

KoraSaúde

EARNINGS RELEASE

—
3Q22 | 9M22



KRSA
B3 LISTED NM



This presentation may contain certain forward-looking statements and information regarding Kora Saúde (Kora) and its subsidiaries, which reflect the Company's current views and/or expectations regarding its business performance, and future events. Forward-looking statements include, without limitation, any statement that may predict, predict, indicate or imply future results, performance or achievements, and may contain words such as "believes", "anticipates", "expects", "estimates", "could", "anticipates", "potential", "is likely to result" or other words or expressions of similar meaning. Any projection, forecast, estimate or other "forward-looking" statement in this presentation only illustrates hypothetical performance under specific assumptions of events or conditions. Such projections, forecasts, estimates or other forward-looking statements are not reliable indicators of future results or performance.

The statements contained herein are subject to several risks, uncertainties and assumptions. Please note that several important factors could cause actual results to differ, any third parties (including investors) are solely and exclusively responsible for any investment or business decision or action taken in reliance on the information and statements contained in this presentation or for any consequential, special damages or similar. Kora undertakes no obligation to update or revise this presentation considering new information and/or future developments. In addition to factors identified elsewhere in this presentation, the following factors, among others, could cause actual results to differ materially from forward-looking statements or historical performance: changes in the preferences and financial condition of our consumers and competitive conditions in the markets in which we operate, changes in economic, political and business conditions in Brazil; government interventions resulting in changes in the Brazilian economy, taxes, tariffs or regulatory environment, our ability to compete successfully; changes in our business, our ability to successfully implement marketing strategies; our identification of business opportunities, our ability to develop and introduce new products and services, changes in product cost and operating costs; our level of indebtedness and other financial obligations, our ability to attract new customers; inflation in Brazil, the devaluation of the real against the US dollar and interest rate fluctuations, present or future changes in laws and regulations, and our ability to maintain existing business relationships and create new relationships. In addition to the financial statements, investors should carefully read the Company's Reference Form, especially sections 4 and 5, before making any investment or divestment decision involving securities issued by the Company.

Potential investors and shareholders of the Company must understand the assumptions and assess whether they are suitable for their purposes. Some events or conditions may not have been considered in such assumptions. Actual events or conditions may differ materially from such assumptions. Past performance is not a reliable indicator of future results or performance. The Company disclaims any obligation to update its view of such risks and uncertainties or to publicly announce the results of any revision of the forward-looking statements made herein, except where doing so would be required by applicable law. The Company advises potential investors and shareholders not to rely on forward-looking statements as actual results could differ materially from those expressed or implied in the forward-looking statements.

Disclaimer

Consistency in business execution



H. Encore

50 beds acquisition
in the state of Goiás



GDI

Acquisition of
Gastroclínica Imaging
Center



OTO

Brand unification
project



Expansion

Advances and
conclusions of
strategic expansion
works



R\$ 1.5 B

Net revenue in 9M22
+78% p.y.



R\$ 340 M

Adj. EBITDA in 9M22
+51% p.y.



74%

3Q22 Bed
occupancy rate

Hospital Encore (GO)



- **Cardiology reference** in Goiás
- **50 beds**, being 44% intensive care unit beds (ICU)
- **Emergency room** with 3 thousands visits/month
- Own **Image diagnostic center**, **4 surgery rooms** and 2 **hemodynamic rooms**
- **Strategic location** on the border between the cities of Goiânia and Aparecida de Goiânia and potential for **organic expansion**: 1,500 m² of contíguos area in addition to 1,200 m² of annexed area.



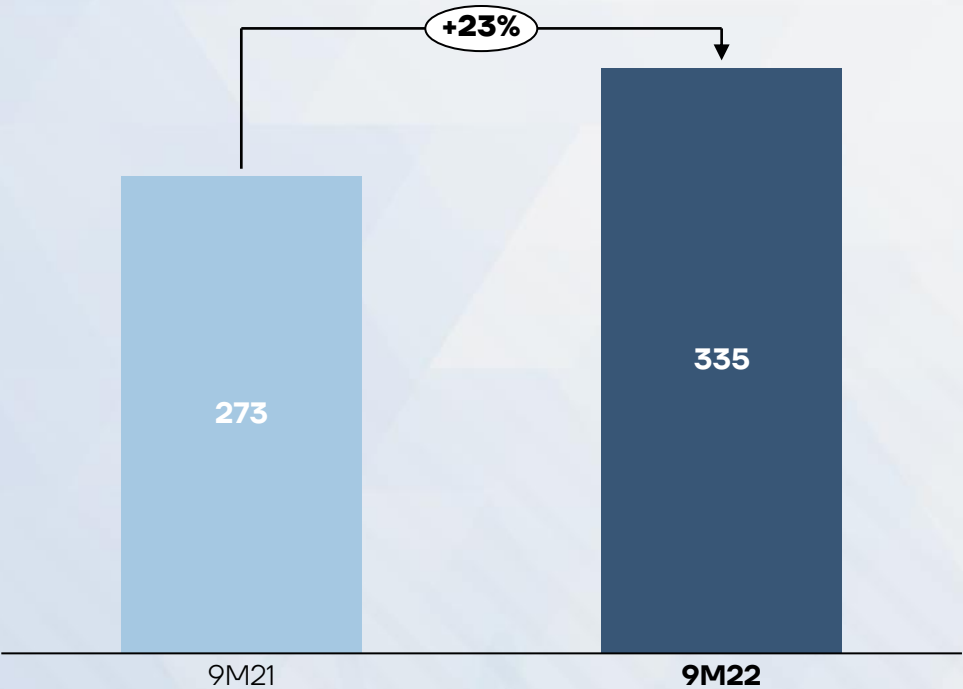
100-day plan: In September, the Integration & Change Management team began the Encore integration work, strengthening the relationship with local and national suppliers, the medical community, clinical staff and other stakeholders.



Hospital Anchieta (DF)



Net Revenue
(R\$ M)












H. Anchieta opened the **first 24-hour pediatric emergency room** in Taguatinga and other satellite cities in the Federal District. Occupying an area of 500m², the emergency room has a complete medical team, new equipment, medical offices, pediatric box, clinical analysis laboratory and medication rooms.





New branding and brand unification strategy: Oto brand as a reference of quality and resolution for the population of Ceara. Therefore, the Otol nica Hospital is converted into the Hospital **Oto Aldeota**, the Gastrocl nica is converted into the Hospital **Oto Meireles** and the Hospital S o Mateus will be renamed **Oto Santos Dumont**.



Hospitals	Outpatient	Diagnostic Support Services	
 Oto Aldeota KoraSa�de	 Oto Sul KoraSa�de	 Oto Vacinas KoraSa�de	 Oto Medicina Diagn�stica KoraSa�de
 Oto Santos Dumont KoraSa�de		 Oto Messejana KoraSa�de	 Oto Caucaia KoraSa�de
 Oto Meireles KoraSa�de		 Oto Home Care KoraSa�de	



Rede Meridional (ES)



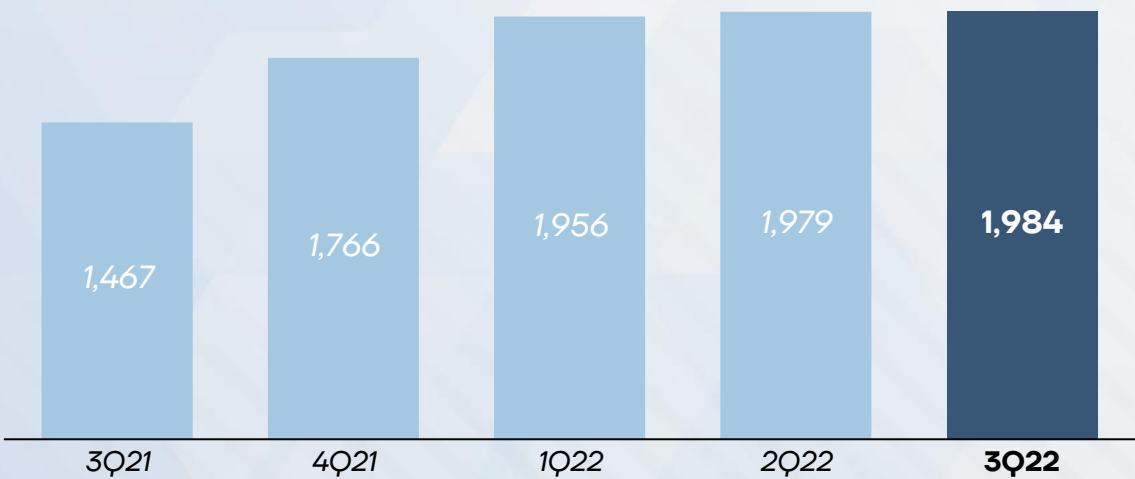
60 beds, 6 new surgery rooms and spaces for expanding support services. Those expansion works will be delivered at the end of November and the inauguration represents a **30% growth in the capacity of Meridional Cariacica**, which now has 245 beds.

The exclusive partnership between **Rede Meridional** and **PASA**, Vale's self-management health operator, is already underway. The clinics were inaugurated in 3Q22 and more than **3 thousand consultations** have been carried out so far.

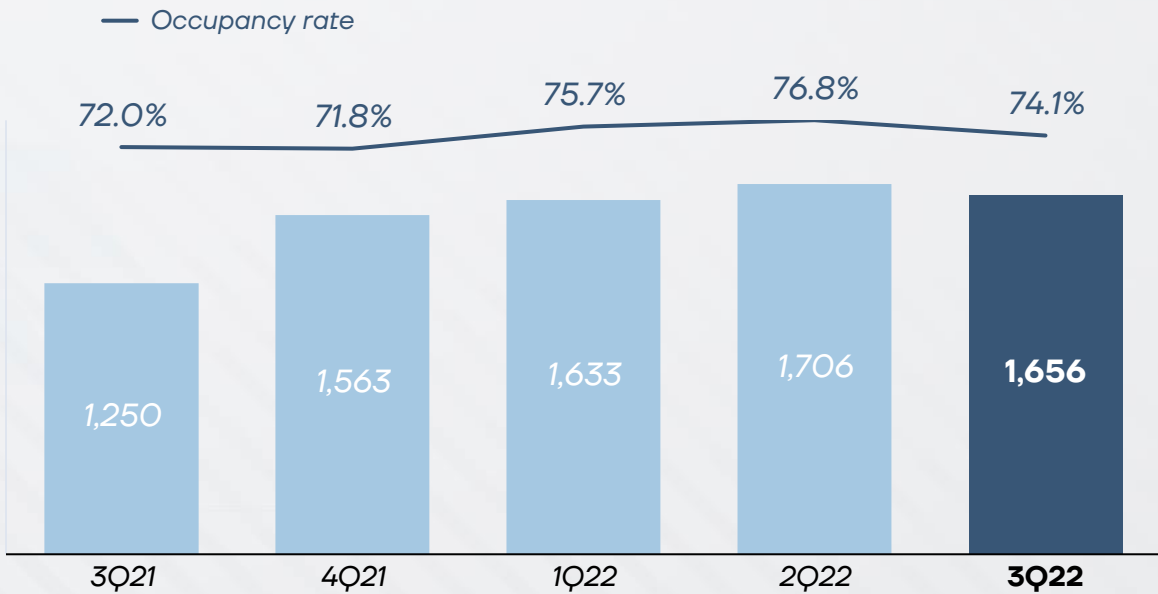


Occupancy rate: growth of 2,1 points p.y.

Total beds evolution
(end of period)

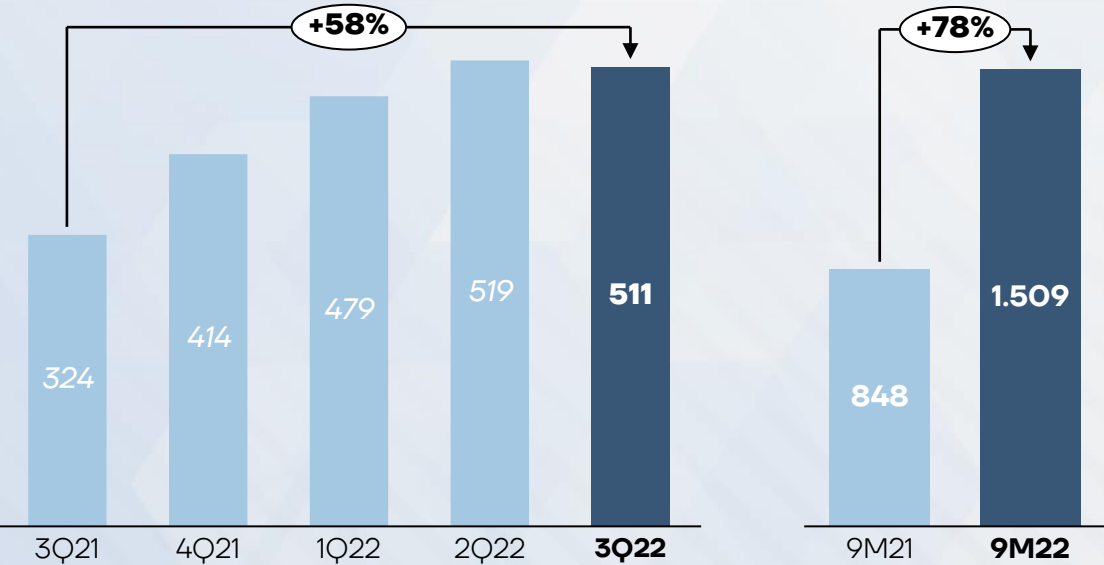


Operational beds evolution
(end of period)

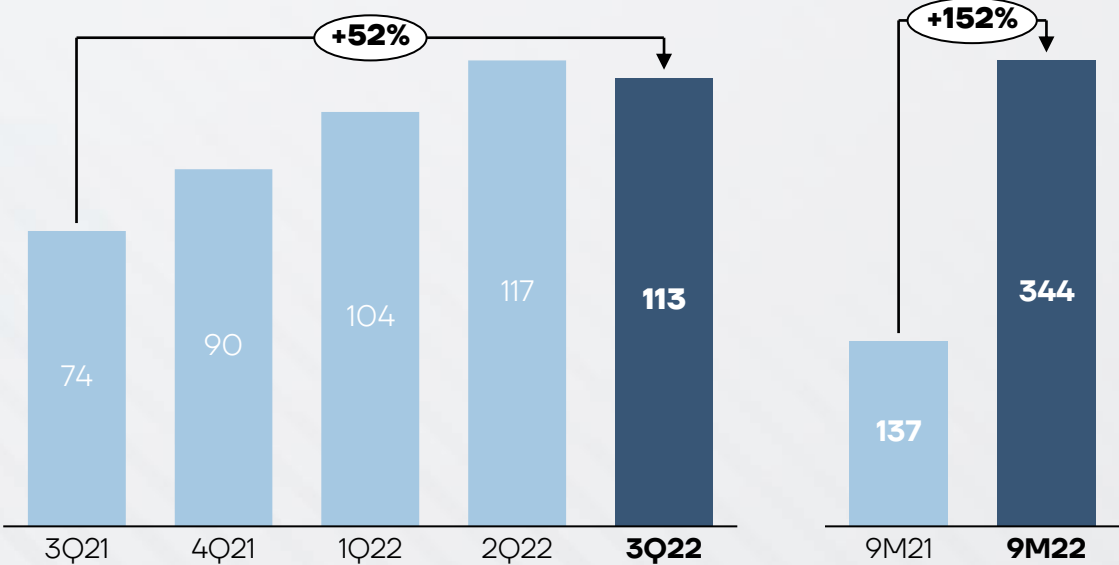


Net revenue: R\$1.5 bi YTD +78% vs. 9M21

Consolidated net revenue
R\$M



Hospitalization volume
(Patient-day '000)

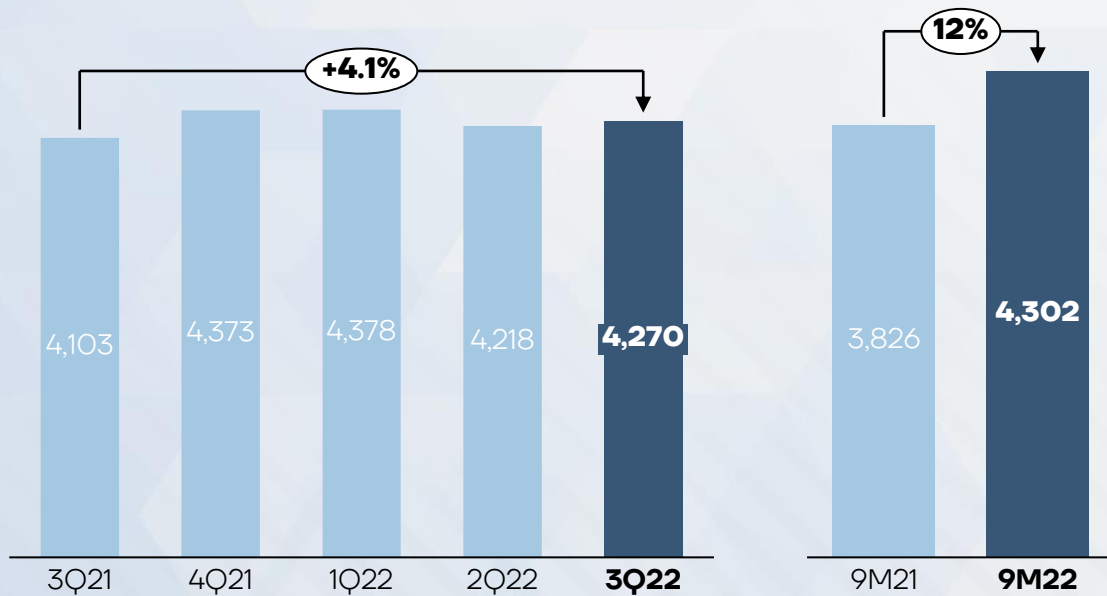


Average ticket: consistent growth

Average ticket

Ex-oncology net revenue per patient-day

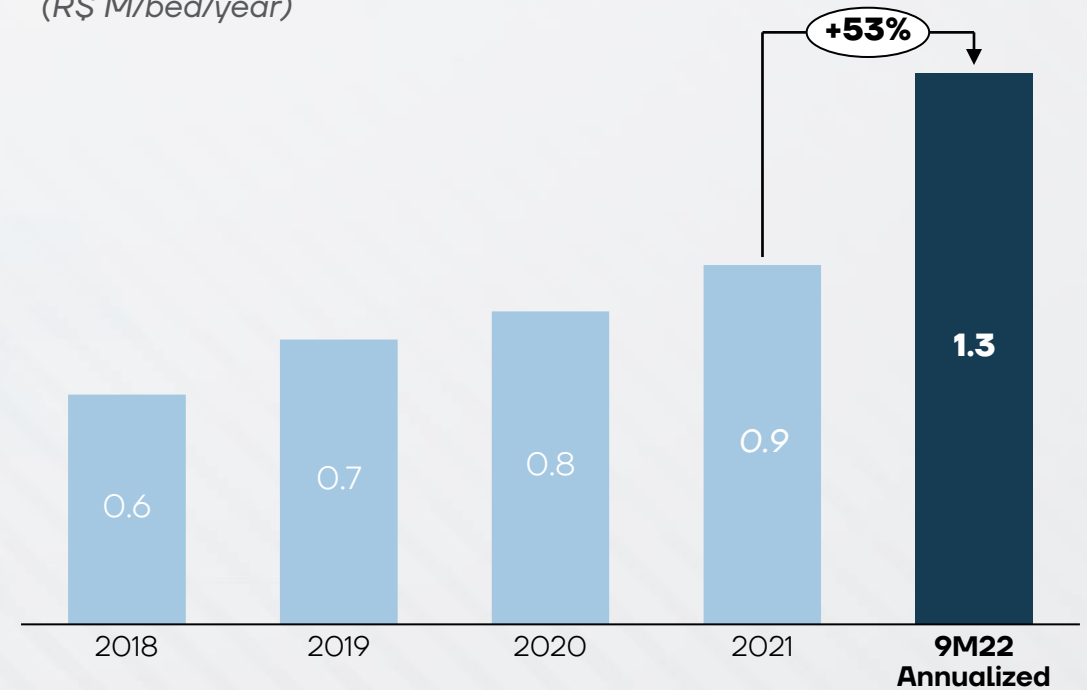
R\$/hospitalization/day



Average ticket

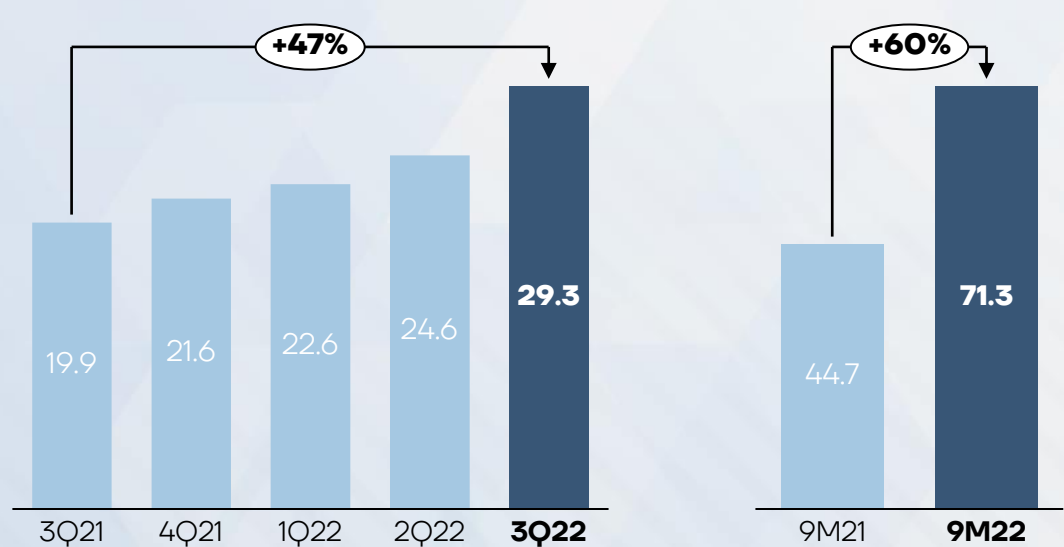
Gross revenue per operational bed

(R\$ M/bed/year)

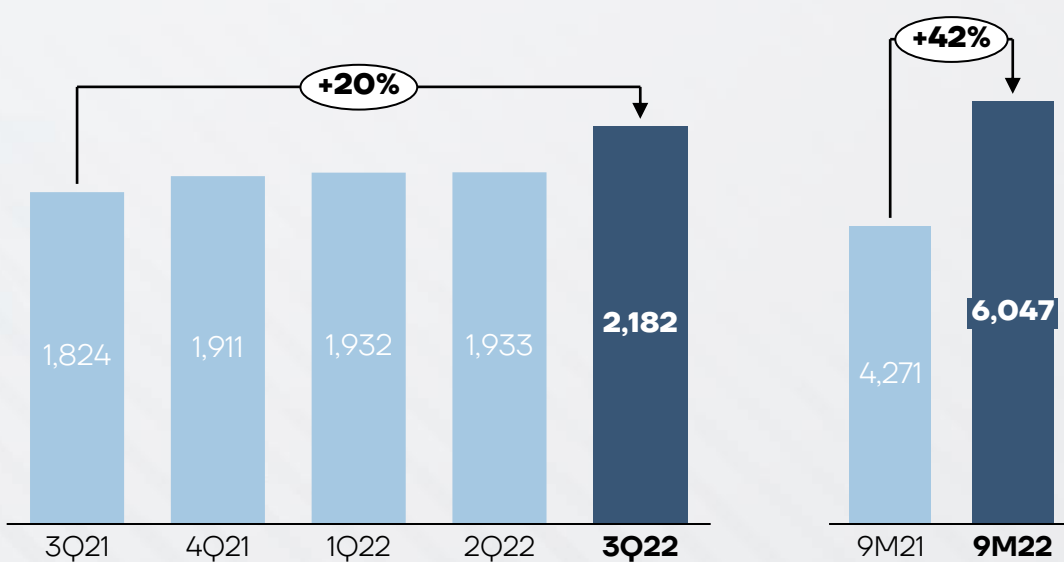


Oncology: new volume and revenue level

Net revenue
R\$ M

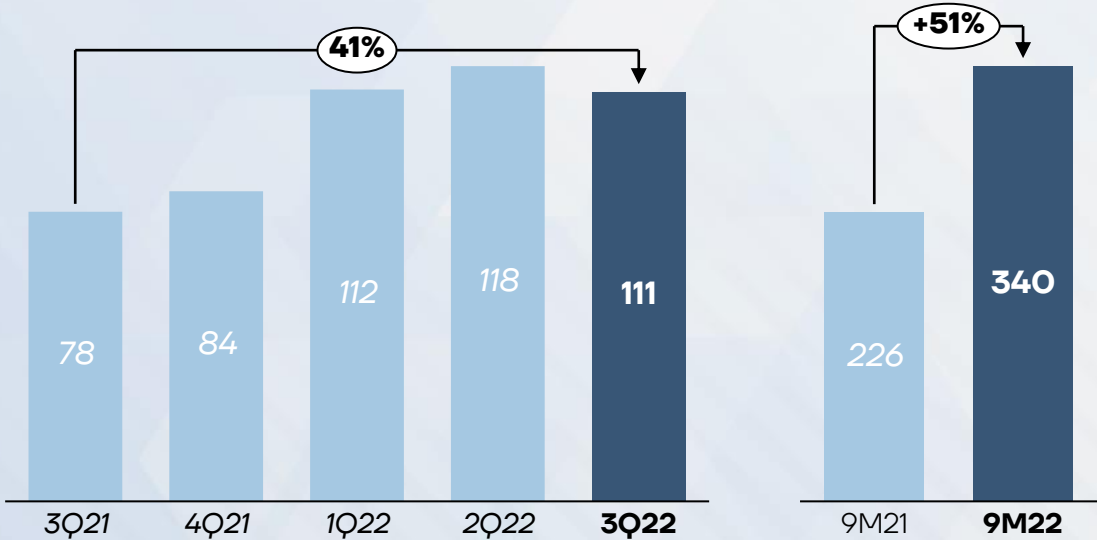


Treatments volume

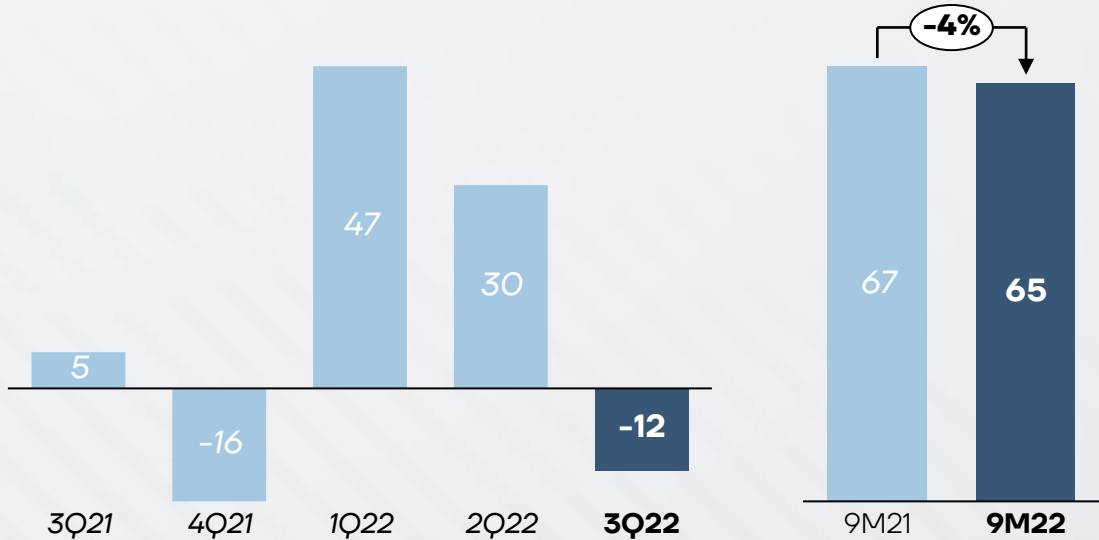


EBITDA growth and maintenance of profitability

Adjusted EBITDA
R\$M



Adjusted Net Income¹
R\$M



¹ Adjusted for the amortization of capital gains / deferred income tax/CS (goodwill on acquisitions) / stock option (non-cash) / non-recurring items

Fundraising to readjust the debt profile

Indebtedness + Acquisitions

R\$M

R\$ million	Sep/22
Bank loans and debentures	2,085
Total gross debt	2,085
Cash and cash equivalents	437
Net debt	1,648
Accounts payable for acquisition	628
Net debt + Accounts payable for acquisition	2,275

Subsequent events

2nd H. Anchieta Debentures Issuance¹

Oct/22: fundraising of R\$715 M

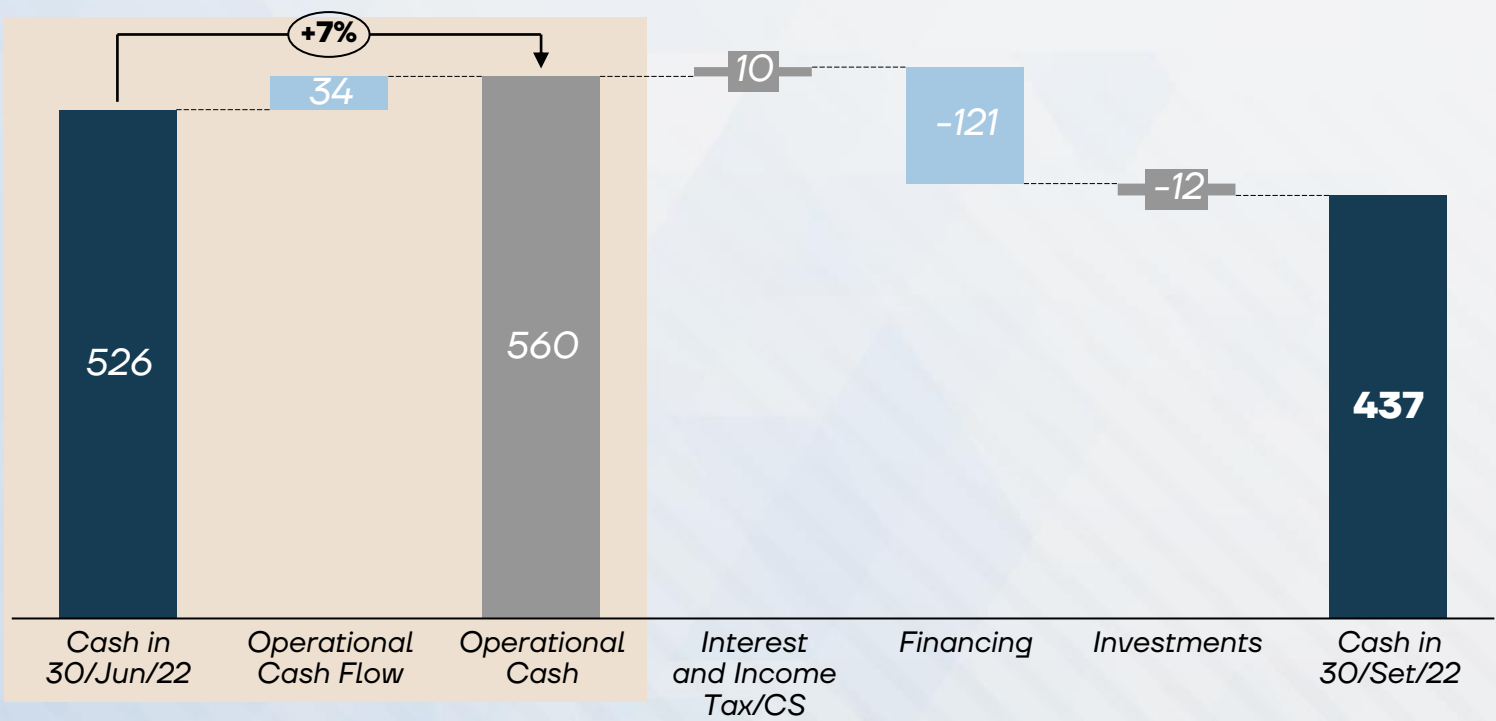
Series	Maturity	Value	Interest Rate	Amortization
Unique	5 years	R\$ 715 M	CDI + 1.95%	At the end of 4th and 5th year

- Early redemption of the entire 1st Debentures Issuance by Hospital Anchieta, which nominal value is R\$700 million
- Strategy to adjust the Company's debt profile
- Reduction of financial expenses
- Extension of the maturity schedule.

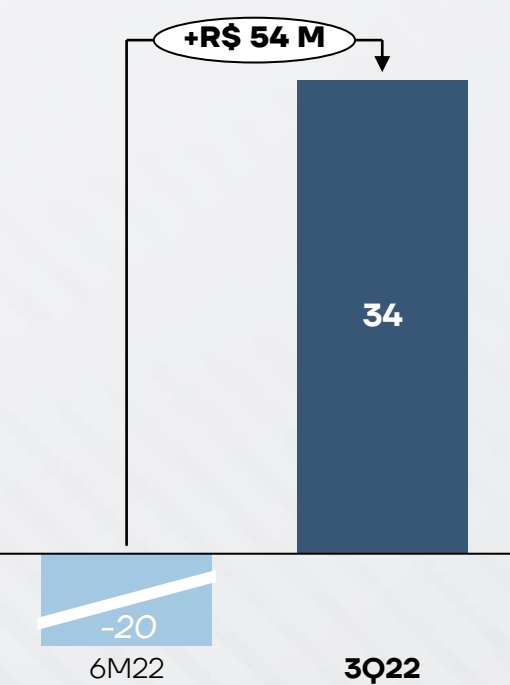
¹ The first issue was carried out by the subsidiary Enseada do Suá, later merged into Hospital Anchieta.

3Q22 Cash generation

Cash flow
R\$M



Operational cash flow
evolution
R\$M



KoraSaúde

Questions and Answers

*Write down your question through the “Q&A”
button at the bottom of the screen*

3Q22 | 9M22

