
ENGINE**

ADJUSTED NET REVENUE ■
GROSS MARGIN ■

ADJUSTED NET REVENUE (R\$ MM)
AND GROSS MARGIN (%)





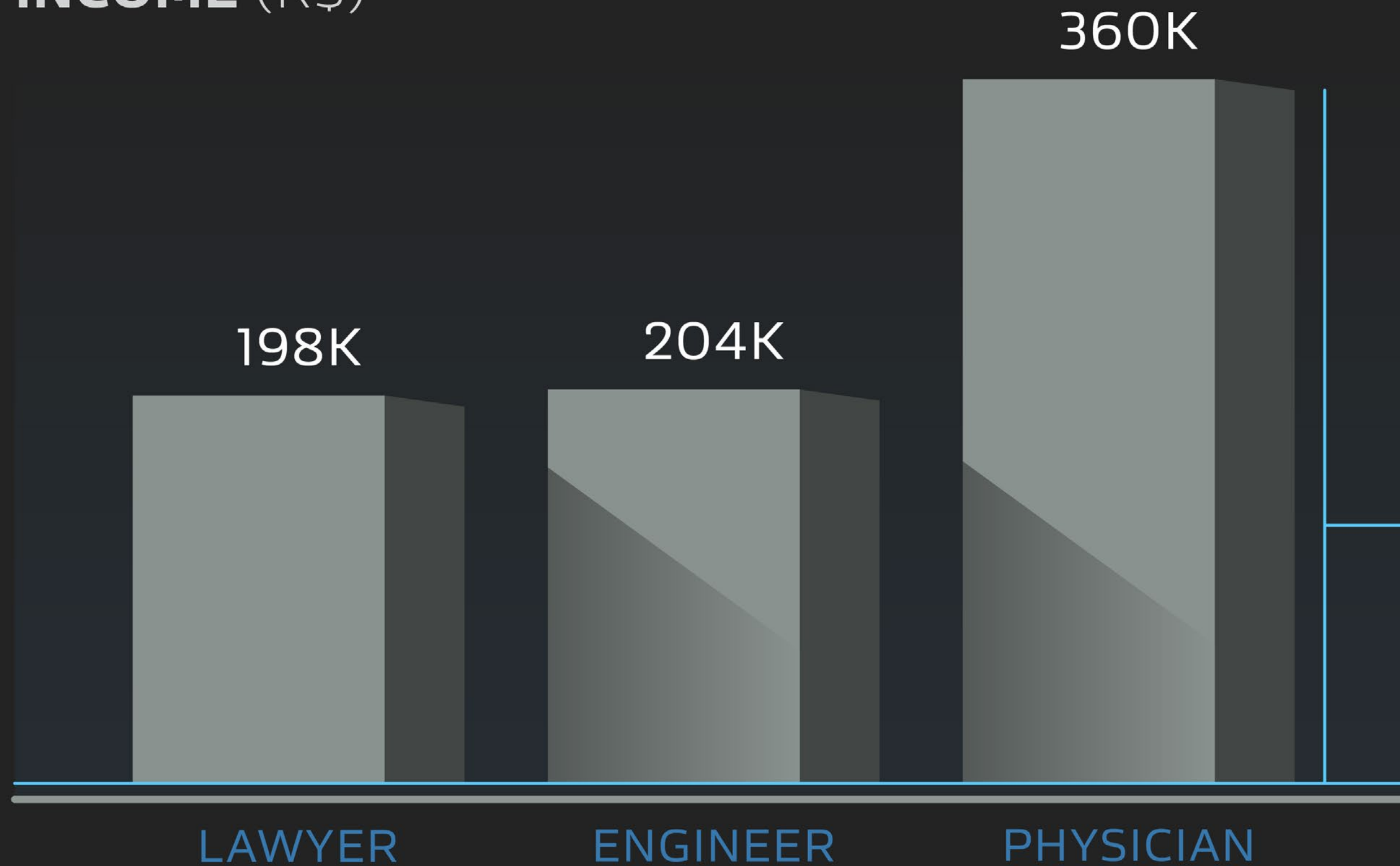
**THIS IS OUR PLAN
UNDERGRAD**

UNDERGRAD
FOCUS ON
MEDICINE

1 **HIGHLY PROFITABLE
CAREER**

THIS IS OUR PLAN
UNDERGRAD

AVERAGE YEARLY
INCOME (R\$)



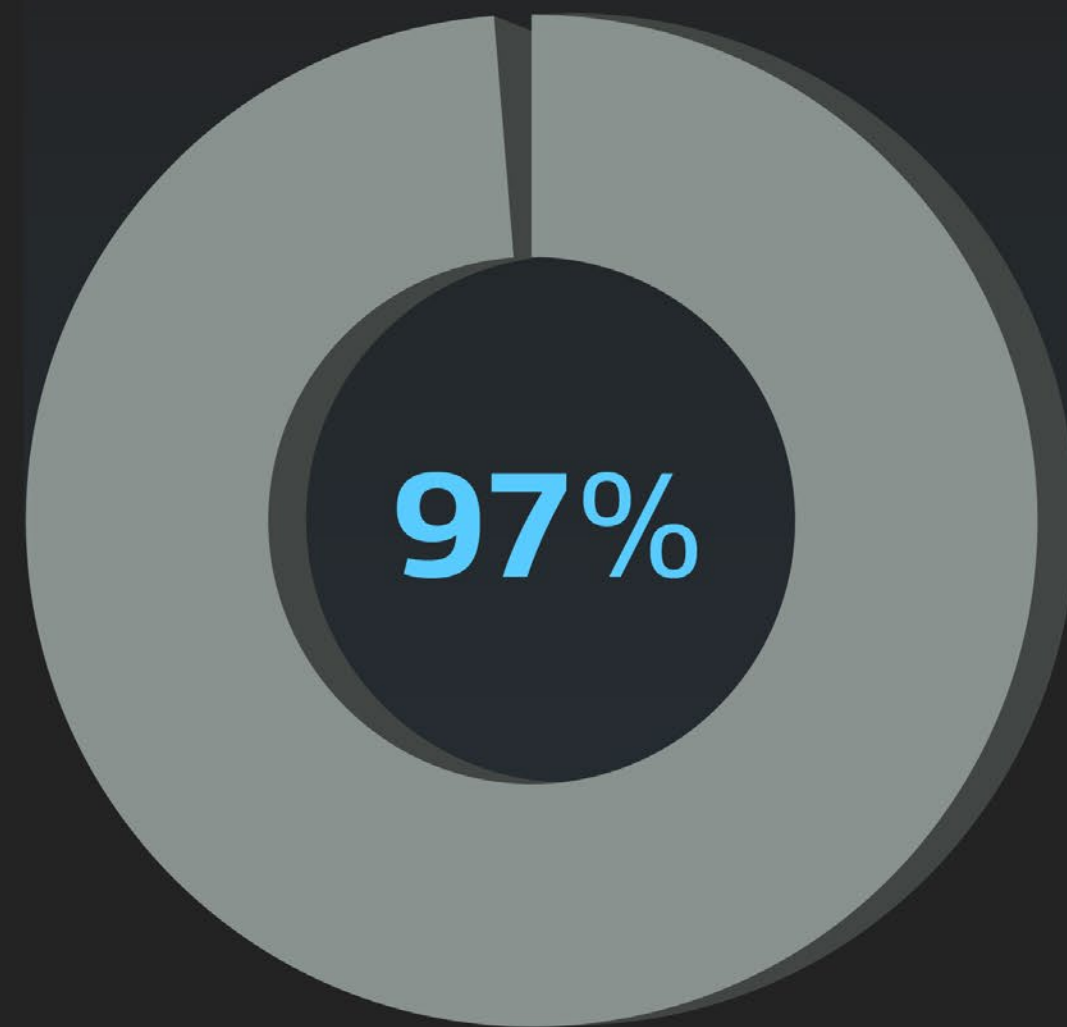
1%
TOP

SOURCE: MINISTÉRIO DO TRABALHO
E PREVIDÊNCIA / RELAÇÃO ANUAL
DE INFORMAÇÕES SOCIAIS - RAIS,
PNAD-C 2021

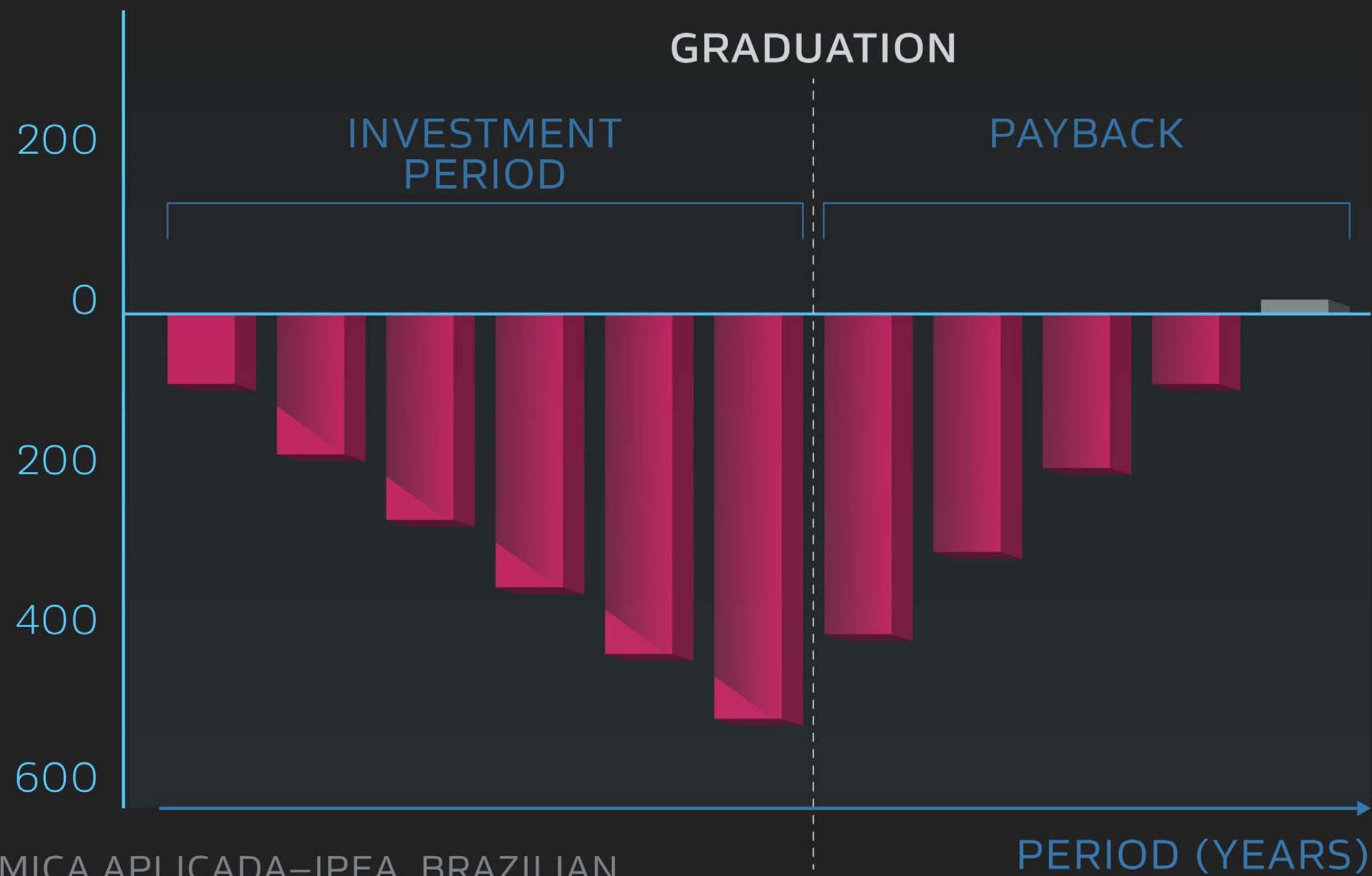
SOURCE: SCHEFFER M. ET AL, DEMOGRAFIA MÉDICA 2023 (DADOS REFERENTES A 2020)

THIS IS OUR PLAN
UNDERGRAD

OCCUPATION RATE FOR
MEDICAL DEGREE (%)



CUMULATIVE INCOME FOR
MEDICAL STUDENT (R\$ '000)



SOURCE: INSTITUTO DE PESQUISA ECONÔMICA APLICADA–IPEA, BRAZILIAN MINISTRY OF LABOR, CAGED, ESOCIAL, EMPREGADOR WEB, THIRD-PARTY CONSULTING FIRM ANALYSIS



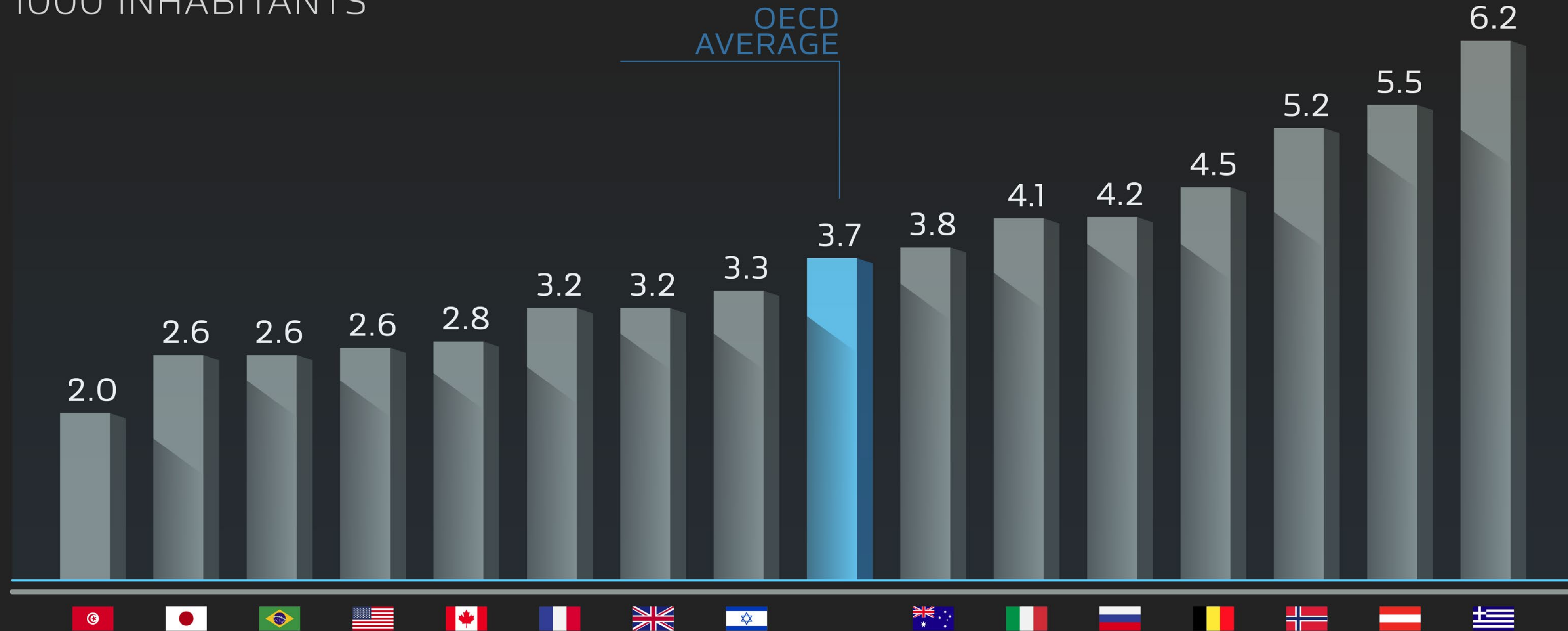
THIS IS OUR PLAN
UNDERGRAD

UNDERGRAD
FOCUS ON
MEDICINE

-
- 1** HIGHLY PROFITABLE CAREER
 - 2** CONSTANT DEMAND GROWTH

THIS IS OUR PLAN
UNDERGRAD

PHYSICIANS /
1000 INHABITANTS

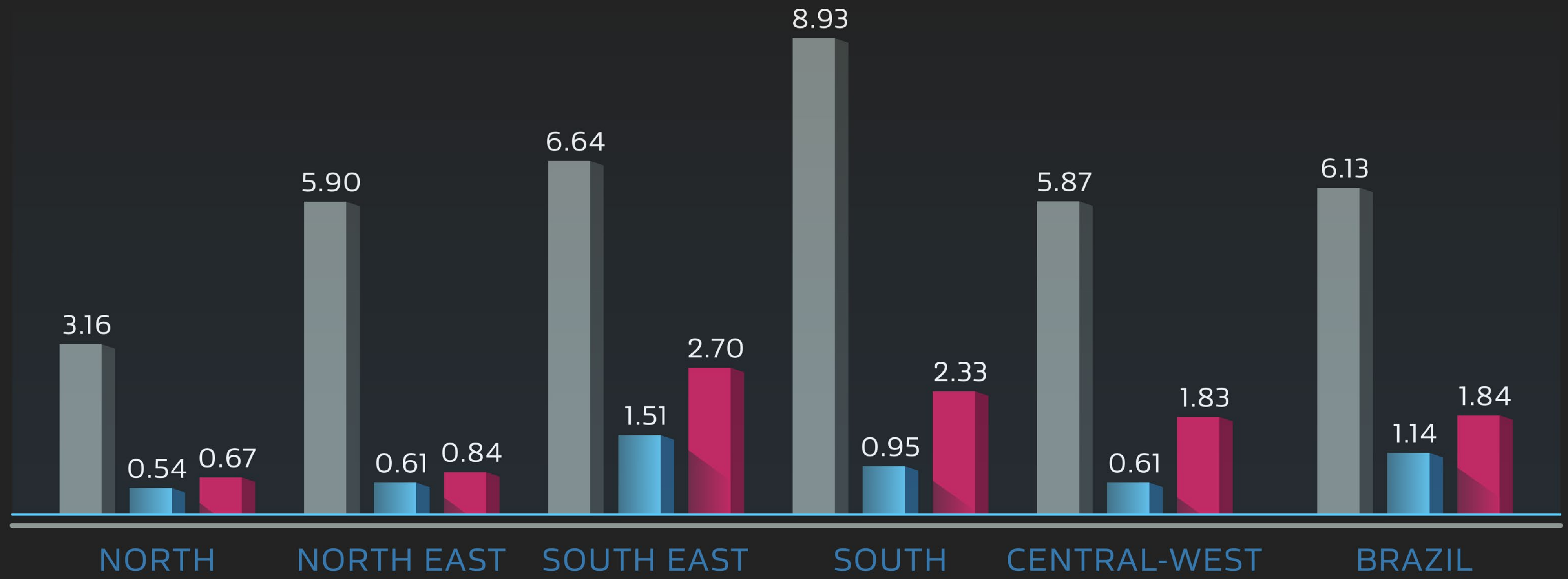


FONTE: OCDE 2022

THIS IS OUR PLAN
UNDERGRAD

PHYSICIANS /
1000 INHABITANTS

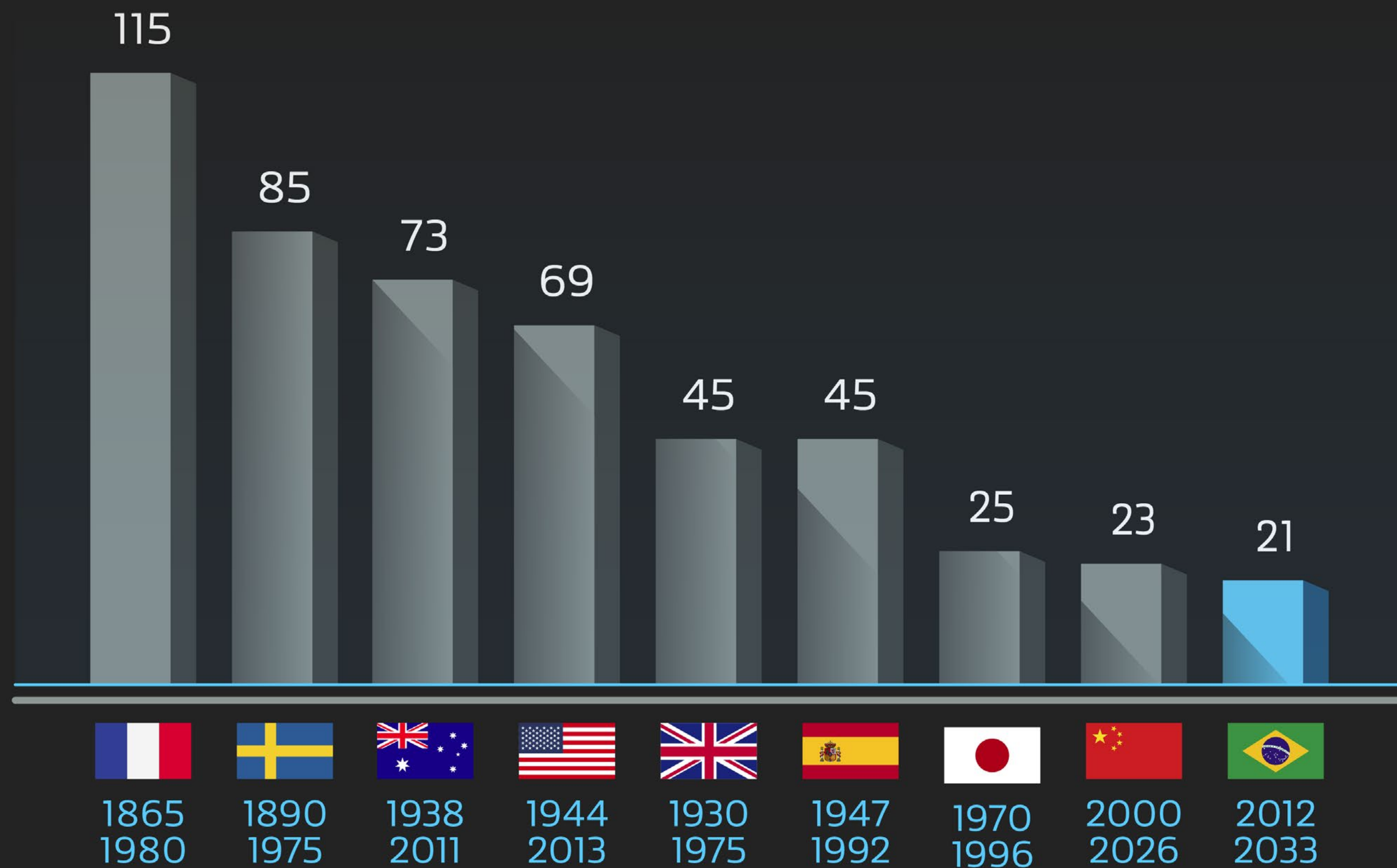
CAPITAL ■
METROPOLITAN AREA ■
UPSTATE TOWNS ■



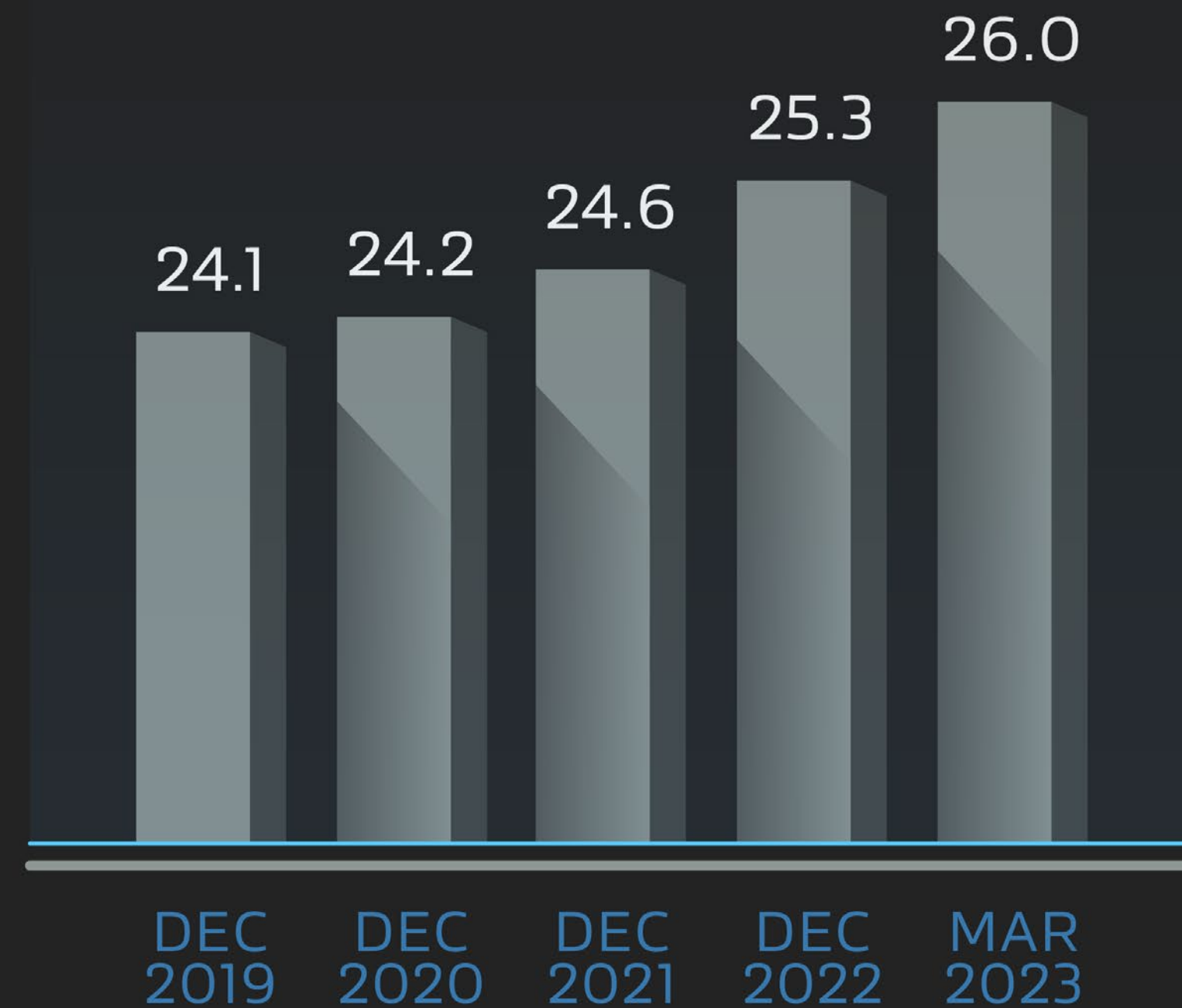
SOURCE: DEMOGRAFIA MÉDICA 2023

THIS IS OUR PLAN
UNDERGRAD

YEARS FOR ELDERLY POPULATION (65+)
TO INCREASE FROM 7% TO 14%

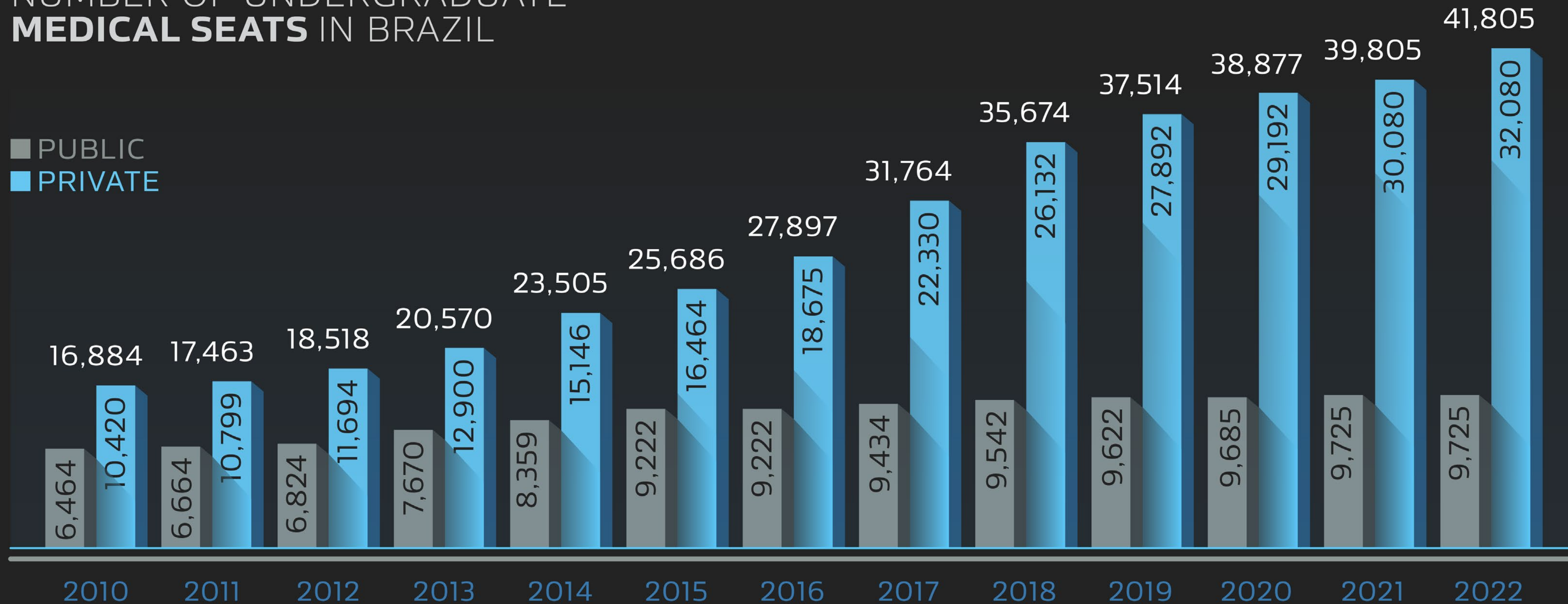


BENEFICIARIES OF PRIVATE
HEALTH INSURANCE PLANS
(% OF POPULATION)



THIS IS OUR PLAN UNDERGRAD

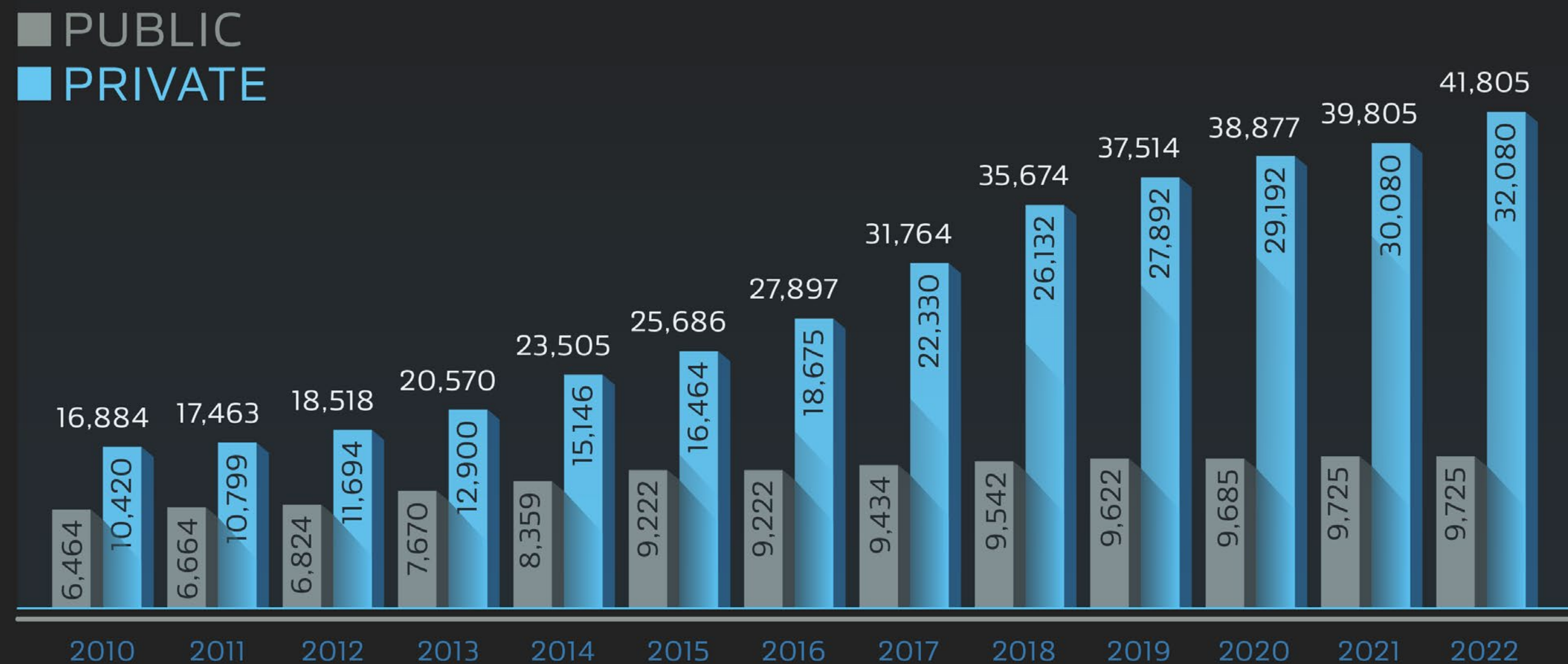
NUMBER OF UNDERGRADUATE MEDICAL SEATS IN BRAZIL



SOURCE: SCHEFFER M. ET AL, DEMOGRAFIA MÉDICA NO BRASIL 2023

THIS IS OUR PLAN UNDERGRAD

NUMBER OF UNDERGRADUATE MEDICAL SEATS IN BRAZIL



"MAIS MÉDICOS"
FOCUSES ON AREAS
WITH A SHORTAGE
OF DOCTORS

CONCERN FOR
THE QUALITY
OF PHYSICIANS

SOURCE: SCHEFFER M. ET AL, DEMOGRAFIA MÉDICA NO BRASIL 2023

**THIS IS OUR PLAN
UNDERGRAD**

UNDERGRAD
FOCUS ON
MEDICINE

1 **HIGHLY PROFITABLE
CAREER**

2 **CONSTANT DEMAND
GROWTH**

3 **AFYA LEVEL
OF EXCELLENCY**



CLICK HERE
TO SEE THE
NEXT VIDEO





**THIS IS OUR PLAN
UNDERGRAD**

**INTEGRATED AND
MODULAR CURRICULUM**

**INTENSE IMMERSION
IN MEDICAL PRACTICE**

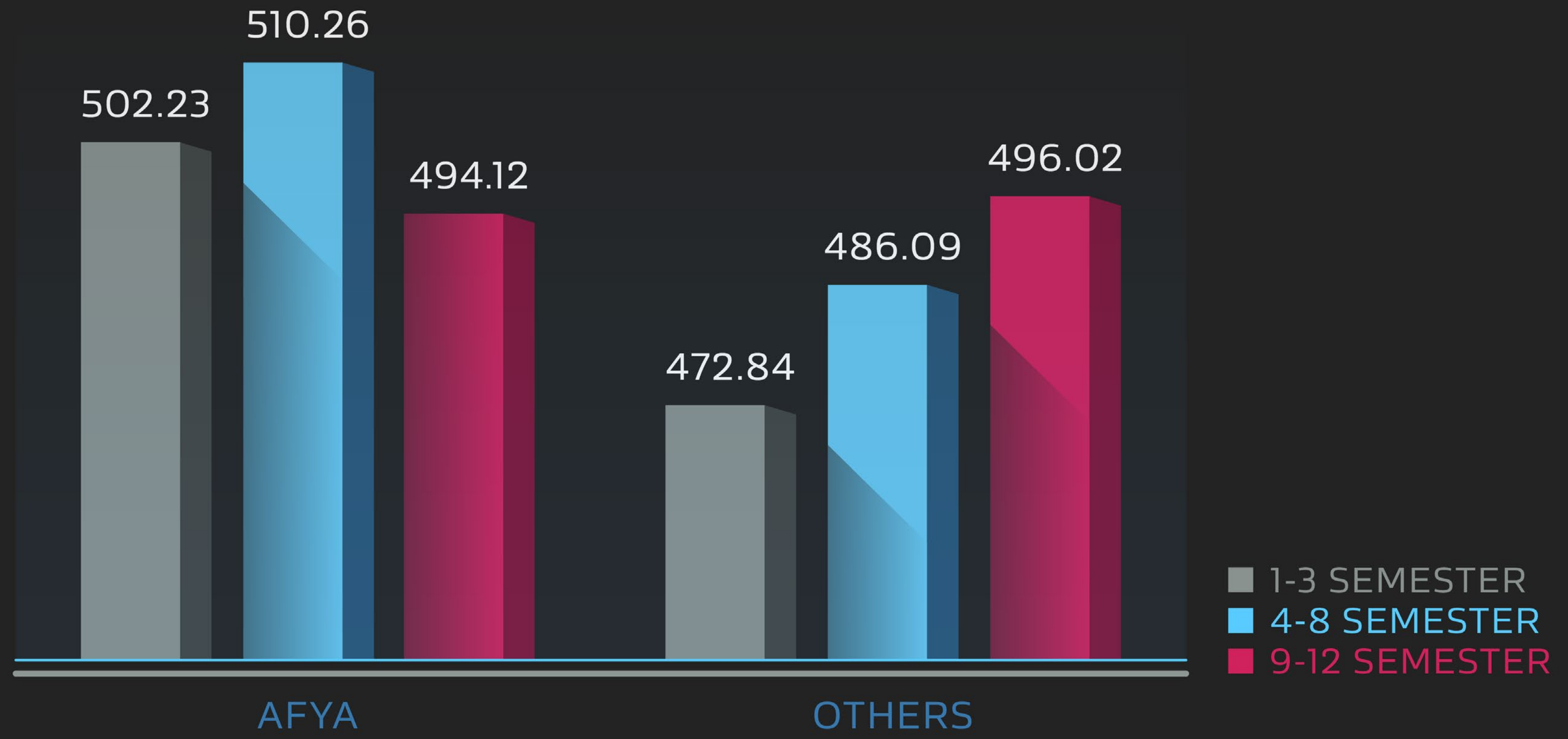
**INCORPORATION OF
THE MOST MODERN TICS**

**MEDICAL INTERNSHIP
WITH EXCLUSIVE MODEL**

**INTEGRATION BETWEEN
EXTENSION, RESEARCH,
TEACHING AND INNOVATION**

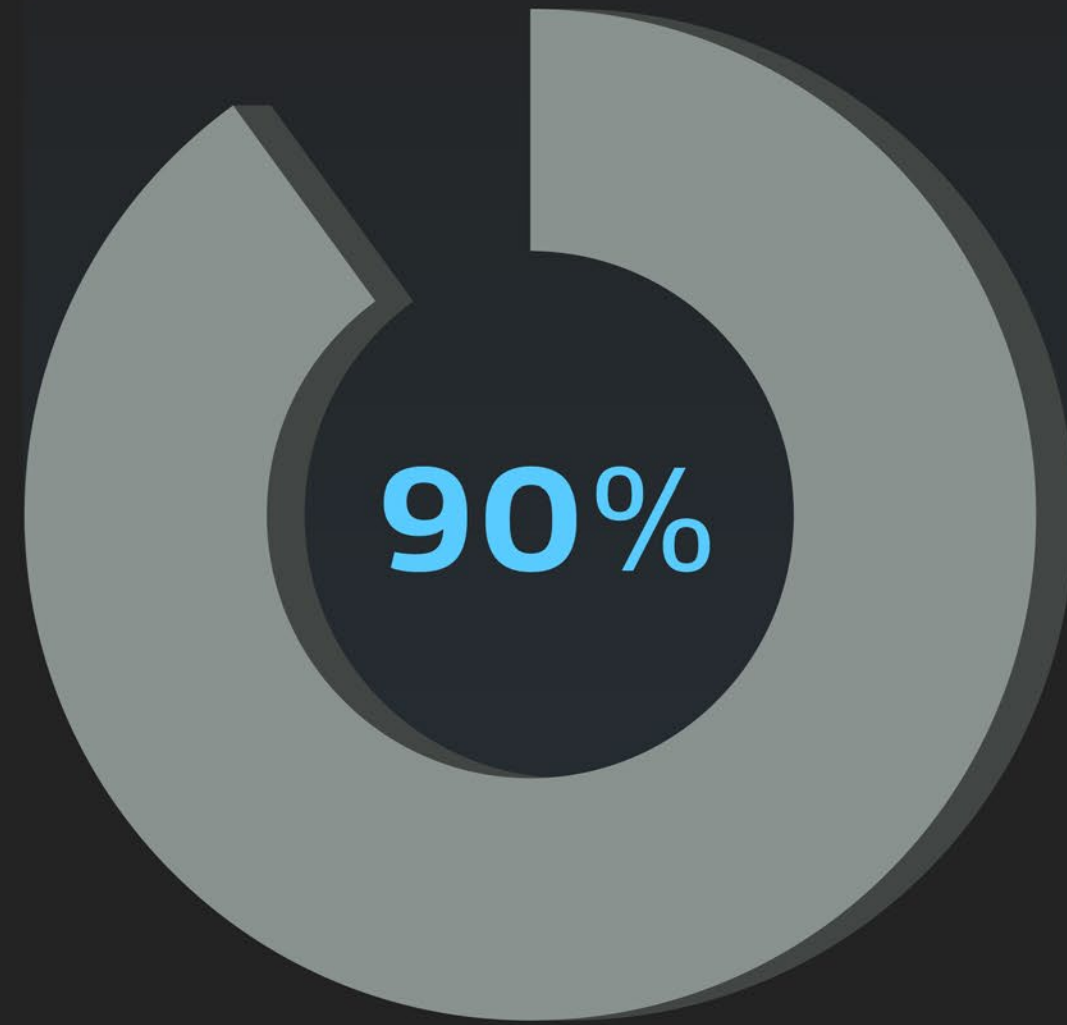
THIS IS OUR PLAN
UNDERGRAD

AFYA CURRICULUM VS OTHERS (AVERAGE SCORE)



THIS IS OUR PLAN
UNDERGRAD

COURSE **CONCEPT**



OF AFYA'S MEDICAL SCHOOLS
HAVE **4 OR 5 COURSE CONCEPTS**
(AVERAGE FROM 3.9 TO 4.2)

THIS IS OUR PLAN
UNDERGRAD

100%
OCCUPATION

R\$ 10K
AVERAGE TICKET

1 SEAT

7 CANDIDATES

2.5% HIGHER THAN
INFLATION RATE

**THIS IS OUR PLAN
UNDERGRAD**

UNDERGRAD
FOCUS ON
MEDICINE

1 **HIGHLY PROFITABLE
CAREER**

2 **CONSTANT DEMAND
GROWTH**

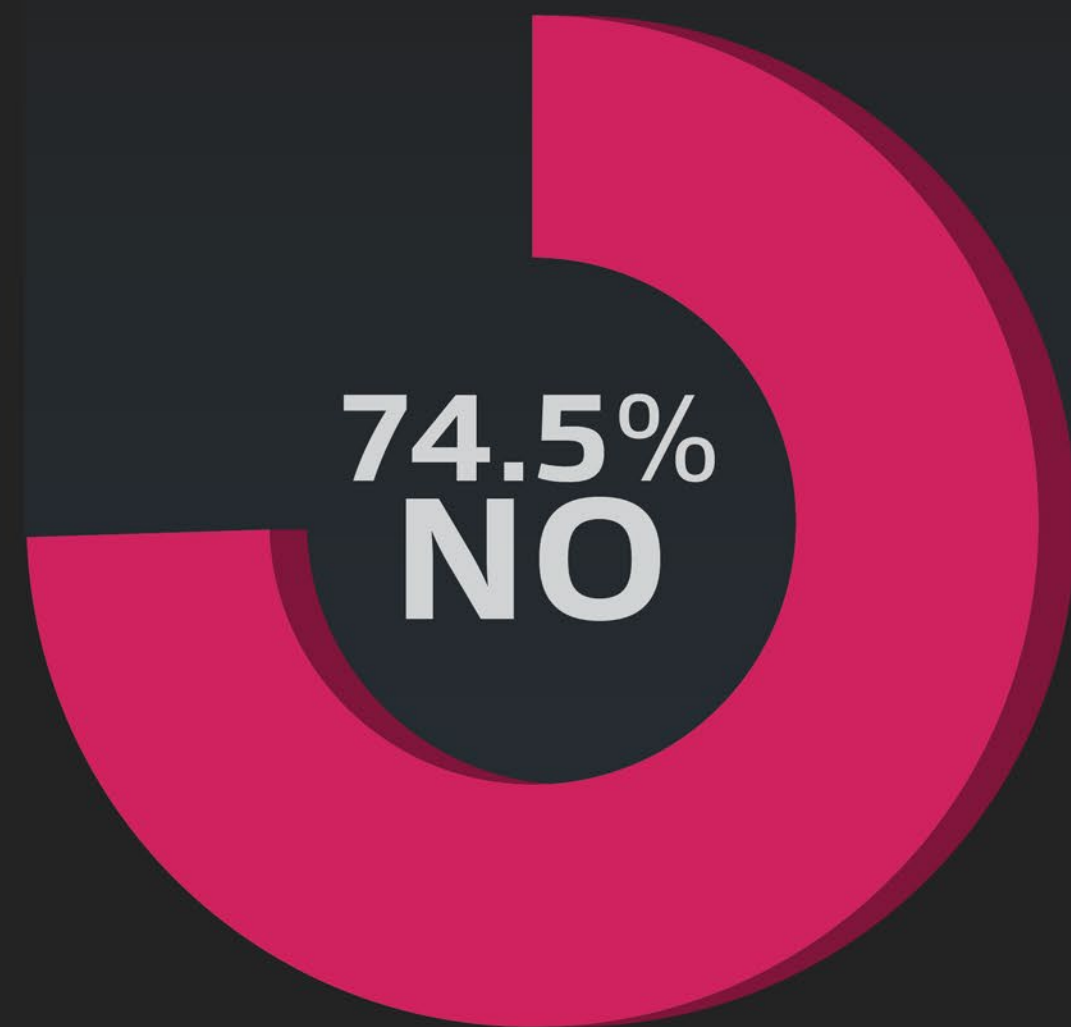
3 **AFYA LEVEL
OF EXCELLENCY**

THIS IS *Afya*
OUR PLAN

CONTINUING EDUCATION

THIS IS OUR PLAN
CONTINUING EDUCATION

DO YOU CONSIDER
YOUR INCOME TO
BE FAIR?



A SPECIALIST EARNS
ON AVERAGE

39%

MORE THAN
A GENERALIST

96.5%

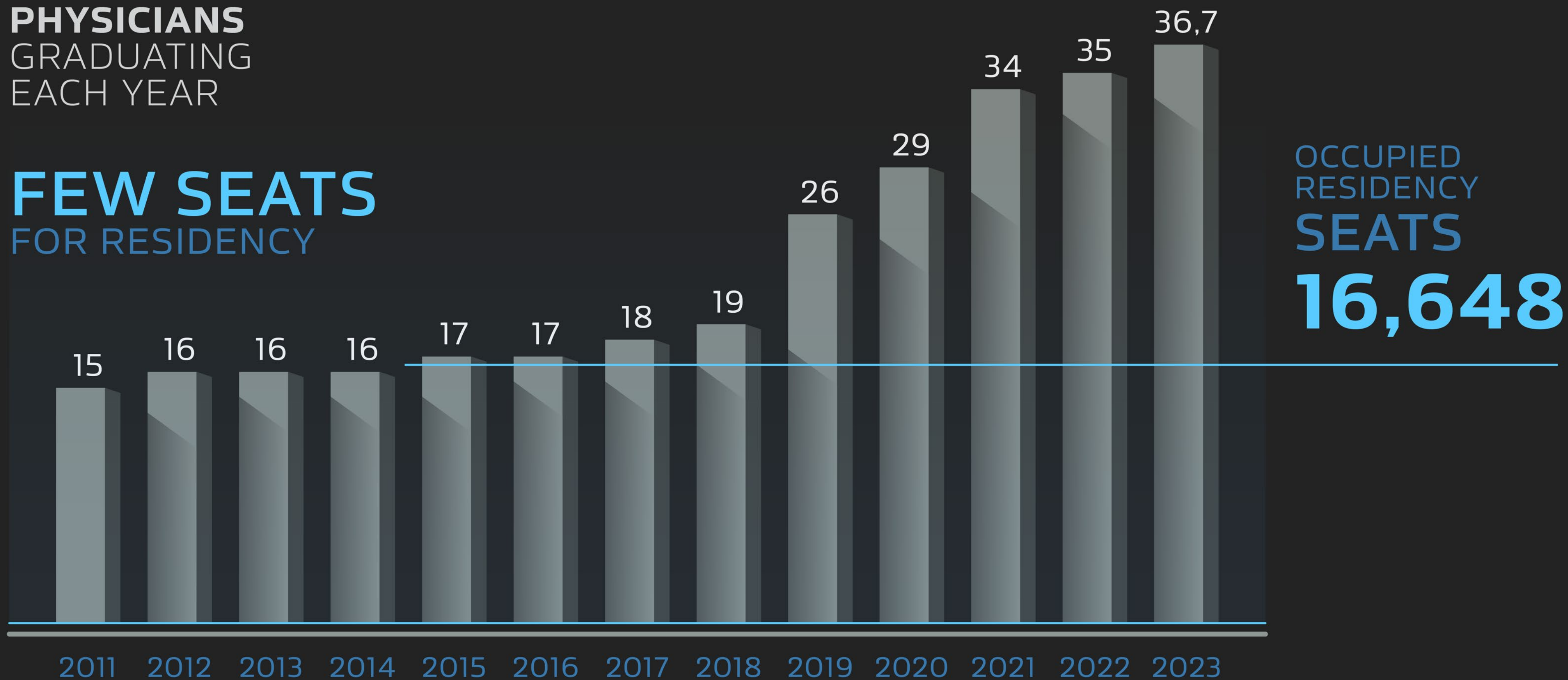
OF GENERALIST
PRACTITIONERS
THINK ABOUT
SPECIALIZING

SOURCE: AFYA RESEARCH CENTER 2022

**THIS IS OUR PLAN
CONTINUING EDUCATION**

**PHYSICIANS
GRADUATING
EACH YEAR**

**FEW SEATS
FOR RESIDENCY**



THIS IS OUR PLAN
CONTINUING EDUCATION

FEW SEATS FOR RESIDENCY

SPECIALISTS

60% ▶ 60% ▶ **40%**

GENERALISTS

40% ▶ 40% ▶ **60%**
2020 2022 2024

THIS IS OUR PLAN
CONTINUING EDUCATION

KNOWLEDGE & PRACTICE

FOLLOW-UP BY EXPERIENCED DOCTORS

TRANSDISCIPLINARY CLASSES

REAL AND SIMULATED HANDS-ON EXPERIENCES

INTERACTIVE CLASSES

PREMIUM SERVICE STRUCTURE

COURSES UPDATED TO MEET MARKET DEMANDS

DIGITAL LEARNING EXPERIENCE

THIS IS OUR PLAN
CONTINUING EDUCATION

2 YEARS OF
POST-GRADUATION

84HRS DEDICATED TO
COSMETIC DERMATOLOGY



237HRS OF
OUTPATIENT PRACTICE

192 REAL
PATIENTS

DERMATOLOGY

THIS IS OUR PLAN
CONTINUING EDUCATION

RECOGNITION

REFERRAL PROGRAMS

5%

2020

45%

2022

NPS

-4

2019

70

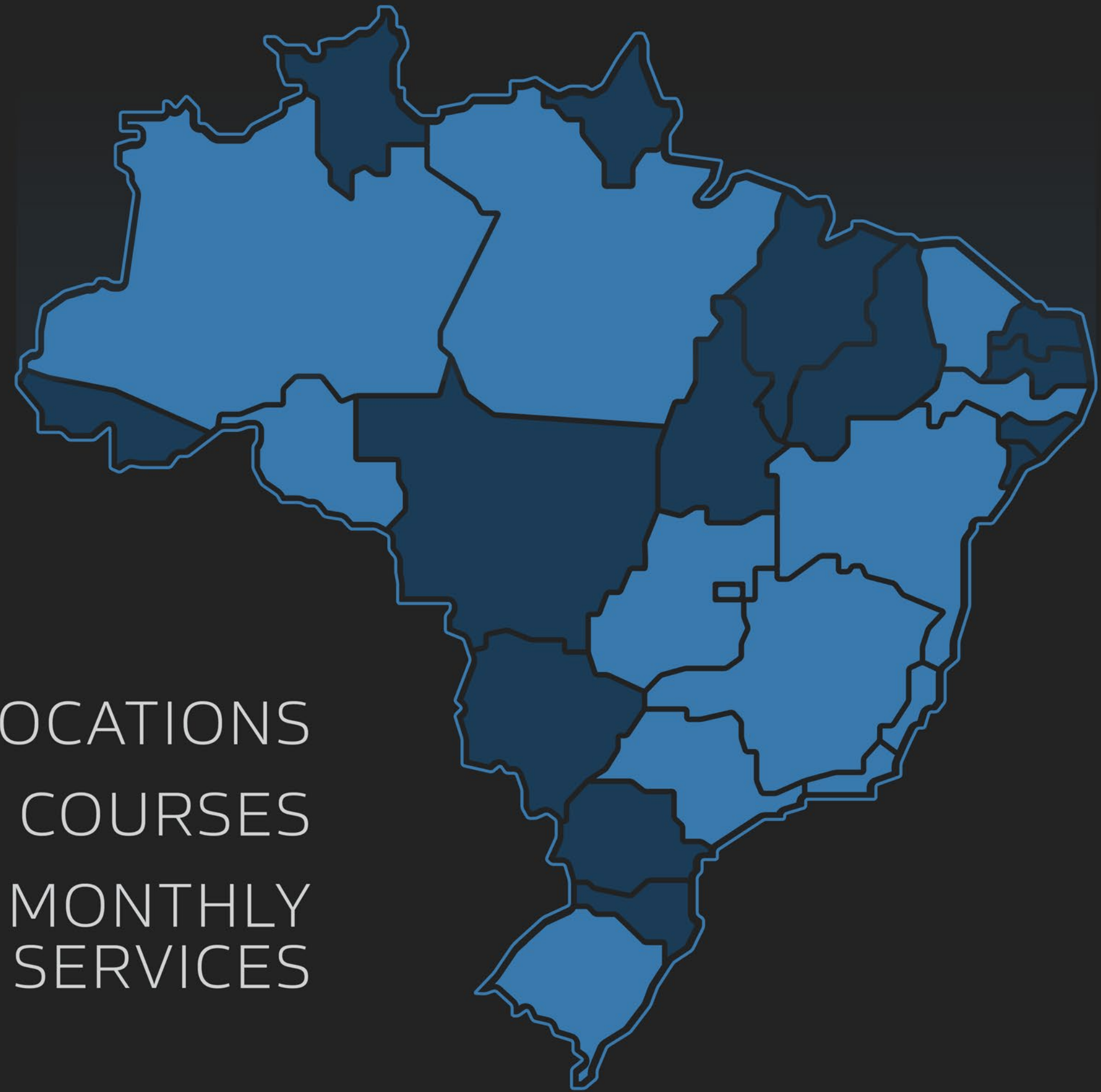
2022

SOURCE: SALES FORCE

THIS IS OUR PLAN
CONTINUING EDUCATION

WITHOUT
COMPROMISING
ON **QUALITY**

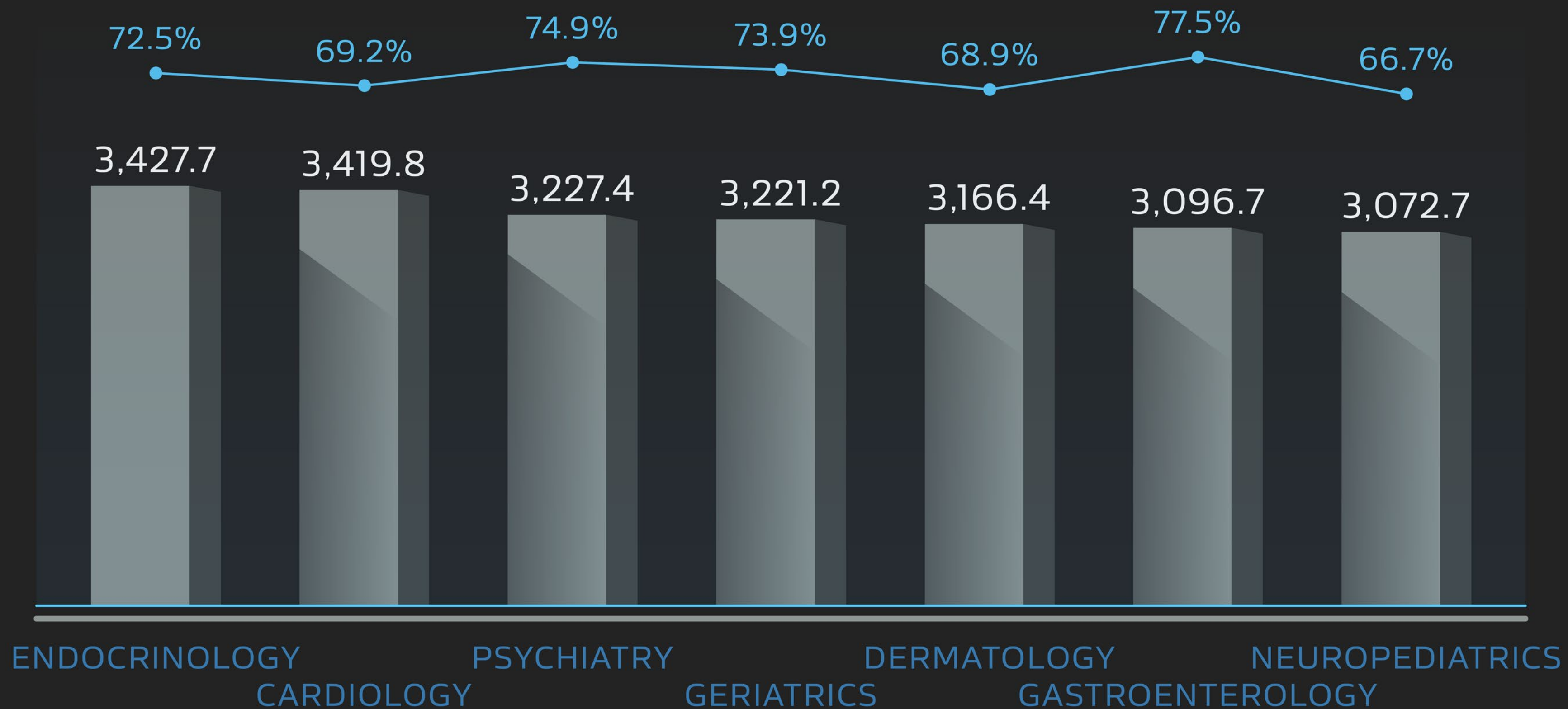
15 LOCATIONS
+70 COURSES
+ 3K FREE MONTHLY
HEALTHCARE SERVICES



THIS IS OUR PLAN
CONTINUING EDUCATION

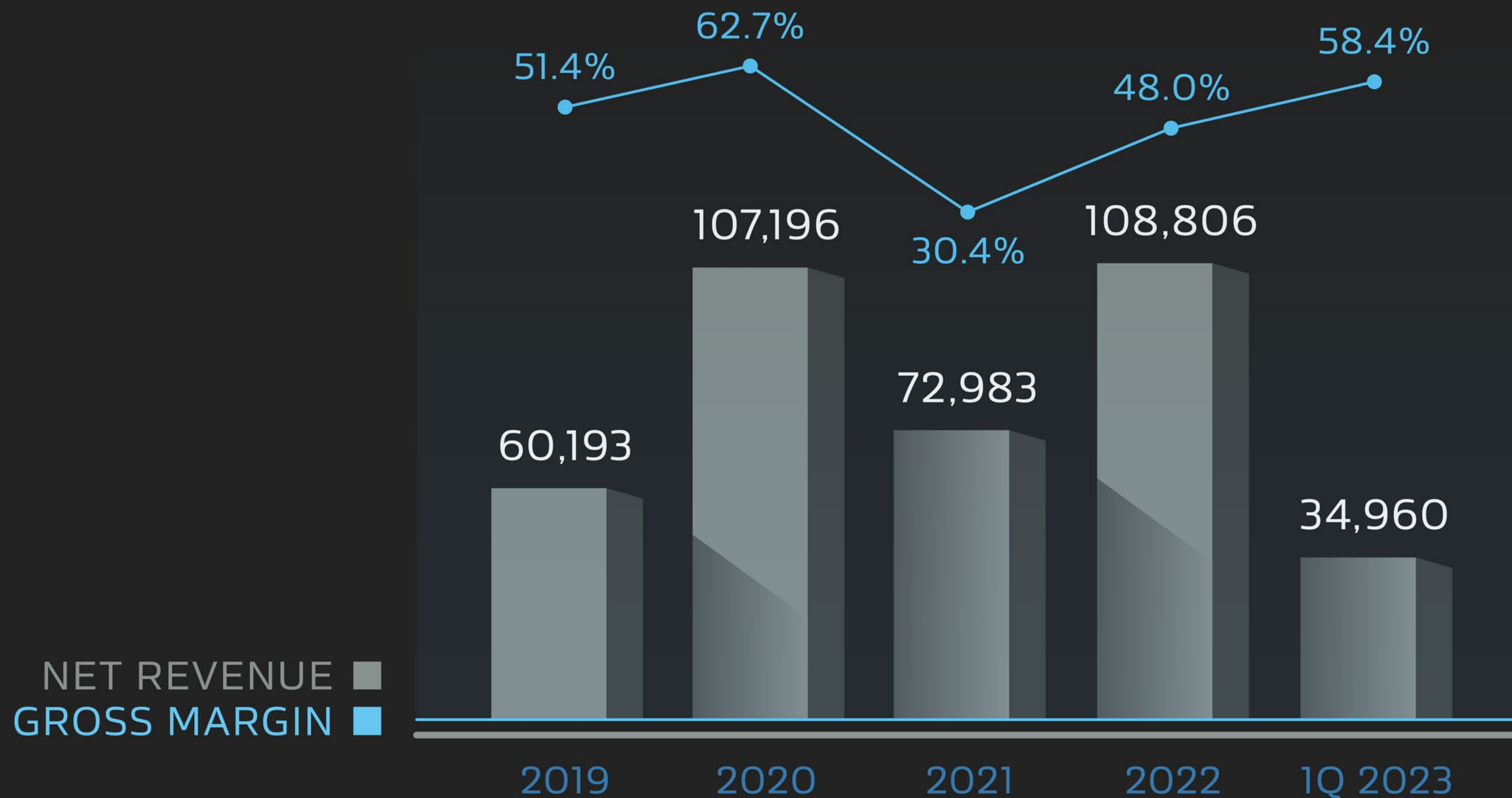
MONTHLY AVERAGE TICKET OF THE MAIN COURSES

■ AVERAGE TICKET
■ CONTRIBUTION MARGIN



THIS IS OUR PLAN
CONTINUING EDUCATION

NET REVENUE (R\$ M)
AND GROSS MARGIN (%)



CLICK HERE
TO SEE THE
NEXT VIDEO



THIS IS
OUR PLAN

DIGITAL

THIS IS OUR PLAN
DIGITAL

AFYA DIGITAL
HEALTH
FLYWHEEL



THIS IS OUR PLAN
DIGITAL

PHYSICIAN - PATIENT RELATIONSHIP



**COMMUNITY
OF PHYSICIANS**



DIGITAL PRESCRIPTION



TELEMEDICINE



CONTINUOUS MEDICAL EDUCATION



CLINICAL DECISION SUPPORT



PRACTICE MANAGEMENT TOOLS

THIS IS OUR PLAN
DIGITAL

Afya EDUCAÇÃO MÉDICA

Afya PAPERS

MEDCEL | Afya

MEDICAL HARBOUR

cliquefarma

glic

AgendarConsulta.com
powered by iClinic



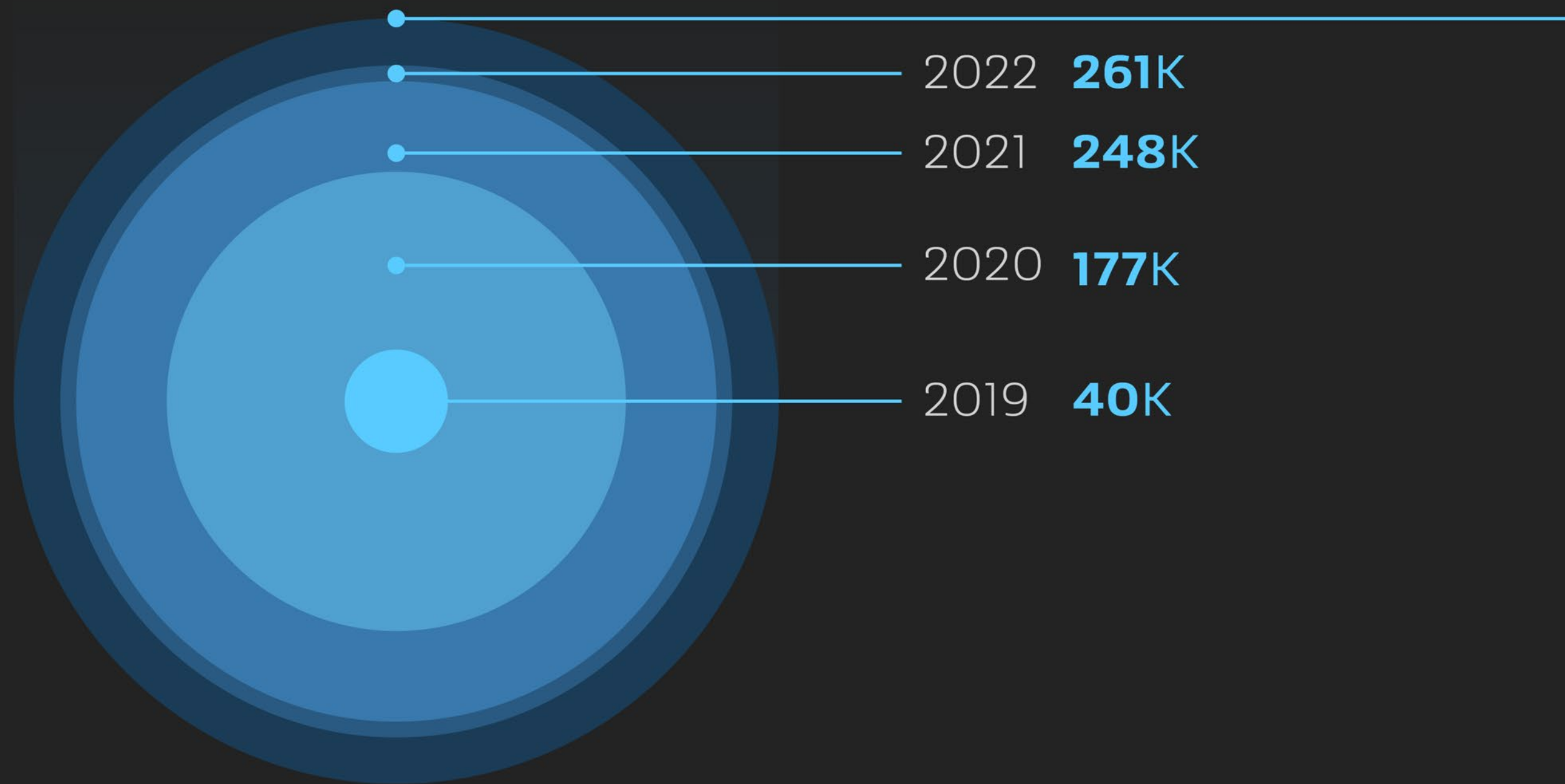
Afya WHITEBOOK

Afya ICLINIC
DIGITAL PRESCRIPTION

Afya ICLINIC RX PRO
EMR & PRACTICE MANAGEMENT TOOLS

Afya ICLINIC
TELEMEDICINE

THIS IS OUR PLAN
DIGITAL



COMMUNITY
OF PHYSICIANS

ACTIVE USERS / MONTH

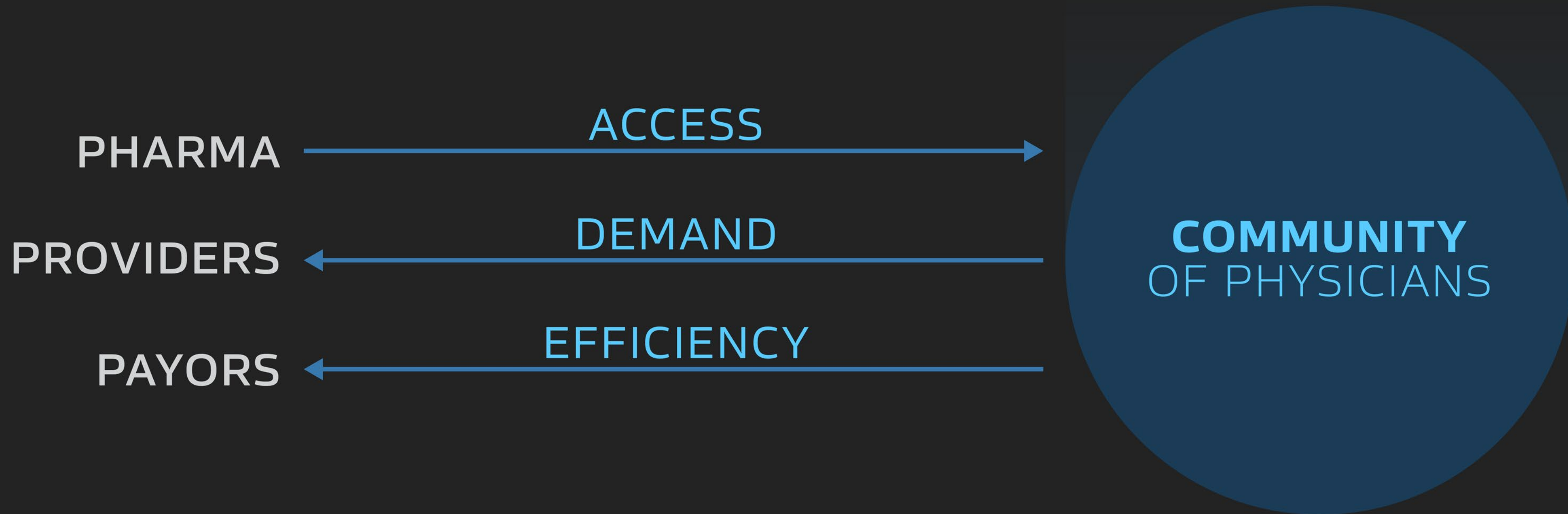
295K

Q1 2023

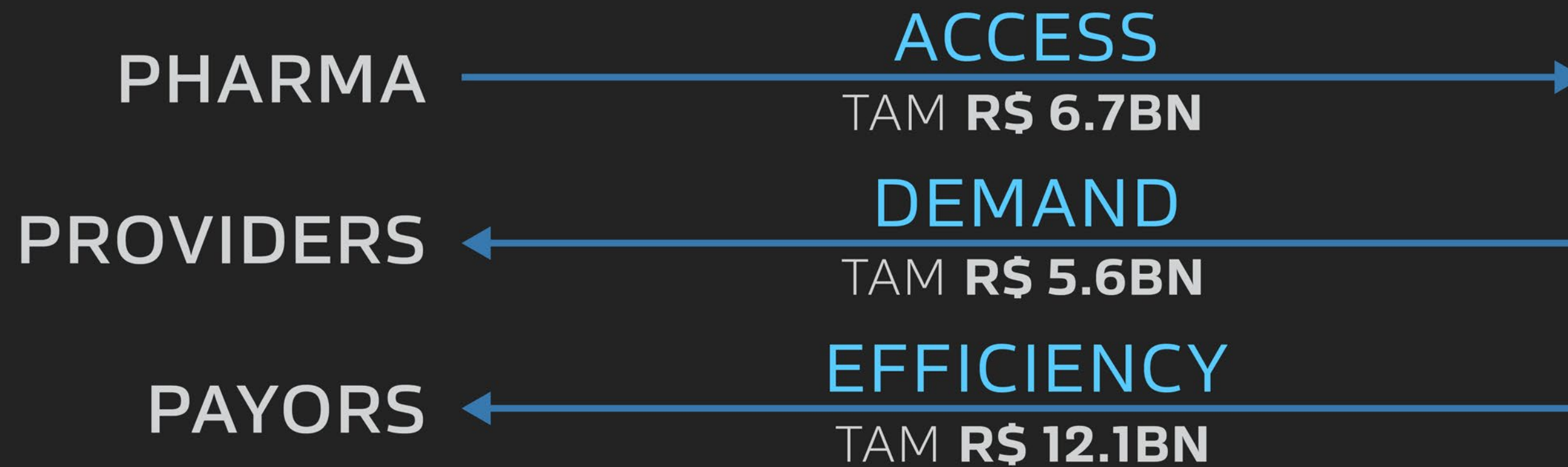
ACTIVE PAYERS

218K

THIS IS OUR PLAN
DIGITAL



THIS IS OUR PLAN
DIGITAL



24.4 BN
TAM (R\$)



THIS IS OUR PLAN
DIGITAL

PHARMA

MEDICAL
EDUCATION

MARKETING

E-DETAILING

INSIGHTS

HOW
WE ARE
**HELPING
PHARMA**

+100
CONTRACTS

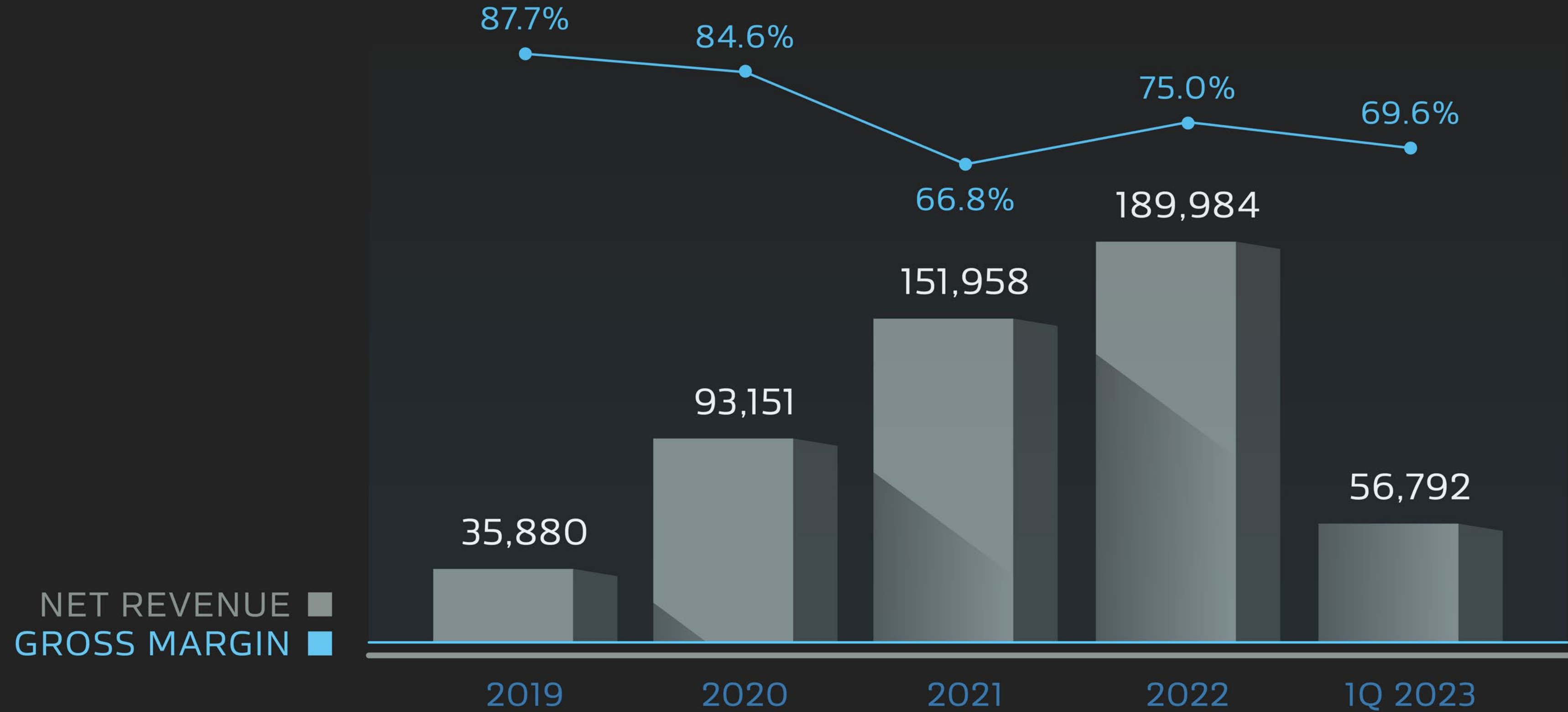
+50
PHARMACEUTICAL
COMPANIES

THIS IS
OUR PLAN

DIGITAL

THIS IS OUR PLAN
DIGITAL

NET REVENUE (R\$ MM)
AND GROSS MARGIN (%)



THIS IS OUR PLAN
DIGITAL



FOUNDED 2019



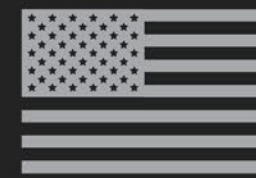
FOUNDED 2010



FOUNDED 2000



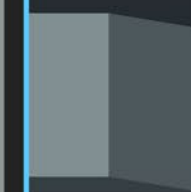
546K
PHYSICIANS



1MM
PHYSICIANS



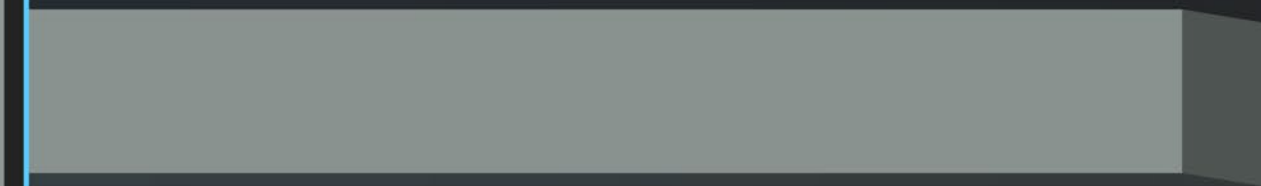
325K
PHYSICIANS



~\$148
REV/DOC **FY22**



~\$400
REV/DOC **FY22**



~\$2.100
REV/DOC **FY22**

THIS IS WHAT *Afya*
WE STAND FOR

THIS IS WHAT
WE STAND FOR



GREAT PLACE TO WORK

84% OF APPROVAL WITHIN
THE FIRST EVALUATION
OF THE COMPANY



BLOOMBERG GENDER-EQUALITY INDEX 2022

ONE OF 418 COMPANIES
(BEING ONLY 13 BRAZILIAN)
ACROSS 45 COUNTRIES AND
REGIONS TO JOIN THE INDEX



TOP 100 OPEN CORPS 2022

TOP 50 COMPANIES ENGAGED
WITH OPEN INNOVATION IN
THE COUNTRY



WOMEN ON BOARD CERTIFICATION 2021

RECOGNIZED AS A COMPANY
THAT VALUES THE PRESENCE
OF WOMEN ON THE BOARDS
OF DIRECTORS

THIS IS WHAT
WE STAND FOR



ANNUAL SUSTAINABILITY
REPORT 2022 | FULL VERSION

ENVIRONMENTAL

**SOLAR
ENERGY**

GENERATION
CAPACITY
3,615
MWH/YEAR

TOTAL
CONSUMED
8% ▶ 17%
2021 2022

SCOPE 2
EMISSIONS

-63%

EDUCATION AND
ENVIRONMENTAL
AWARENESS

5,440+

PEOPLE
IMPACTED

THIS IS WHAT
WE STAND FOR

SOCIAL

FOOD
COLLECTED

3 TON

SOCIAL RESPONSIBILITY
INITIATIVES

7,960+ PEOPLE
IMPACTED

WOMEN

EMPLOYEES

57%

MANAGEMENT
POSITIONS

41%

THIS IS WHAT
WE STAND FOR

GOVERNANCE

BOARD OF **DIRECTORS**

10 MEMBERS, BEING:

3 INDEPENDENT MEMBERS

4 WOMEN

STATUTORY COMMITTEES

AUDIT COMMITTEE

PEOPLE AND ESG COMMITTEE

NON - STATUTORY COMMITTEES

PHYSICIAN ADVISORY COMMITTEE

THIS IS WHAT
WE STAND FOR

+HEALTH

FREE MEDICAL
APPOINTMENTS IN 2022

471,107

**HEALTH PROMOTION AND DISEASE
PREVENTION** INITIATIVES IN 2022

14,000+
PEOPLE IMPACTED

**GRADUATED
PHYSICIANS**

18,104



CLICK HERE
TO SEE THE
NEXT VIDEO



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/>.

Afya



CLICK HERE
TO SEE **THE**
NEXT VIDEO

