

Results 2Q21 - FLRY3

July 2021



Disclosure

This presentation may contain forward-looking statements. Such statements are not statements of historical facts and reflect the beliefs and expectations of the Company's management. The words "anticipates", "believes", "estimates", "expects", "forecasts", "plans", "predicts", "project", "targets" and similar words are intended to identify these statements, which necessarily involve known and unknown risks and uncertainties. Known risks and uncertainties include but are not limited to the impact of competitive services and pricing market acceptance of services, service transactions by the Company and its competitors, regulatory approval, currency fluctuations, changes in service mix offered, and other risks described in the Company's registration statement. Forward-looking statements speak only as of the date they are made and Grupo Fleury does not undertake any obligation to update them in light of new information or future developments.

All figures are compared to 2Q20 except when stated otherwise.

Highlights

- **Gross Revenue** reached a new **historical record** in the quarter, totaling R\$ 1.005 billion, growth of 104.1% compared to 2Q20 and 4.2% compared to 1Q21.
- **Client's home service** registered a strong growth for the fifth consecutive quarter, with gains of 40.4% in the quarter, representing 8.1% of Gross Revenue, **the highest level in history.**
- Resumption of **imaging tests**, which **recorded an increase of 179.5%** compared to 2Q20 and 9.7% compared to 1Q21.

- **545 thousand tests** were performed for **Covid-19** in the quarter, being 306 thousand RT-PCR and 239 thousand serologies. Gross revenue from Covid-19 tests represented 8.3% of total revenue in the quarter, the lowest level recorded since the beginning of the pandemic.

- Strengthening of the **Ecosystem strategy**, with revenue growth from services in addition to diagnosis, representing 4.1% of Gross Revenue.

- **Saúde iD: Continuous growth** in the number of lives and expansion of Telemedicine services, with more than 228 thousand medical consultations performed in 2Q21, totaling more than 570 thousand consultations since the beginning of the offer of this service.

¹ Tests performed between 04/01/2021 and 06/30/2021, including RT-PCR and Serology

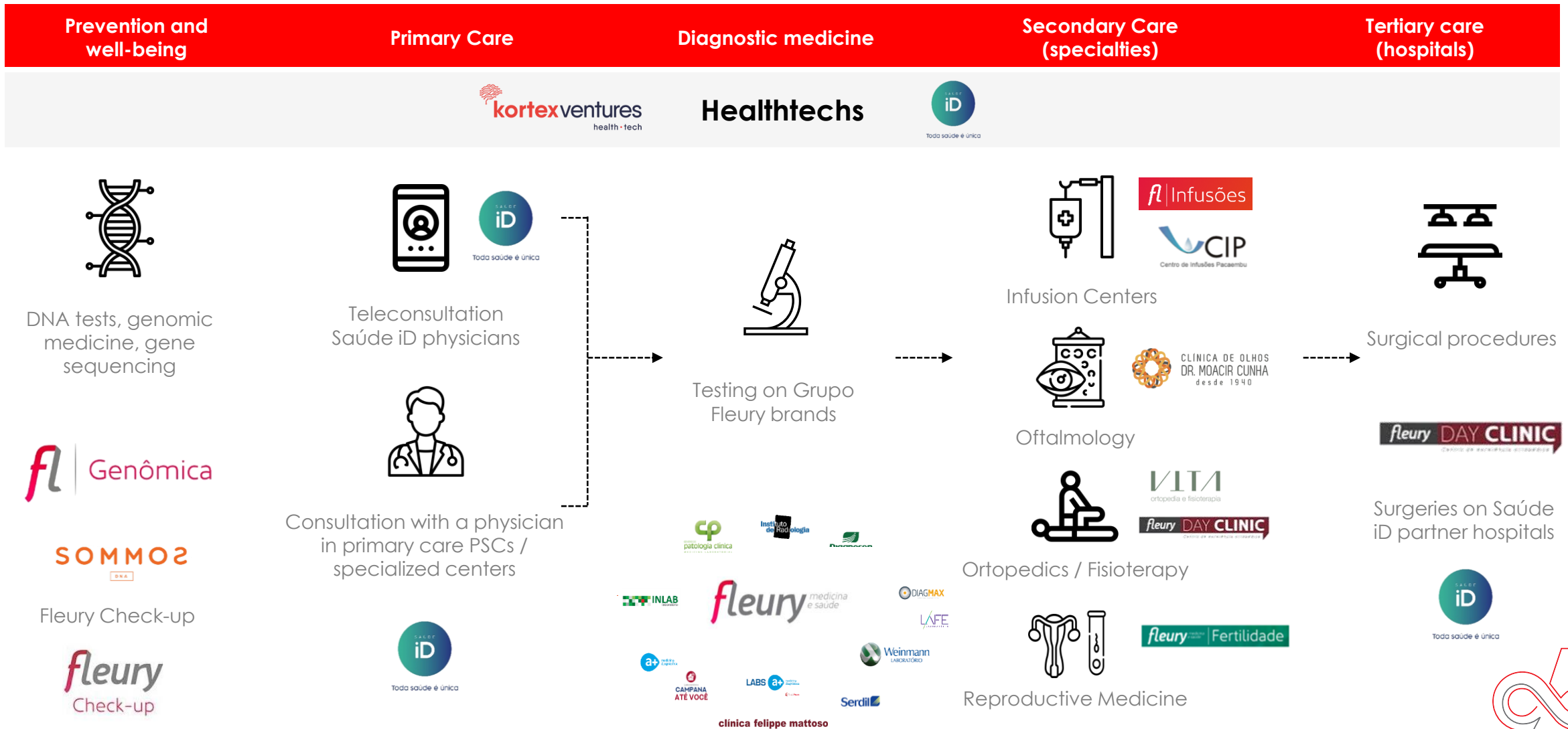
Highlights

- New initiatives: Consolidation of the acquisitions of the Centro de Infusão Pacaembu and Clínica de Olhos Moacir Cunha, in addition to the closing of the acquisition of Clínica Vita of orthopedics.
- Recurring EBITDA of R\$ 249.1 million (+1170%), with a recurring margin of 26.7% in 2Q21. In the year, R\$ 534.7 million (+148%) with a recurring margin of 29.3%.
- Recurring Net Income of R\$ 86.6 million (+218%) with a recurring net margin of 9.3% in 2Q21. In the year, R\$ 205.2 million (+1507%) with a recurring net margin of 11.2%.

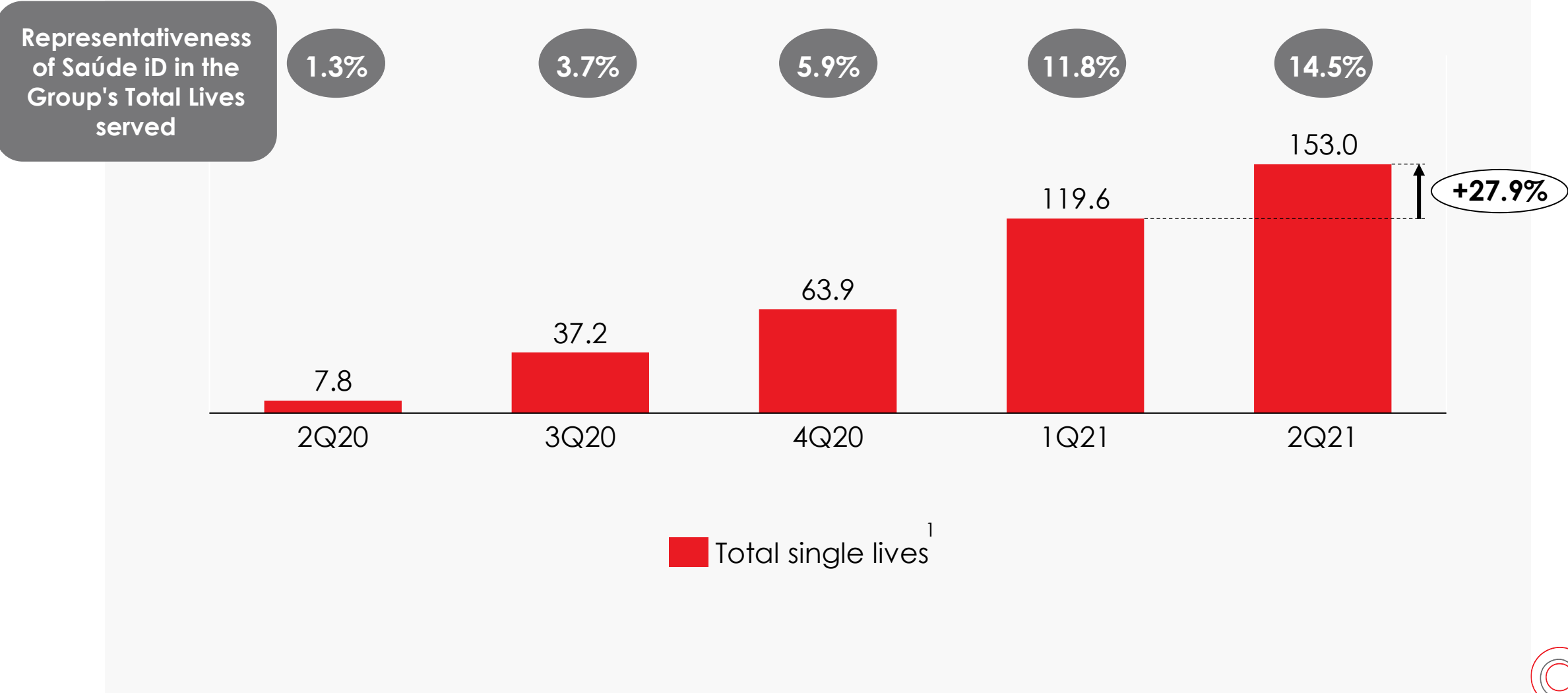
- **Operating Cash** Generation of R\$ 286.5 million (+316.1%) in 2Q21, and in the year R\$ 485.7 million (+143.2%).
- **Return on Invested Capital** (ROIC²) without goodwill, considering the effects of IFRS-16 of 58.7% in the quarter.
- The NPS³ of the Group reached 76.1% and 84.4% in client's home service in 2Q21, as a result of the continuous efforts to **improve the level of services** in our PSCs.

²As of 1Q21, we present the ROIC with the effects of IFRS-16 | ³Net Promoter Score

Integrated, preventive and hybrid healthcare ecosystem (physical and digital)

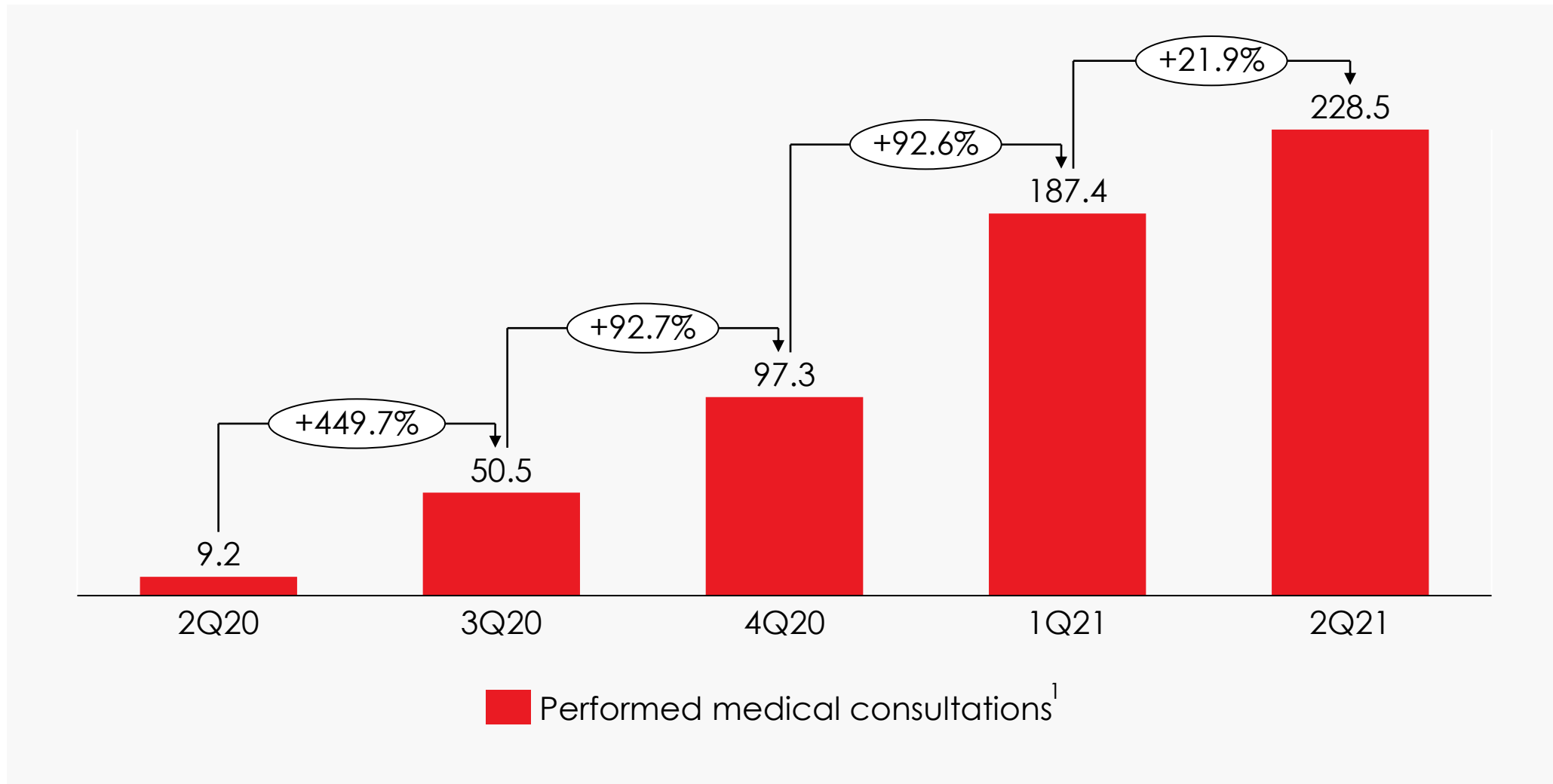


Evolution in the Number of Lives – Saúde iD



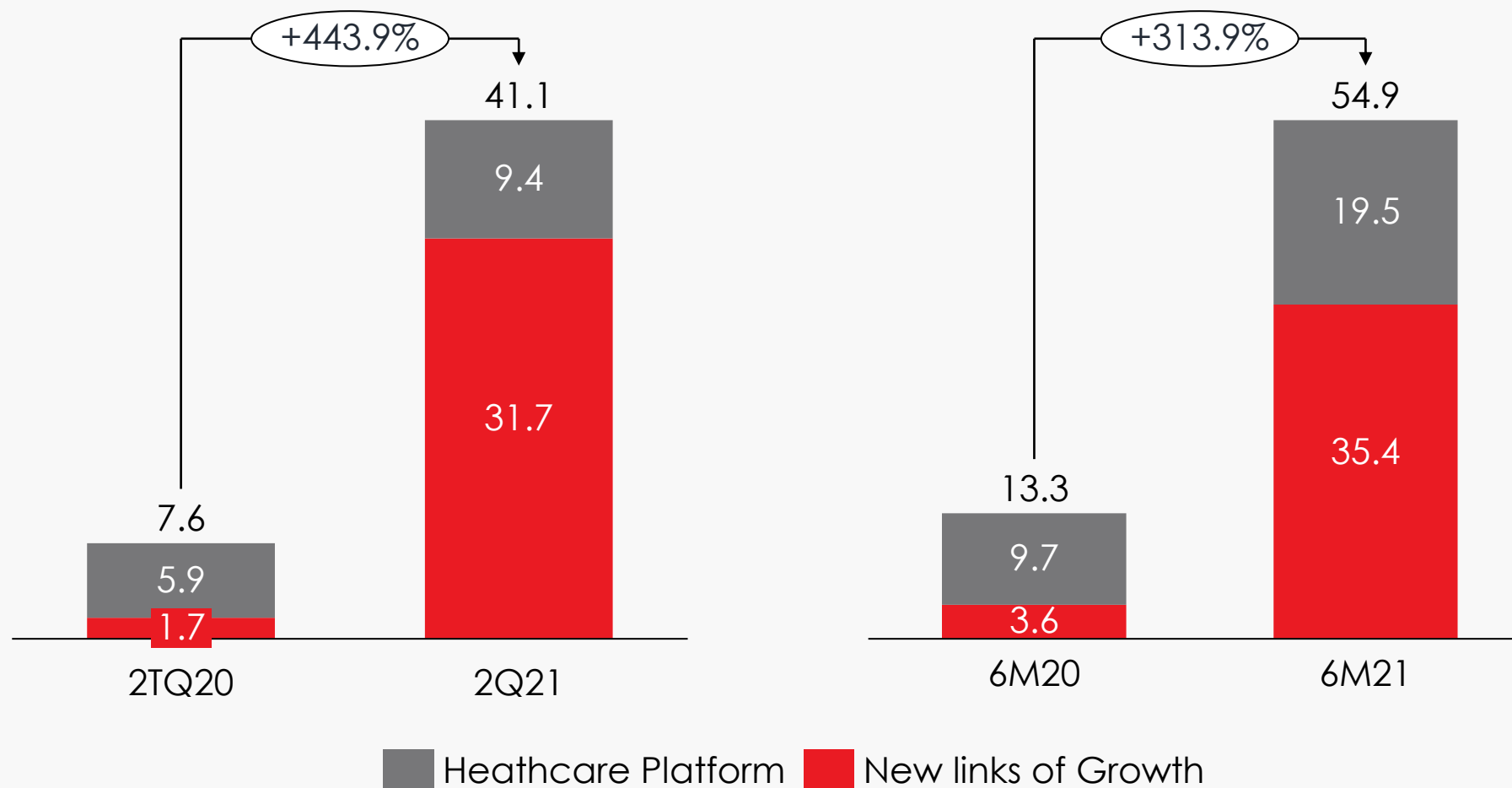
¹ In thousand | Does not consider B2B and acquired companies

Evolution of the Number of Medical Consultations - Saúde iD Telemedicine



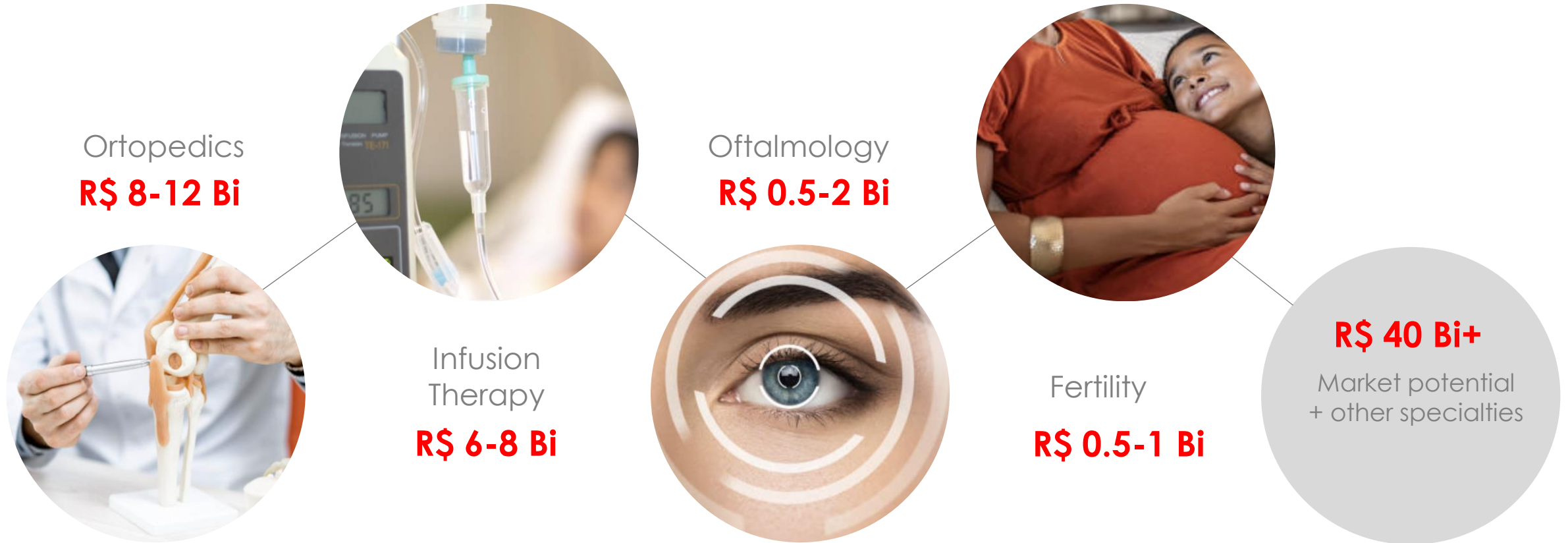
¹ In thousand

Revenue Growth of New Links (R\$ MM)

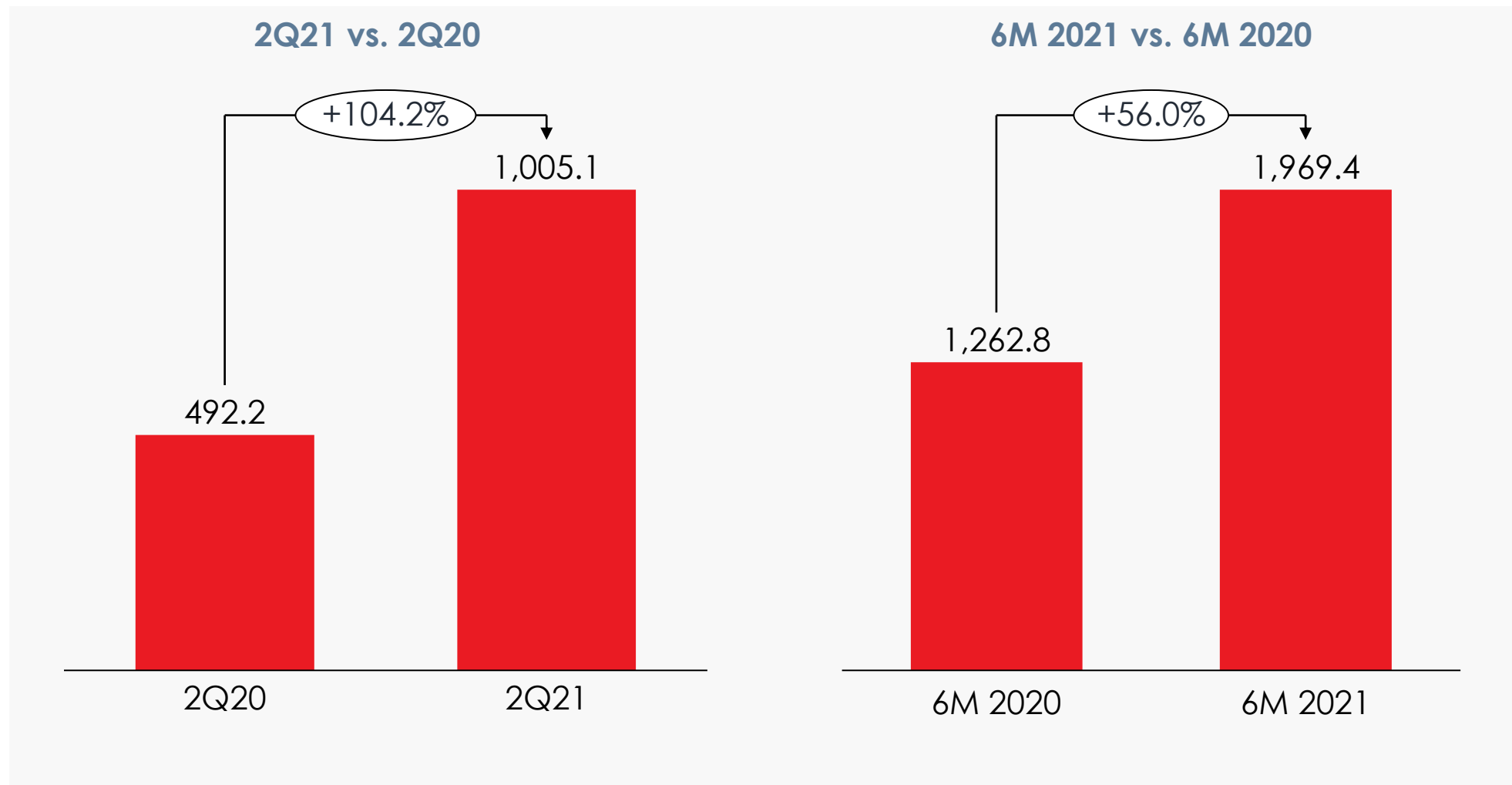


¹ 2Q21 considers the consolidation of the acquisitions of CIP and Clinica Moacir Cunha as of May

Addressable Market – New Links R\$ 40 Billion

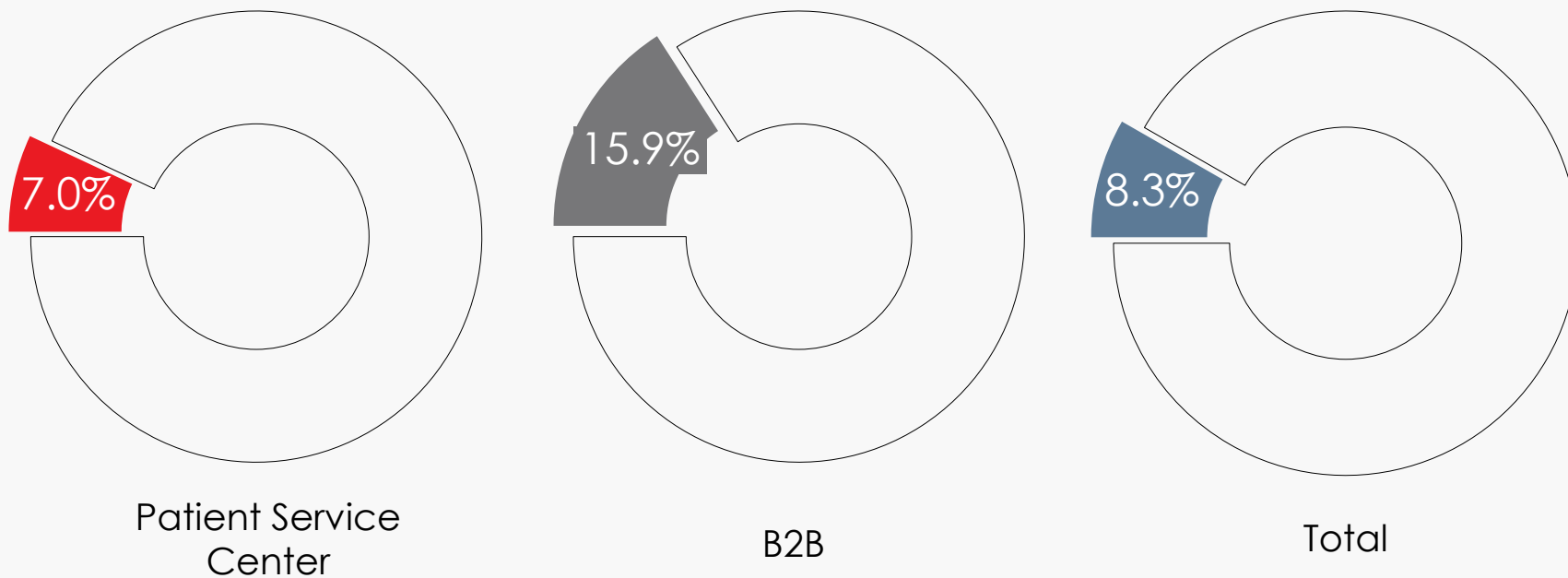


Consolidated Gross Revenue (R\$ MM)



Gross Revenue

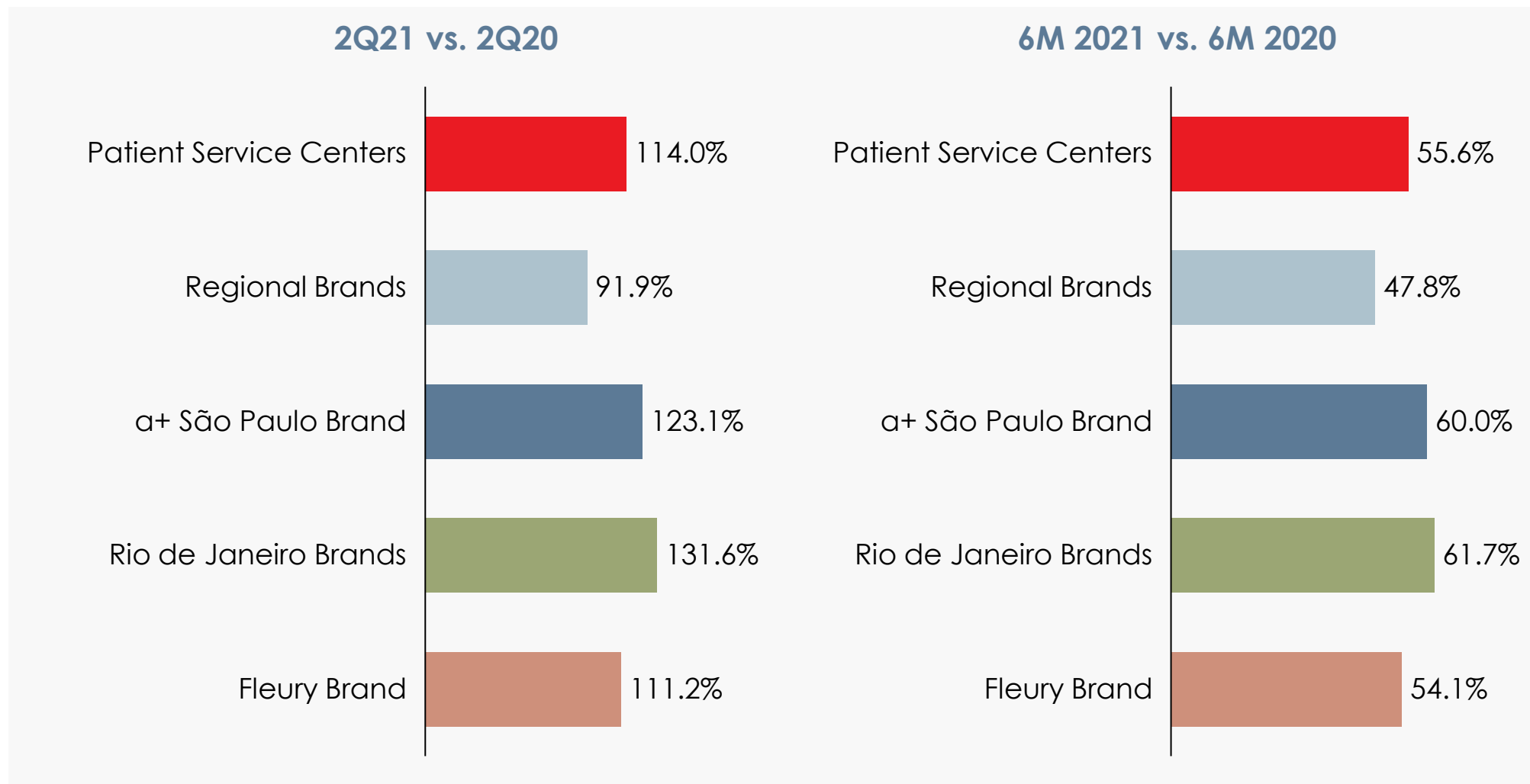
COVID-19 tests participation on the Gross Revenue (% of the total)



¹ Considering the Gross Revenue of RT-PCR and Sorology tests on the total Gross Revenue for each segment.

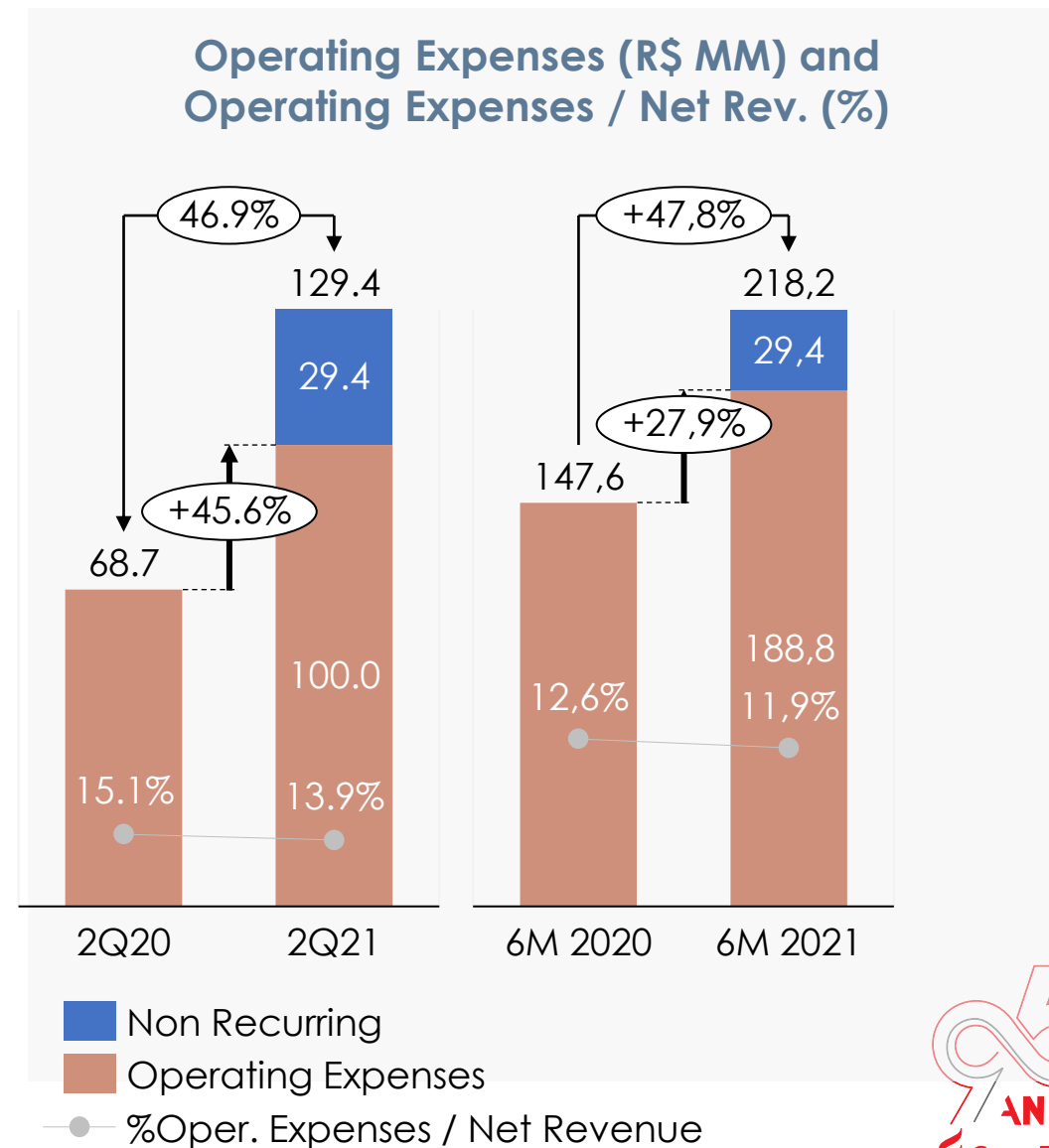
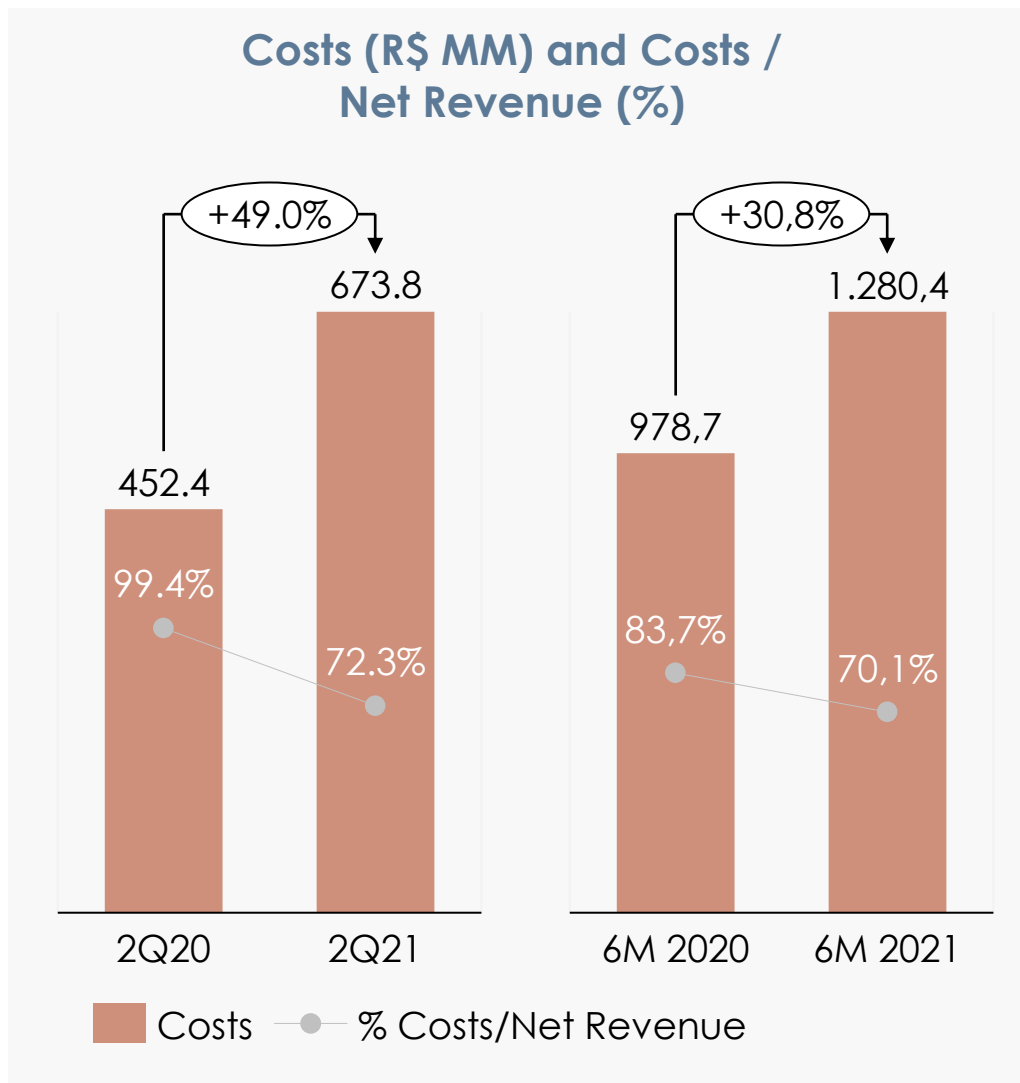
Gross Revenue

Patient Service Centers Performance

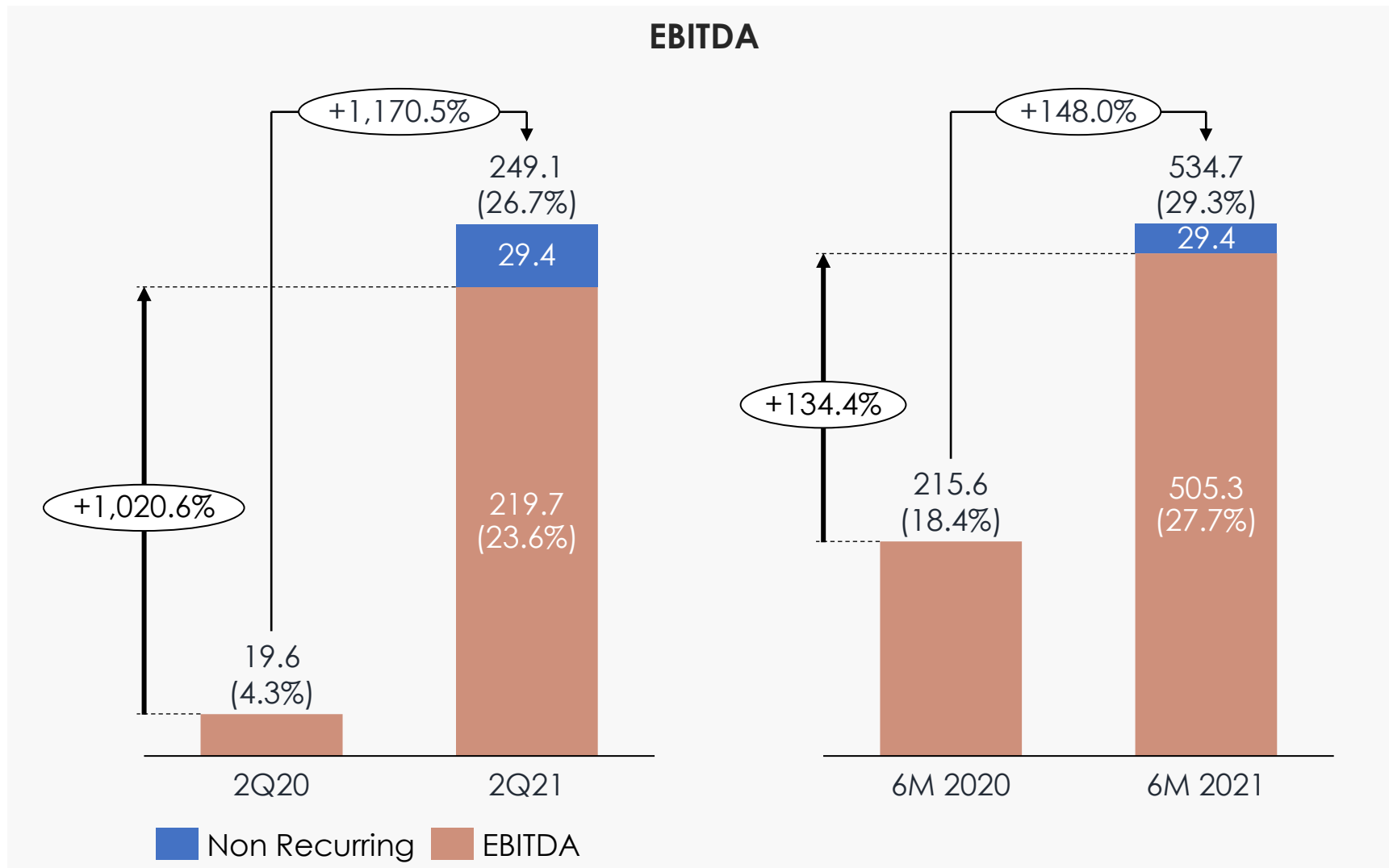


¹ Revenue from previous periods adjusted, considering only diagnostic medicine revenue.

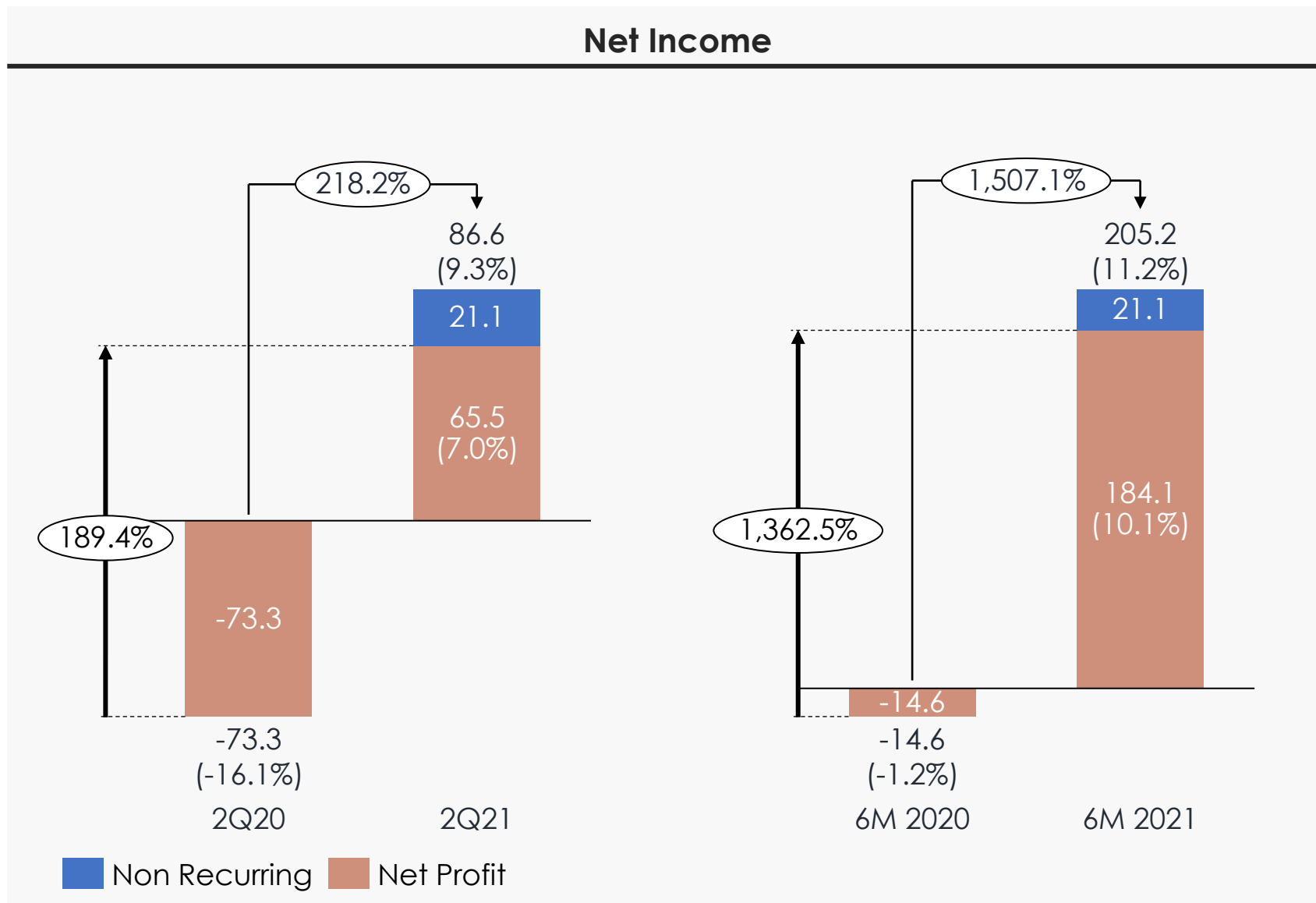
Costs and Expenses



EBITDA (R\$ MM) and Margin (%)

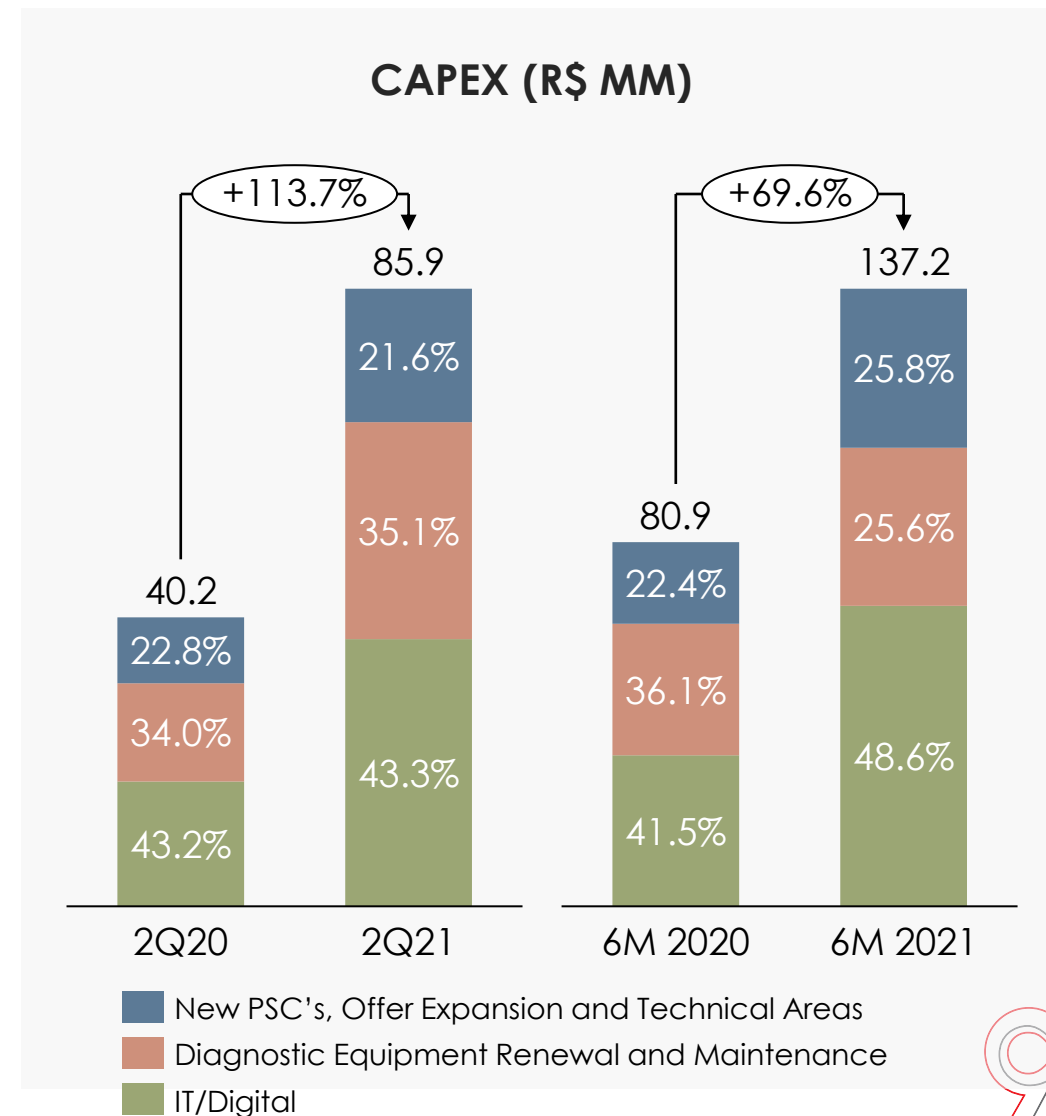
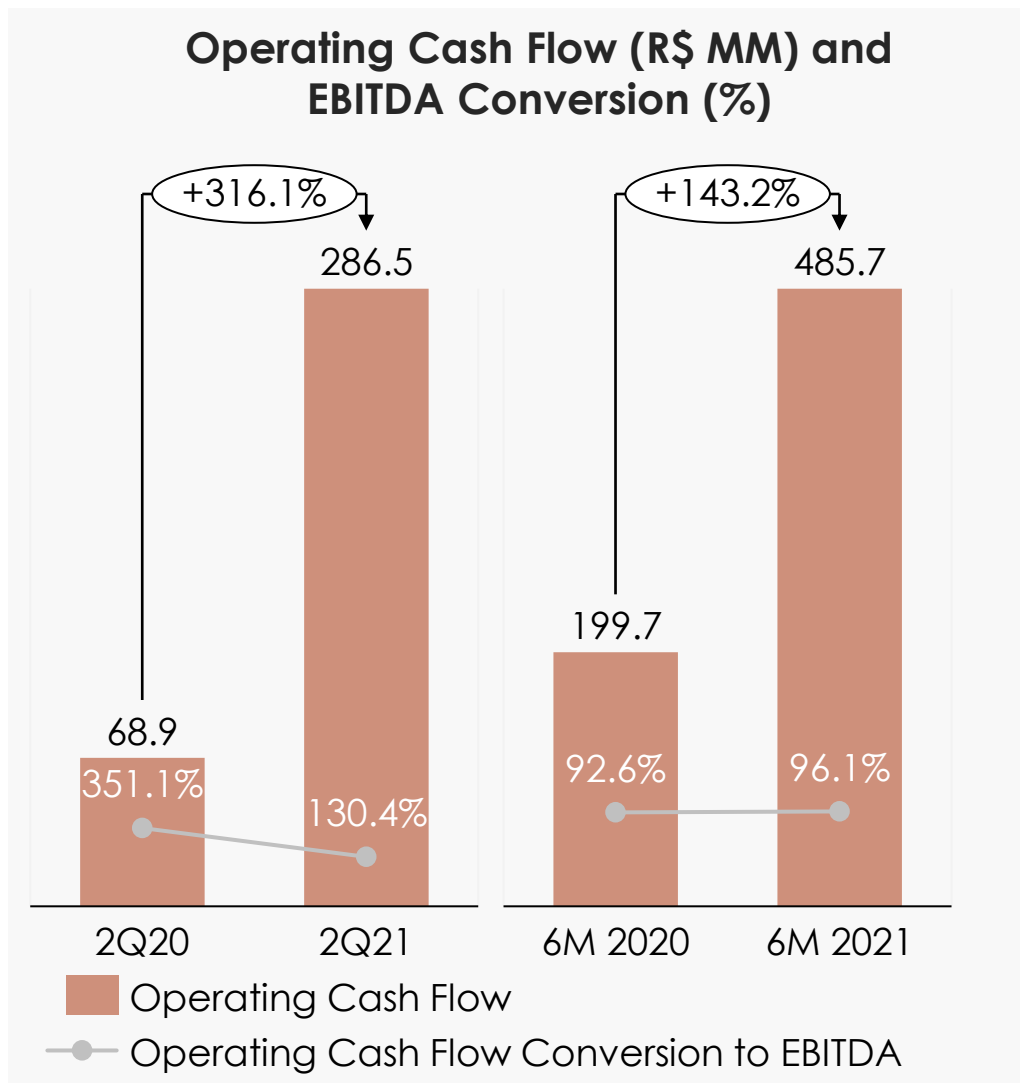


Net Income (R\$ MM) and Margin (%)

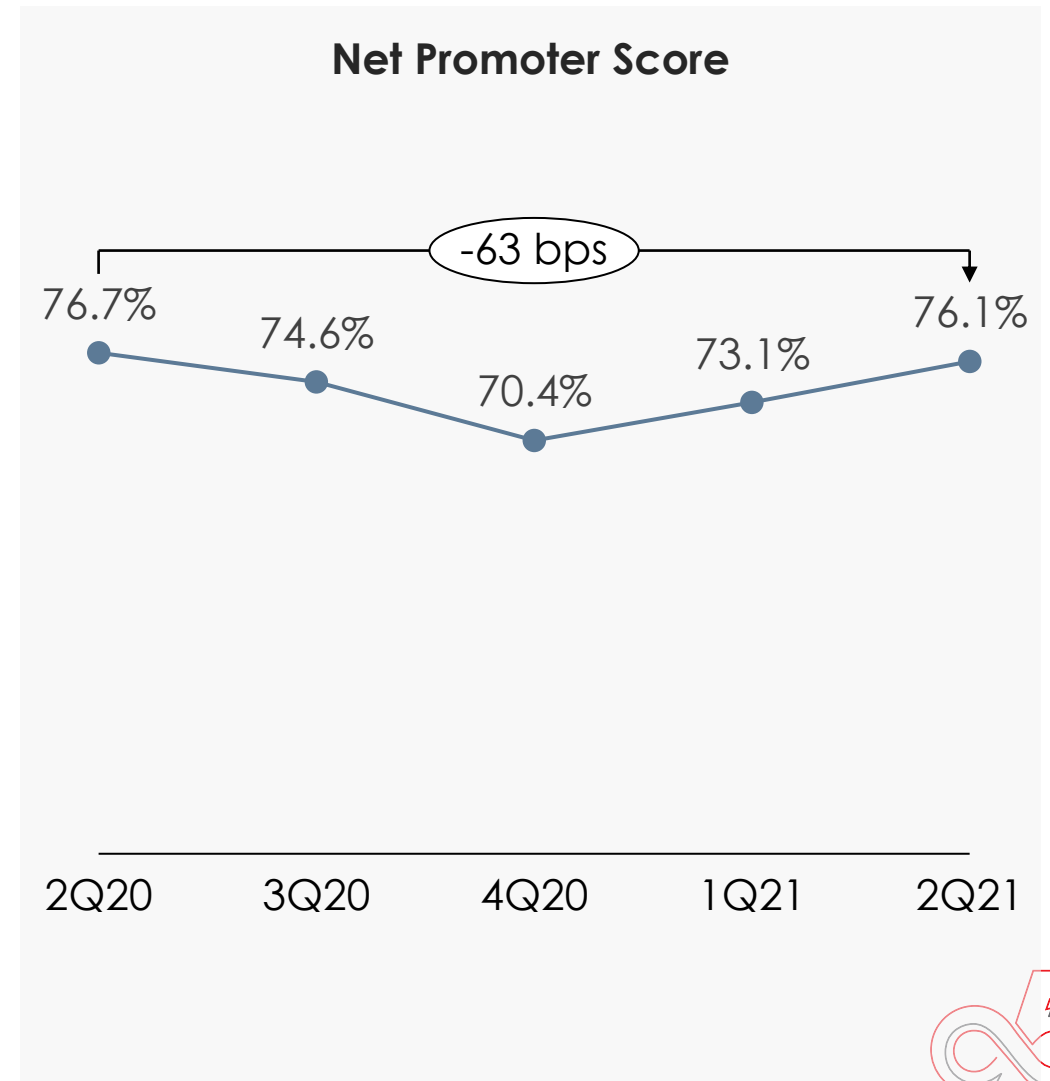
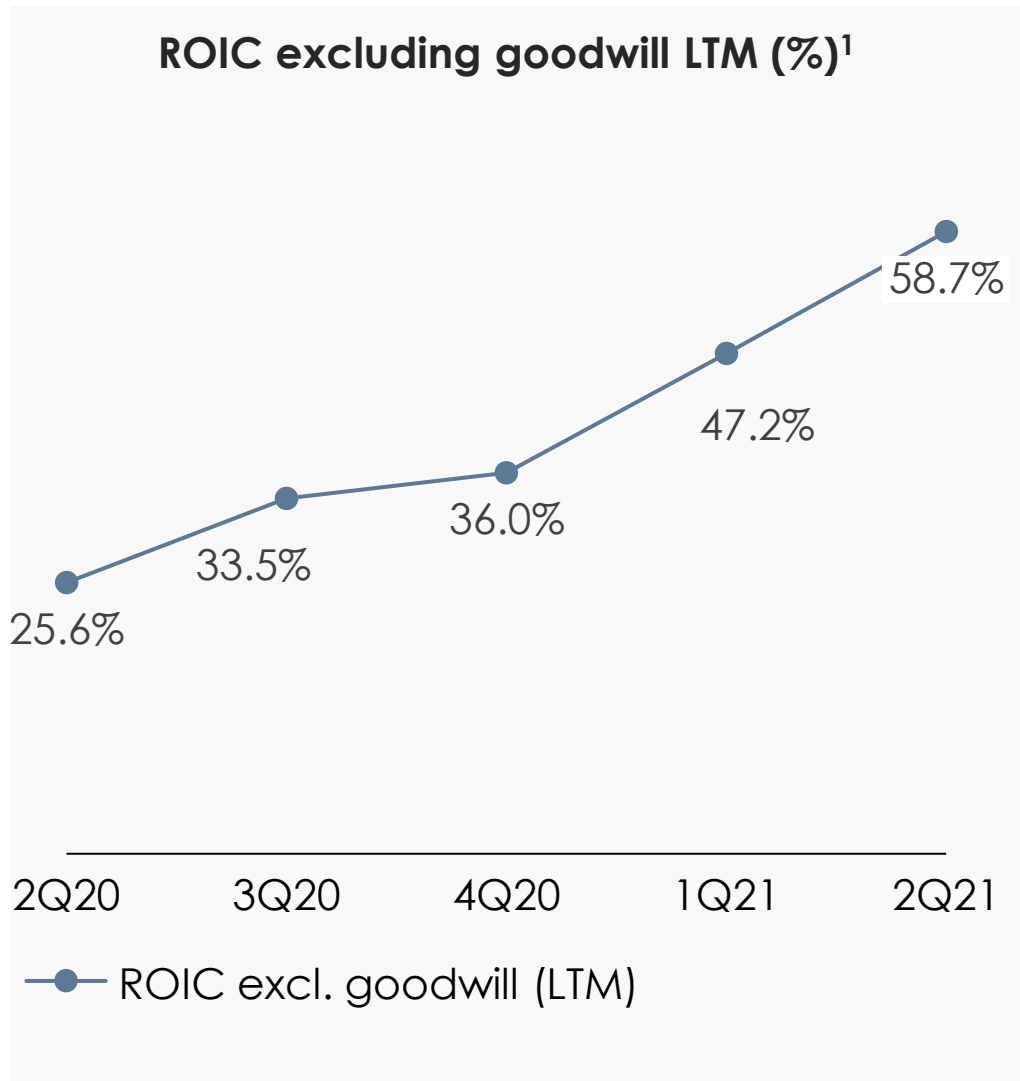


Cash Flow

Operating Cash Flow and CAPEX



ROIC and Net Promoter Score



¹ As of 1Q21, we present the ROIC with the effects of IFRS-16

IoC Distribution

On July 29, 2021, the Board of Directors approved the distribution of interest on capital in the amount of R\$42.35 million.

- R\$ 0.13 per share
- Record date: August 3, 2021
- Ex-IoC date: August 4, 2021
- Payment: August 16, 2021

IR events with the market

Date	Event
August 2nd	2Q21 Results Meeting
August 26th	22nd Annual Santander Conference
September 13th	24th Morgan Stanley Annual Latin America Conference

[Click here](#) to access the complete calendar with the Market.

