

# Oncoclínicas

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## Teleconferência de Resultados 2T24

14 de Agosto de 2024

ONCOCLINICAS & CO

# AVISO LEGAL

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Esta apresentação está atualizada até a presente data e está sujeita a alterações sem aviso prévio, não tendo a Companhia qualquer obrigação de atualizar ou revisar as informações apresentadas em decorrência de novas informações e / ou desenvolvimentos futuros. Esta apresentação pode conter informações e expectativas da Companhia sobre eventos ou resultados futuros que não descrevem fatos históricos, mas refletem a opinião da Administração da Companhia. As informações aqui contidas baseiam-se em diversas premissas e fatores de natureza operacional, econômica e de mercado e não devem ser interpretadas como aconselhamento jurídico ou tributário ou sugestão de investimento em ações da Companhia, nem devem servir de base para qualquer contrato relacionado ou compromisso. Em nenhuma hipótese a Companhia será responsável perante terceiros (inclusive investidores) por qualquer decisão de investimento tomada com base nas informações aqui apresentadas, ou por quaisquer danos delas decorrentes. Esta apresentação e seu conteúdo são informações de propriedade da Companhia e não podem ser reproduzidas ou divulgadas, em parte e / ou no todo, sem o consentimento prévio, expresso e por escrito, da Companhia.

## MENSAGEM DO CEO

### 1. DESTAQUES 2T24



Receita Bruta de R\$ 1,7 bilhão: +16% de crescimento 2T24 vs. 2T23

Receita Bruta LTM 2T24 de R\$ 6,5 bilhões: +18% de crescimento vs. LTM 2T23



EBITDA Ex-PILP<sup>1</sup> de R\$ 300 milhões no 2T24 (margem de 19,2%): +11,9% vs. 2T23

R\$ 1.069 milhões no LTM 2T24 (margem de 18,2%): +11,2% vs. LTM 2T23



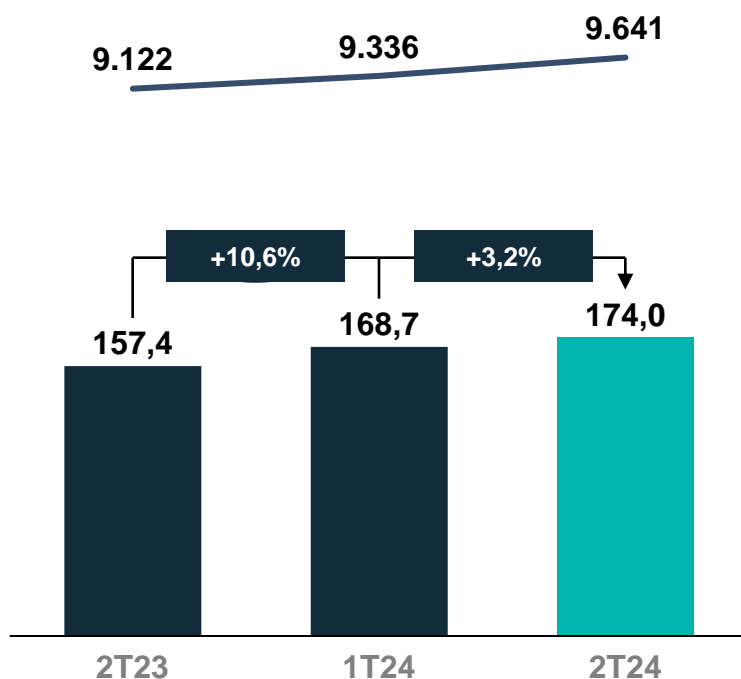
Lucro Líquido Ex-PILP<sup>1</sup> 2T24 de R\$ 29,4 milhões: +15,8% vs. 1T24

Lucro Líquido LTM 2T24 de R\$ 275 milhões (R\$ 316 milhões Ex-PILP<sup>1</sup>), 19,5% maior que no LTM 2T23

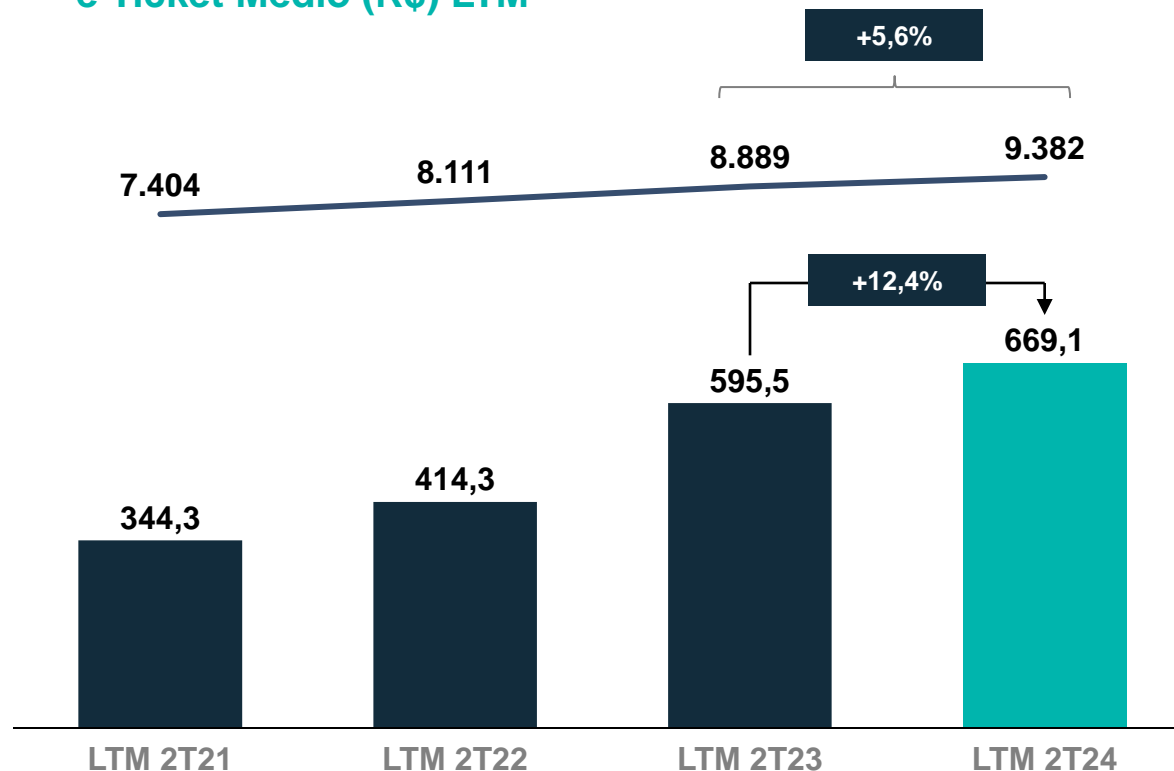
## VOLUME COM CRESCIMENTO PERSISTENTE COMBINADO COM REPASSE DE TICKET MÉDIO

Procedimentos crescendo 10,5% no 2T24 vs. 2T23 e repasse relevante de Ticket Médio no trimestre (+3,3% 2T24 vs. 2T23)

Procedimentos (em Mil)  
e Ticket Médio (R\$) por Trimestre



Procedimentos (em Mil)  
e Ticket Médio (R\$) LTM

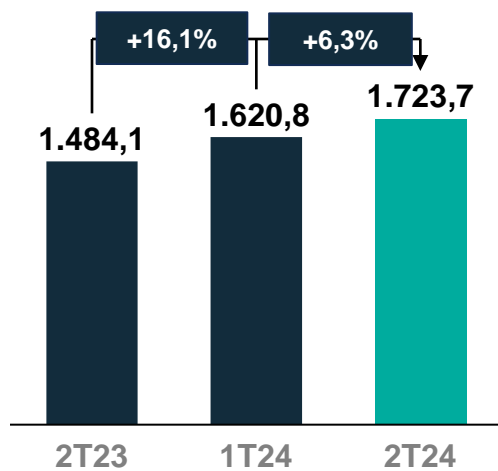


## RECEITA BRUTA SOMOU R\$ 1,7 BI NO 2T24, CRESCIMENTO DE 16,1% COMPARADO COM 2T23

Crescimento de 6,3% no sequencial 2T24 vs.1T24, destaque para o repasse de ticket médio

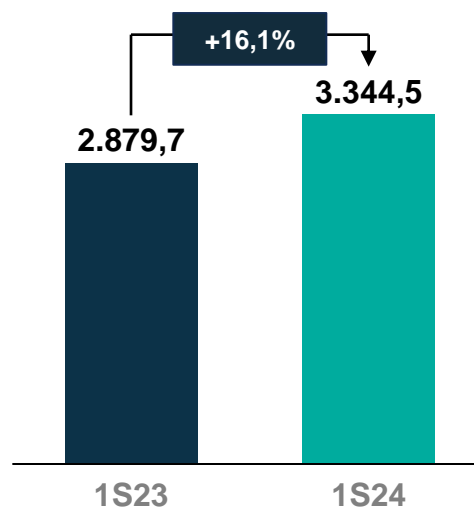
### Receita Bruta Trimestral

R\$ milhões



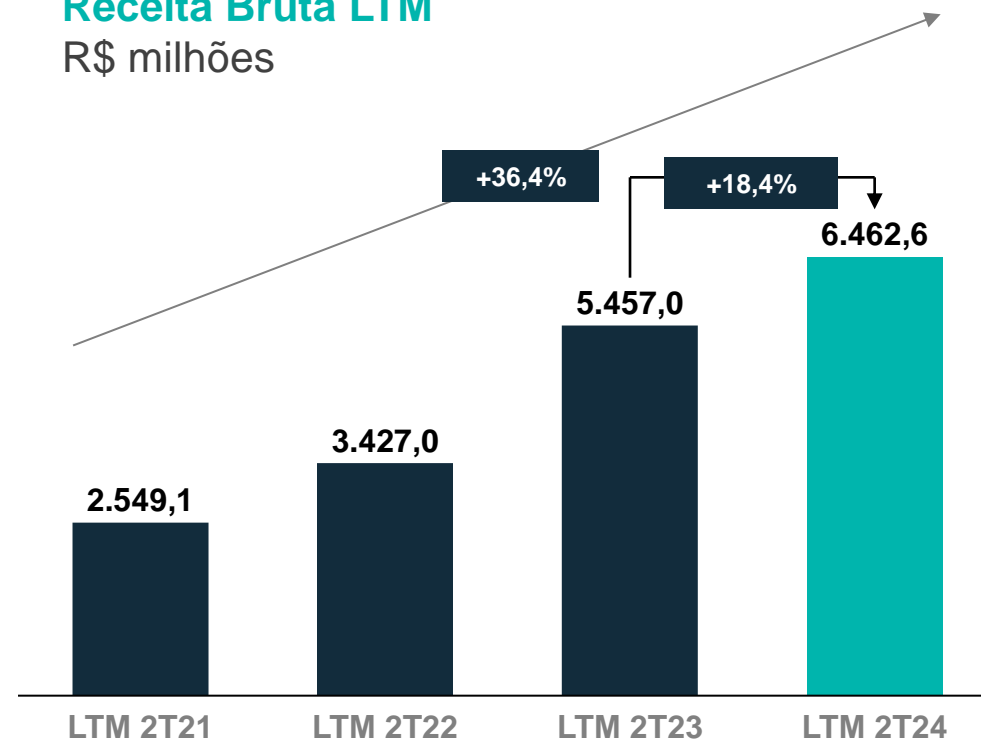
### Receita Bruta Semestral

R\$ milhões



### Receita Bruta LTM

R\$ milhões

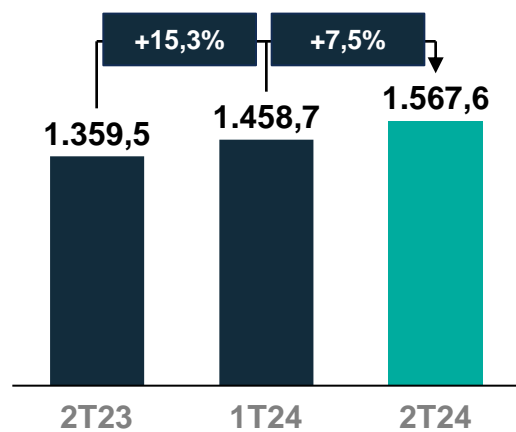


## RECEITA LÍQUIDA DE R\$ 1,6 BI NO 2T24 (+15,3% YoY) E R\$ 3,0 BI NO SEMESTRE

Crescimento de 7,5% no sequencial 2T24 vs. 1T24, com uma melhora sequencial da PCLD<sup>1</sup>

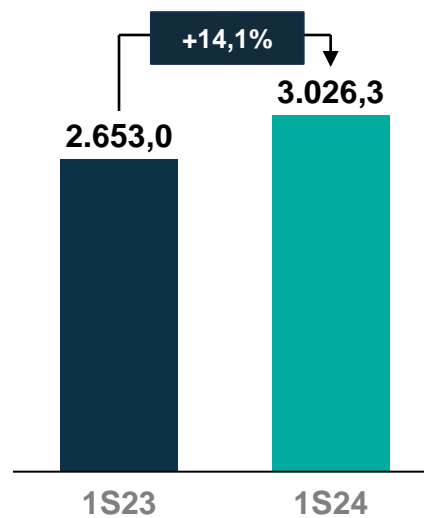
### Receita Líquida Trimestral

R\$ milhões



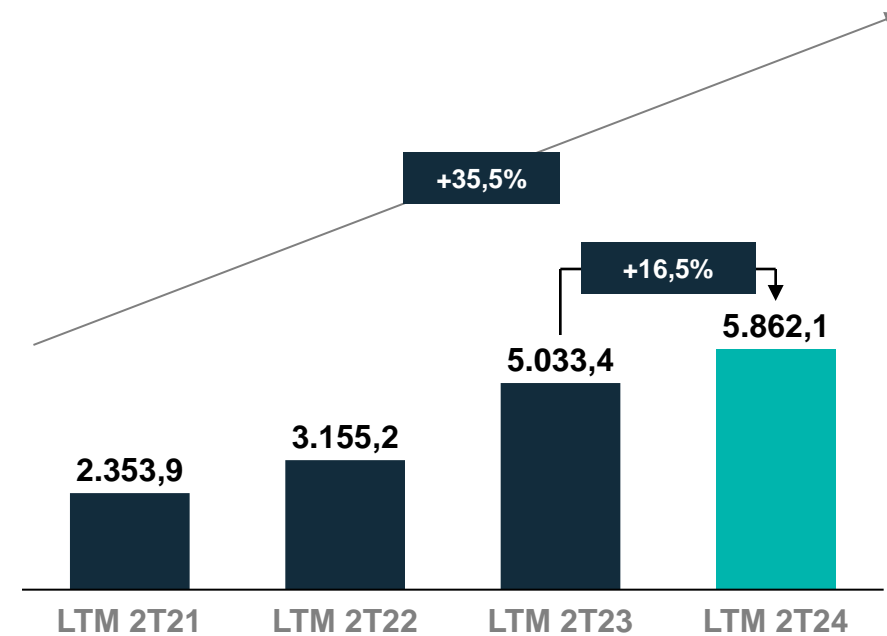
### Receita Líquida Semestral

R\$ milhões



### Receita Líquida LTM

R\$ milhões

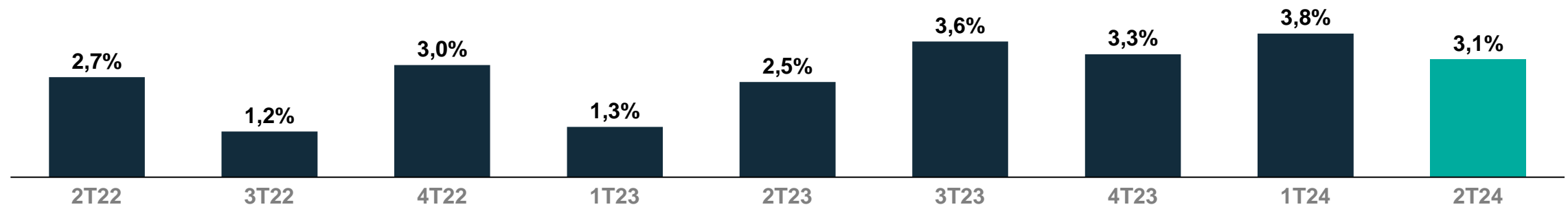


## MELHORA SEQUENCIAL DA PCLD<sup>1</sup> EM 70 BPS, MENOR PATAMAR EM QUATRO TRIMESTRES, MESMO EM MEIO A UM CENÁRIO AINDA DESAFIADOR

### Evolução da PCLD<sup>1</sup> como % da Receita Bruta por Trimestre

Média LTM 2T23: 2,0%

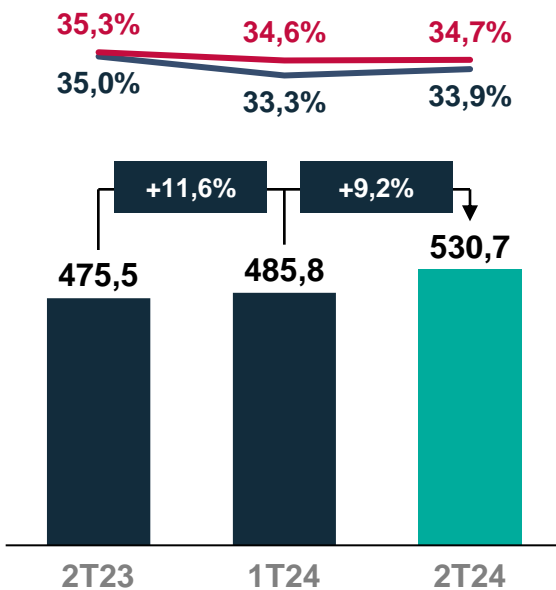
Média LTM 2T24: 3,5%



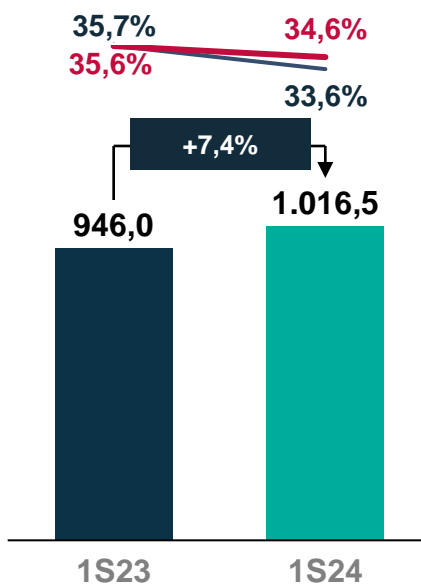
## LUCRO BRUTO CAIXA: MELHORA DE 60 BPS NO 2T24 vs. 1T24

Margem Bruta Caixa Normalizada para PCLD teria ficado em linha com trimestre anterior

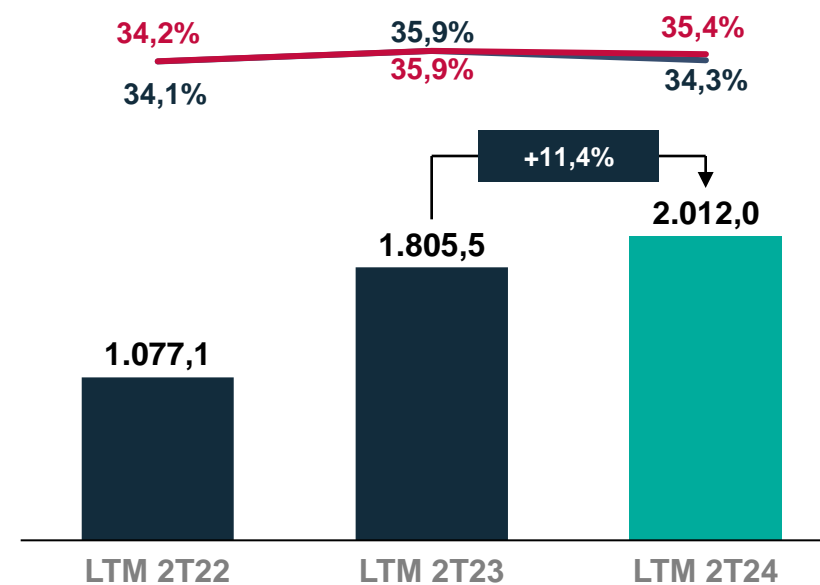
**Lucro Bruto Caixa e Margem Bruta Caixa Trimestral**  
R\$ milhões



**Lucro Bruto Caixa e Margem Bruta Caixa Semestral**  
R\$ milhões



**Lucro Bruto Caixa e Margem Bruta Caixa LTM**  
R\$ milhões

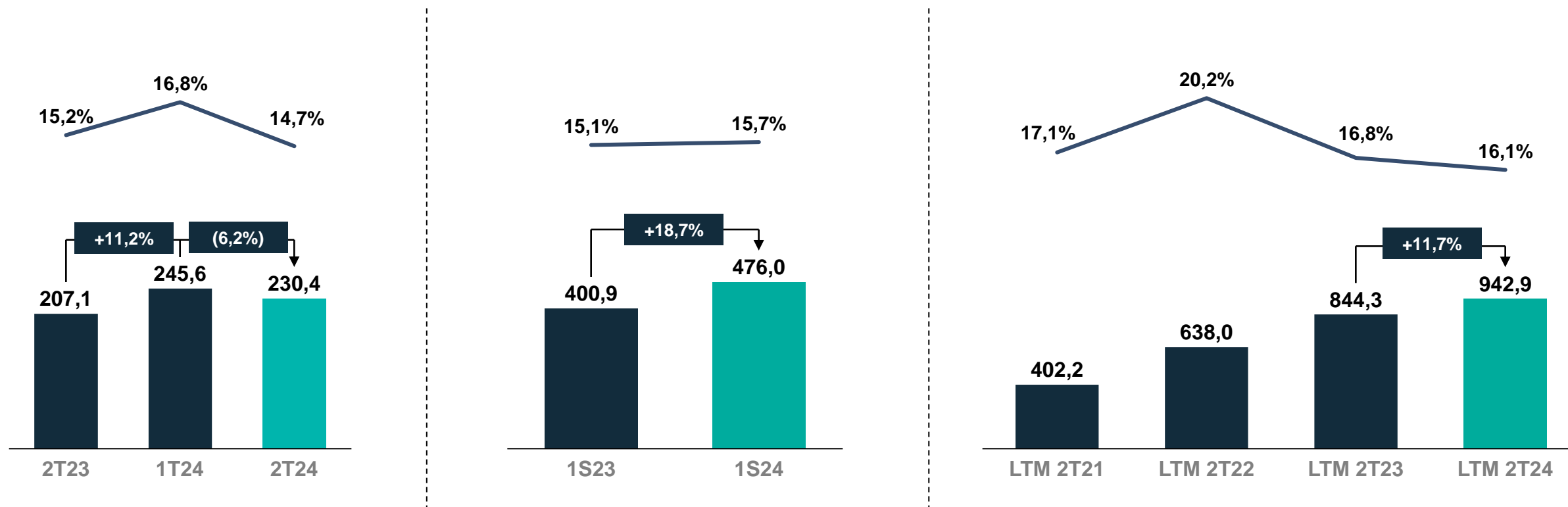




## BUSCA CONSTANTE POR MAIS EFICIÊNCIA OPERACIONAL LEVOU A UMA REDUÇÃO DE 50 *BPS* NAS DESPESAS / RECEITA LÍQUIDA NO 2T24 vs. 2T23 E 70 *BPS* NA COMPARAÇÃO LTM

### Despesas Operacionais Caixa<sup>1</sup> (e % da Receita líquida)

R\$ milhões

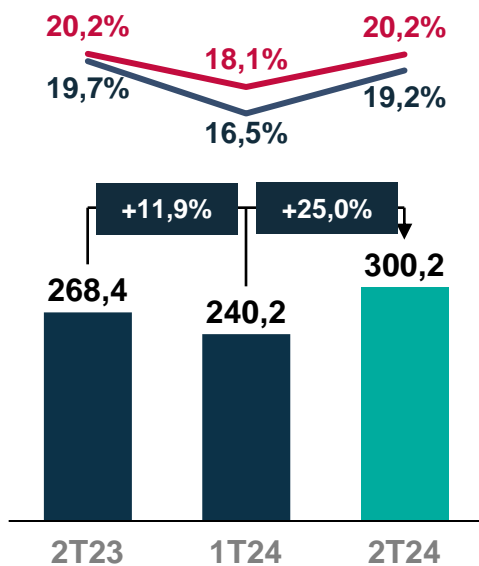


1- Despesas Operacionais excluindo depreciação e amortização (item não caixa).

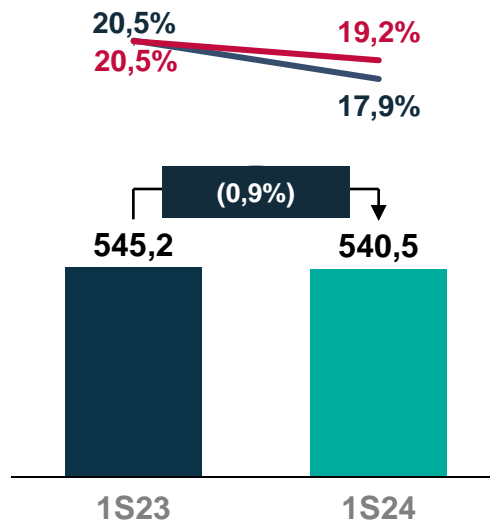
## MARGEM EBITDA Ex-PILP<sup>1</sup> RETORNANDO AO PATAMAR DE 19% NO 2T24

Principais alavancas foram: 1) repasse de ticket médio, 2) controle de custos e 3) eficiência em despesas operacionais

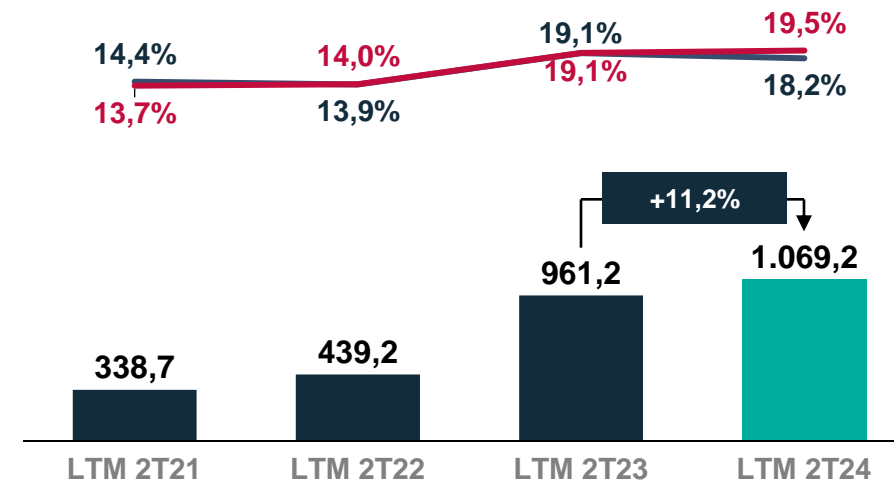
**EBITDA Ex-PILP<sup>1</sup> e Margem por Trimestre**  
R\$ milhões



**EBITDA Ex-PILP<sup>1</sup> e Margem por Semestre**  
R\$ milhões



**EBITDA Ex-PILP<sup>1</sup> e Margem (LTM)**  
R\$ milhões



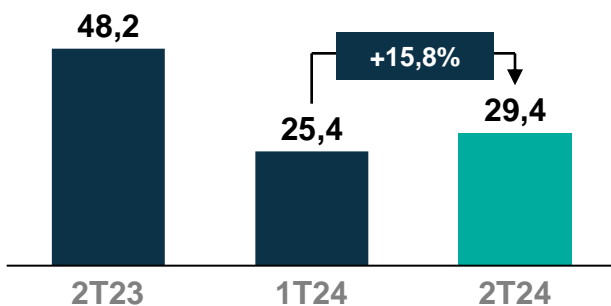
■ EBITDA Ex-PILP    — Margem EBITDA Ex-PILP    — Margem EBITDA Normalizada

1- Excluindo efeito não caixa do valor da apuração do valor justo do plano de incentivo de longo prazo (PILP) (não caixa).

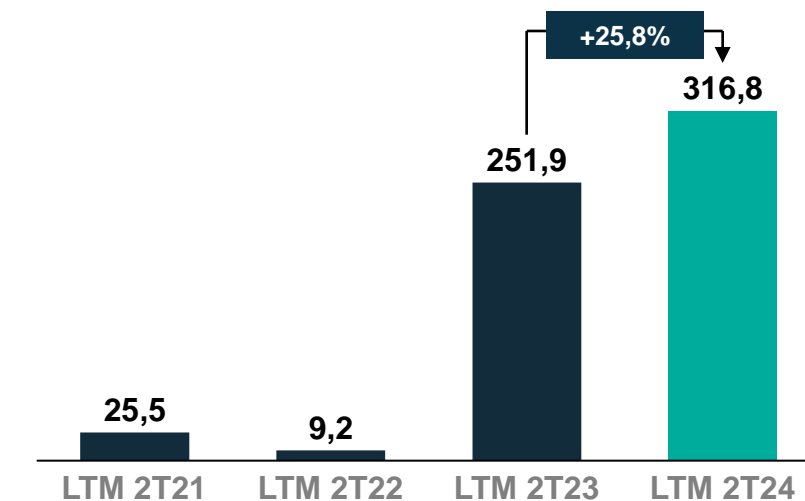
## LUCRO LÍQUIDO EX-PILP DE R\$ 29 MILHÕES E COM CRESCIMENTO SEQUENCIAL DE +15,8% vs. 1T24

40,9% de crescimento no LTM 2T24 vs. LTM 2T23 no lucro líquido Ex-PILP do Controlador

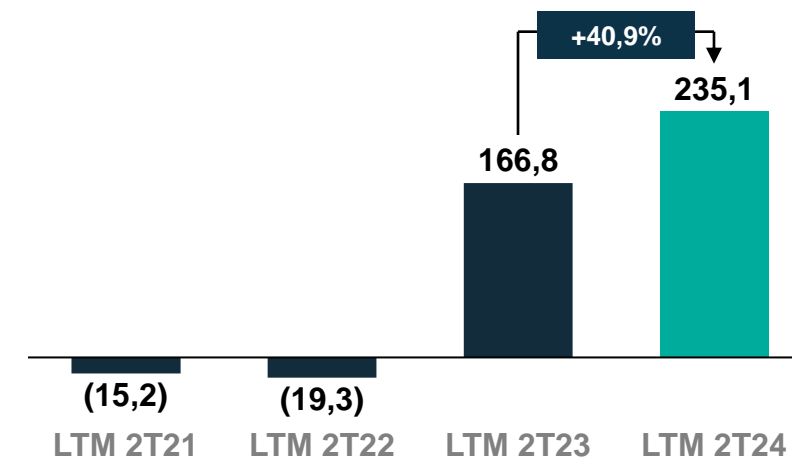
**Lucro Líquido Ex-PILP<sup>1</sup>**  
(R\$ milhões)



**Lucro Líquido Ex-PILP<sup>1</sup> (LTM)**  
(R\$ milhões)



**Lucro Líquido Ex-PILP<sup>1</sup> Controlador (LTM)**  
(R\$ milhões)



1- Excluindo efeito não caixa do valor da apuração do valor justo do plano de incentivo de longo prazo (PILP) (não caixa).

## MELHORA SEQUENCIAL DE 17 DIAS NO CONTAS A RECEBER NO 2T24 E DE 13 DIAS NOS DIAS LÍQUIDOS DE CAPITAL DE GIRO

### Prazos Médios por Trimestre (Base 90 dias)

Em dias

|                                      | 2T23 | 3T23 | 4T23 | 1T24 | 2T24             |
|--------------------------------------|------|------|------|------|------------------|
| Contas a Receber (1)                 | 103  | 101  | 106  | 118  | 101 <sup>2</sup> |
| Estoques (2)                         | 13   | 13   | 20   | 23   | 23               |
| Contas a Pagar (3)                   | 73   | 80   | 77   | 82   | 82               |
| Dias de Capital de Giro <sup>1</sup> | 43   | 34   | 49   | 59   | 42               |

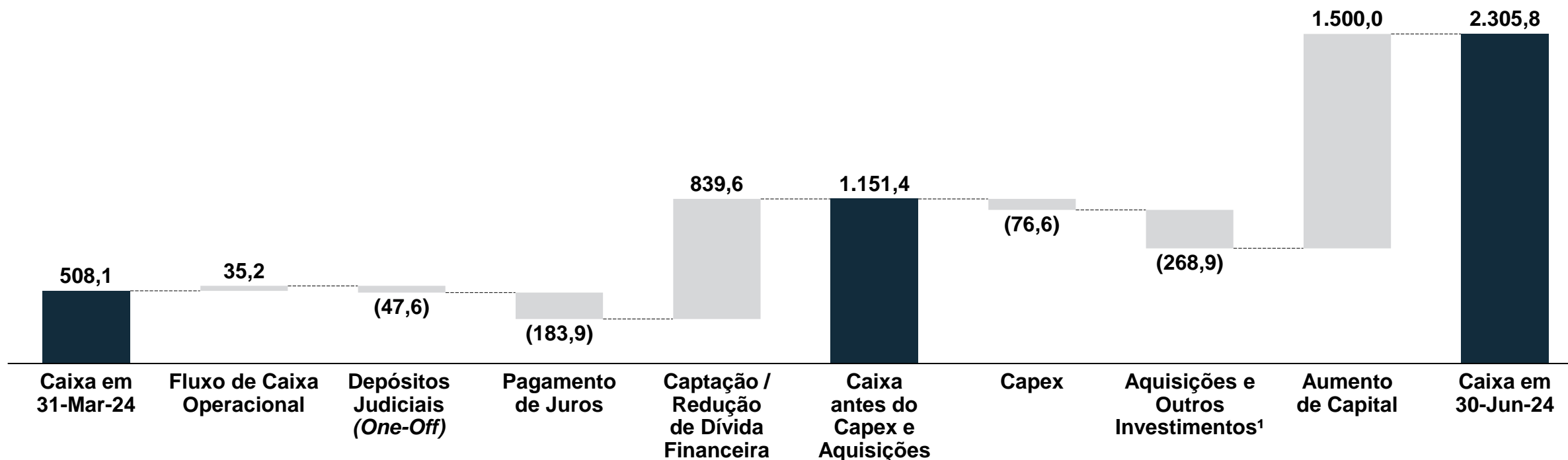
1 – Cálculo: (A) + (B) - (C).

2 - Cálculo desconsidera o contas a receber de longo prazo fruto de uma renegociação de recebíveis com o principal cliente da Companhia, dado que o prazo de recebimento dessa negociação é superior ao prazo médio recorrente.

## FLUXO DE CAIXA OPERACIONAL DEMONSTRANDO MELHORIA SEQUENCIAL E AUMENTO DE CAPITAL DURANTE O TRIMESTRE GARANTEM POSIÇÃO DE CAIXA ROBUSTA AO FINAL DO TRIMESTRE

### Fluxo de Caixa Gerencial do 2T24

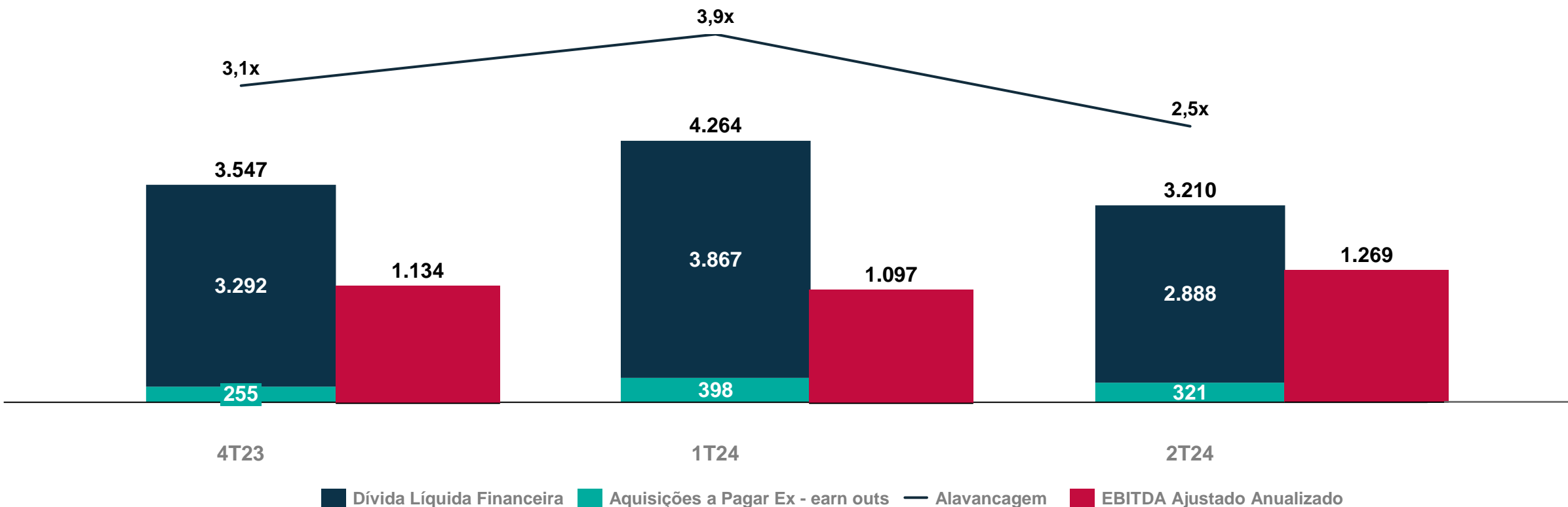
R\$ milhões



1- (i) R\$ 149,4 milhões desembolsados em pagamentos de parcelas de aquisições e parcerias, (ii) R\$ 93,5 milhões em pagamentos associados a antecipação de contratos de locação, (iii) R\$ 76,6 milhões de capex (manutenção e expansão) e (iv) R\$ 26,1 milhões de outros.

## EXPRESSIVA REDUÇÃO DA ALAVANCAGEM NO 2T24, FINALIZANDO EM 2,5x (vs. 3,9x NO 1T24), EM FUNÇÃO DE 1) AUMENTO DE CAPITAL DE R\$ 1,5 BILHÃO E 2) AUMENTO DO EBITDA

Dívida Líquida (Endividamento Financeiro + Aquisições a Pagar - Caixa) / EBITDA Ajustado LTM  
R\$ milhões

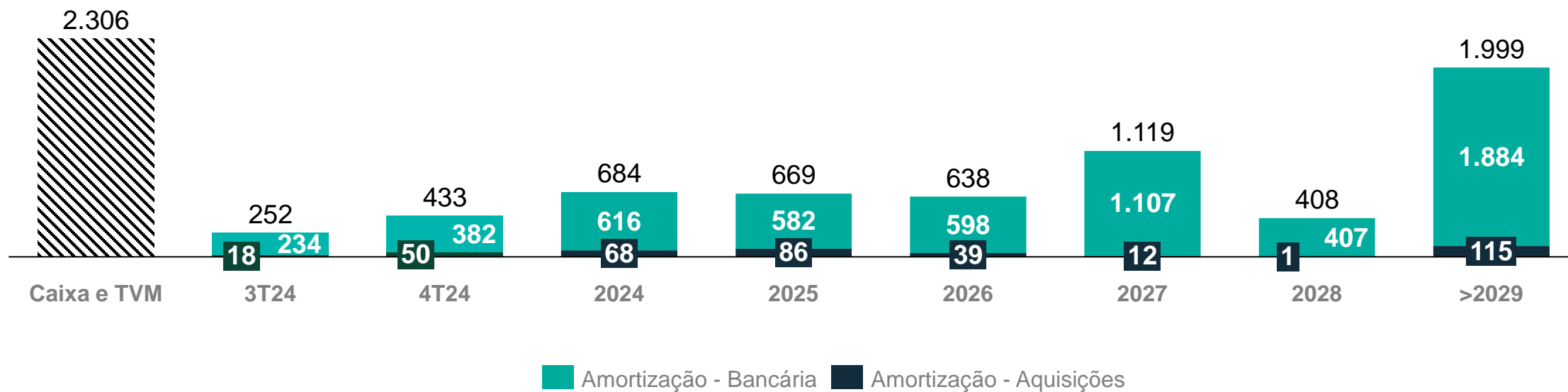


## POSIÇÃO DE CAIXA CONFORTÁVEL PARA COBERTURA DOS VENCIMENTOS NOS PRÓXIMOS ANOS

### Perfil de Amortização Bem Distribuído

#### Cronograma de Amortização da Dívida Financeira e Contas a Pagar por Aquisição no 2T24

R\$ milhões



# OBRIGADO

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**ONCOCLINICAS & CO**





# Oncoclínicas

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## 2Q24 Earnings Call Presentation

August 14<sup>th</sup>, 2024

ONCOCLINICAS & CO

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# MESSAGE FROM THE CEO

## 1. 2Q24 HIGHLIGHTS



Gross Revenue of R\$ 1.7 billion: +16% in 2Q24 vs. 2Q23

LTM 2Q24 Gross Revenue of R\$ 6.5 billion: +18% vs. LTM 2Q23



EBITDA Ex-LTIP<sup>1</sup> of R\$ 300 million in 2Q24 (19.2% margin):  
+11.9% vs. 2Q23

R\$ 1,069 million (18.2% margin) in LTM 2Q24: +11.2% vs. LTM 2Q23



2Q24 Net Income Ex-LTIP<sup>1</sup> of R\$ 29.4 million: +15.8% vs. 1Q24

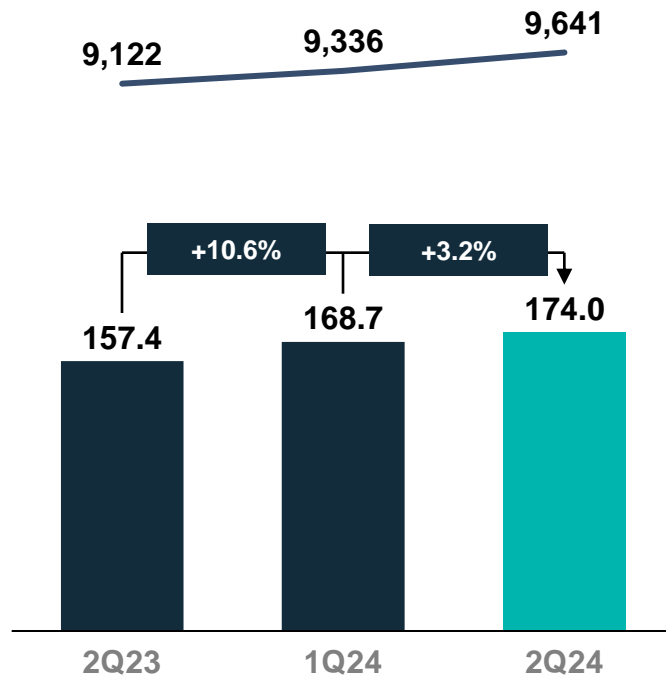
LTM 2Q24 Net Income of R\$ 275.0 million (R\$ 316.0 million Ex-LTIP<sup>1</sup>), +19,5% bigger than LTM 2Q23

1- Excluding non-cash charge related to fair value of long-term equity incentive plan (LTIP).

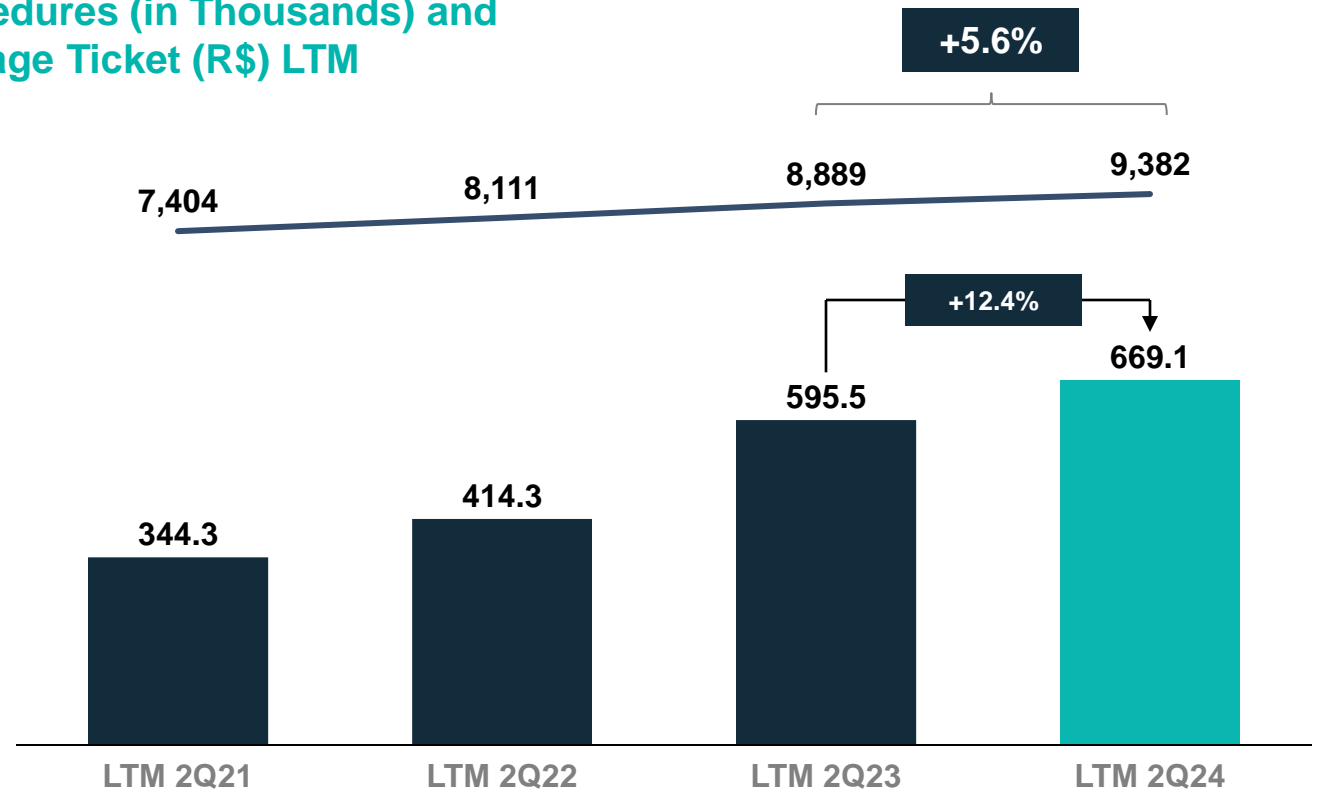
## CONTINUED GROWTH IN PROCEDURES AND INCREASE IN AVERAGE TICKET IN LINE WITH DRUG PRICE INCREASE

Procedures up 10.5% in 2Q24 vs. 2Q23 and solid Avg. Ticket increase in the quarter (+3.3% in 2Q24 vs. 1Q24)

Procedures (in Thousands) and Average Ticket (R\$) per Quarter

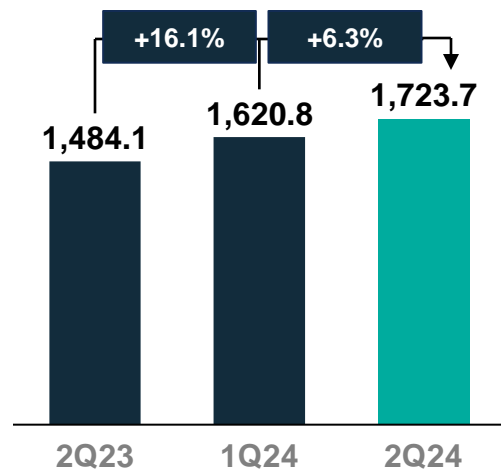


Procedures (in Thousands) and Average Ticket (R\$) LTM

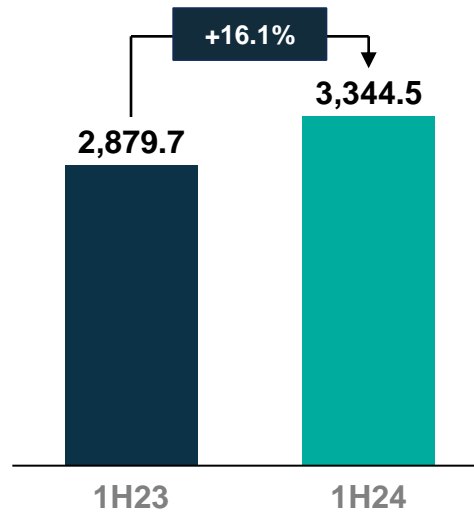


**GROSS REVENUE REACHED R\$ 1.7 BILLION IN 2Q24, UP 16.1% vs. 2Q23**  
 6.3% growth in 2Q24 vs. 1Q24, highlight to the average ticket pass-through

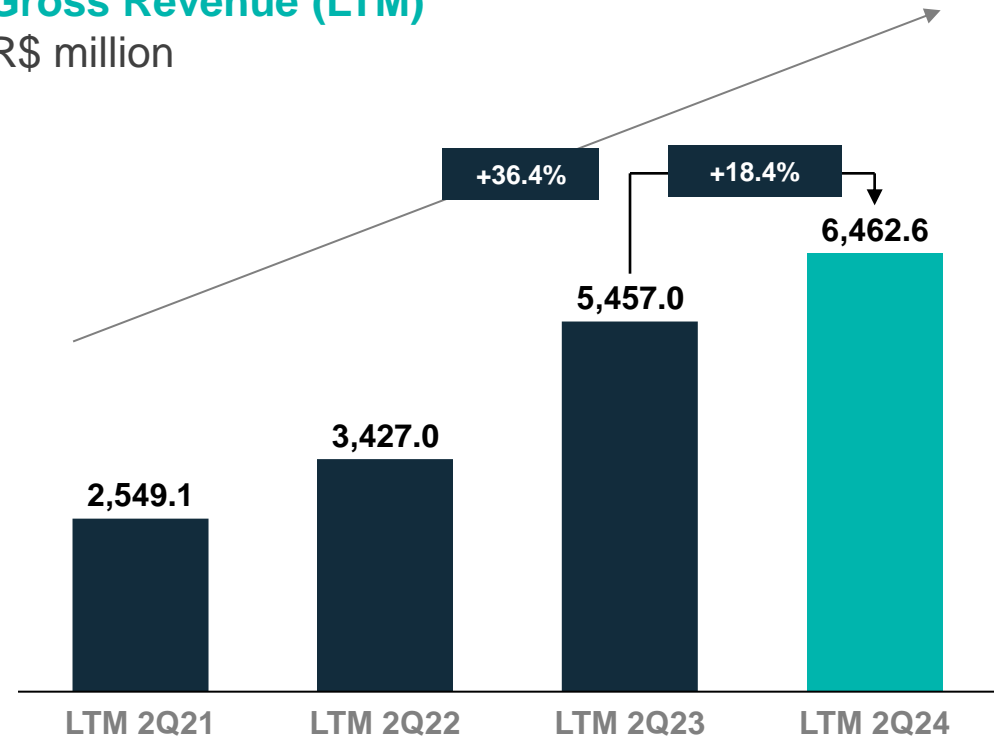
**Gross Revenue (Quarterly)**  
 R\$ million



**Gross Revenue (Semester)**  
 R\$ million



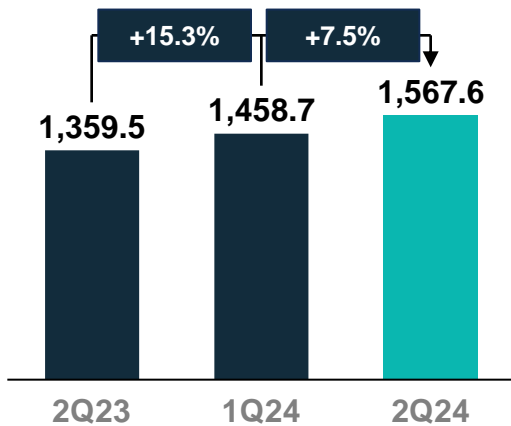
**Gross Revenue (LTM)**  
 R\$ million



**NET REVENUE OF R\$ 1.6 BILLION IN 2Q24 (+15.3% YoY) AND R\$ 3.0 BILLION IN 1H24**  
 7.5% 2Q24 vs. 1Q24 growth, with a sequential improvement in PCLD<sup>1</sup>

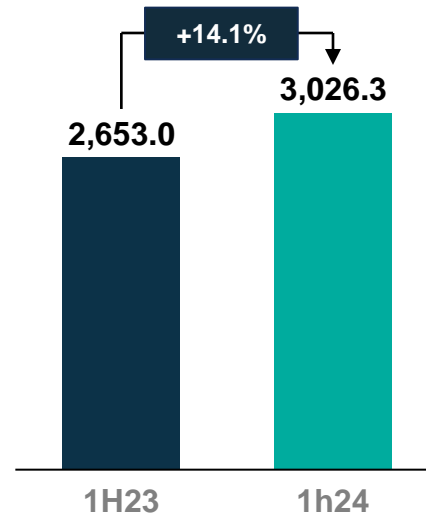
**Net Revenue (Quarterly)**

R\$ million



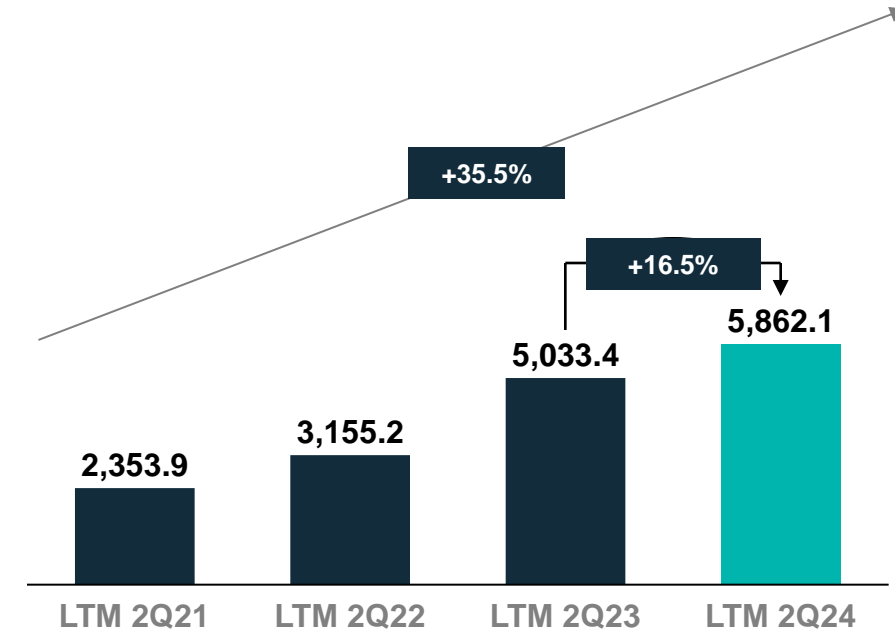
**Net Revenue (Semester)**

R\$ million



**Net Revenue (LTM)**

R\$ million



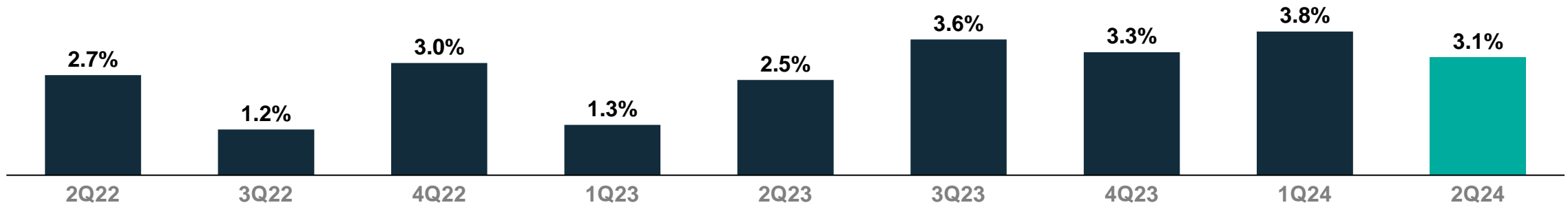
1- Provision for Disallowances and Doubtfull Accounts.

## SEQUENTIAL IMPROVEMENT OF 70 BPS IN PCLD<sup>1</sup>, LOWEST LEVEL IN FOUR QUARTERS, EVEN AMID A STILL CHALLENGING SCENARIO

### Evolution of PCLD Provisions<sup>1</sup> as a % of Gross Revenue per Quarter

Average LTM 2Q23: 2.0%

Average LTM 2Q24: 3.5%



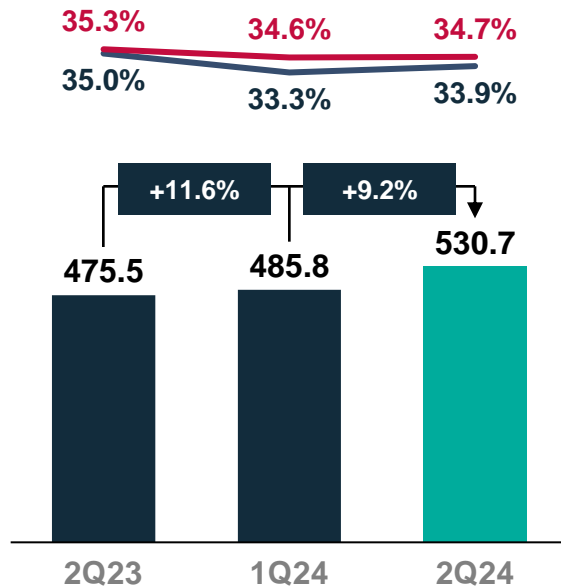
1- Provision for Disallowances and Doubtfull Accounts.

# CASH GROSS PROFIT: IMPROVEMENT OF 60 BPS IN 2Q24 vs. 1Q24

Normalized Cash Gross Margin (considering a normalized PCLD level) would have been in line with 1Q24

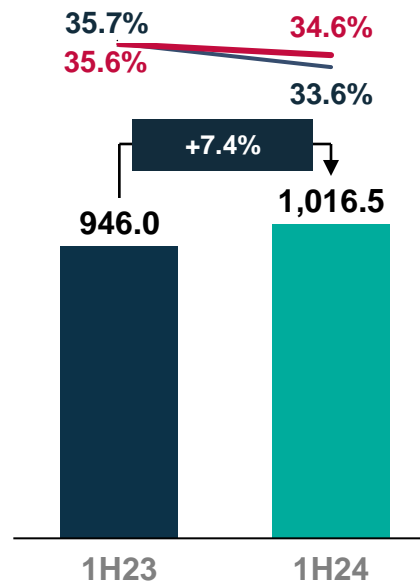
### Cash Gross Profit and Cash Margin (Quarterly)

R\$ million



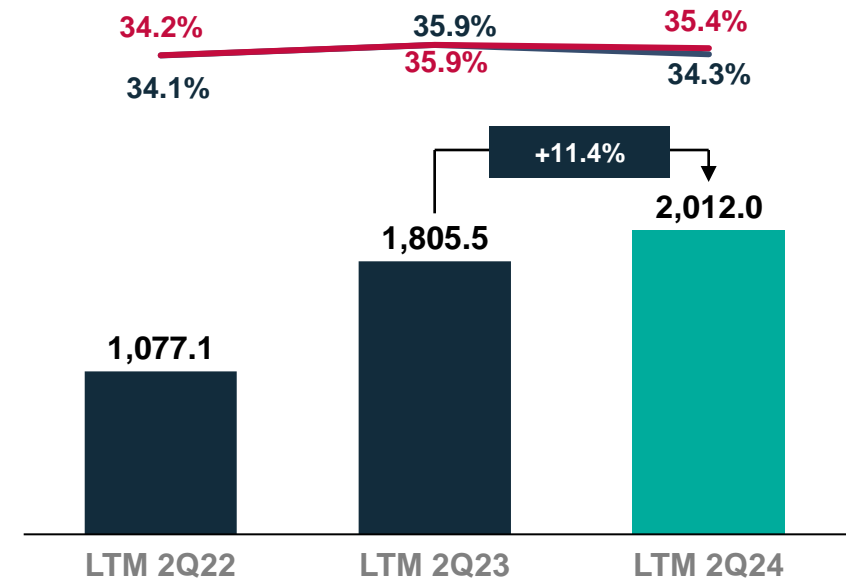
### Cash Gross Profit and Cash Margin (Semester)

R\$ million



### Cash Gross Profit and Cash Margin (LTM)

R\$ million



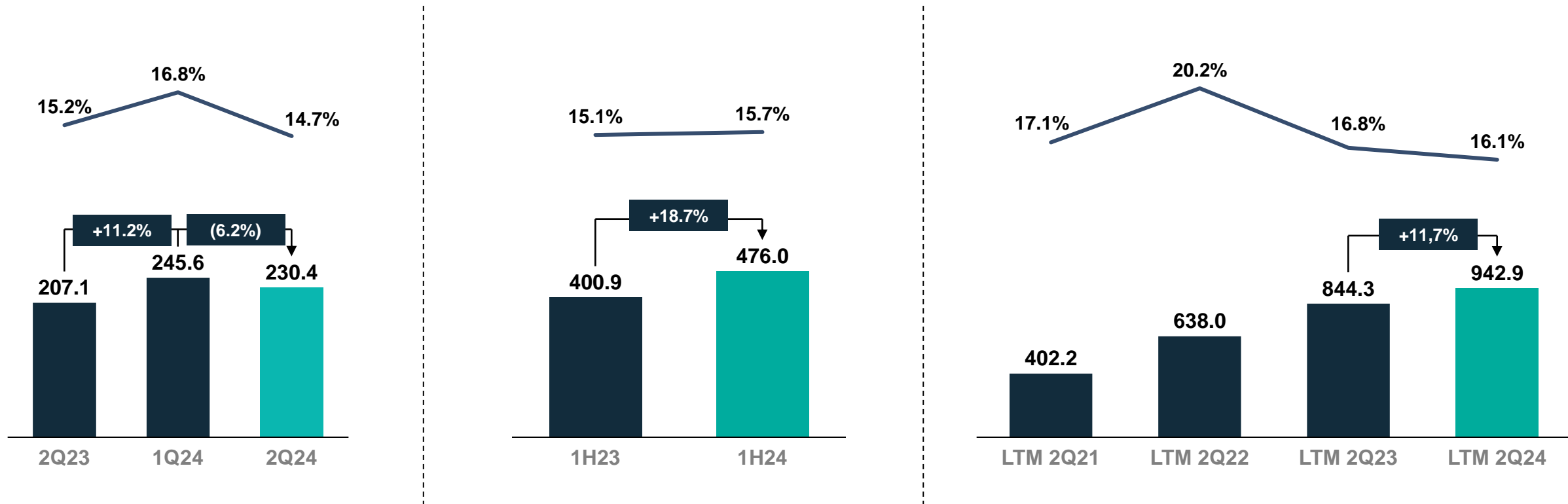
■ Cash Gross Profit — Cash Gross Margin — Normalized Cash Gross Margin with PCLD @ 2%



## CONTINUED OPERATIONAL EFFICIENCY INITIATIVES DROVE A 50 BPS REDUCTION IN THE EXPENSES / NET REVENUE RATIO IN 2Q24 vs. 2Q23 AND 70 BPS IN THE LTM COMPARISON

### Cash Operating Expenses<sup>1</sup> (and % of Gross Revenue)

R\$ million



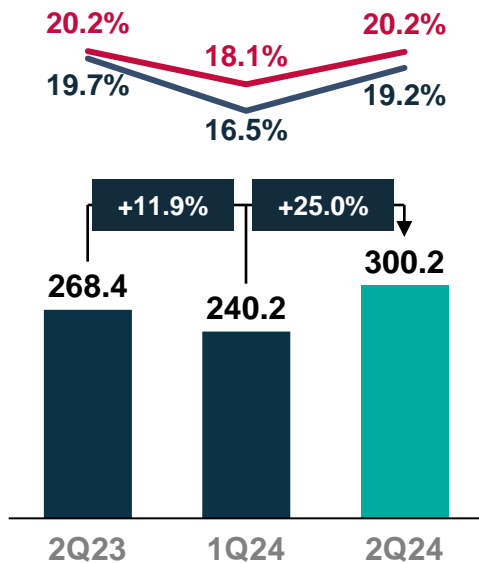
1- Operating Expenses before depreciation and amortization

## EBITDA Ex-LTIP<sup>1</sup> MARGIN BACK TO 19% LEVEL IN 2Q24

Main levers behind improvement: 1) ticket increase, 2) cost control, and 3) expense control / efficiency

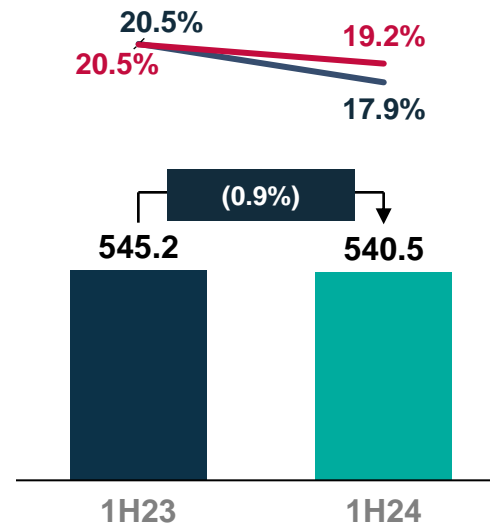
### EBITDA Ex-LTIP<sup>1</sup> and Margin (Quartely)

R\$ million



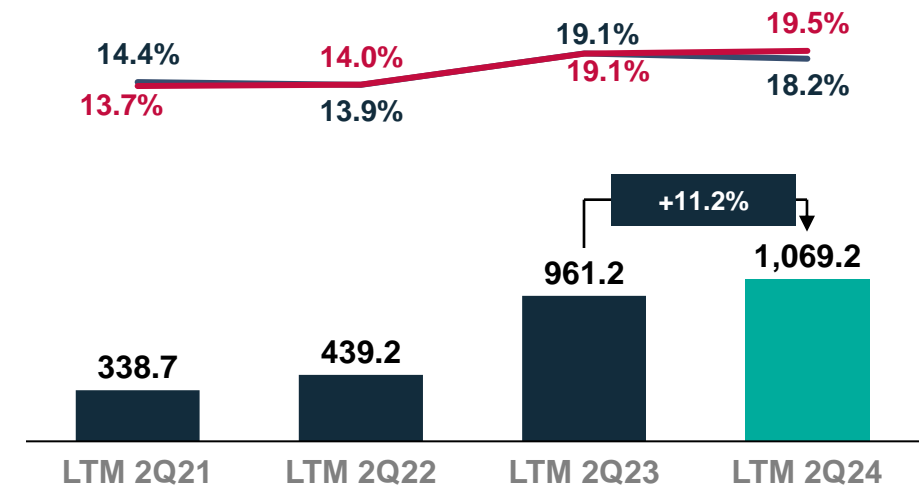
### EBITDA Ex-LTIP<sup>1</sup> and Margin (Semester)

R\$ million



### EBITDA Ex-LTIP<sup>1</sup> and Margin (LTM)

R\$ million

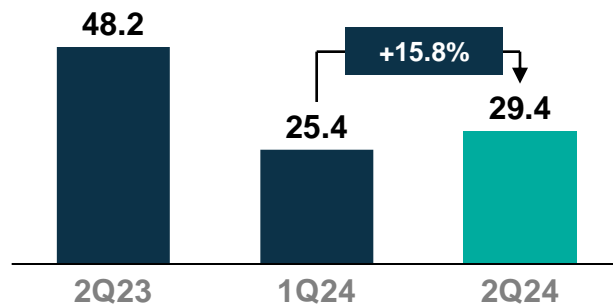


■ EBITDA Ex-LTIP      — Normalized EBITDA Ex-LTIP with PCLD @ 2% Margin  
— EBITDA Ex-LTIP Margin

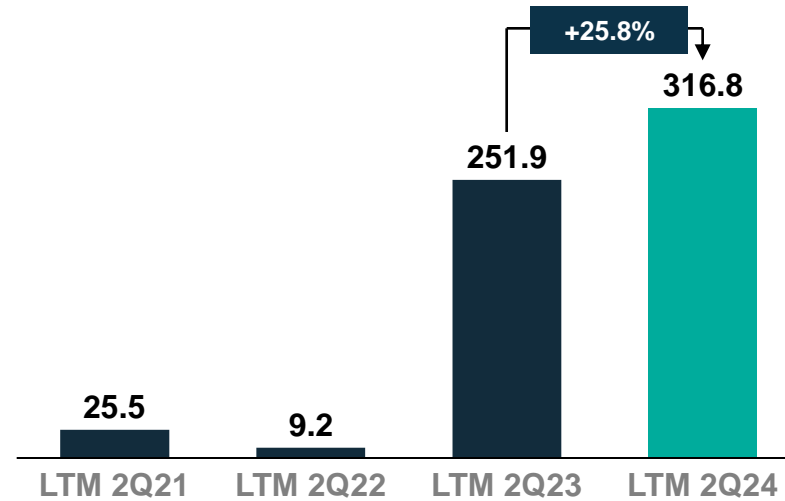
1- Excluding non-cash charge related to fair value of long-term equity incentive plan (LTIP).

**NET INCOME Ex-LTIP<sup>1</sup> OF R\$ 29 MILLION, SEQUENTIAL GROWTH OF 15.8% vs. 1Q24**  
 40.9% growth in LTM 2Q24 vs. LTM 2Q23 in Net Income Ex-LTIP<sup>1</sup> Ex-Minorities

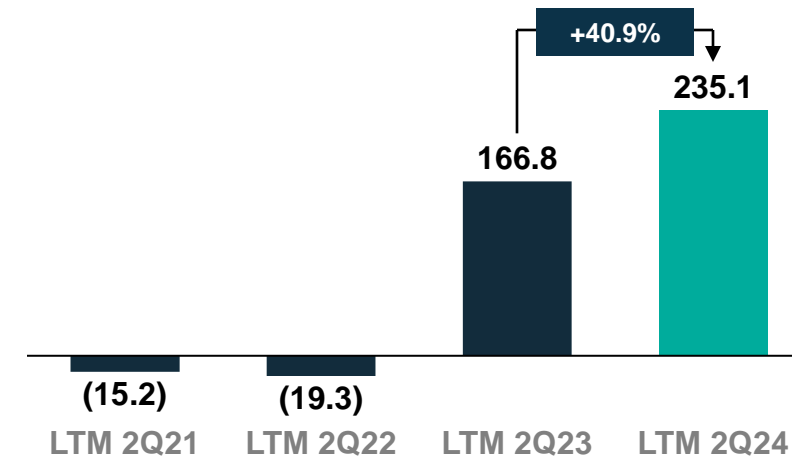
**Net Income, Ex-LTIP<sup>1</sup>**  
 R\$ million



**Net Income, Ex-LTIP<sup>1</sup> (LTM)**  
 R\$ million



**Net Income, Ex-LTIP<sup>1</sup> Ex-Minorities (LTM)**  
 R\$ million



1- Excluding non-cash charge related to fair value of long-term equity incentive plan (LTIP).

## SEQUENTIAL IMPROVEMENT OF 17 DAYS IN ACCOUNTS RECEIVABLE IN 2Q24 AND OF 13 DAYS IN NET WORKING CAPITAL DAYS

### Average Working Capital Days by Quarter (90 Days Base Calculation)

In days

|                          | 2Q23 | 3Q23 | 4Q23 | 1Q24 | 2Q24             |
|--------------------------|------|------|------|------|------------------|
| Receivables (1)          | 103  | 101  | 106  | 118  | 101 <sup>2</sup> |
| Inventory (2)            | 13   | 13   | 20   | 23   | 23               |
| Payables (3)             | 73   | 80   | 77   | 82   | 82               |
| Net WK Days <sup>1</sup> | 43   | 34   | 49   | 59   | 42               |

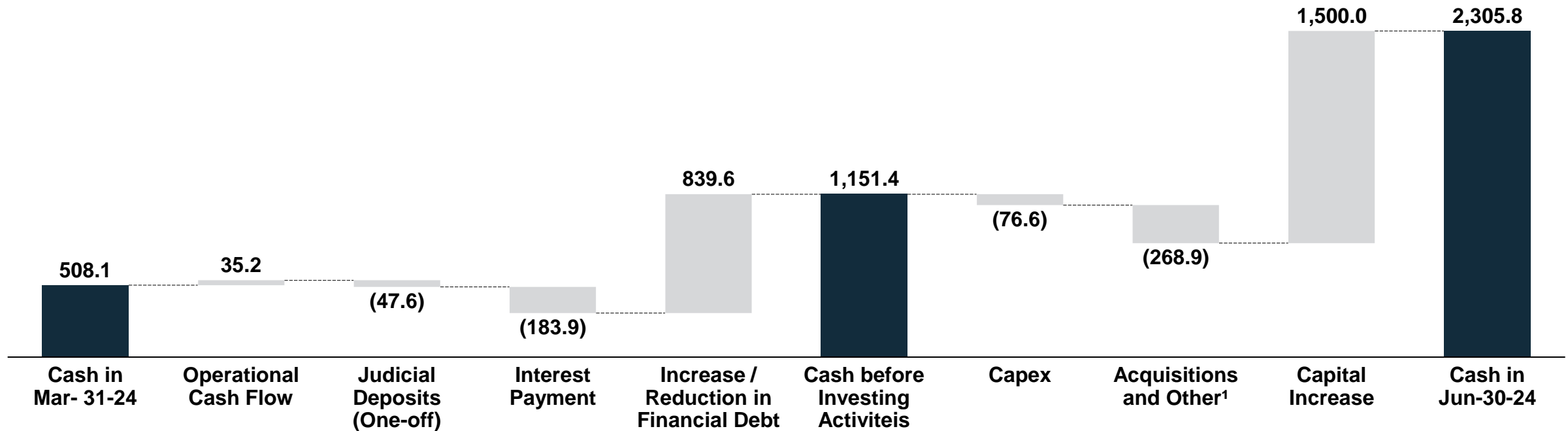
1 – Calculation: (A) + (B) - (C)

2 - 2 - Calculation disregards long-term accounts receivable resulting from a renegotiation of receivables with the Company's main client, given that the period for receipt of this negotiation is longer than the average recurring period.

## OPERATIONAL CASH FLOW IMPROVEMENT IN 2Q24 AND CAPITAL INCREASE LED TO A STRONG CASH POSITION AT QUARTER-END

### Managerial Cash Flow for 2Q24

R\$ million

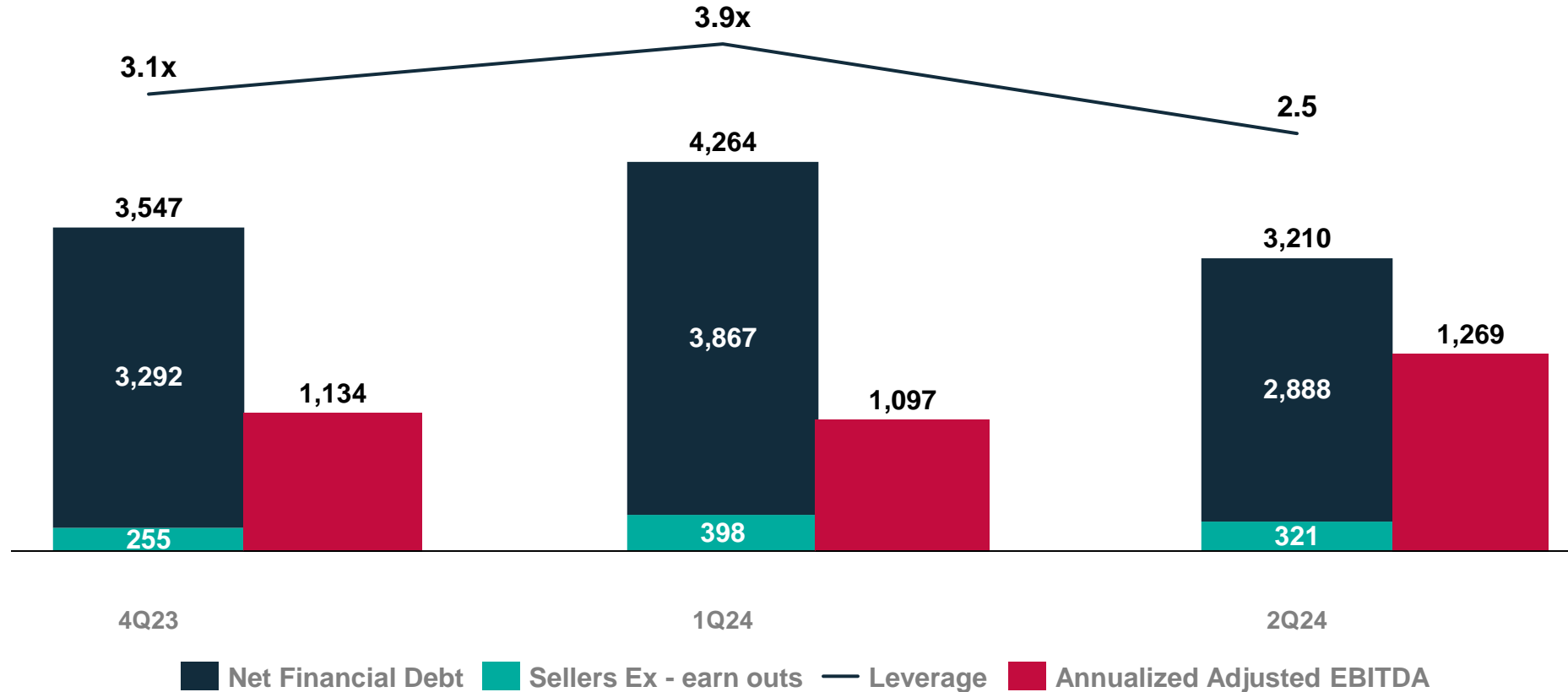


1- (i) R\$ 149,4 million disbursed for the payments of acquisitions and partnerships, (ii) R\$ 93.5 million in pre-payment of lease agreements connect to the cancer centers BTS agreements, and (iii) R\$ 76.6 million in Capex (maintenance and expansion), and (iv) R\$ 26.1 million others.

## SUBSTANTIAL REDUCTION IN LEVERAGE IN 2Q24, ENDING AT 2.5x (vs. 3.9x IN 1Q24), DUE TO 1) R\$ 1.5 BILLION CAPITAL INCREASE AND 2) GROWTH IN EBITDA

Net Debt (Financial Debt + Sellers Finance - Cash) / Annualized Adjusted EBITDA

R\$ million

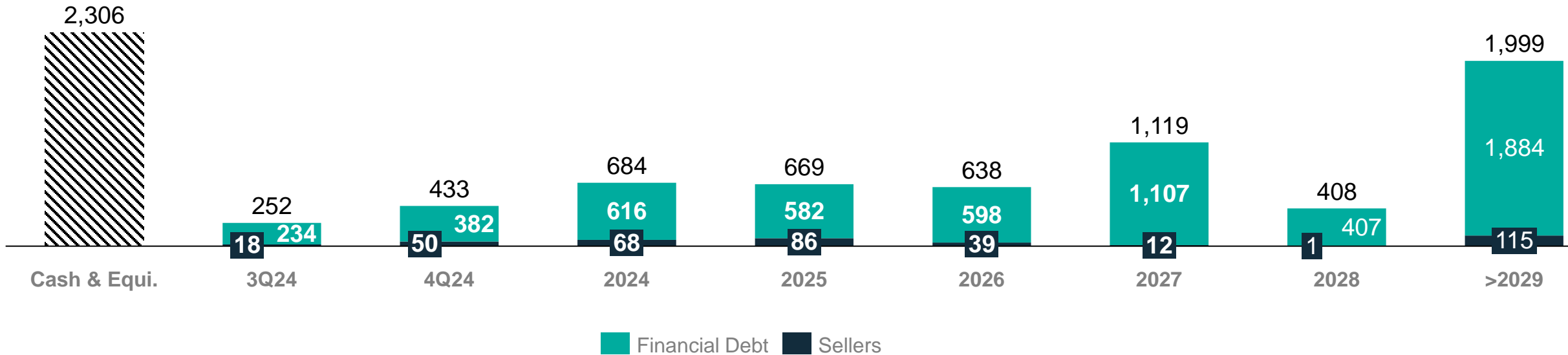


# STRONG CASH POSITION TO ADDRESS FUTURE DEBT AMORTIZATION PROFILE

## Well-Distributed Debt Amortization Profile

### 2Q24 Amortization Schedule of Financial Debt and Sellers Financing

R\$ million



# THANK YOU

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