



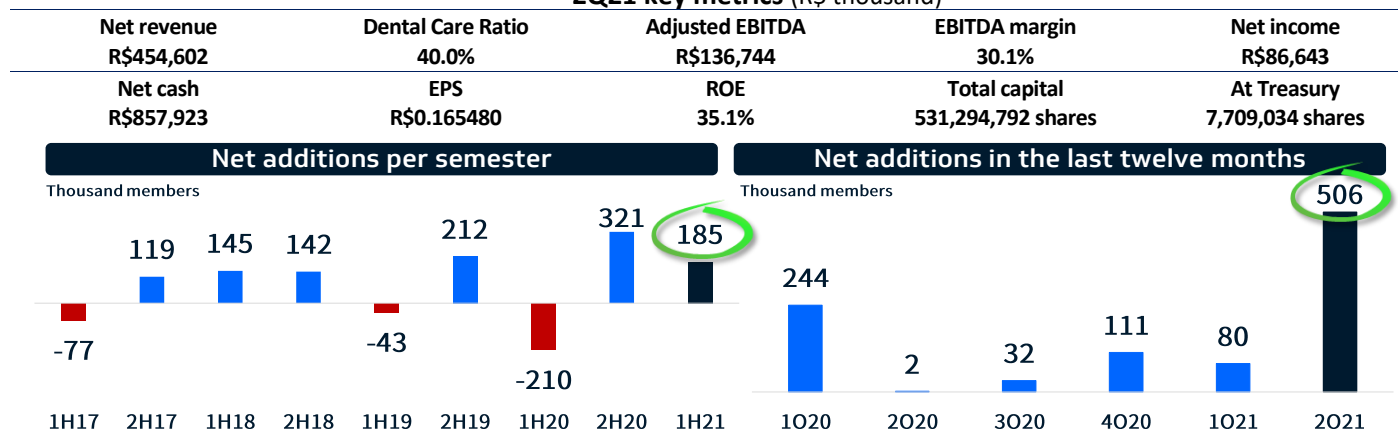
## 2Q21 Earnings Release

Net additions of 152 thousand new members in 2Q21, and 506 thousand in the last twelve months.

- Revenue up 1% QoQ and 5% YoY, with average ticket of R\$20.43, above peer companies;
- Dental Care Ratio of 40% in the quarter and LTM;
- 6M21 EBITDA grows 5% YoY, with a margin of 33%, 33% above 6M19. 6M21 EPS up 2% YoY and 22% over 6M19;

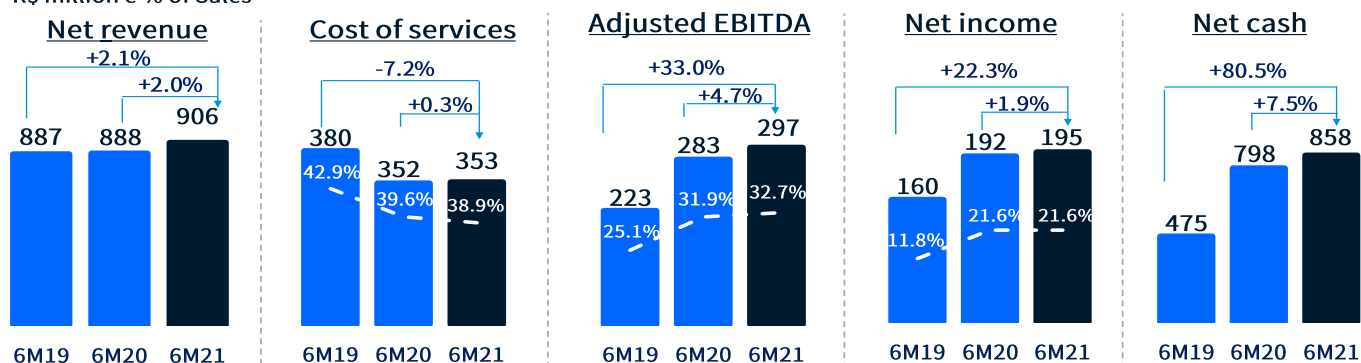
- 6.9 million shares repurchased in 2Q21, with an average cost of R\$13.05, an investment of R\$90 million;
- ESG: total carbon emissions since foundation were zeroed in 2Q21. The 2020 Annual ESG Report was published during the quarter.

### 2Q21 key metrics (R\$ thousand)



### Net revenue, cost of services, adjusted EBITDA, net income and net cash evolution

R\$ million e % of Sales



(R\$000, except otherwise specified)	2Q21	2Q20	Δ%	1Q21	Δ%	6M21	6M20	Δ%	6M19	Δ%	JUL20-JUN21	JUL19-JUN20	Δ%
Net operating revenue (NOR)	454,602	432,958	5.0	451,405	0.7	906,007	888,020	2.0	887,307	2.1	1,783,325	1,795,839	(0.7)
Average ticket (R\$/member/month)	20.43	20.53	(0.5)	20.69	(1.3)	20.48	21.07	(2.8)	21.22	(3.5)	20.64	21.55	(4.2)
Number of members	7,695,579	7,189,206	7.0	7,543,621	2.0	7,695,579	7,189,206	7.0	7,187,333	7.1	7,695,579	7,189,206	7.0
Organic net additions	151,958	(274,114)	-	33,472	-	185,430	(210,432)	-	(32,463)	-	506,373	1,873	-
Cost of services	181,634	143,321	26.7	171,051	6.2	352,685	351,791	0.3	380,249	(7.2)	717,715	769,866	(6.8)
Dental care ratio (%)	40.0	33.1	6.9 p.p.	37.9	2.1 p.p.	38.9	39.6	(0.7 p.p.)	42.9	(4.0 p.p.)	40.2	42.9	(2.7 p.p.)
SG&A (%)	24.7	24.0	0.7 p.p.	23.5	1.2 p.p.	24.1	24.8	(0.7 p.p.)	26.2	(2.1 p.p.)	24.9	25.9	(1.0 p.p.)
Bad debt (%)	2.8	3.0	(0.2 p.p.)	1.9	0.9 p.p.	2.4	3.0	(0.6 p.p.)	4.5	(2.1 p.p.)	2.4	3.7	(1.3 p.p.)
Adjusted EBITDA	136,744	170,927	(20.0)	159,853	(14.5)	296,598	283,176	4.7	223,036	33.0	556,945	478,601	16.4
Adjusted EBITDA margin (%)	30.1	39.5	(9.4 p.p.)	35.4	(5.3 p.p.)	32.7	31.9	0.8 p.p.	25.1	7.6 p.p.	31.2	26.7	4.5 p.p.
Net income	86,643	116,455	(25.6)	108,734	(20.3)	195,377	191,677	1.9	159,704	22.3	364,828	316,736	15.2
Net margin (%)	19.1	26.9	(7.8 p.p.)	24.1	(5.0 p.p.)	21.6	21.6	0.0 p.p.	18.0	3.6 p.p.	20.5	17.6	2.9 p.p.
Net cash	857,923	797,892	7.5	859,235	(0.2)	857,923	797,892	7.5	475,287	80.5	857,923	797,892	7.5



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15 years | B3  
Odontoprev

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## Income Statement

Odontoprev performs a regulated activity, and as such must present interim financial statements based on the Accounting Rules of the ANS, including accounting lines with names differing from those commonly used by companies from other sectors. Odontoprev's consolidated data on 2Q21, 2Q20, include Rede Dental (incorporated in 2021); DentalCorp and Care Plus (incorporated in 2008); Sepao; Prontodente and OdontoServ (incorporated in 2009); Bradesco Dental (incorporated in 2010), Easy Software; Adcon (incorporated in 2014); Dental Partner; Clidec; Clidec Participações; Odontoprev Serviços, Papaiz, Brasil Dental, Odontored (Mexico) and Odonto System (incorporated in 2019).

R\$000	2Q21	2Q20	6M21	6M20
(+) Payments net	467,101	451,288	934,366	921,976
(+) Sales of services and products	3,757	3,343	7,500	7,044
(+) Odontored (México)	6,867	3,586	12,554	8,378
<b>Gross operating revenue</b>	<b>477,725</b>	<b>458,217</b>	<b>954,420</b>	<b>937,399</b>
(-) Direct taxes on dental care operations	19,450	22,324	40,994	43,128
(-) Taxes on sales of services and products	3,673	2,935	7,419	6,250
<b>Net operating revenue</b>	<b>454,602</b>	<b>432,958</b>	<b>906,007</b>	<b>888,020</b>
<b>(-) Cost of services</b>	<b>188,772</b>	<b>134,120</b>	<b>355,012</b>	<b>342,006</b>
Indemnifiable claims, net	181,375	147,637	339,752	323,020
Odontored (México)	1,145	607	2,094	1,342
Payroll charges on services	-	2	-	3
Dental materials	2,052	1,531	4,877	2,918
Other operational costs and provisions/ reversals	(2,938)	(6,457)	5,962	24,508
Provisions/ reversals	(7,490)	(9,717)	(2,938)	17,730
Other operational costs	4,552	3,260	8,900	6,778
Incurred but Not Reported Provision (IBNR)	7,387	(8,946)	2,433	(9,805)
Odontored - Technical reserves	(249)	(254)	(106)	20
<b>Gross profit</b>	<b>265,830</b>	<b>298,838</b>	<b>550,995</b>	<b>546,014</b>
<b>(-) Selling expenses</b>	<b>47,659</b>	<b>47,711</b>	<b>94,192</b>	<b>97,889</b>
<b>(+) Other operating revenues</b>	<b>941</b>	<b>865</b>	<b>2,134</b>	<b>1,693</b>
<b>(-) General and Administrative Expenses</b>	<b>72,872</b>	<b>63,459</b>	<b>140,408</b>	<b>136,578</b>
<b>G&amp;A (adjusted at EBITDA base)</b>	<b>64,824</b>	<b>56,305</b>	<b>124,494</b>	<b>122,140</b>
Personnel	37,789	35,956	75,037	75,545
Third parties services	11,487	9,467	19,414	17,837
Rentals and post services	6,397	6,574	13,672	15,689
Publicity and advertising	3,411	1,573	5,574	2,130
Taxes and fees	2,562	2,358	5,001	6,336
Others	3,178	377	5,796	4,603
<b>G&amp;A (not adjusted at EBITDA base)</b>	<b>8,048</b>	<b>7,154</b>	<b>15,914</b>	<b>14,439</b>
Depreciation and amortization	6,727	5,879	13,167	11,853
Amortization of utilization rights	1,317	1,276	2,604	2,586
Mogidonto acquisition expenses	5	-	143	-
<b>(-) Other operating expenses</b>	<b>26,920</b>	<b>18,935</b>	<b>44,874</b>	<b>39,367</b>
Allowance for doubtful receivables	12,718	13,066	21,463	26,524
Profit sharing	6,227	3,108	13,136	7,752
Long term incentive plan	7,975	2,761	10,275	5,091
<b>(+) Equity in subsidiaries</b>	<b>1,519</b>	<b>971</b>	<b>3,463</b>	<b>2,530</b>
<b>Income before financial income (expenses) and taxes</b>	<b>120,839</b>	<b>170,569</b>	<b>277,118</b>	<b>276,403</b>
<b>(+) Net financial income</b>	<b>8,259</b>	<b>1,179</b>	<b>10,795</b>	<b>3,159</b>
<b>(+) Financial income</b>	<b>12,187</b>	<b>5,556</b>	<b>17,750</b>	<b>11,469</b>
<b>(-) Financial expenses</b>	<b>3,928</b>	<b>4,377</b>	<b>6,955</b>	<b>8,310</b>
Bank fees	1,185	1,262	2,319	2,575
Monetary restatement of provision of legal contingencies	247	264	540	945
Monetary restatement of social security reimbursement	76	44	122	156
Monetary restatement of financial provisions	126	123	204	281
Other financial expenses	2,294	2,684	3,770	4,353
<b>Income before taxes</b>	<b>129,098</b>	<b>171,748</b>	<b>287,913</b>	<b>279,562</b>
<b>(-) Income and social contribution tax</b>	<b>41,542</b>	<b>55,921</b>	<b>91,231</b>	<b>88,918</b>
(-) Current income and social contribution tax	33,616	50,775	84,017	85,937
(-) Deferred income and social contribution tax	7,926	5,146	7,214	2,981
<b>Net income before participation of minority shareholders</b>	<b>87,556</b>	<b>115,827</b>	<b>196,682</b>	<b>190,644</b>
(+) Participation of minority shareholders	(913)	628	(1,305)	1,033
<b>Net income</b>	<b>86,643</b>	<b>116,455</b>	<b>195,377</b>	<b>191,677</b>



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## ESG Metrics



In June, Odontoprev released the Annual ESG Report, based on the international guidelines established by the GRI (Global Reporting Initiative).



In July, Odontoprev was one of the 11 recommended companies in their ESG portfolio.



In 2Q21, the Company obtained the Amigo do Clima certificate, in which the total carbon emissions since the company's foundation in 1987 was zeroed.

Environmental key indicators	1Q20	2Q20	6M20	3Q20	4Q20	2020	1Q21	2Q21	6M21
Total consumption of electricity (kWh) [GRI-302]	235,613	141,141	376,754	172,685	184,644	734,083	196,925	155,177	352,102
Total consumption of water (m³) [GRI-303]	1,906	1,030	2,936	954	1,064	4,953	1,220	541	1,761
Greenhouse gas emissions per scope (tCO2e) [GRI 305]	142	30	173	42	58	272	94	42	136
Scope 1 - direct emissions (tCO2e)	19	1	20	1	1	21	7	1	8
Scope 2 - indirect emissions related to purchase of energy (tCO2e)	22	13	34	8	20	63	22	17	39
Scope 3 - indirect emissions from the value chain (tCO2e)	102	16	118	33	37	188	65	24	89
Waste Management [GRI 306]	1,948	283	2,231	794	842	3,867	666	557	1,223
Paper disposal (Kg)	1,139	187	1,326	406	486	2,218	460	411	871
Plastic disposal (Kg)	785	96	881	388	356	1,625	206	146	352
Aluminium disposal (Kg)	21	-	21	-	-	21	-	-	-
Glass disposal (Kg)	3	-	3	-	-	3	-	-	-

Personnel key indicators	1Q20	2Q20	6M20	3Q20	4Q20	2020	1Q21	2Q21	6M21
Total employees	2,146	2,079	2,079	2,076	1,991	1,991	1,939	1,926	1,926
Call Center employees	572	544	544	545	520	520	504	490	490

Total turnover	5.7%	3.9%	9.8%	3.0%	8.6%	21.9%	6.1%	5.8%	11.9%
Turnover without Call Center	6.0%	3.4%	9.5%	3.0%	9.2%	22.3%	7.0%	6.4%	13.4%
Call Center turnover	4.9%	5.3%	10.5%	2.9%	6.7%	20.8%	3.6%	3.9%	7.6%

[GRI G4-LA12]

Gender distribution

% Men	26.6%	26.6%	26.6%	26.9%	26.2%	26.2%	26.0%	26.3%	26.3%
% Women	73.4%	73.4%	73.4%	73.1%	73.8%	73.8%	74.0%	73.7%	73.7%

% Women at Strategic Management	43.7%	42.3%	42.3%	41.9%	42.3%	42.3%	42.6%	42.0%	42.0%
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[GRI G4-LA12]

Functional distribution

Statutory	0.8%	0.8%	0.8%	0.9%	0.9%	0.9%	0.9%	1.1%	1.1%
Strategic Management	3.3%	3.4%	3.4%	3.6%	3.6%	3.6%	3.5%	3.6%	3.6%
Tactical Management	4.7%	5.0%	5.0%	4.7%	4.6%	4.6%	4.8%	4.8%	4.8%
Specialist	20.3%	20.6%	20.6%	20.6%	21.1%	21.1%	21.9%	22.2%	22.2%
Administrative	25.8%	26.3%	26.3%	26.8%	27.6%	27.6%	27.5%	27.5%	27.5%
Back office	45.2%	43.9%	43.9%	43.4%	42.3%	42.3%	41.3%	40.7%	40.7%

[GRI G4-LA12]

Age distribution

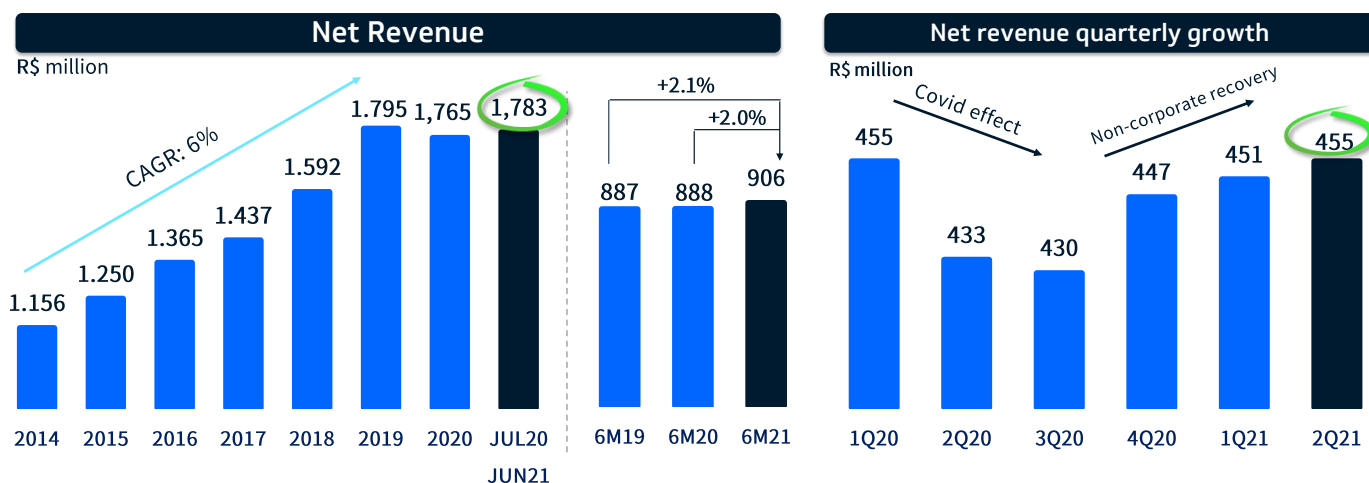
< 21 years	5.9%	7.2%	7.2%	5.8%	7.4%	7.4%	6.6%	6.2%	6.2%
21 - 29 years	34.6%	36.1%	36.1%	33.8%	33.0%	33.0%	32.3%	33.1%	33.1%
30 - 39 years	33.7%	31.9%	31.9%	35.2%	35.7%	35.7%	37.9%	35.0%	35.0%
40 - 49 years	17.5%	16.2%	16.2%	16.6%	16.0%	16.0%	15.4%	17.8%	17.8%
> 50 years	8.3%	8.6%	8.6%	8.6%	7.8%	7.8%	7.8%	7.9%	7.9%

## Operational and financial performance

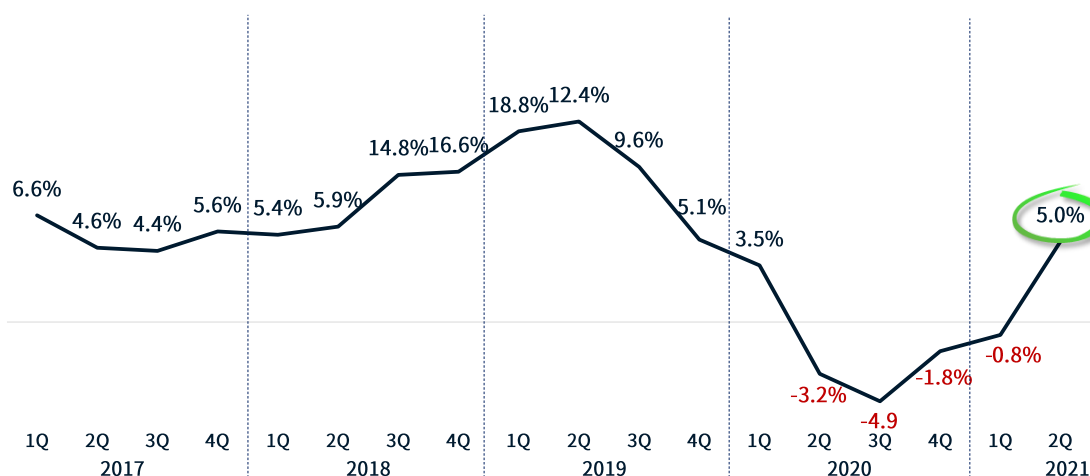
### Net operating revenue (NOR)

	2Q21		2Q20		Δ%	6M21		6M20		Δ%	6M19		Δ%
	R\$ 000	% Sales	R\$ 000	% Sales		R\$ 000	% Sales	R\$ 000	% Sales		R\$ 000	% Sales	
(+) Payments, net	467,101	102.7	451,288	104.2	3.5	934,366	103.1	921,976	103.8	1.3	917,674	103.4	1.8
(+) Sales of services and products	3,757	0.8	3,343	0.8	12.4	7,500	0.8	7,044	0.8	6.5	8,320	0.9	(9.9)
(+) Odontored (México)	6,867	1.5	3,586	0.8	91.5	12,554	1.4	8,378	0.9	49.8	9,762	1.1	28.6
<b>Gross operating revenue (GOR)</b>	<b>477,725</b>	<b>105.1</b>	<b>458,217</b>	<b>105.8</b>	<b>4.3</b>	<b>954,420</b>	<b>105.3</b>	<b>937,399</b>	<b>105.6</b>	<b>1.8</b>	<b>935,756</b>	<b>105.5</b>	<b>2.0</b>
(-) Direct taxes on dental care operations	19,450	4.3	22,324	5.2	(12.9)	40,994	4.5	43,128	4.9	(4.9)	41,889	4.7	(2.1)
(-) Taxes on sales of services and products	3,673	0.8	2,935	0.7	25.1	7,419	0.8	6,250	0.7	18.7	6,560	0.7	13.1
<b>Net operating revenue (NOR)</b>	<b>454,602</b>	<b>100.0</b>	<b>432,958</b>	<b>100.0</b>	<b>5.0</b>	<b>906,007</b>	<b>100.0</b>	<b>888,020</b>	<b>100.0</b>	<b>2.0</b>	<b>887,307</b>	<b>100.0</b>	<b>2.1</b>

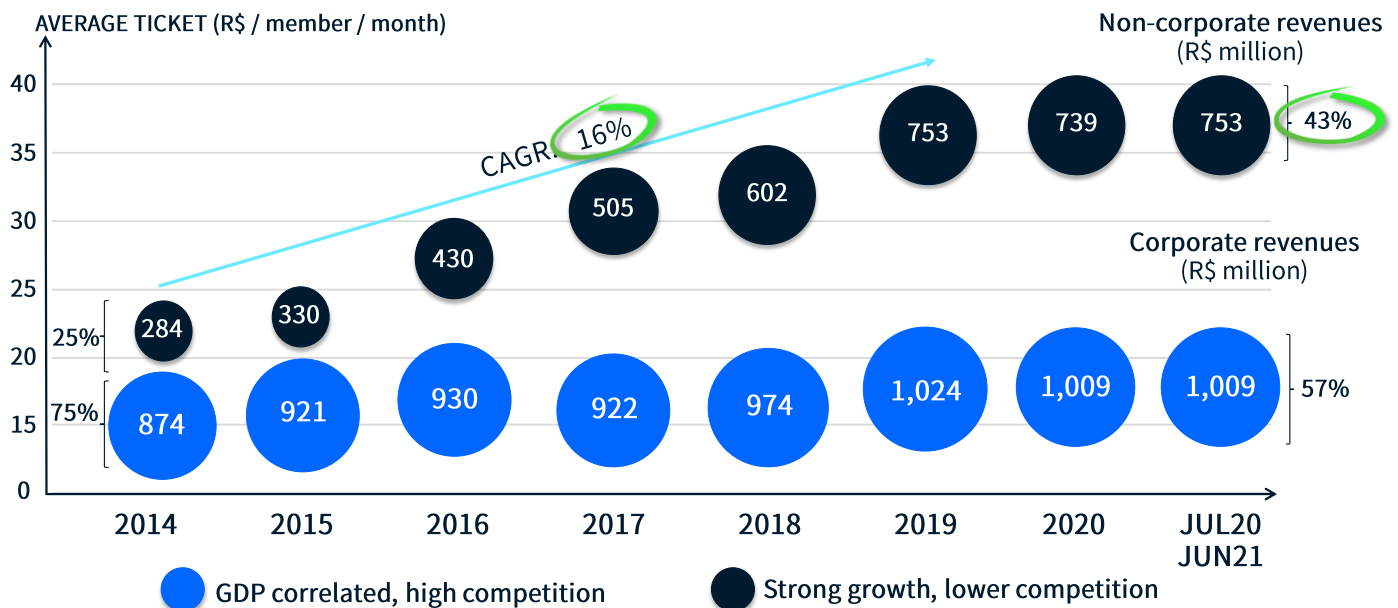
The consolidated net operating revenue (NOR) reached R\$454,602 in 2Q21, up 0.7% QoQ and 5.0% YoY. In the semester, net revenues were R\$906,007, 2.0% above the same period of last year.



### Organic net revenue annual growth (%)



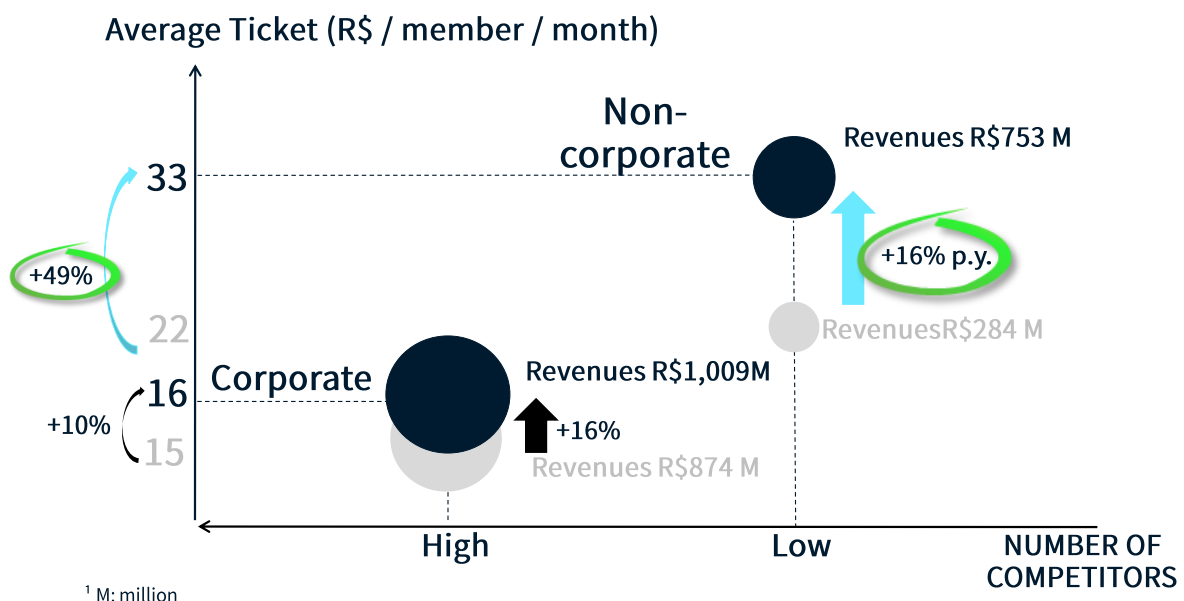
## Revenues and average ticket evolution per segment since 2014



Since 2014, revenue from the non-corporate segment, of SMEs and Individual Plans, presents a CAGR of 16%, coming from 25% of annual revenue to 43%, raising the average ticket, reducing the dental care ratio and maximizing the Company's exclusive distribution banking channels, in less competitive market niches.

## Revenues and average ticket per segment

JUL20-JUN21 x 2014



<sup>1</sup> M: million

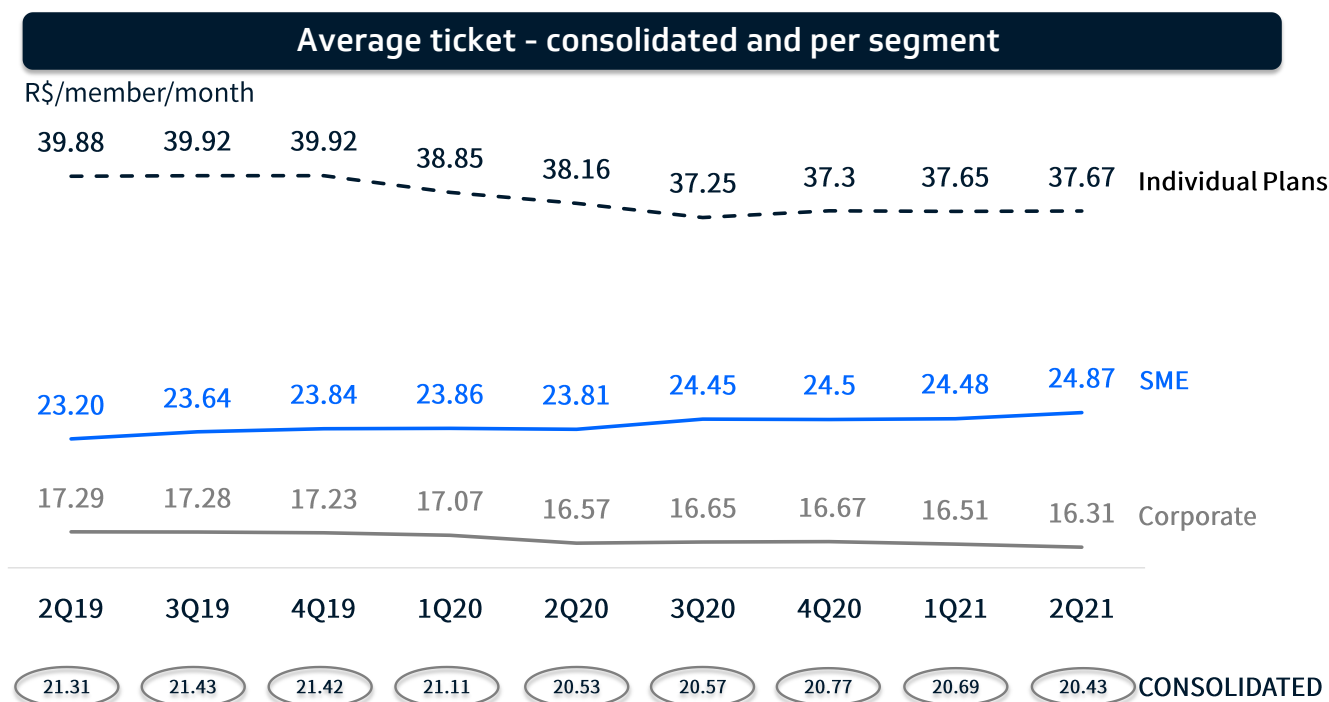
## (i) Consolidated Average Ticket

Average ticket calculation	2Q21	2Q20	Δ%	6M21	6M20	Δ%	6M19	Δ%
Payments, net R\$000 (A)	467,101	451,288	3.5	934,366	921,976	1.3	917,674	1.8
Average number of members (B)	7,620	7,326	4.0	7,603	7,294	4.2	7,209	5.5
<b>Average ticket (R\$/member/month) (A/B)/# of months</b>	<b>20.43</b>	<b>20.53</b>	<b>(0.5)</b>	<b>20.48</b>	<b>21.07</b>	<b>(2.8)</b>	<b>21.22</b>	<b>(3.5)</b>

The average ticket in 2Q21 was R\$20.43, 0.5% lower YoY.

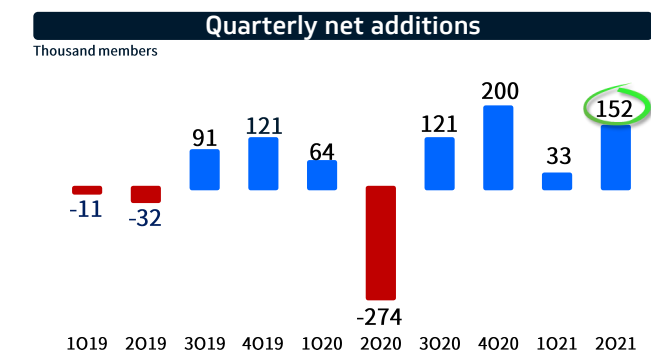
Average ticket calculation (ex-Brasildental portfolio)	2Q21	2Q20	Δ%	6M21	6M20	Δ%	6M19	Δ%
Payments, net R\$000 ex-Brasildental portfolio (A)	467,101	441,725	5.7	934,366	900,128	3.8	890,232	5.0
Average number of members ex-Brasildental portfolio (B)	7,089	6,789	4.4	7,075	6,760	4.7	6,656	6.3
<b>Average ticket (R\$/member/month) (A/B)/# of months</b>	<b>21.96</b>	<b>21.69</b>	<b>1.3</b>	<b>22.01</b>	<b>22.19</b>	<b>(0.8)</b>	<b>22.29</b>	<b>(1.3)</b>

Excluding the Brasildental portfolio and the equivalent net payments, the 2Q21 average ticket would have been R\$21.96, 1.3% higher than 2Q20.

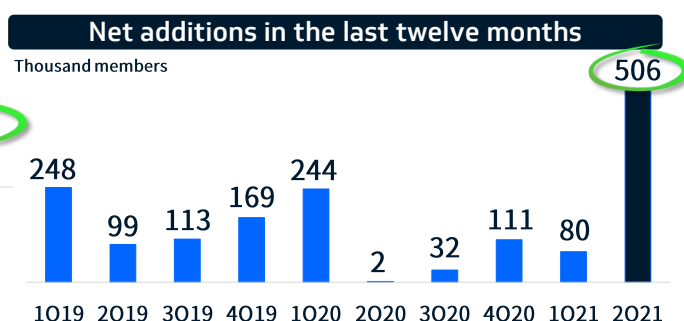
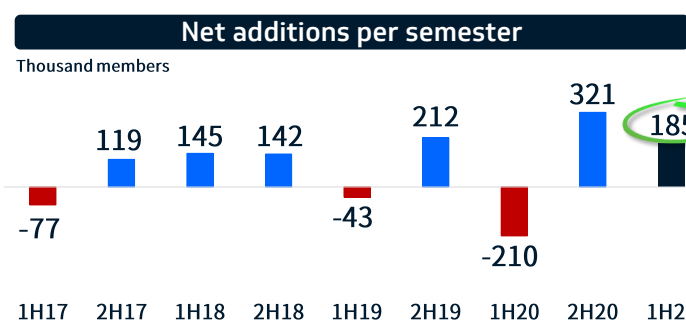




## (ii) Total number of members



Odontoprev reached 7,695,579 members, with net additions of 152 thousand new members in the quarter, 185 thousand lives in the semester and 506 thousand lives in the last twelve months.



The Corporate segment net addition totaled 145 thousand members in 2Q21. In the SME segment, the Bradesco channel, the largest portion of this portfolio, added 25 thousand new lives in the quarter and 117 thousand in the last twelve months. On Individual Plans, the bank channels represented 28 thousand new lives in the semester.

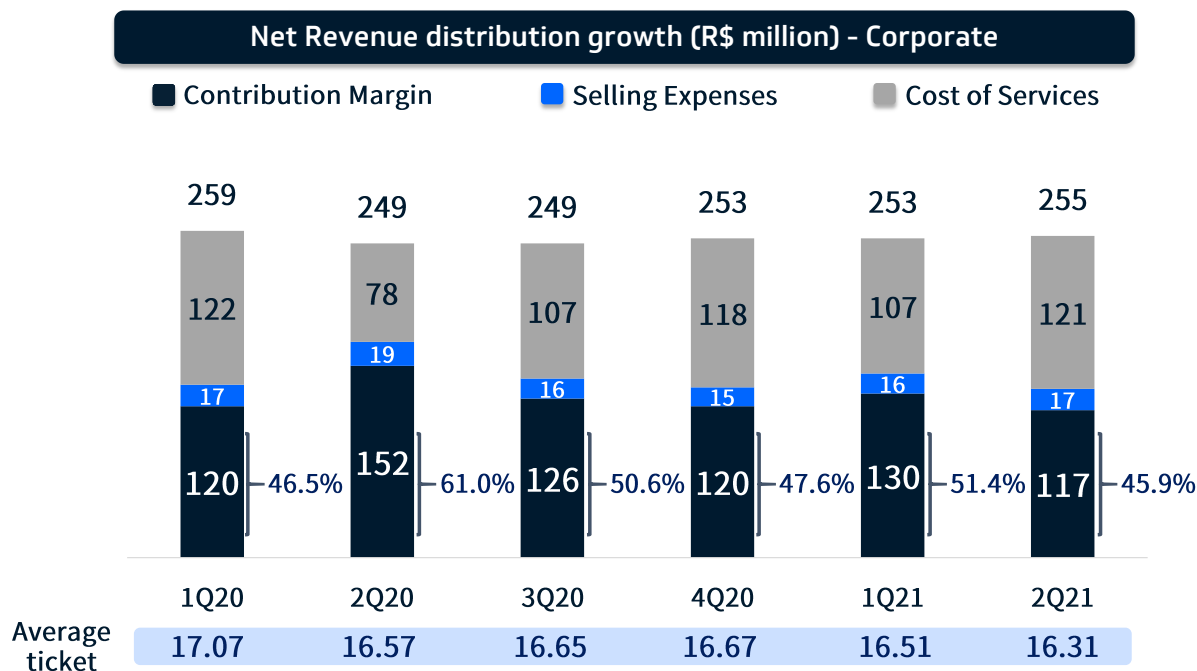
	Portfolio 4Q19	1Q20	2Q20	3Q20	4Q20	Portfolio 4Q20	1Q21	2Q21	Portfolio 2Q21
<b>Corporate</b>	5,228,988	76,999	(110,250)	1,871	121,117	5,318,725	16,490	144,649	5,479,864
<b>SME</b>	1,143,376	(7,506)	(69,974)	33,473	32,274	1,131,643	17,481	8,610	1,157,734
Bradesco	774,455	(3,188)	(35,223)	44,215	27,031	807,290	20,404	24,883	852,577
BB	81,469	(5,354)	(7,499)	(5,844)	443	63,215	(1,586)	(1,195)	60,434
Others <sup>1</sup>	287,452	1,036	(27,252)	(4,898)	4,800	261,138	(1,337)	(15,078)	244,723
<b>Individual Plans</b>	1,027,274	(5,811)	(93,890)	85,853	46,355	1,059,781	(499)	(1,301)	1,057,981
Bradesco	367,676	(1,188)	(16,845)	11,396	1,335	362,374	7,118	8,989	378,481
BB	51,789	(82)	(3,489)	5,763	2,426	56,407	9,156	3,128	68,691
Others <sup>1</sup>	607,809	(4,541)	(73,556)	68,694	42,594	641,000	(16,773)	(13,418)	610,809
<b>Total</b>	7,399,638	63,682	(274,114)	121,197	199,746	7,510,149	33,472	151,958	7,695,579

On Individual Plans, also includes Odontoprev, Odonto System and Retailers.



## Data by business segment

### Corporate segment

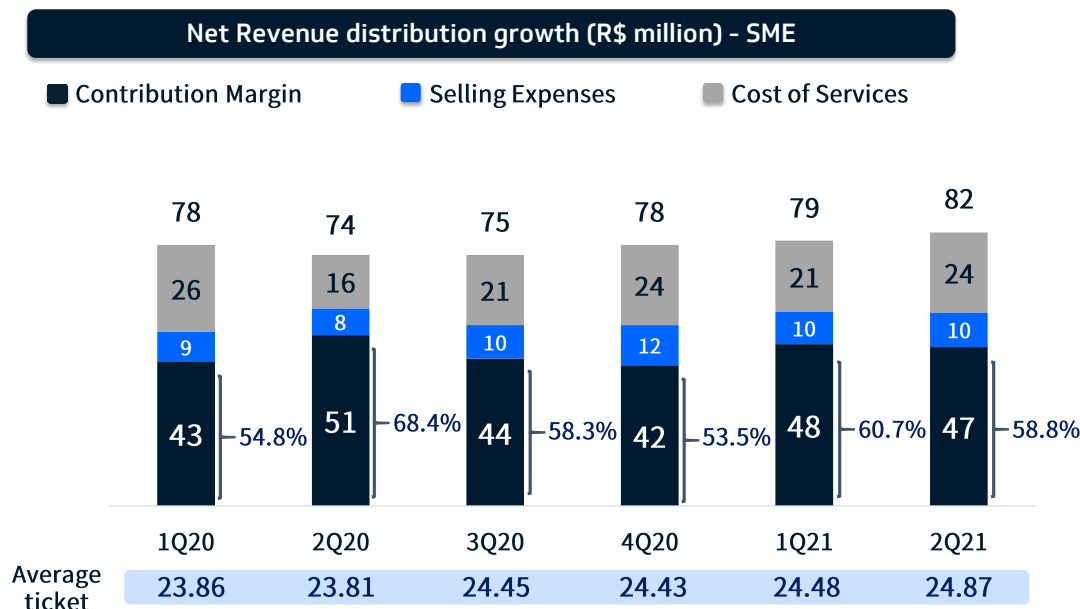


The contribution margin in the Corporate segment was R\$116,909 in the quarter, 23.0% below 2Q20, mainly due to the lower dental care ratio in the first months of the social distance in 2020. In the semester, the contribution margin reached R\$247,169, 9.2% lower than the previous period, and 10.3% above 6M19.

	2Q21	2Q20	Δ%	1Q21	Δ%	6M21	6M20	Δ%	6M19	Δ%	JUL20-JUN21	JUL19-JUN20	Δ%
Net operating revenue (NOR)	254,930	248,706	2.5	252,661	0.9	507,591	507,836	(0.0)	508,961	(0.3)	1,008,841	1,022,388	(1.3)
Average ticket	16.31	16.57	(1.6)	16.51	(1.2)	16.31	16.97	(3.9)	17.29	(5.7)	16.41	17.23	(4.8)
Number of members (000)	5,480	5,196	5.5	5,335	2.7	5,480	5,196	5.5	5,086	7.7	5,480	5,196	5.5
Organic net additions (000)	145	(110)	-	16	777.2	161	(33)	-	(54)	-	284	110	158.6
Cost of services	121,192	78,263	54.9	106,712	13.6	227,904	200,302	13.8	250,400	(9.0)	452,604	470,665	(3.8)
Dental care ratio (%)	47.5	31.5	16.0 p.p.	42.2	5.3 p.p.	44.9	39.4	5.5 p.p.	49.2	(4.3 p.p.)	44.9	46.0	(1.1 p.p.)
Cost of services / member / month	7.47	4.97	50.4	6.68	11.9	7.03	6.40	9.8	8.16	(13.8)	7.07	7.63	(7.4)
Selling expenses	16,829	18,626	(9.7)	15,688	7.3	32,517	35,245	(7.7)	34,532	(5.8)	63,018	65,497	(3.8)
Selling expenses (%)	6.6	7.5	(0.9 p.p.)	6.2	0.4 p.p.	6.4	6.9	(0.5 p.p.)	6.8	(0.4 p.p.)	6.2	6.4	(0.2 p.p.)
Contribution margin	116,910	151,817	(23.0)	130,260	(10.2)	247,170	272,289	(9.2)	224,029	10.3	493,219	486,226	1.4
Contribution margin (% NOR)	45.9	61.0	(15.1 p.p.)	51.6	(5.7 p.p.)	48.7	53.6	(4.9 p.p.)	44.0	4.7 p.p.	48.9	47.6	1.3 p.p.

Key metrics per segment, from 2017 to 2019 are available at Attachment V, page 35.

## SME



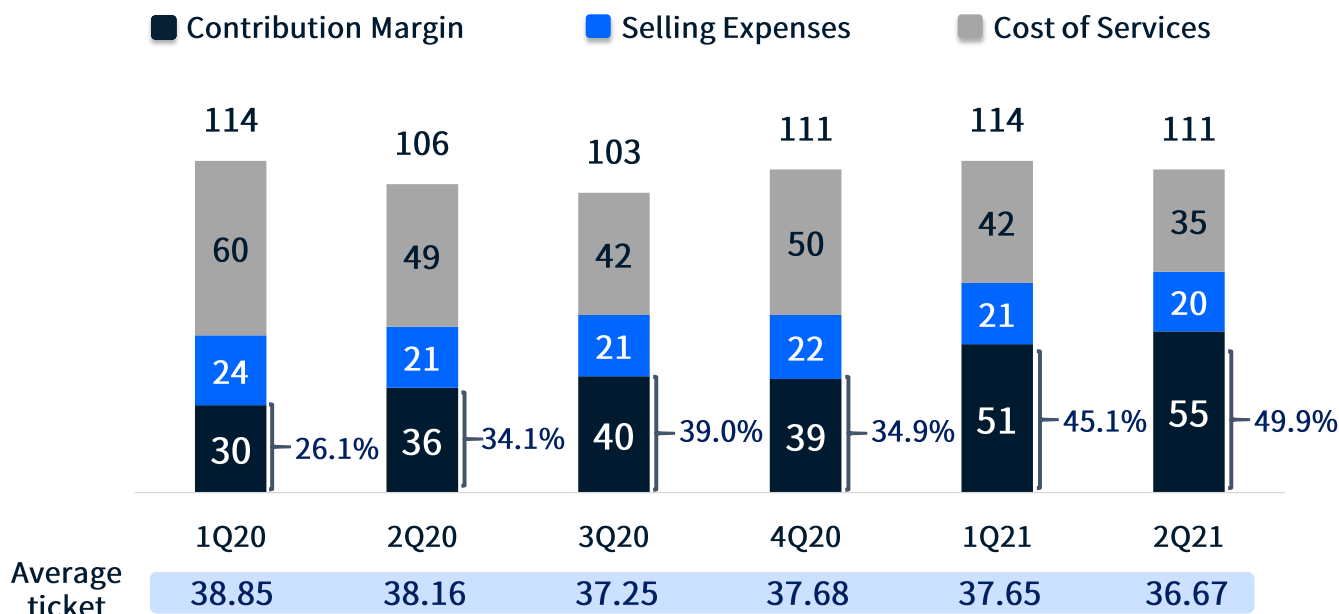
The SME contribution margin reached R\$47,454 in 2Q21, lower 6.7% YoY and 1.4% QoQ. In 6M21, the contribution margin totaled R\$95,573, 2.3% higher YoY, and 34.8% above 6M19.

	2Q21	2Q20	Δ%	1Q21	Δ%	6M21	6M20	Δ%	6M19	Δ%	JUL20-JUN21	JUL19-JUN20	Δ%
Net operating revenue (NOR)	81,703	74,395	9.8	79,241	3.1	160,944	151,949	5.9	144,335	11.5	313,779	304,642	3.0
Average ticket	24.87	23.81	4.5	24.48	1.6	24.73	24.17	2.3	22.90	8.0	24.81	24.65	0.7
Number of members (000)	1,158	1,066	8.6	1,149	0.7	1,158	1,066	8.6	1,099	5.4	1,158	1,066	8.6
Organic net additions (000)	9	(70)	-	17	(50.7)	26	(77)	-	(13)	-	92	(33)	-
Cost of services	23,927	15,601	53.4	21,511	11.2	45,438	41,176	10.4	54,906	(17.2)	90,918	98,943	(8.1)
Dental care ratio (%)	29.3	21.0	8.3 p.p.	27.1	2.2 p.p.	28.2	27.1	1.1 p.p.	38.0	(9.8 p.p.)	29.0	32.5	(3.5 p.p.)
Cost of services / member / month	6.91	4.72	46.4	6.29	10.0	6.62	6.21	6.5	8.28	(20.1)	6.81	7.62	(10.6)
Selling expenses	10,322	7,907	30.5	9,611	7.4	19,933	17,380	14.7	18,512	7.7	41,867	37,505	11.6
Selling expenses (%)	12.6	10.6	2.0 p.p.	12.1	0.5 p.p.	12.4	11.4	1.0 p.p.	12.8	(0.4 p.p.)	13.3	12.3	1.0 p.p.
Contribution margin	47,454	50,888	(6.7)	48,119	(1.4)	95,573	93,393	2.3	70,916	34.8	180,994	168,194	7.6
Contribution margin (% NOR)	58.1	68.4	(10.3 p.p.)	60.7	(2.6 p.p.)	59.4	61.5	(2.1 p.p.)	49.1	10.3 p.p.	57.7	55.2	2.5 p.p.

Key metrics per segment, from 2017 to 2019 are available at Attachment V, page 35.

## Individual Plans

### Net Revenue distribution growth (R\$ million) – Individual Plans



The Individual Plans contribution margin was R\$55,406 in 2Q21, up 53.4% YoY and 8.3% QoQ. In 6M21, the contribution margin reached R\$106,581, up 62.3% YoY and 6.7% over 6M19.

	2Q21	2Q20	Δ%	1Q21	Δ%	6M21	6M20	Δ%	6M19	Δ%	JUL20-JUN21	JUL19-JUN20	Δ%
Net operating revenue (NOR)	111,017	105,862	4.9	113,820	(2.5)	224,837	219,063	2.6	222,489	1.1	439,710	452,062	(2.7)
Average ticket	36.67	38.16	(3.9)	37.65	(2.6)	37.17	39.38	(5.6)	39.60	(6.1)	38.76	41.05	(5.6)
Number of members (000)	1,058	928	14.1	1,059	(0.1)	1,058	928	14.1	1,003	5.5	1,058	928	14.1
Organic net additions (000)	(1)	(94)	-	-	-	(2)	(100)	-	25	-	130	(75)	(273.0)
Cost of services	35,192	48,630	(27.6)	41,604	(15.4)	76,796	108,513	(29.2)	73,735	4.2	169,200	196,874	(14.1)
Dental care ratio (%)	31.7	45.9	(14.2 p.p.)	36.6	(4.9 p.p.)	34.2	49.5	(15.3 p.p.)	33.1	1.1 p.p.	38.5	43.6	(5.1 p.p.)
Cost of services / member / month	11.08	16.63	(33.4)	13.09	(15.3)	12.09	18.50	(34.7)	12.41	(2.6)	14.20	17.00	(16.4)
Selling expenses	20,419	21,123	(3.3)	21,041	(3.0)	41,460	44,885	(7.6)	48,870	(15.2)	84,682	95,879	(11.7)
Selling expenses (%)	18.4	20.0	(1.6 p.p.)	18.5	(0.1 p.p.)	18.4	20.5	(2.1 p.p.)	22.0	(3.6 p.p.)	19.3	21.2	(1.9 p.p.)
Contribution margin	55,406	36,109	53.4	51,175	8.3	106,581	65,665	62.3	99,884	6.7	185,828	159,308	16.6
Contribution margin (% NOR)	49.9	34.1	15.8 p.p.	45.0	4.9 p.p.	47.4	30.0	17.4 p.p.	44.9	2.5 p.p.	42.3	35.2	7.1 p.p.

Key metrics per segment, from 2017 to 2019 are available at Attachment V, page 35.

## Brasildental

(R\$000, except otherwise specified)	2Q21	2Q20	Δ%	6M21	6M20	Δ%	6M19	Δ%	JUL20-JUN21	JUL19-JUN20	Δ%
Net operating revenue (NOR)	28,650	27,590	3.8	56,743	56,198	1.0	58,053	(2.3)	111,785	113,614	(1.6)
Average ticket (R\$/member/month)	18.72	17.94	4.4	18.66	18.31	1.9	18.21	2.5	18.36	18.30	0.3
Number of members	526,510	530,769	(0.8)	526,510	530,769	(0.8)	546,414	(3.6)	526,510	530,769	(0.8)
Cost of services	12,138	9,636	26.0	23,164	21,967	5.4	27,506	(15.8)	46,650	49,708	(6.2)
SG&A	6,319	6,499	(2.8)	12,649	13,818	(8.5)	14,431	(12.4)	25,653	28,327	(9.4)
Selling expenses	2,389	2,437	(2.0)	4,799	5,236	(8.3)	6,220	(22.8)	9,929	11,112	(10.6)
Administrative expenses (G&A)	3,930	4,062	(3.2)	7,849	8,582	(8.5)	8,211	(4.4)	15,724	17,215	(8.7)
Other operating revenues	(3)	(4)	(39.3)	(3)	(19)	(83.3)	(50)	(93.7)	(3)	(39)	(92.6)
Bad debt	1,114	958	16.3	1,869	1,645	13.6	2,040	(8.4)	3,664	3,164	15.8
Profit sharing	133	122	8.7	264	188	40.5	198	33.3	442	333	32.9
EBITDA	8,950	10,381	(13.8)	18,800	18,599	1.1	13,928	35.0	35,383	32,122	10.2
EBITDA margin (%)	31.2	37.6	(6.4 p.p.)	33.1	33.1	(0.4 p.p.)	24.0	9.1 p.p.	31.7	28.3	3.4 p.p.
Net income	5,493	7,126	(22.9)	12,278	13,301	(7.7)	9,823	25.0	22,579	22,792	(0.9)

In the quarter, Brasildental EBITDA reached R\$8,950, 13.8% lower than 2Q20, with a 31.2% margin. Net income was R\$5,493 in 2Q21. In 6M21, Brasildental EBITDA was R\$18,800, 1.1% above the same period of the previous year, and 35.0% above 6M19, with a margin of 33.1%. Net income was R\$12,278 in the semester, 7.7% lower than 6M20, and 25.0% higher than 6M19.

### BRASIL DENTAL

### EBITDA and Net Income evolution

R\$ million and % of Sales



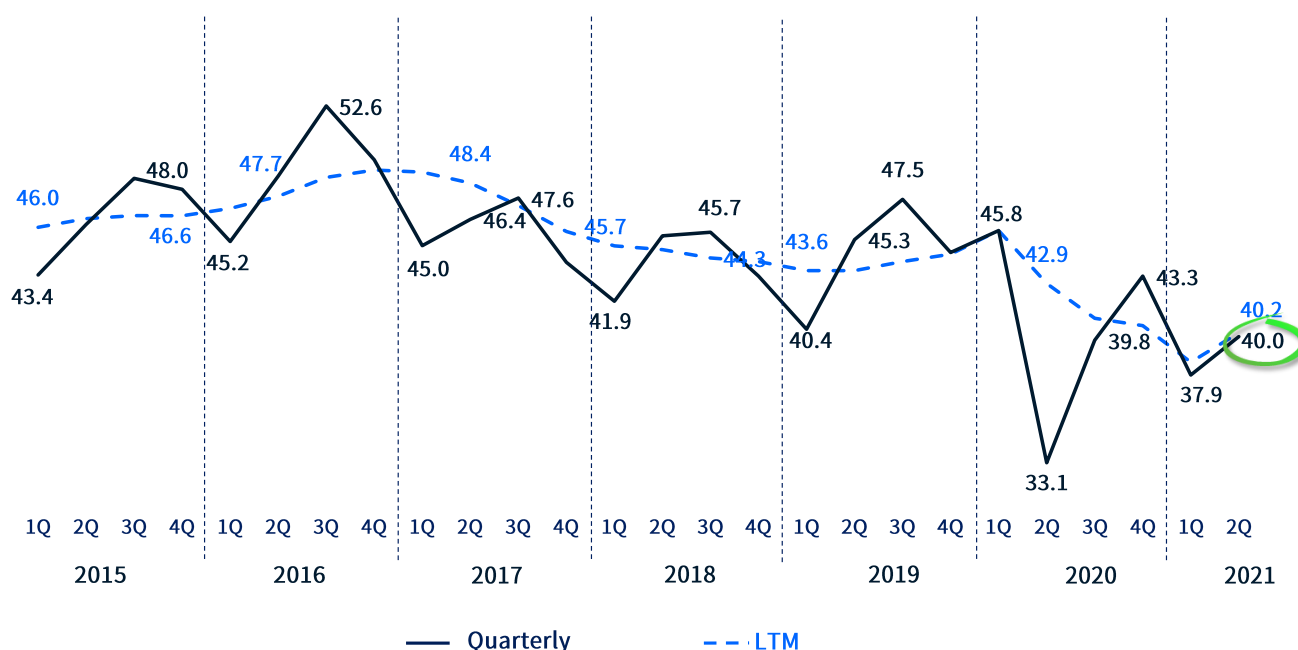
## Cost of services and dental care ratio

	2Q21		2Q20		Δ% p.p. Sales	6M21		6M20		Δ% p.p. Sales	6M19		Δ% p.p. Sales
	R\$ 000	% Sales	R\$ 000	% Sales		R\$ 000	% Sales	R\$ 000	% Sales		R\$ 000	% Sales	
<b>Cost of services (ex IBNR)</b>	<b>181,634</b>	<b>40.0</b>	<b>143,321</b>	<b>33.1</b>	<b>6.9</b>	<b>352,685</b>	<b>38.9</b>	<b>351,791</b>	<b>39.6</b>	<b>(0.7)</b>	<b>380,249</b>	<b>42.9</b>	<b>4.0</b>
Indemnifiable claims, net	181,375	39.9	147,637	34.1	5.8	339,752	37.5	323,020	36.4	1.1	367,008	41.4	3.9
Payroll charges on services	-	-	2	-	-	-	-	3	0.0	-	(34)	(0.0)	-
Dental materials	2,052	0.5	1,531	0.4	0.1	4,877	0.5	2,918	0.3	0.2	4,146	0.5	-
Other operational costs and Provisions/reversals	(2,938)	(.6)	(6,457)	(1.5)	0.9	5,962	0.7	24,508	2.8	(2.1)	7,921	0.9	0.2
Provisions/reversals	(7,490)	(1.6)	(9,717)	(2.2)	0.6	(2,938)	(.3)	17,730	2.0	(2.3)	1,198	0.1	0.1
Other operational costs	4,552	1.0	3,260	0.8	0.2	8,900	1.0	6,778	0.8	0.2	6,723	0.8	0.8
Odontored (México)	1,145	0.3	607	0.1	0.2	2,094	0.2	1,342	0.2	0.0	1,207	0.1	(0.1)

For comparison purposes, the IBNR Provision (Incurred but not Reported) and technical reversal (Odontored), were excluded from the Cost of Services. In 2Q21 there was a constitution of IBNR and technical reserves of R\$7,138, as compared to a reversal of R\$9.200 in 2Q20. In the semester, there was a constitution of IBNR and technical reserves of R\$2,327, as compared to a reversal of R\$9,785 in the previous period. (See Income Statement, page 3).

In 2Q21, the cost of services represented 40.0% of net revenues, 6.9 p.p. above 2Q20, due to the beginning of the pandemic effects one year ago. In the semester, the cost of services represented 38.9% of net revenues, 0.7 p.p. below the same period of the previous year and 4.0 p.p. lower than 6M19.

### Quarterly and LTM Cost of Services (% Sales)



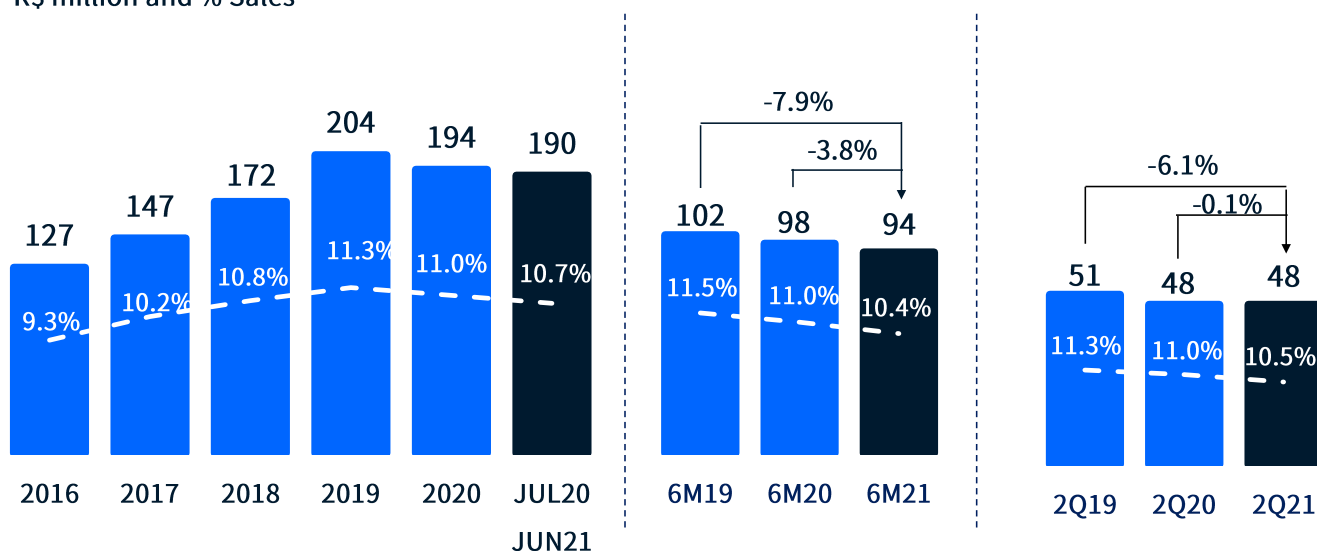
## Selling expenses

(R\$000)	2Q21	2Q20	Δ%	6M21	6M20	Δ%	6M19	Δ%
Selling expenses	47,659	47,711	(0.1)	94,192	97,889	(3.8)	102,221	(7.9)
Selling expenses (% Sales)	10.5	11.0	(0.5 p.p.)	10.4	11.0	(0.6 p.p.)	11.5	(1.1 p.p.)

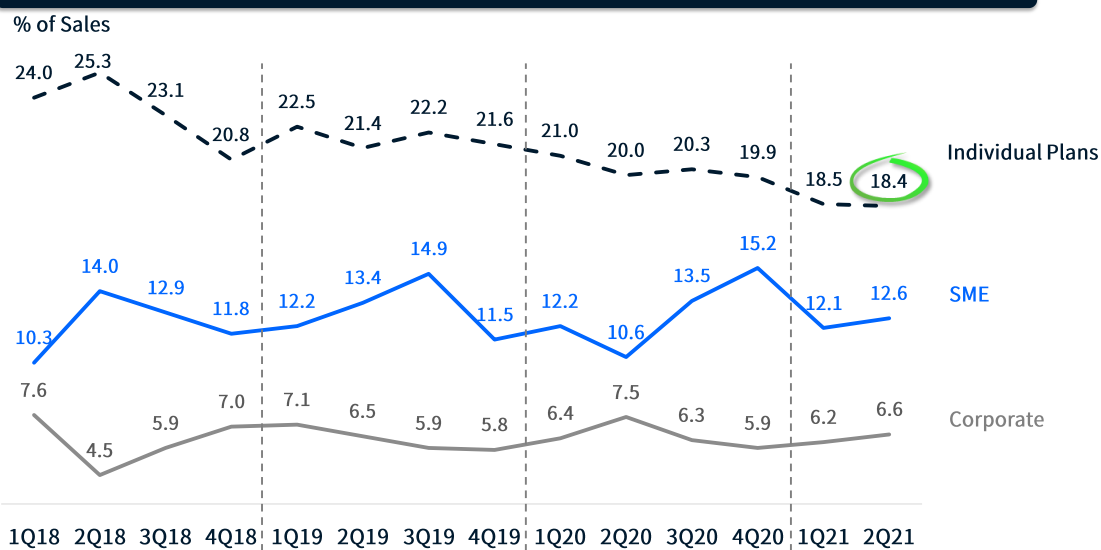
The selling expenses reached 10.5% of Sales in 2Q21, 0.5 p.p. below YoY. In the semester, selling expenses represented 10.4% of Sales, 0.6 p.p. lower YoY.

### Selling expenses

R\$ million and % Sales



### Selling expenses per segment



## Administrative expenses (G&A)

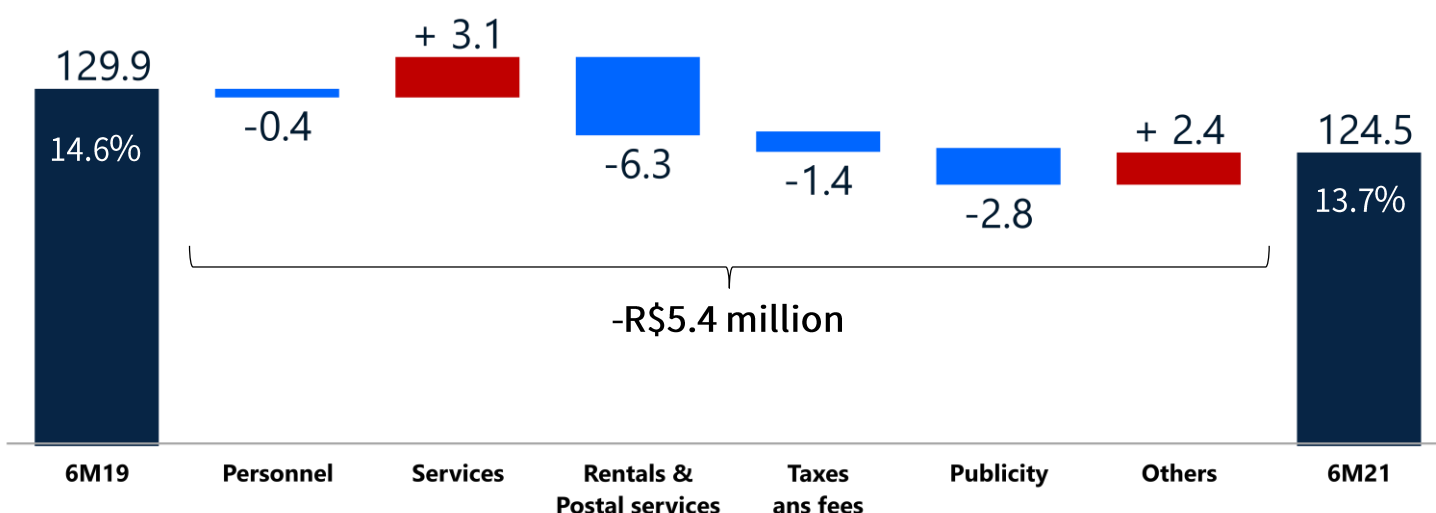
	2Q21		2Q20		Δ%	Δ% p.p. Sales	6M21		6M20		Δ%	Δ% p.p. Sales	6M19		Δ%	Δ% p.p. Sales
	R\$ 000	% Sales	R\$ 000	% Sales			R\$ 000	% Sales	R\$ 000	% Sales			R\$ 000	% Sales		
Personnel	37,789	8.3	35,956	8.3	5.1	-	75,037	8.3	75,544	8.5	(0.7)	(0.2)	75,488	8.5	(0.6)	(4.2)
Third parties services	11,487	2.5	9,467	2.2	21.3	0.3	19,414	2.1	17,837	2.0	8.8	0.1	16,320	1.8	19.0	(0.7)
Rentals and post services	6,397	1.4	6,574	1.5	(2.7)	(0.1)	13,672	1.5	15,689	1.8	(12.9)	(0.3)	20,007	2.3	(31.7)	(1.5)
Taxes and fees	2,562	0.6	2,358	0.5	8.6	0.1	5,001	0.6	6,336	0.7	(21.1)	(0.1)	6,360	0.7	(21.4)	(0.4)
Publicity and advertising	3,411	0.8	1,573	0.4	116.9	0.4	5,574	0.6	2,130	0.2	161.7	0.4	8,348	0.9	(33.2)	(0.6)
Others	3,178	0.7	377	0.1	742.9	0.6	5,796	0.6	4,603	0.5	25.9	0.1	3,375	0.4	71.7	(0.1)
<b>G&amp;A (adjusted at EBITDA base)</b>	<b>64,824</b>	<b>14.3</b>	<b>56,305</b>	<b>13.0</b>	<b>15.1</b>	<b>1.3</b>	<b>124,494</b>	<b>13.7</b>	<b>122,139</b>	<b>13.8</b>	<b>1.9</b>	<b>(0.1)</b>	<b>129,898</b>	<b>14.6</b>	<b>(4.2)</b>	<b>(7.4)</b>
Depreciation and amortization	6,727	1.5	5,879	1.4	14.4	0.1	13,167	1.5	11,853	1.3	11.1	0.2	10,164	1.1	29.5	(0.3)
Amortization of utilization rights	1,317	0.3	1,276	0.3	3.2	-	2,604	0.3	2,586	0.3	0.7	-	2,583	0.3	0.8	(0.1)
(+) Mogidonto acquisition expenses	5	-	-	-	-	-	143	-	-	-	-	-	-	-	-	-
ISS reversal expenses	-	-	-	-	-	-	-	-	-	-	-	-	232	-	-	-
<b>G&amp;A (not adjusted at EBITDA base)</b>	<b>8,048</b>	<b>1.8</b>	<b>7,154</b>	<b>1.7</b>	<b>12.5</b>	<b>0.1</b>	<b>15,914</b>	<b>1.8</b>	<b>14,439</b>	<b>1.6</b>	<b>10.2</b>	<b>0.2</b>	<b>12,979</b>	<b>1.5</b>	<b>22.6</b>	<b>(0.6)</b>
<b>Total administrative expenses (G&amp;A)</b>	<b>72,872</b>	<b>16.0</b>	<b>63,459</b>	<b>14.7</b>	<b>14.8</b>	<b>1.3</b>	<b>140,408</b>	<b>15.5</b>	<b>136,577</b>	<b>15.4</b>	<b>2.8</b>	<b>0.1</b>	<b>142,877</b>	<b>16.1</b>	<b>(1.7)</b>	<b>(8.0)</b>

## G&A (included in the adjusted EBITDA base)

The administrative expenses came from 13.0% of Sales in 2Q20 to 14.3% in 2Q21. In the semester, the administrative expenses were R\$124,494, same level of the previous year, 4.2% lower than 6M19.

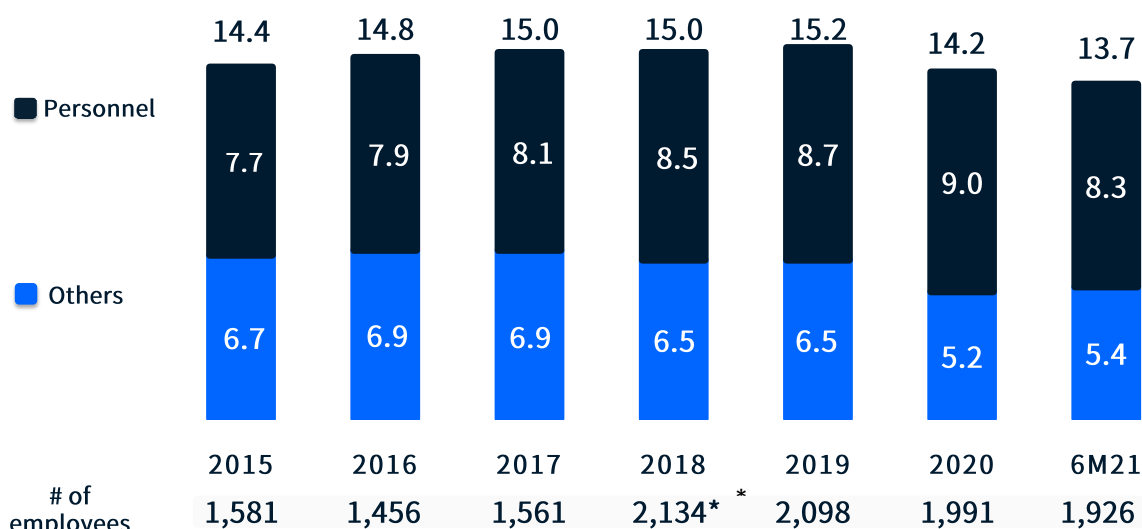
### G&A 6M21 x 6M19 (pre pandemic)

R\$ million





## G&A (% Sales)



\*Acquisition of Odonto System

## Allowance for doubtful receivables

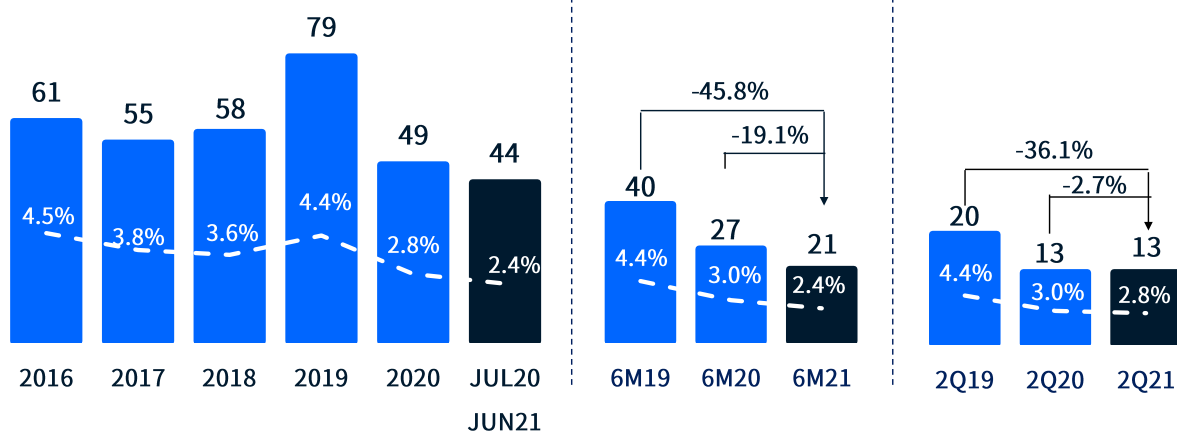
Allowance for doubtful receivables	2Q21	2Q20	Δ%	6M21	6M20	Δ%	6M19	Δ%
R\$ 000	12,718	13,066	(2.7)	21,463	26,524	(19.1)	39,616	(45.8)
% Sales	2.8	3.0	(0.2 p.p.)	2.4	3.0	(0.6 p.p.)	4.5	(2.1 p.p.)

The Allowance for doubtful receivables is calculated considering overdue invoices (60 days for individual plans and 90 days for corporate plans), plus an average percentage of historical losses.

The Allowance for doubtful receivables was 2.8% of Sales in 2Q21, lower 0.2 p.p. YoY and 0.6 p.p. in the semester.

## Allowance for doubtful receivables

R\$ million and % of Sales



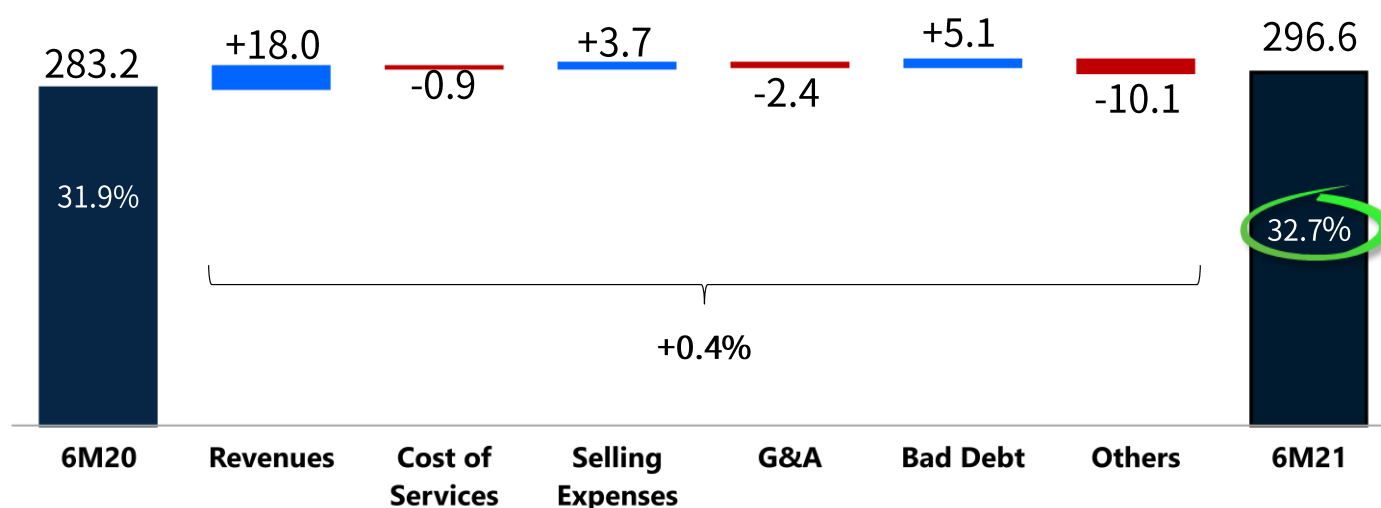
## EBITDA and Adjusted EBITDA

	2Q21		2Q20		Δ% p.p. Sales	Δ%	6M21		6M20		Δ% p.p. Sales	Δ%	6M19		Δ% p.p. Sales	Δ%
	R\$ 000	% Sales	R\$ 000	% Sales			R\$ 000	% Sales	R\$ 000	% Sales			R\$ 000	% Sales		
<b>Net Income</b>	<b>86,643</b>	<b>19.1</b>	<b>116,455</b>	<b>26.9</b>	<b>(7.8)</b>	<b>(25.6)</b>	<b>195,377</b>	<b>21.6</b>	<b>191,677</b>	<b>21.6</b>	-	1.9	<b>159,704</b>	<b>18.0</b>	<b>(16.1)</b>	<b>22.3</b>
(+) Current income and social contribution tax	33,616	7.4	50,775	11.7	(4.3)	(33.8)	84,017	9.3	85,937	9.7	(0.4)	(2.2)	66,112	7.5	(9.7)	27.1
(+) Deferred income and social contribution tax	7,926	1.7	5,146	1.2	0.5	-	7,214	0.8	2,981	0.3	0.5	-	3,489	0.4	-	106.8
(-) Financial income	12,187	2.7	5,556	1.3	1.4	119.3	17,750	2.0	11,469	1.3	0.7	54.8	16,856	1.9	52.9	5.3
(+) Financial expenses	3,928	0.9	4,377	1.0	(0.1)	(10.3)	6,955	0.8	8,310	0.9	(0.1)	(16.3)	6,411	0.7	(17.0)	8.5
(+) Stock option	-	-	-	-	-	-	-	-	-	-	-	-	1,697	0.2	-	-
(-) Participation of minority shareholders	(913)	(0.2)	628	-	-	-	(1,305)	(0.1)	1,033	-	-	-	(845)	-	-	54.4
(+) Depreciation and amortization	6,727	1.5	5,879	1.4	0.1	14.4	13,167	1.5	11,853	1.3	0.2	11.1	10,164	1.1	10.0	29.5
(+) Amortization of utilization rights	1,317	0.3	1,276	0.3	-	-	2,604	0.3	2,586	0.3	-	-	2,583	0.3	(0.3)	0.8
(-) Equity in subsidiaries	1,519	0.3	971	0.2	0.1	56.5	3,463	0.4	2,530	0.3	0.1	36.9	2,346	0.3	36.6	47.6
<b>EBITDA</b>	<b>127,364</b>	<b>28.0</b>	<b>176,752</b>	<b>40.8</b>	<b>(12.8)</b>	<b>(27.9)</b>	<b>289,426</b>	<b>31.9</b>	<b>288,312</b>	<b>32.5</b>	<b>(0.6)</b>	<b>0.4</b>	<b>231,802</b>	<b>26.1</b>	<b>(25.7)</b>	<b>24.9</b>
Incurred But Not Reported Provision - IBNR	7,387	1.6	(8,946)	(2.1)	3.7	-	2,433	0.3	(9,805)	(1.1)	1.4	-	1,074	0.1	-	126.6
Odontore - Technical reserves	(249)	-	(254)	(0.1)	0.1	(1.8)	(106)	-	20	-	-	-	(11)	-	-	-
(+) Brásilental EBITDA Pro Forma	2,237	0.5	3,375	0.8	(0.3)	(33.7)	4,700	0.5	4,650	0.5	-	1.1	3,740	0.4	0.7	25.7
(-) ISS reversal	-	-	-	-	-	-	-	-	-	-	-	-	(13,568)	-	-	-
(+) Mogidonto acquisition expenses	5	0.0	-	-	-	-	143	-	-	-	-	-	-	-	-	-
<b>Adjusted EBITDA</b>	<b>136,744</b>	<b>30.1</b>	<b>170,927</b>	<b>39.5</b>	<b>(9.4)</b>	<b>(20.0)</b>	<b>296,598</b>	<b>32.7</b>	<b>283,176</b>	<b>31.9</b>	<b>0.8</b>	<b>4.7</b>	<b>223,036</b>	<b>25.1</b>	<b>(20.4)</b>	<b>33.0</b>

Adjusted EBITDA reached R\$136,744 in 2Q21, 9.4% below 2Q20, with an EBITDA margin of 30.1%. In the semester, adjusted EBITDA was R\$296,598, up 4.7% YoY and 33.0% over 6M19.

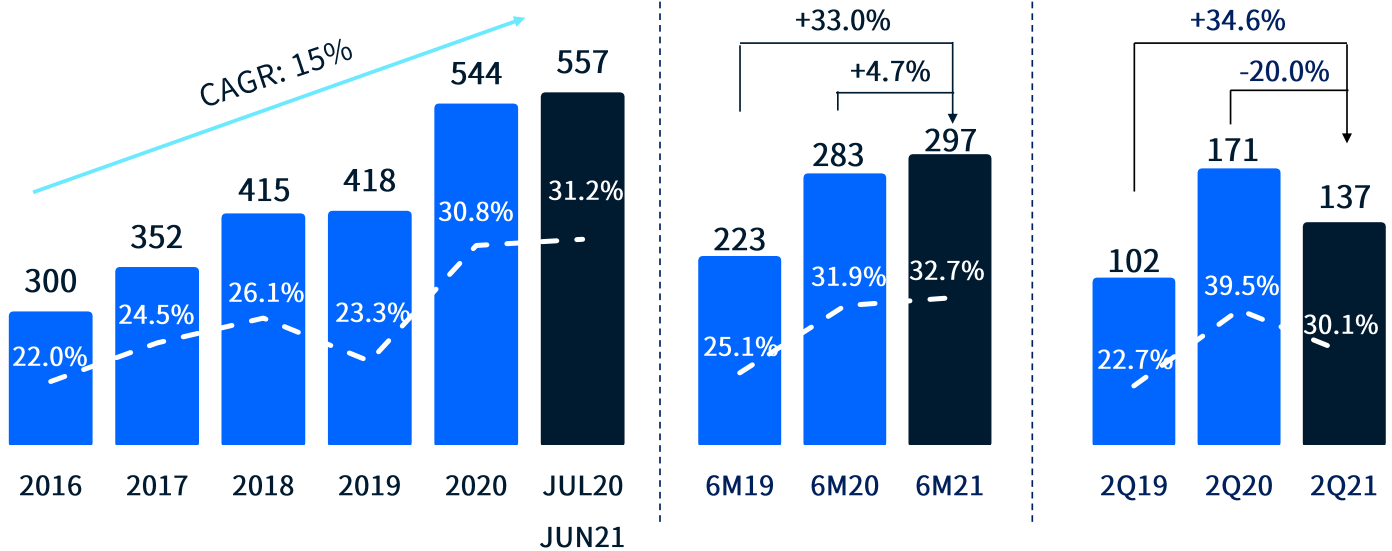
### Adjusted EBITDA: 6M21 x 6M20

R\$ million % of Sales



## Adjusted EBITDA

R\$ million and % of Sales

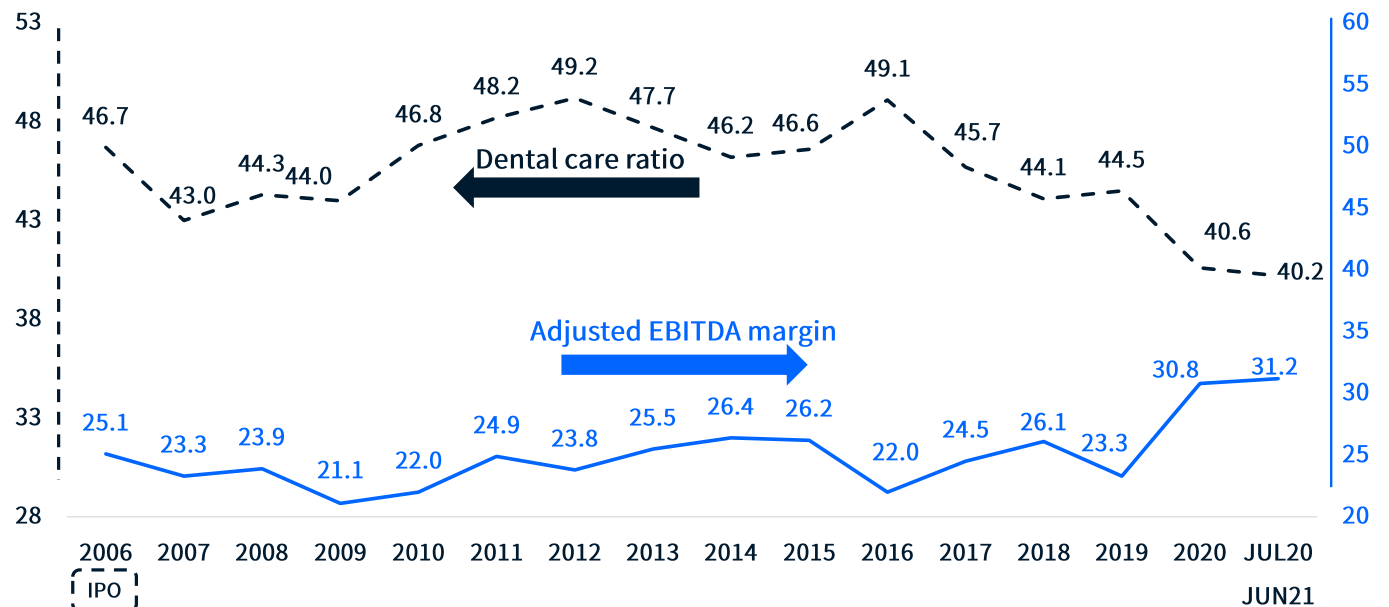


## Dental care ratio and adjusted EBITDA margin since IPO

% of Sales

Dental Care Ratio (%)

Adjusted EBITDA Margin (%)





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## Financial income

	2Q21		2Q20		Δ%	6M21		6M20		Δ%	6M19		Δ%
	R\$ 000	% Sales	R\$ 000	% Sales		R\$ 000	% Sales	R\$ 000	% Sales		R\$ 000	% Sales	
Net financial income	8,259	1.8	1,179	0.3	600.7	10,795	1.2	3,159	0.4	241.7	10,445	1.2	3.3
(+) Financial income	12,187	2.7	5,556	1.3	119.3	17,750	2.0	11,469	1.3	54.8	16,856	1.9	5.3
(-) Financial expenses	3,928	0.9	4,377	1.0	(10.3)	6,955	0.8	8,310	0.9	(16.3)	6,411	0.7	8.5
(-) Bank fees	1,185	0.3	1,262	0.3	(6.1)	2,319	0.3	2,575	0.3	(9.9)	2,312	0.3	0.3
(-) Monetary restatement of legal provisions	247	0.1	264	0.1	(6.4)	540	0.1	945	0.1	(42.9)	694	0.1	-22.2
(-) Monetary restatement of social security reimbursement	76	-	44	-	72.7	122	-	156	-	(21.8)	312	-	(60.9)
(-) Monetary restatement of financial provisions	126	-	123	-	2.4	204	-	281	-	-	-	-	-
(-) Others financials expenses	2,294	0.5	2,684	0.6	(14.5)	3,770	0.4	4,353	0.5	(13.4)	3,093	0.3	21.9

The net financial result was R\$8,259 (1.8% of Sales) in 2Q21, versus R\$1,179 (0.3% of Sales) in 2Q20. In 2Q21, the Company's financial portfolio was partially migrated from Current Assets to long-term Treasury bonds, both post-fixed (70%) and pre-fixed (30%), with interest rates higher than the ones observed for shorter maturities, with the same credit risk profile. The new instruments are booked at their yield curve, minimizing the volatility of the consolidated portfolio, and will be held until maturity.

The Company does not make use of derivatives.

## Income and social contribution taxes

	2Q21		2Q20		Δ%	6M21		6M20		Δ%
	R\$ 000	% Sales	R\$ 000	% Sales		R\$ 000	% Sales	R\$ 000	% Sales	
Taxes	41,542	9.1	55,921	12.9	(25.7)	91,231	10.1	88,918	10.0	2.6
(-) Current income and social contribution taxes	33,616	7.4	50,775	11.7	(33.8)	84,017	9.3	85,937	9.7	(2.2)
(-) Deferred income and social contribution taxes	7,926	1.7	5,146	1.2	-	7,214	0.8	2,981	0.3	-

	Effective tax rates			
	4Q20	4Q19	6M21	6M20
Income before taxes and profit sharing	135,325	174,856	301,049	287,314
(-) Profit sharing	6,227	3,108	13,136	7,752
(=) Tax base	129,098	171,748	287,913	279,562
<u>Taxes</u>				
(-) Current income and social contribution taxes	33,616	50,775	84,017	85,937
(-) Deferred income and social contribution taxes	7,926	5,146	7,214	2,981
Total taxes	41,542	55,921	91,231	88,918
Current effective tax rate	31.8%	29.6%	29.2%	30.7%

Goodwill amortization schedule from 2021	
Period	Total amortization R\$000
2021	14,926
2022	29,851
2023	29,851
Total	74,628

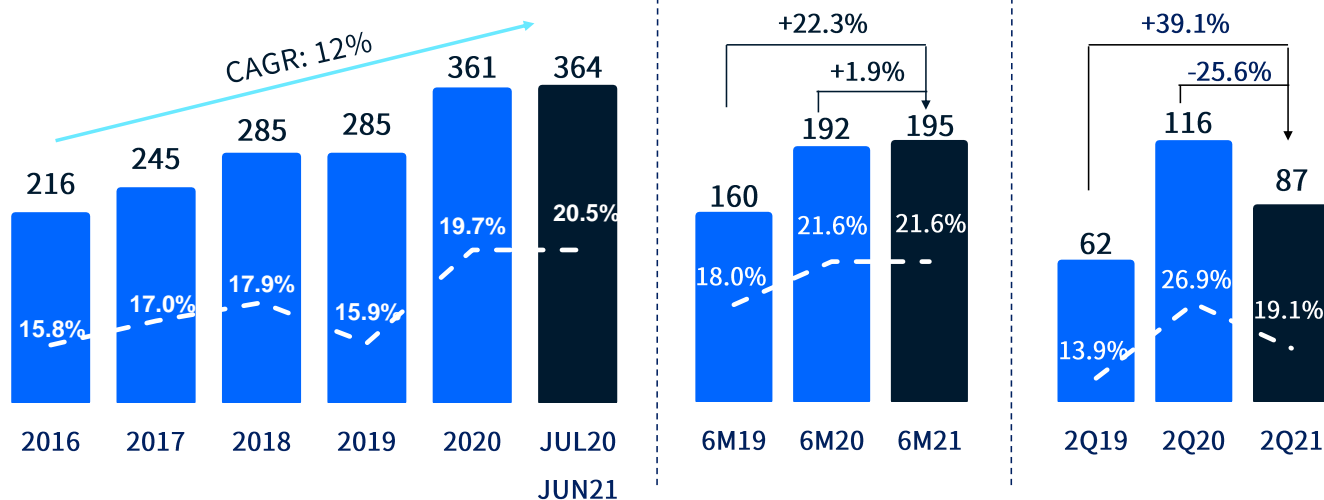
## Net income

Net income reached R\$86,643 in 2Q21, 25.6% below 2Q20, with a net margin of 19.1%. In the semester, net income was R\$195,377, up 1.9% YoY and 22.3% over 6M19.

Net income	2Q21	2Q20	Δ%	6M21	6M20	Δ%	6M19	Δ%
R\$ 000	86,643	116,455	(25.6)	195,377	191,677	1.9	159,704	22.3
% Sales	19.1	26.9	(7.8 p.p.)	21.6	21.6	0.0 p.p.	18.0	3.6 p.p.

## Net income and Net margin

R\$ million and % of Sales

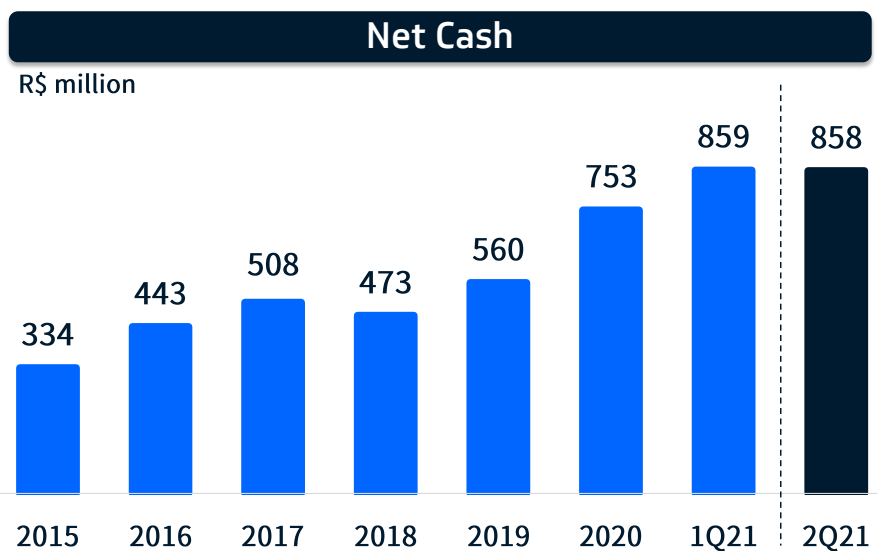


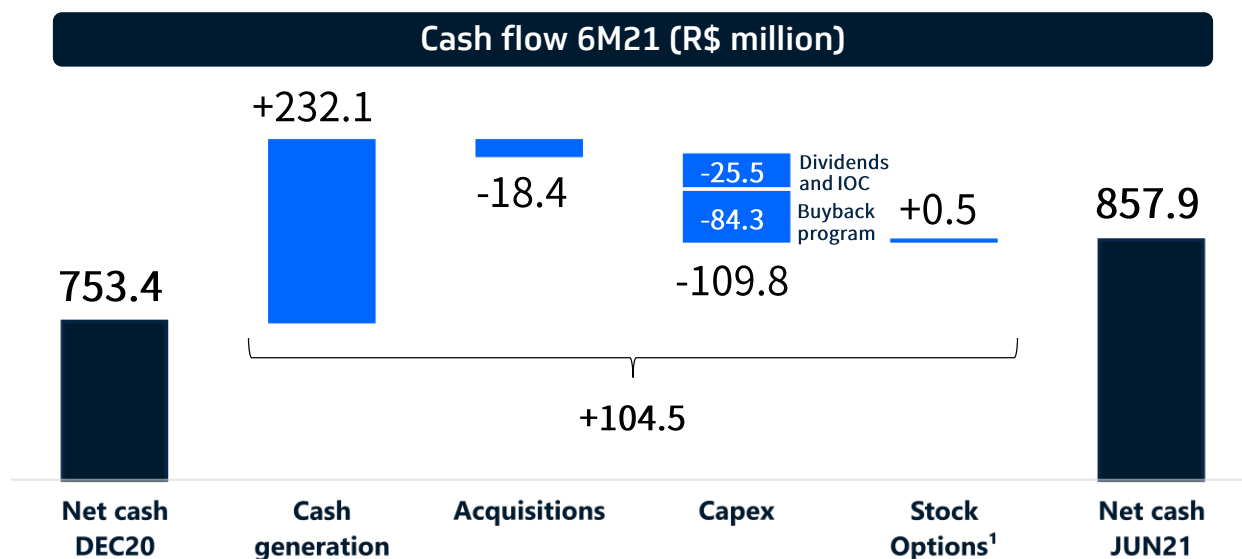
## Cash Flow

(R\$000)	2Q21	2Q20
<b>CASH FLOW FROM OPERATIONAL ACTIVITIES</b>		
<b>Net income for the period</b>	<b>87,556</b>	<b>115,827</b>
Reconciliation of net income with the cash generated by operations	78,674	62,124
	<b>166,230</b>	<b>177,951</b>
Decrease (increase) in operational assets	(7,583)	(6,649)
Increase (decrease) in operational liabilities	(55,370)	(23,294)
<b>NET CASH PROVIDED BY (USED IN) OPERATIONAL ACTIVITIES</b>	<b>103,277</b>	<b>148,008</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>		
Acquisition of property and equipment	(458)	(2,406)
System development, software licenses and other	(11,835)	(7,082)
Deferred selling expenses	4,526	2,000
Advance for future capital increase in Investee	-	(1,673)
<b>NET CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES</b>	<b>(7,767)</b>	<b>(9,161)</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>		
Interest on capital paid	(12,980)	(13,864)
Shares repurchased	(84,323)	-
Stock Options Program vesting reimbursements	481	-
<b>NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES</b>	<b>(96,822)</b>	<b>(13,864)</b>
<b>INCREASE (DECREASE) IN CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS</b>	<b>(1,312)</b>	<b>124,982</b>
Cash, Cash Equivalents and short-term investments		
Balance at the beginning of period	859,235	672,911
Balance at the end of period	857,923	797,892
<b>INCREASE (DECREASE) IN CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS</b>	<b>(1,312)</b>	<b>124,982</b>

2Q21 consolidated cash flows are presented at Attachment VI, page 39.

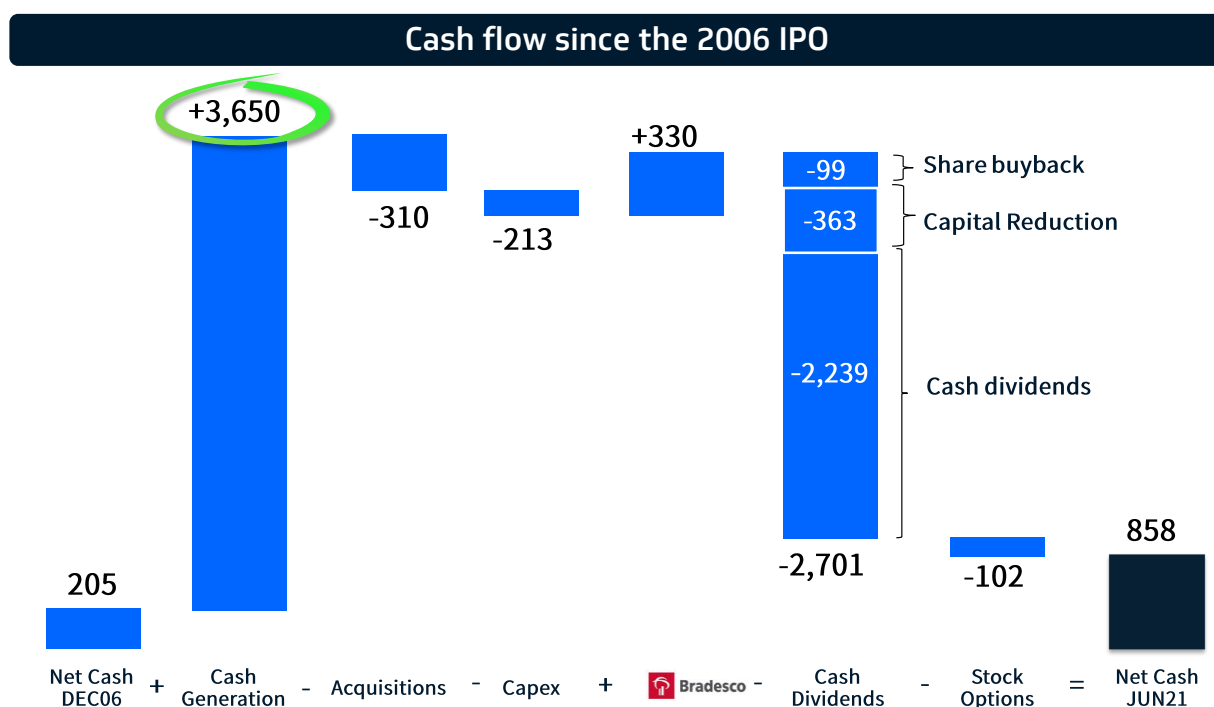
2Q20 consolidated cash flows are presented at Attachment VII, page 40.





<sup>1</sup> Stock Options Program vesting reimbursements

Since the IPO in 2006, Odontoprev has presented a cash generation of R\$3,649.5 million, and paid R\$2,700.6 million to shareholders. At the end of June, the net cash position was of R\$857.9 million, without any leverage.





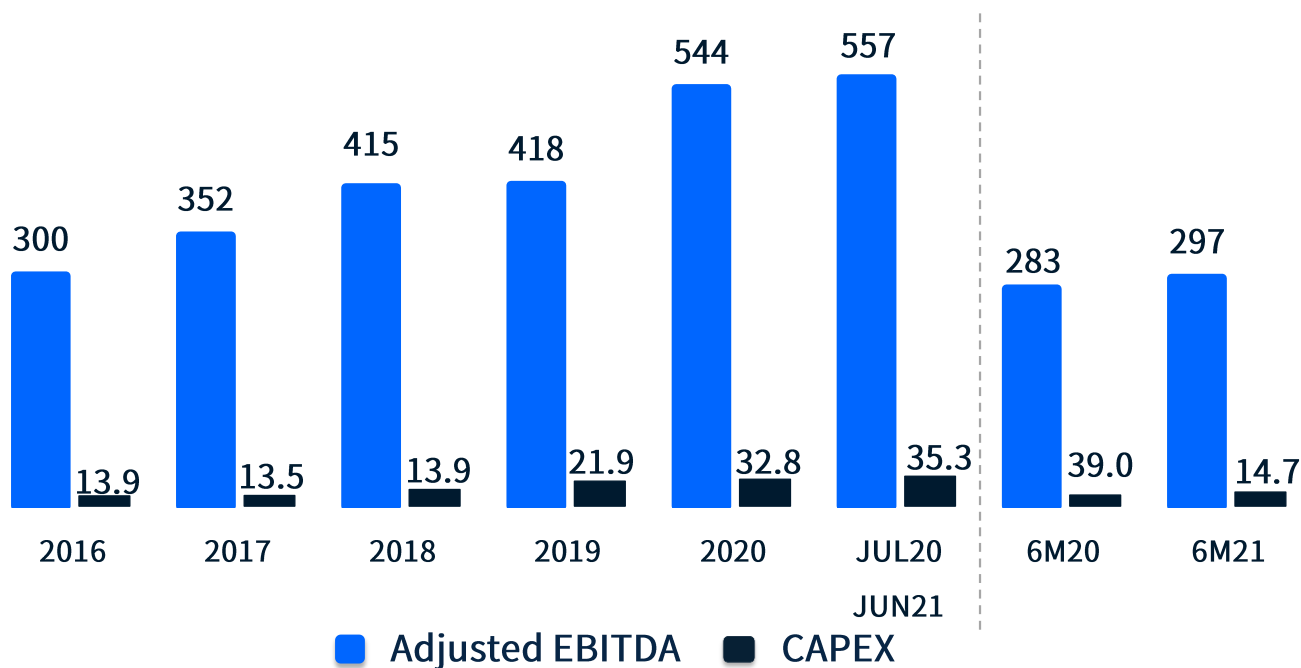
## Capex

The IT platform and the acquisition of software represent the bulk of Odontoprev's capex.

(R\$000)	2Q21	2Q20	6M21	6M20	6M19
IT platform, acquisition/license of software	11,835	7,082	17,423	11,608	9,307
Computer equipment	140	1,811	196	2,110	1,175
Dental plan equipment, furniture and utensils	95	366	209	690	280
Installations	6	92	318	114	79
Others	-	12	-	22	215
<b>Total capex</b>	<b>12,293</b>	<b>9,488</b>	<b>18,363</b>	<b>14,669</b>	<b>11,186</b>

## Adjusted EBITDA and CAPEX

R\$ million





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## Value added statement

(R\$000)	2Q21	2Q20	6M21	6M20
Revenues	465,007	445,151	932,957	910,874
Inputs purchased from third parties	(255,235)	(197,244)	(482,019)	(472,342)
<b>(=) GROSS VALUE ADDED</b>	<b>209,772</b>	<b>247,907</b>	<b>450,938</b>	<b>438,532</b>
Retentions	(8,044)	(7,155)	(15,771)	(14,439)
<b>(=) WEALTH CREATED BY THE COMPANY</b>	<b>201,728</b>	<b>240,752</b>	<b>435,167</b>	<b>424,093</b>
Wealth received in transfer	13,706	6,527	21,213	13,999
<b>(=) WEALTH CREATED</b>	<b>215,434</b>	<b>247,279</b>	<b>456,380</b>	<b>438,092</b>

WEALTH DISTRIBUTED	215,434	100%	247,279	100.0%	456,380	100%	438,092	100.0%
Personnel and charges	48,566	22.5%	38,083	15.4%	91,306	20.0%	80,076	18.3%
Taxes, fees and contributions	75,635	35.1%	89,555	36.2%	161,600	35.4%	158,856	36.3%
Lenders and lessors	3,677	1.7%	3,814	1.5%	6,792	1.5%	8,516	1.9%
Shareholders	87,556	40.6%	115,827	46.8%	196,682	43.1%	190,644	43.5%

## Stock options

Since the implementation of the Stock Options Plan, back in 2007, Odontoprev has made 12 grants.

June 30, 2021 (R\$/share)					
Grant date	Granted options	Canceled options	Exercised options	Number of options outstanding on 06/30/2021 *	Historical grant share price (R\$)
08/02/2007	2,662,308	989,304	1,673,004	-	3.74
02/28/2008	4,241,928	977,544	3,264,384	-	2.70
03/25/2009	3,060,024	839,916	2,220,108	-	1.47
08/11/2010	2,096,121	199,803	1,896,318	-	4.31
09/20/2011	1,751,445	221,174	1,530,271	-	6.96
09/20/2012	1,609,097	358,112	1,250,985	-	8.22
08/20/2013	3,000,000	672,650	2,327,350	-	7.44
02/25/2014	228,497	-	228,497	-	7.30
05/26/2015	2,679,397	461,538	2,217,859	-	10.79
11/19/2015	2,572,186	404,111	2,100,539	67,536	9.81
07/01/2016	392,680	-	392,680	-	11.41
10/26/2016	2,889,498	549,693	1,635,872	703,933	13.03
<b>Total</b>	<b>27,183,181</b>	<b>5,673,845</b>	<b>20,737,867</b>	<b>771,469</b>	



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## Shareholder remuneration

Dividends (DIV), interest on capital (IOC), capital reduction (CR) and share buyback (SB) - R\$ thousand									
Fiscal year	Payment	Approval	Shareholder position	Type	Period	Amount R\$	Total annual	Net Income	
	Total paid in 2006:						8,080	16,240	16,911
	Total paid in 2007:						18,477	16,297	47,458
	Total paid in 2008:						30,436	39,958	55,153
	Total paid in 2009:						28,983	200.381 <sup>1</sup>	58,976
	Total paid in 2010:						523,850	352,027	121,004
	Total paid in 2011:						85,806	159,686 <sup>2</sup>	145,311
	Total paid in 2012:						207,467	159,527 <sup>3</sup>	145,566
	Total paid in 2013:						181,975	206,322 <sup>4</sup>	188,091
	Total paid in 2014:						216,658	213,581 <sup>5</sup>	194,709
	Total paid in 2015:						223,205	220,946 <sup>6</sup>	220,946
	Total paid in 2016:						185,559	172,791	215,990
	Total paid in 2017:						279,012	246,667	502,919
	Total paid in 2018:						86,716	173,358	284,793
2018	01/09/2019	12/18/2018	12/21/2018	DIV	2018	58,063	199,334	284,762	
2018	01/09/2019	12/18/2018	12/21/2018	IOC	4Q18	15,735			
2018	05/03/2019	04/01/2019	04/04/2019	DIV	2018	5,741			
2018	05/03/2019	04/01/2019	04/04/2019	DIV	2018	22,018			
2019	05/03/2019	03/18/2019	03/21/2019	JCP	1Q19	17,636			
2019	05/16/2019	05/02/2019	05/07/2019	DIV	1Q19	50,565			
2019	07/03/2019	06/17/2019	06/21/2019	IOC	2Q19	15,830			
2019	09/04/2019	08/01/2019	08/06/2019	DIV	2Q19	27,761			
2019	10/09/2019	09/24/2019	09/27/2019	IOC	3Q19	14,893			
2019	12/06/2019	10/30/2019	11/04/2019	DIV	3Q19	22,470			
	Total paid in 2019:						250,712		
2019	01/08/2020	12/16/2019	12/19/2019	IOC	4Q19	14,196	333,213	361,128	
2020	04/02/2020	03/12/2020	03/17/2020	IOC	1Q20	13,864			
2019	07/03/2020	04/28/2020	05/04/2020	DIV	4Q19	35,983			
2020	07/03/2020	06/10/2020	06/16/2020	IOC	2Q20	13,390			
2020	10/07/2020	04/29/2020	05/04/2020	DIV	1Q20	23,747			
2020	10/07/2020	07/29/2020	08/11/2020	DIV	2Q20	83,173			
2020	10/07/2020	09/11/2020	09/16/2020	IOC	3Q20	13,304			
2020	12/09/2020	10/28/2020	11/03/2020	DIV	3Q20	72,562			
	Total paid in 2020:						270,219		
2020	01/04/2021	12/10/2020	12/15/2020	IOC	4Q20	12,460			
2021	04/06/2021	03/11/2021	03/16/2021	IOC	1Q21	12,980			
2020	07/06/2021	04/05/2021	04/12/2021	DIV	4Q20	100,713			
2021	07/06/2021	04/28/2021	05/19/2021	DIV	1Q21	95,754			
2021	07/06/2021	06/11/2021	06/16/2021	IOC	2Q21	13,500			
	Total paid in 2021:								235,407
	Total since the IPO						2,832,562		

<sup>1</sup> R\$ 37,983 paid with statutory reserve.

<sup>2</sup> R\$ 21,641 paid with statutory reserve.

<sup>3</sup> R\$ 21,238 paid with statutory reserve.

<sup>4</sup> R\$ 27,635 paid with statutory reserve.

<sup>5</sup> R\$ 28,608 paid with statutory reserve.

<sup>6</sup> R\$ 11,047 paid with statutory reserve.

The Board of Directors approved on 03/30/2021 a Share Repurchased Program of up to 10 million shares, aiming to maximize the value creation to shareholders, given that, in the Company's view, the current share price does not reflect the fundamentals of the business model, assets and future return.

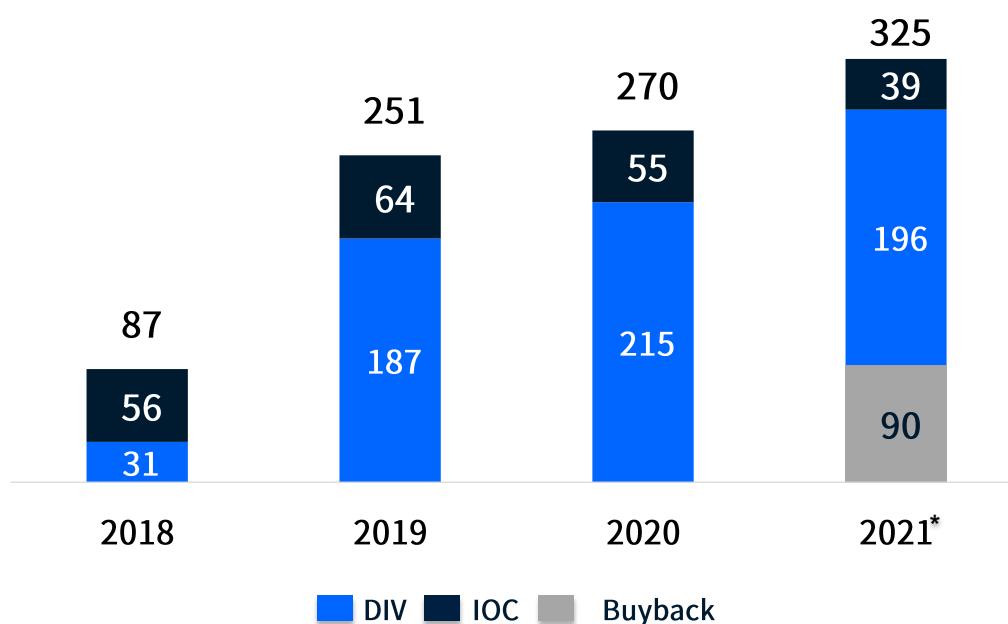
During 2Q21, 6.9 million shares were repurchased, at an average cost of R\$13.05, an investment of R\$89.6 million, as demonstrated below.

### Buyback program (accrual basis)

	# shares acquired	Repurchased value R\$	Average cost per share R\$	Accumulated average cost R\$
APRIL	1,436,900	19,383,597	13.49	13.49
MAY	2,264,100	29,286,551	12.94	13.15
JUNE	3,162,200	40,925,699	12.94	13.05
<b>TOTAL</b>	<b>6,863,200</b>	<b>89,595,847</b>	<b>13.05</b>	<b>13.05</b>

The total remuneration to Odontoprev shareholders reached R\$325 million in 2021\*.

### Remuneration to Shareholders: Payment of dividends and IOC and Buyback (Cash basis)



\*Updated until 07/06/2021

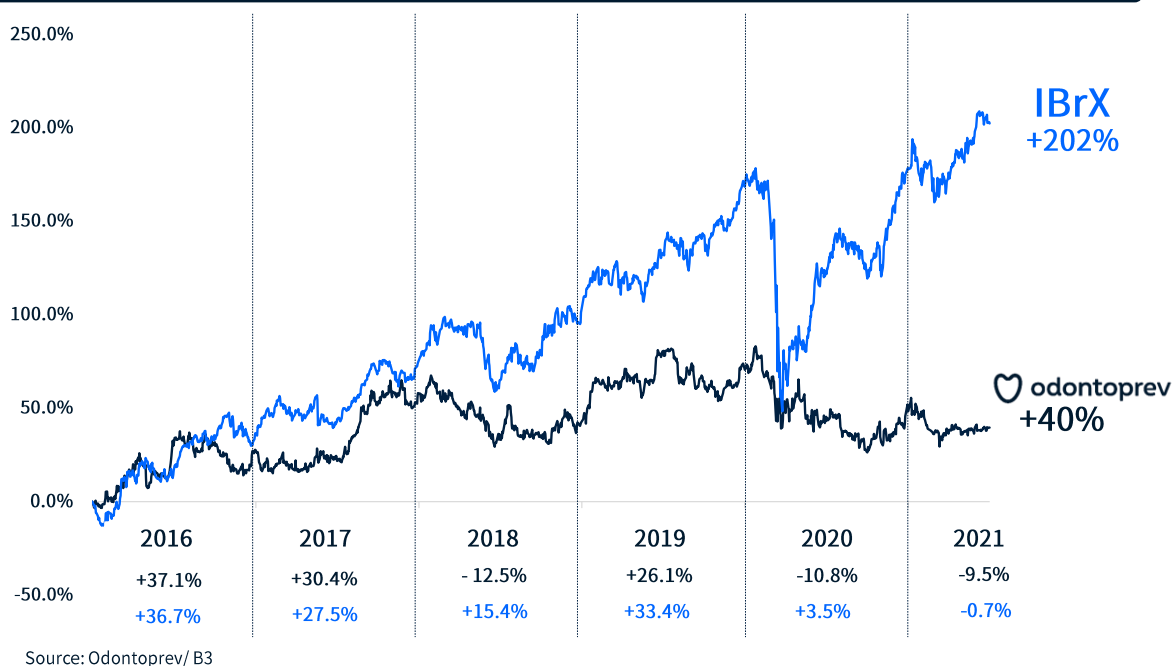
## Capital Markets



On July 13, Odontoprev was awarded at the 21st annual edition of the Broadcast Award from Agência Estado, among the 10 best publicly traded Brazilian companies according to metrics of fundamental analysis.

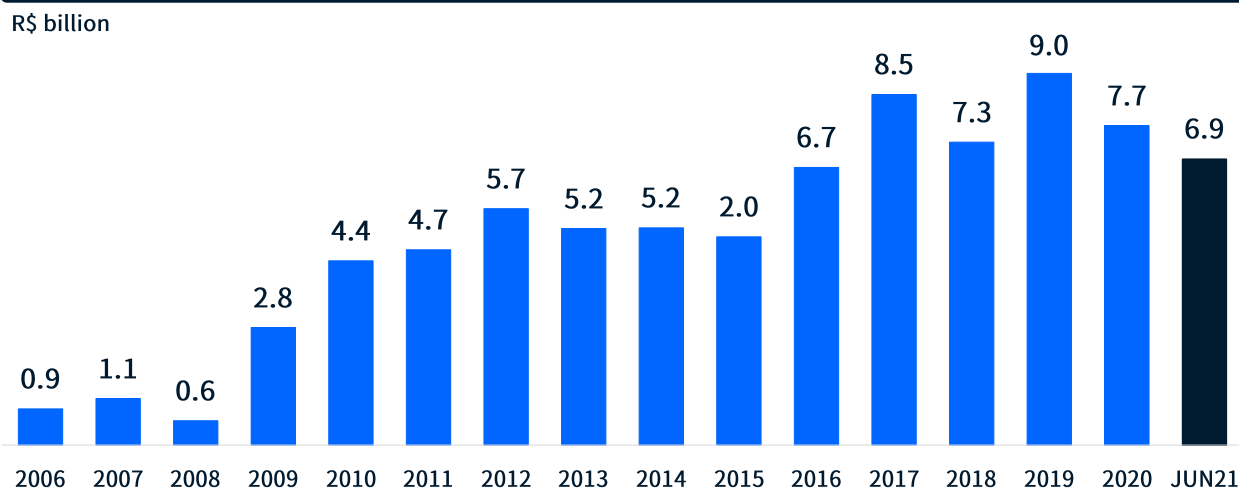
Odontoprev total shareholder return was +2.1% in 2Q21, versus +9.6% of IBrX.

### Odontoprev total shareholder return since 2015 x IBX



The market cap reached R\$6.9 billion in 2Q21.

### Market Cap growth since IPO



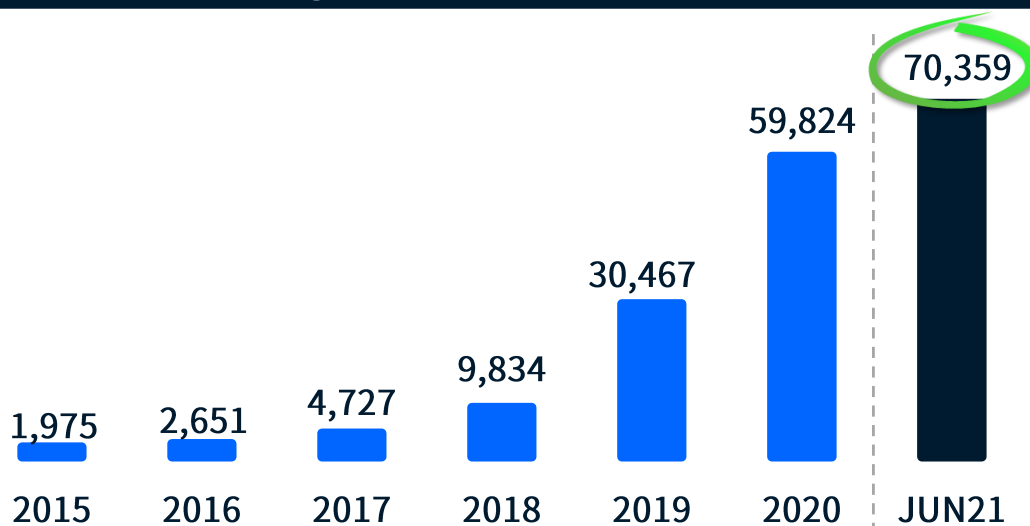
In 2Q21, the ADTV was R\$14 million, 46.6% below YoY. The average number of trades per day was 4,371.

ODPV3 liquidity	2Q20	2Q21	Δ %
ADTV (R\$ thousand)	26,928	14,378	(46.6)
Average number of trades/day	8,047	4,371	(45.7)

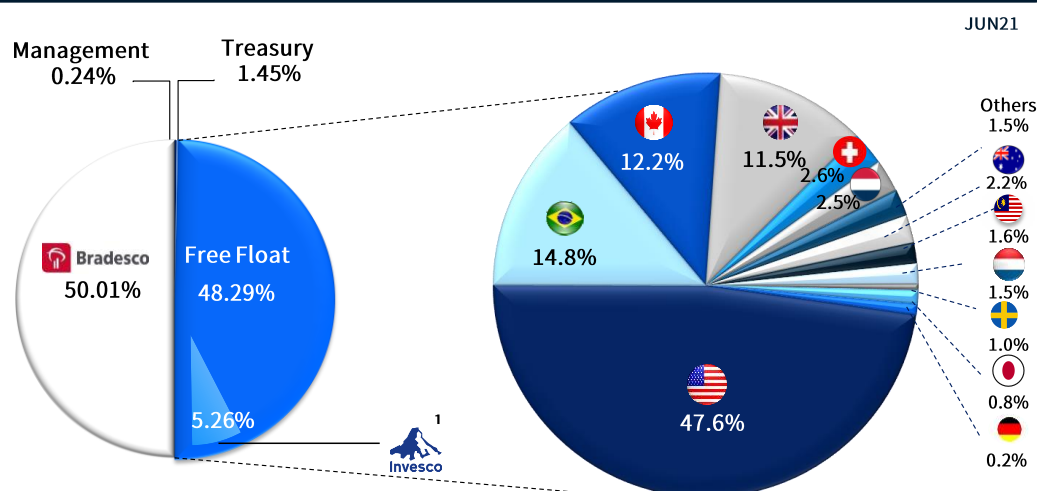
The number of individual investors reached 70,359, 68.6% above 2Q20.

OdontoPrev in Capital Markets	2Q20	2Q21	Δ %
Total number of shareholders	42,379	70,923	67.4
Individual investors	41,729	70,359	68.6
Institutional investors	650	564	(13.2)
Share price (R\$)	14.23	13.03	(8.4)

### Increasing number of individual investors



## Global shareholder structure: investors from more than 30 countries



### Total Capital

531,294,792 Shares

### 48% Free float

256,640,273 Shares

Source: Odontoprev  
\*as of Notice to the Market on Nov 03rd, 2020

## 2021 IR events

Odontoprev's Investor Relations activities, including Conferences, webcasts, individual meetings and public presentations are always made with the presence of the Company's CEO and / or IRO, since the IPO in 2006.

### UPCOMING EVENTS

Date	Broker	Event
Jul 29, 2021		2Q21 Webcast
Aug 17, 2021		22nd Santander Annual Conference
Aug 18, 2021		JP Morgan Brazil Consumer and Healthcare Check-Up Conference
Sep 13-16, 2021		24 <sup>th</sup> Annual Latin America Conference
Oct 27, 2021		3Q21 Earnings Release
Oct 28, 2021		3Q21 Webcast
Nov 30 - Dec 2, 2021		Global Emerging Markets One-on-One Conference





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## Conference calls

### Portuguese, with simultaneous translation

June 29<sup>th</sup> 2021, Thursday

09:00 a.m. US EDT (02:00 p.m. London and 10:00 a.m. Brazil)

Phone: +1 412 717-9627 or +1 844 204-8942

Webcast: [Click here](#)

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#### About Odontoprev

Odontoprev, listed in São Paulo since 2006, is the leading dental benefits provider in Latin America, with more than 7.7 million members. The company is a member of the Novo Mercado at B3, a constituent of the FTSE4Good Index and one of 9 Brazilian companies included in the Bloomberg 2021 Gender -Equality Index (GEI).



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## Attachments

Attachments	32 to 39
Attachment I - Consolidated balance sheet: Assets 3Q20, 2T20 and 3Q19	32
Attachment II - Consolidated balance sheet: Liabilities 3Q20, 2Q20 and 3Q19	33
Attachment III - Consolidated income statement: 2020	34
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## Attachment I - Consolidated balance sheet: Assets 2Q21, 1Q21 and 2Q20

ASSETS (R\$000)	06/30/2021	03/31/2021	06/30/2020
<b>CURRENT ASSETS</b>	<b>733,879</b>	<b>1,098,741</b>	<b>1,032,656</b>
<b>Cash and banks</b>	<b>20,482</b>	<b>21,999</b>	<b>33,461</b>
Cash and cash equivalents	20,482	21,999	33,461
<b>Cash Investments</b>	<b>462,708</b>	<b>820,238</b>	<b>748,515</b>
Cash collateral related to technical provisions	-	151,673	151,281
Short-term investments	462,708	668,565	597,234
<b>Healthcare receivables</b>	<b>163,274</b>	<b>157,027</b>	<b>150,831</b>
Healthcare receivables	167,095	163,659	162,725
Allowance for doubtful accounts	(30,463)	(29,024)	(38,754)
Participation of beneficiaries on indemnifiable events/claims	1,279	1,044	938
Healthcare plan operators	8,334	8,280	6,568
Other credits from healthcare plan operations	17,029	13,068	19,354
<b>Notes receivable</b>	<b>21,834</b>	<b>26,253</b>	<b>12,603</b>
Advances to suppliers	3,927	4,240	2,542
Advances to employees	755	5,879	911
Other receivables	17,152	16,134	9,150
<b>Inventories</b>	<b>4,366</b>	<b>3,390</b>	<b>5,238</b>
<b>Prepaid taxes</b>	<b>25,307</b>	<b>36,263</b>	<b>54,962</b>
Social security fiscal Credits	25,307	36,263	54,962
<b>Prepaid expenses</b>	<b>35,908</b>	<b>33,571</b>	<b>27,046</b>
Deferred selling expenses	28,097	27,708	22,685
Others	7,811	5,863	4,361
<b>NON-CURRENT ASSETS</b>	<b>1,286,247</b>	<b>933,401</b>	<b>936,742</b>
<b>Long-term assets</b>	<b>440,632</b>	<b>90,050</b>	<b>99,102</b>
<b>Long-term financial assets, held to maturity</b>	<b>374,733</b>	<b>16,998</b>	<b>15,917</b>
Cash collateral related to technical provisions	171,465	16,998	15,917
Long-term investments	203,268		
<b>Deferred taxes</b>	<b>28,445</b>	<b>36,371</b>	<b>38,527</b>
Deferred income tax & social contribution	28,445	36,371	38,527
<b>Other non current assets</b>	<b>37,454</b>	<b>36,681</b>	<b>44,658</b>
Escrow deposits	21,652	20,879	17,620
Other receivables	15,702	15,702	16,266
Notes receivables	100	100	100
Tax and social security credits	-	-	10,672
<b>Investments</b>	<b>12,342</b>	<b>14,939</b>	<b>11,428</b>
Investment in joint ventures	10,831	13,554	11,365
Other investments	1,511	1,385	63
<b>Property and equipment</b>	<b>59,880</b>	<b>61,661</b>	<b>65,022</b>
<b>Intangible</b>	<b>773,393</b>	<b>766,751</b>	<b>761,190</b>
Goodwill on acquisition of investments	647,057	647,057	647,390
System development, software licenses and other	97,084	88,379	76,299
Allocated intangible assets	29,252	31,315	37,501
<b>TOTAL ASSETS</b>	<b>2,020,126</b>	<b>2,032,142</b>	<b>1,969,398</b>



## Attachment II - Consolidated balance sheet: Liabilities 2Q21, 1Q21 and 2Q20

LIABILITIES AND SHAREHOLDER'S EQUITY (R\$ 000)	06/30/2021	03/31/2021	06/30/2020
<b>CURRENT LIABILITIES</b>	<b>740,493</b>	<b>554,241</b>	<b>578,903</b>
Payroll charges & Labour related fees	36,791	51,352	44,029
Payroll charges	7,080	5,215	11,099
Charges payable	7,080	5,215	11,099
Labour related fees	29,711	46,137	32,930
Payroll, vacation and fees	29,711	46,137	32,930
Suppliers	21,013	21,435	20,877
Taxes payable	34,401	37,274	46,633
Other liabilities	275,938	86,264	132,218
Dividends, IOC and capital reduction	207,962	11,053	71,127
Minimum statutory dividend payable	5,273	-	-
Advances from customers	1,586	1,263	258
Other payables	55,718	68,591	56,771
Investments payable	5,399	5,357	4,062
Technical provisions for contingencies	372,350	357,916	335,146
Healthcare claims payable	68,004	64,543	57,058
IBNR reserves – Incurred but not reported claims reserves	94,019	86,632	85,325
Unearned premiums reserves	195,918	195,043	177,867
Odontored - Claims reserves and provision for losses	14,409	11,698	14,896
<b>NON-CURRENT LIABILITIES</b>	<b>186,966</b>	<b>177,718</b>	<b>168,573</b>
Other obligations	112,870	110,764	115,184
Other liabilities	15,331	15,381	15,835
Fees payables	1,068	1,068	1,068
Long-term option, associate company	38,001	42,019	35,912
Investments payable	10,806	10,722	12,192
Leasing liability	35,849	36,022	45,679
Adjustment to present value - Leasing liability	(6,968)	(7,046)	(9,083)
Long Term Incentive Plan	18,783	12,598	13,581
Provisions	74,096	66,954	53,389
Technical provisions for contingencies	59,433	52,822	40,836
Others provisions	14,663	14,132	12,553
<b>TOTAL LIABILITIES</b>	<b>927,459</b>	<b>731,959</b>	<b>747,476</b>
<b>Shareholders equity, capital and capital reserves</b>	<b>1,087,065</b>	<b>1,295,485</b>	<b>1,217,412</b>
Capital	851,017	607,869	607,869
Capital reserves	(57,806)	(13,267)	(7,049)
Earnings reserve	220,712	605,129	475,916
Legal reserve	32,295	32,295	14,238
Profit retention reserve	-	-	-
Tax incentive	129	129	129
Proposed additional dividend	0	100,713	-
Treasury shares	(103,251)	(14,302)	(14,887)
Statutory reserve for regulatory capital	243,147	243,147	238,218
Reserves for future investments and expansion	48,392	243,147	238,218
Retained earnings	73,142	95,754	140,676
Non controlling shareholders participation	5,602	4,698	4,510
<b>SHAREHOLDER'S EQUITY</b>	<b>1,092,667</b>	<b>1,300,183</b>	<b>1,221,922</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>2,020,126</b>	<b>2,032,142</b>	<b>1,969,398</b>



## Attachment III - Consolidated income statement: 2Q21

R\$000	2Q21
(+) Payments net	467,101
(+) Sales of services and products	3,757
(+) Odontored (México)	6,867
<b>Gross operating revenue</b>	<b>477,725</b>
(-) Direct taxes on dental care operations	19,450
(-) Taxes on sales of services and products	3,673
<b>Net operating revenue</b>	<b>454,602</b>
<b>(-) Cost of services</b>	<b>188,772</b>
Indemnifiable claims, net	181,375
Odontored (México)	1,145
Payroll charges on services	-
Dental materials	2,052
Other operational costs and provisions/ reversals	(2,938)
Provisions/ reversals	(7,490)
Other operational costs	4,552
Incurred but Not Reported Provision (IBNR)	7,387
Odontored - Technical reserves	(249)
<b>Gross profit</b>	<b>265,830</b>
<b>(-) Selling expenses</b>	<b>47,659</b>
<b>(+) Other operating revenues</b>	<b>941</b>
<b>(-) General and Administrative Expenses</b>	<b>72,872</b>
<b>G&amp;A (adjusted at EBITDA base)</b>	<b>64,824</b>
Personnel	37,789
Third parties services	11,487
Rentals and post services	6,397
Publicity and advertising	3,411
Taxes and fees	2,562
Others	3,178
<b>G&amp;A (not adjusted at EBITDA base)</b>	<b>8,048</b>
Depreciation and amortization	6,727
Amortization of utilization rights	1,317
Mogidonto acquisition expenses	5
<b>(-) Other operating expenses</b>	<b>26,920</b>
Allowance for doubtful receivables	12,718
Profit sharing	6,227
Long term incentive plan	7,975
<b>(+) Equity in subsidiaries</b>	<b>1,519</b>
<b>Income before financial income (expenses) and taxes</b>	<b>120,839</b>
<b>(+) Net financial income</b>	<b>8,259</b>
<b>(+) Financial income</b>	<b>12,187</b>
<b>(-) Financial expenses</b>	<b>3,928</b>
Bank fees	1,185
Monetary restatement of provision of legal contingencies	247
Monetary restatement of social security reimbursement	76
Monetary restatement of financial provisions	126
Other financial expenses	2,294
<b>Income before taxes</b>	<b>129,098</b>
<b>(-) Income and social contribution tax</b>	<b>41,542</b>
(-) Current income and social contribution tax	33,616
(-) Deferred income and social contribution tax	7,926
<b>Net income before participation of minority shareholders</b>	<b>87,556</b>
(+) Participation of minority shareholders	(913)
<b>Net income</b>	<b>86,643</b>



## Attachment IV - Consolidated income statement: 2Q20

R\$000	2Q20
(+) Payments net	451,288
(+) Sales of services and products	3,343
(+) Odontored (México)	3,586
<b>Gross operating revenue</b>	<b>458,217</b>
(-) Direct taxes on dental care operations	22,324
(-) Taxes on sales of services and products	2,935
<b>Net operating revenue</b>	<b>432,958</b>
<b>(-) Cost of services</b>	<b>134,120</b>
Indemnifiable claims, net	147,637
Odontored (México)	607
Payroll charges on services	2
Dental materials	1,531
Other operational costs and provisions/ reversals	(6,457)
Provisions/ reversals	(9,717)
Other operational costs	3,260
Incurred but Not Reported Provision (IBNR)	(8,946)
Odontored - Technical reserves	(254)
<b>Gross profit</b>	<b>298,838</b>
<b>(-) Selling expenses</b>	<b>47,711</b>
<b>(+) Other operating revenues</b>	<b>865</b>
<b>(-) General and Administrative Expenses</b>	<b>63,459</b>
<b>G&amp;A (adjusted at EBITDA base)</b>	<b>56,305</b>
Personnel	35,956
Third parties services	9,467
Rentals and post services	6,574
Publicity and advertising	1,573
Taxes and fees	2,358
Others	377
<b>G&amp;A (not adjusted at EBITDA base)</b>	<b>7,154</b>
Depreciation and amortization	5,879
Amortization of utilization rights	1,276
Mogidonto acquisition expenses	-
<b>(-) Other operating expenses</b>	<b>18,935</b>
Allowance for doubtful receivables	13,066
Profit sharing	3,108
Long term incentive plan	2,761
<b>(+) Equity in subsidiaries</b>	<b>971</b>
<b>Income before financial income (expenses) and taxes</b>	<b>170,569</b>
<b>(+) Net financial income</b>	<b>1,179</b>
<b>(+) Financial income</b>	<b>5,556</b>
<b>(-) Financial expenses</b>	<b>4,377</b>
Bank fees	1,262
Monetary restatement of provision of legal contingencies	264
Monetary restatement of social security reimbursement	44
Monetary restatement of financial provisions	123
Other financial expenses	2,684
<b>Income before taxes</b>	<b>171,748</b>
<b>(-) Income and social contribution tax</b>	<b>55,921</b>
(-) Current income and social contribution tax	50,775
(-) Deferred income and social contribution tax	5,146
<b>Net income before participation of minority shareholders</b>	<b>115,827</b>
(+) Participation of minority shareholders	628
<b>Net income</b>	<b>116,455</b>



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## Attachment V – Key Metrics per segment

Corporate	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19
<b>Average ticket (R\$/member/month) (A/B) / # of months</b>	<b>16.83</b>	<b>16.92</b>	<b>17.23</b>	<b>17.23</b>	<b>17.34</b>	<b>17.37</b>	<b>17.47</b>	<b>17.30</b>	<b>17.19</b>	<b>17.29</b>	<b>17.28</b>	<b>17.23</b>
End of period number of members (000)	4,649	4,621	4,670	4,704	4,712	4,811	5,124	5,140	5,144	5,086	5,128	5,229
Average number of members (000) (B)	4,673	4,635	4,645	4,687	4,708	4,762	4,968	5,132	5,142	5,115	5,107	5,179
(+) Payments, net (R\$ 000) (A)	235,868	235,288	240,069	242,310	244,949	248,113	260,380	266,387	265,160	265,288	264,705	267,663
(-) Direct taxes on dental care operations (R\$ 000)	8,417	7,976	7,448	7,579	12,805	10,843	10,898	11,658	12,201	9,286	8,618	9,198
<b>Net operating revenue - NOR (R\$ 000)</b>	<b>227,451</b>	<b>227,312</b>	<b>232,621</b>	<b>234,731</b>	<b>232,144</b>	<b>237,269</b>	<b>249,482</b>	<b>254,729</b>	<b>252,959</b>	<b>256,002</b>	<b>256,087</b>	<b>258,465</b>
Cost of services (R\$ 000)	119,460	121,997	124,415	118,492	112,386	122,989	131,099	127,376	117,864	132,536	137,158	133,205
<b>Dental care ratio (% Sales)</b>	<b>52.5</b>	<b>53.7</b>	<b>53.5</b>	<b>50.5</b>	<b>48.4</b>	<b>51.8</b>	<b>52.5</b>	<b>50.0</b>	<b>46.6</b>	<b>51.8</b>	<b>53.6</b>	<b>51.5</b>
<b>Cost of Services / member / month (R\$)</b>	<b>8.5</b>	<b>8.8</b>	<b>8.9</b>	<b>8.4</b>	<b>8.0</b>	<b>8.6</b>	<b>8.8</b>	<b>8.3</b>	<b>7.6</b>	<b>8.6</b>	<b>9.0</b>	<b>8.6</b>
<b>Gross Profit (R\$ 000)</b>	<b>107,990</b>	<b>105,315</b>	<b>108,206</b>	<b>116,239</b>	<b>119,758</b>	<b>114,280</b>	<b>118,383</b>	<b>127,353</b>	<b>135,096</b>	<b>123,465</b>	<b>118,930</b>	<b>125,259</b>
Selling expenses (R\$ 000)	13,016	12,294	13,501	13,162	17,742	10,655	14,771	17,738	17,866	16,666	15,201	15,051
<b>Selling expenses (% Sales)</b>	<b>5.7</b>	<b>5.4</b>	<b>5.8</b>	<b>5.6</b>	<b>7.6</b>	<b>4.5</b>	<b>5.9</b>	<b>7.0</b>	<b>7.1</b>	<b>6.5</b>	<b>5.9</b>	<b>5.8</b>
Contribution Margin (R\$ 000)	94,975	93,021	94,706	103,077	102,016	103,625	103,613	109,615	117,230	106,799	103,729	110,208
<b>Contribution Margin (% Sales)</b>	<b>41.8</b>	<b>40.9</b>	<b>40.7</b>	<b>43.9</b>	<b>43.9</b>	<b>43.7</b>	<b>41.5</b>	<b>43.0</b>	<b>46.3</b>	<b>41.7</b>	<b>40.5</b>	<b>42.6</b>

SME	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19
<b>Average ticket (R\$/member/month) (A/B) / # of months</b>	<b>19.54</b>	<b>20.37</b>	<b>21.01</b>	<b>21.41</b>	<b>22.38</b>	<b>20.82</b>	<b>22.67</b>	<b>22.06</b>	<b>22.94</b>	<b>23.20</b>	<b>23.64</b>	<b>23.84</b>
End of period number of members (000)	912	912	943	963	975	956	1,114	1,112	1,089	1,099	1,124	1,143
Average number of members (000) (B)	908	912	928	953	969	966	1,035	1,113	1,100	1,094	1,111	1,134
(+) Payments, net (R\$ 000) (A)	53,200	55,745	58,483	61,210	65,062	60,306	70,416	73,679	75,741	76,125	78,814	81,066
(-) Direct taxes on dental care operations (R\$ 000)	2,294	2,281	2,214	2,363	4,095	2,883	3,698	3,826	4,112	3,419	3,549	3,638
<b>Net operating revenue - NOR (R\$ 000)</b>	<b>50,906</b>	<b>53,464</b>	<b>56,269</b>	<b>58,848</b>	<b>60,967</b>	<b>57,423</b>	<b>66,718</b>	<b>69,853</b>	<b>71,629</b>	<b>72,706</b>	<b>75,265</b>	<b>77,428</b>
Cost of services (R\$ 000)	21,313	23,096	24,688	23,928	22,531	24,738	27,731	27,607	25,866	29,040	29,160	28,607
<b>Dental care ratio (% Sales)</b>	<b>41.9</b>	<b>43.2</b>	<b>43.9</b>	<b>40.7</b>	<b>37.0</b>	<b>43.1</b>	<b>41.6</b>	<b>39.5</b>	<b>36.1</b>	<b>39.9</b>	<b>38.7</b>	<b>36.9</b>
<b>Cost of Services / member / month (R\$)</b>	<b>7.8</b>	<b>8.4</b>	<b>8.9</b>	<b>8.4</b>	<b>7.8</b>	<b>8.5</b>	<b>8.9</b>	<b>8.3</b>	<b>7.8</b>	<b>8.9</b>	<b>8.7</b>	<b>8.4</b>
<b>Gross Profit (R\$ 000)</b>	<b>29,593</b>	<b>30,369</b>	<b>31,581</b>	<b>34,920</b>	<b>38,436</b>	<b>32,684</b>	<b>38,987</b>	<b>42,246</b>	<b>45,763</b>	<b>43,666</b>	<b>46,105</b>	<b>48,821</b>
Selling expenses (R\$ 000)	5,981	6,377	7,265	7,039	6,260	8,012	8,577	8,218	8,763	9,749	11,215	8,910
<b>Selling expenses (% Sales)</b>	<b>11.7</b>	<b>11.9</b>	<b>12.9</b>	<b>12.0</b>	<b>10.3</b>	<b>14.0</b>	<b>12.9</b>	<b>11.8</b>	<b>12.2</b>	<b>13.4</b>	<b>14.9</b>	<b>11.5</b>
Contribution Margin (R\$ 000)	23,612	23,992	24,316	27,881	32,176	24,673	30,410	34,027	37,000	33,917	34,890	39,911
<b>Contribution Margin (% Sales)</b>	<b>46.4</b>	<b>44.9</b>	<b>43.2</b>	<b>47.4</b>	<b>52.8</b>	<b>43.0</b>	<b>45.6</b>	<b>48.7</b>	<b>51.7</b>	<b>46.6</b>	<b>46.4</b>	<b>51.5</b>

Individual Plans	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19
<b>Average ticket (R\$/member/month) (A/B) / # of months</b>	<b>37.80</b>	<b>38.30</b>	<b>36.25</b>	<b>40.67</b>	<b>40.91</b>	<b>40.85</b>	<b>40.72</b>	<b>38.60</b>	<b>39.48</b>	<b>39.88</b>	<b>39.92</b>	<b>39.92</b>
End of period number of members (000)	652	657	663	642	651	687	927	978	987	1,003	1,027	1,027
Average number of members (000) (B)	660	654	660	653	647	669	807	952	982	995	1,015	1,027
(+) Payments, net (R\$ 000) (A)	74,782	75,167	71,786	79,664	79,380	82,009	98,570	110,269	116,345	119,015	121,553	122,990
(-) Direct taxes on dental care operations (R\$ 000)	4,093	4,149	3,662	3,942	5,575	5,129	6,229	6,645	6,880	5,991	5,574	5,970
<b>Net operating revenue - NOR (R\$ 000)</b>	<b>70,689</b>	<b>71,018</b>	<b>68,124</b>	<b>75,722</b>	<b>73,805</b>	<b>76,880</b>	<b>92,341</b>	<b>103,624</b>	<b>109,465</b>	<b>113,024</b>	<b>115,979</b>	<b>117,020</b>
Cost of services (R\$ 000)	16,952	19,034	21,666	20,991	20,018	22,610	29,299	32,090	33,251	40,484	47,891	40,471
<b>Dental care ratio (% Sales)</b>	<b>24.0</b>	<b>26.8</b>	<b>31.8</b>	<b>27.7</b>	<b>27.1</b>	<b>29.4</b>	<b>31.7</b>	<b>31.0</b>	<b>30.4</b>	<b>35.8</b>	<b>41.3</b>	<b>34.6</b>
<b>Cost of Services / member / month (R\$)</b>	<b>8.6</b>	<b>9.7</b>	<b>10.9</b>	<b>10.7</b>	<b>10.3</b>	<b>11.3</b>	<b>12.1</b>	<b>11.2</b>	<b>11.3</b>	<b>13.6</b>	<b>15.7</b>	<b>13.1</b>
<b>Gross Profit (R\$ 000)</b>	<b>53,737</b>	<b>51,984</b>	<b>46,458</b>	<b>54,731</b>	<b>53,787</b>	<b>54,271</b>	<b>63,042</b>	<b>71,534</b>	<b>76,213</b>	<b>72,541</b>	<b>68,087</b>	<b>76,550</b>
Selling expenses (R\$ 000)	15,832	17,246	16,730	17,952	17,695	19,426	21,302	21,562	24,648	24,222	25,747	25,247
<b>Selling expenses (% Sales)</b>	<b>22.4</b>	<b>24.3</b>	<b>24.6</b>	<b>23.7</b>	<b>24.0</b>	<b>25.3</b>	<b>23.1</b>	<b>20.8</b>	<b>22.5</b>	<b>21.4</b>	<b>22.2</b>	<b>21.6</b>
Contribution Margin (R\$ 000)	37,905	34,739	29,728	36,779	36,092	34,844	41,740	49,972	51,565	48,319	42,341	51,302
<b>Contribution Margin (% Sales)</b>	<b>53.6</b>	<b>48.9</b>	<b>43.6</b>	<b>48.6</b>	<b>48.9</b>	<b>45.3</b>	<b>45.2</b>	<b>48.2</b>	<b>47.1</b>	<b>42.8</b>	<b>36.5</b>	<b>43.8</b>





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## Attachment VI – Consolidated cash flow statement: 2Q21

(R\$000)	2Q21
<b>CASH FLOW FROM OPERATIONAL ACTIVITIES</b>	
<b>Net income for the period</b>	<b>87,556</b>
Reconciliation of net income with the cash generated by operations	78,674
	<b>166,230</b>
Decrease (increase) in operational assets	(7,583)
Increase (decrease) in operational liabilities	(55,370)
<b>NET CASH PROVIDED BY (USED IN) OPERATIONAL ACTIVITIES</b>	<b>103,277</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>	
Acquisition of property and equipment	(458)
System development, software licenses and other	(11,835)
Deferred selling expenses	4,526
Advance for future capital increase in Investee	-
<b>NET CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES</b>	<b>(7,767)</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>	
Interest on capital paid	(12,980)
Shares repurchased	(84,323)
Stock Options Program vesting reimbursements	481
<b>NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES</b>	<b>(96,822)</b>
<b>INCREASE (DECREASE) IN CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS</b>	<b>(1,312)</b>
Cash, Cash Equivalents and short-term investments	
Balance at the beginning of period	859,235
Balance at the end of period	857,923
<b>INCREASE (DECREASE) IN CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS</b>	<b>(1,312)</b>



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## Attachment VII – Consolidated cash flow statement: 2Q20

(R\$000)	2Q20
<b>CASH FLOW FROM OPERATIONAL ACTIVITIES</b>	
<b>Net income for the period</b>	<b>115,827</b>
Reconciliation of net income with the cash generated by operations	62,124
	<b>177,951</b>
Decrease (increase) in operational assets	(6,649)
Increase (decrease) in operational liabilities	(23,294)
<b>NET CASH PROVIDED BY (USED IN) OPERATIONAL ACTIVITIES</b>	<b>148,008</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>	
Acquisition of property and equipment	(2,406)
System development, software licenses and other	(7,082)
Deferred selling expenses	2,000
Advance for future capital increase in Investee	(1,673)
<b>NET CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES</b>	<b>(9,161)</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>	
Interest on capital paid	(13,864)
Shares repurchased	-
Stock Options Program vesting reimbursements	-
<b>NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES</b>	<b>(13,864)</b>
<b>INCREASE (DECREASE) IN CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS</b>	<b>124,982</b>
Cash, Cash Equivalents and short-term investments	
Balance at the beginning of period	672,911
Balance at the end of period	797,892
<b>INCREASE (DECREASE) IN CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS</b>	<b>124,982</b>

## Attachment VIII – value added statement: 2Q21 x 2Q20

(R\$000)	2Q21		2Q20	
Revenues	465,007		445,151	
Payments, net	467,101		451,288	
Sales of services and products	3,757		3,343	
Odontored (Mexico)	6,867		3,586	
Allowance for doubtful receivables	(12,718)		(13,066)	
Inputs purchased from third parties	(255,235)		(197,244)	
Indemnifiable claims, net	(182,520)		(148,244)	
Operational materials and dental supplies	(3,138)		(2,710)	
Other operating income/expenses	10,106		11,191	
Selling expenses	(47,402)		(47,597)	
Administrative expenses	(25,143)		(19,084)	
Incurred but Not Reported Provision (IBNR)	(7,387)		8,946	
Odontored - Technical reserves	249		254	
GROSS VALUE ADDED	209,772		247,907	
Retentions	(8,044)		(7,155)	
Depreciation and amortization	(6,727)		(5,879)	
Amortization of utilization rights	(1,317)		(1,276)	
WEALTH CREATED BY THE COMPANY	201,728		240,752	
Wealth received in transfer	13,706		6,527	
Equity in subsidiaries	1,519		971	
Financial income	12,187		5,556	
WEALTH CREATED	215,434		247,279	
WEALTH DISTRIBUTED	215,434	100.0%	247,279	100.0%
Personnel and charges	48,566	22.5%	38,083	15.4%
- Remuneration	39,744	18.4%	28,893	11.7%
- Benefits	6,697	3.1%	7,363	3.0%
- Government severance pay fund	2,125	1.0%	1,827	0.7%
Taxes, fees and contributions	75,635	35.1%	89,555	36.2%
- Federal	67,410	31.3%	80,871	32.7%
- State	700	0.3%	629	0.3%
- Municipal	7,525	3.5%	8,055	3.3%
Lenders and Lessors	3,677	1.7%	3,814	1.5%
- Rentals	(251)	-0.1%	(563)	-0.2%
- Financial expenses	3,928	1.8%	4,377	1.8%
Shareholders	87,556	40.6%	115,827	46.8%
- Interest on capital	13,501	6.3%	13,390	5.4%
- Dividends	95,754	44.4%	23,747	9.6%
- Retained earnings	(22,612)	-10.5%	79,318	32.1%
- Non controlling shareholders participation	913	0.4%	-628	-0.3%