

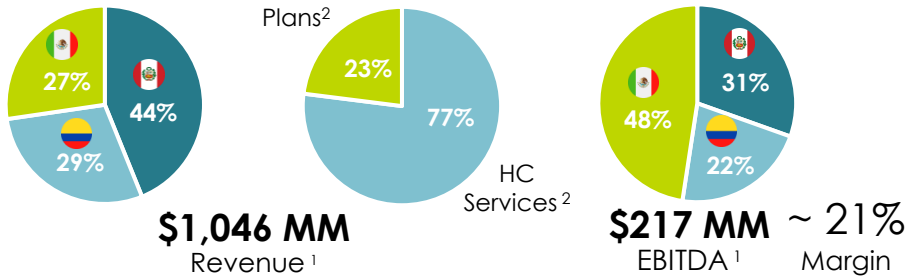
# Leading the Healthcare transformation in Latin America

www.aunainvestors.com

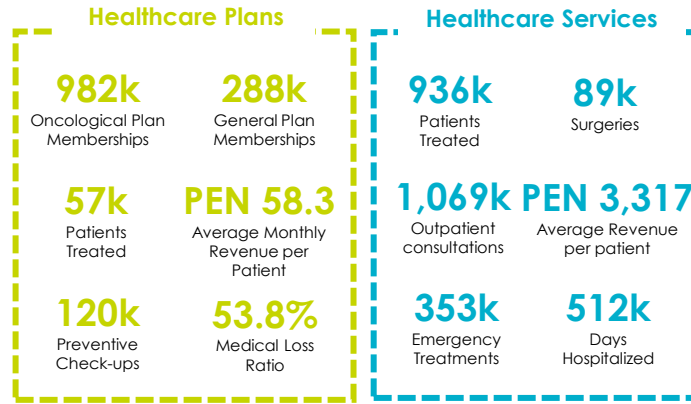


## Providing World-Class Medical and Financial Results

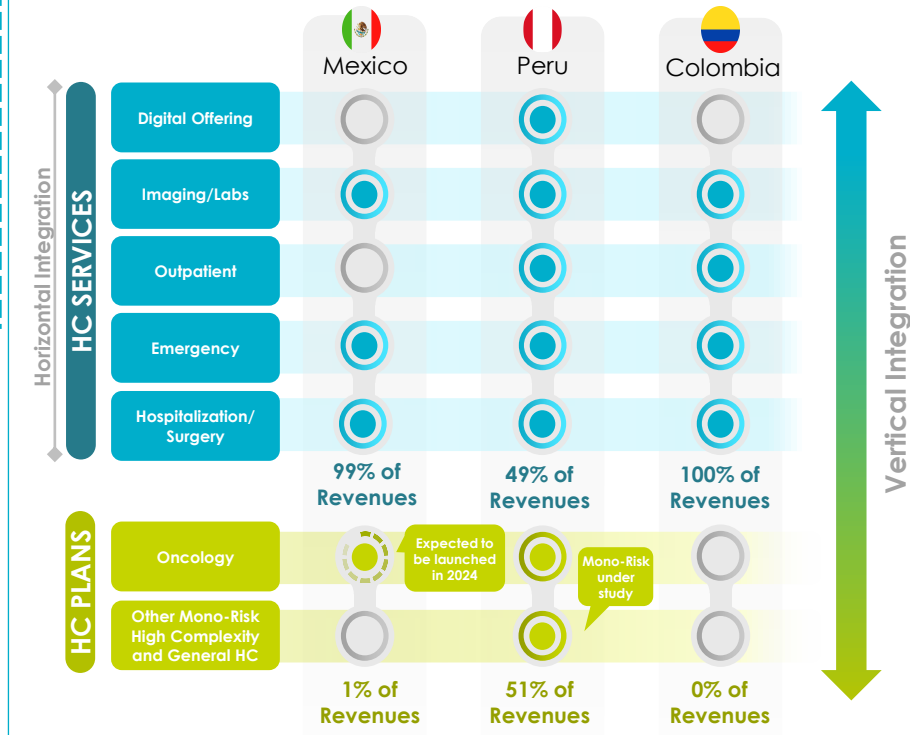
As of FY 2023, in USD



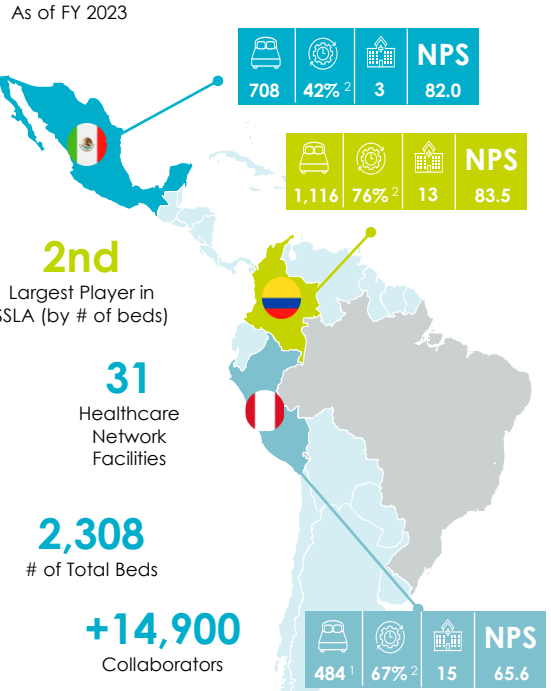
1. From F-1 2023. Excludes Holding and Eliminations. Considers an exchange rate of \$/3.705 to US\$1.00 EBITDA and EBITDA margin are non-GAAP measures 2. Healthcare Services includes Hospitals services segment and Healthcare Plans includes Insurance and Pension segments.



## Business Model Built Around Horizontal And Vertical Integration Across Our Markets...



## Weaving Success Across Regions



## How is Auna Differentiated?

- High-complexity focused and horizontally integrated premium facilities
- Implementation of a successful inorganic expansion strategy generating strong top line growth
- Strong margin profile across geographies
- Stable regulation allows for assertive pricing and flexibility to tailor offering

## Our mission is underpinned by the Auna Way's key pillars

- Access:** Lead the improvement of access to healthcare by bringing affordability and immediacy to the populations we serve.
- Medical Outcomes:** Provide positive medical outcomes measuring success on patient well-being
- Deliberate Growth:** Grow our ecosystem and scale our business model deliberately and efficiently
- Patient Centricity:** Approach care through a human-centered and patient-obsessed lens
- Integrated Operational Strategy:** Facilitate a seamless healthcare experience across facilities
- Culture:** Every person at Auna embodies our principles of caring and being passionate about human centeredness and excellence

## Distinctive Model, Exceptional Outcomes

- Growth:** Significant Opportunity in a Highly Underpenetrated and Growing Market in Latin America
- Platform:** Complete Healthcare Platform with Horizontal Integration and State-Of-The-Art Facilities
- Execution:** Proven Track Record of Organic and Inorganic Growth
- Integration:** Vertical Integration in Peru Provides Effective Patient Results and Experiences at an Affordable Cost
- Runway:** Well-Identified Organic and Inorganic Growth Roadmap Across Verticals to Solidify Our Leadership Position

## ...with Simple and Friendly Regulatory Frameworks

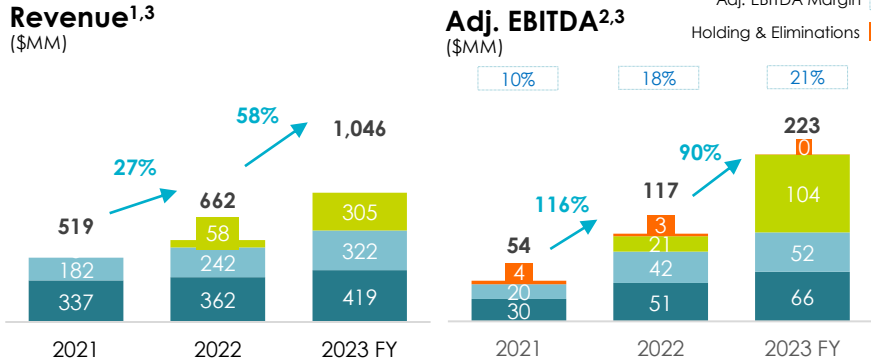
Types of Healthcare Plans & Plan Adjustments	Mono-risk healthcare plans are available options. No limitations on health plan procedures.		
Price Adjustments to Healthcare Plans	Na.	Yearly adjustments automatically applied to plans	Na.
Medicine Price Regulation	No caps	No caps	Only in high-concentration markets <sup>1</sup>
Material Restricted Cash / Reserve Requirements	No Requirements	No Requirements	No Requirements

1. High-concentration markets are those with three or less competitors and those with more than three competitors and a HHI concentration index greater than 2,500

1. Includes 109 oncology beds in Peru. 2. Utilization is calculated as (i) (x) total number of days in which any beds had a hospitalized patient during the period divided by (y) total number of beds, times (ii) total number of days during the period.

## Strong Financial Performance

As of FY 2023, in USD

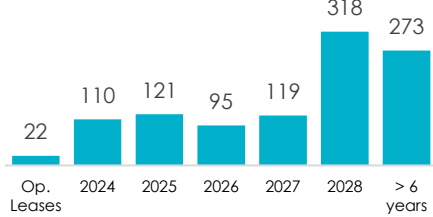


1. Revenue for Oncosalud and HC Services Peru excludes inter-segment revenues. 2. Adj. EBITDA is calculated as profit (loss) for the period plus income tax expenses, net finance cost, depreciation and amortization, pre-operating expenses for projects under construction and business development (income) expenses for expansion into new markets. EBITDA Margin calculated over Revenues after excluding IC Revenues and EBITDA after adjusting for intra-group balances and transactions. Non-GAAP Financial Measures. 3. Figures for 2022 consider OCA as of October and IMAT/Oncomedica as of April. Considers an exchange rate of S/3.705 to US\$1.00.

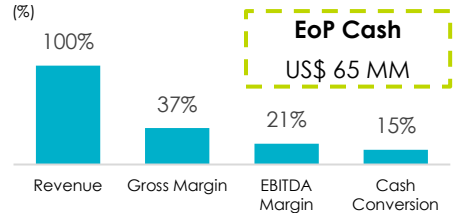
## Debt Balance: \$1,058 MM

As of FY 2023, in USD

### Debt Amortization Profile (\$ MM)

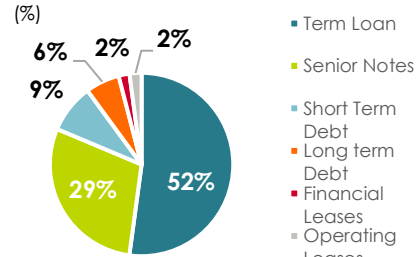


### FCF/ Revenue Conversion <sup>1</sup> (%)

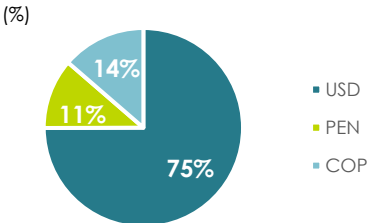


Considers an exchange rate of S/3.705 to US\$1.00. Excludes interest. 1. As of FY 2023. Revenue of PEN 3,876 mm equals 100%; Gross Profit of PEN 1,435 mm; EBITDA of PEN 802 mm; calculated by dividing net cash from operating activities by total revenue from the same period.

### Debt by type: (%)

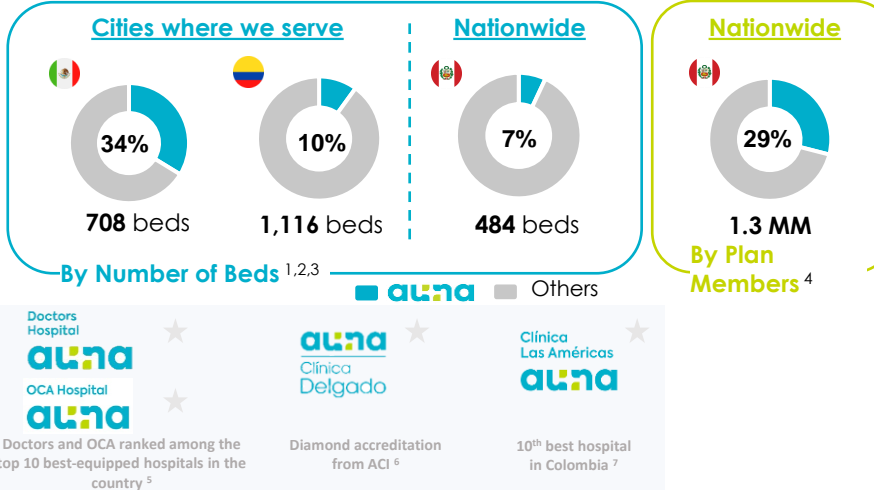


### Debt by Currency: (%)



As of December, 2023	S&P	Fitch
Auna S.A. (Issuer rating)	B+/ Stable	B+/ Stable
Secured Notes 2029	BB-	B+
Unsecured Notes 2025	B+	B

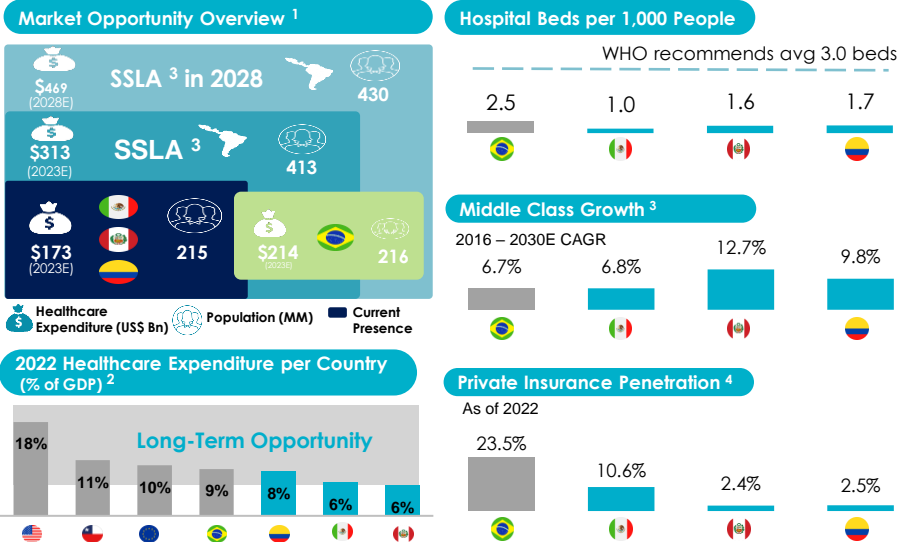
## Dominant Market Presence with Award Winning Facilities, Equipment and Operations



Sources: Blüftitude, Fundación Mexicana para la Salud, SUSALUD, SGSSS

1. In Monterrey as of Dec 2022. 2. Total private beds in Peru as of December 2023. Auna's share includes 109 Oncological Network Beds. 3. As of November 2022. In Medellín, Barranquilla and Montería. Private sector includes mixed beds. 4. As of 2022. 5. Global Health Intelligence ranking in 2022 Regional ranking in the North Area and only considering hospitals located in Monterrey. 6. Accreditation Canada International. 7. Ranked in America Economía's 2021 Best Hospitals Ranking.

## Significant Opportunity in a Highly Underpenetrated and Growing Healthcare Market in LatAm



## Top Tier Governance Practices

- 8 Board Members
- 4 Independent Directors
- 4 Board Committees
  - Audit and Risk
  - Compensation and Talent
  - Governance
  - Executive

## Clear ESG Strategy

Our sustainability strategy reflects our conviction to take care of life to always live it better. We contribute to the well-being of society as a whole, fostering the growth of the communities we serve, caring for the environment and incorporating trust and ethics in all our processes.

Our strategy is aligned to ESG standards including SASB, GRI and SDG.

See our latest report here: [2022 Sustainability Report](#)

## Mexico Positions Auna for Potential Significant Growth...

- ✓ OCA is the Market Leader in Monterrey with 34% of Beds
- ✓ Higher Healthcare growth prospects than Brazil
- ✓ Significant capacity available to grow with no additional capex requirements
- ✓ Nearshore will generate an influx of people into the formal workforce
- ✓ TAM<sup>5</sup> for OncoMexico estimated at ~10mm to 14.5 mm or 10 times larger than our subscriber base in Peru
- ✓ Continuous Optimization of the Mexican assets with the AunaWay

## ...At the epicenter of nearshoring



Sources: Fitch Solutions, INEGI. 1. Not to scale. Total Healthcare Expenditure (excluding pharmaceutical spending). 2. Total Healthcare Expenditure (excluding pharmaceutical spending) as a % of GDP. 3. EIU defines middle class as Latin Americans earning over US\$15,000 at nominal prices per year. Countries represent Sao Paulo, Mexico City, Lima and Bogota. 4. Mexico insurance penetration considers Major Medical Expenses plans, which provide financial support in the event of hospitalization, medical emergencies, prescription drugs, surgeries, among others. 99% of the Colombian population is covered by public health insurance, 2.5% also enhance their coverage through private insurance. 5. TAM calculated by Aditum Consulting Group as of March 2022.