



# Oncoclínicas

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## Teleconferência de Resultados 3T24

13 de Novembro de 2024

ONCOCLINICAS & CO

# AVISO LEGAL

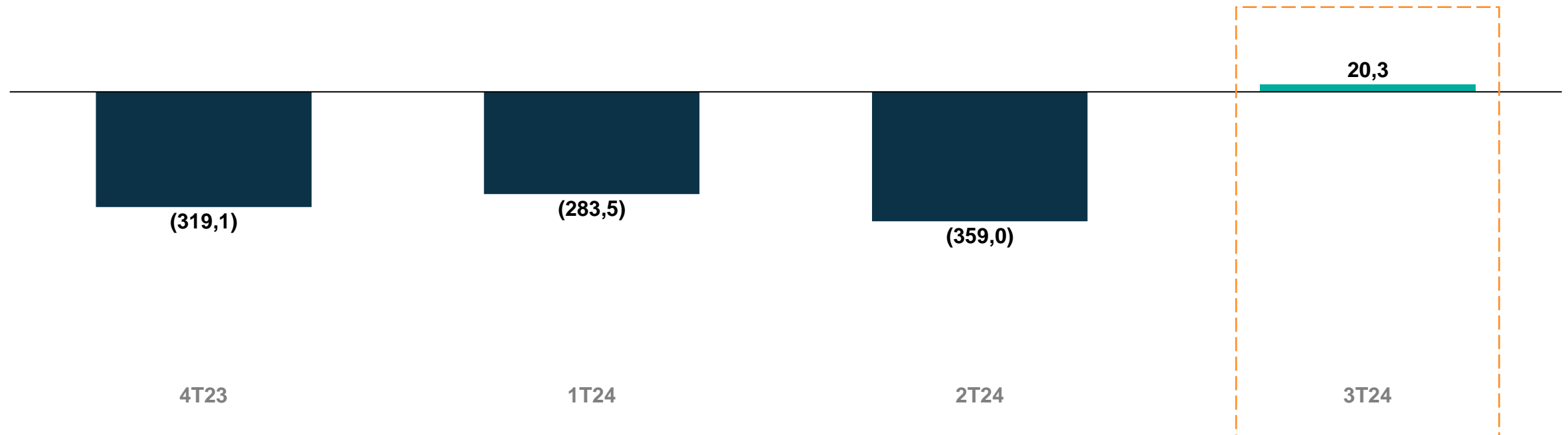
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## DESTAQUES DO 3T24

**GERAÇÃO DE CAIXA LIVRE DE R\$ 20,3 MILHÕES NO 3T24, COM FORTE REVERSÃO DE UMA SEQUÊNCIA DE CONSUMO DE CAIXA NOS ÚLTIMOS TRÊS TRIMESTRES**

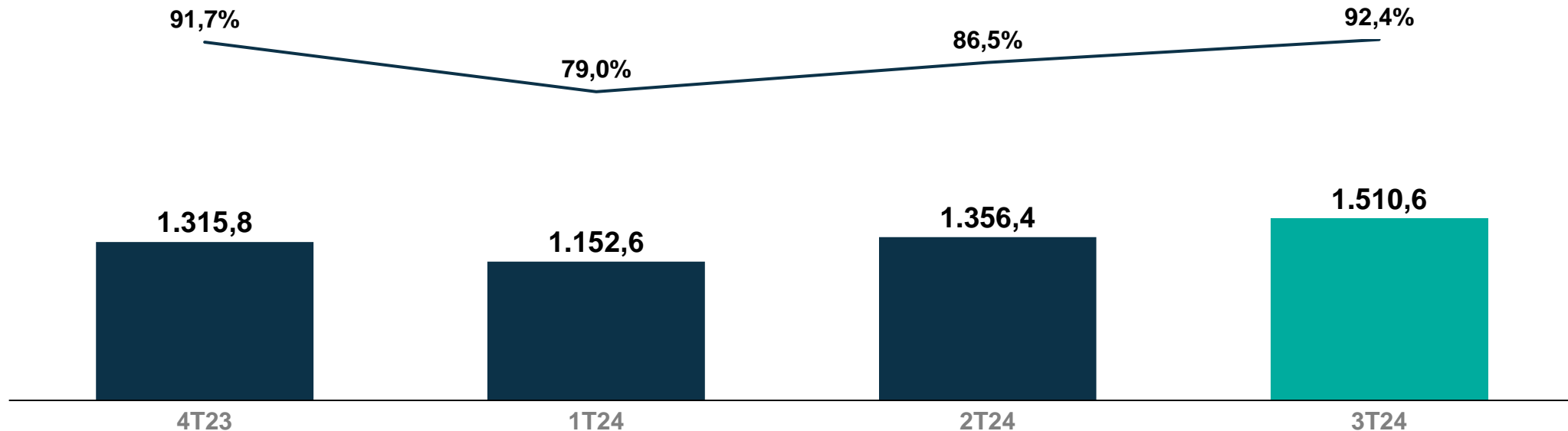
Fluxo de Caixa Livre (em R\$ milhões): FCO - Juros - Capex - Pagamentos por BTS - Dividendos



## DESTAQUES DO 3T24 (CONT.)

### EVOLUÇÃO CONSISTENTE NA PERFORMANCE DE RECEBIMENTOS JUNTO ÀS FONTES PAGADORAS

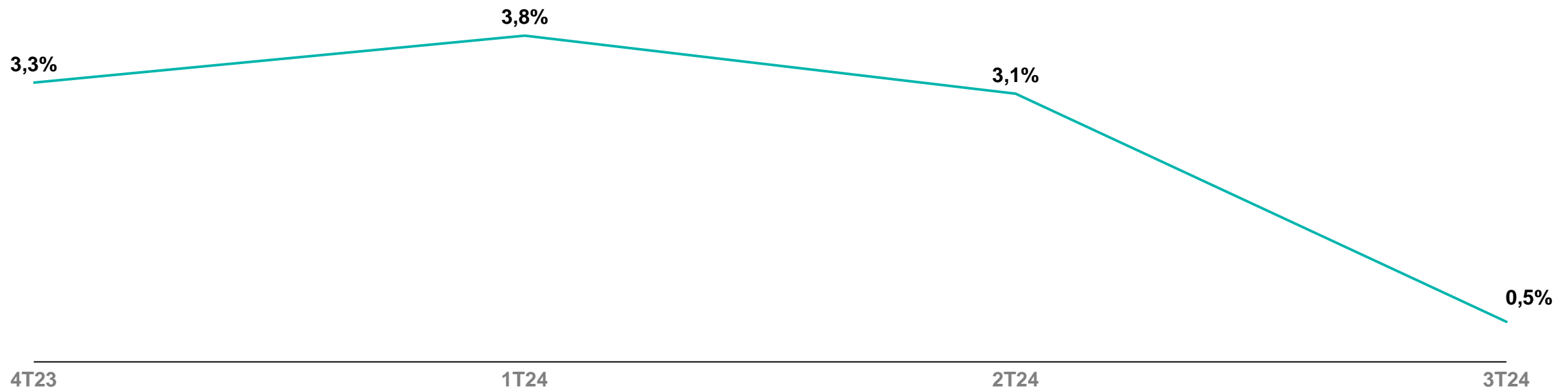
Recebimentos Caixa (em R\$ milhões) e como % da Receita Líquida



## DESTAQUES DO 3T24 (CONT.)

### REDUÇÃO EXPRESSIVA NA PCLD<sup>1</sup> PELA FORTE RECUPERAÇÃO DE GLOSAS NO 3T24

#### PCLD como % da Receita Bruta

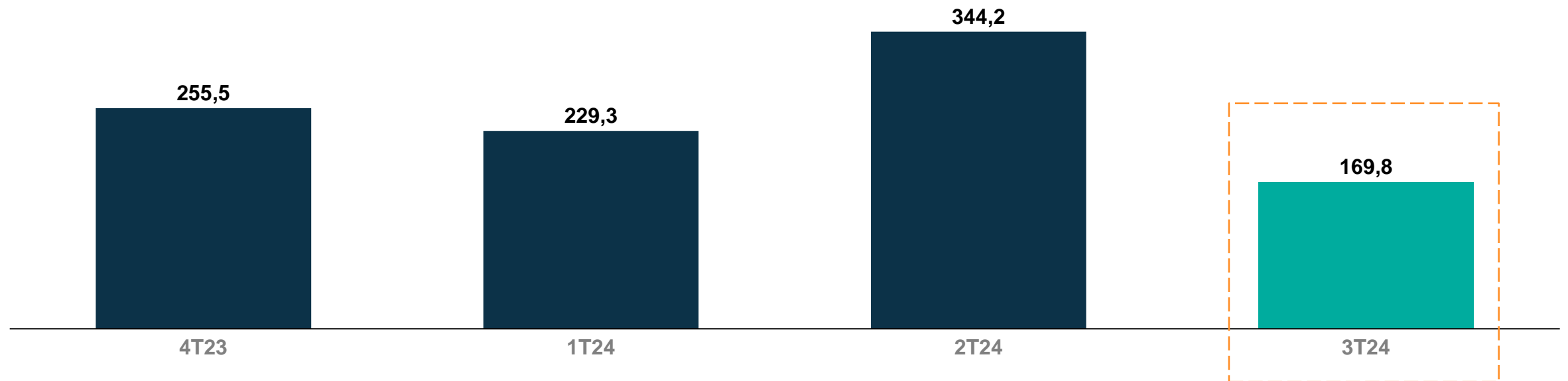


1- Provisão para Glosas e Perdas com Créditos de Liquidação Duvidosa.

## DESTAQUES DO 3T24 (CONT.)

### DISCIPLINA EM CAPEX E FORTE REDUÇÃO NAS DESPESAS FINANCEIRAS

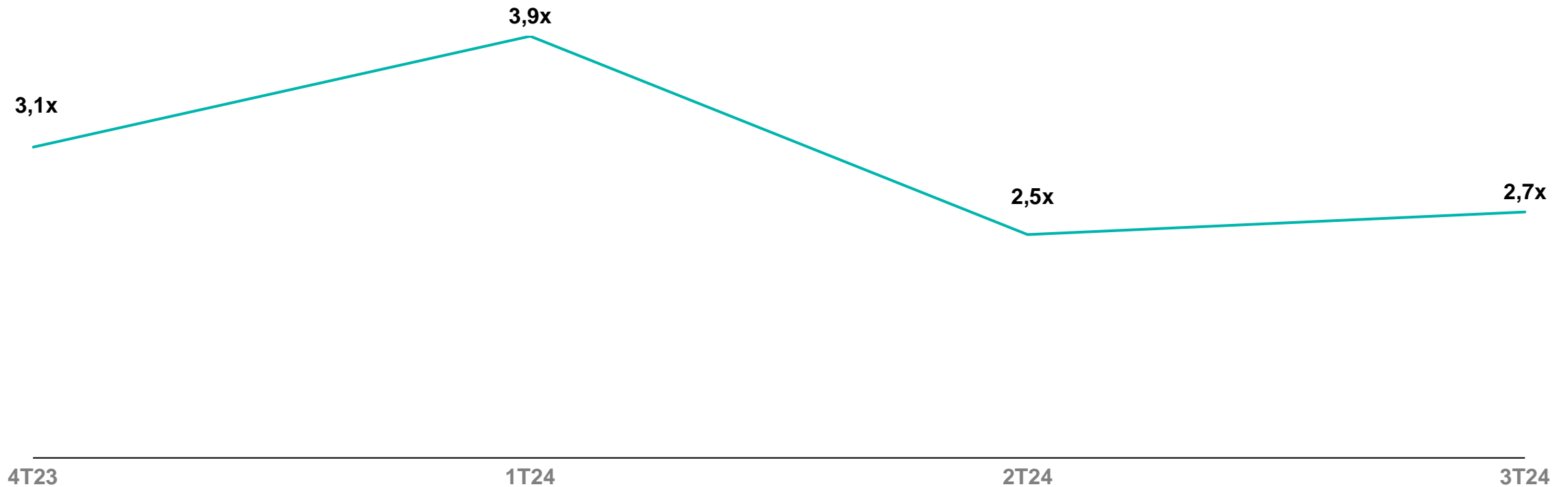
Capex + Desembolsos por BTS + Despesas Financeiras Caixa (em R\$ milhões)



## DESTAQUES DO 3T24 (CONT.)

### ESTABILIZAÇÃO DA ALAVANCAGEM EM FUNÇÃO DA GERAÇÃO ORGÂNICA DE CAIXA

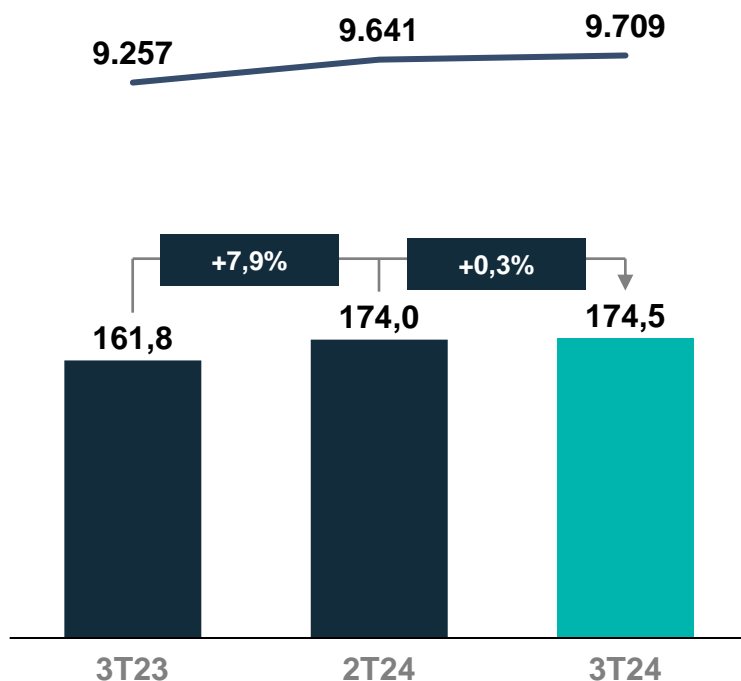
Alavancagem



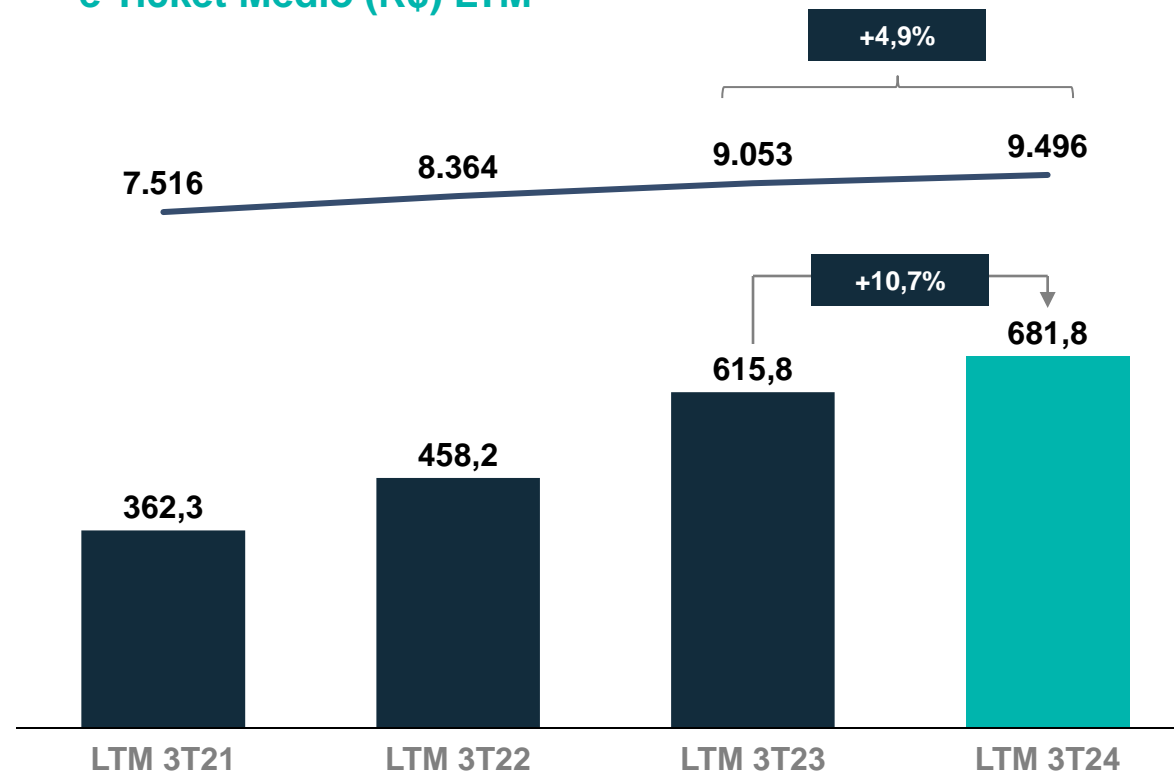
## VOLUME COM CRESCIMENTO PERSISTENTE COMBINADO COM REPASSE DE TICKET MÉDIO

Procedimentos crescendo 7,9% no 3T24 vs. 3T23 e repasse relevante de Ticket Médio no LTM (+4,9% LTM 3T24 vs. LTM 3T23)

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



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



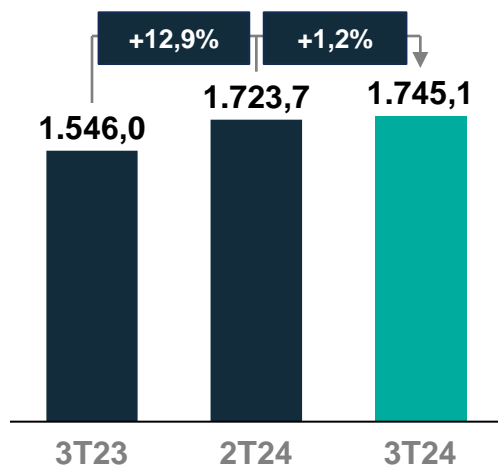


## RECEITA BRUTA SOMOU R\$ 1,7 BI NO 3T24, CRESCIMENTO DE 12,9% COMPARADO COM 3T23

Crescimento de 1,2% no sequencial 3T24 vs.2T24

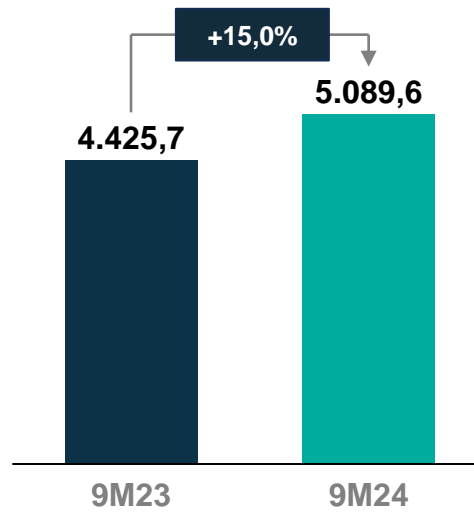
### Receita Bruta Trimestral

R\$ milhões



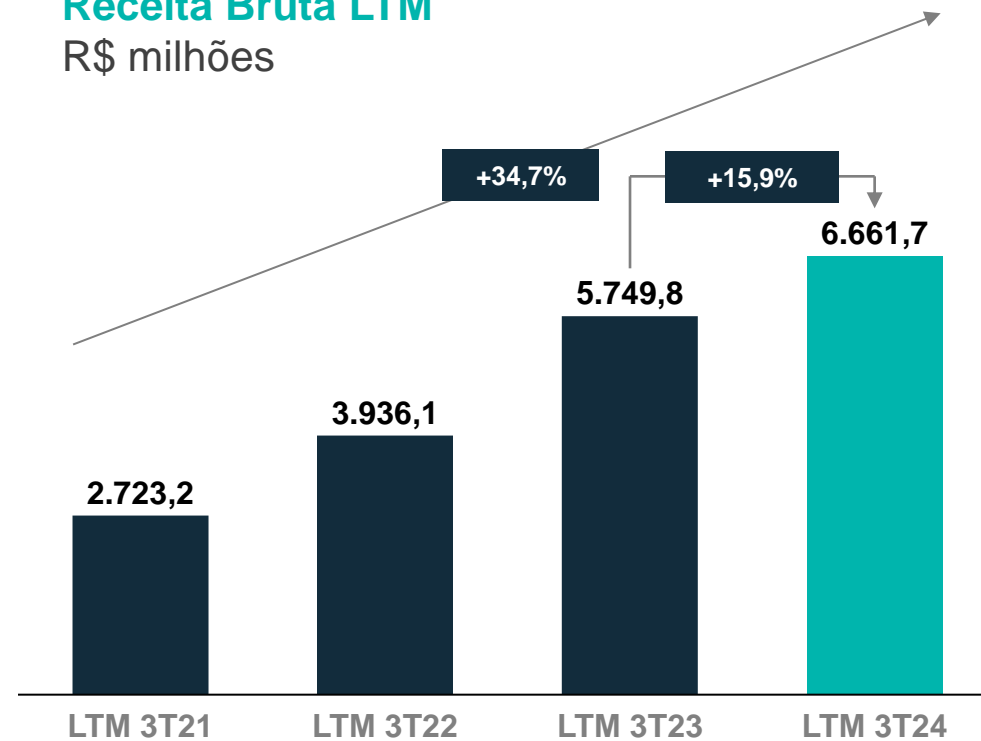
### Receita Bruta 9M

R\$ milhões



### Receita Bruta LTM

R\$ milhões

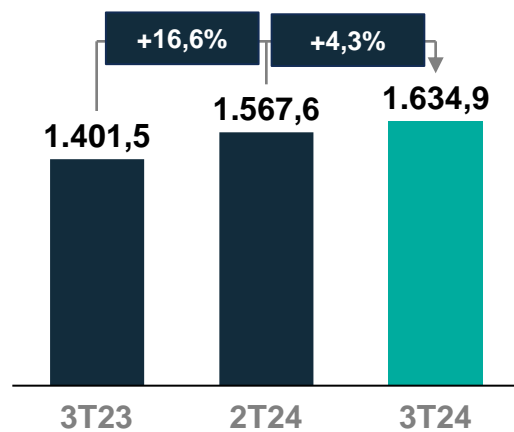


## RECEITA LÍQUIDA DE R\$ 1,6 BI NO 3T24 (+16,6% YoY) E R\$ 4,7 BI NO PERÍODO 9M24

Crescimento de 4,3% no sequencial 3T24 vs. 2T24, por uma importante melhora sequencial da PCLD<sup>1</sup>

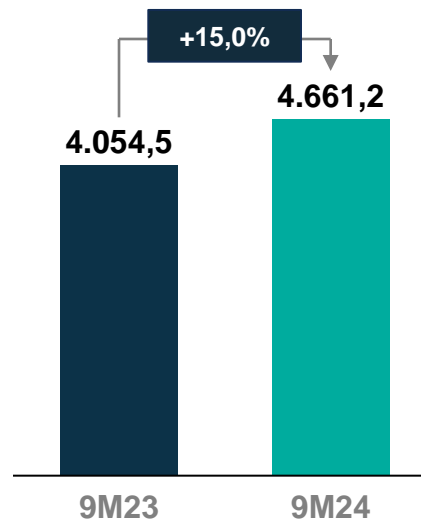
### Receita Líquida Trimestral

R\$ milhões



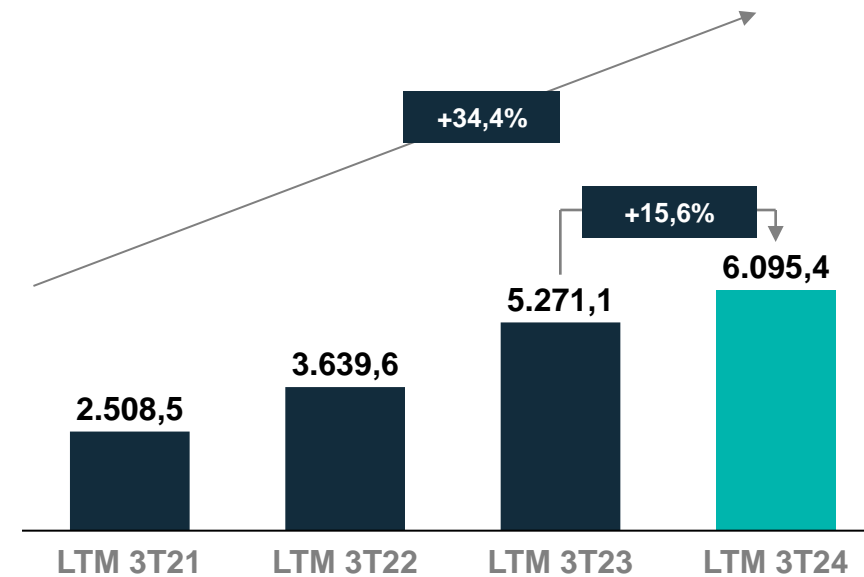
### Receita Líquida 9M

R\$ milhões



### Receita Líquida LTM

R\$ milhões

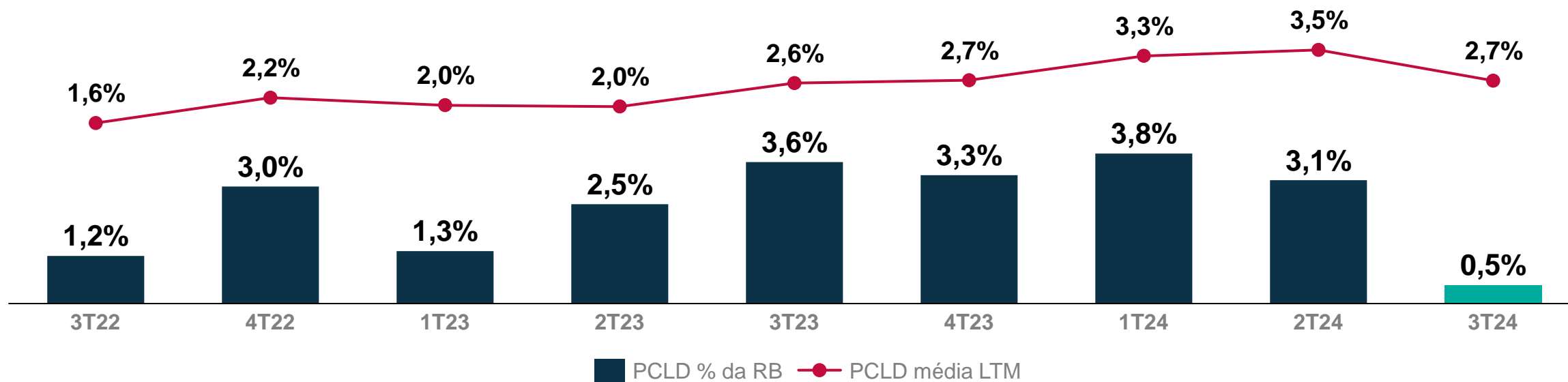


## MELHORA SEQUENCIAL DA PCLD<sup>1</sup> EM 260 BPS, MENOR PATAMAR NOS ÚLTIMOS DOIS ANOS

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

Média LTM 3T23: 2,6%

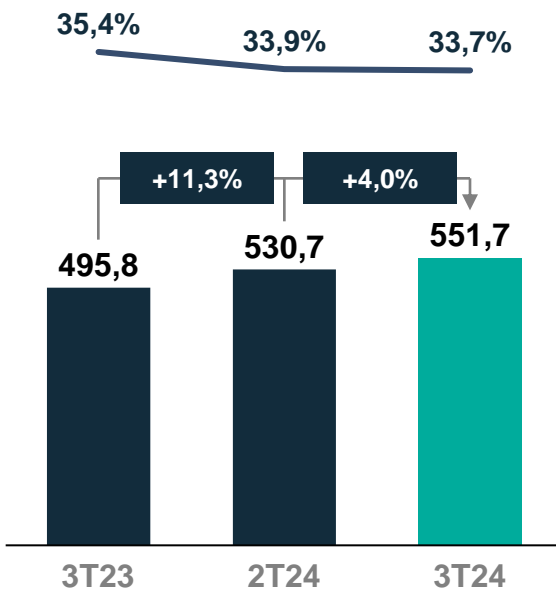
Média LTM 3T24: 2,7%



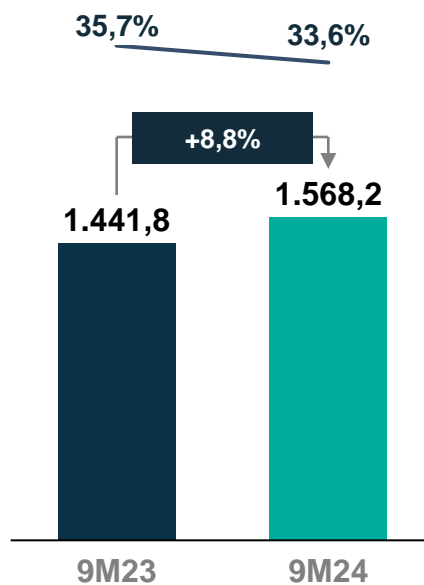
1- Provisão para Glosas e Perdas com Créditos de Liquidação Duvidosa.

## LUCRO BRUTO CAIXA: MARGEM BRUTA NO 3T24 IMPACTADA POR MIX DE RECEITA NO TRIMESTRE, MAS AINDA EM LINHA COM A OBSERVADA NO 2T24

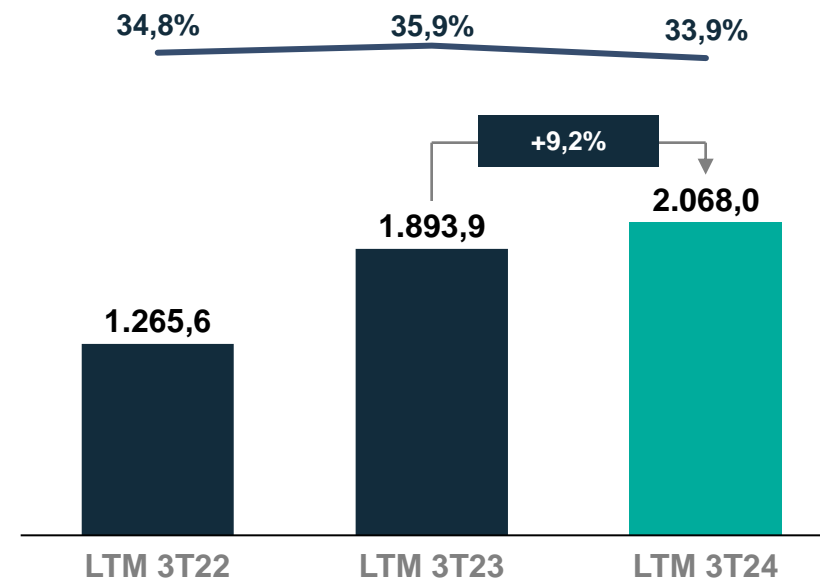
**Lucro Bruto Caixa e Margem Bruta Caixa Trimestral**  
R\$ milhões



**Lucro Bruto Caixa e Margem Bruta Caixa 9M**  
R\$ milhões



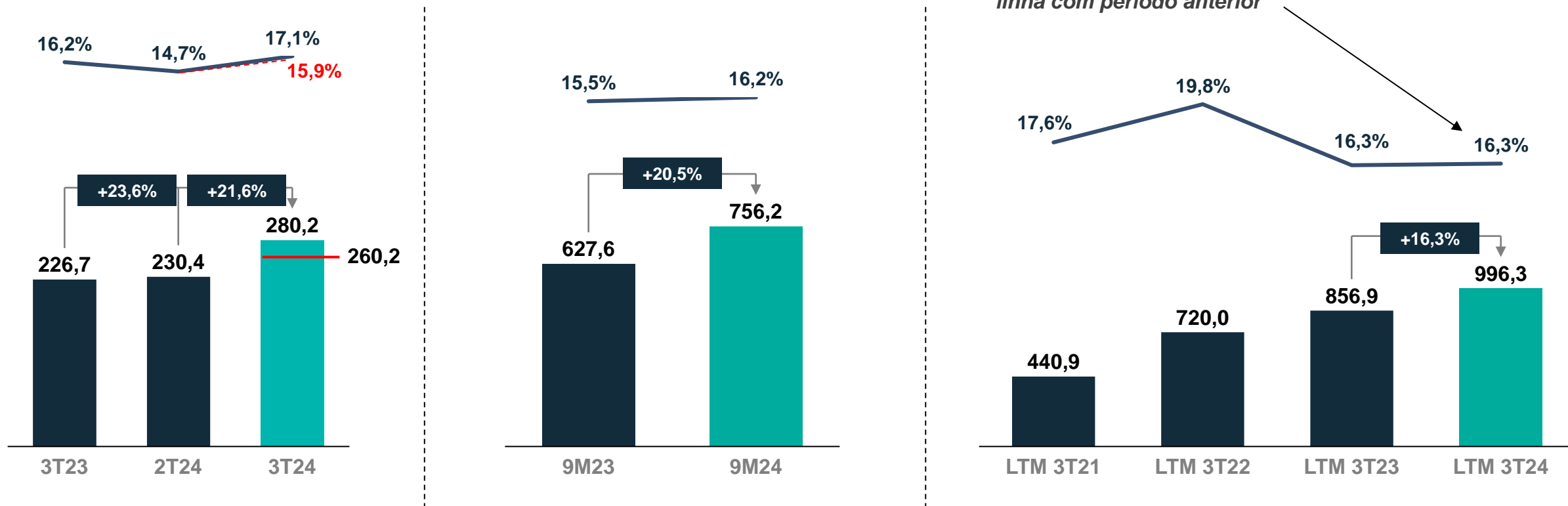
**Lucro Bruto Caixa e Margem Bruta Caixa LTM**  
R\$ milhões



## DESPESAS OPERACIONAIS NO 3T24 PARCIALMENTE IMPACTADAS POR DESPESAS DE REESTRUTURAÇÃO. RATIO DE DESPESAS / RECEITA LÍQUIDA TAMBÉM AFETADO POR MENOR ALAVANCAGEM OPERACIONAL NO TRIMESTRE

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

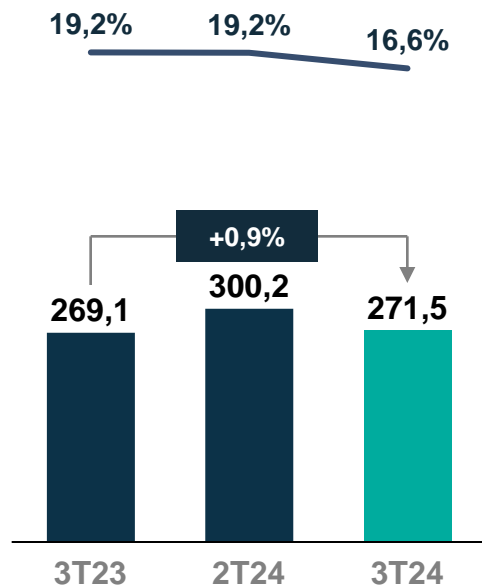
R\$ milhões



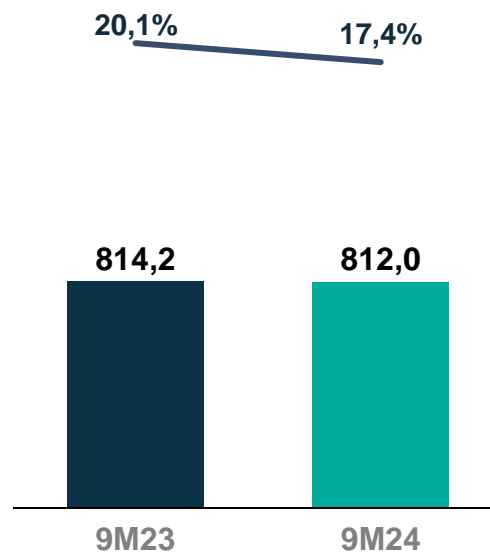
1- Despesas Operacionais excluindo depreciação e amortização (item não caixa).

## EBITDA EX-PILP<sup>1</sup> DE R\$ 271,5 MILHÕES NO 3T24 (MARGEM DE 16,6%), IMPACTADO SOBRETUDO POR MENOR ALAVANCAGEM OPERACIONAL NO TRIMESTRE E DESPESAS OPERACIONAIS MAIS ELEVADAS

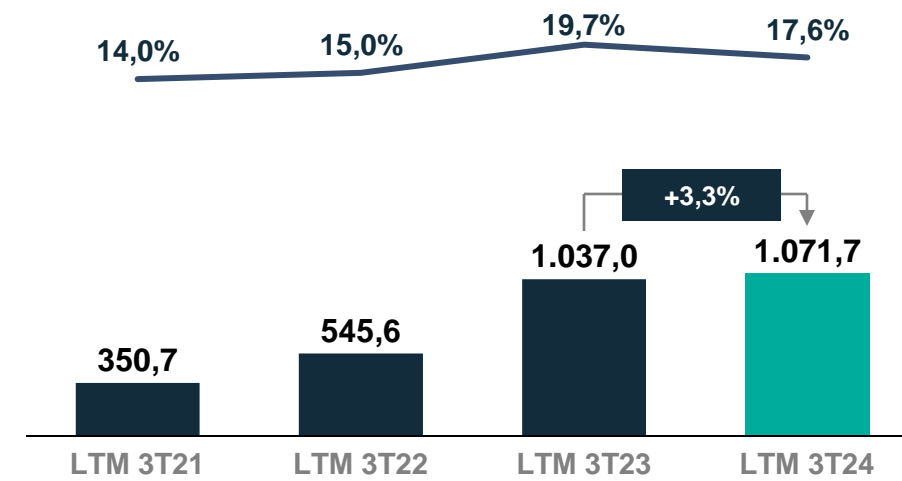
### EBITDA Ex-PILP<sup>1</sup> e Margem por Trimestre R\$ milhões



### EBITDA Ex-PILP<sup>1</sup> e Margem por 9M R\$ milhões



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

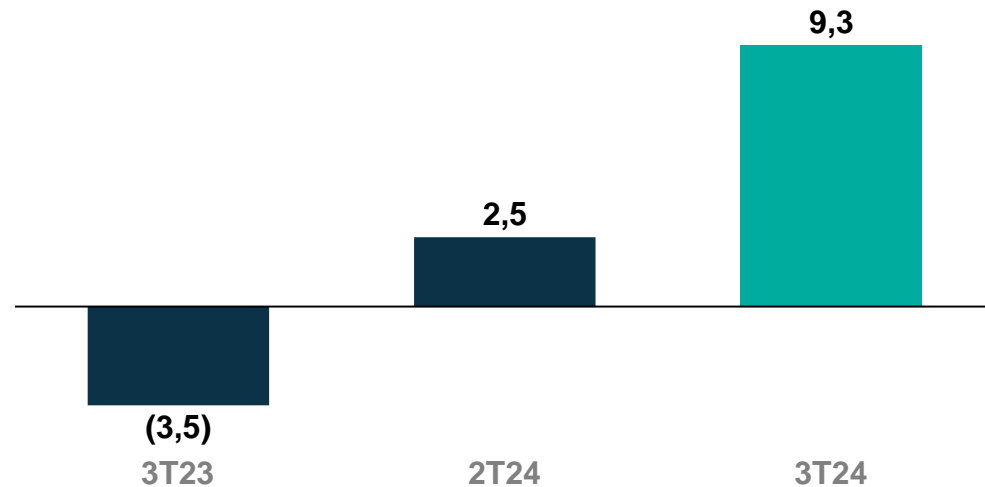


1- Excluindo efeito não caixa do valor da apuração do valor justo do plano de incentivo de longo prazo (PILP) (não caixa).

## LUCRO LÍQUIDO EX-PILP<sup>1</sup> DE R\$ 8,9 MILHÕES IMPACTADO SOBRETUDO POR MENOR ALAVANCAGEM OPERACIONAL E MAIORES DESPESAS OPERACIONAIS NO TRIMESTRE

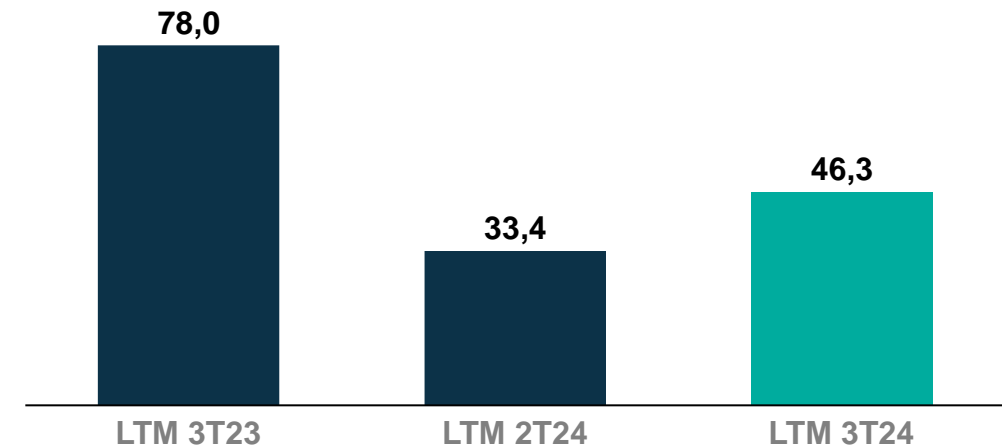
### Lucro Líquido Ex-PILP<sup>1</sup> Recorrente<sup>2</sup> (Trimestral)

(R\$ milhões)



### Lucro Líquido Ex-PILP<sup>1</sup> Recorrente<sup>2</sup> (LTM)

(R\$ milhões)



## MELHORA SEQUENCIAL DE 10 DIAS NOS DIAS LÍQUIDOS DE CAPITAL DE GIRO EM RELAÇÃO AO 1T24

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

Em dias

	3T23	4T23	1T24	2T24	3T24
Contas a Receber (1)	101	106	118	101 <sup>2</sup>	111 <sup>2</sup>
Estoques (2)	13	20	23	23	20
Contas a Pagar (3)	80	77	82	82	82
Dias de Capital de Giro <sup>1</sup>	<b>34</b>	<b>49</b>	<b>59</b>	<b>42</b>	<b>49</b>

1 – Cálculo: (A) + (B) - (C).

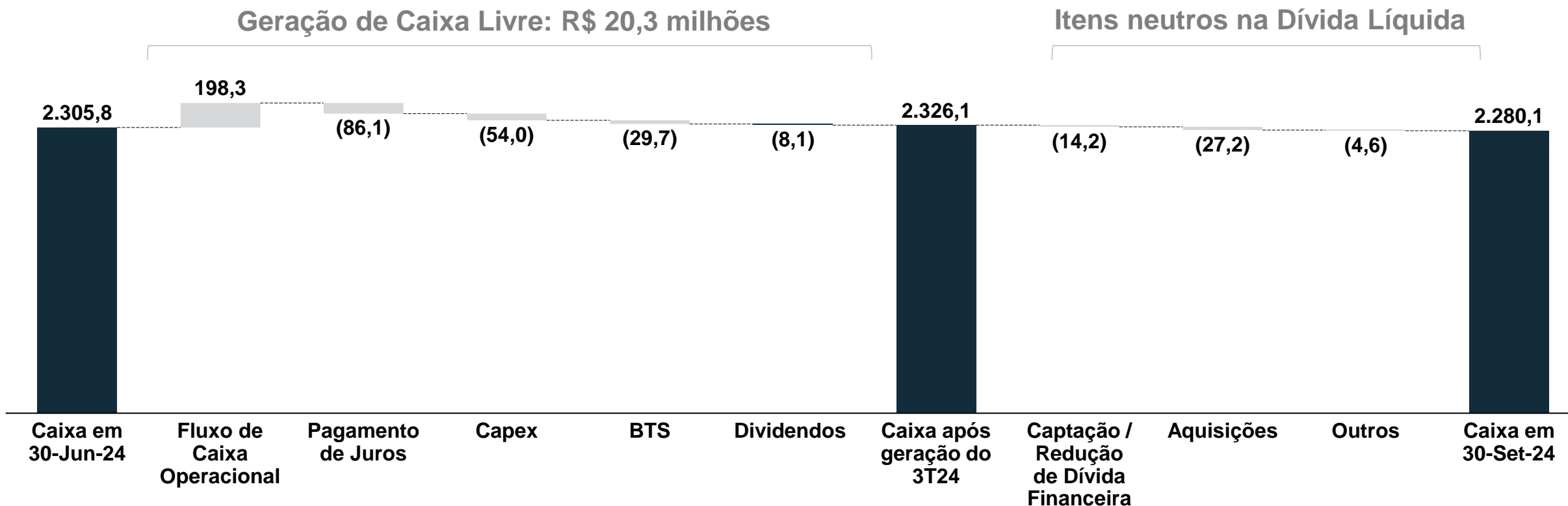
2 - Cálculo o contas a receber de longo prazo fruto de uma renegociação de recebíveis com o principal cliente da Companhia, dado que o prazo de recebimento dessa negociação é superior ao prazo médio recorrente.



## GERAÇÃO DE CAIXA LIVRE DE R\$ 20,3 MILHÕES, REFLETINDO MELHORA NOS RECEBIMENTOS, MENOS DESPESAS FINANCEIRAS E DISCIPLINA EM CAPEX

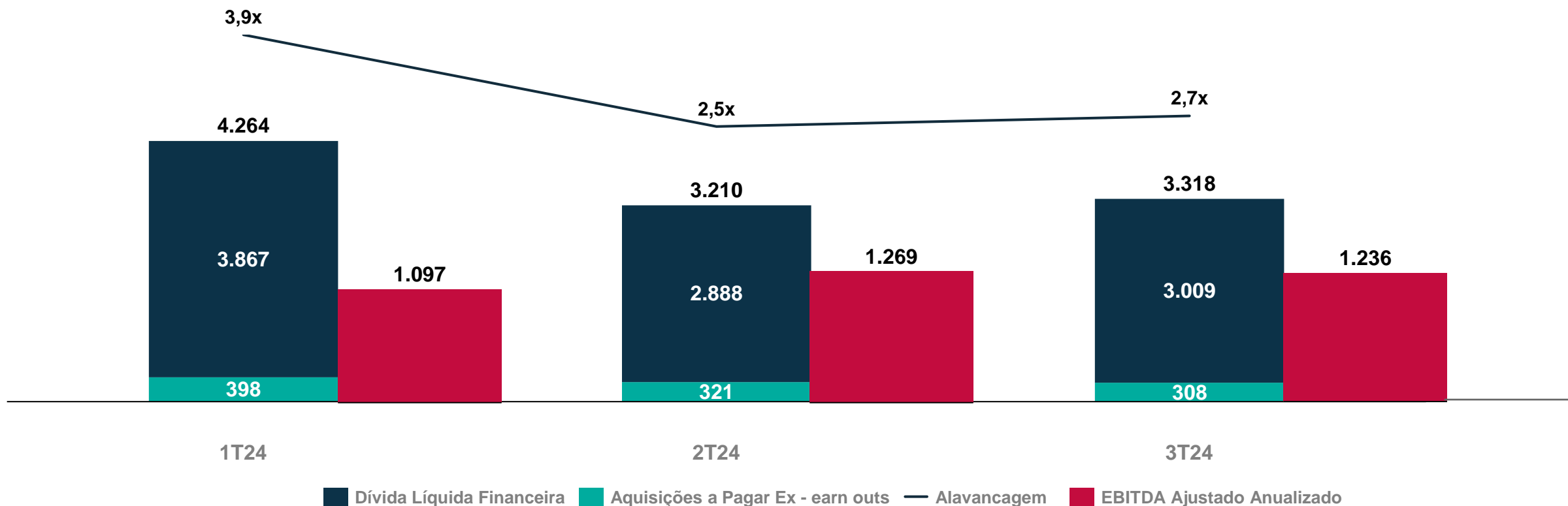
### Fluxo de Caixa Gerencial do 3T24

R\$ milhões



## ESTABILIZAÇÃO DA RELAÇÃO DE ALAVANCAGEM NO 3T24 - MESMO COM UM EBITDA MAIS FRACO NO TRIMESTRE - POR CAUSA DA GERAÇÃO DE CAIXA LIVRE OBSERVADA

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

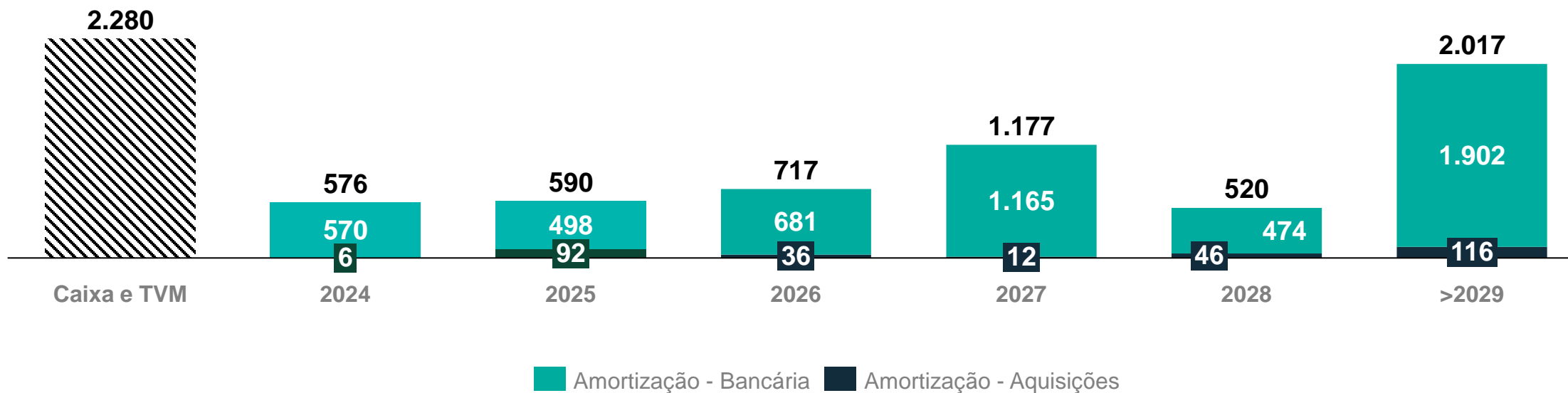


## POSIÇÃO DE CAIXA CONFORTÁVEL PARA COBERTURA DOS VENCIMENTOS NOS PRÓXIMOS ANOS

### Perfil de Amortização Bem Distribuído

#### Cronograma de Amortização da Dívida Financeira e Contas a Pagar por Aquisição no 3T24

R\$ milhões



# OBRIGADO

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**Contatos  
de RI**

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✉ **Email:** [ri@oncclinicas.com](mailto:ri@oncclinicas.com)



**ONCCLINICAS & CO**



# Oncoclínicas

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## 3Q24 Earnings Call Presentation

November 13<sup>th</sup>, 2024

ONCOCLINICAS & CO

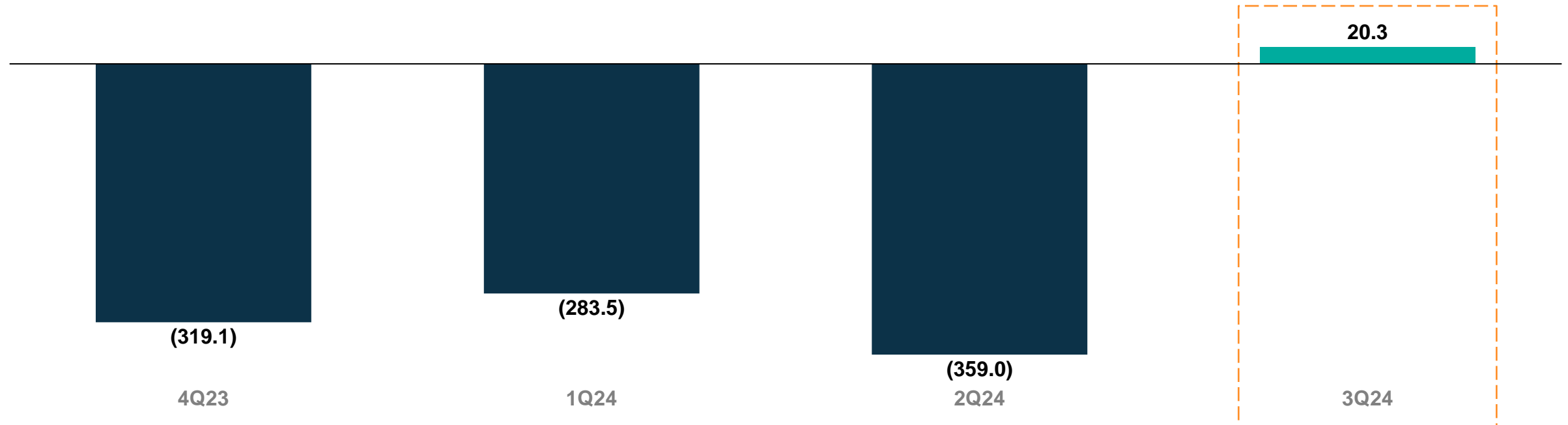
# LEGAL NOTICE

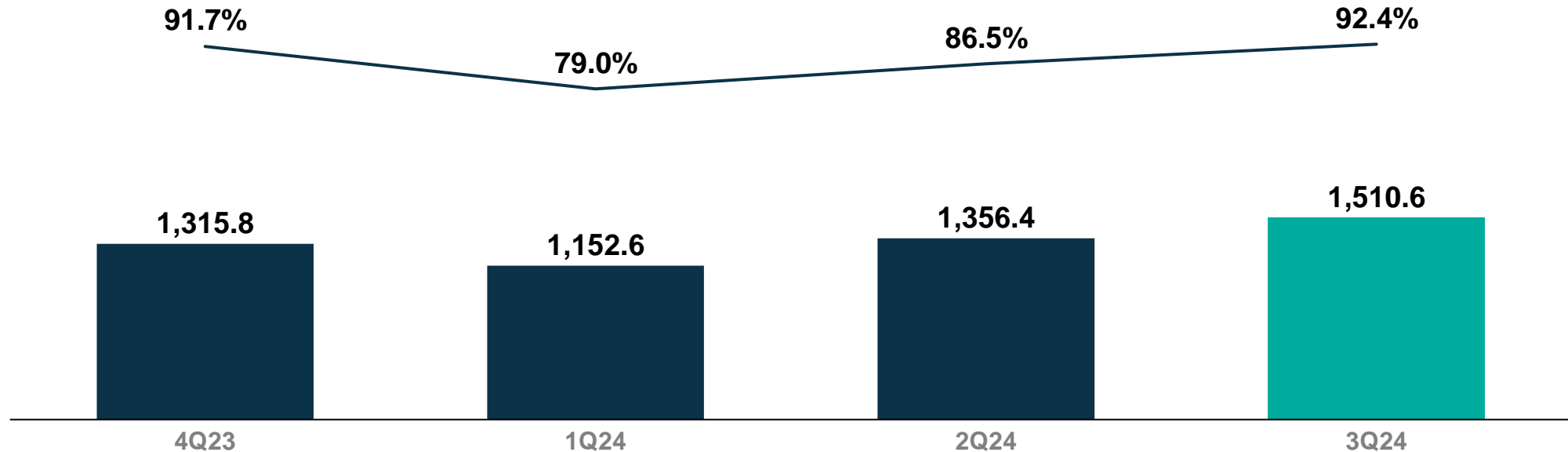
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3Q24 HIGHLIGHTS**FREE CASH GENERATION OF R\$20.3 MILLION IN 3Q24, WITH A STRONG REVERSAL OF A SEQUENCE OF CASH CONSUMPTION IN THE LAST THREE QUARTERS**

Free Cash Flow (in R\$ million): OCF - Interest - Capex - Payments by BTS - Dividends



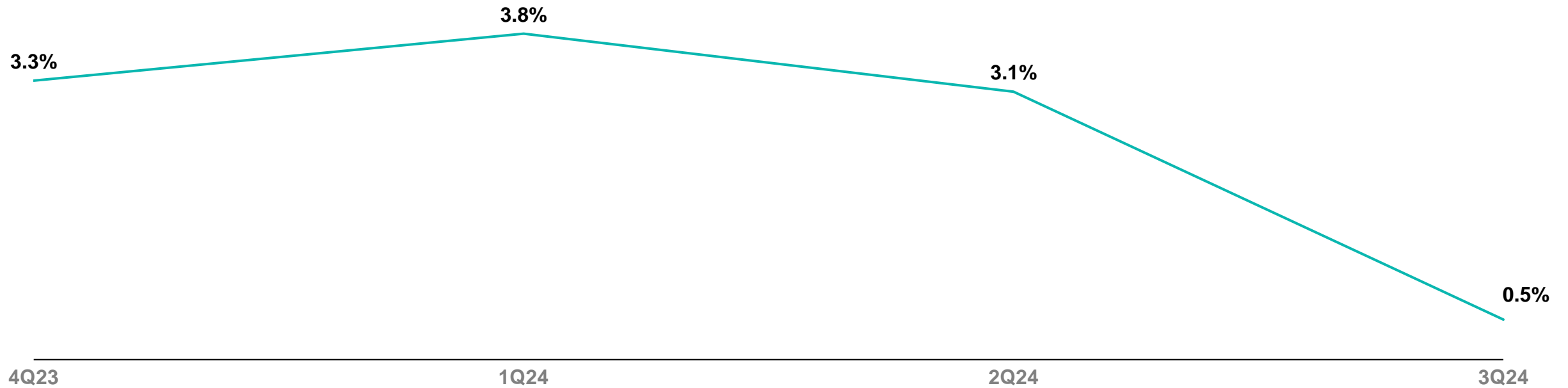
3Q24 HIGHLIGHT (CONT.)**CONSISTENT EVOLUTION IN RECEIVING PERFORMANCE FROM PAYING SOURCES****Cash Receipts (in R\$ million) and as a % of Net Revenue**



3Q24 HIGHLIGHT (CONT.)

**EXPRESSIVE REDUCTION IN PCLD<sup>1</sup> DUE TO THE STRONG RECOVERY OF DISCOUNTS IN 3Q24**

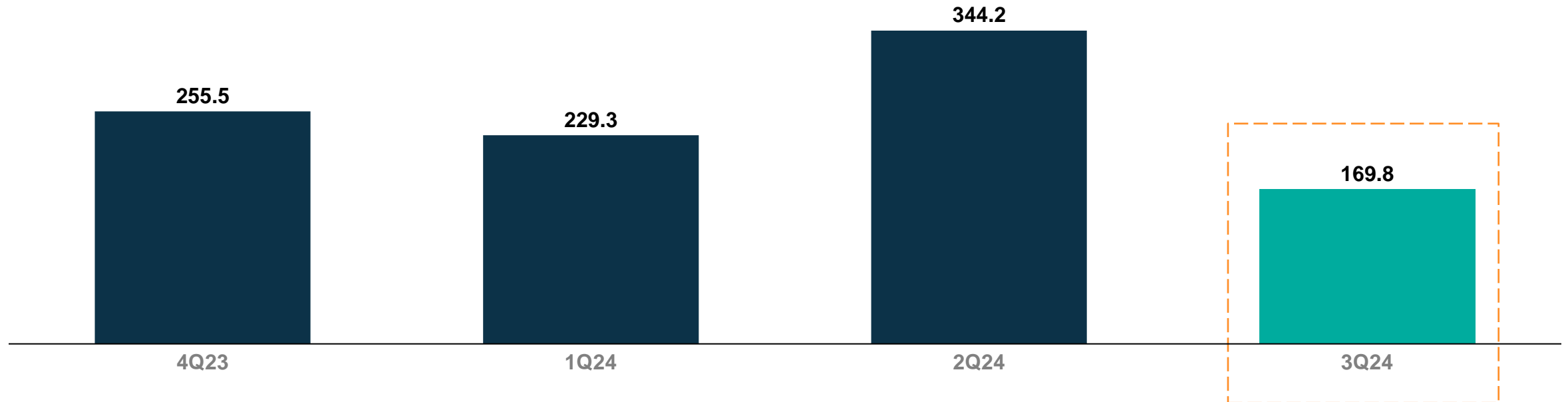
**PCLD as % of Gross Revenue**



*1- Provision for Disallowances and Doubtful Accounts.*

3Q24 HIGHLIGHT (CONT.)**DISCIPLINE IN CAPEX AND STRONG REDUCTION IN FINANCIAL EXPENSES**

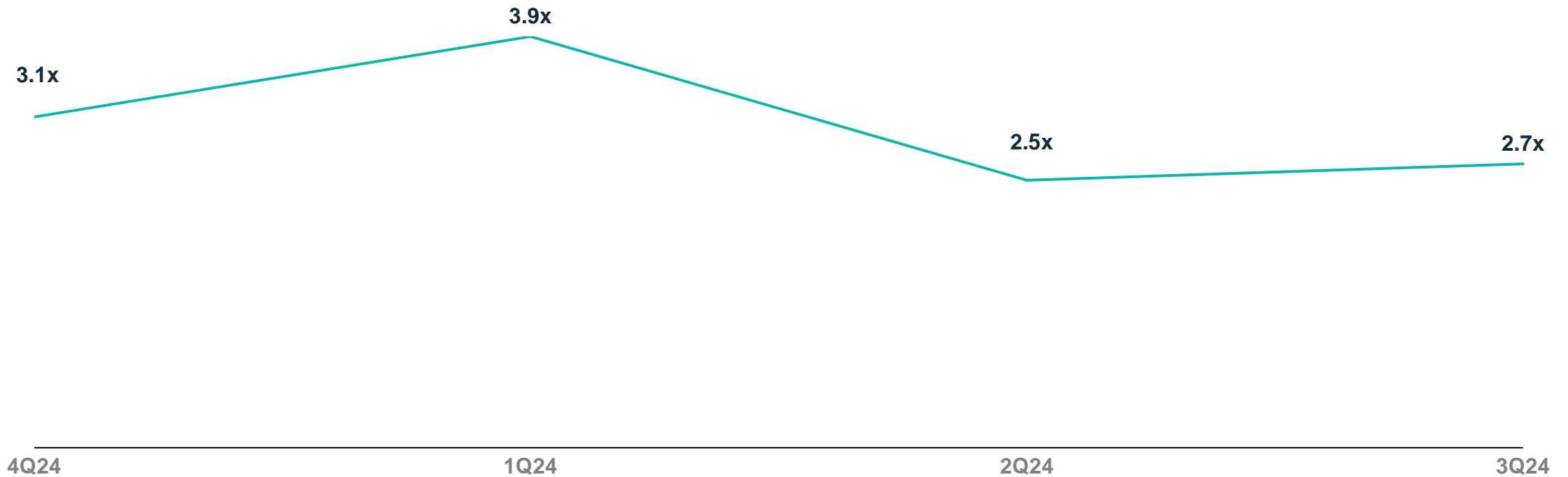
Capex + Disbursements per BTS + Cash Financial Expenses (in R\$ million)



3Q24 HIGHLIGHT (CONT.)

**STABILIZATION OF LEVERAGE DUE TO ORGANIC CASH GENERATION**

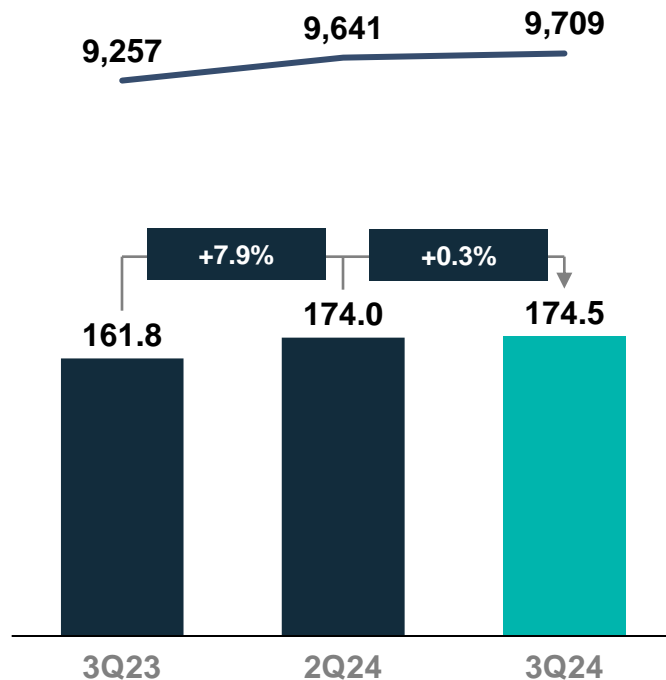
Leverage



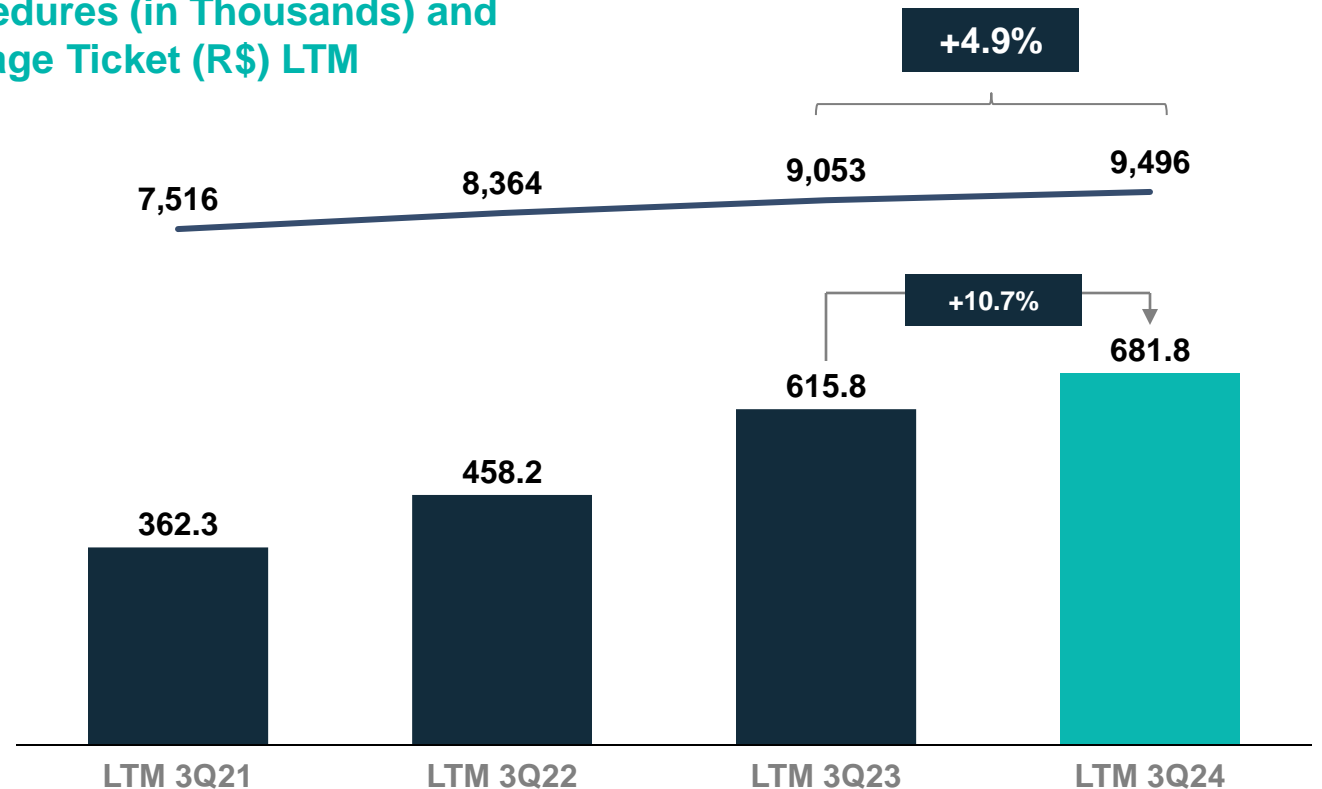
## CONTINUED GROWTH IN PROCEDURES AND INCREASE IN AVERAGE TICKET IN LINE WITH DRUG PRICE INCREASE

Procedures up 7.9% in 3Q24 vs. 3Q23 and solid Avg. Ticket increase in the quarter (+4.9% in 3Q24 vs. 3Q23)

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



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

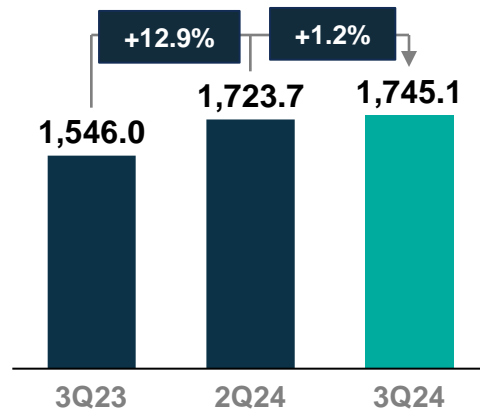


## GROSS REVENUE REACHED R\$ 1.7 BILLION IN 3Q24, UP 12.9% vs. 3Q23

Sequential growth of 1.2% in 3Q24 vs. 2Q24

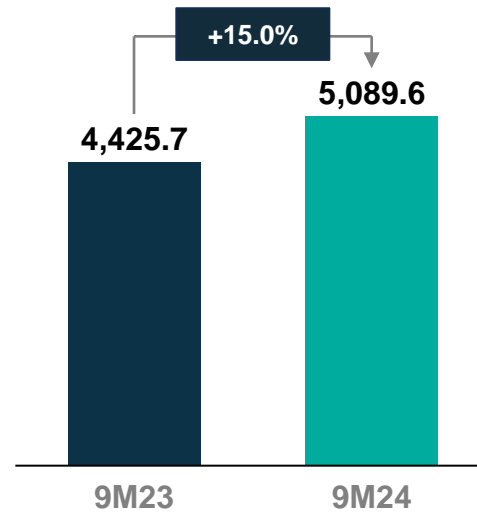
### Gross Revenue (Quarterly)

R\$ million



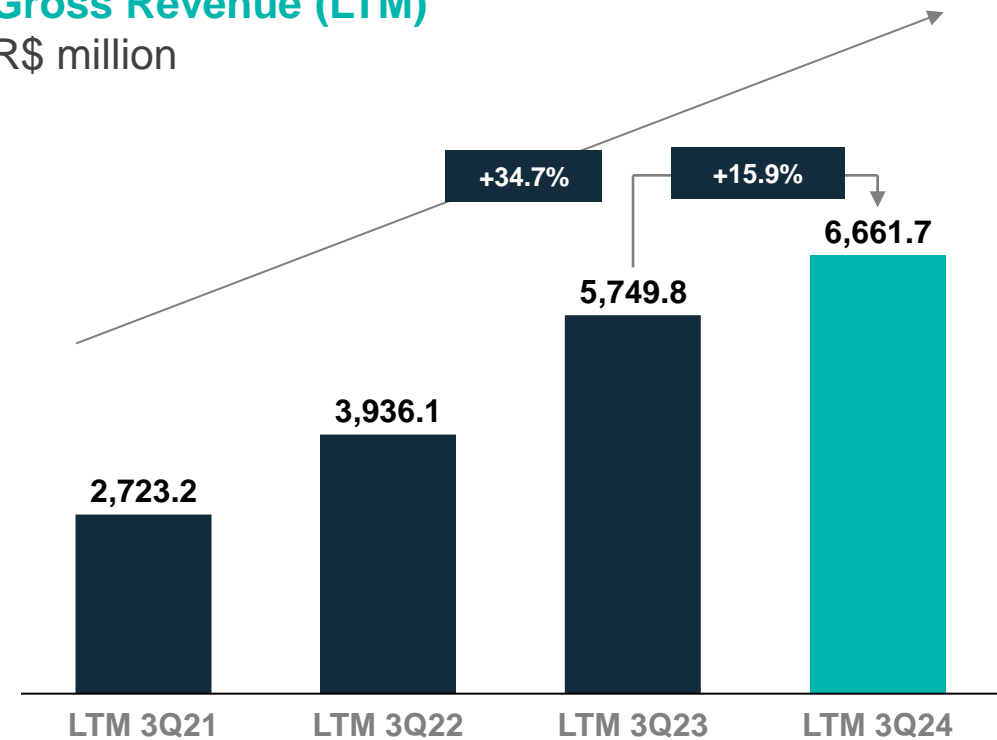
### Gross Revenue (9M)

R\$ million



### Gross Revenue (LTM)

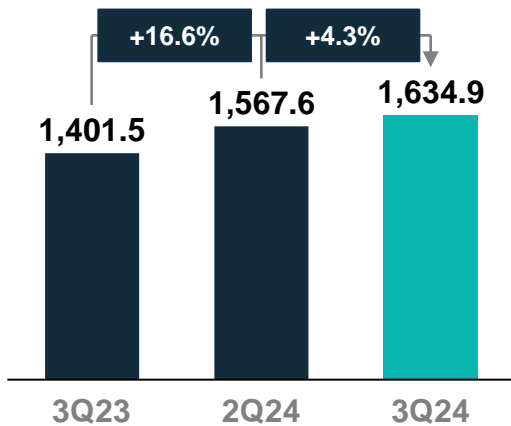
R\$ million



**NET REVENUE OF R\$ 1.6 BILLION IN 3Q24 (+16.6% YoY) AND R\$ 4.7 BILLION IN 9M24**  
 4.3% 3Q24 vs.2Q24 growth, with an important sequential improvement in PCLD<sup>1</sup>

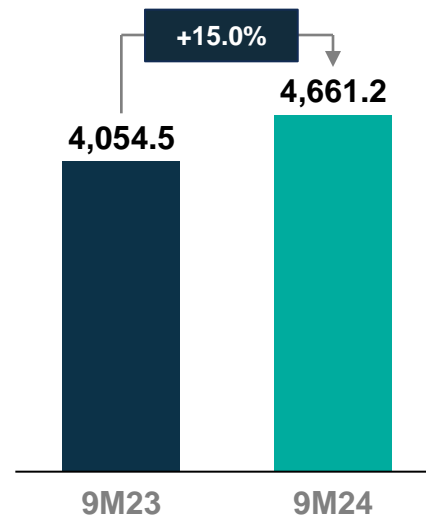
**Net Revenue (Quarterly)**

R\$ million



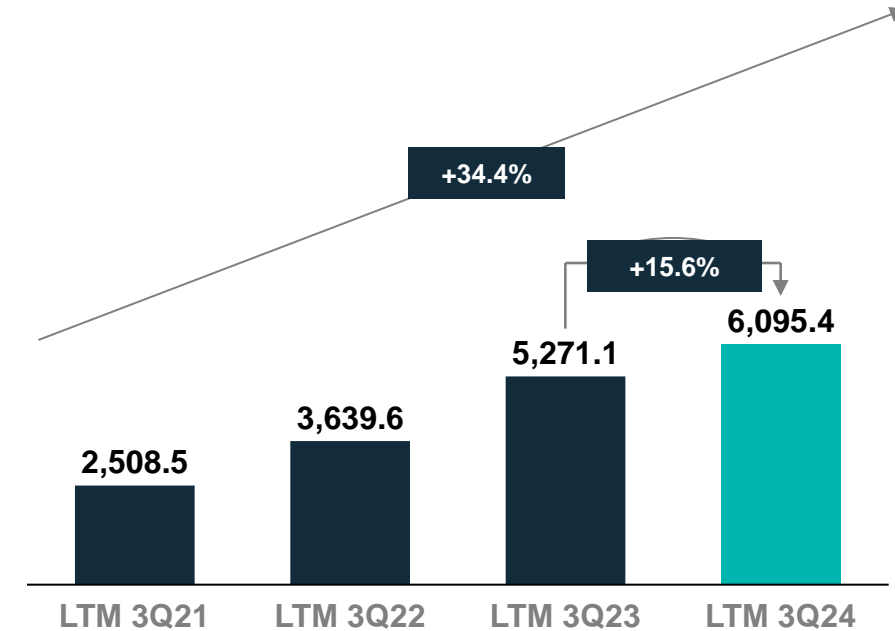
**Net Revenue (9M)**

R\$ million



**Net Revenue (LTM)**

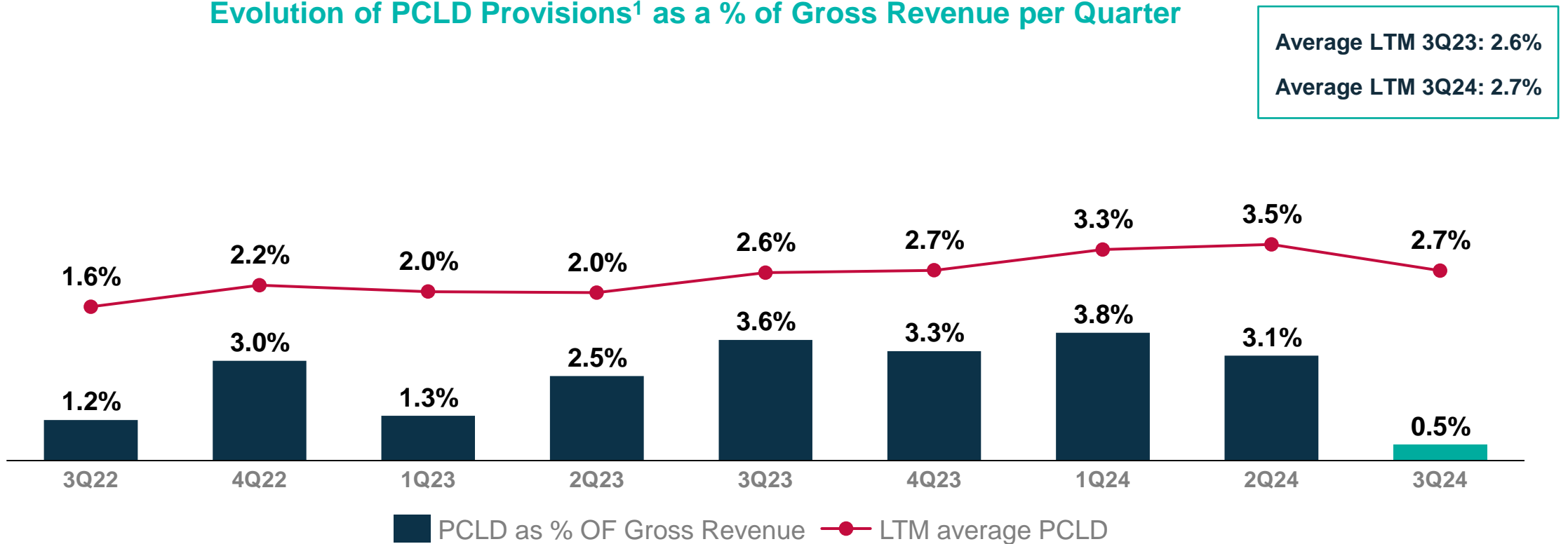
R\$ million



1- Provision for Disallowances and Doubtfull Accounts.

## SEQUENTIAL IMPROVEMENT OF PCLD<sup>1</sup> BY 260 BPS, LOWEST LEVEL IN THE LAST TWO YEARS

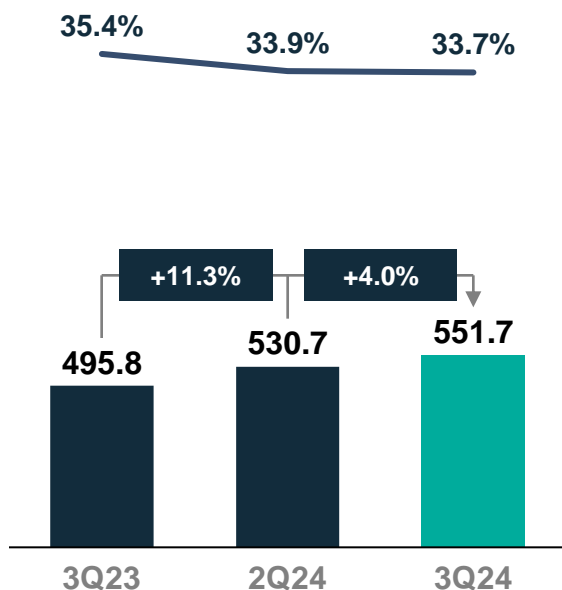
Evolution of PCLD Provisions<sup>1</sup> as a % of Gross Revenue per Quarter



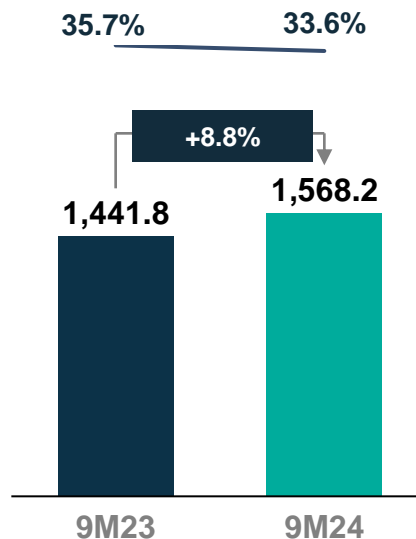
1- Provision for Disallowances and Doubtfull Accounts.

## GROSS CASH PROFIT: GROSS MARGIN IN 3Q24 IMPACTED BY REVENUE MIX IN THE QUARTER, BUT STILL IN LINE WITH THAT OBSERVED IN 2Q24

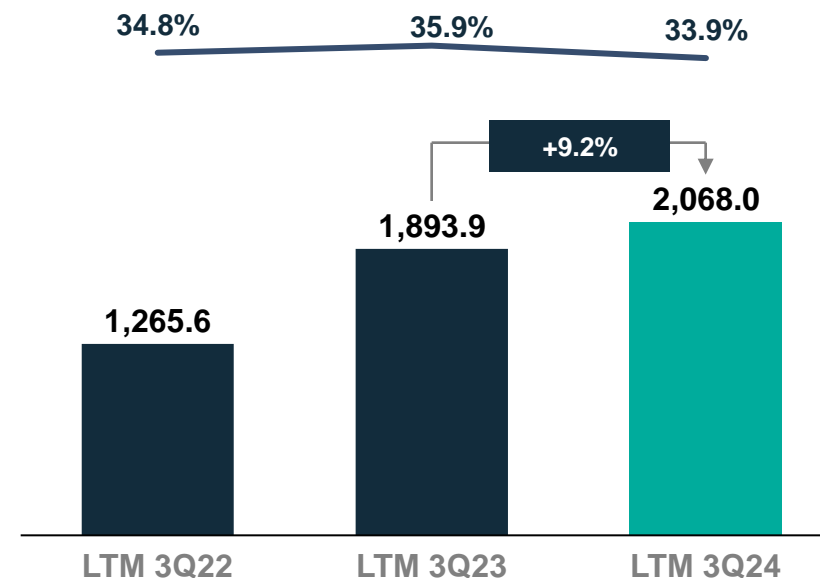
**Cash Gross Profit and Cash Margin (Quarterly)**  
R\$ million



**Cash Gross Profit and Cash Margin (9M)**  
R\$ million



**Cash Gross Profit and Cash Margin (LTM)**  
R\$ million

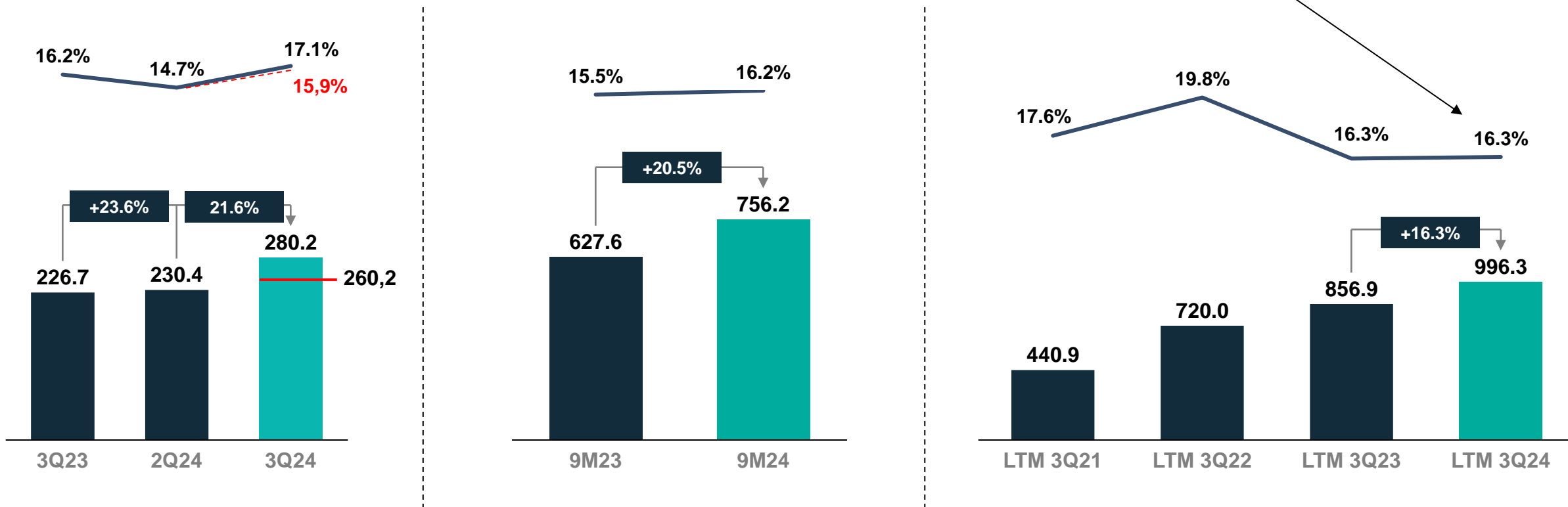




# OPERATING EXPENSES IN 3Q24 PARTIALLY IMPACTED BY RESTRUCTURING EXPENSES. EXPENSES/NET REVENUE RATIO ALSO AFFECTED BY LOWER OPERATING LEVERAGE IN THE QUARTER

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

R\$ million

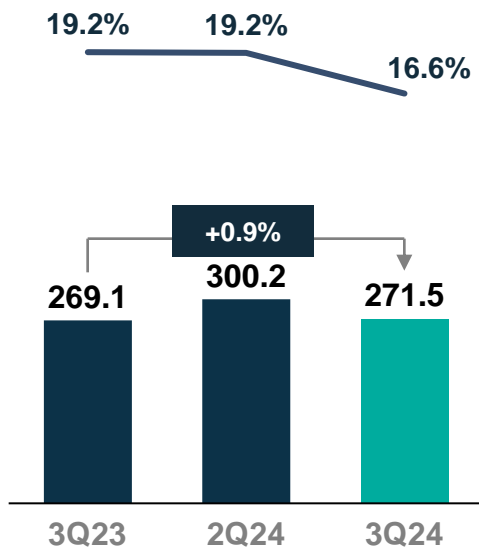


1- Operating Expenses before depreciation and amortization

## EBITDA EX-PILP<sup>1</sup> OF R\$ 271.5 MILLION IN 3Q24 (MARGIN OF 16.6%), IMPACTED MAINLY BY LOWER OPERATING LEVERAGE IN THE QUARTER AND HIGHER OPERATING EXPENSES

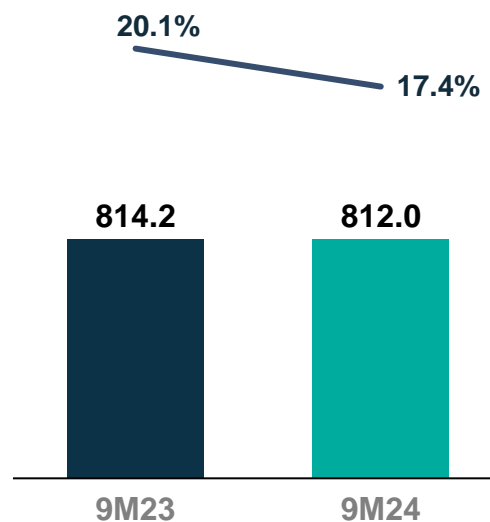
### EBITDA Ex-LTIP<sup>1</sup> and Margin (Quartely)

R\$ million



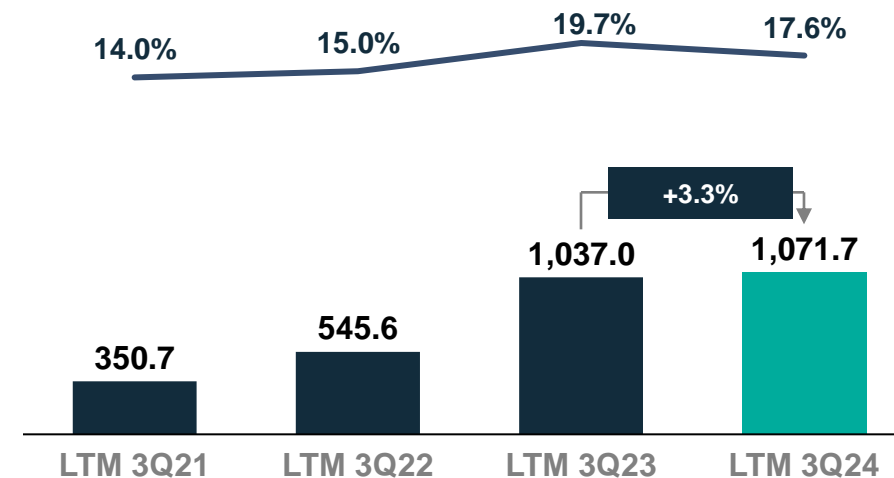
### EBITDA Ex-LTIP<sup>1</sup> and Margin (9M)

R\$ million



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

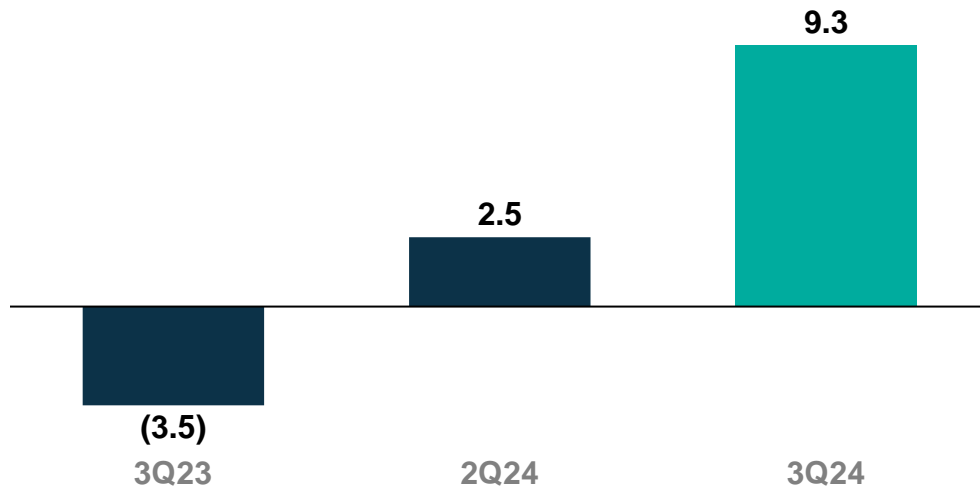
R\$ million



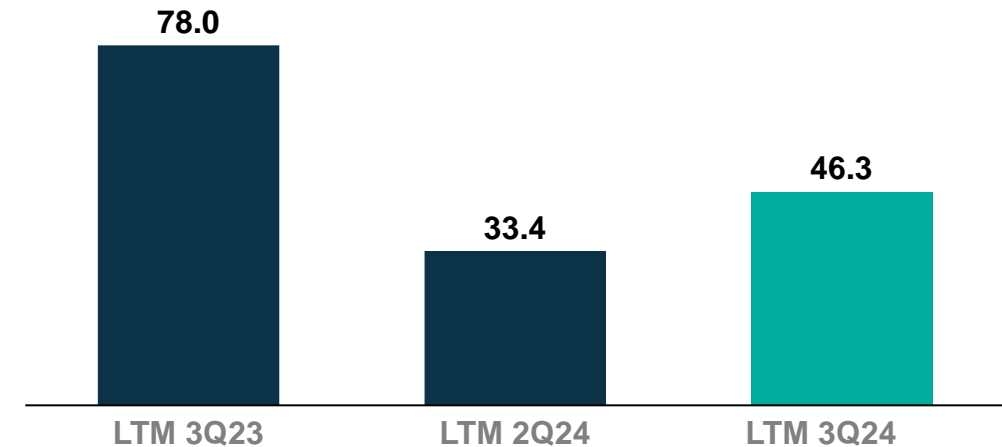
1- Excluding non-cash charge related to fair value of long-term equity incentive plan (LTIP).

## NET PROFIT EX-PILP OF R\$ 8.9 MILLION IMPACTED MAINLY BY LOWER OPERATING LEVERAGE AND HIGHER OPERATING EXPENSES IN THE QUARTER

### Net Profit Ex-PILP<sup>1</sup> Recurring<sup>2</sup> (Quarterly) (R\$ million)



### Net Profit Ex-PILP<sup>1</sup> Recurring<sup>2</sup> (LTM) (R\$ million)



1- Excluding non-cash charge related to fair value of long-term equity incentive plan (LTIP). 2- Excluding effect of recognition of deferred tax assets.

## SEQUENTIAL IMPROVEMENT OF 10 DAYS IN NET DAYS OF WORKING CAPITAL COMPARED TO 1Q24

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

In days

	3Q23	4Q23	1Q24	2Q24	3Q24
Receivables (1)	101	106	118	101 <sup>2</sup>	111 <sup>2</sup>
Inventory (2)	13	20	23	23	20
Payables (3)	80	77	82	82	82
Net WK Days <sup>1</sup>	<b>34</b>	<b>49</b>	<b>59</b>	<b>42</b>	<b>49</b>

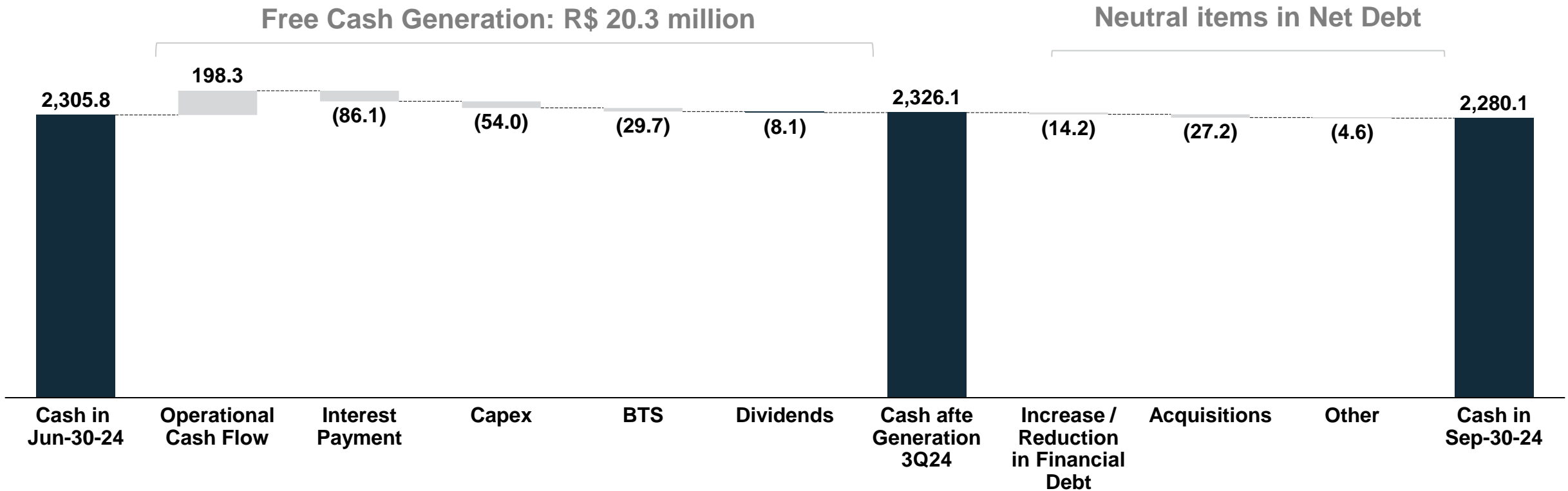
1 – Calculation: (A) + (B) - (C)

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.

**FREE CASH GENERATION OF R\$ 20.3 MILLION, REFLECTING AN IMPROVEMENT IN RECEIPTS, LESS FINANCIAL EXPENSES AND DISCIPLINE IN CAPEX**

**Managerial Cash Flow for 3Q24**

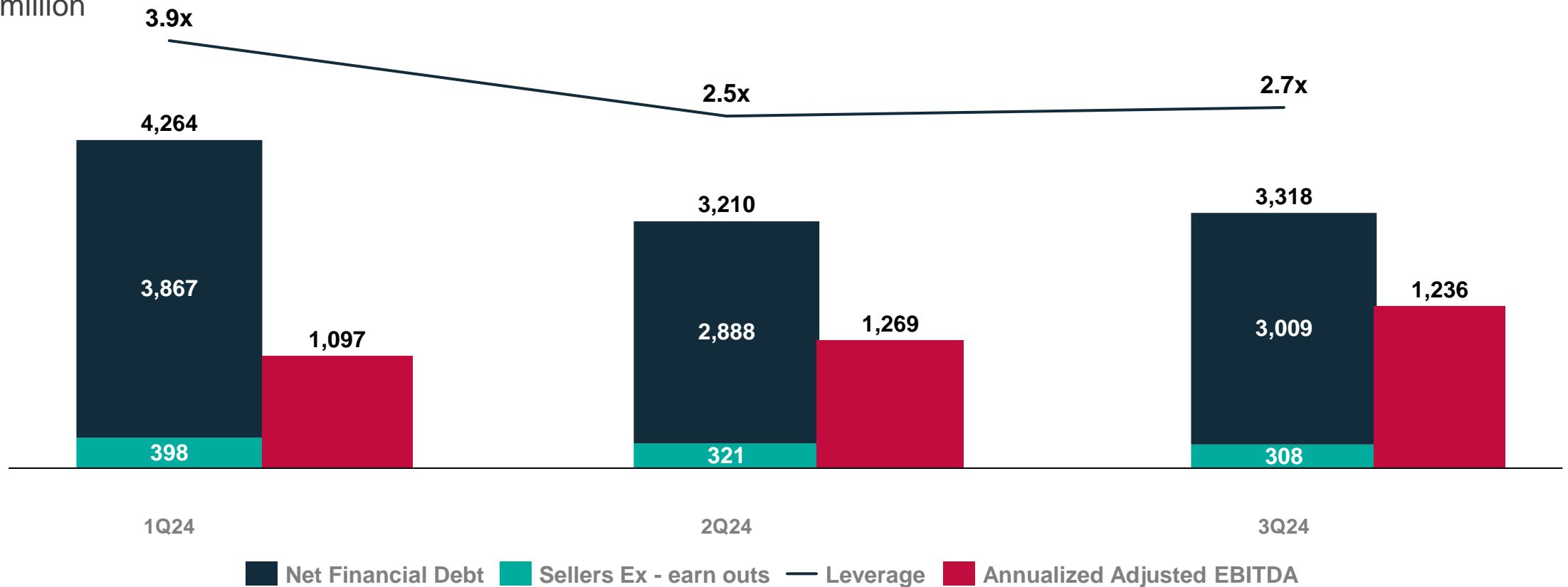
R\$ million



## STABILIZATION OF THE LEVERAGE RATIO IN 3Q24 - EVEN WITH A WEAKER EBITDA IN THE QUARTER - BECAUSE OF THE OBSERVED FREE CASH GENERATION

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

R\$ million

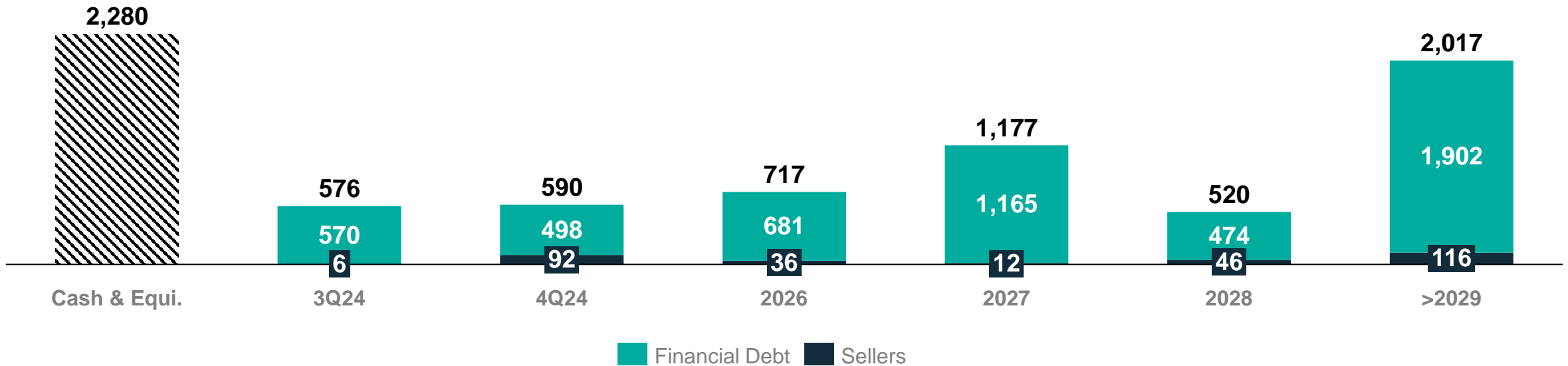


# STRONG CASH POSITION TO ADDRESS FUTURE DEBT AMORTIZATION PROFILE

## Well-Distributed Debt Amortization Profile

### 3Q24 Amortization Schedule of Financial Debt and Sellers Financing

R\$ million



# THANK YOU

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