



Diagnósticos
da América



VITA Diagnostics Acquisition

October 2006





Company Overview

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- ▶ VITA Diagnostics is the leading imaging services company in the city of Florianópolis the state capital of Santa Catarina;
- ▶ Vita Diagnostics, was controlled by “Vita Participações e Empreendimentos”, a healthcare holding company that owns two hospitals in Curitiba (Paraná State) and one hospital in Volta Redonda (Rio de Janeiro State);
- ▶ This acquisition represents the first move into Santa Catarina State and enhances DASA´s operations in the south region of Brazil, leveraging the introduction of imaging services.
- ▶ Vita Diagnostics posted R\$ 9.1 million gross revenues and R\$ 0.8 million Ebitda over the last twelve months ended Aug' 05. Vita was valued at R\$ 4.5 million at 5.4x LTM² EV/Ebitda;

Operational Highlights¹

Monthly Requisitions	5,900
Employees	95
Physicians	21
Patient Service Centers	2

Financial Highlights²

R\$ Million	2005	LTM ³
Gross Revenues	8.98	9.10
Net Revenues	8.39	8.41
Ebitda	0.46	0.84
Ebitda Margin	5.49%	10.0%

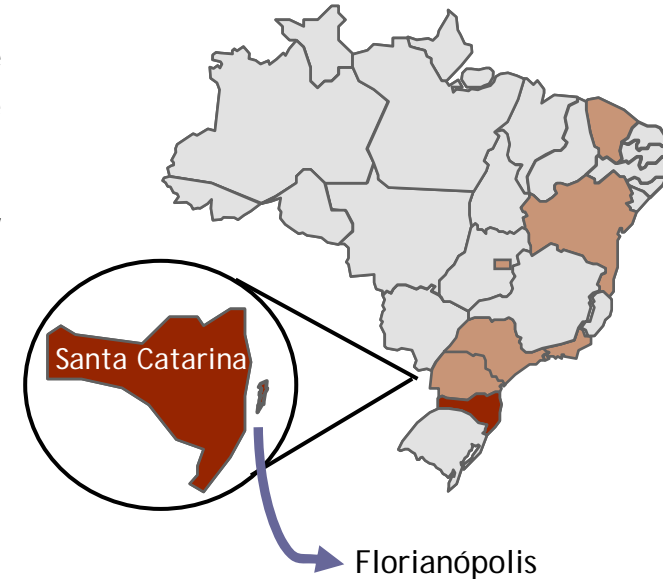
Notes:

1 - August 2006 data

2 - Revised by PWC

3 - Last twelve months - sep/05 - aug/06

- ▶ Santa Catarina has 45% of its population covered by private healthcare plans (41% in Florianópolis), compared to the 21% national average. It is the 5th largest private healthcare market in Brazil;
- ▶ Florianópolis is a fast growing city, although Joinville is still the largest city in Santa Catarina state. Both cities are close to Curitiba, in Paraná (300 km and 130km, respectively), where DASA already operates;
- ▶ Clinical services are performed by few non segmented laboratories and imaging services are still fragmented, offering a restricted range of services.



Florianópolis - Santa Catarina

Demographic Data	
Population	407,000 inhabitants
GDP	R\$ 3.4 billion (0.3% of Brazil's GDP)
Life Expectancy	74.5 years (2004 in Santa Catarina)
Health Care Coverage	47.2% of the population (Brazilian average = 21%)

Source: IBGE 2002/2006

Main Players

Providers	Service Mix	PSCs
SANTA LUZIA LABORATÓRIO MÉDICO	Clinical	23
SONITEC	Imaging	1
IMAGEM CENTRO DIAGNÓSTICO	Imaging	1



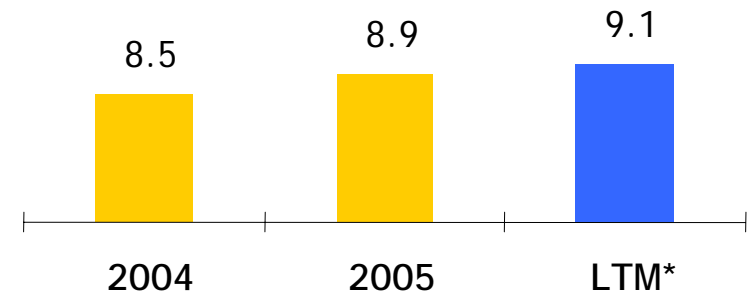
Current Situation

- ▶ Vita's physician team counts with 21 respected doctors within the medical community of Florianópolis;
- ▶ Vita has a 24-hour Clinic that provides physician assistance and outpatient procedures;
- ▶ The range of imaging exams can be expanded to offer a broader range of tests;
- ▶ VITA's occupancy rate is operating close to full capacity, creating some constraints in PSCs;

Next Steps and Opportunities

- ▶ Considering the underserved situation of Florianópolis market, DASA plans to invest in imaging equipments aiming to capture the market demand;
- ▶ Clinical analysis is also a market to be explored with the introduction of the mega-unit concept locally;
- ▶ DASA will use the Vita brand up to three years. Meanwhile, a co-branded strategy will be implemented with one of DASA's brands, until the Medical Diagnostics concept is absorbed by the local market.

Gross Revenues (R\$ Million)



Deal Valuation

Down Payment (Intercompany Loan)	R\$ 1.0
(+) Debt Assumed	R\$ 3.3
(+) Escrow Deposit - 6 years	R\$ 0.2
Enterprise Value	R\$ 4.5



LTM Ebitda* R\$ 0.84 MM	Ebitda Multiple 5.37x	Sales Multiple 0.54x
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- ▶ The acquisition was priced at R\$ 4.5 million. A total debt of R\$ 4.3 million was assumed and an escrow deposit of R\$ 0.2 million will be retained;
- ▶ “VITA Participações e Empreendimentos” will constitute an additional R\$ 500 thousand escrow deposit in monthly payments for the next 14 months. Total escrow will, then, sum up R\$ 700 thousand and will be retained until September 2012 to cover eventual contingencies.

*Last twelve months - sep/05 - ago/06

24-hour Clinic



Vita PSC



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