



alliar médicos à frente
sistema de diagnósticos de saúde

referência em excelência

2018

ALLIAR



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Alliar at a Glance

Fully Integrated, Scalable and Unique Business Model

Focus on Imaging



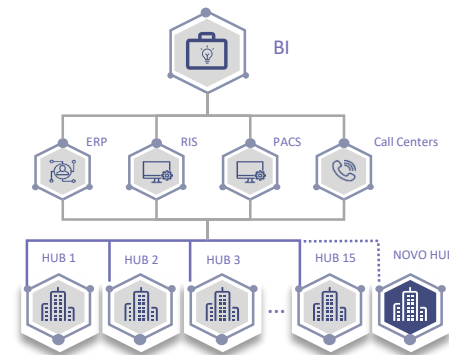
87% of revenue coming from imaging exams

Leading Regional Brands



Nationwide footprint, stores in **44** cities / **10** states

Unique IT Platform



All brands with **same operational model** and same IT platform

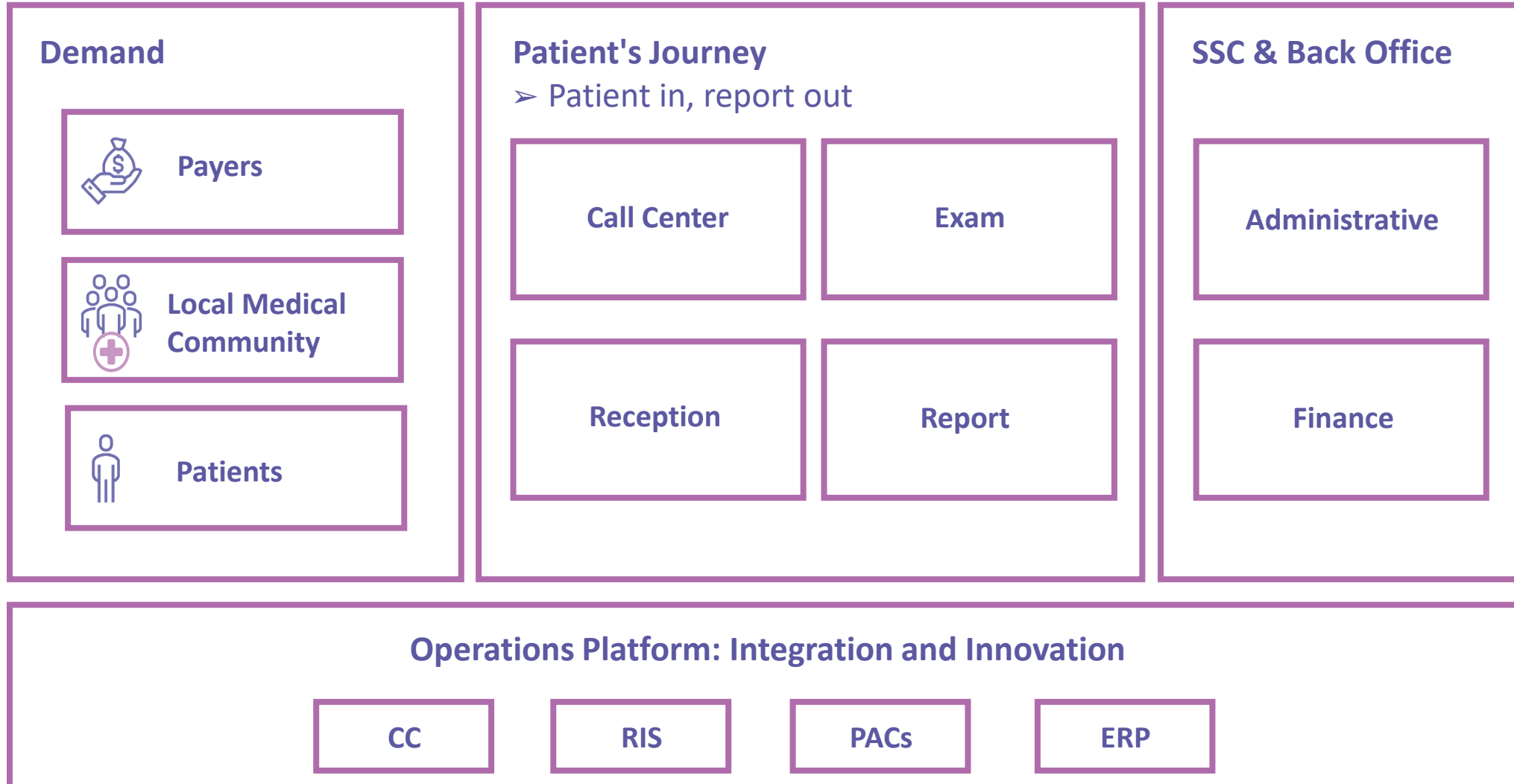
MD Partnership



Unique model ensures **quality** and **continuity**

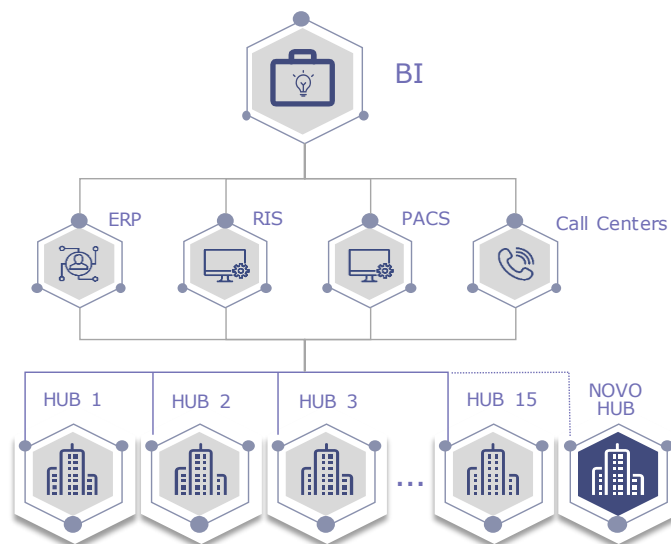
Alliar Business Model

IT and Innovation favoring Quality and Medical Productivity



1st Cycle - The starting point of Alliar

2011 ~ 2013 Cycle: Establishing the Right Bases



4 + 17 ACQUISITIONS

- ✓ Focus on Imaging (MRI, CT, and US)
- ✓ Secondary Cities
- ✓ Growth ~ 50% YoY

UNIQUE PLATFORM

- ✓ Common IT systems:
RIS, PACs, ERP, and CallCenter
- ✓ Shared Services Center
- ✓ Methodology for Capturing Synergies

MEDICAL QUALITY

- ✓ Local Medical Director: central figure
 - Local Medical Community
 - Invitation to top radiologists: Alliar shares
- ✓ Systematic evaluation of medical quality

2nd Cycle - Acceleration of Investments

2014 ~ 2017 Cycle: More than R\$ 600 Million in Investments

RBD – 1st PPP in Diagnostic Medicine of Brazil



11 Public Hospitals
in the state of Bahia

Organic Expansion - 6 Mega Units in 12 months



CDB Ana Rosa



CDB Morumbi



CDB ABC



CDB Móoca



Plani São José Campos



Axial Belo Horizonte

CA Collection Rooms in 54 Units

Platform is Ready for Growth and Value Generation for the 2018 ~ 2020 Cycle

3rd Cycle - Investments' Maturation and Profitability

2018 ~ 2020 Cycle: Organic Growth and Increased Productivity via Innovation

- Growth based on **investments already made**
- Margins expansion from **Productivity Gains** and **Investments Maturation**
- Technology as **Competitive Differentials**
- **Innovation** with Deep Impacts in the Diagnostic Medicine Model

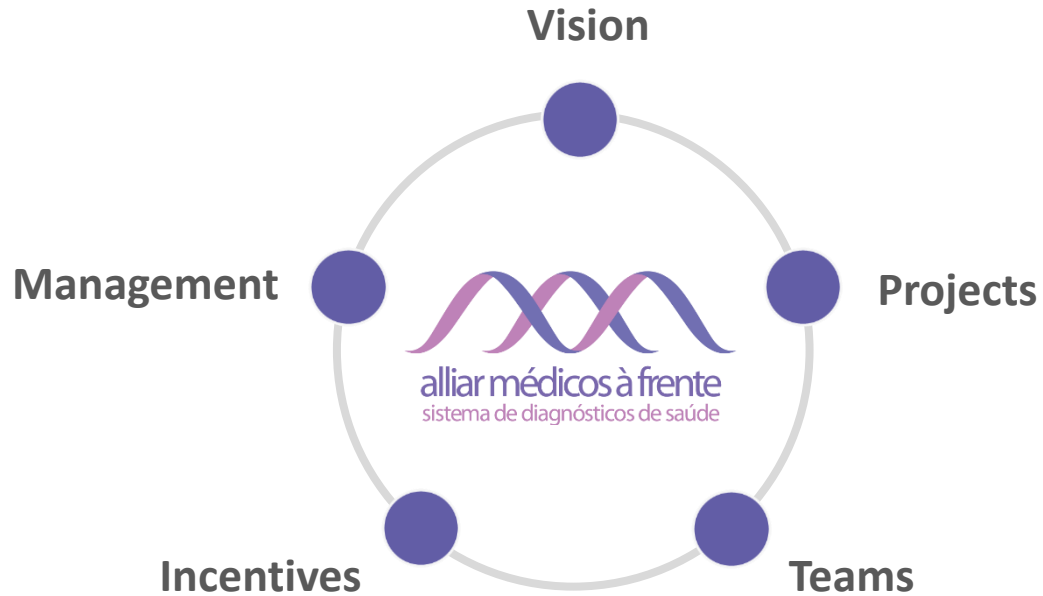


Alliar Business Model

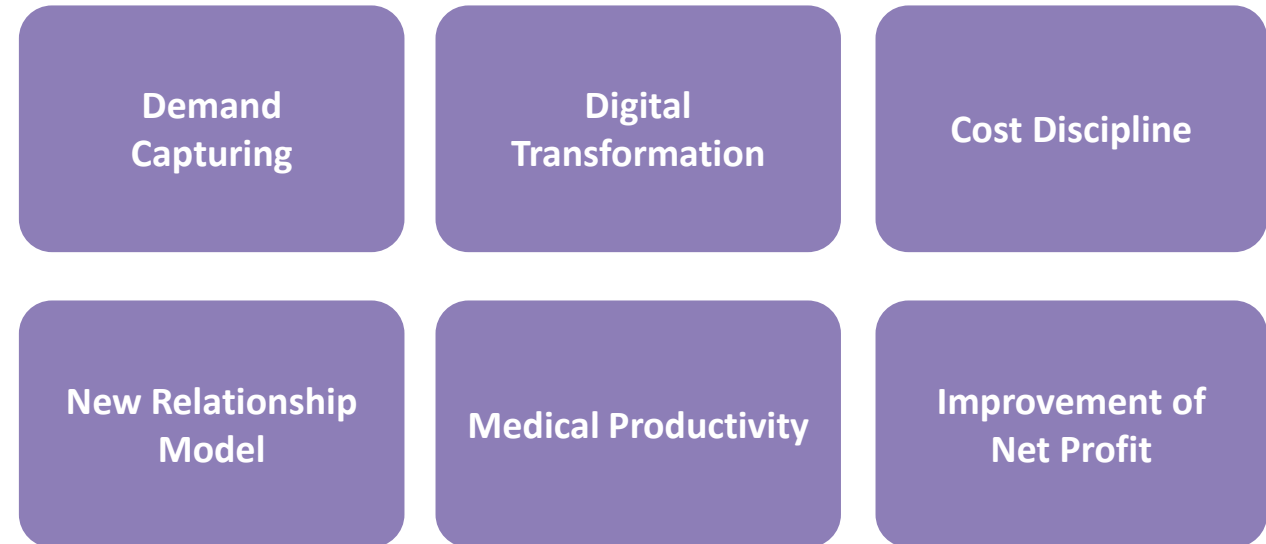
3rd Cycle - Investments' Maturation and Profitability

2018 ~ 2020 Cycle: Achieving Results Through Strategic Projects

Strategic Planning

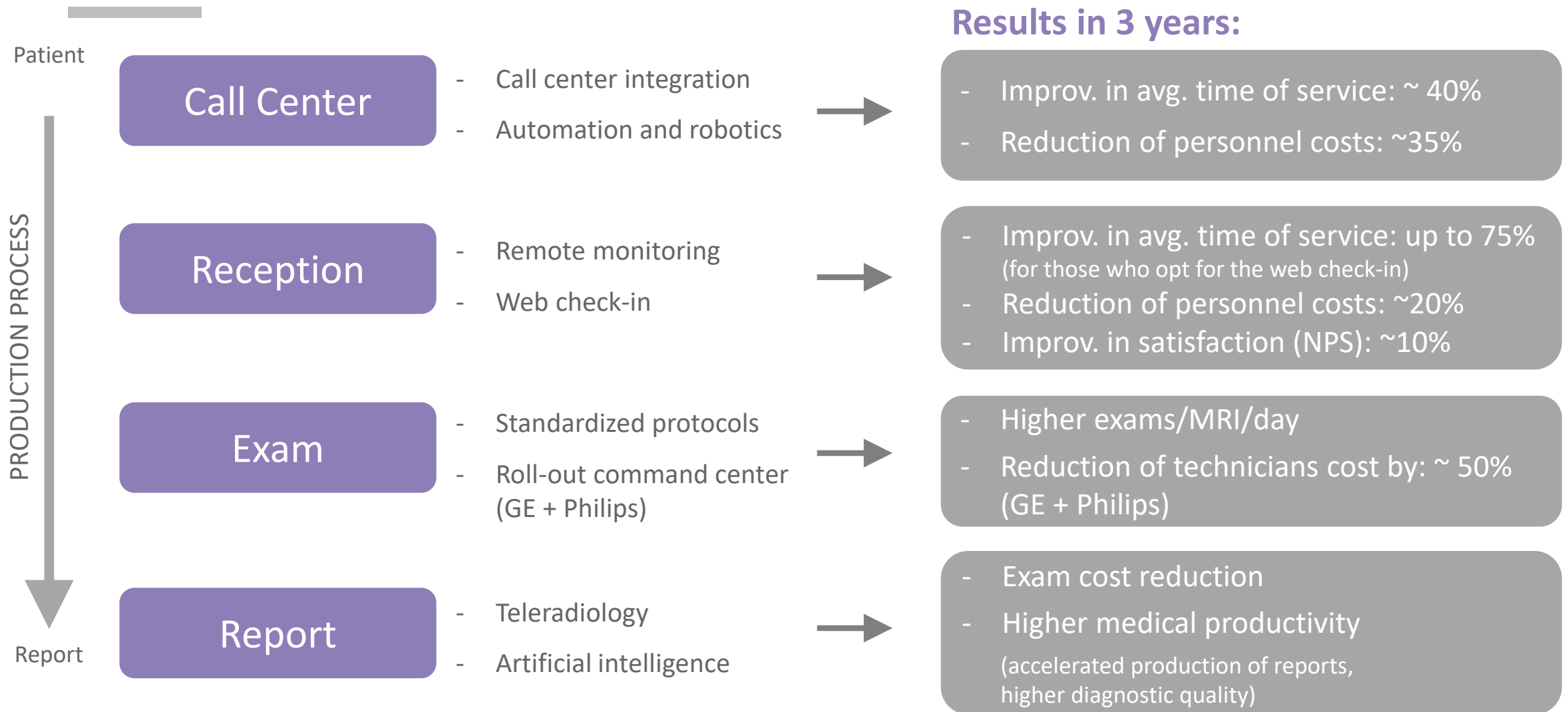


Project Map 2018-2020



3rd Cycle - Investments' Maturation and Profitability

2018 ~ 2020 Cycle: Efficiency gains in all stages of the production process



3rd Cycle - Investments' Maturation and Profitability

2018 ~ 2020 Cycle: Main Drivers of Value Creation

