

Results 4Q20 and 2020 - FLRY3

February 2021

FLRY
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 **Grupo Fleury**

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All figures are compared to 4Q19 and 2019 except when stated otherwise.

Highlights

✧ Gross Revenue reached a new historical record in the quarter, totaling R\$ 1.0 billion, growth of +28.5% in 4Q20, and 2.1%, totaling R\$ 3.2 billion in 2020.

- Client's Home Service with a 98% growth, corresponding to 7.4% of Gross Revenue.
- More than 750 thousand tests for Covid-19 were performed in 4Q20, and so far, more than 2.2 million, of which 1.1 million are RT-PCR and 1.1 million serologies.
- More than 200 thousand Telemedicine consultations carried out so far, through Saúde iD.
- Integrated Care: 95 contracts signed in 4Q20, totaling 560 contracts by more than 500 Companies for the resumption of their activities throughout 2020.

✧ Cancellations represented -1.1% (-36 bps) in the 4Q20 and 1.1% (-26 bps) in the year of 2020.

✧ Recurring EBITDA of R\$ 308.6 million (+58.2%), with a recurring margin of 33.3% (+616 bps) in 4Q20. In 2020, R\$ 848.0 million (-5.7%), with a margin 28.5% (-241 bps).

✧ Recurring Net Income of R\$ 155.5 million (+ 177.3%), with a recurring net margin of 16.8% (+897 bps) in 4Q20. In 2020, R\$ 273.0 million (-16.1%), with a recurring net margin of 9.2% (-202 bps).

✧ Operating Cashflow Generation of R\$ 272.3 million (+33.0%) in 4Q20. In 2020, R\$ 647.1 million (-11.6%).

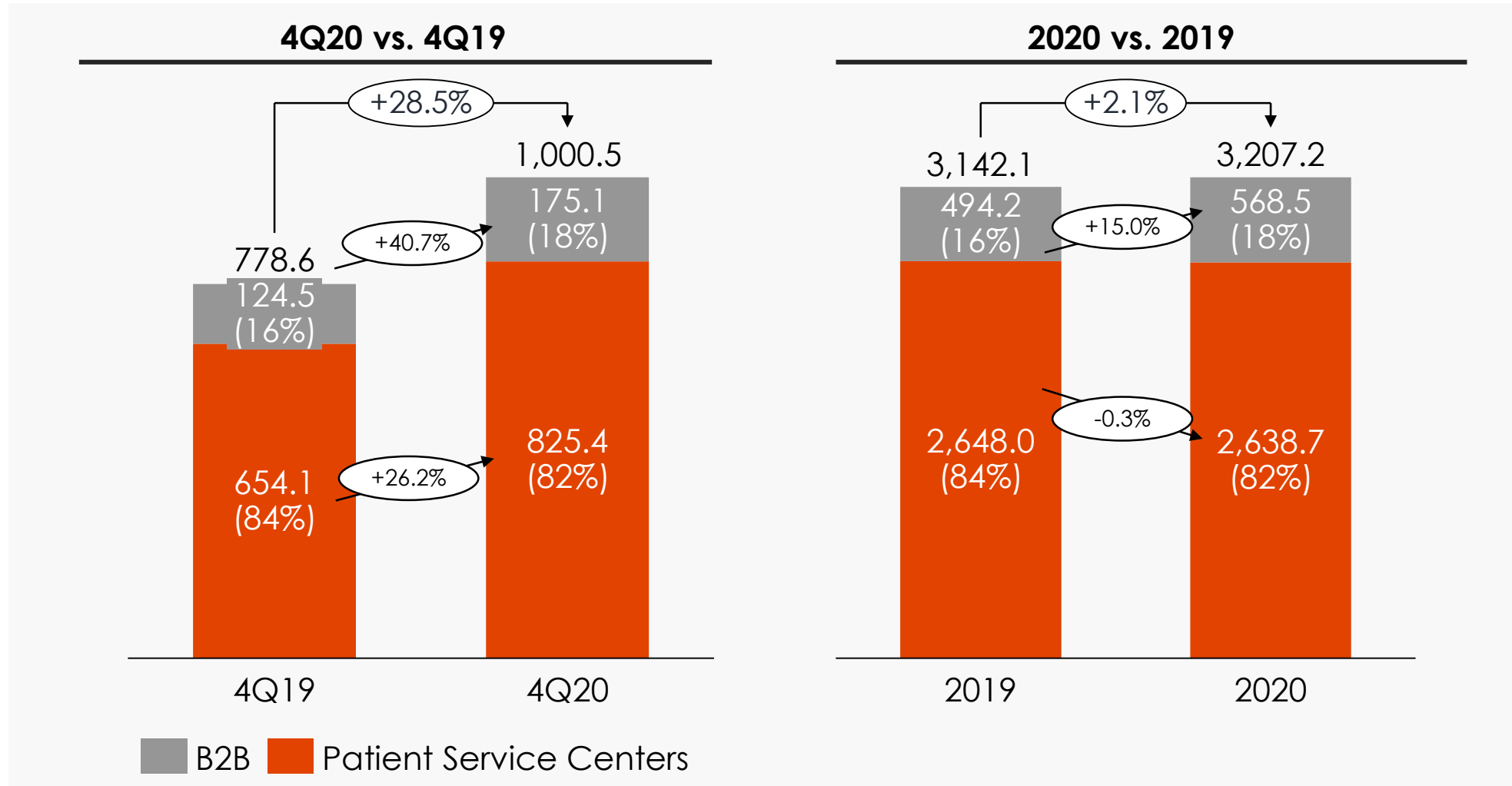
✧ ROIC¹ without Goodwill ex-IFRS 16 LTM of 32.4% (-628 bps).

✧ NPS² reached 70.4% in PSC's and 76.9% in client's home service in 4Q20.

✧ Announcement in Feb/2021 of the distribution of R\$ 156.8 million in dividends referring to 2020, which, added to the IoC already paid, total R\$ 231.3 million on the result of 2020, resulting in a 90% payout and dividend yield of 2.7%³.

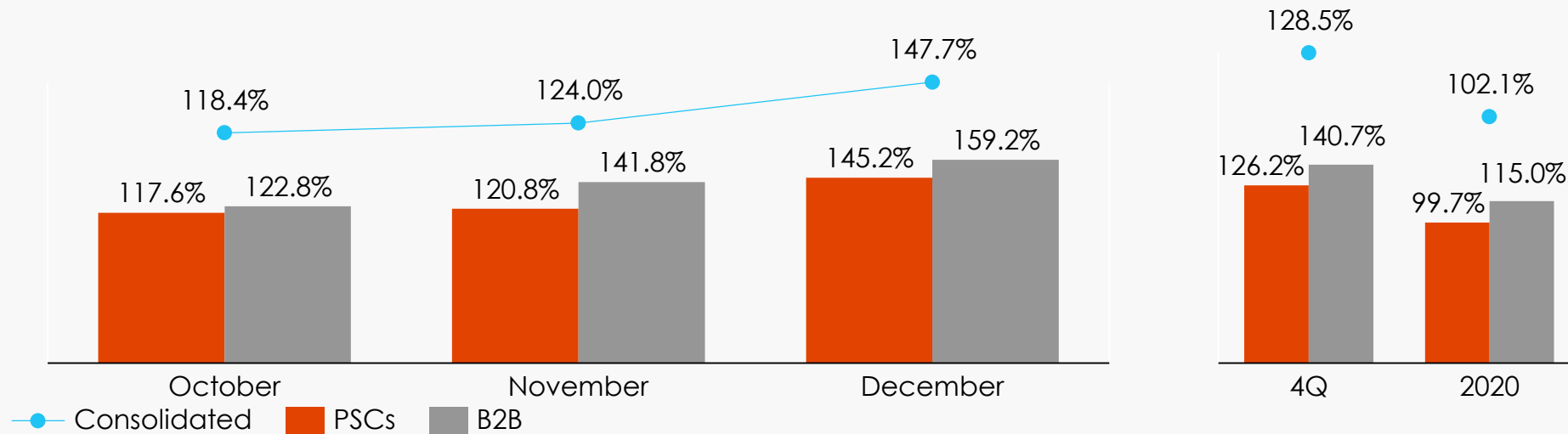
¹ Updated on 02/24/2021, including RT-PCR and Serology | ² Net Promoter Score | ³ considers FLRY3 share price on 12/30/2020.

Consolidated Gross Revenue

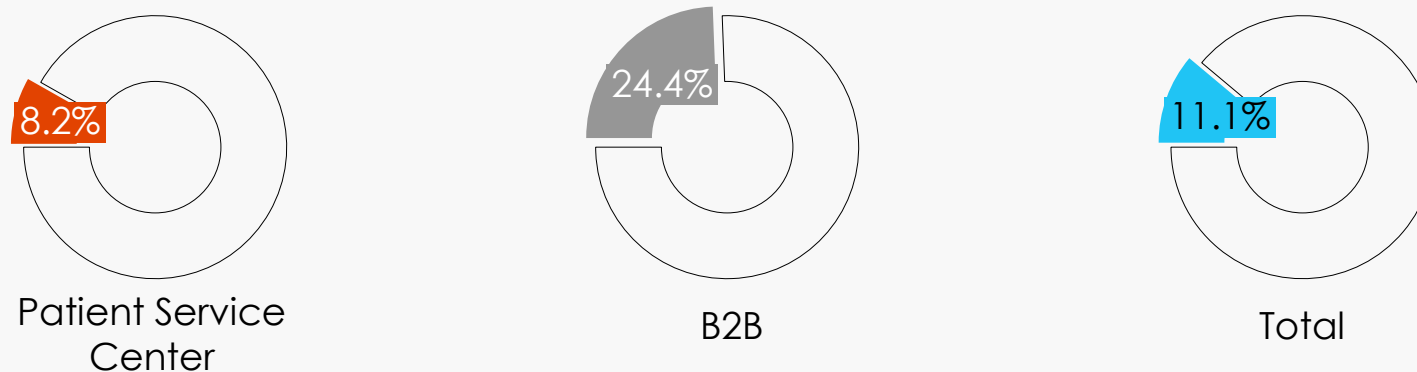


Gross Revenue

Total Gross Revenue Variation YoY (%)



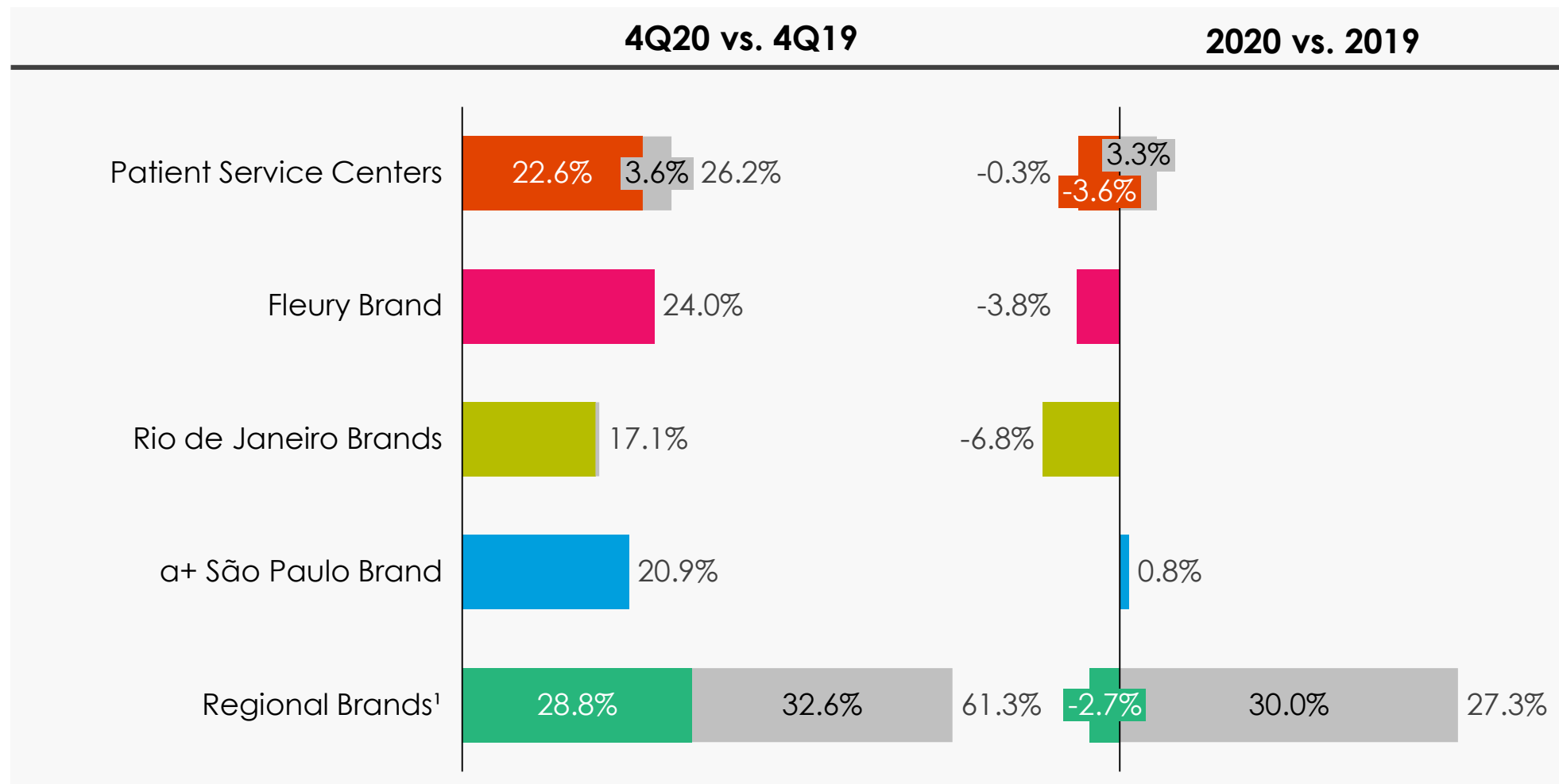
COVID-19 tests participation on the Gross Revenue (% of the total)



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

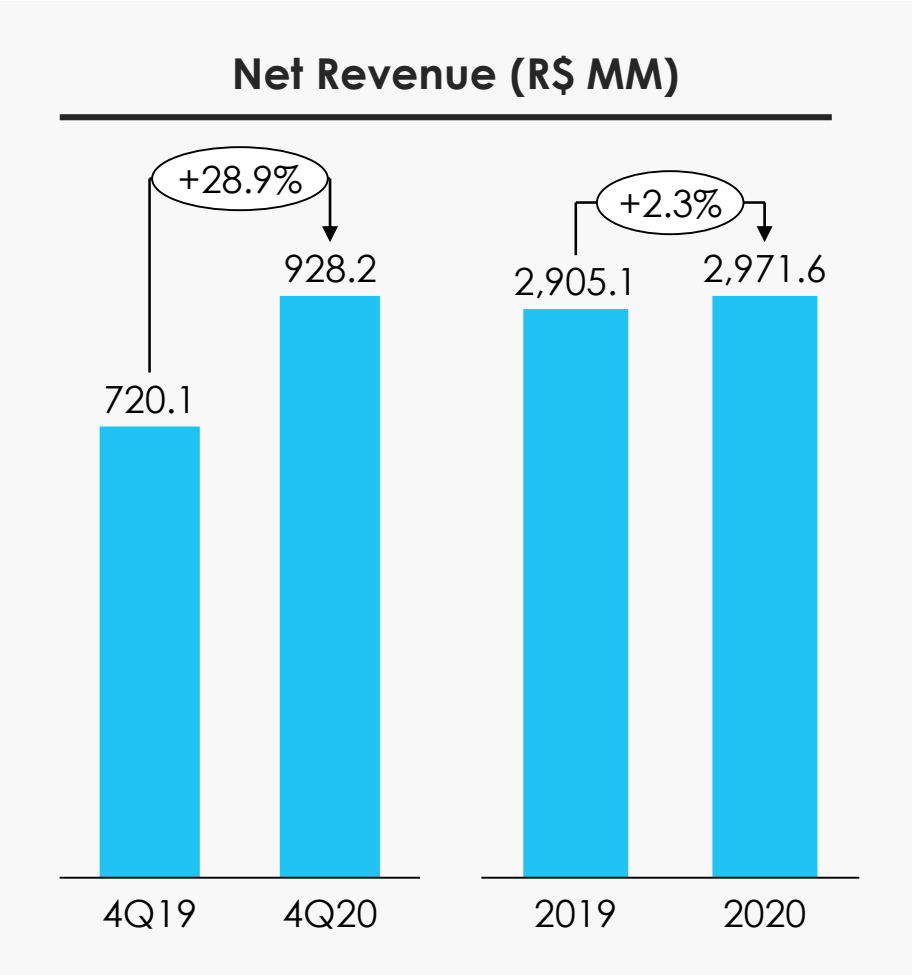
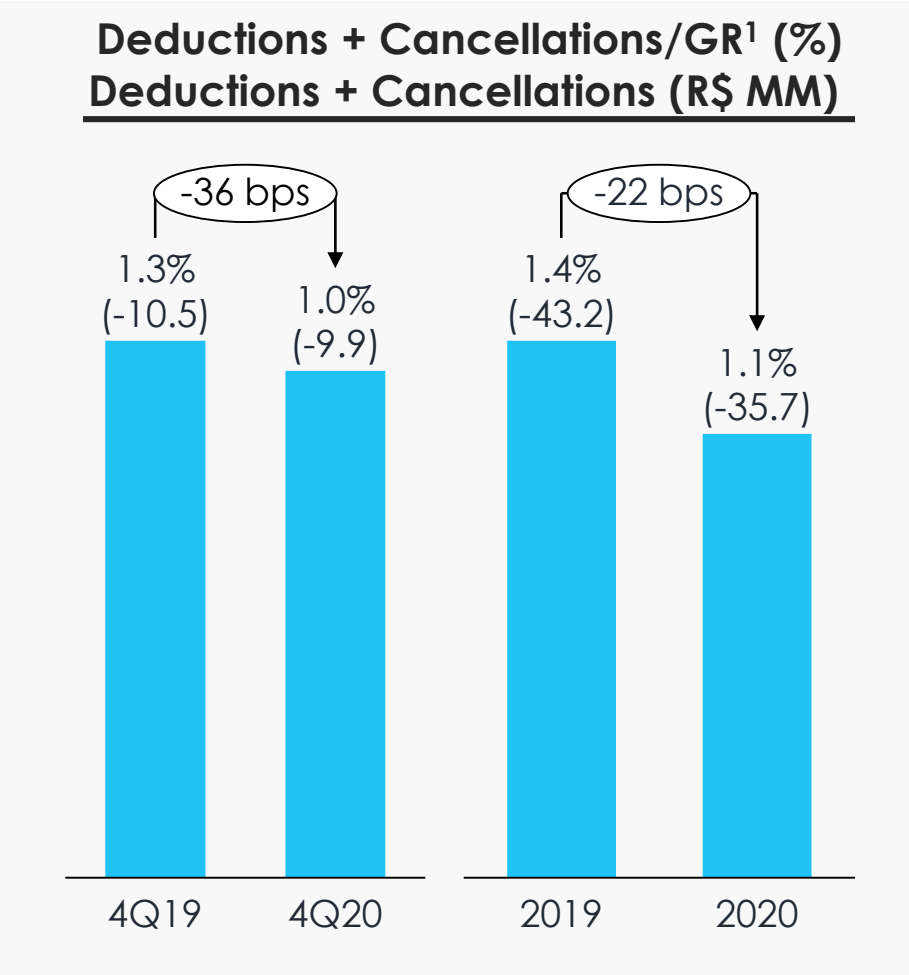
Gross Revenue

Patient Service Centers Performance



Effect of the acquisition of CPC, Diagmax and Inlab brands (Regional brands)

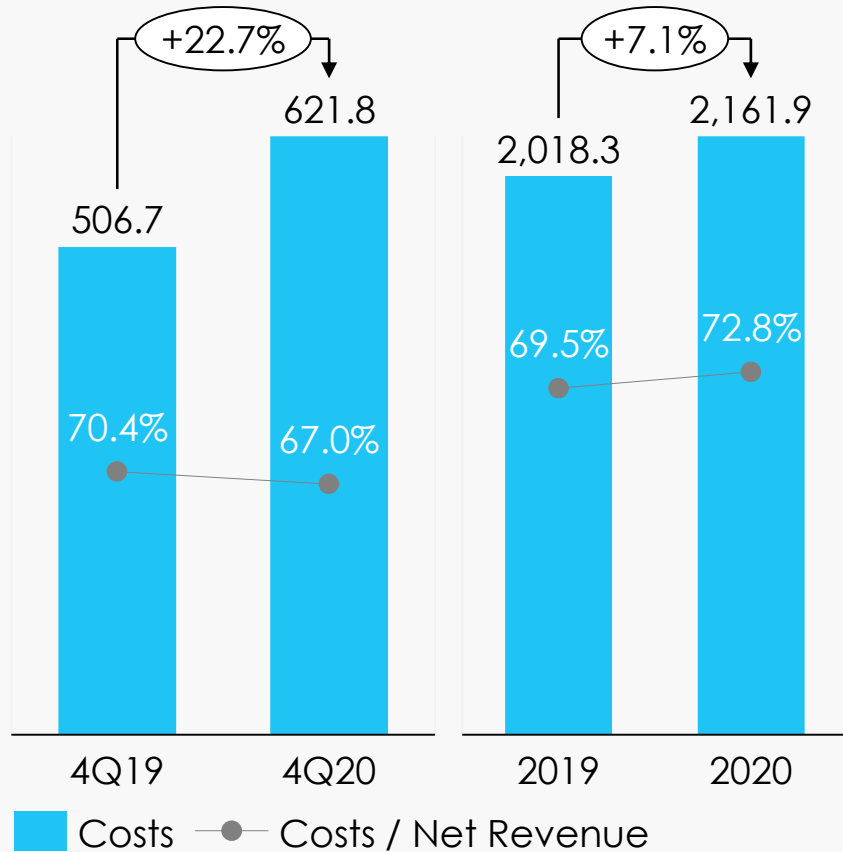
Cancellations and Net Revenue



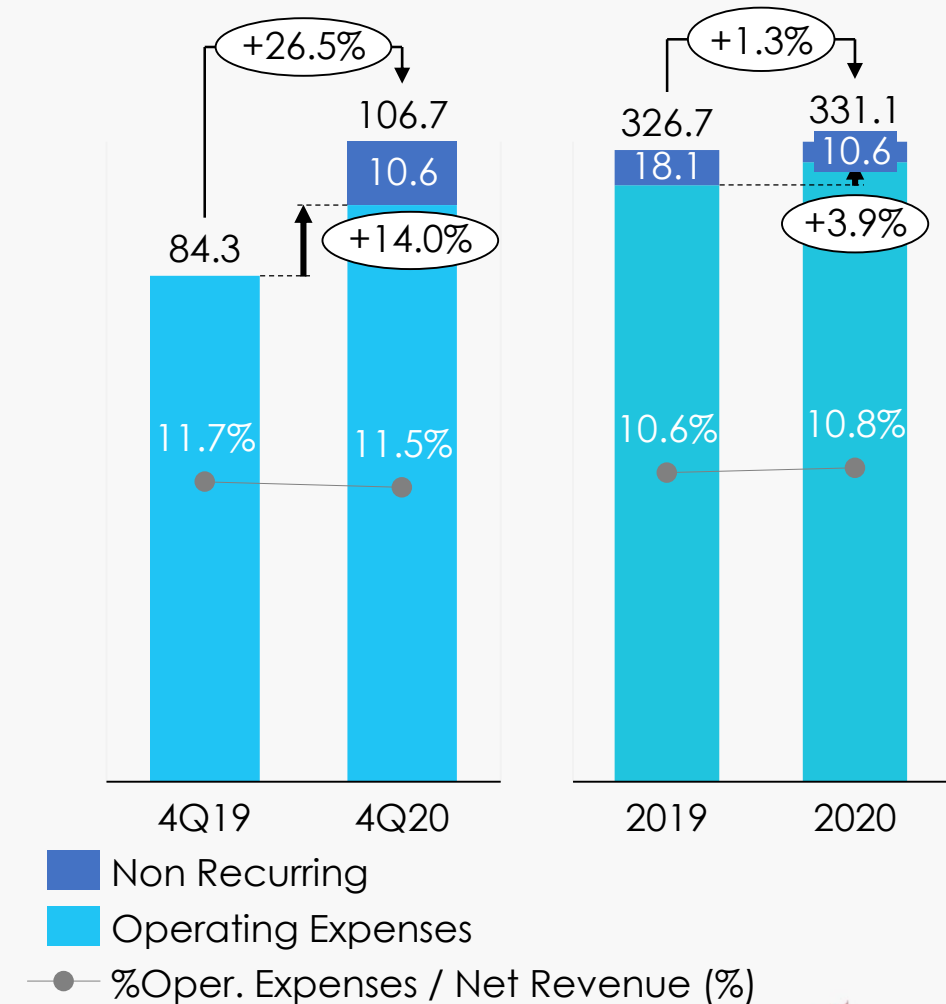
¹ GR: Gross Revenue.

Costs and Expenses

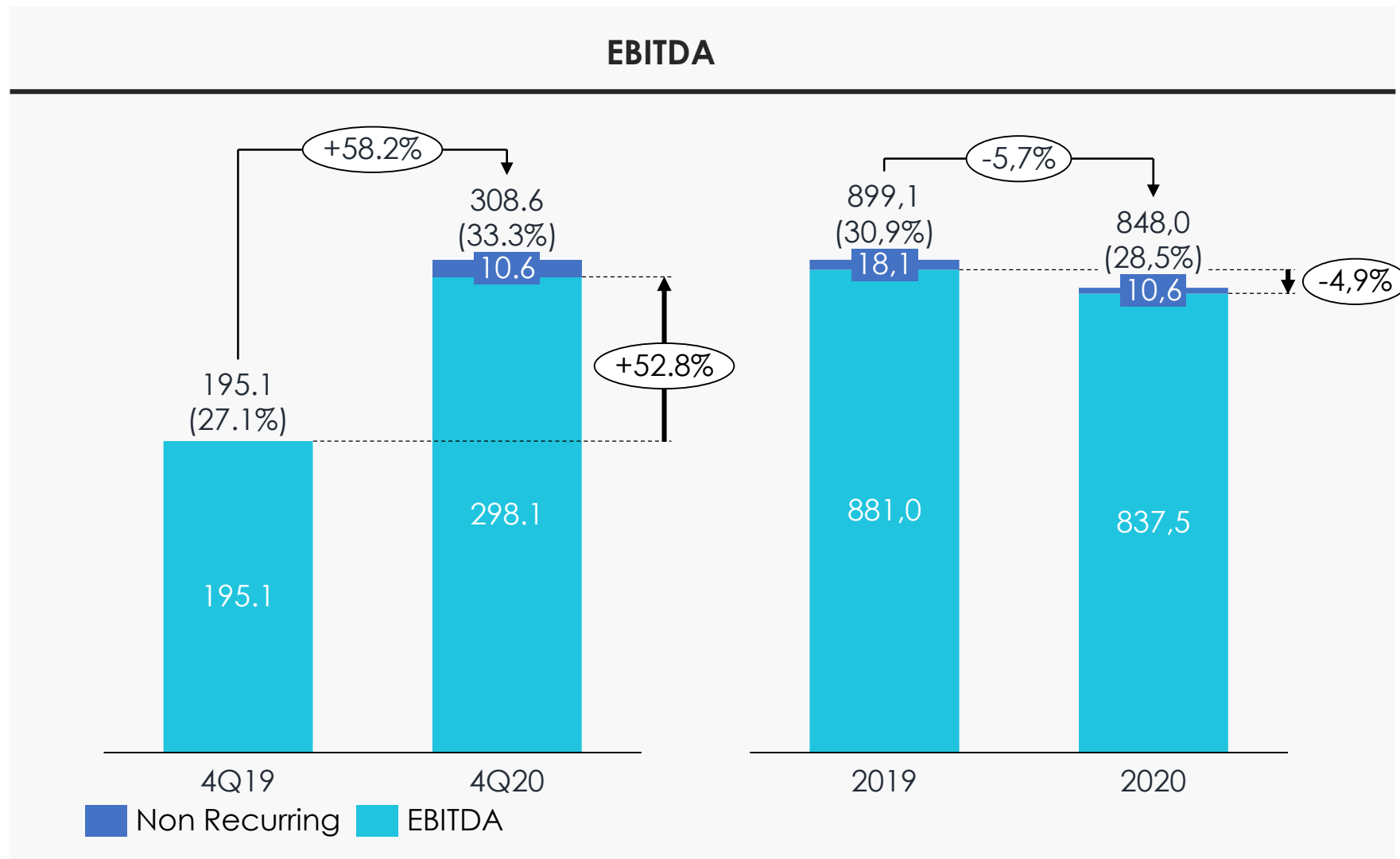
Costs (R\$ MM) and Costs / Net Revenue (%)



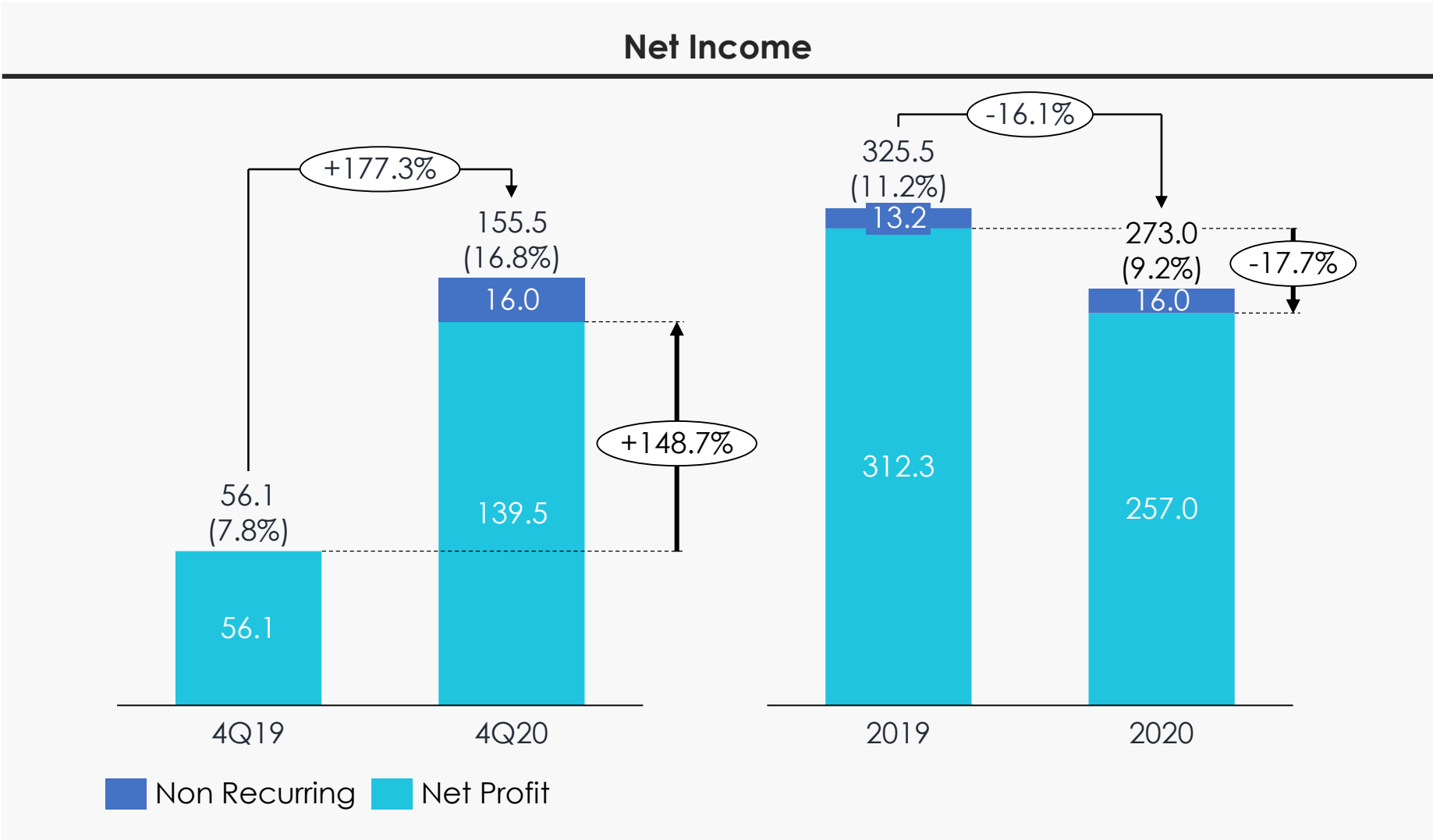
Operating Expenses (R\$ MM) and Operating Expenses / Net Rev. (%)



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



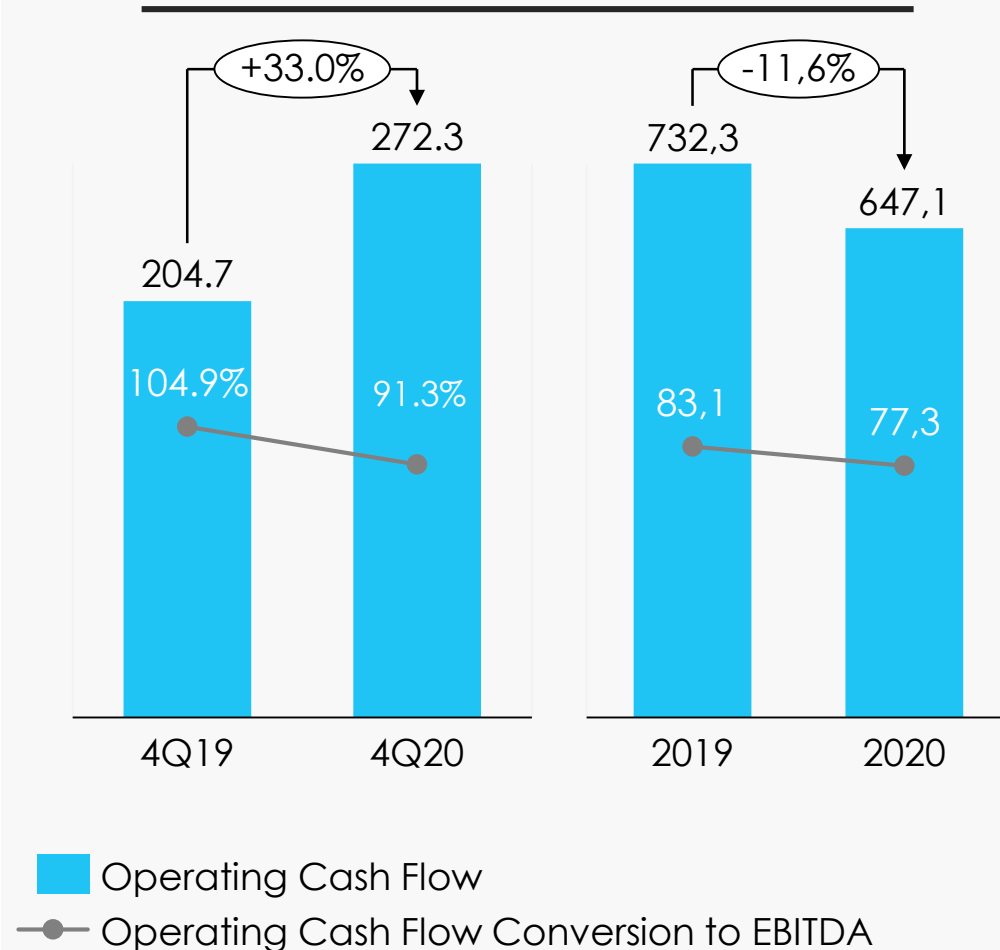
Net Income (R\$ MM) and Margin (%)



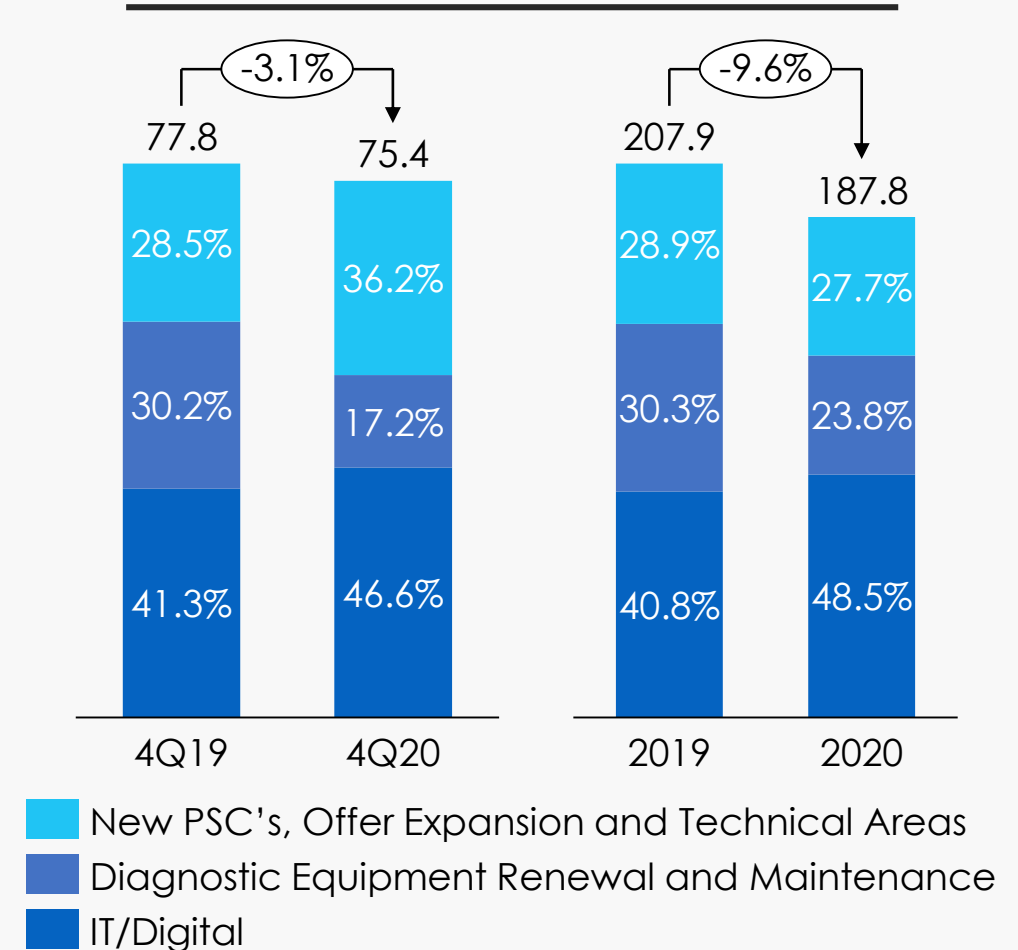
Cash Flow

Operating Cash Flow and CAPEX

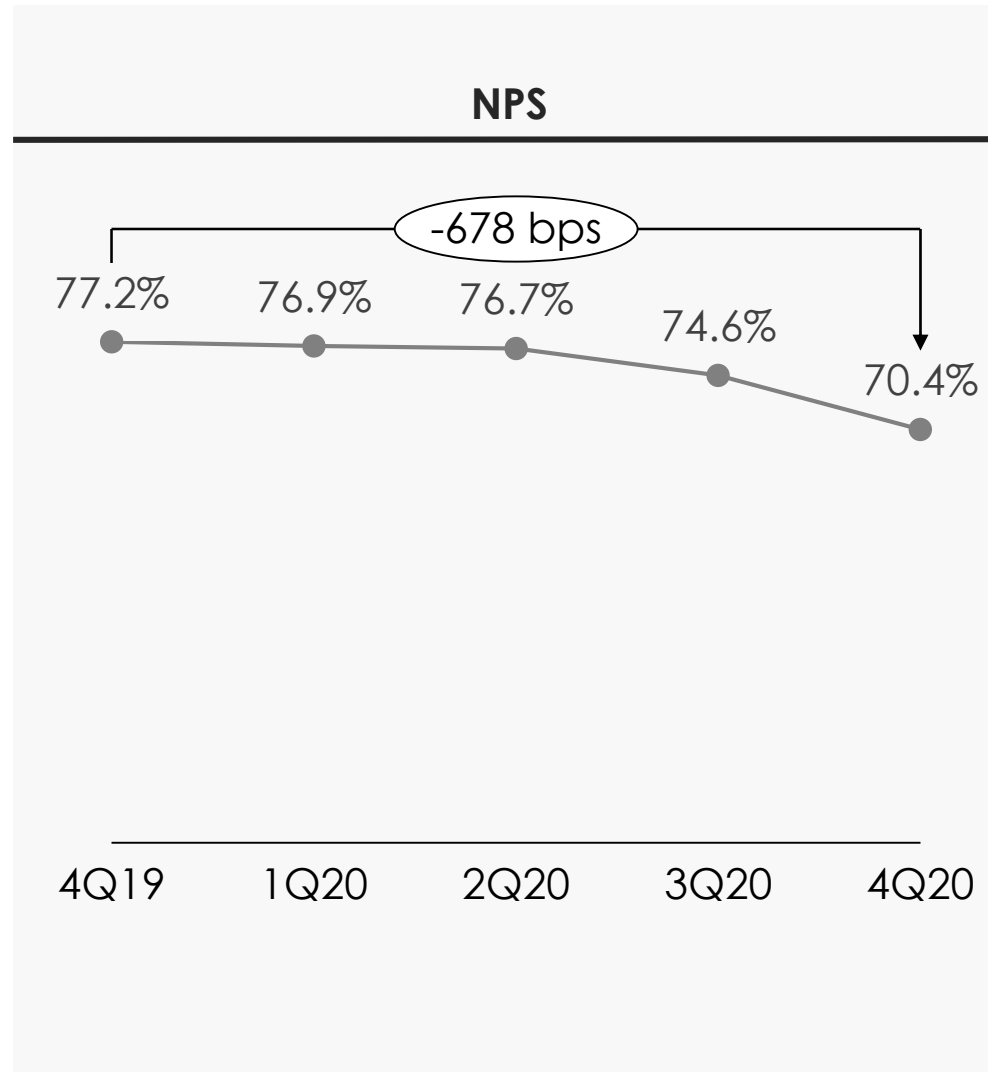
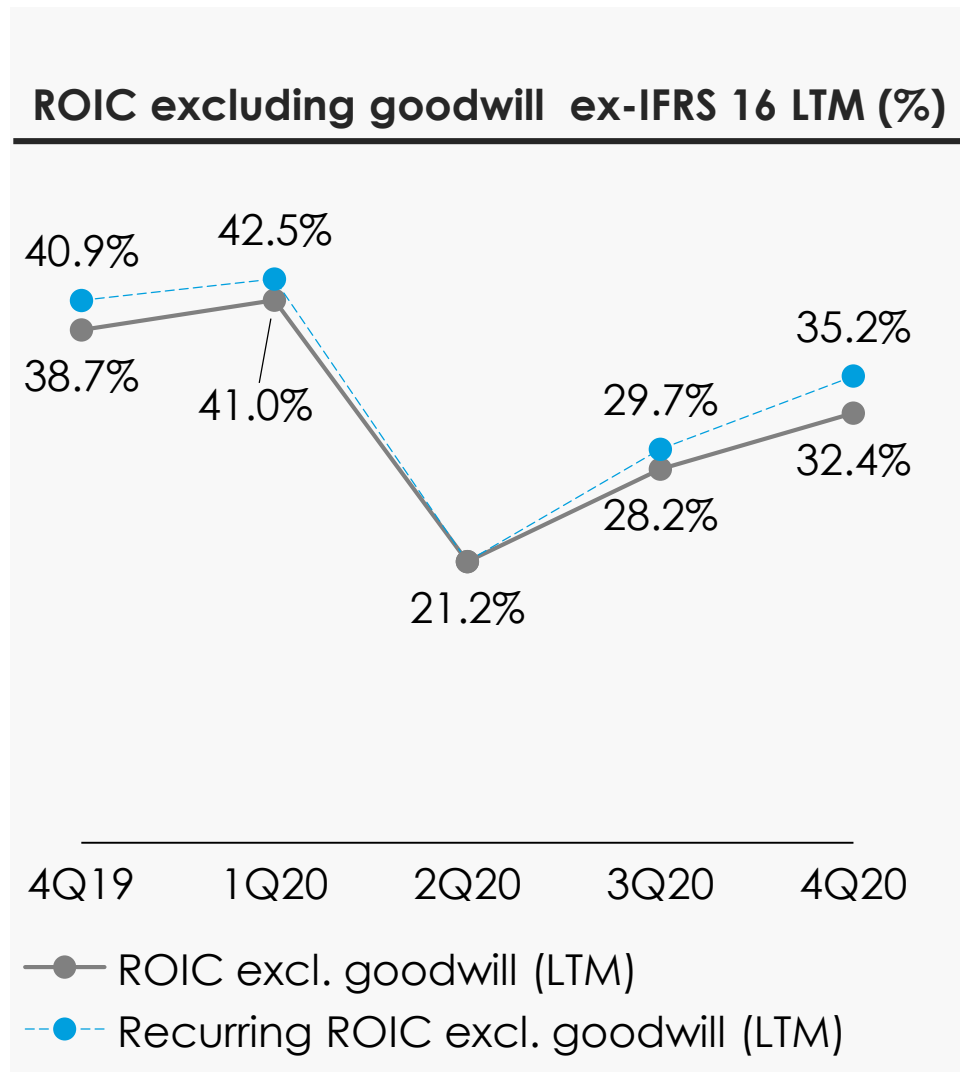
Operating Cash Flow (R\$ MM) and EBITDA Conversion (%)



CAPEX (R\$ MM)



ROIC and Net Promoter Score



Dividends Distribution

On February 25, 2021, the Board of Directors approved the distribution of dividends in the amount of R\$ 156.8 million.

R\$ 0.49 per share

Record date: March 2nd, 2021

Ex-dividends date: March 3rd, 2021

Payment: April 1st, 2021

Total distribution for 2020 totaled R\$ 231.3 million

R\$ 0.73 per share

Payout of 90% of 2020 net income.

*Dividend yield*¹ of 2.7%.

¹ Considers FLRY3 share price on 12/30/2020.

IR events with the market

Date	Event
March 01st	4Q20 Results Meeting BAML
April 06th, 7th and 8th	Bradesco Brazil Investment Forum

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

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