

Earnings Release

2Q18



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2Q18 Highlights



Number of **members** grew 10.1% and reaches 3,81 million
+7.2% in health and +14,7% in dental plans when compared to 2Q17



Net revenues totaled R\$ 1,110.9 million
+19.9% when compared to 2Q17 and +1.9% when compared to 1Q18



Medical loss ratio remains at a lower level and reaches 60.8%
+1.1p.p. when compared to 2Q17 and +5.6p.p. when compared to 1Q18



EBITDA reaches R\$ 208,1 million with a 18.7% margin
-1.3% and -4.1p.p. when compared to 2Q17 and -33.4% and -9.9p.p. when compared to 1Q18

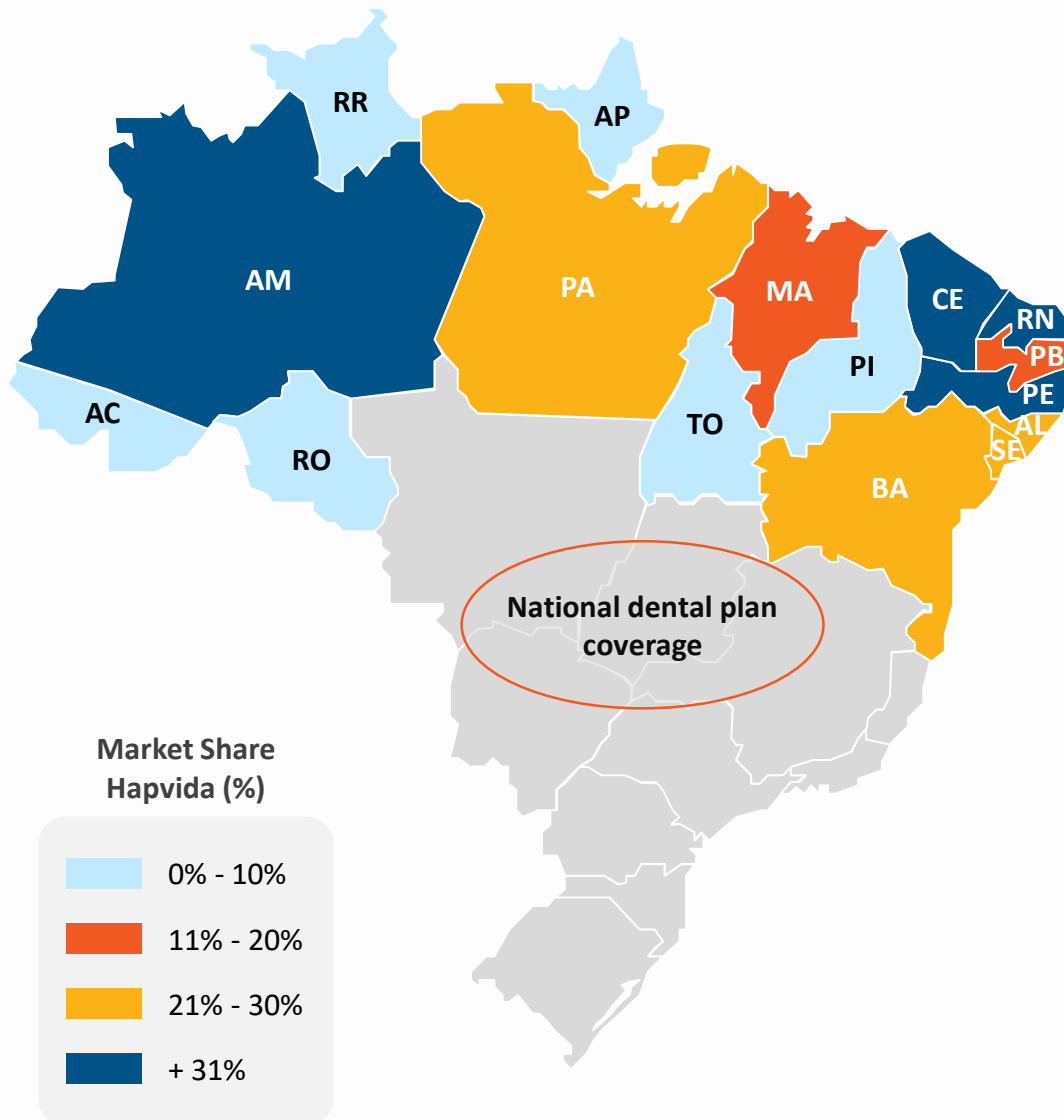


Net income totaled R\$ 150,0 million with a 13.5% margin
-7.5% e -4.4p.p. when compared to 2Q17 and -29.9% and -6.1p.p. when compared to 1Q18

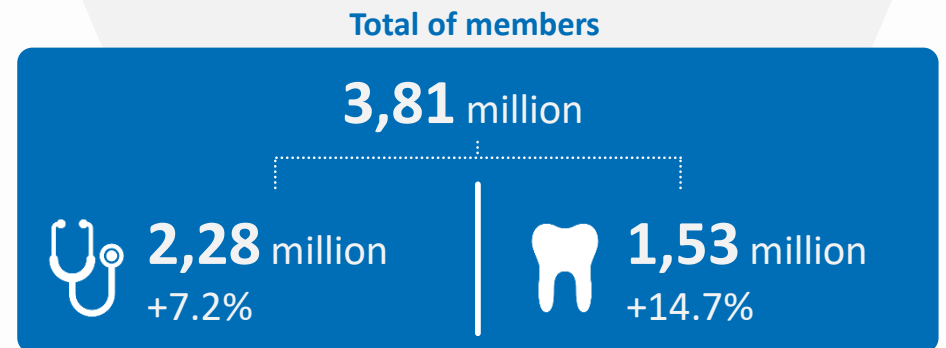


Opening of 2 walk in emergency units and beginning of works of a hospital in Manaus (AM)

Number of members and market share evolution



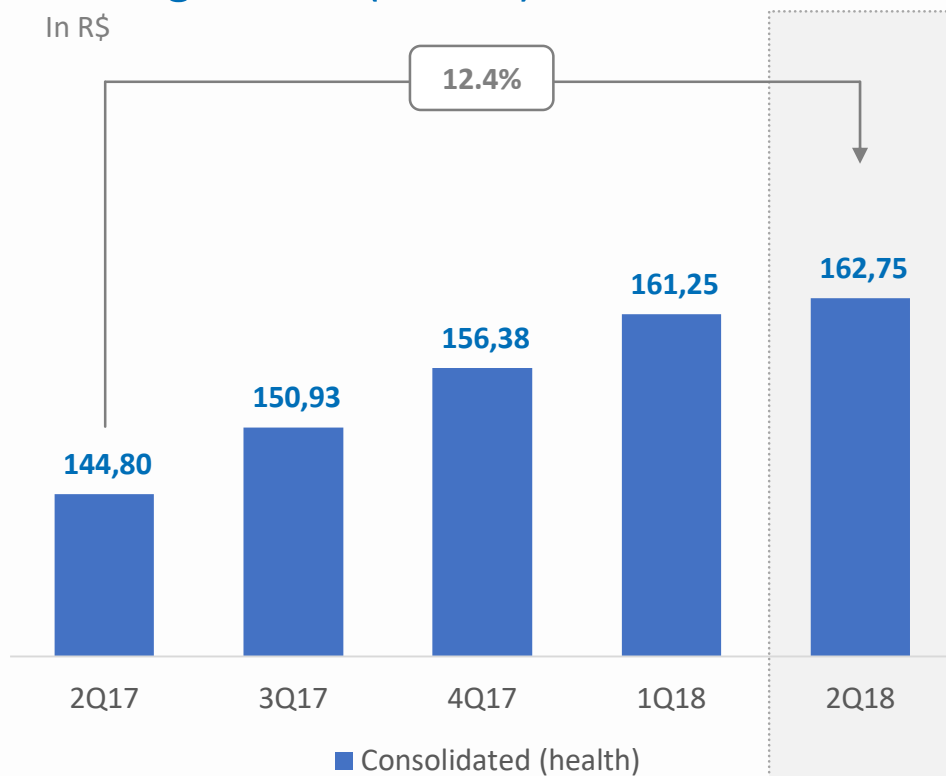
	Individual	Group	Ranking
Norte	112,0 thousand -4.6% YoY	295,4 thousand +7.0% YoY	1º
Nordeste	507,6 thousand +6.3% YoY	1,366.8 thousand +8.6% YoY	1º
N + NE	619,7 thousand +4.2% YoY	1,662.2 thousand +8.3% YoY	1º



Average ticket

Average ticket (health)

In R\$

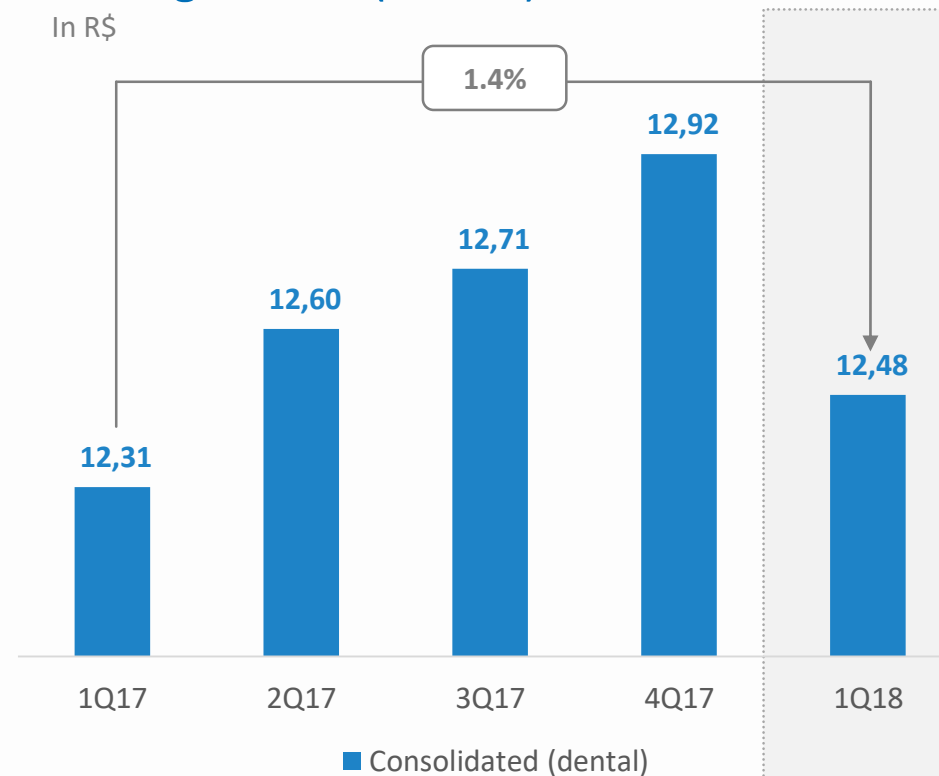


R\$ **246.32**

R\$ **130.78**

Average ticket (dental)

In R\$



R\$ **14.14**

R\$ **10.85**

Own service network

At 2Q18

 Hospitals		25 1,698
 Emergency		19
 Clinics		75
 Image & Labs		83

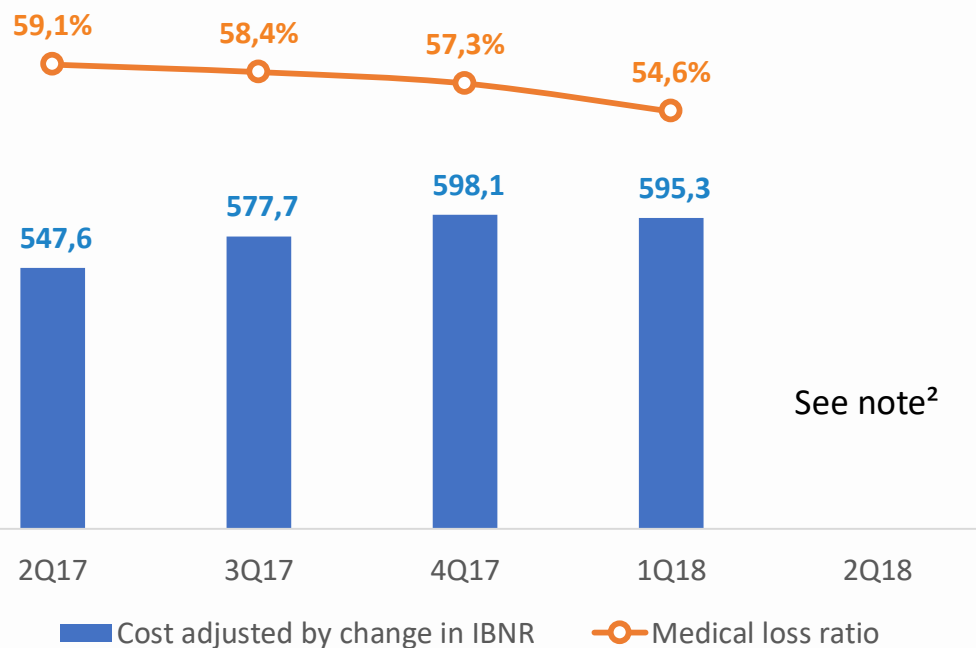


Medical loss ratio

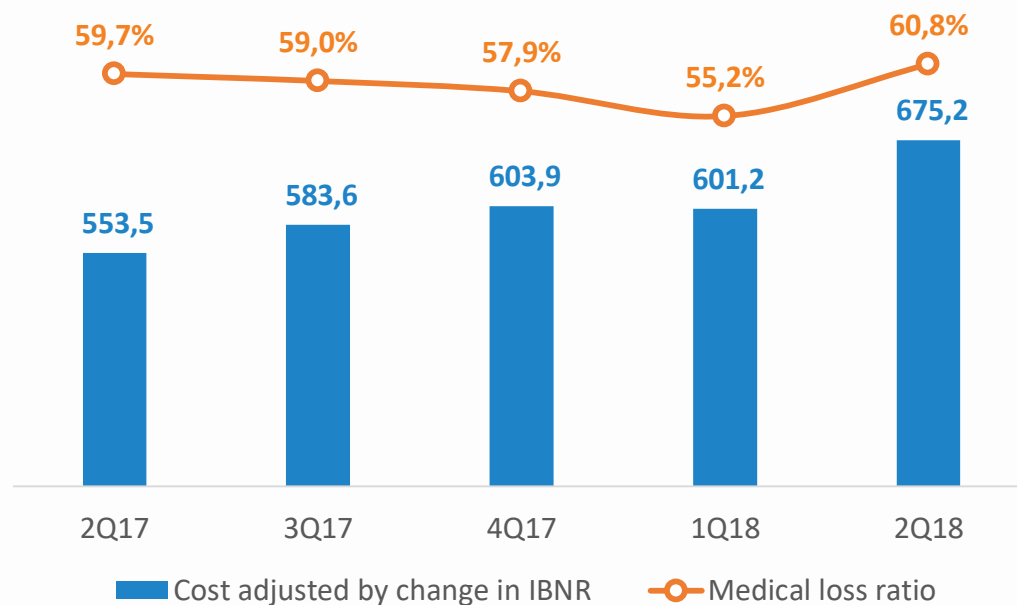
MLR and cost adjusted by change in IBNR

In % and R\$ million

MLR – Original Calculation



MLR – Adjusted Calculation

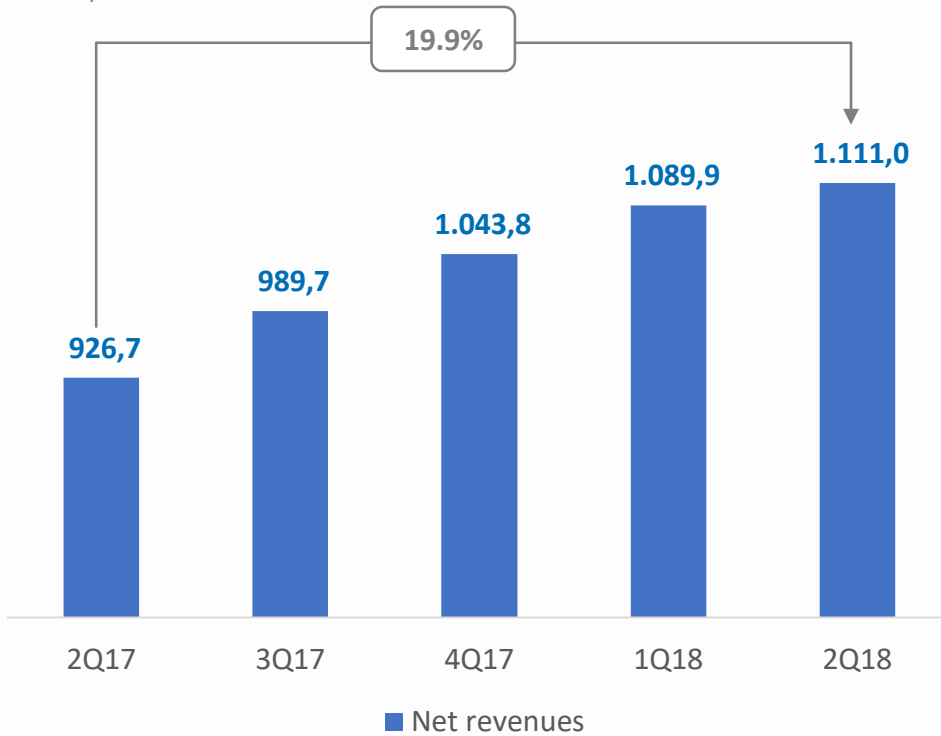


² Not-applicable, since the presentation of 2Q18 is being carried out in this period

Net revenues and gross profit

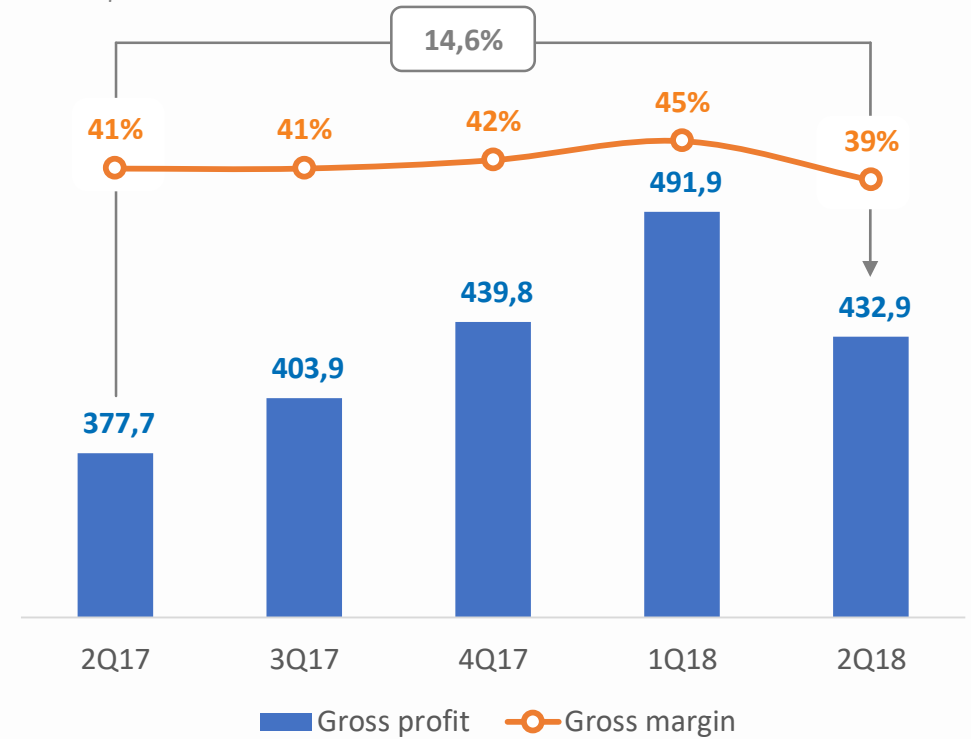
Net revenues

In R\$ million

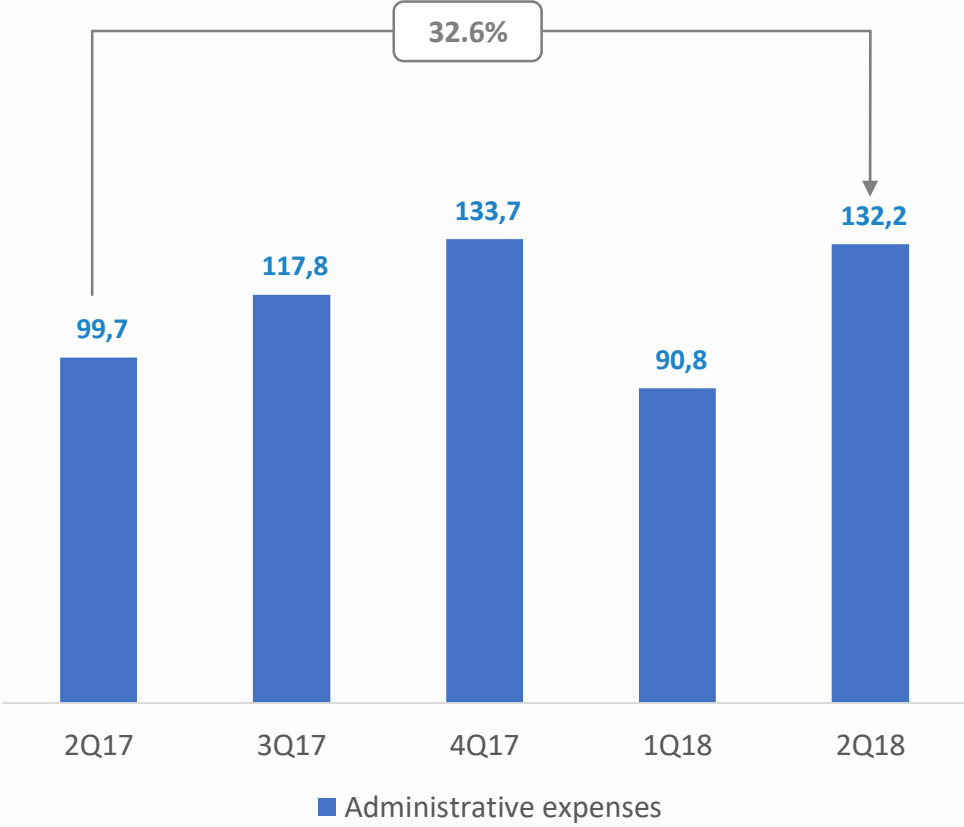
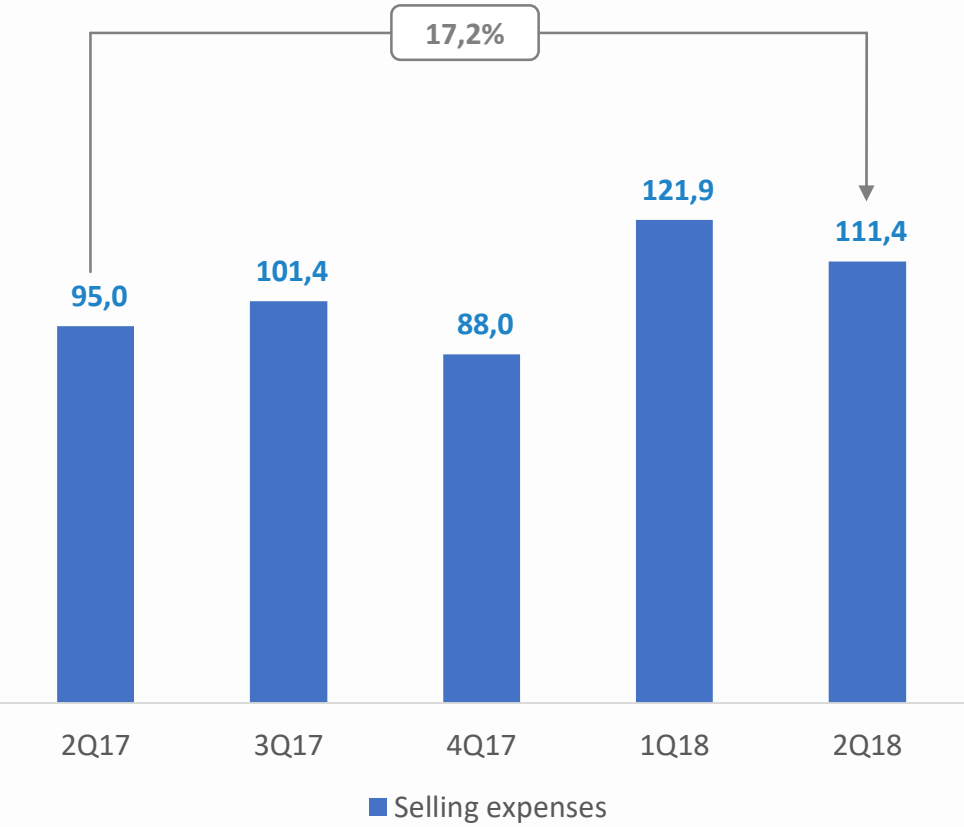


Gross profit and gross margin

In R\$ million and %



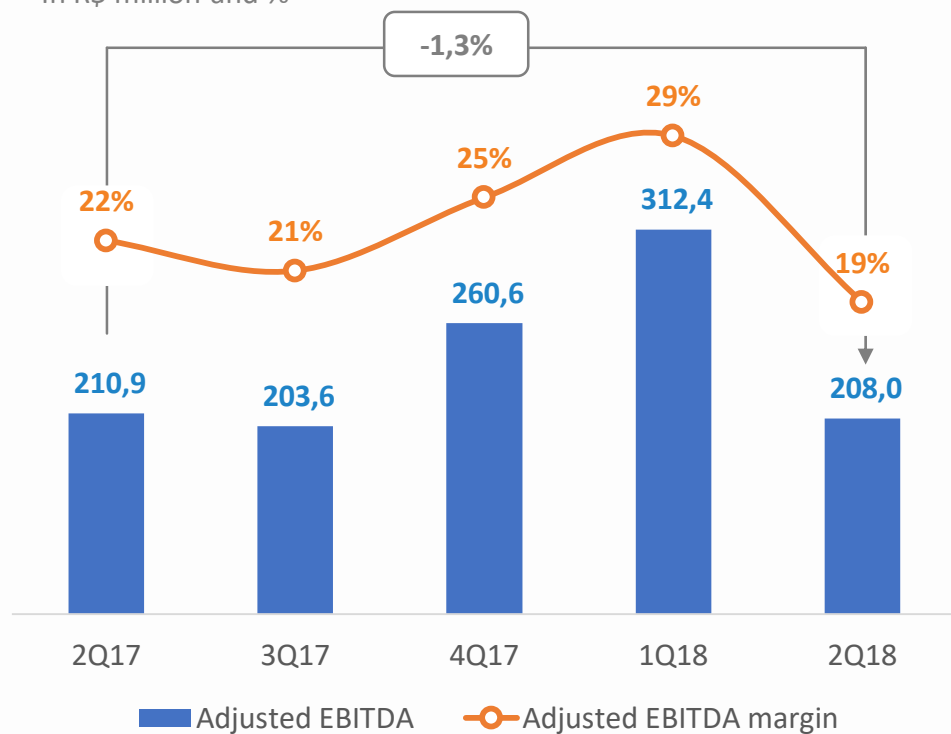
Selling and administrative expenses



Adjusted EBITDA and net income

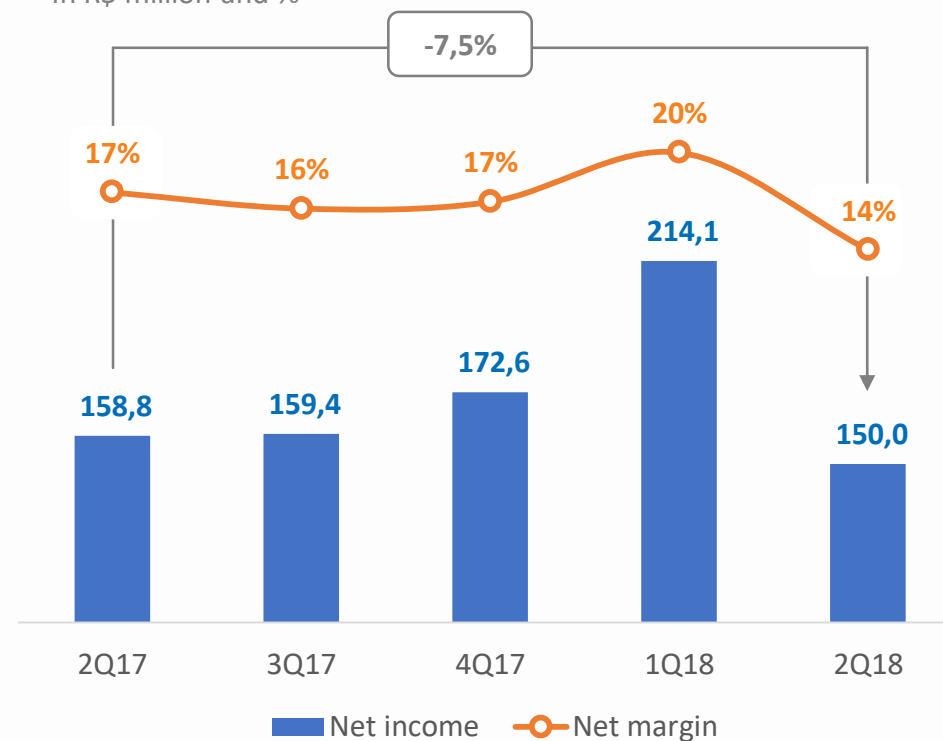
Adjusted EBITDA and adj. EBITDA margin

In R\$ million and %



Net income and net margin

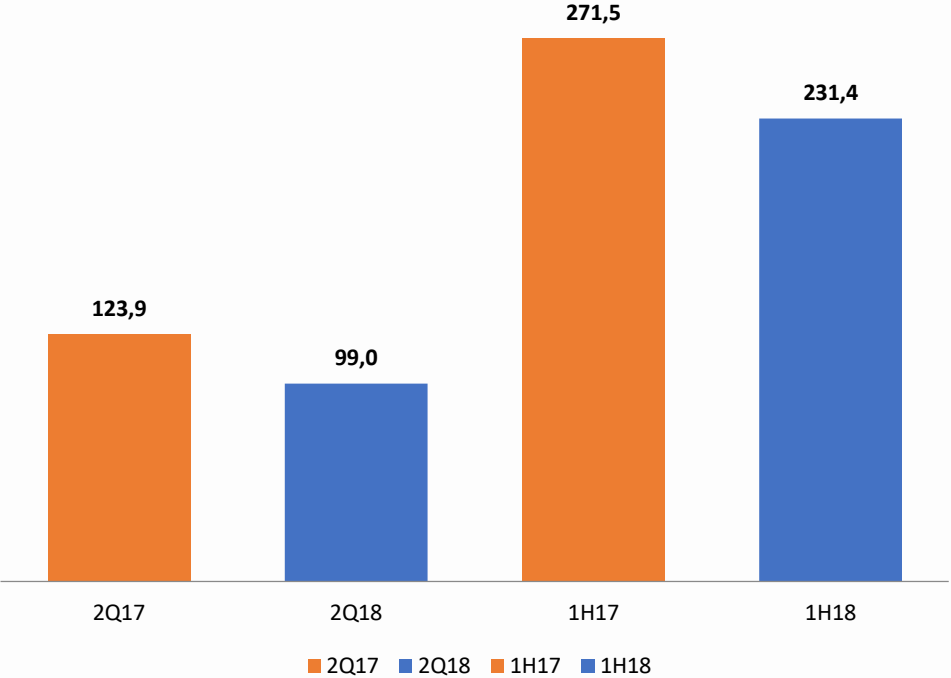
In R\$ million and %



Cash generation and capex

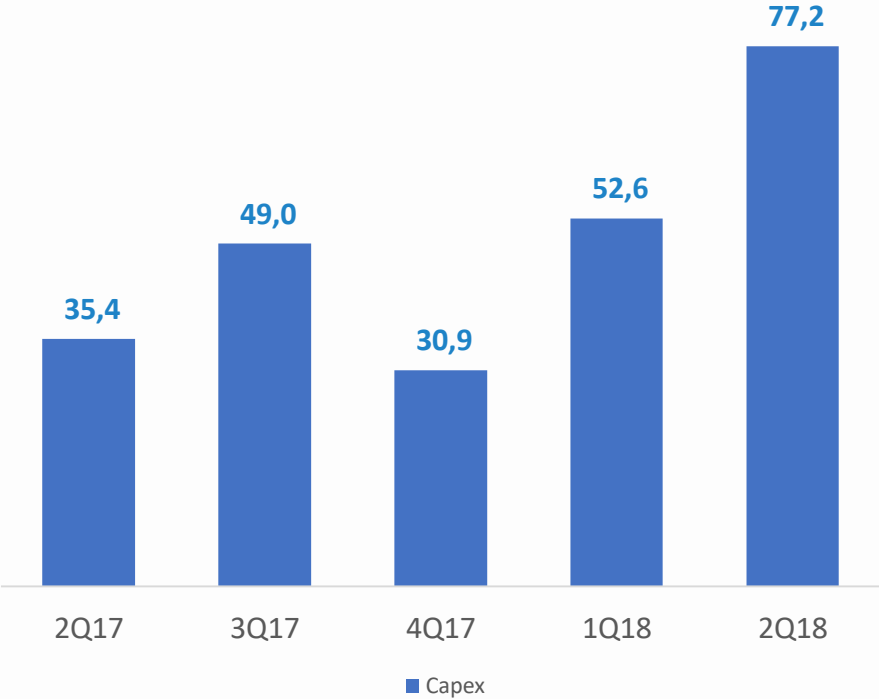
Cash availability and cash generation

In R\$ million



Capex

In R\$ million





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