



 **odontoprev**
Webcast
4Q20

New growth cycle and value innovation



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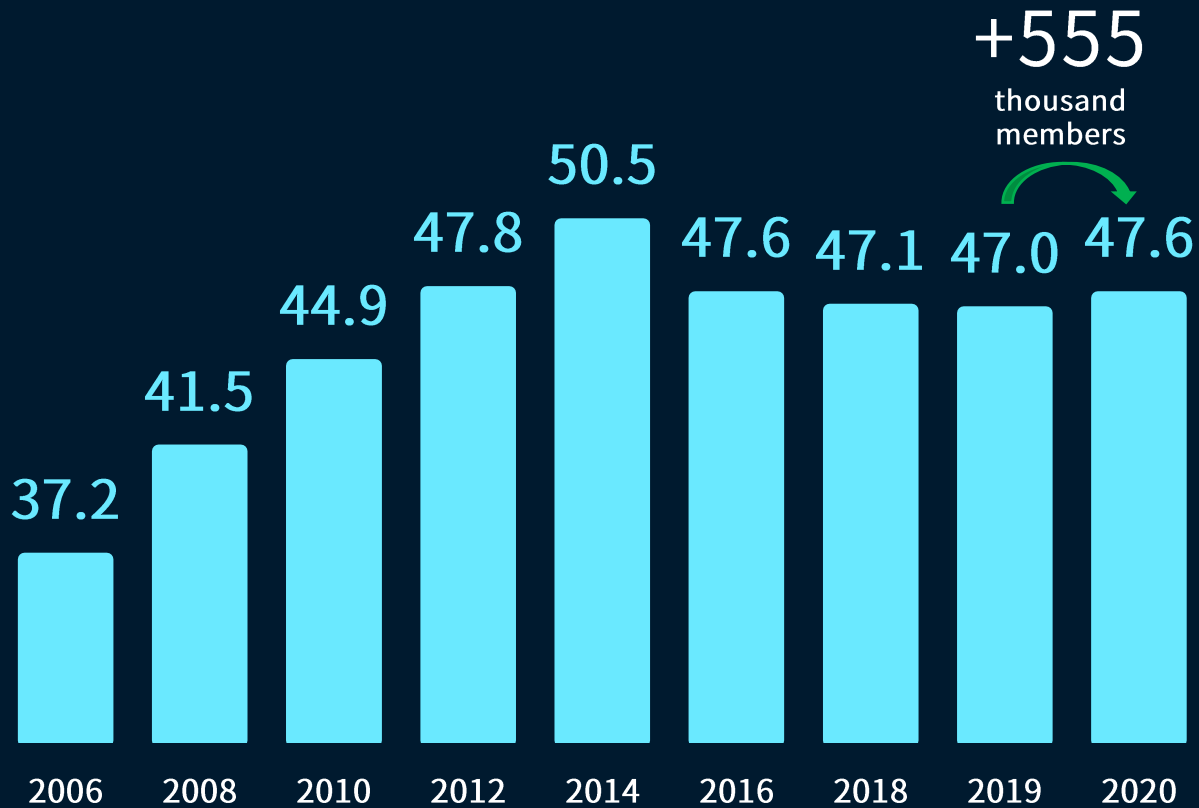
The information contained in this presentation concerning market estimates. The Brazilian dental and healthcare industry and our participation in it as well as our position in relation to our competitors was obtained from established public sources including the ANS. the Ministry of Health (Ministério da Saúde) and other market sources. We consider these sources to be reliable but we have not independently verified the competitive position market share production and market size market growth data and other market estimates and therefore cannot provide any assurances regarding the accuracy and completeness of the information contained therein.

Medical and dental plans membership growth

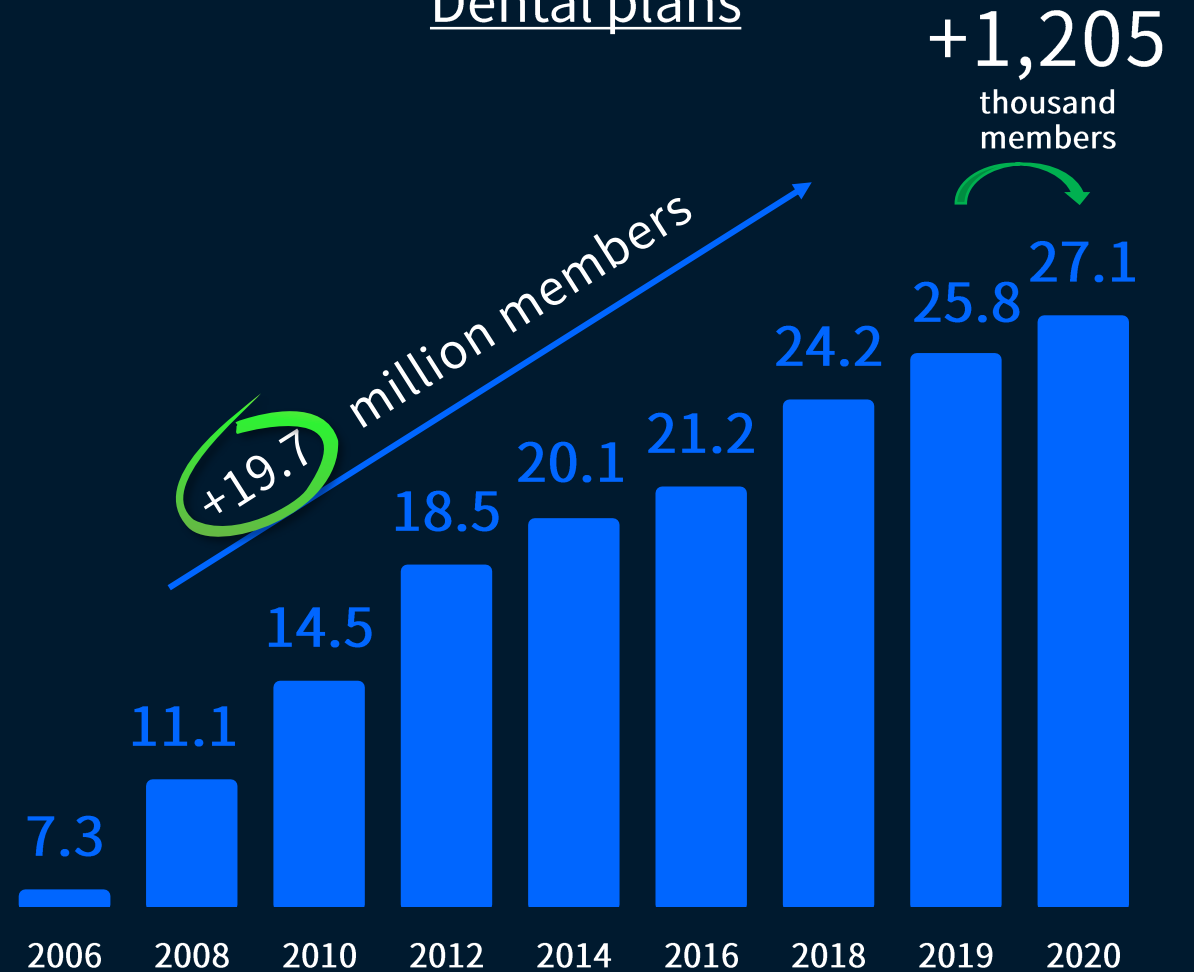


Million members

Medical plans



Dental plans



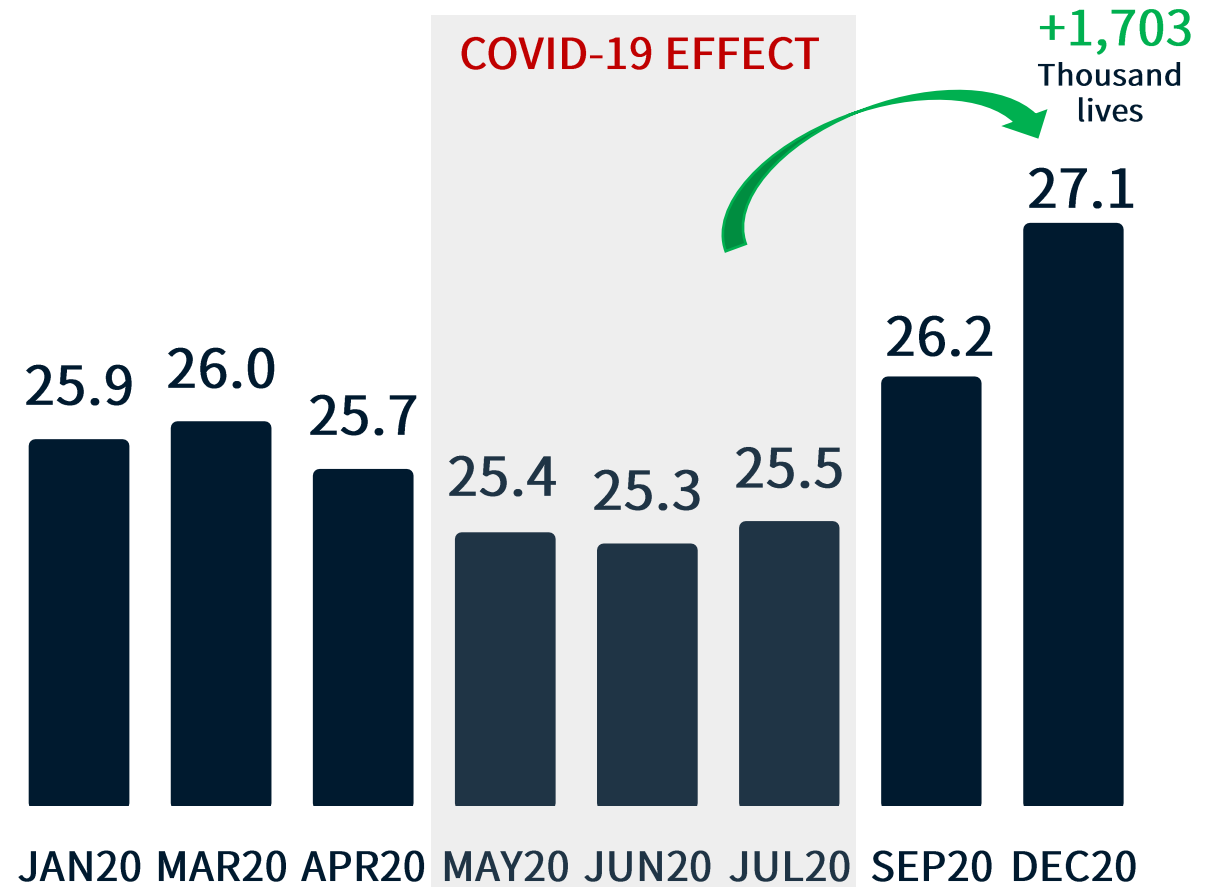
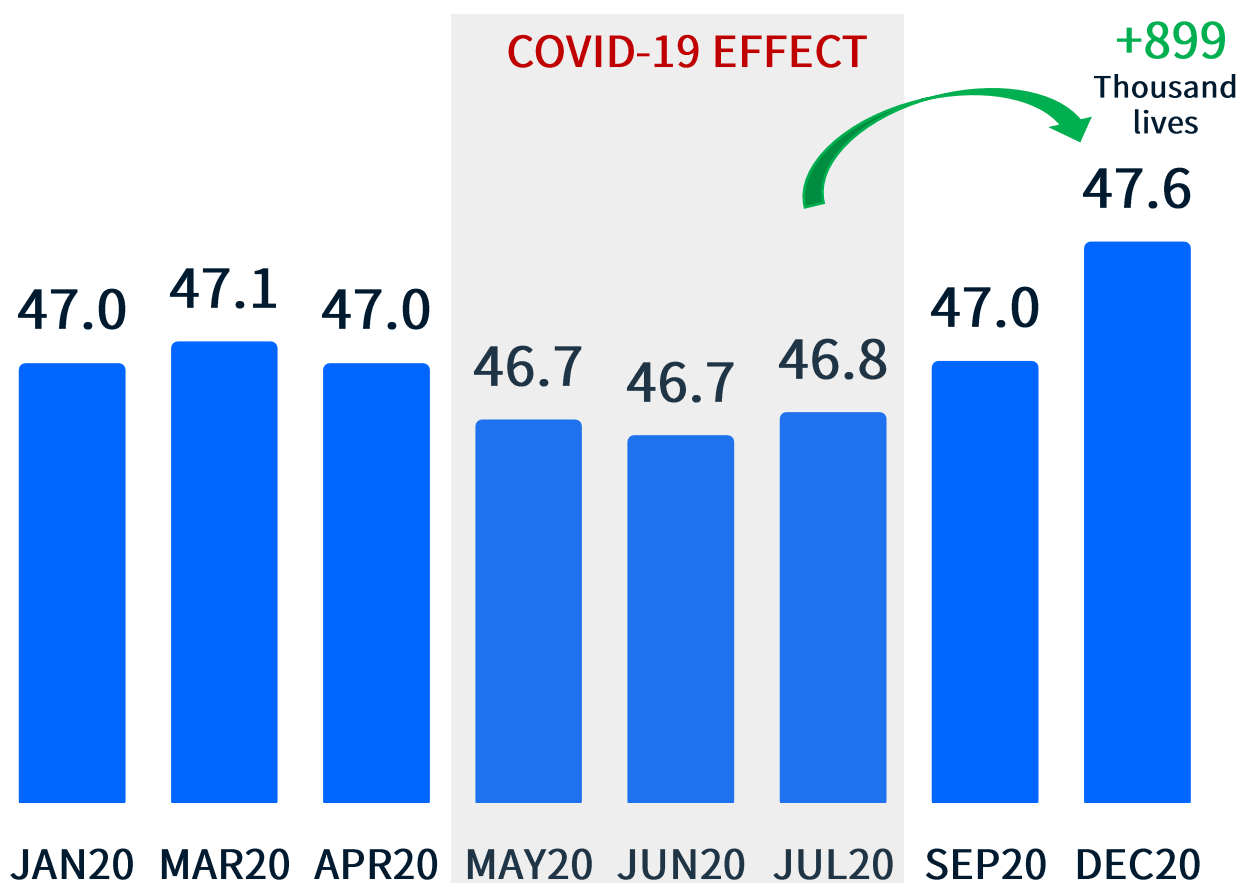


Medical and dental plans membership growth

Million members

Medical plans

Dental plans





2020 Dental players net revenue and average ticket

R\$ million

Average Ticket (R\$ / member / month)



Source: Odontoprev and ANS
¹ OCT19-SEP20



Leadership position on each and every region

Key dental players per region (thousand members)



Members Ranking Members Ranking Members Ranking Members Ranking Members Ranking Members RankingMembersRanking

Southeast	4,249	1st	2,595	2nd	1,766	3rd	474	7th	1,594	4th	769	5th	572	6th
South	719	1st	41	13th	239	3rd	77	9th	118	4th	103	5th	14	20th
Middle-West	547	1st	33	10th	172	4th	182	3rd	183	2nd	6	20th	31	11th
North Northeast	1,942	1st	50	18th	463	3rd	1,829	2nd	255	4th	91	9th	45	21th
Total ¹	7,472	1st	2,719	2nd	2,672	3rd	2,642	4th	2,151	5th	1,024	6th	661	8th

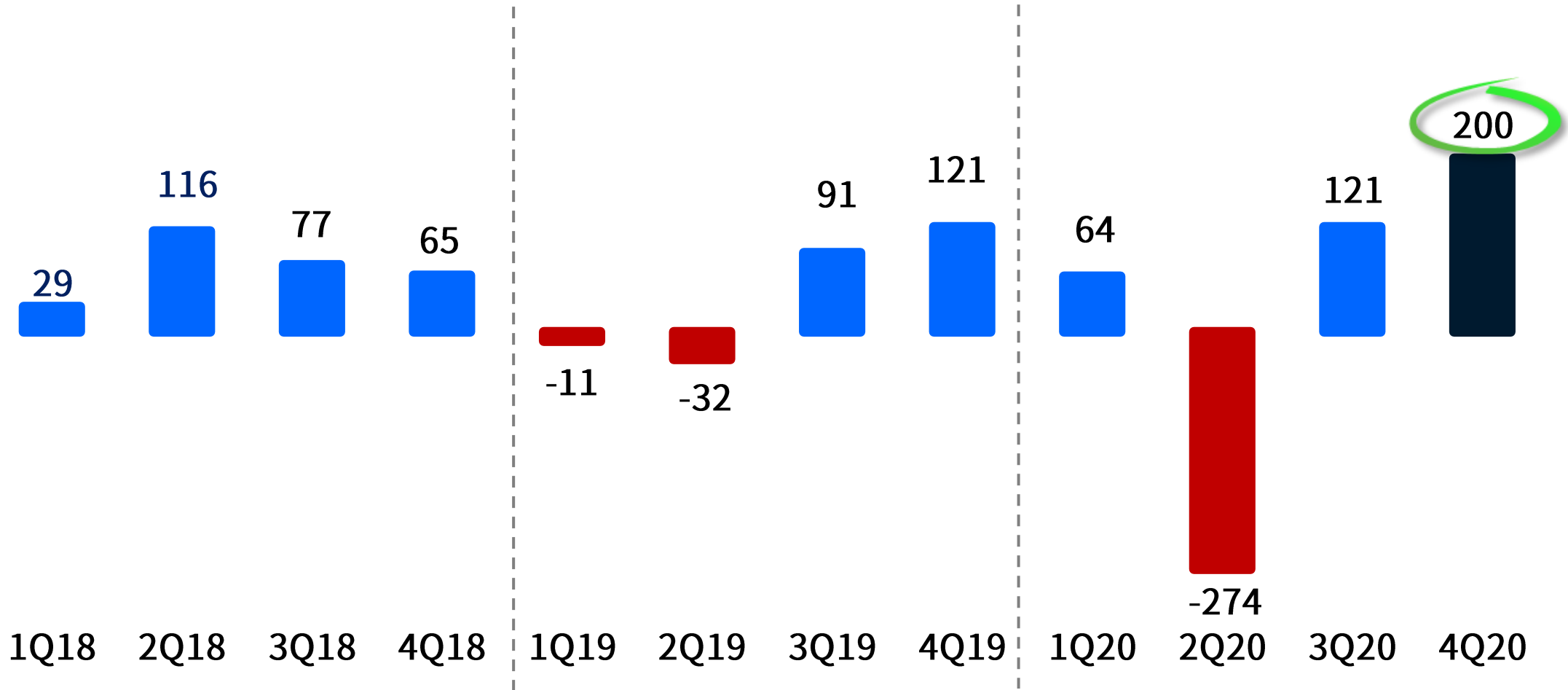
Source: ANS dec/20

1- Considers unidentified beneficiaries

Quarterly Net Additions



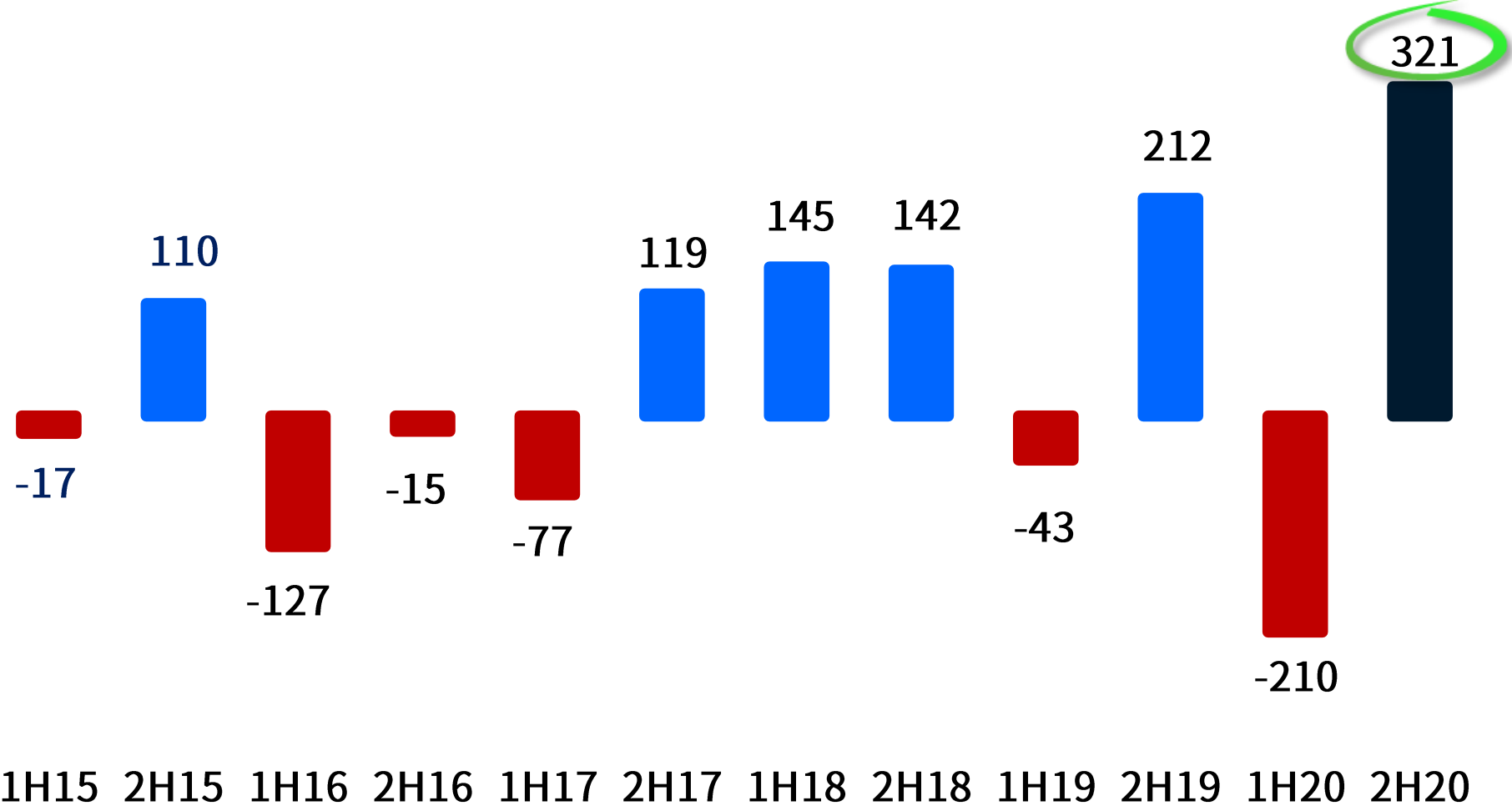
Thousand members



Half-yearly net additions, best performance since 2011

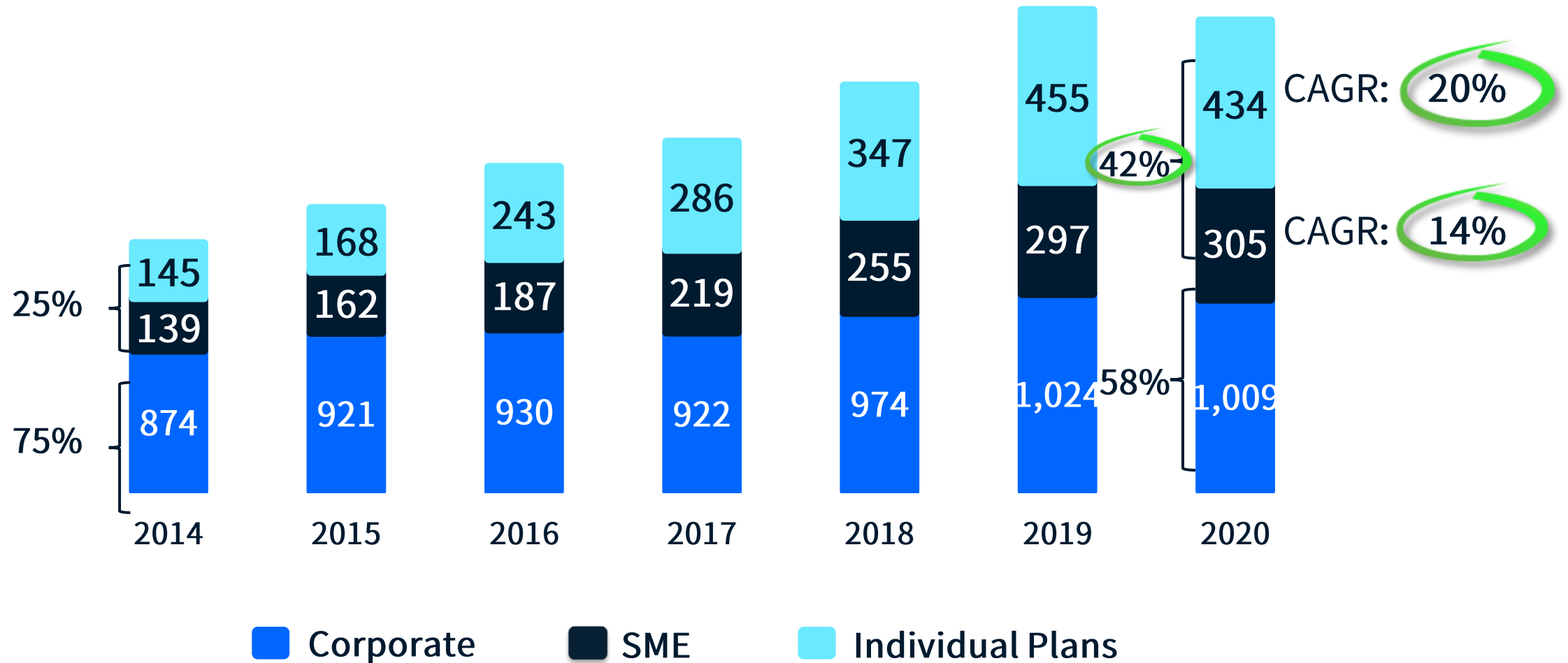


Thousand members



Revenues per segment

R\$ million

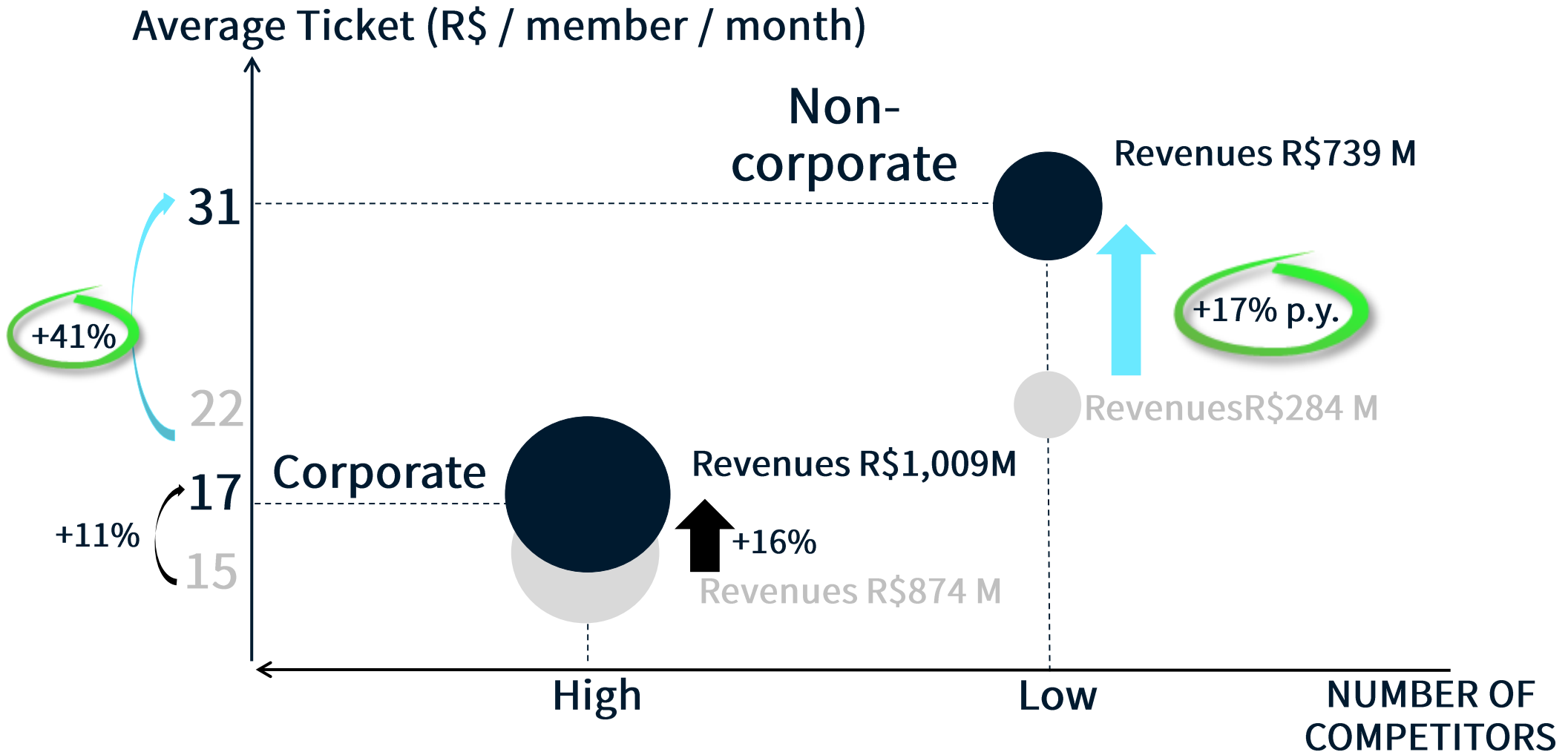


¹includes sales of services and products

Revenues and average ticket per segment

R\$ million

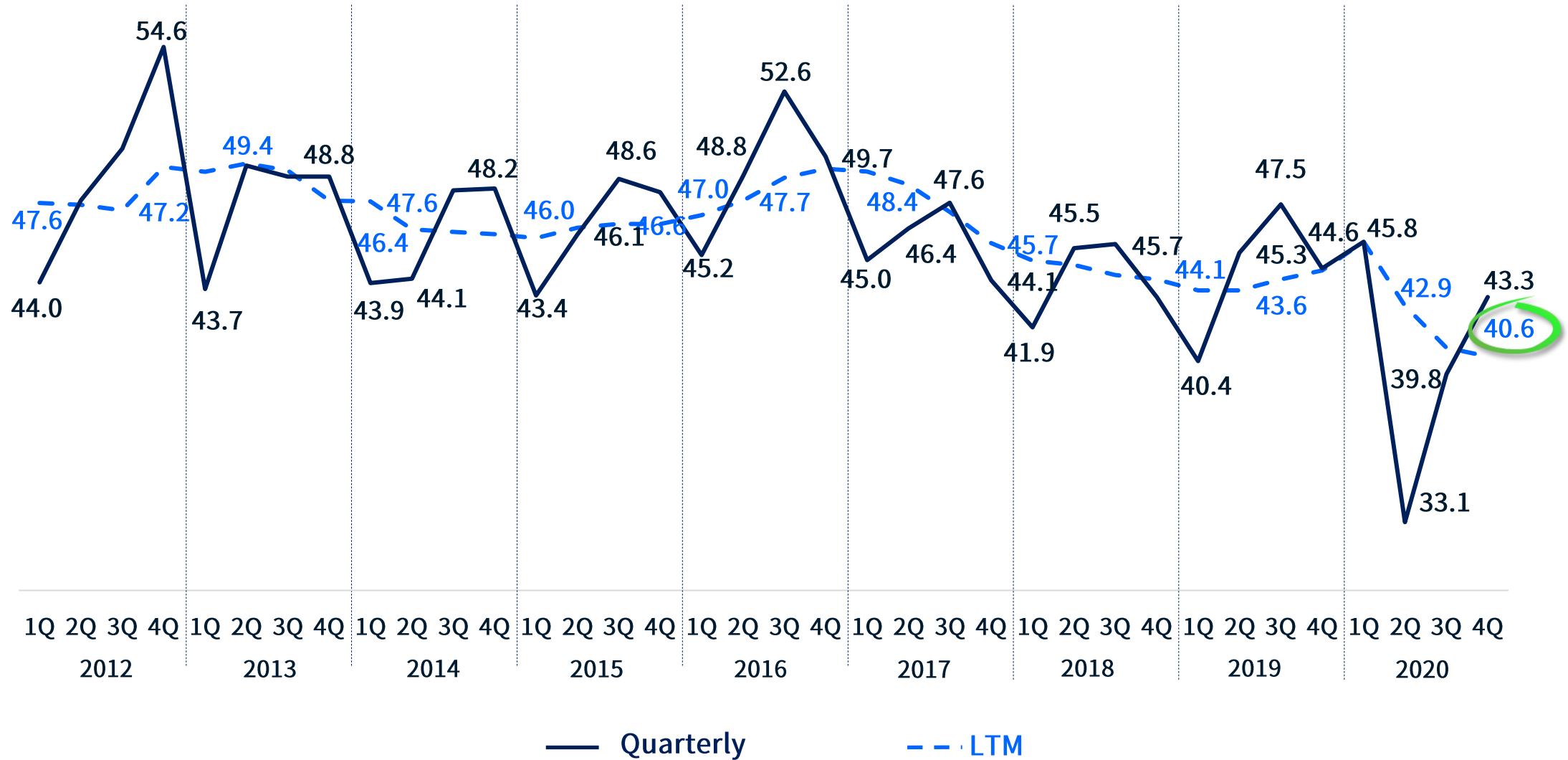
2020 x 2014





Quarterly and LTM Cost of Services

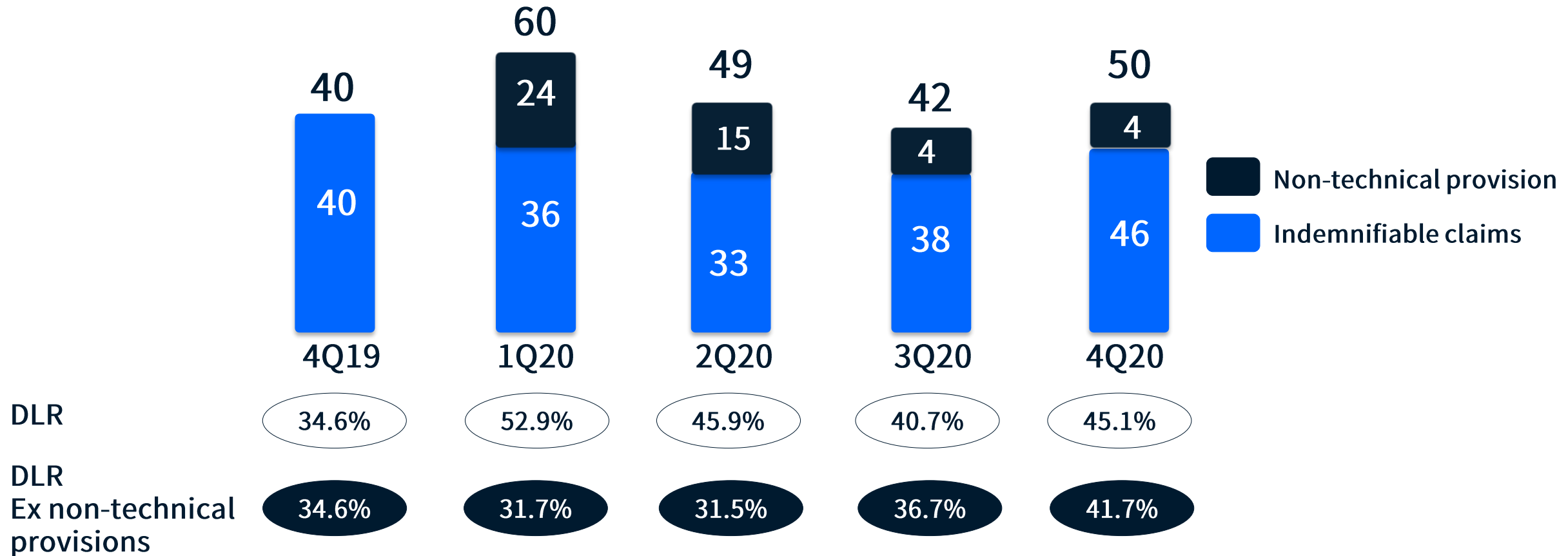
% Sales



Cost of Services: Indemnifiable claims, net and Provisions



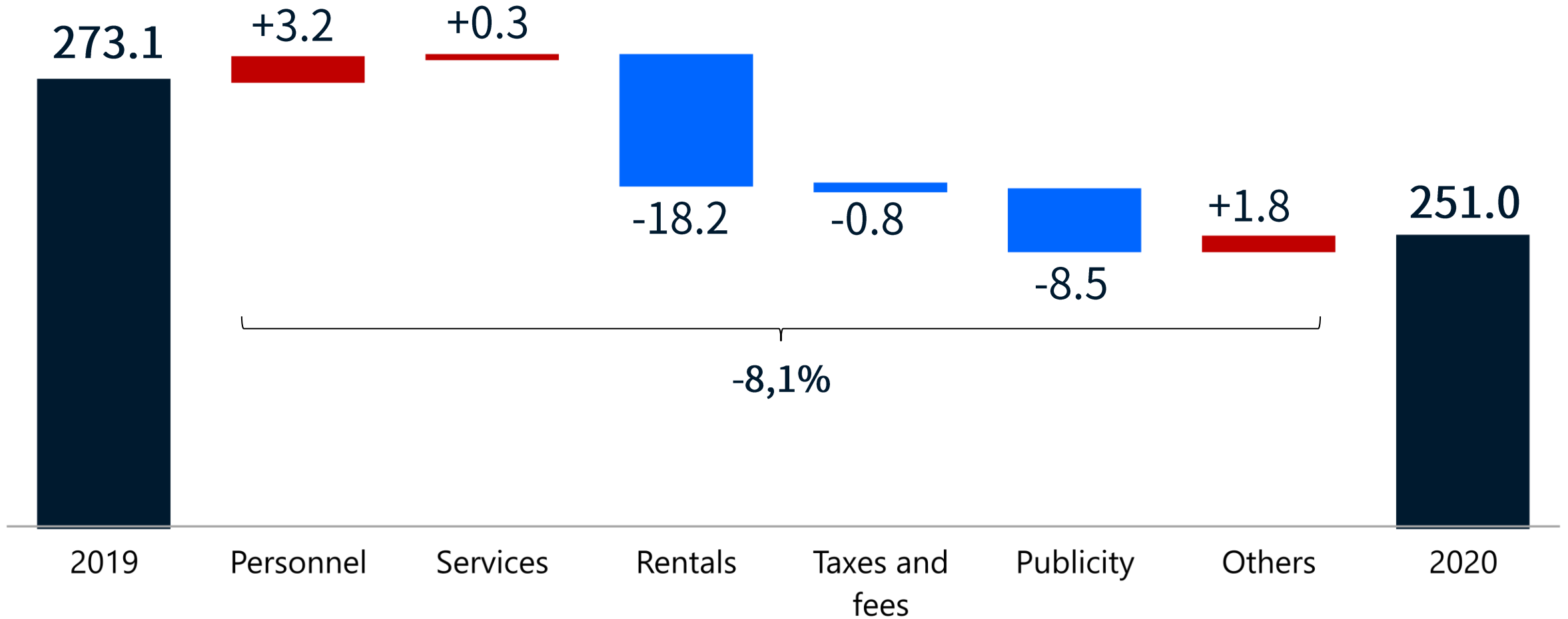
R\$ million % Sales



G&A 2019 x 2020



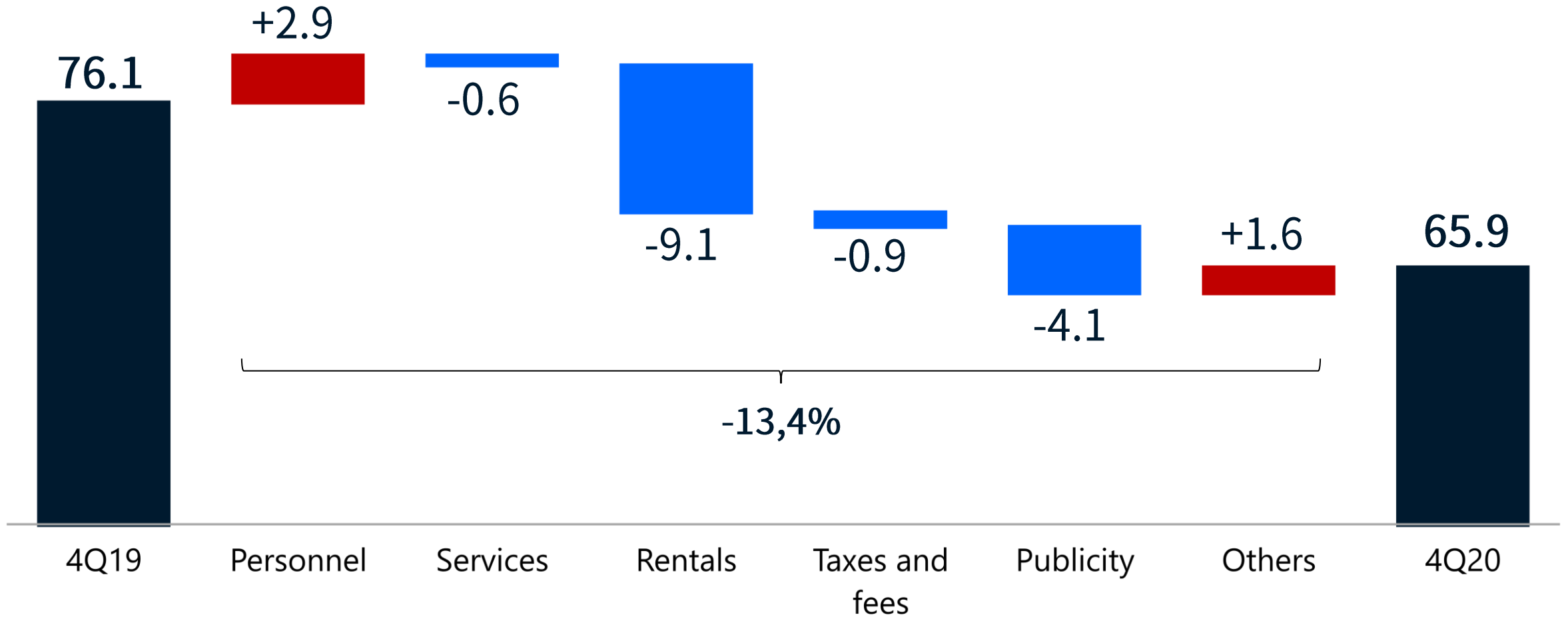
R\$ million % Sales



G&A 4Q19 x 4Q20



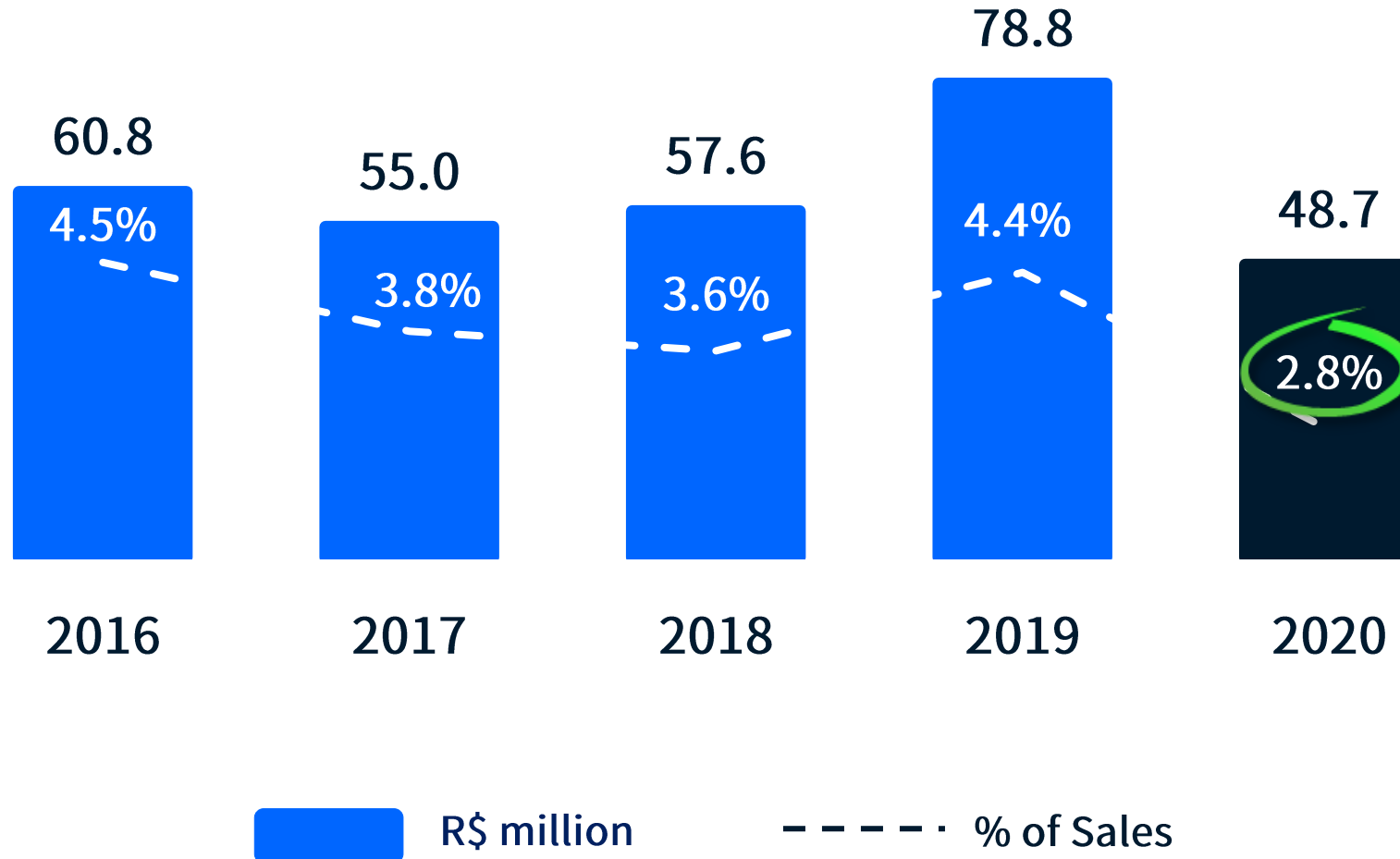
R\$ million % Sales





Allowance for doubtful receivables

R\$ million and % of Sales





Adjusted EBITDA: 2019 x 2020

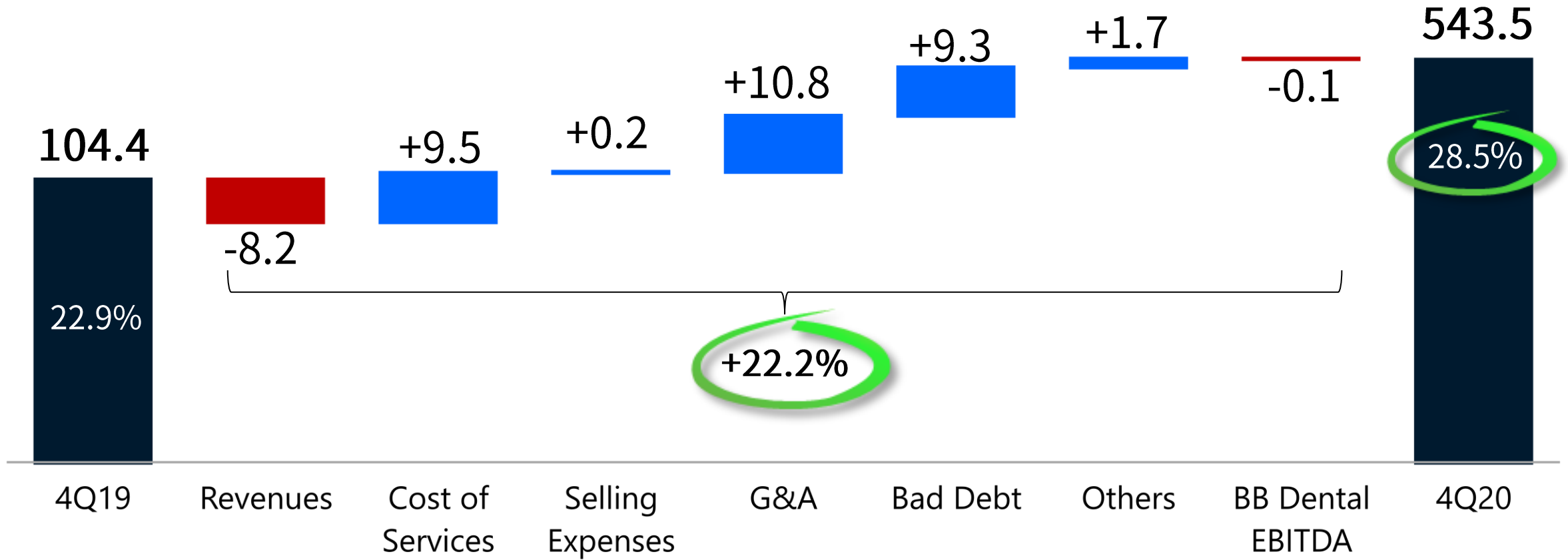
R\$ million % of Sales





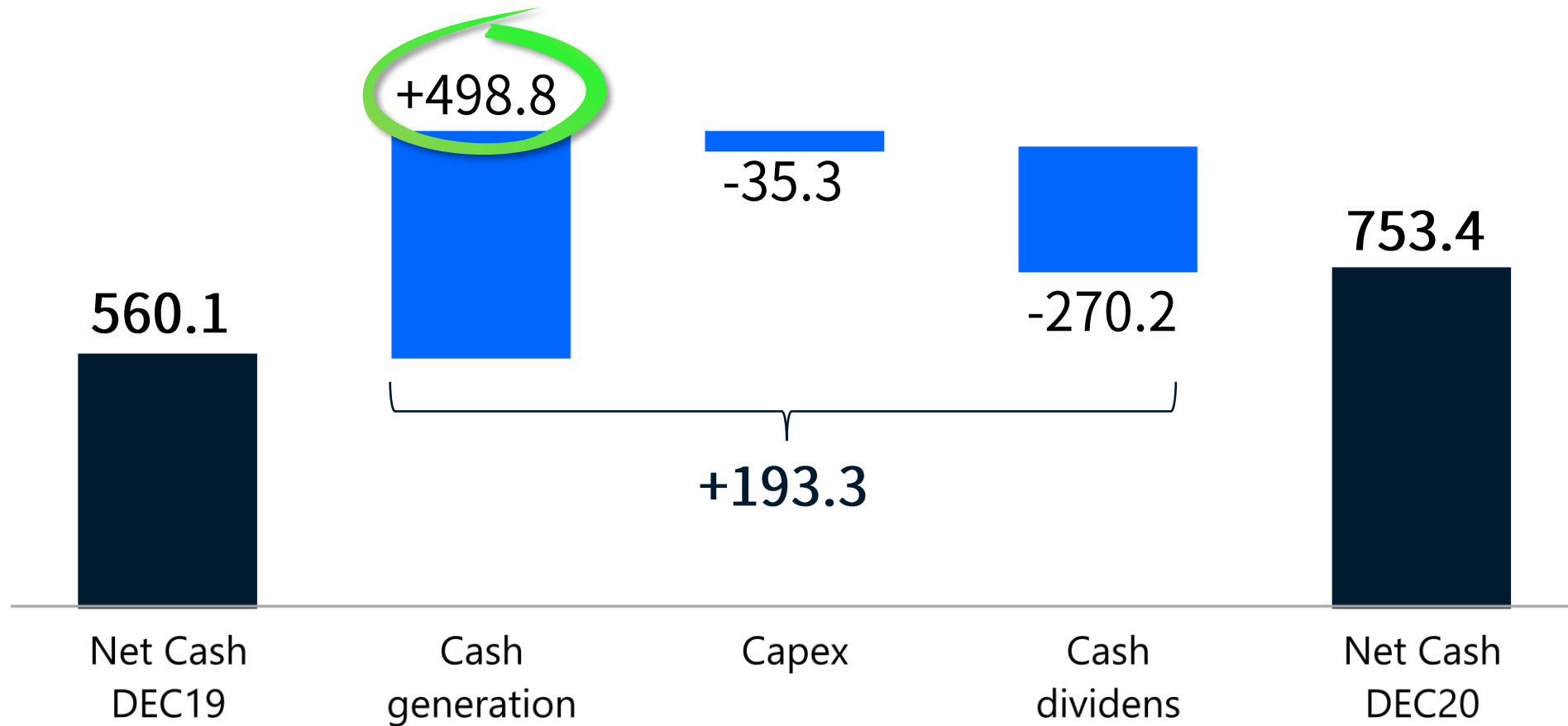
Adjusted EBITDA: 4Q19 x 4Q20

R\$ million % of Sales



Cash flow: 2019 x 2020

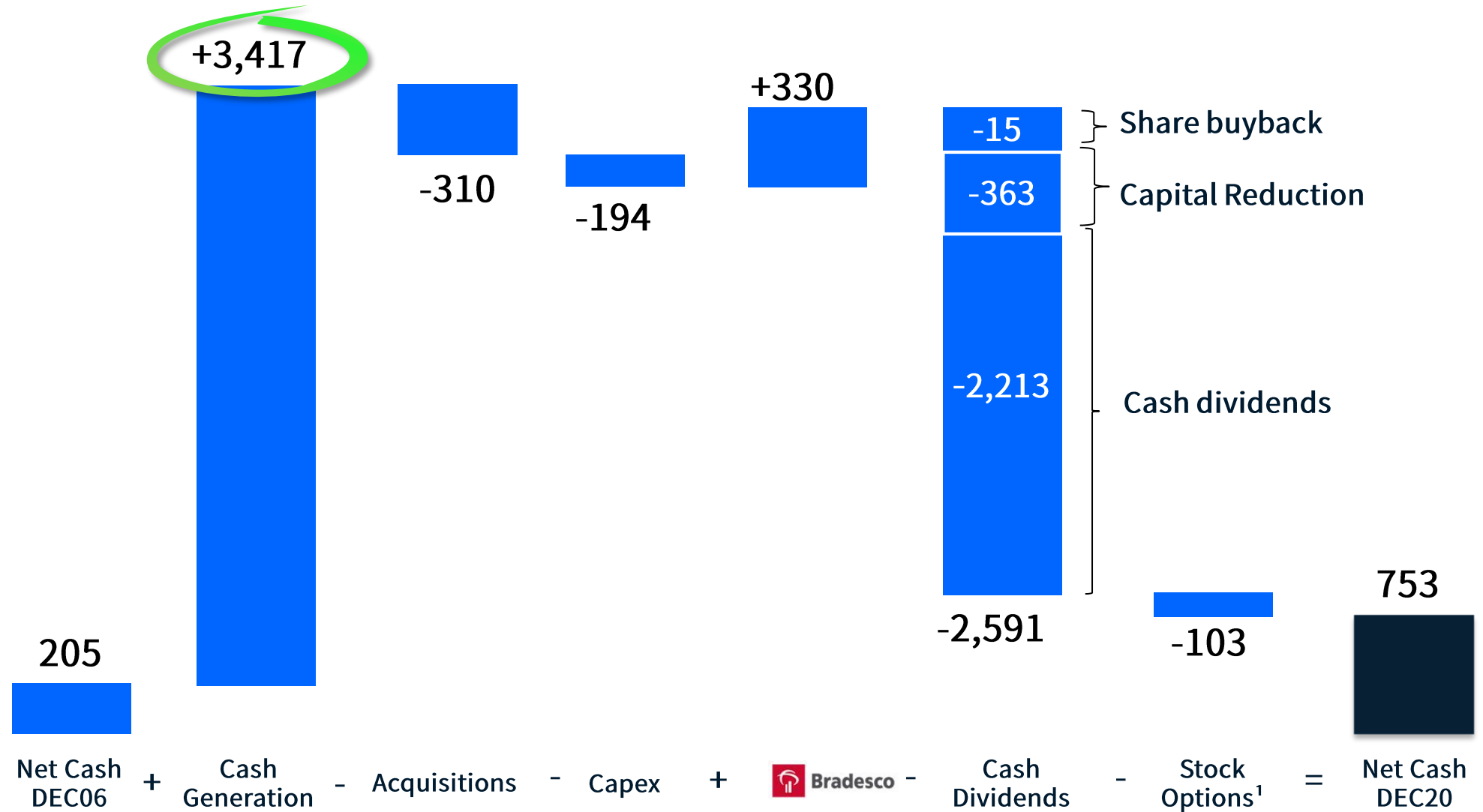
R\$ million





Cash flow since IPO: dividends our #1 priority

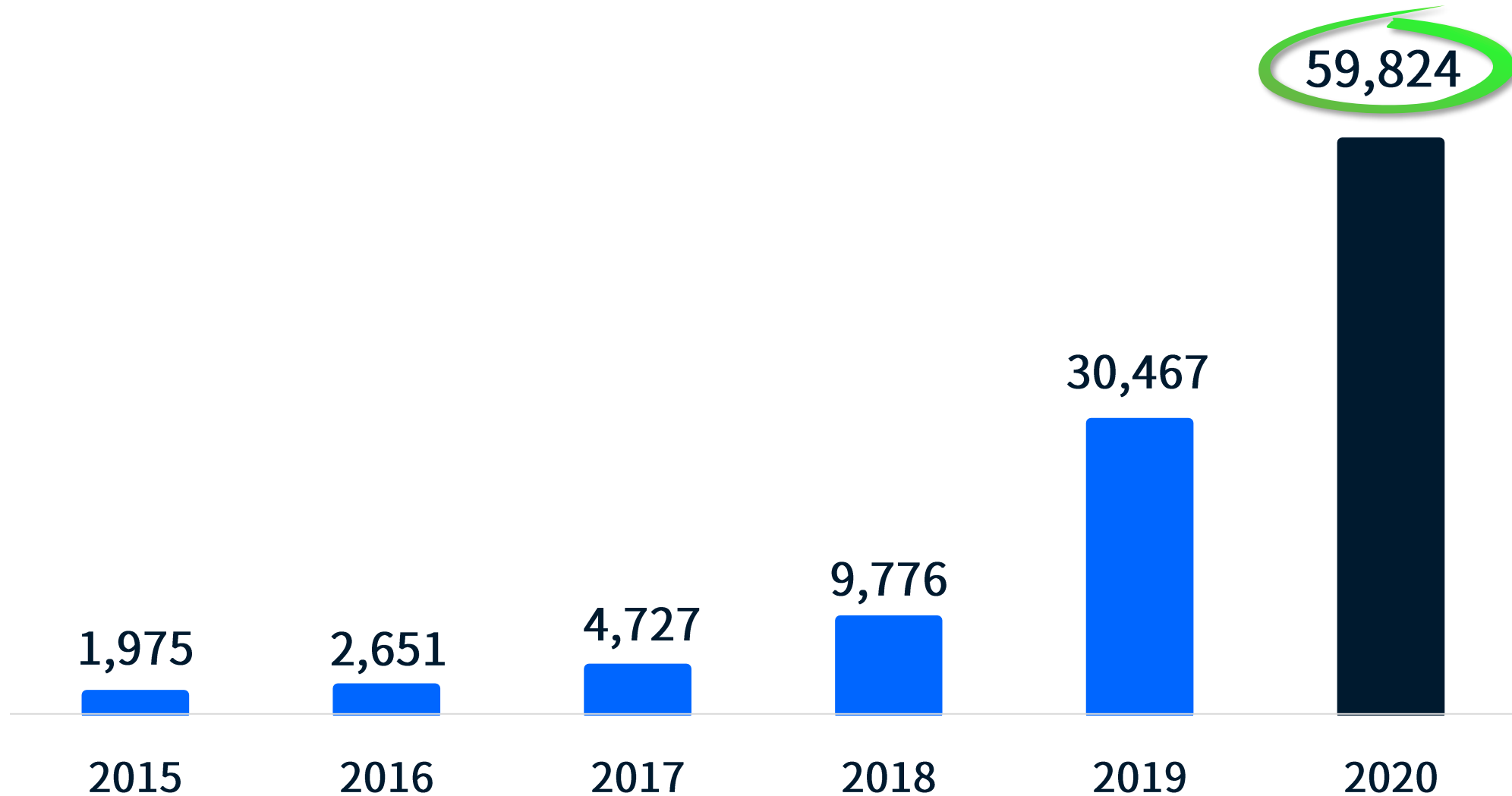
R\$ million



¹ Buyback Program

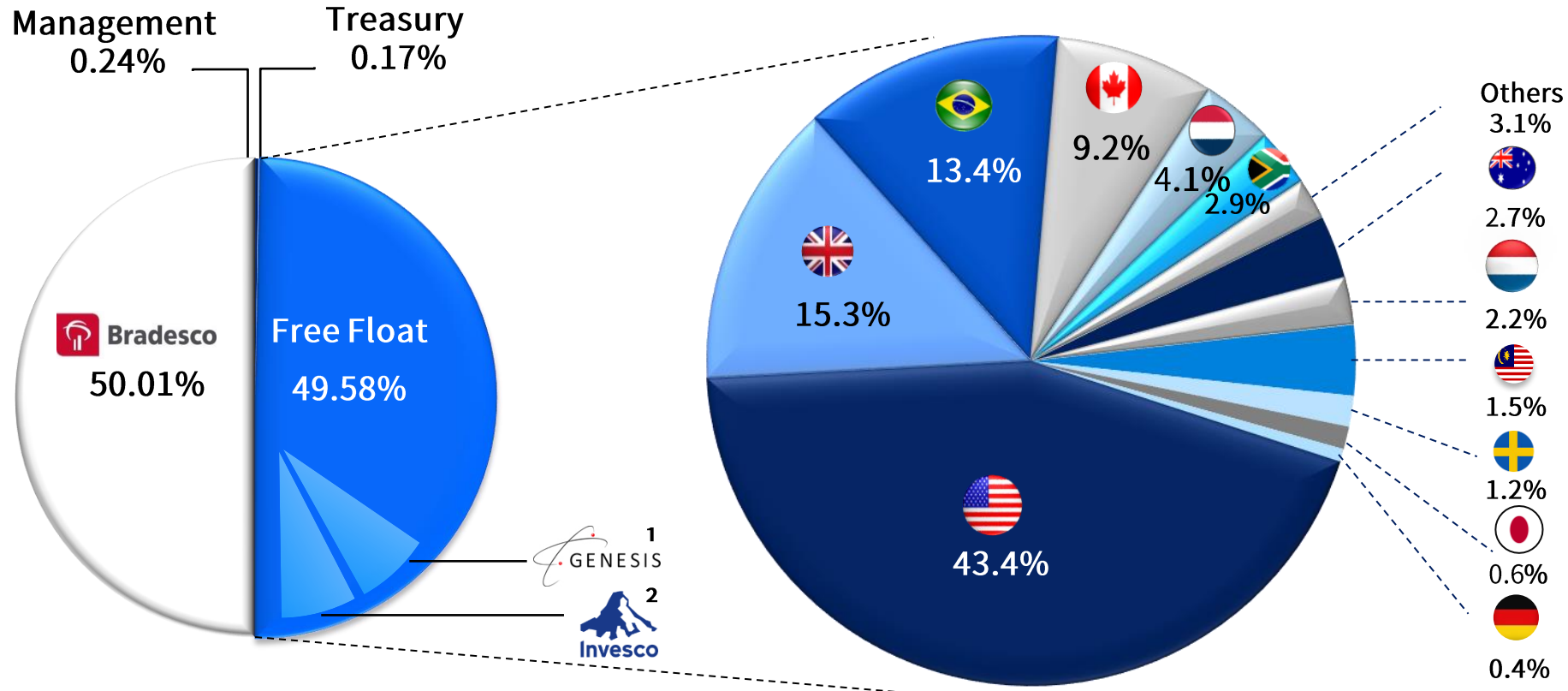


Increasing number of individual investors



Global shareholder structure: investors from more than 30 countries

DEC20



Total Capital

531,294,792 Shares

49% Free float

263,451,066 Shares

Source: OdontoPrev

¹as of Notice to the Market on May 12th, 2020

²as of Notice to the Market on Nov 03rd, 2020

Odontoprev as a member of International ESG Indexes



Odontoprev was confirmed as a FTSE4Good Index Series constituent, for the fourth consecutive year.



Odontoprev was included in the Bloomberg 2020 Gender-Equality Index (GEI) for the second time.

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