

Transforming Healthcare in Latin America

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Colombia:

**Scaling Within the
Universal System**

Pablo Cervera

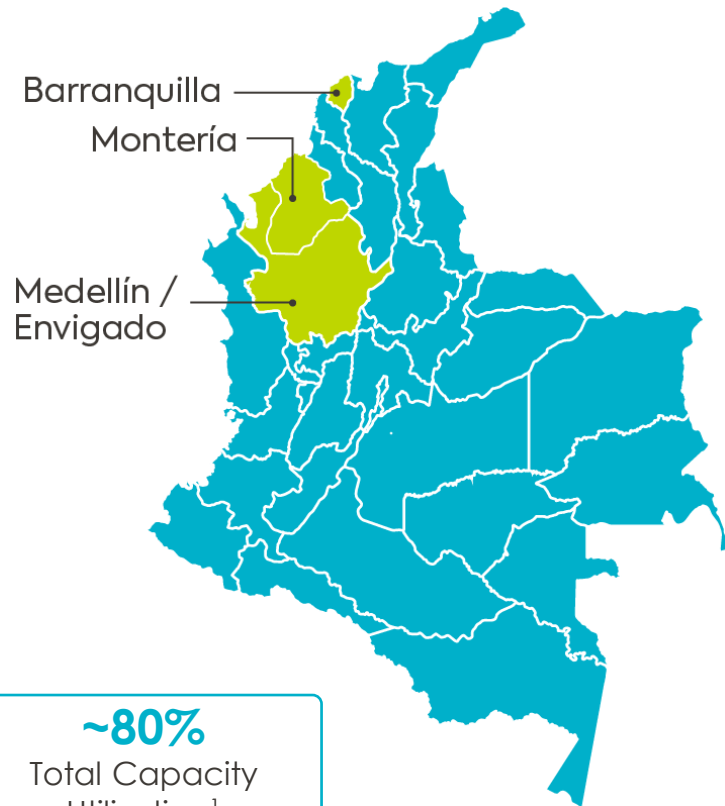
Colombia Healthcare
Network

**Auna
2026
Investor
Day**

October 22, 2026

Auna Colombia is a high-complexity network within a universal healthcare system

Strategically located facilities



High-complexity clinic network

Established capabilities across
oncology, cardiovascular,
neurosciences and
traumatology & orthopedics



Value-based care

Long-standing capabilities
supported by proprietary
patient data



Research & innovation platform

Leading oncology research
and innovation capabilities



Private growth potential

Growing exposure to private
payor patients

Our model captures scale and rising high-complexity demand from mandatory coverage

Mandatory coverage¹

~98% of Colombian population is covered, equivalent to **~53mm** covered lives



Contributory program



Subsidized program



Special program

Lives served through Auna contracts:

~3.2 mm

Lives under our value-based care model²

~6.1 mm

Lives under EPS fee-for-service agreements³

~0.2 mm

Private-plan lives⁴

Demand drivers



#1 cause of death: ischemic heart disease, **~17% of deaths in 2025⁵**



~2.2x prevalent cancer cases in 2024 vs. 2019⁶



~25% of population aged 60 or more by 2050 vs. **13%** in 2018⁷

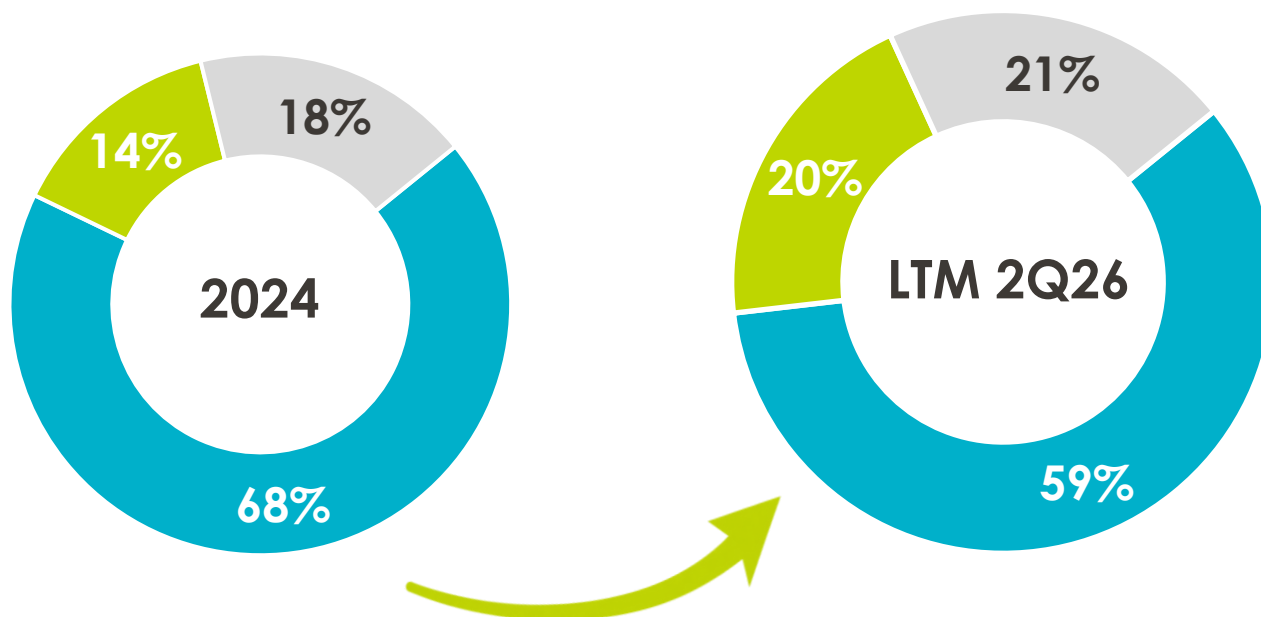
Sources: Minsalud, DANE, Cuenta de Alto Costo (CAC), Labor Market and Social Security Observatory.

Notes: 1. As of August 2026. 2. As of September 2026. 3. As of July 2026. EPS (Entidades Promotoras de Salud): Colombian entities that manage social security health funds and provide the mandatory coverage. 4. As of July 2026. 5. As of 2025. 6. As of 2024, prevalent invasive cancer cases versus 2019. 7. Projections based on the 2018 Census (July 2025 update).

Auna Colombia combines a high-complexity core with selective growth options

Payor mix evolution

% of total revenues



EPS fee-for-service

Core business, focused on high-complexity demand and a stronger payor base



Value-based care contract models

Selective growth lever for recurring revenue, with contract economics actively managed



Private market

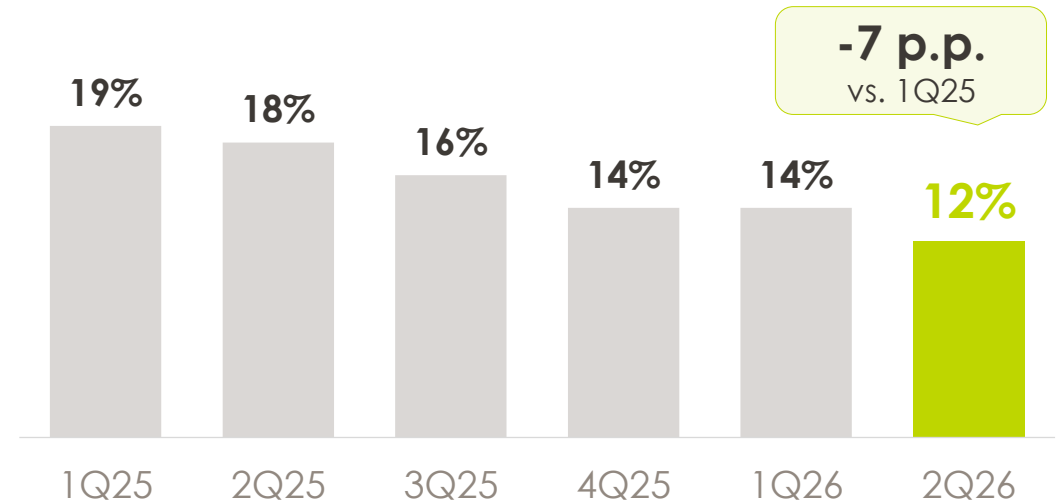
Key growth opportunity across prepaid, insurance and out-of-pocket

Our EPS fee-for-service business captures high-complexity demand with a more diversified payor base

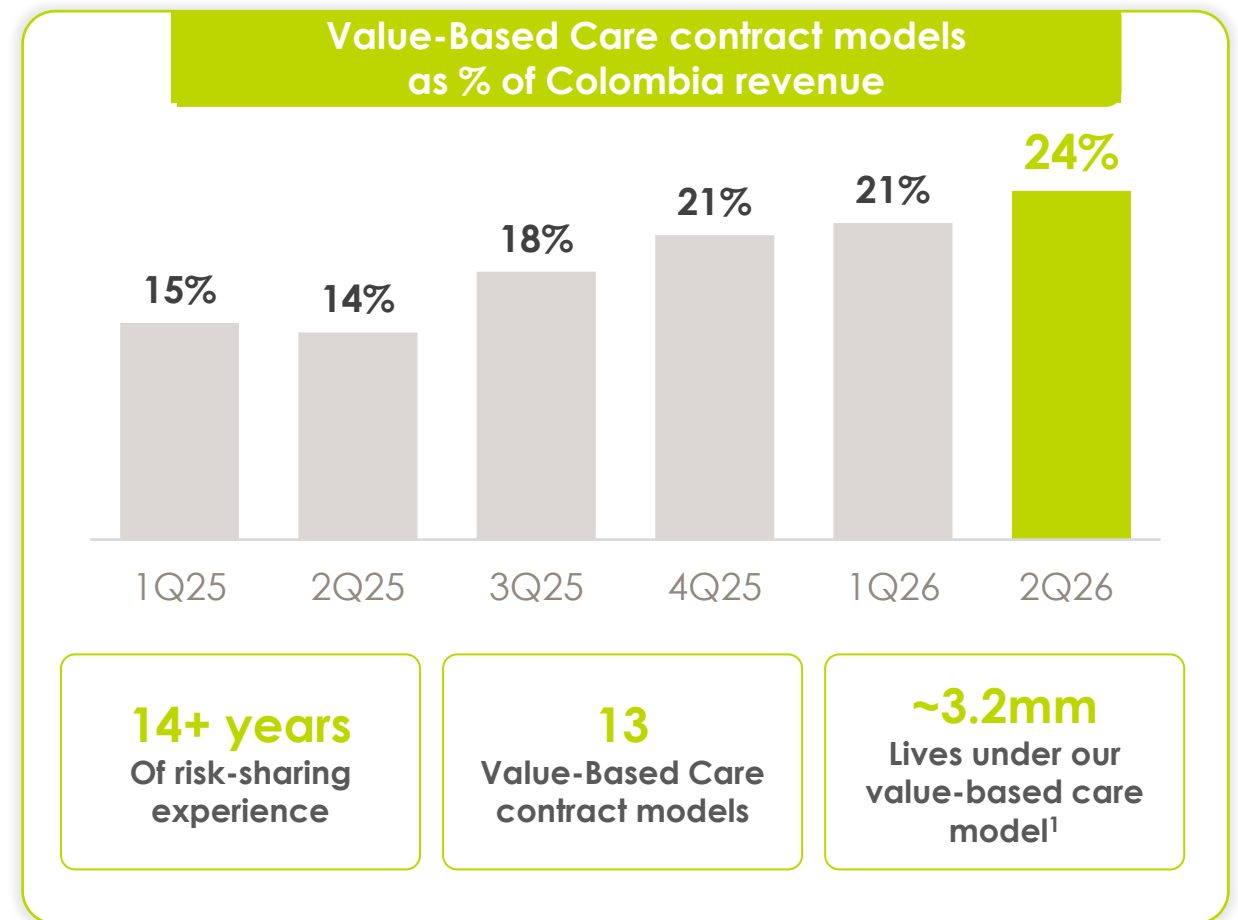
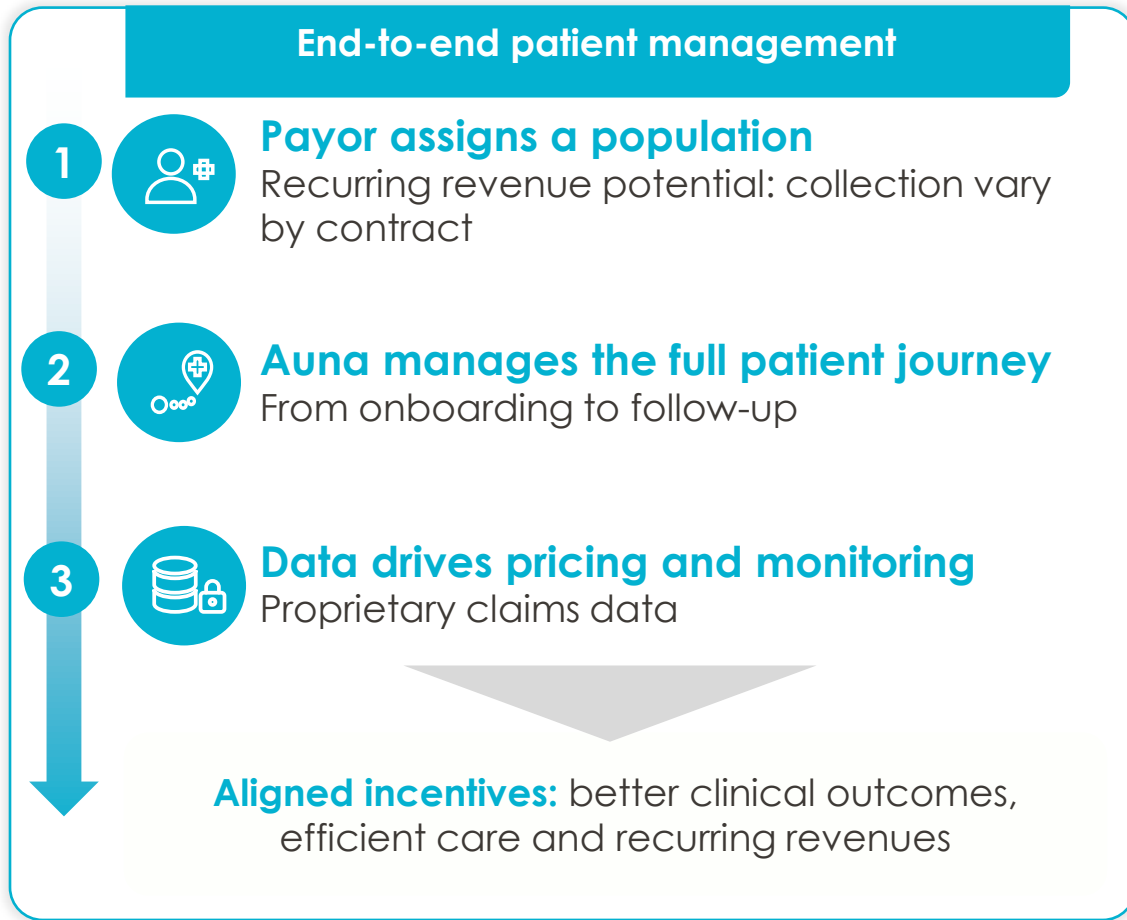
What drives our EPS business

- 1 High-complexity positioning**
Oncology, cardiovascular, neurosciences and traumatology & orthopedics in one network
- 2 Demand capture**
~59% of Auna Colombia revenue¹
- 3 Payor quality**
Lower exposure to intervened payors, a broader payor base and enhanced payment agreements

Intervened payors (% of Colombia segment revenues)



Our value-based care platform supports better clinical outcomes and recurring revenues



Replicating our oncology and cardiovascular Models in selected specialties

Established anchors



Oncology

Anchor specialty of Auna's Value-based care in Colombia



Cardiovascular

High-complexity capacity already integrated into the model

Disciplined risk-sharing playbook

Clinical protocols - Data - Risk management



Growth drivers



Traumatology & orthopedics

Direct extension of the Value-based care model



Neurosciences

Adds to the high-complexity portfolio and further clinical differentiation

Why these specialties replicate



High surgical volume

Elective, schedulable procedures that fill operating rooms and lift utilization of installed capacity.



Potential for attractive economics per procedure

Greater complexity and revenue per case than the general surgical mix.



Selective replication of risk-sharing contracts

Same clinical protocols, data and risk management already applied in Oncology.

Colombia's research platform is a regional capability for clinical excellence and talent attraction

Research platform

3 Clinical Research Centers
MSD - selected partner for clinical trials¹

104 Active trials, including **62** in Oncology², representing ~55% of Colombia's oncology clinical trials³

96% of Auna's clinical trial submissions approved by Health Regulator vs. 88% country average⁴



Monteria Clinical Research Center¹

#2 in Latin America

#3 globally

Key Specialties: Oncology, Hematology, Infectious Diseases, Pediatrics, Vaccines and Hepatology

Regional capabilities



Attract and retain leading physicians across Auna's markets



Transfer clinical protocols and research learnings across Peru, Mexico, and Colombia



Support development of core specialties, including oncology and other high-complexity areas



Deepen relationships with global pharmaceutical companies and other partners



Strengthen Auna's regional reputation for complex care and innovation

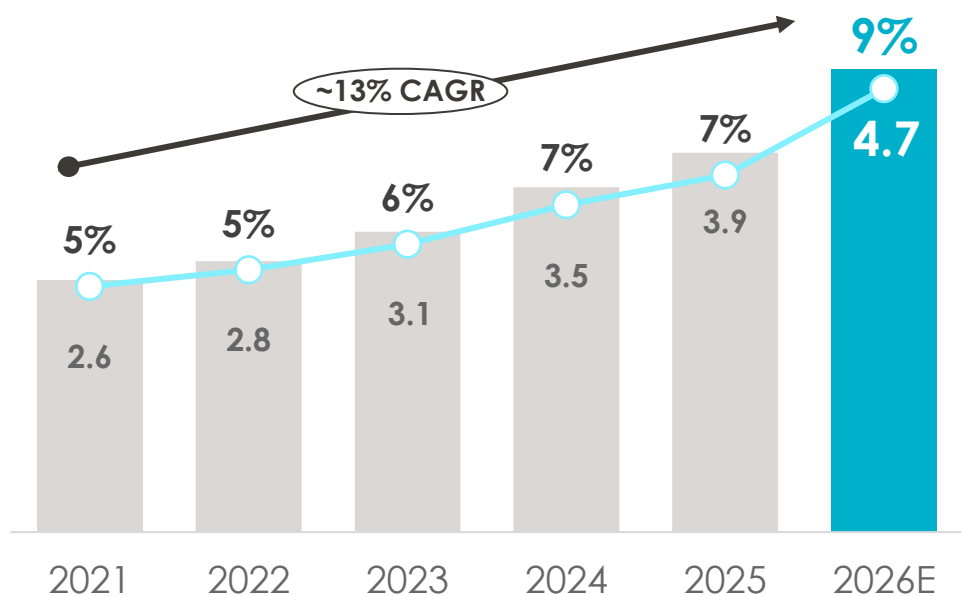
Source: INVIMA, MSD.

Notes: 1. Merck Sharp & Dohme. 2. Auna clinical trial data as of June 2026. 3. Based on the total number of oncology clinical trials in Colombia as of Sept 2026. 4. Colombia's health regulator refers to INVIMA, the national authority responsible for reviewing and authorizing clinical trials. Approval rates as of September 2026.

Private-payor demand is a long-term growth opportunity

Private opportunity¹

Voluntary coverage (mm lives, % of population)



How we capture private demand

- ✓ **Physicians at the center:** education, technology and research for top specialists
- ✓ **Agile contracting:** flexible programs and network for high-complexity care
- ✓ **Preferred payor network:** leading insurers and prepaid medicine in key specialties
- ✓ **Preferred patient pathway:** faster access, shorter wait times and differentiated spaces for private patients

Sources: Acemi-Fasecolda, Health in Figures.

Notes: 1. Voluntary coverage historical data (2021–2025) and 2026 estimate as of August 2026.

Existing capacity provides room for capital-efficient growth

Clínica IMAT Oncomédica - Montería

Infrastructure activation

Unlocking available capacity to expand and diversify



+20%¹

Increase in installed capacity

Capacity expansion includes:



+80

Inpatient beds



+3

Floors



+2

Operating rooms



High-complexity

Cardio, Neuro and
Trauma & Orthopedics

Clínica del Sur - Antioquia

Capacity optimization

Increasing utilization of existing capacity



40%²

Available capacity in current space

Capacity available for expansion:



60%²

Hemodynamics



50%²

Surgical activity



Launch Oncology

Levering existing space

Notes: 1. Reflects potential incremental capacity at Clínica IMAT Oncomédica. 2. Operational capacity available for development within already-built physical space.

Auna Colombia combines a differentiated platform with disciplined growth options

-  **High-complexity network** capturing sustained demand growth with a more diversified payor base.
-  **Established Value-Based Care platform** driving recurring revenues and expanding into new, higher-margin specialties.
-  **Leading research platform** attracting top medical talent and reinforcing clinical excellence across Auna's markets.
-  **Expanding private demand** is our key growth driver, supported by available installed capacity.

Near-term focus remains disciplined contract management and operating execution



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