



Operator:

Good morning, ladies and gentlemen, and thank you for waiting. At this time, we would like to welcome everyone to DASA's 2Q15 Earnings Results Conference Call.

Today, we have a simultaneous webcast that may be accessed through the website www.dasa3.com.br. The slide presentation may be downloaded from that website as well. There will be a replay facility for this call on the website for a week.

Before proceeding, let me mention that forward-looking statements are based on the beliefs and assumptions of DASA and on information currently available with the Company. They involve risks, uncertainties and assumptions because they relate to future events and therefore depend on the circumstances that may or may not occur in the future. Investors should understand that general economic conditions, industry conditions and other operating factors could also affect the future results of DASA and could cause results to differ materially from those expressed in such forward-looking statements.

Today with us, we have Mr. Carlos de Barros, CFO and Investor Relations Officer. Now, I will turn the conference over to Mr. Carlos de Barros, CFO and Investor Relations Officer. You may now begin.

Carlos de Barros:

Thank you. Good morning, everyone, and thank you for joining us. We will be covering the main highlights of our quarter on slide three. Gross revenues came in at R\$815 million in the 2Q15, implying a 9.6% growth compared to the 2Q14. This growth was led by the lab-to-lab segment, which grew 17.5%.

Additionally, this quarter we delivered five renovated units and seven new PSCs, besides also installing one new MRI machine and one new CT scanner. We also have 44 renovations in progress.

We also highlight the acquisition of cutting-edge imaging machines this quarter as part of DASA's constant focus on innovation and customer service and care. For our CDPI brand in Rio, we acquired the first 3 Tesla Prisma MRI machine of Latin America. This MRI machine produces a magnetic field far stronger than the traditional 3 Tesla machine, yielding much higher anatomical resolution and a much more accurate diagnostics.

For our Delboni brand in São Paulo, we acquired 160-Slice Aquilion Prime CT scanner, which significantly improves patient workflow and reduces radiation exposure. Over the coming quarters, we will continue to invest heavily in delivering next generation diagnostic services in both clinical analyses and imaging.

Regarding our financial results, our EBITDA totaled R\$93.2 million in the 2Q15, while our operating cash flow totaled R\$77.3 million.

Turning now to slide four, the Company's gross revenue totaled R\$815 million in 2Q15, up 9.6% year-over-year, with a 7.6% in imaging and a 10.6% growth in clinical analyses. In terms of our different markets; the outpatient market accounted for roughly 73% of growth revenues,



lab-to-lab 11.8%, hospitals 9.7% and our public sector business for 5.5%. We will detail this breakdown in the next few slides.

On slide five, the outpatient market grew by 8.3% in 2Q15, the imaging services increased by 9% and clinical analyses increased by 7.8%. Average requisition price increased by 9.2% in the 2Q15 when compared to last year's 2Q due to a higher and richer imaging mix, i.e. focusing on higher margin imaging events, as well as a higher number of clinical analyses tests per requisition and inflation pass-through.

Our total number of requisitions remained roughly flat between the 2Q of last year and 2Q15, at approximately 3.6 million.

Moving onto slide six, our hospital revenues reached R\$81.4 million, growing 13.5% year-over-year. The average value per requisition reduced slightly due to a faster growth of our clinical analyses hospital business.

Moving on to slide seven, revenue from our lab-to-lab market amounted to R\$95.9 million, up 17.5% in the quarter. Revenue per lab rose by 14.7% to R\$18.600.

Moving on to slide eight, we recorded revenues of R\$45.9 million in the public sector, up 3.9% from 2Q14. We continued to be very selective in choosing new customers in the public segment sectors.

Now moving on to slide nine, talking a little bit about our cost structure. The cost of services before G&A expenses totaled R\$487.8 million, up 9.5% from the same quarter last year, corresponding to 67.1% of revenues. This compares to 64.8% of revenues on the 2Q of last year.

Personnel expenses rose by 7.2% due to collective bargaining agreements in Rio de Janeiro in November 2014 and in São Paulo in May 2015. These costs are highly impacted by rising inflation expectations here in Brazil.

Material costs increased by 6.3% in relation to the 2Q of last year due to growth in the lab-to-lab business, the mix of exams, as well as cost negotiations with our main suppliers, which are impacted by the USD appreciation. As a percentage of revenues, our material costs have remained relatively flat.

Cost of services and utilities increased by 13.1% due to occupancy costs. This is mainly impacted by higher rental expenses and especially by higher electricity bills. New units have also impacted this line, as well as doctor fees and commissions paid to our lab-to-lab sales force and our franchisees.

Moving onto slide 10 now. Cash operating expenses stood at R\$145.9 million compared to R\$126.8 million in the 2Q. This account was impacted by an increase in overhead expenses, which occurred along 2014, loss on sale on the Company's Pro-Echo and Lufe's 2.5 million, which we had to sell as part of an antitrust agreement, as well as some contingency expenses that were impacting this line.

Moving onto slide 11 where we discuss our EBITDA. EBITDA totaled R\$93.2 million versus



R\$115 million reported in the same quarter last year, with a margin of 12.8%. Year-to-date, the EBITDA totaled R\$158.6 million. Our lower EBITDA margin was largely result of higher SG&A expenses and higher utility and services, as discussed in the previous slides.

Moving onto slide 12, the average collection period was 83.9 days, slightly down from 87.4 in the 4Q last year. The level of provision for doubtful accounts and deductions was 3.6% of growth revenues.

Now talking about operating cash flow in slide 13, operating cash flow came to R\$77.3 million. We managed our debt conservatively and managed to maintain our net debt fairly stable while investing in the Company's growth. We invested around R\$68 million in CAPEX in the 2Q.

Slide 14 shows the Company's debt profile. We consider that most of the Company's debt is indexed with the CDI. Our net debt-to-EBITDA ratio is 2.37 and we ended 2Q15 with a cash position of R\$623.9 million. Regarding our foreign exchange exposure, we had a small loan position of US\$2 million.

Now onto slide 15, we see our return on invested capital was 5.9% over the last 12 months as a result of our lower EBITDA.

Onto slide 16, CAPEX, as I mentioned, came in at R\$68 million this quarter. We delivered seven new units and five refurbishments, as well as one MRI and one CT scanner. In terms of CAPEX allocation, 37.1% went to refurbishments and new units, 31% to new equipment and 25% to IT investments.

With this, I conclude the prepared remarks of our presentation, and we are moving on to the Q&A section right now. Thank you.

Operator:

This concludes the question-and-answer section. At this time, I would like to turn the floor back to Mr. Carlos de Barros, CFO and Investor Relations Officer, for any closing remarks.

Carlos de Barros:

Thank you all very much for your participation.

Operator

Thank you. This concludes today's DASA's 2Q15 Earnings Results Conference Call. You may disconnect your lines at this time.

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