

KoraSaúde

# EARNINGS RELEASE

—  
**2Q22 | 6M22**





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# Disclaimer

## Growth, new business and best performances



### H. Encore

10th acquisition  
since IPO<sup>1</sup>



### Meridional and Vale

Announces exclusive  
partnership



### Anchieta and CNU

Accredited



### Expansion

Building works  
following the schedule  
and new floor at HMV<sup>2</sup>



### R\$ 1 Billion

Net revenue in 6M22  
+91% p.y.



### Midwest

720 beds at the region  
1 year since Anchieta  
acquisition



### SADT

IDE and IRT  
acquisition  
closing<sup>3</sup>

### KRSA B3 LISTED NM

### IPO

1 Year anniversary

<sup>1</sup>6 hospitals: Gastroclínica (CE) / H. São Mateus (CE) / OTO (CE) / ING (GO) / São Francisco (DF) / Encore (GO) and 4 diagnostic supportive clinics: Angiocardis (GO) / IDE (ES) / IRT (DF) / GDI (CE)

<sup>2</sup>HMV: Hospital Meridional Vitória (ES)

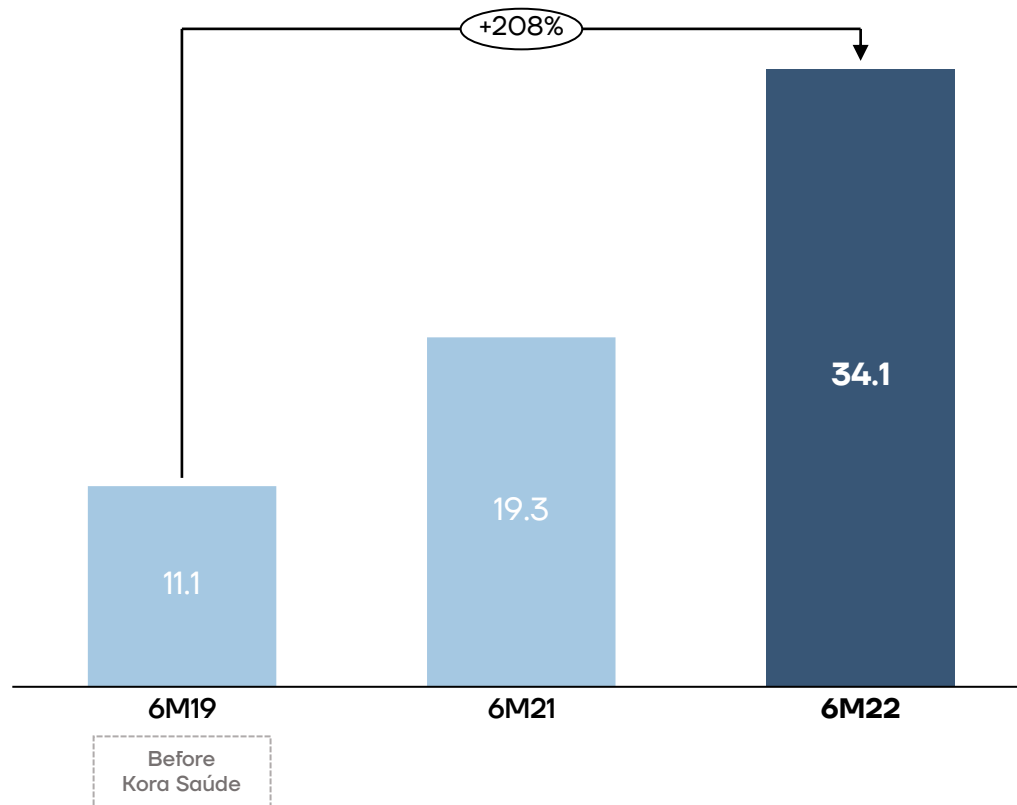
<sup>3</sup>IDE and IRT: Institute of Specialized Diagnostics and Taguatinga Institute of Radiotherapy

# Hospital Meridional Vitória / former Maternidade Santa Úrsula (ES)

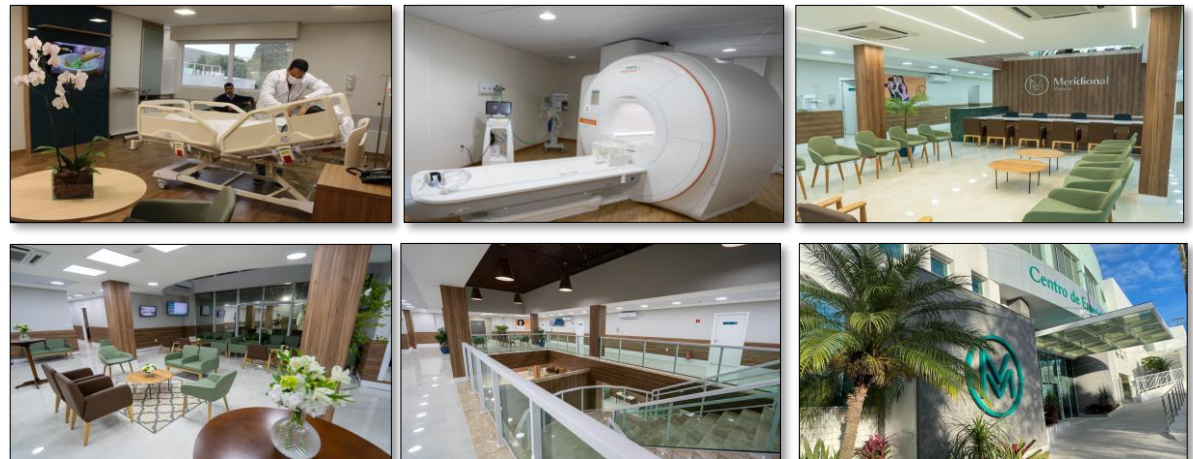
3 Years since Kora Saúde's acquisition



Net revenue  
(R\$ M)



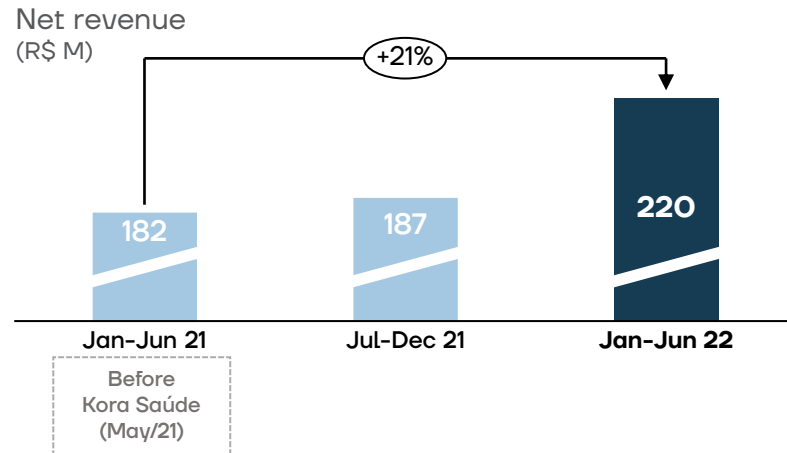
1. A 24h **emergency room** inclusion
2. **Specialties center** construction, with a complete **primary care**
3. **Intensive care units** (ICUs) and **regular care units** bed openings
4. **New care lines** offer and **Vitoria Oncology** inauguration
5. Own **diagnostic center**
6. New **operation rooms** and a new **humanized delivery** room
7. Growth of the existing **relationship with payors**
8. New **accredited** payors
9. Strengthening of the diagnostic and therapeutic support services (**SADT**)
10. New **management rituals**



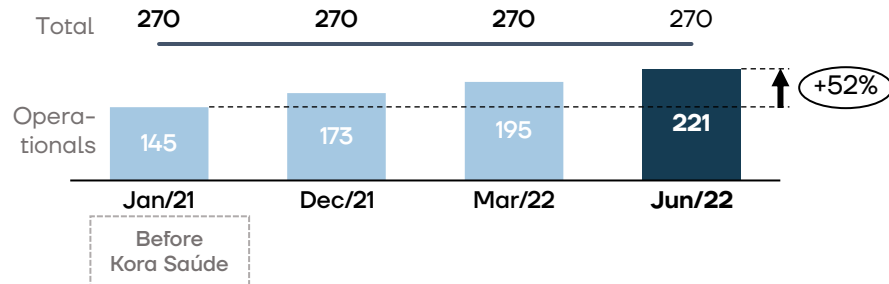


# Hospital Anchieta (DF)

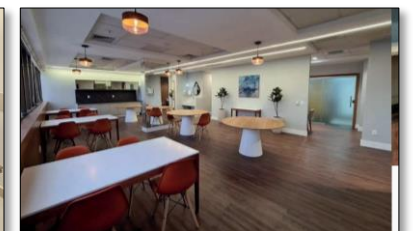
1 year sine Kora Saúde's acquisition



## Evolution of beds (end of period)



1. A more robust **emergency room**
2. Complete **primary care**, with more diverse medical teams
3. **Intensive care units (ICUs)** and **regular care units** bed openings
4. **New care lines** offer and **Anchieta Oncology** inauguration
5. Strategic investments at **surgery centers**
6. The structuring of the **center for attracting patients**
7. Growth of the existing **relationship with payors**
8. New **accredited** payors
9. Strengthening of the diagnostic and therapeutic support services (**SADT**)
10. New **management rituals**



## Overview: Hospital Encore



## State consolidation throughout supportive assets

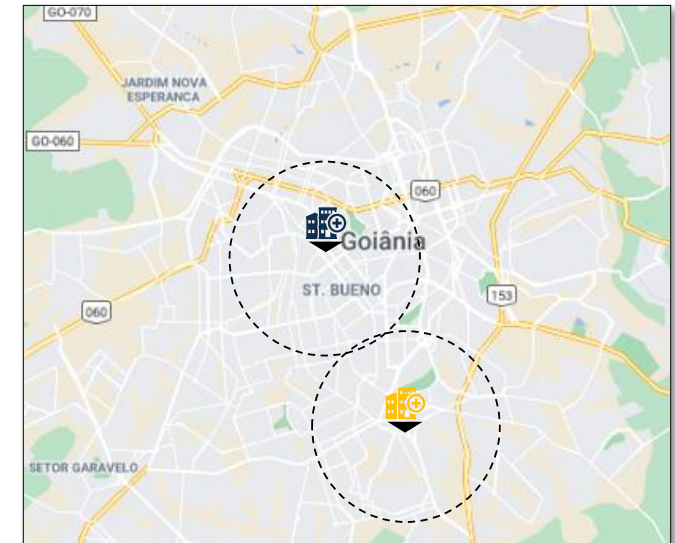


### Hospital Encore

- **Cardiology** reference in Goiás
- **Strategic** location in between Goiânia and Aparecida de Goiânia municipalities
- Potential for **organic expansion**: 1,500 m<sup>2</sup> of contiguous area in addition to 1,200 m<sup>2</sup> of annexed area
- **50 beds**, being 44% intensive care unit (ICU) beds
- A 3 thousand patient-day/month **emergency room**
- Its own **imaging diagnostic center**, **4 operating rooms** and two **hemodynamics** rooms

### Instituto Neurológico de Goiânia

- **46 years of tradition**: **ING** is a national **neurology** reference
- Located in a **prime area** at Setor Bueno.
- Potential for **organic expansion**: land with 3,000 m<sup>2</sup> and potential to build more than 20 floors
- It has **105 beds**, being 21 ICU beds
- Its own **Imaging diagnostic** center (3 MRI) and **6 operating rooms**



Instituto Neurológico de Goiânia



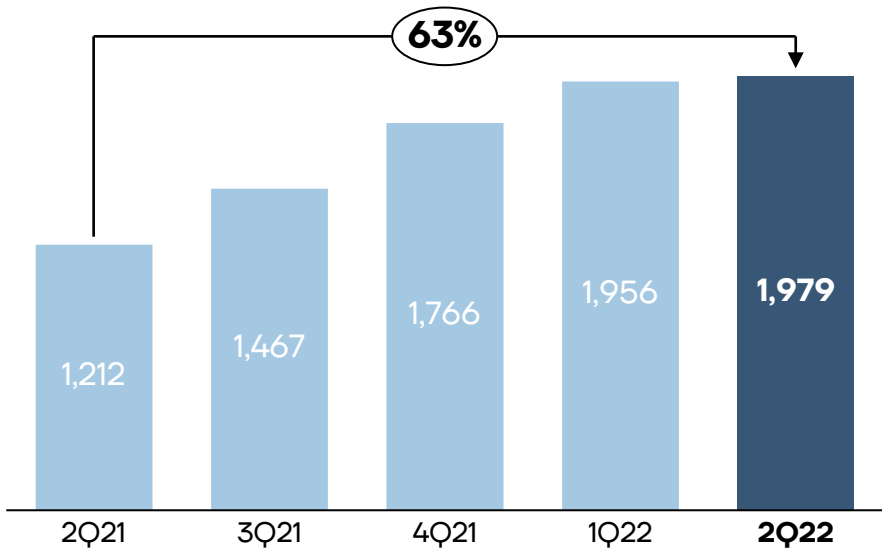
Hospital Encore

7 km between ING and H. Encore

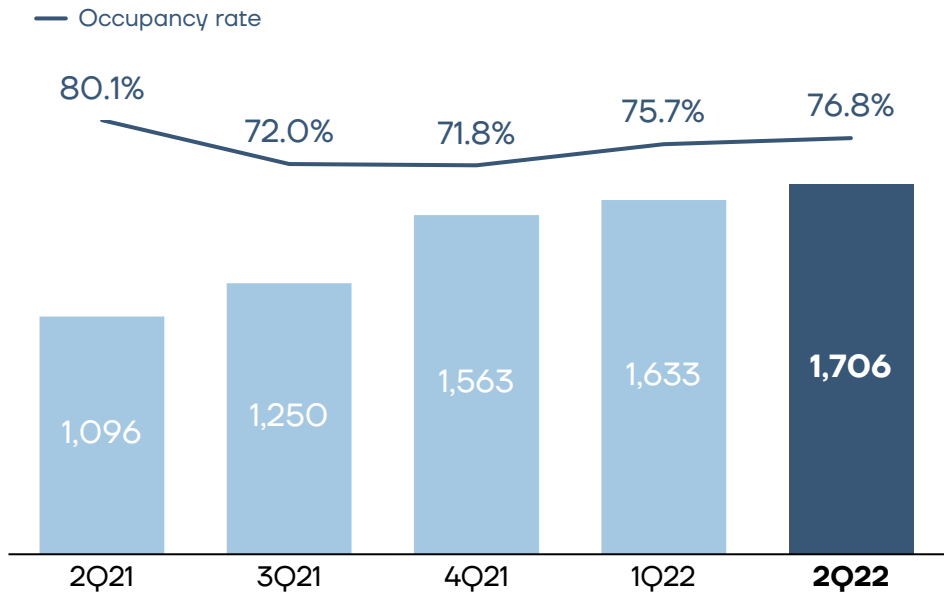
# Successive beds growth and occupancy rate normalization post pandemic



Evolution of the number of total beds  
(end of period)



Evolution of the number of operation beds  
(end of period)

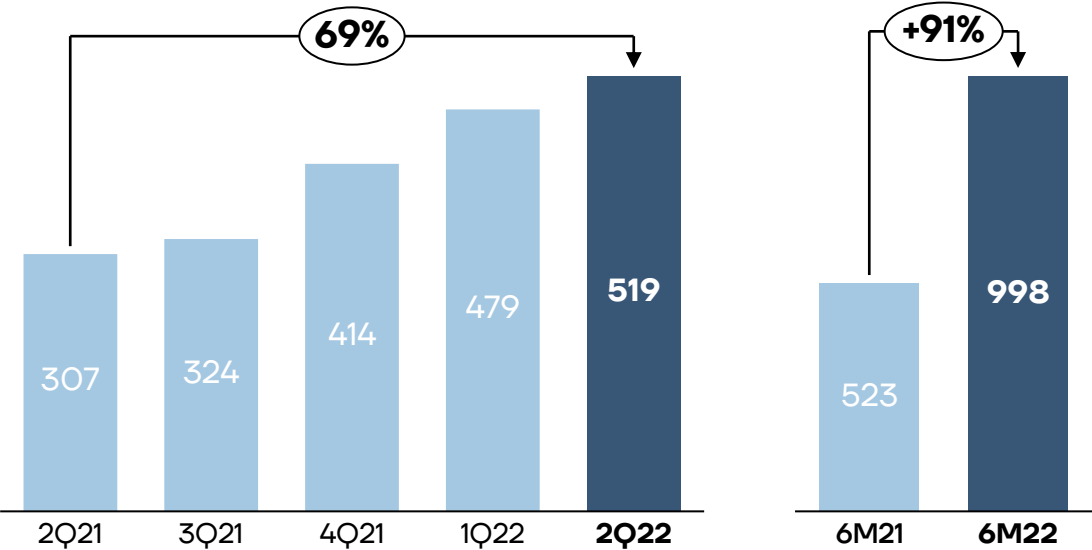




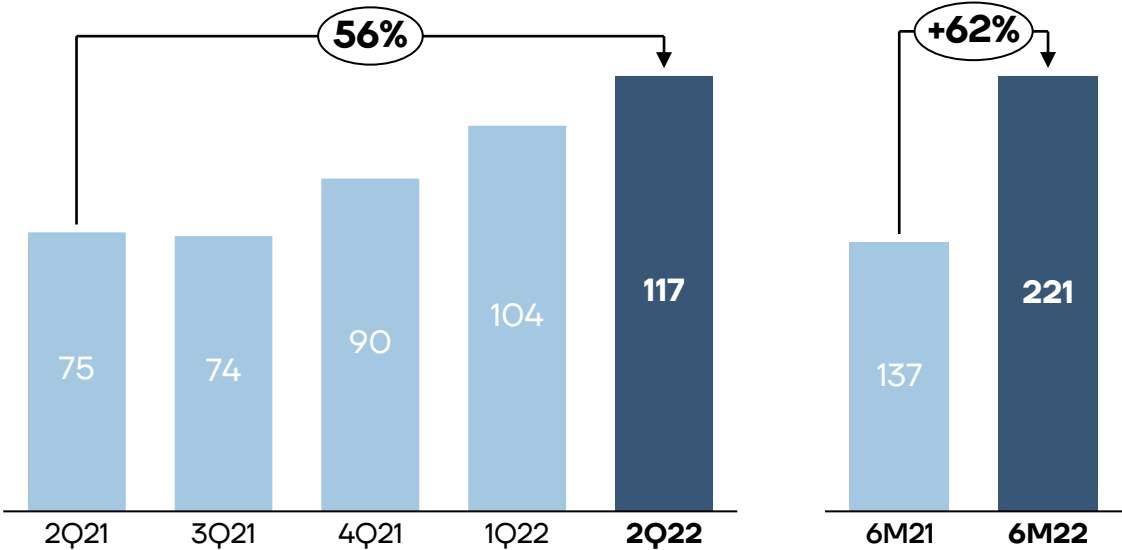
Net revenue: +69% growth vs. 2Q21



Consolidated net revenue  
R\$M



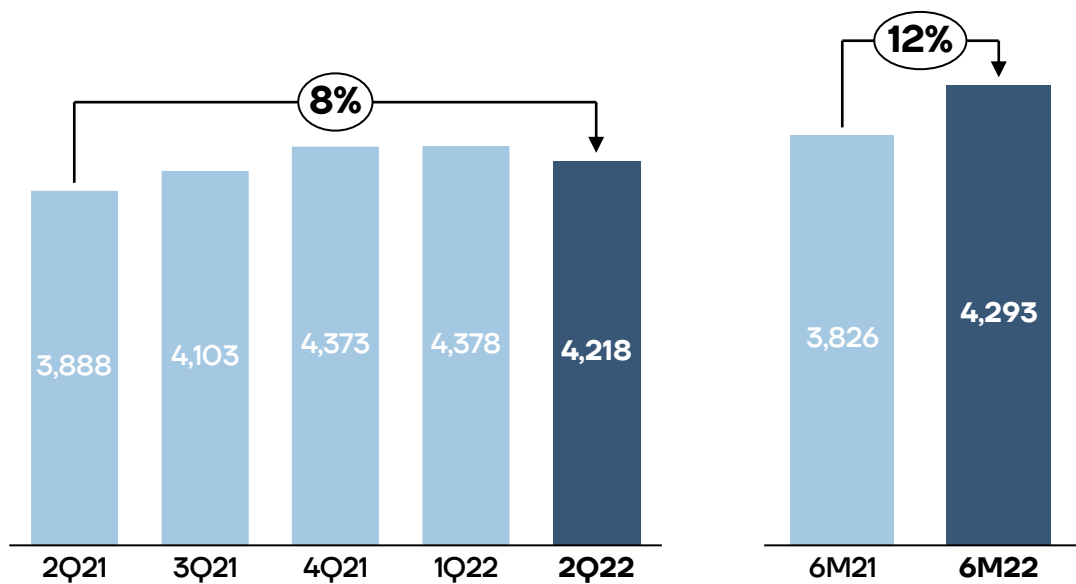
Hospitalizations volume  
(Patient-day '000)



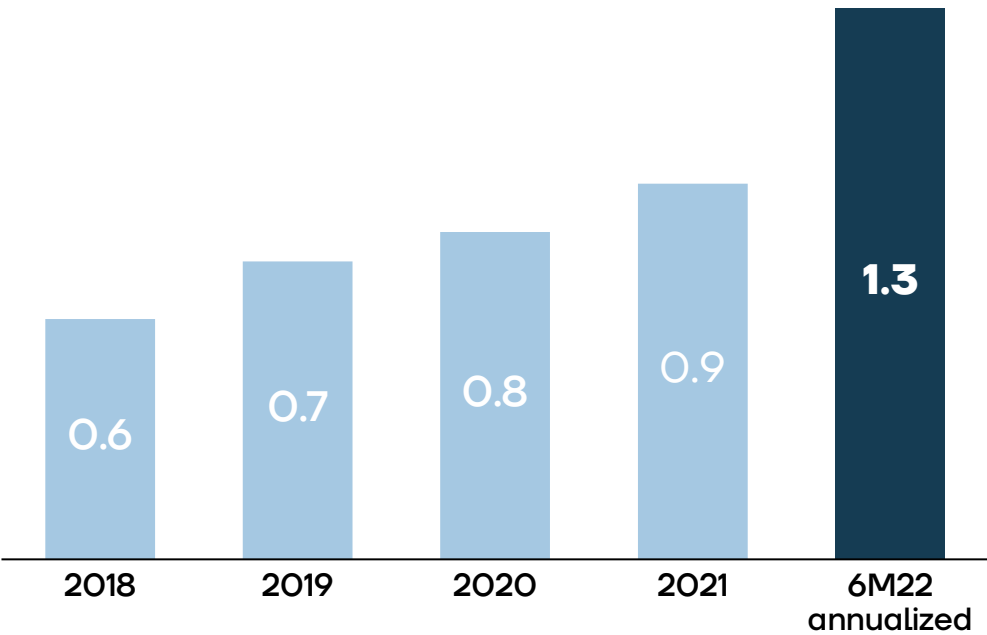
# Average ticket: consistent growth with our strategy



Average ticket  
Net revenue ex-oncology per patient-day  
R\$/hospitalization/day



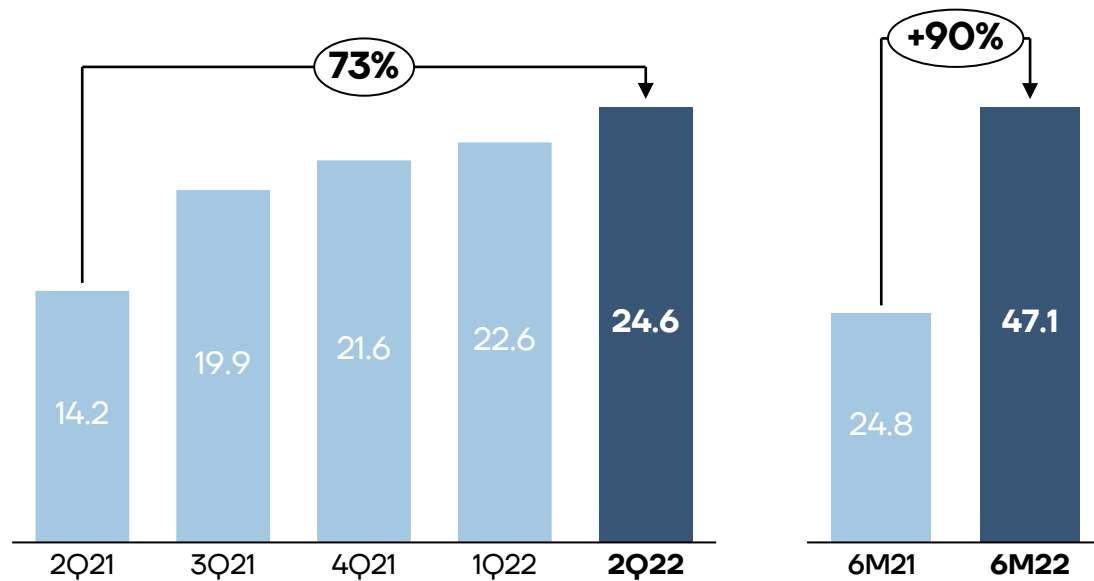
Average ticket  
Gross revenue per operational bed  
(R\$ M/bed/year)



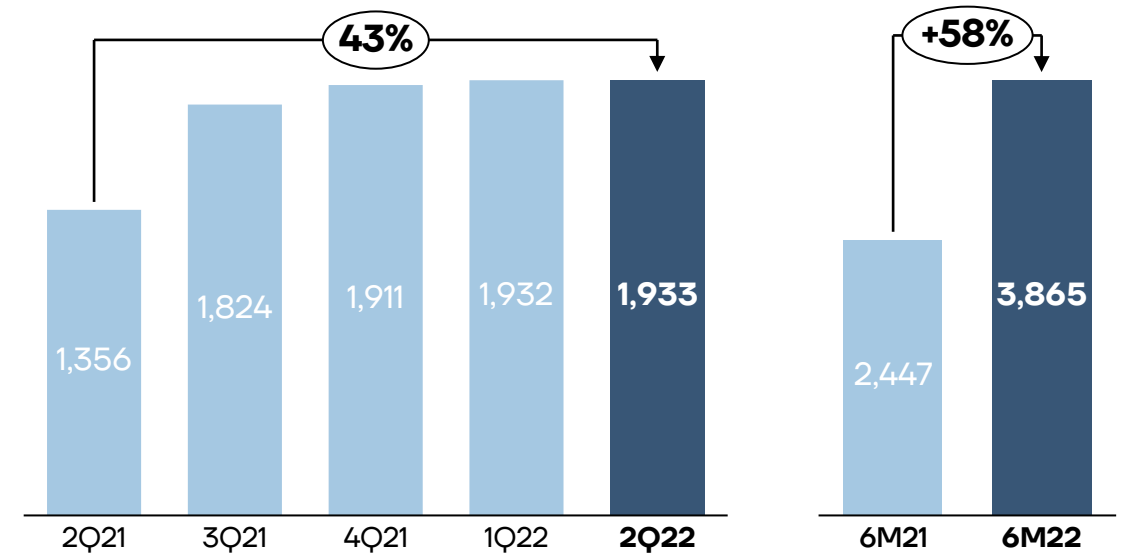
## Oncology: consistente volume and revenue growth



Net revenue  
R\$ M



Number of treatments

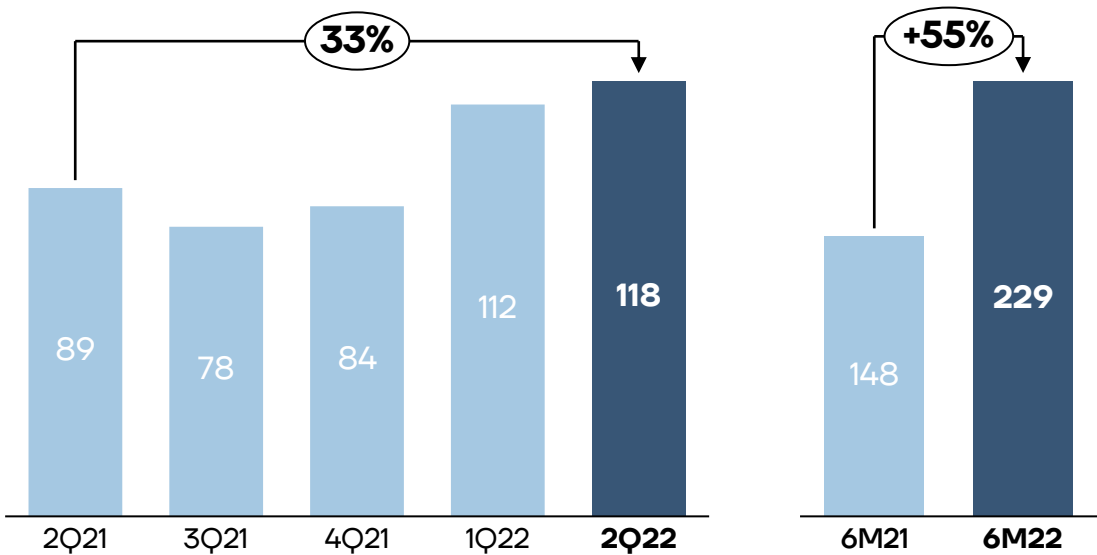


Strengthening the oncology segment is na integral part of Kora Saúde's strategy to consolidate itself as na integrated plataforma in the health care of its patients

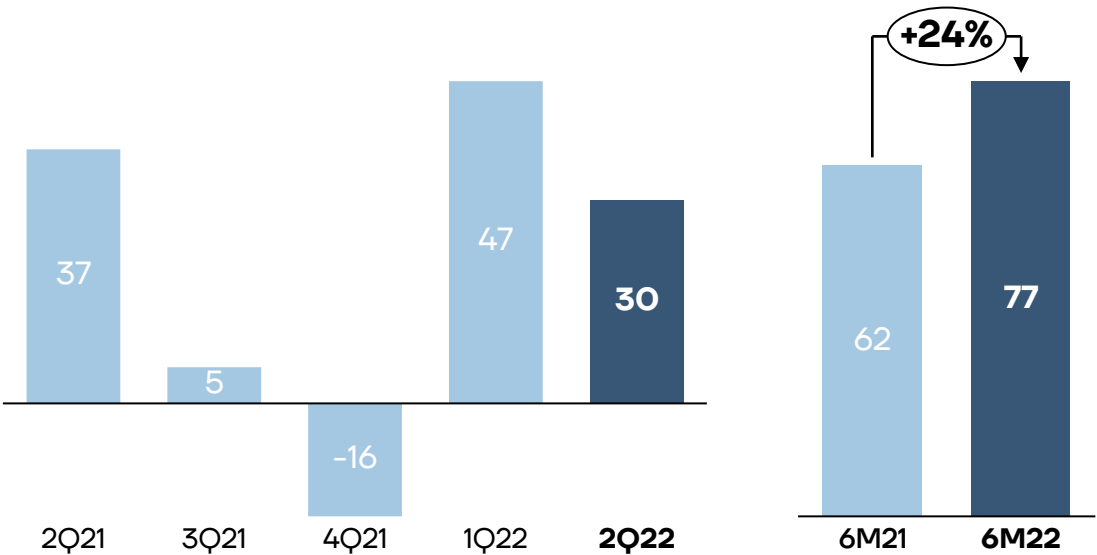
# EBITDA growth and maintenance of profitability



Adjusted EBITDA  
R\$M



Adjusted net income<sup>1</sup>  
R\$M



<sup>1</sup>Adjusted by the amortization of capital gains / deferred IR/CS (goodwill of acquisitions) / stock option (non-cash) / non-recurring items

## Fundraising to reinforce cash and extend liabilities



### Endebtedness + Acquisitions R\$M

R\$ million	Jun-22
Bank loans and debentures	2,034
Total gross debt	2,034
Cash and cash equivalentes	526
Net debt	1,508
Accounts payable from acquisitions	615
Net debt + Accounts payable from acquisitions	2,123

### 1º Kora Saúde debentures issuance May/22: R\$700 M funding

Series	Term	Amount	Fee	Maturity
1ª	5 years	R\$ 440 M	CDI + 1.95%	4th and 5th year-end
2ª	7 years	R\$ 260 M	CDI + 2.20%	6th and 7th year-end

Rating Fitch: AA-

### Ongoin projects:



Sale & leaseback from real estate assets



Extension of the maturity schedule





### Environmental impact

Kora Saúde received the International Renewable Energy Certificate (I-REC) in 5 hospitals, proving the **renewable consuming sources**.

### Social impact

We received the “Top Performer” and “Efficient ICU 2022” seals, in recognition of outstanding clinical results in intensive care units, which reflects the **healthcare services quality**.

### Governance

**Buyback Program** of up to 15.6M shares (2% of the total).

Realization of its **first Annual and Ordinary Shareholders' Meeting** after the IPO, through the digital format. Attended by more than 90% of the share capital and all matters were approved



KoraSaúde

## Q&A

Write down your questions through the webchat located at the bottom of your screen

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