

### 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 forwardlooking, 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 students 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.

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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:

### AGENDA

- Painel Institucional
- 2. Medical Trends
- 3. Transforming Medical Education Across Brazil
- 4. Continuing Education Expansion
- 5. Medical Practice Solutions Data as Strategic Asset

- 6. Instituto Afya
- 7. Afya Experience
- 8. Live Today The Medicine Of Tomorrow
- 9. Building Sustainable Value from Capital Discipline

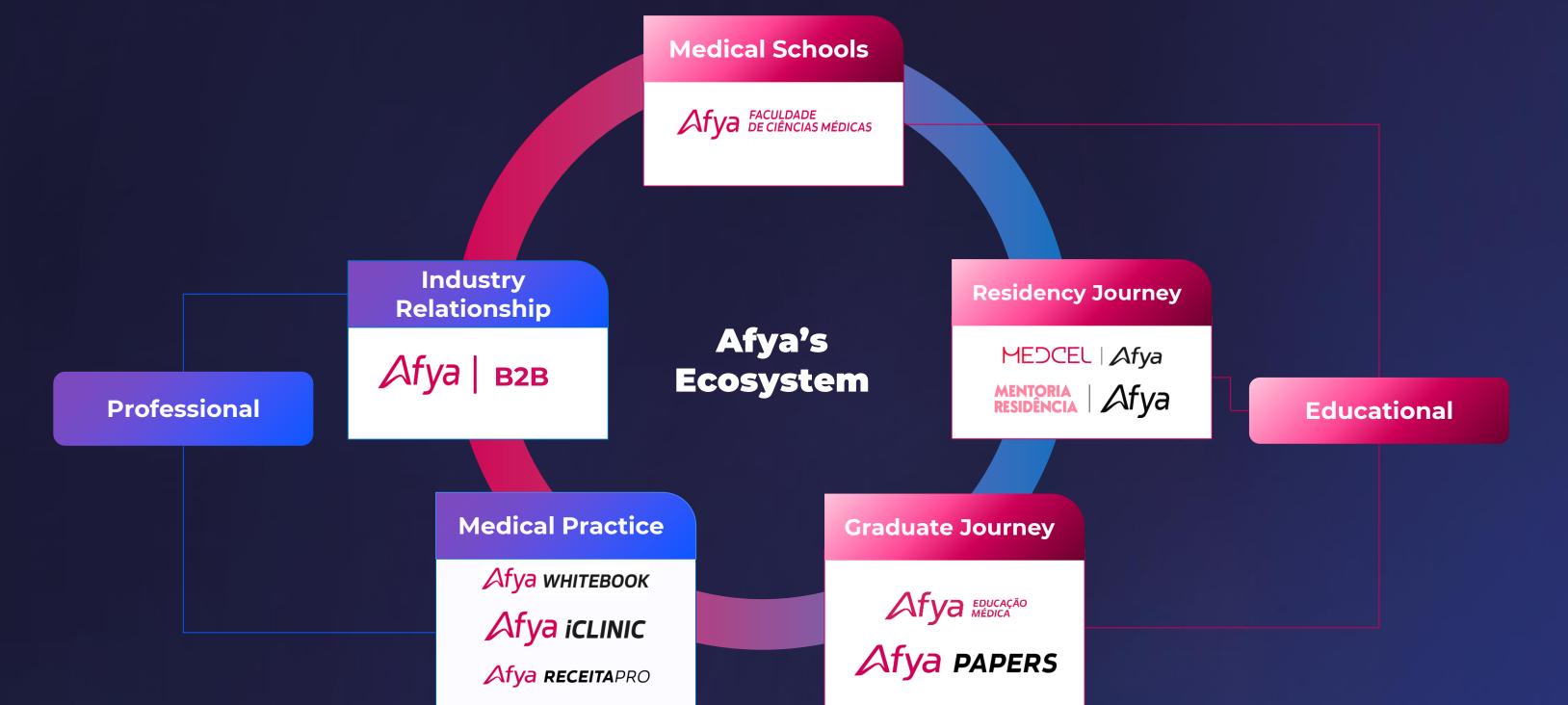




THE LARGEST HUB OF MEDICAL **EDUCATION AND SOLUTIONS FOR** MEDICAL PRACTICE IN **BRAZIL** 



A unique portfolio dedicated to transforming healthcare, together with those who live medicine as their true vocation



What's the of all this?

To provide:









HEALTH INDUSTRY RELATIONSHIP

To physicians and medical students







## EDUARDO MOURA

RESEARCH & INNOVATION CENTER DIRECTOR



# Growth in the Number of Physicians

IN 2025

+5 YEARS

PROJECTION 2035

635,706

Physicians\*

2.98
Professionals per 1,000
Inhabitants\*

116k new ohysicians

were added in the country

1.15 million
physicians

5.25 Per 1.000 inhabitants\*

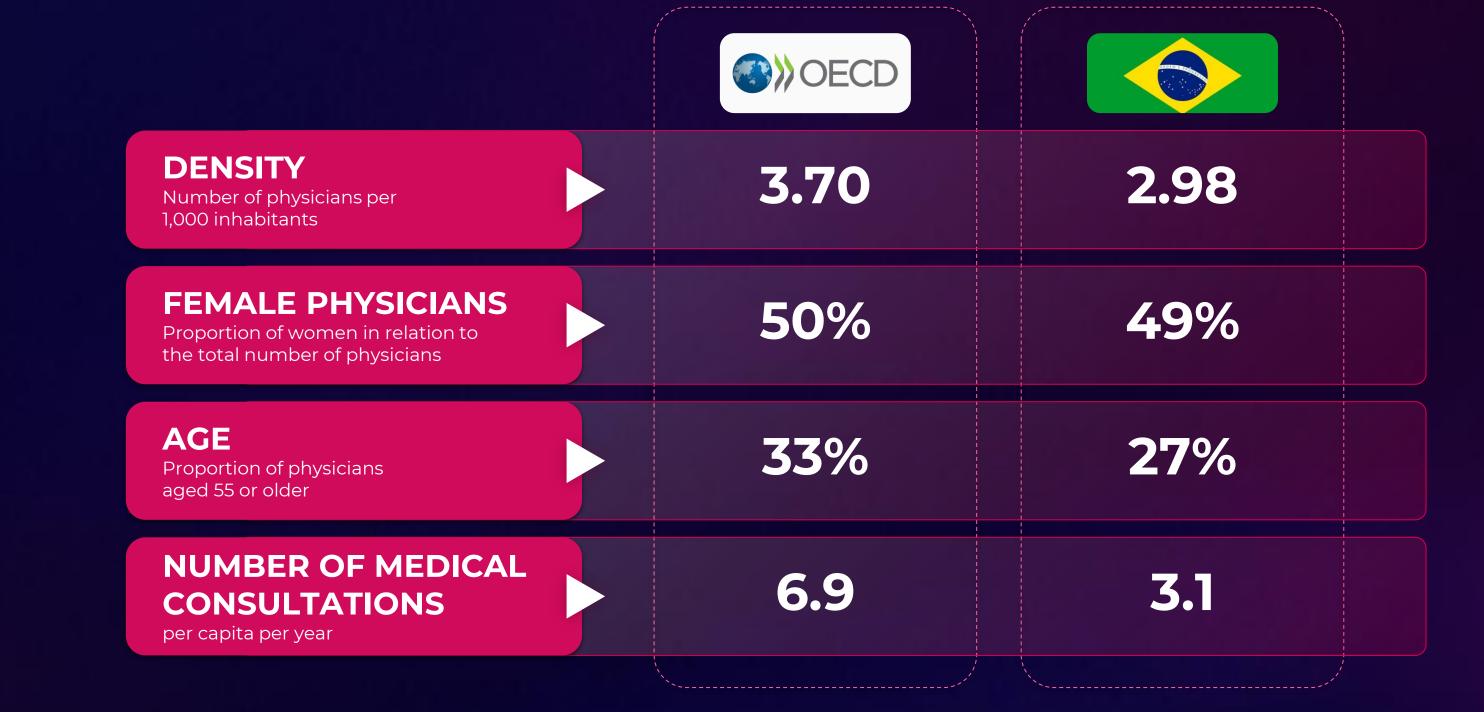
The physician-topopulation ratio has more than doubled since the year 2000



Source: Medical Demographics in Brazil 2025 – Prepared by the authors; CNRM, Sesu/MEC. \*Figures projected for 2024 and 2025.

# Brazil in Comparison to the OECD

Source: Medical Demographics in Brazil 2025 – Prepared by the authors; OECD, IBGE. Note: Data from 2023 or the latest year reported by each country, according to OECD. For Brazil, the information is the most recent available, as reported by DMB.



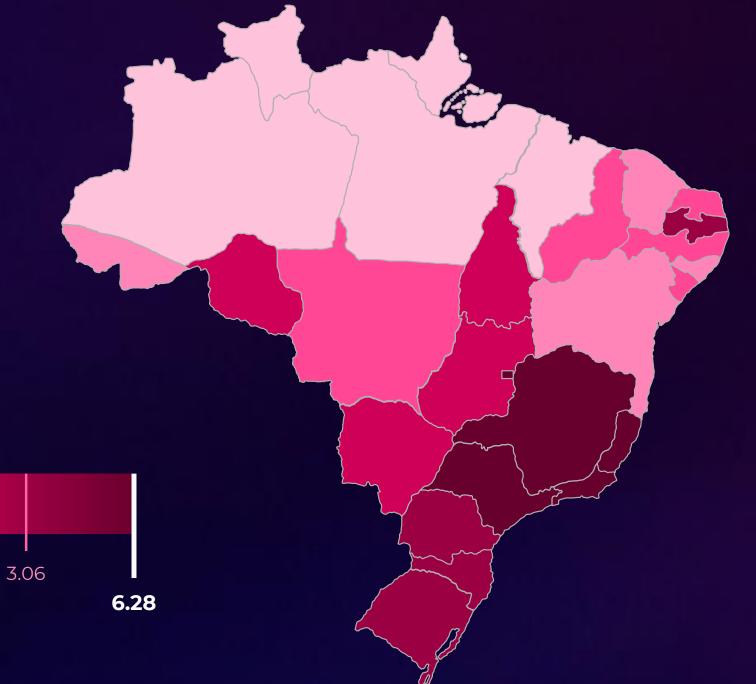
### Regional Inequality

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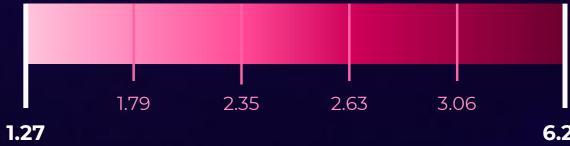
Medical Demographics

## Doctors-per-1000 inhabitants ratio

By Federal Units (UF), in 2024



#### Color scale



Source: Medical Demographics in Brazil 2025 – Prepared by the authors; CNRM, Sesu/MEC. \*Figures projected for 2024 and 2025.

# Physician Retention Data by Afya

Impact Project



12%

Average increase in physician density in the municipalities analyzed



20.5%

Less deaths from vaccine-preventable diseases and sensitive conditions\*



3.9k

Physicians settled in 2021, mostly in regions far from major urban centers



14%

Less deaths from conditions sensitive to Primary Care\*



4.1k

Avoided hospitalizations due to vaccine-preventable diseases and sensitive conditions (average reduction of 15.2% in hospitalization rate)\*



28.6k saved lives\*

Source: Afya Impact Assessment Report - 2024

# Brazil in Comparison to the OECD

# Specialist Ratio

Source: Medical Demographics in Brazil 2025 – Prepared by the authors; OECD, IBGE. Note: Data from 2023 or the latest year reported by each country, according to OECD. For Brazil, the information is the most recent available, as reported by DMB..



PEDIATRICIANS
(Ratio per 100,000 inhabitants)

23
Brazil

Average of other countries\*\*\*

\*\*\*41 nations surveyed



GYNECOLOGISTS AND OBSTETRICIANS

14

Average of other countries\*\*\*

\*\*\*41 nations surveyed



PSYCHIATRISTS
(Ratio per 100,000 inhabitants)

(Ratio per 1,000 live births)

Brazil

Average of other countries\*\*\*

\*\*\*41 nations surveyed

## The number of specialists:

The Challenges of Medical Specialization in Brazil

29% 174,943 Generalists

**59% 352,287**Specialists

154%
Growth in the number of specialty titles over 13 years

12% 69,198 Specialist in practice,

Specialist in practice,
General practitioner in
records\*

Source: Medical Demographics in Brazil 2025 – Prepared by the authors; CNRM, AMB, IBGE. Source: Research & Innovation Center – Afya

#### Average net income in 2024

# The financial data of Brazilian physicians

Regional differences vs where the opportunities are?

Source: Physician Quality of Life Survey 2025` Research & Innovation Center – Afya

\*RQE (Registro de Qualificação de Especialista - Specialist Qualification Registration Number - Brazilian Medical License) Capital and metropolitan region R\$20,030

In the countryside of the state R\$21,514

Wage Variation in the Countryside (%) +7%





MEDICAL SPECIALIZATION
CAN LEAD TO SALARY
INCREASES OF UP TO 30%

### The financial data of Brazilian physicians

Regional differences vs where the opportunities lie?

Wage Variation in the countryside (%)

Capital and metropolitan region

#### **MIDWEST**

NORTH

R\$21,357

Countryside

R\$24,459

apital and metropolitan region

R\$20,961

Countryside

R\$24,318

Wage Variation in the countryside (%) +16%

#### **NORTHEAST**

apital and metropolitan region

R\$18,600

Countryside

R\$22,253

Wage Variation in the countryside (%) +20%

#### **SOUTHEAST**

Capital and metropolitan region

R\$20,362

Countryside

R\$20,460

Wage Variation in the countryside (%) SOUTH

Capital and metropolitan region

R\$19,640

Countryside

R\$21,982

Wage Variation in the countryside (%)

+12%

Source: Physician Quality of Life Survey 2025 Research & Innovation Center – Afya

## Physician Career

16% of physicians indicate that they have reached the peak of their careers.

Who are the **physicians** who consider themselves to be at the **peak of their careers** currently?

Base 171

94%

Have completed at least one specialization

86%

Are satisfied with the work they perform

31 years

Average degree completed



Source: Research & Innovation Center da Afya - (Base: 1.074)

## Physician Career

84% of physicians indicate that they have not yet reached the peak of their careers.

What are physicians seeking to reach the peak of their careers?

ase: 903

48%
Are satisfied with the work they perform

Ideal fields of practice to reach the peak of a medical career 70% Own Practice/ Clinic 42% Healthcare Entrepreneurship What is required to reach the Peak of a medical career.



Training

(Specialization)

Fonte: Research & Innovation Center da Afya - (Base: 1.074)

### Digital Behavior

Medical
Updates &
News

**△fya** WHITEBOOK

50%

Decision support apps & services



36% Scientific journals and articles PORTAL △fya

31%
Medical update &
News Websites
(e.g Portal Afya)



Decision Making

Дfya wнітевоок ▮

90%

Decision support apps & services (e.g Whitebook)



45% Coworkers



31% Scientific journals and articles



Source: Physician Quality of Life Survey 2025 Research & Innovation Center – Afya

### Digital tools in the medical office

### Digital Behavior



**△**fya iclinic

52%
Eletronic
Medical Record
(EMR) (e.g.
iClinic)

**△fya** whitebook

43%
Decision
support apps &
services
(e.g. Whitebook)

Afya RECEITAPRO

33% E-Prescription (e.g. Afya ReceitaPRO)



29%
Eletronic
Scheduling
System (e.g.
iClinic)



22%
Telemedicine
System
(e.g. iClinic)



19%
Medical Office
Management
System (e.g.
iClinic)



Transforming Medical Education Across Brazil



## Afya stands as the solid leader in medical education in Brazil













1. Commitment to Quality



A Unique and Differentiated Approach

The practice of medicine goes far beyond obtaining a medical degree.

**Exclusive methodology** is standardized, ensuring consistency and excellence.

**Curriculum reviewed annually,** keeps pace with the latest trends



Training Doctors for Life, Not Just for Exams

Focus on the **holistic development of students** as future physicians.

**Hands-on practice** from the first semester, students feel like doctors from day one.

Strong emphasis on **primary healthcare**, preparing students to address real challenges in Brazilian society.

1. Commitment to Quality



An Ecosystem that Empowers Medical Students and Physicians

Undergraduate students are exposed to top-tier solutions for medical practice

Afya fosters partnerships and programs that bring students closer to the health industry

Afya supports physicians throughout their entire journey, creating membership experience



#### **Simulation and Practical Excellence**

Afya operates internationally accredited simulation centers

Simulation, patient interaction, and structured clinical reasoning

Robust, standardized practical training that ensures transition to real-life practice

#### 2. Brand power & Attractiveness

The Afya brand is consistently represented across all our units and business segments.









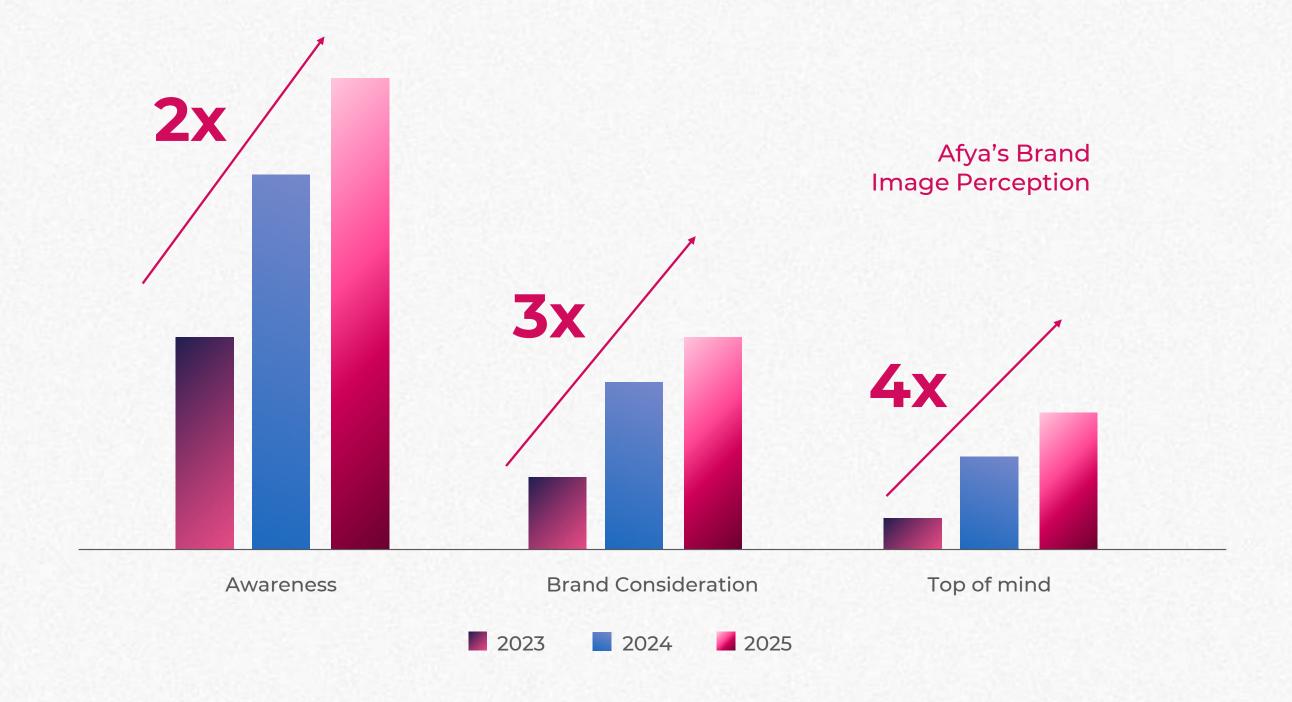






#### 2. Brand power & Attractiveness

Strengthening awareness, consideration, and brand leadership



## Despite the increase in competition, Afya continues to prove its execution capabilities

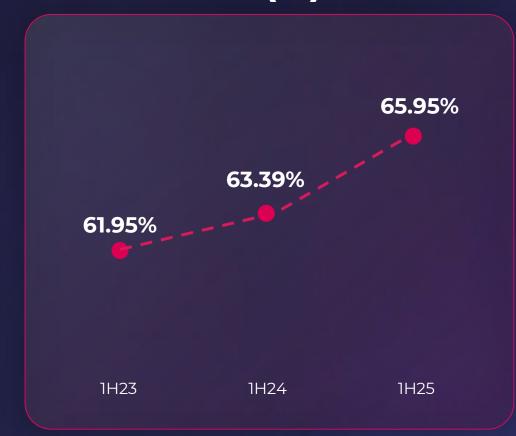
### Candidates/Seats Evolution



Net Ticket Evolution (R\$)



Gross Margin Evolution (%)

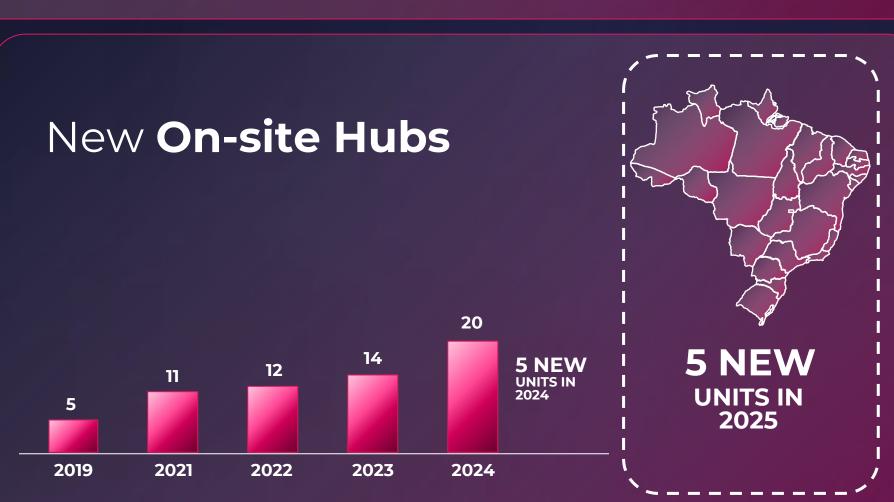


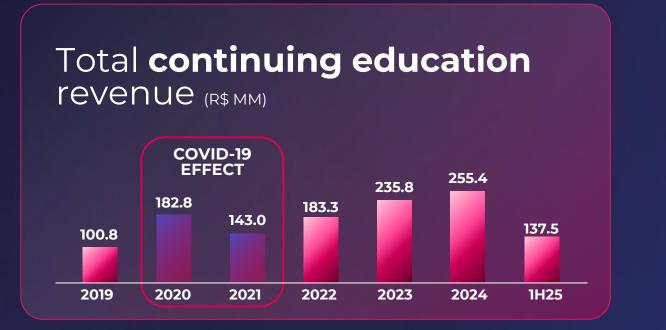


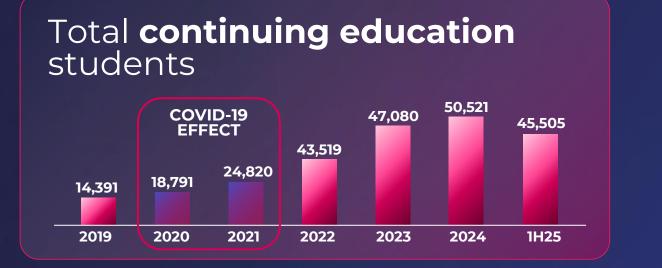
#### Beyond Graduation: Redefining Medical Education For Life

2025





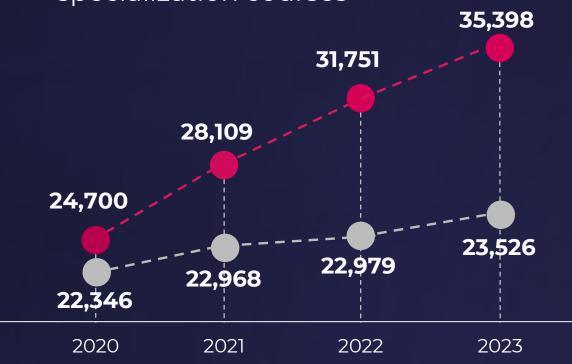




### Continuing **Education:** Capturing Value Beyond Undergraduate

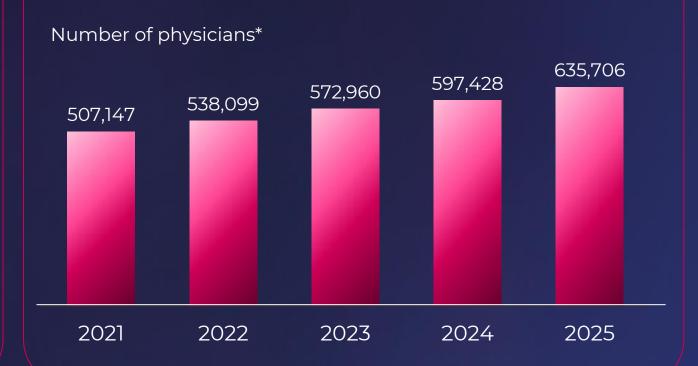
#### Medical Graduates Growing Faster than Residency Positions

A growing mismatch between medical graduates and residency seats reinforces the need for specialization courses



## Continuing Education: The Natural Pathway for a Physician

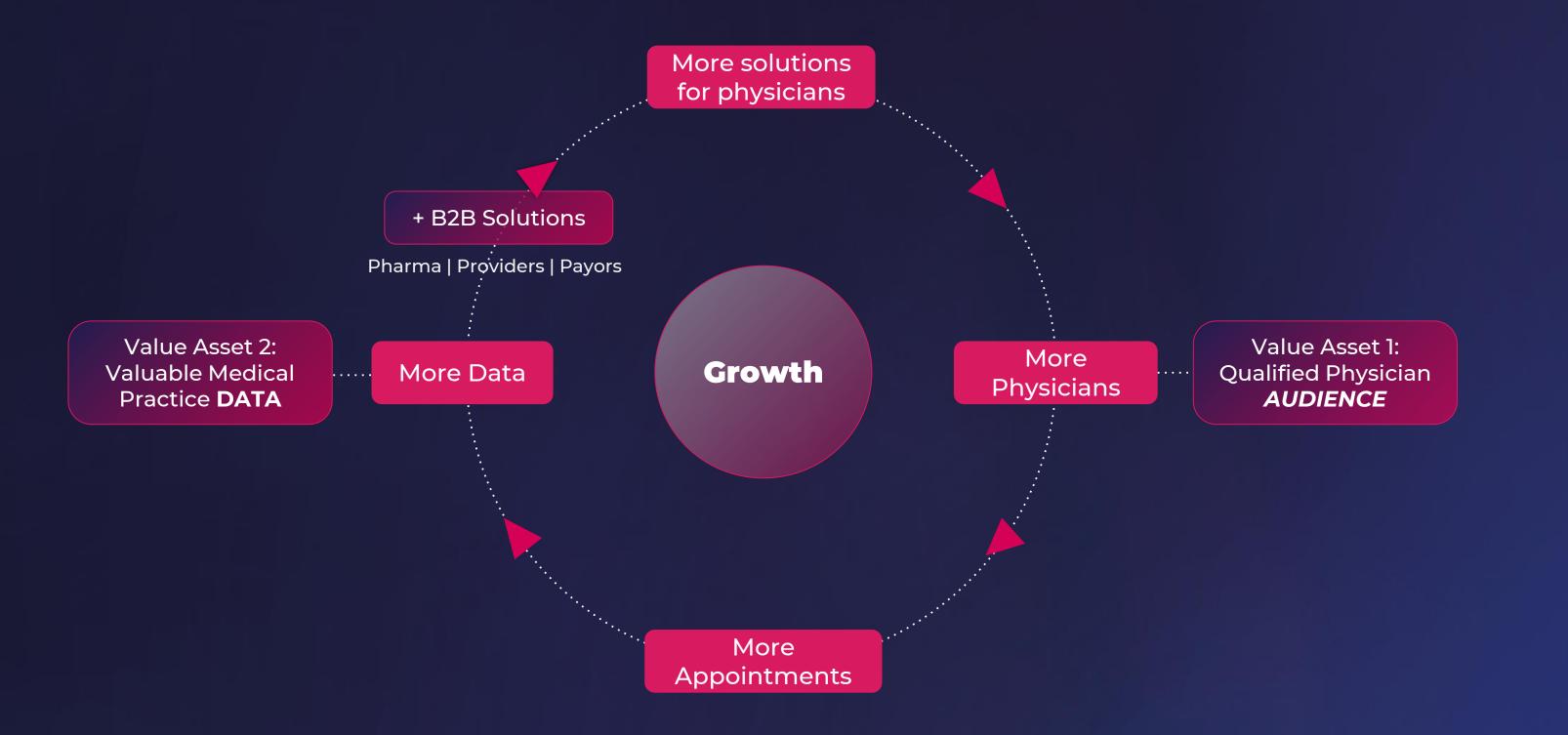
Our portfolio is designed to keep physicians continuously updated



Medical Practice Solutions: Data as a strategic asset

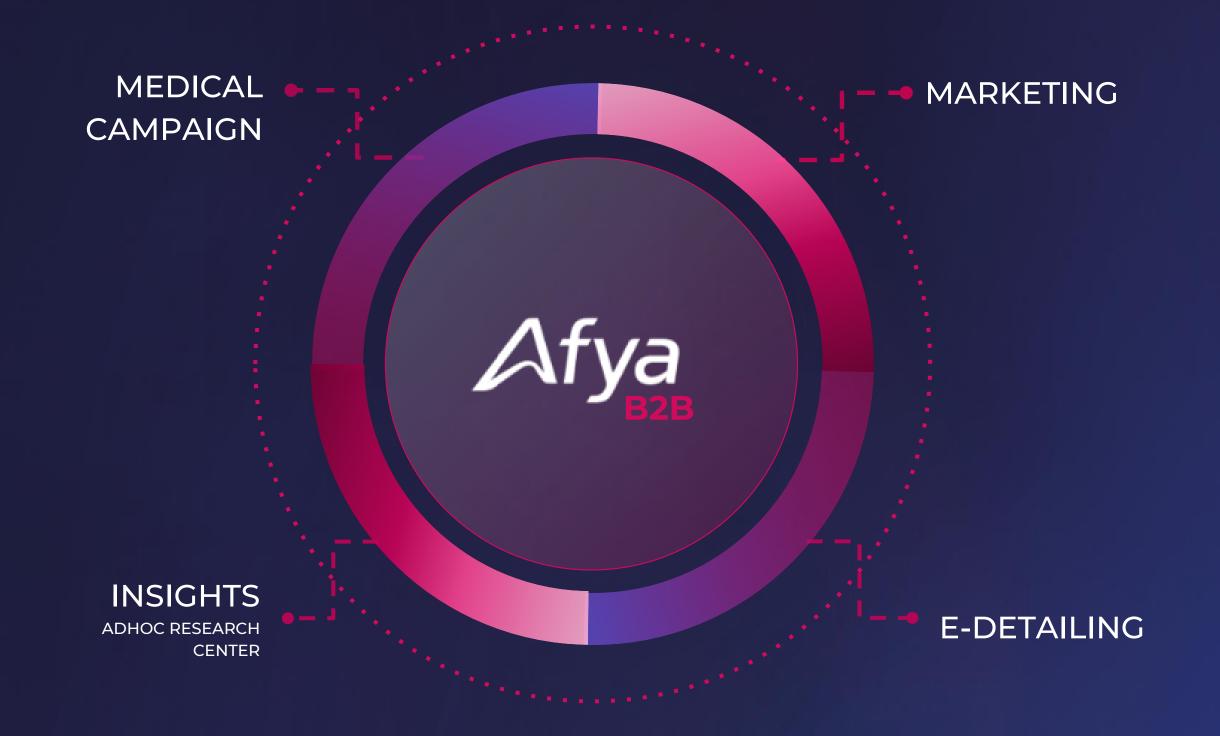


Afya's Ecosystem:
Unique Assets
Driving Quality
and Value



## Physician health industry relationship

Value Proposition





# Afya's ecosystem in action: proven results



## CASE 1

Pulmonary Diseases | Prescriptions | Medical Education

### GOALS

Evaluate the impact of medical education on prescriber behavior

## METHOD

Matching physician license records based on verified registration data

## **ACHIEVEMENTS**

INCREASE FROM
PRESCRIBERS IMPACTED E
THE MEDICAL EDUCATION

INCREASE FROM THE TOTAL BASE OF PRODUCT PRESCRIBER:

# Afya's ecosystem in action: proven results



## CASE 2

Rare Diseases Disease Awareness | Afya Portal

## **GOALS**

To assess the level of medical knowledge about a rare disease

### **METHOD**

Communication initiatives, research activities, and portal banners

## **ACHIEVEMENTS**

PHYSICIANS 260K USERS

**PHYSICIANS** 257K REACHED

**INCREASE IN GENETIC** 30% **TEST REQUESTS\*** 

\* AT THE PHARMACEUTICAL COMPANY STUDIED

# Afya's ecosystem in action: proven results



## CASE 3

Sample Distribution | Hybrid Outreach Project

#### **GOALS**

Expand sales force reach and boost engagement with hybrid promotion

### **METHOD**

Implement strategic hybrid detailing with samples and new prescriber growth

## **ACHIEVEMENTS**

25K

NEW **PHYSICIANS ONBOARDED** 

SAMPLE-BASED **IMPACTS** 



# Afya's ecosystem in action: proven results



## CASE 4

Data Insights | Product for pharmaceutical market

#### GOALS

Deliver a complete, accurate view of real medical prescriptions, beyond pharmacy data.

#### METHOD

Integrate validated EHR data with a partner, ensuring compliance and anonymization.

## **ACHIEVEMENTS**

Unique real-prescription dataset, deeper clinical and market insights, and joint positioning as leaders in prescriptive intelligence

We are best positioned to create value to the healthcare industry



Largest network of physiciansin-training and active doctors



Proprietary, first-party data from education and digital platforms



Ability to predict prescribing behaviors and medical interests



Expanding the connection of physicians to the industry



Presence throughout the entire medical journey

+33% of physicians and medical students

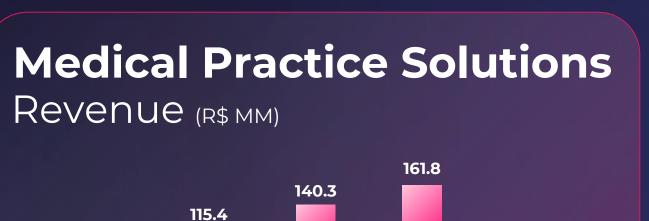
**in Brazil** use our products through an integrated ecosystem **Daily contact with** our solutions

> users in Afya's ecosystem

over **300k monthly** 

#### 57 partnerships

with the pharmaceutical industry



84.0





76.7







# GUSTAVO MEIRELLES

CHIEF MEDICAL OFFICER



# AFYA INSTITUTE LAUNCH

# Afya's Ecosystem: Unique Assets driving quality and value

BRAZIL'S HEALTHCARE NEEDS x AFYA'S STRENGTHS AND CAPABILITIES





# Format

A non-profit organization operating as a third sector institution: **Instituto Afya** 

Aligned with target **3.4**of the un 2030 agenda,
which seeks to reduce
premature mortality
from non-communicable
diseases by 1/3.

# Mission

To promote solutions for non-communicable chronic conditions (NCDS) through research, cross-sector coordination, and societal engagement

# Afya's Ecosystem: Unique Assets driving quality and value

# AFYA'S STRENGTHS AND CAPABILITIES

RESEARCH & INNOVATION



\_\_\_\_\_

ENGAGEMENT & COORDINATION

Generate data and scientific evidence to support public policy





Develop technologies and methods applicable to the public healthcare system (SUS)





Create scalable solutions to NCDS

Advocate for structural changes in public policies

#### **HEALTHCARE NEEDS**

50% of the Brazilian population has at least one non-communicable chronic condition

82% of premature deaths from non-communicable diseases occur in low- and middle-income countries

**43MM** of deaths from non-communicable diseases worldwide

**18MM** deaths worldwide in 2021 occurred prematurely, among individuals aged 30 to 69.

SOURCE: WHO, 2025 & BRAZIL'S HEALTH MINISTERY, 2021



One-on-One with an Afya Student and Physician



# Live Today the Medicine of Tomorrow











# Academic Memorial: Al-Driven personalized learning journeys

The Memorial Acadêmico is a program that tracks and documents students' progress throughout their educational journey, fostering self-awareness, personal growth, and the continuous development of essential competencies

## **Objectives**

**Self-awareness:** reflection on learning process, strengths, and improvement areas.

**Continuous monitoring:** track progress and enable timely interventions.

**Strategic planning:** action plans to close gaps and ensure competency development

#### **Strategic Impact**

**Student attraction & retention:** unique learning experience that drives engagement and satisfaction.

**Market recognition:** positions Afya as a pioneer in medical education innovation.

**Scalability:** replicable model across all campuses, ensuring efficiency and consistency.

**Brand value:** reinforces Afya's reputation for shaping future-ready physicians.

# Driving Continuous Academic Improvement

**Pre-Analysis of Student Journey** 

Data-driven insights from prior performance

**Student Self-Assessment** 

Empowering learners through structured reflection

Individual Faculty Feedback
Personalized guidance for skill
development

Consolidated Academic Council
Review Institution-wide quality
enhancement

# Center of **simulations** at Afya: Where accreditation meets **innovation**

Modern Learning: Integrates innovative teaching methodologies into Afya's medical curriculum.

Cutting-Edge Infrastructure: Simulation environments across all complexity levels. Standardized clinics, emergency rooms, surgical units, imaging labs, digital health studio, and specialized makeup for realistic scenarios.

International Accreditation: Accredited by the Society for Simulation in Healthcare (SSH) and home to an American Heart Association Training Center (ACLS, PALS, BLS).

**Educational Impact:** Pioneering curriculum design, continuous education for health professionals (including SUS), and strong scientific production at national and international levels.

**Expert Faculty:** Certified instructors (CHSE, CHSOS, etc.), standardized patient programs (actors), and dedicated technical staff.

Innovation & Partnerships: Postgraduate programs, digital health solutions, metaverse initiatives, and leadership in SOBRASSIM.













# Al in action: Transforming medical education

# Digital Patient



Creation of a digital patient with history, symptoms, and specific context

Used for consultation simulations and evaluation of clinical performance

# Fifth Dimension in Physical Examination



Enhances physical examination with realtime imaging and data insights

# **AFYA PLAY**

Free educational platform for medical students across Brazil

Offers 5,000+ interactive resources: 3D anatomy, videos, podcasts, flashcards, and smart study planner

Covers 800 topics in 51 specialties, aligned with national curriculum guidelines

## **AFYA ASSIST**

Afya Assist is a cross-product virtual agent, integrated with platforms such as Medcel and Afya Papers, designed to answer questions directly within these platforms and interact with students about the content being provided. Its main differentiator compared to other services is the curated data set — built from sources such as video lecture transcripts and e-books ensuring accuracy and reliability for the student



# New solutions for medical practice

The trusted Whitebook you know, smarter than ever



# **△fya** whitebook

THE #1 CLINICAL DECISION-MAKING TOOL IN BRAZIL

Evidence-based content. Supporting physicians from medical school to clinical practice!



# WB ASSIST

An Al-powered clinical assistant integrated into Whitebook, providing fast, secure, and evidence-based support to physicians in real time.

The first Al-powered clinical assistant integrated into an already established clinical guidelines app.

# New solutions for medical practice

Empowering clinics with intelligence.
Delivering care with empathy



# △fya iclinic

# THE FUTURE OF MEDICINE IS YOU WITH MORE TIME!

Discover the AI tools that will transform your medical practice, right in your clinic management system:

- Summarized Patient History
- Consultation Transcription



## iclinic assist

An Al assistant integrated into iClinic that automates tasks before, during, and after consultations, delivering more efficiency, accuracy, and quality in patient care.

#### Main features:

- Automatic transcription of consultations in real time
- Ready-to-use clinical summaries in different formats
- Suggested diagnostic hypotheses based on reported symptoms
- Identification of patients with a higher risk of no-show
- Full integration with the iClinic electronic health record

# New solutions for medical practice

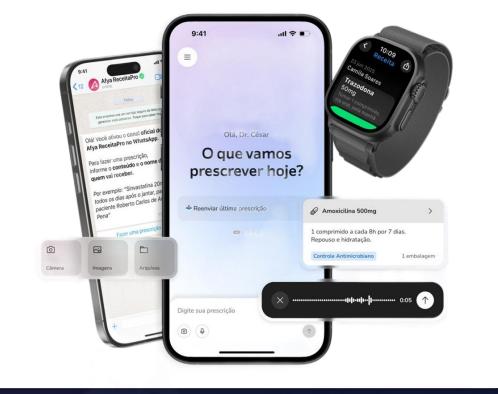
Digital prescriptions made simple, secure and legally validated



## Afya RECEITAPRO

Prescribe whenever and however you want

From your phone, smartwatch, or WhatsApp



An Al-powered platform that enables physicians to issue digital prescriptions in a practical, compliant, and legally validated way.

The first Al-driven prescription solution legally recognized in Brazil, securely connecting doctors, patients, and pharmacies nationwide.



**∆fyaDAY** BLANCO CFO

# Expanding from Clinical to Financial Support for Physicians



# AFYA PAY

Financial Backbone for Clinics

Automating payments and strengthening Afya IClinic ecosystem



Fully automated & integrated: No manual processes



Fewer errors and greater financial predictability for clinics



Strategic partnership: Stone

**CLIENTS CAN PAY VIA PIX, CREDIT AND DEBIT CARDS DIRECTLY ON THE PLATFORM** 







PAYMENT (LINK OR CARD READER) **AUTOMATIC FINANCIAL** ENTRY



Deepens platform stickiness and recurring revenue

Strengthens Afya's embedded finance strategy



Creates upsell potential through financial services

# Receba $\Sigma(x-x_1)^2 \cdot \Sigma(x_{-1})$ Antecipado Instant Receivables for Physicians

Accelerating cash flow and embedding financial services within iClinic





- **Boost liquidity:** Reduce dependence on loans, improve cash flow
- **Embedded finance:** Strengthens iClinic platform stickiness & ARPU

## SIMPLIFIED PROCESS



# Coming Next:

Private Pension and E&O Insurance

Simple hiring process, reinforcing our commitment to allow physicians to focus on what truly matters

## **Private Pension**



Accessible to all physicians: Available across Afya's ecosystem



Centralized contracting: Managed easily through our marketplace



Focused on financial planning



**Strategic partnership:** Mio Vinci – Vinci Compass Group

## **E&O Insurance**



**Tailored offer:** Exclusive for Afya's ecosystem clients



SaaS billing model: Simplified, transparent, and flexible



**24h protection:** Legal and insurance support specialized in medical liability



**Strategic partnership:** Forza Seguros

# Building sustainable value from capital discipline



# Consistently delivering results in line with our guidance

## 2025 GUIDANCE REAFFIRMED

### Revenue (R\$ MM)

| Revenue            | 2H19     | 2020     | 2021     | 2022     | 2023     | 2024     | 2025     |
|--------------------|----------|----------|----------|----------|----------|----------|----------|
| Actual             | 424      | 1,158    | 1,752    | 2,309    | 2,874    | 3,304    |          |
| Top Guidance       | 430      | 1,150    | 1,760    | 2,360    | 2,850    | 3,325    | 3,770    |
| Botton Guidance    | 415      | 1,075    | 1,720    | 2,280    | 2,750    | 3,225    | 3,670    |
| Guidance Fulfilled | <b>Ø</b> | <b>Ø</b> | <b>⊘</b> | <b>Ø</b> | <b>⊘</b> | <b>⊘</b> | <b>②</b> |

## Adjusted Ebitda (R\$ MM)

| Adjusted EBITDA    | 2H19     | 2020     | 2021     | 2022     | 2023     | 2024     | 2025     |
|--------------------|----------|----------|----------|----------|----------|----------|----------|
| Actual             | 168      | 543      | 755      | 961      | 1,166    | 1,456    |          |
| Top Guidance       | 169      | 538      | 766      | 1,015    | 1,200    | 1,475    | 1,720    |
| Botton Guidance    | 161      | 487      | 731      | 935      | 1,100    | 1,375    | 1,620    |
| Guidance Fulfilled | <b>Ø</b> | <b>⊘</b> | <b>⊘</b> | <b>⊘</b> | <b>Ø</b> | <b>⊘</b> | <b>②</b> |

# Cash flow and net debt evolution

Strong operating cash generation, disciplined investments and consistent deleveraging

#### IN R\$ MM

| 2021   | 2022  | 2023   | 2024  | 1H25  |
|--------|---|--|---|---|
| 667    | 877   | 1,089  | 1,453   | 783   |
|        |   |  |   |   |
| -194   | -255  | -218   | -235  | -125  |
| -1,455 | -139  | -846   | -817  | -100  |
| Ο      | Ο   | 0  | Ο   | -130  |
| -214   | -152  | -12  | 0   | 0   |
| 1,379  | 1,381                                       | 1,815  | 1,815   | 1,621   |
| 1.8    | 1.4   | 1.6  | 1.2   | 0.97  |
| 100.8% | 94.4%                                       | 97.1%  | 102.2%  | 88.8%   |
|        | -194<br>-1,455<br>0<br>-214<br>1,379<br>1.8 | -194 -255 -1,455 -139 0 0 -214 -152  1,379 1,381 1.8 1.4 | 667       877       1,089         -194       -255       -218         -1,455       -139       -846         0       0       0         -214       -152       -12         1,379       1,381       1,815         1.8       1.4       1.6 | 667       877       1,089       1,453         -194       -255       -218       -235         -1,455       -139       -846       -817         0       0       0       0         -214       -152       -12       0         1,379       1,381       1,815       1,815         1.8       1.4       1.6       1.2 |

# Track Record M&A

Acquisition of

11

Undergraduate Assets Acquisition of

3

Continuing
Education Assets

Acquisition of

8

Medical Practice Solutions Assets Undergraduate Assets ~R\$4 billion invested

Other Assets ~R\$500 million invested

With a total value of over

R\$4.5B

Invested since the IPO



MAY APRIL JUNE AUGUST

# Corporate Venture Capital (CVC)

Open innovation and strategic investments in healthtechs



#### **FOUNDED IN 2022**

AI-POWERED CORPORATE
HEALTH PLATFORM
OPTIMIZING MEDICAL
RESOURCE USE, REDUCING
CLAIMS, AND PREVENTING
FRAUD

CLIENTS

HEALTH INSURANCE AND SELF-MANAGED PLANS



#### **FOUNDED IN 2022**

PLATFORM COMBINING ACCOUNTING, BANKING, AND AI TO SIMPLIFY DOCTORS' FINANCIAL ROUTINES.

CLIENTS

RECENTLY GRADUATED PHYSICIANS



#### **FOUNDED IN 2017**

HEALTH INTELLIGENCE AND
COST-REDUCTION PLATFORM
INTEGRATING DATA FROM
MULTIPLE SOURCES TO
DELIVER REAL-TIME INSIGHTS
FOR POPULATION HEALTH
MANAGEMENT

#### CLIENTS

HEALTH BROKERS, CORPORATES, AND INSURERS



#### **FOUNDED IN 2023**

HEALTHTECH USING AI
AGENTS TO SUPPORT
DOCTORS AND INSTITUTIONS
IN PATIENT CARE BY
IDENTIFYING RISKS,
ORGANIZING DATA, AND
EXPANDING ACCESS TO
PREVENTIVE MEDICINE

#### CLIENTS

**HOSPITALS AND INSURERS** 

\*SAFE AGREEMENT IN WHICH THE EQUITY STAKE WILL BE DEFINED IN THE NEXT FUNDING ROUND

# Capital Discipline

Consistent deleveraging, reinforcing Afya's solid financial foundation



<sup>&</sup>lt;sup>1</sup>Adj. EBITDA for 2025 considers the mid Guidance.

<sup>&</sup>lt;sup>2</sup> Net debt / Adjusted Ebitda for 2025 is calculated by net debt (excluding the effect of IFRS-16) divided by Adjusted EBITDA (considering the mid guidance).

<sup>&</sup>lt;sup>3</sup> Based on the annualized interbank certificates of deposit ("CDI") rate for the period as a reference.

# Liability Management: A reminder of the Softbank convertible

## Investment

R\$822 million

(≈US\$150 million) *April 26, 2021* 

## Cost

6.5%

Per annum, cumulative, paid quarterly in Brazilian reais (BRL)

# Conversion

5,917,888

Class A shares at US\$25.35

Starting April 26, 2026, Softbank may request redemption at 105% of the original amount

# Liability Management: New debenture

# ISSUANCE OVERVIEW

#### **TOTAL ISSUANCE SIZE:**

R\$ 1.5 billion

Series I: R\$ 500 million

Series II: R\$ 1,000 million

NOMINAL VALUE PER NOTE

R\$ 1,000 MATURITIES

Series I: October 15, 2028

Series II October 15, 2030 (2 installments 2029 & 2030)

#### **INTEREST**

CDI + 0.70% p.y.

CDI + 0.85% p.y.

#### PAYMENT

Semiannual (April/October, 1st payment in April 15, 2026)

STRUCTURE FEE (SF) AND ALL-IN:

ALL-IN: CDI+0.88% or 106.7% of CDI

# Liability Management: Debentures and Softbank payment

As a result of this early settlement, we achieved:

#### **Increased duration**

**Issuance of a debenture** with a competitive spread over the CDI. Reduction of the cost of debt by 1p.p. compared to the previous debenture.

Mitigation of potential risks related to dividend taxation

|  |                             |       |                     |      | Cost of Debt        |       |                     |      |  |
|--|-----------------------------|-------|---------------------|------|---------------------|-------|---------------------|------|--|
|  |                             |       |                     |      |                     |       |                     |      |  |
|  | Gross Debt ( <i>R\$MM</i> ) |       | Duration (Years)    |      | Per year            |       | CDI <sup>2</sup>    |      |  |
|  | FUTURE<br>STRUCTURE         | 1H25  | FUTURE<br>STRUCTURE | 1H25 | FUTURE<br>STRUCTURE | 1H25  | FUTURE<br>STRUCTURE | 1H25 |  |
| Loans and financing:<br>Softbank         | -                           | 856   | -                   | 0.8  | -                   | 8.6%  | - 1                 | 66%  |  |
| Loans and financing:<br>Debentures       | 1,500                       | 532   | 3.1                 | 2.1  | 14.6%               | 15.3% | 106%                | 114% |  |
| Loans and financing: Others              | -                           | 318   | -                   | 0.3  | -                   | 15.3% | -                   | 114% |  |
| Loans and financing: IFC                 | 508                         | 508   | 3.3                 | 3.3  | 14.6%               | 14.6% | 109%                | 109% |  |
| Accounts payable to selling shareholders | 506                         | 506   | 3.3                 | 3.3  | 13.5%               | 13.5% | 101%                | 101% |  |
| Total¹   Average                         | 2,373                       | 2,720 | 3.2                 | 1.9  | 14.4%               | 12.7% | 106%                | 95%  |  |

<sup>&</sup>lt;sup>1</sup>Total amount refers only to the "Gross Debt" columns

<sup>&</sup>lt;sup>2</sup>Based on the annualized Interbank Certificates of Deposit ("CDI") rate for the period as a reference

# Takeaways

A unique ecosystem integrating medical education, technology, and clinical practice

Leadership in undergraduate medical education, with excellence and innovation

Continuing Education
supporting physicians' lifelong
development

Digital solutions transforming medical practice

Sustainable growth with strong cash generation and disciplined execution

**Purpose:** educating doctors and transforming healthcare in Brazil

Now, we invite everyone to join our Q&A session





Afya //a