



odontoprev

Webcast 1Q24

New growth cycle and value innovation



SMLL B3

IDIVERSA B3



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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: different penetration profiles

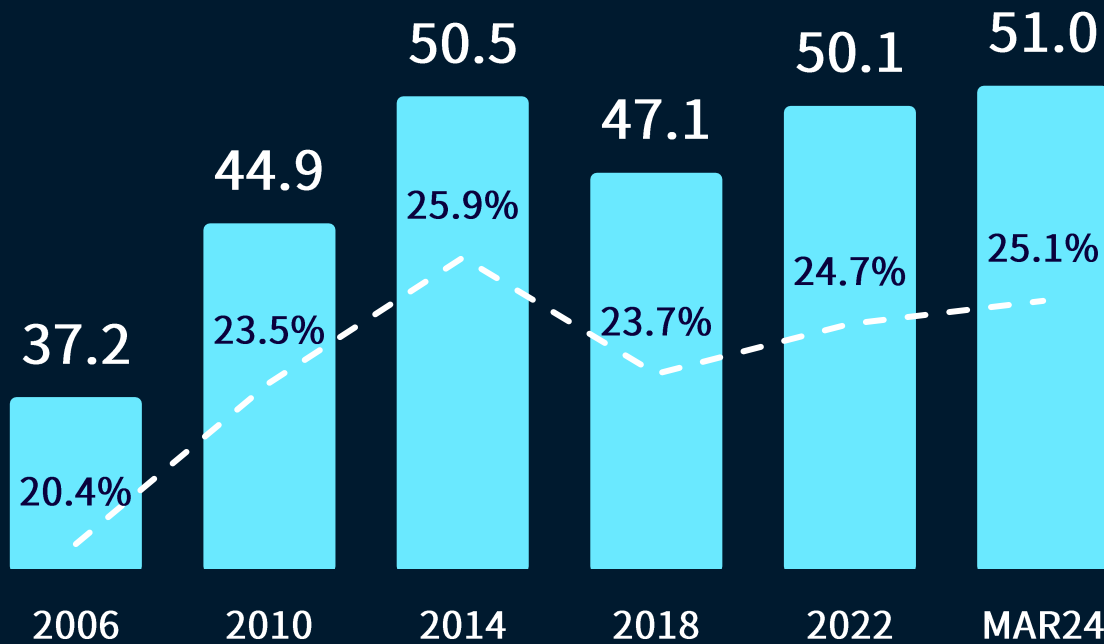


Million members

— — % total brazilian population

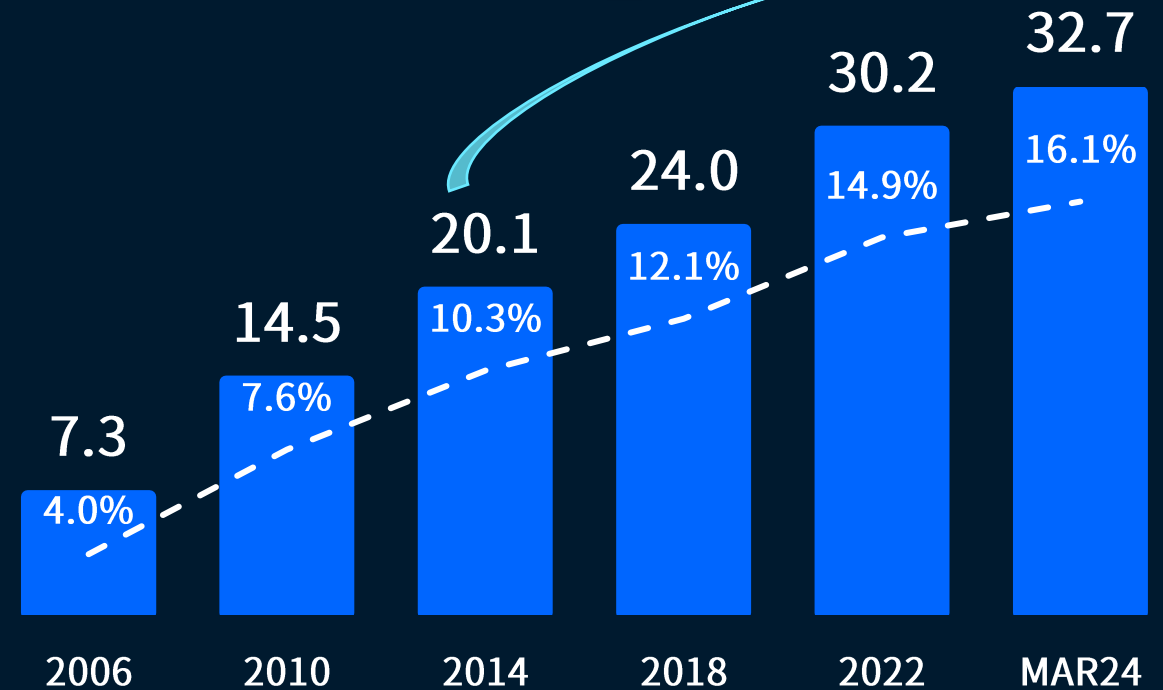
Medical plans

+503 thousand members



Dental plans: + 12 million members since 2014

+12,653 thousand members



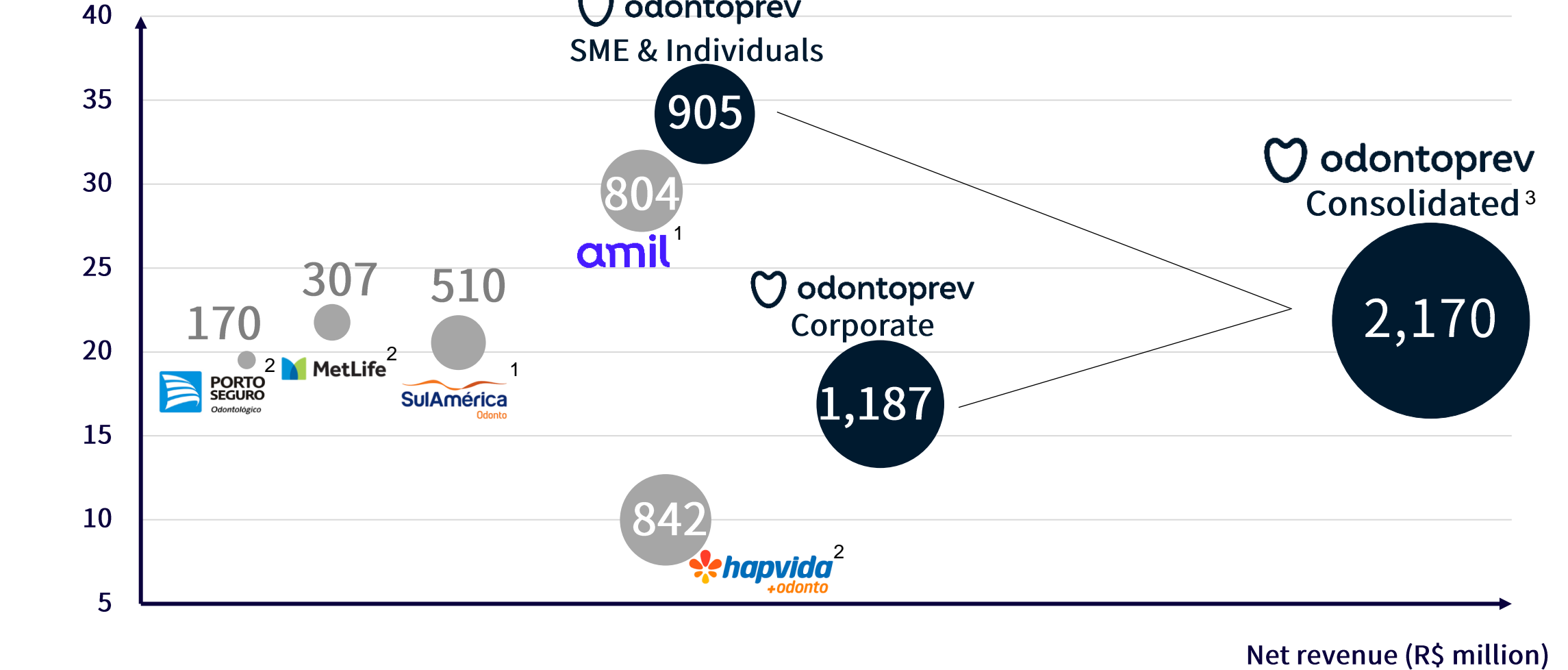
Dental plans: net revenue and average ticket profile



R\$ million – APR23-MAR24

Average Ticket

(R\$/member/month)



Source: Odontoprev e ANS 2023¹

² Oficial 2023 ; ³ Includes R\$78 million on other revenues.

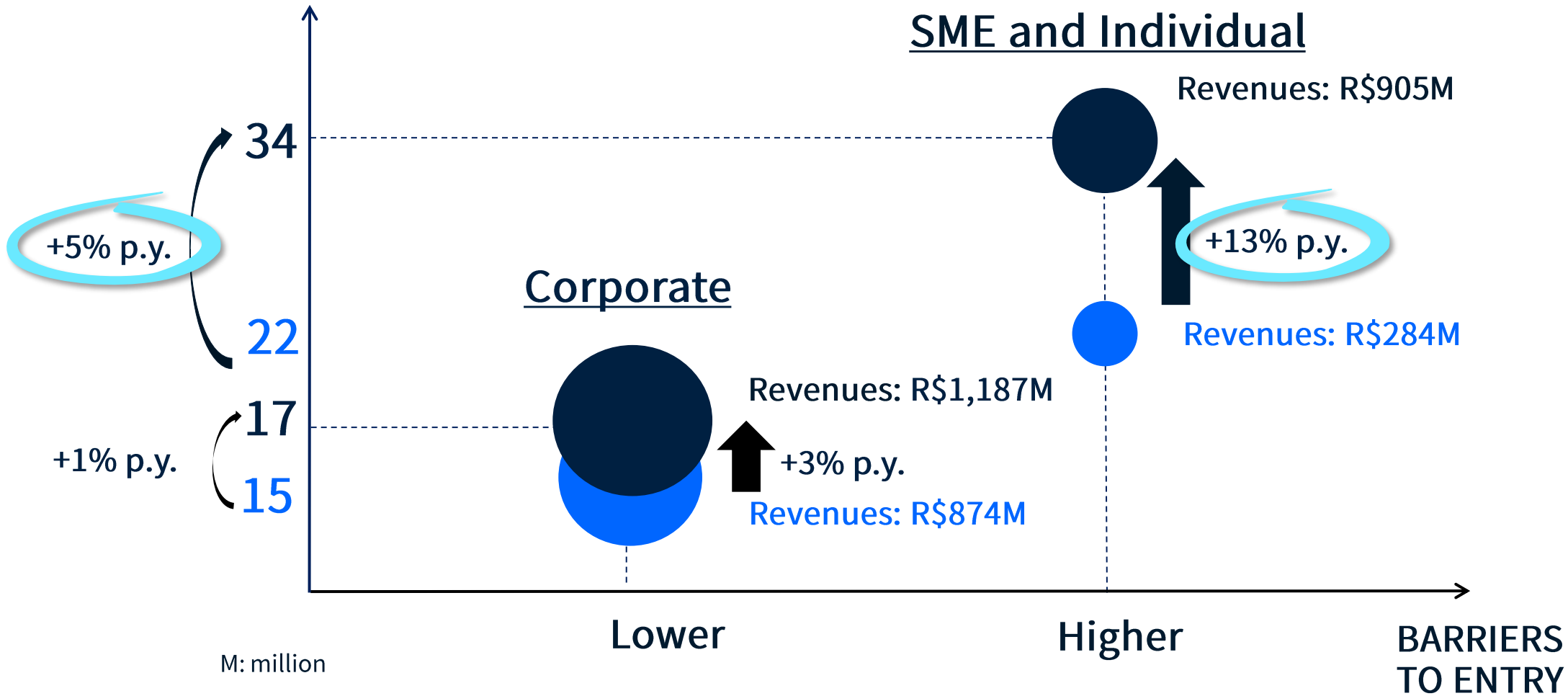
Value innovation: SME and Individual plans revenue CAGR of 13% since 2014



● 2014 ● APR23 - MAR24

Average Ticket (R\$/member/month)

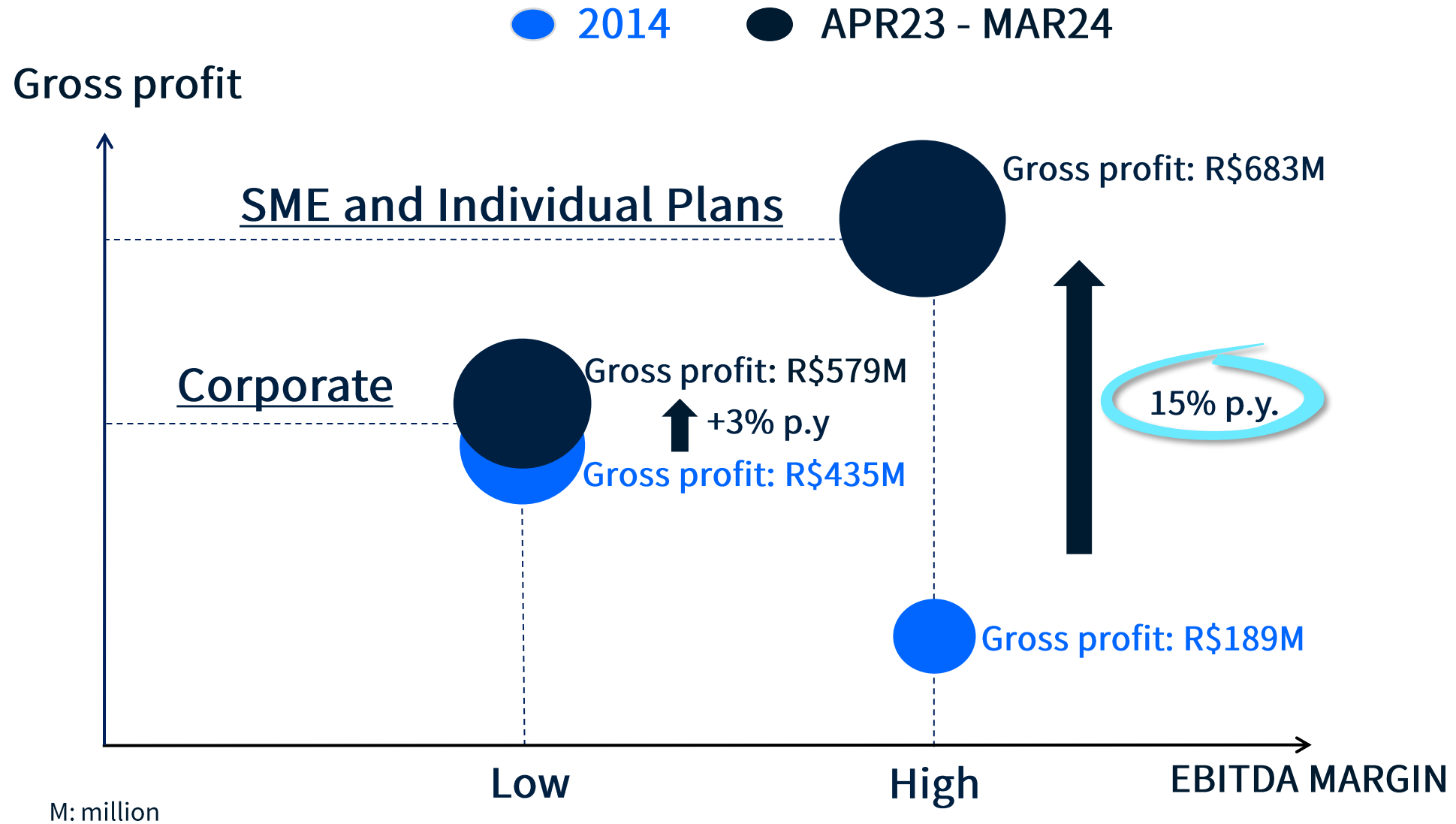
SME and Individual



M: million

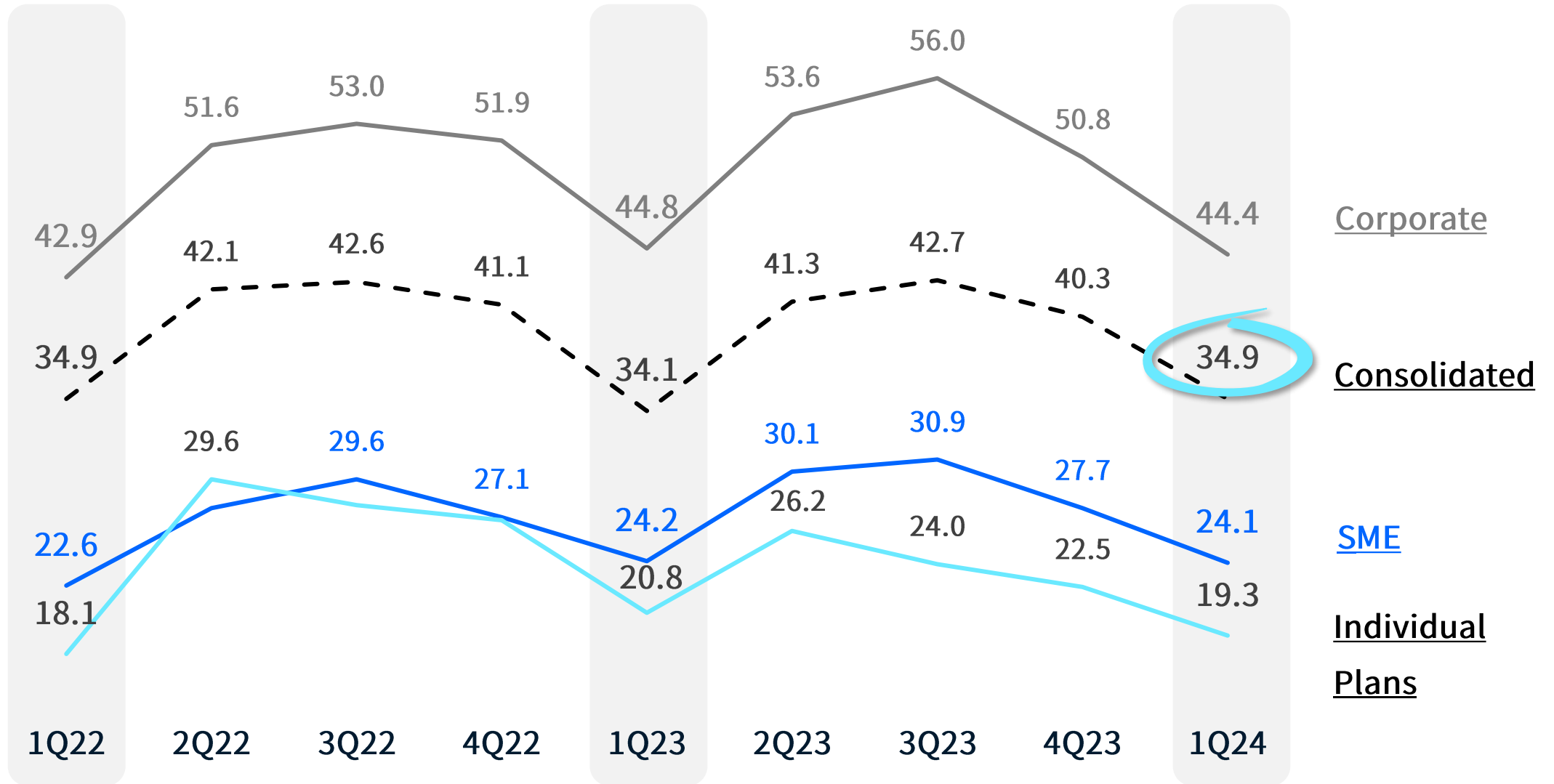
BARRIERS TO ENTRY

SME and Individuals represent 54% of total gross profit LTM



Quarterly dental care ratio profile

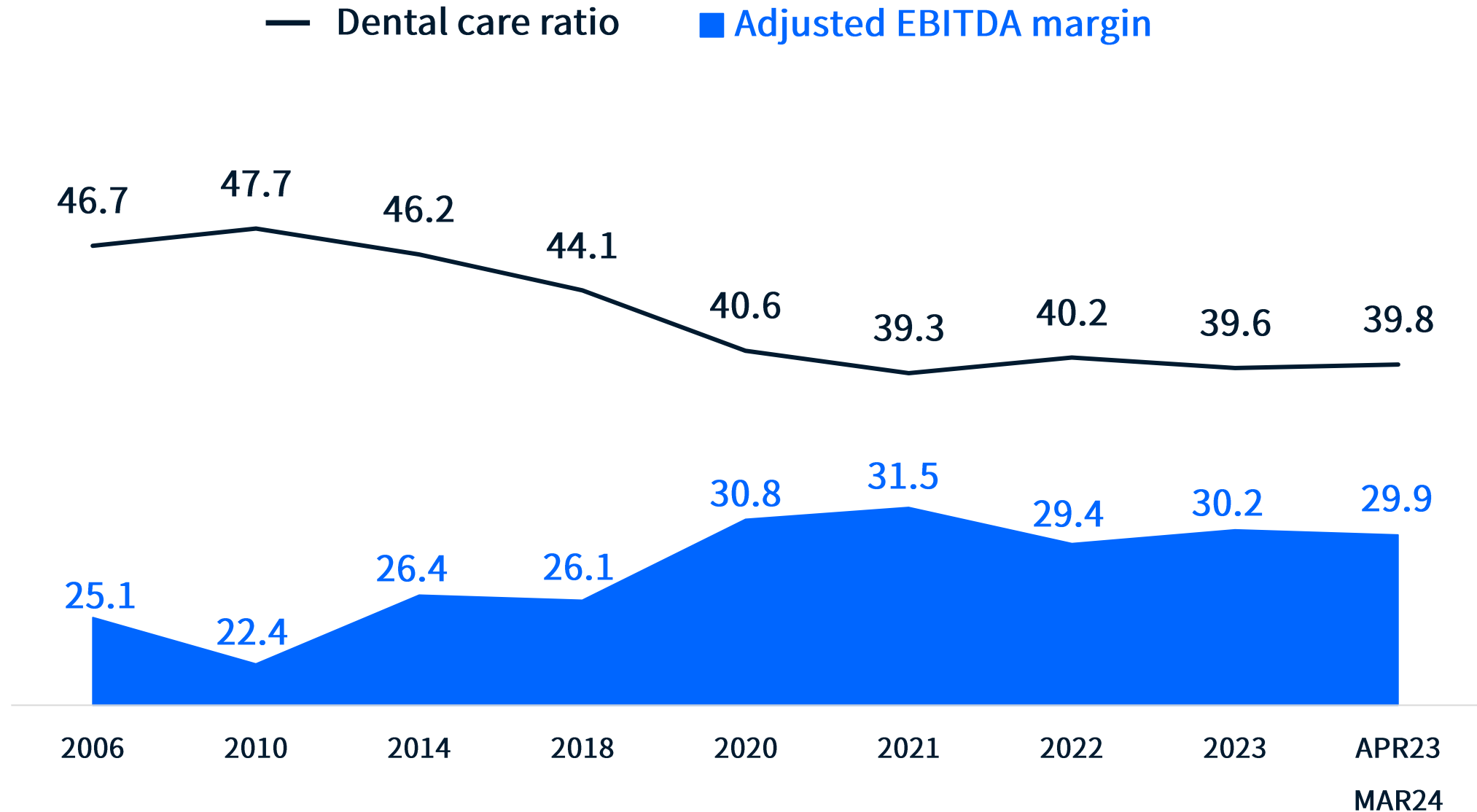
% NOR



Dental care ratio and Adjusted EBITDA margin since the 2006 IPO

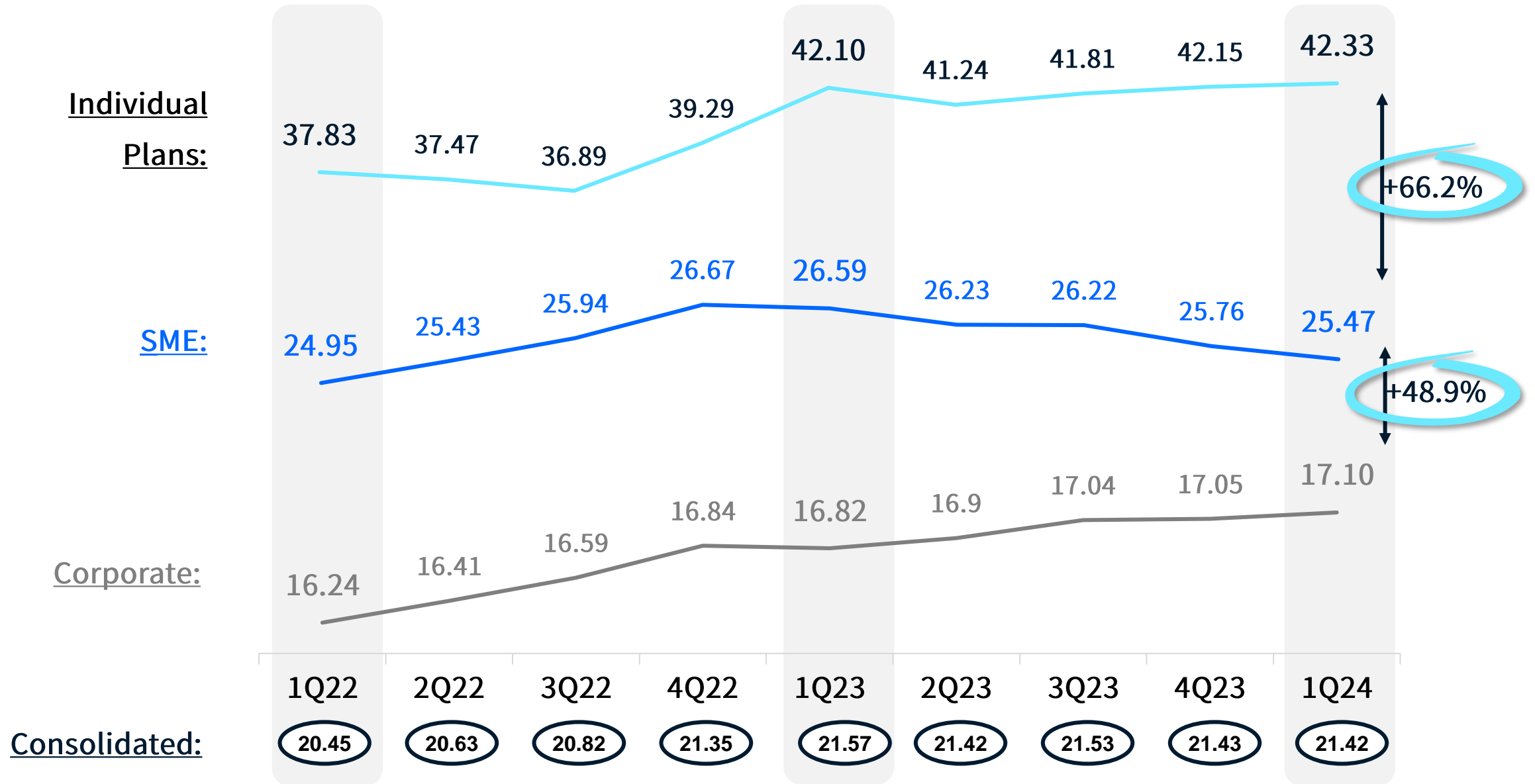


% NOR

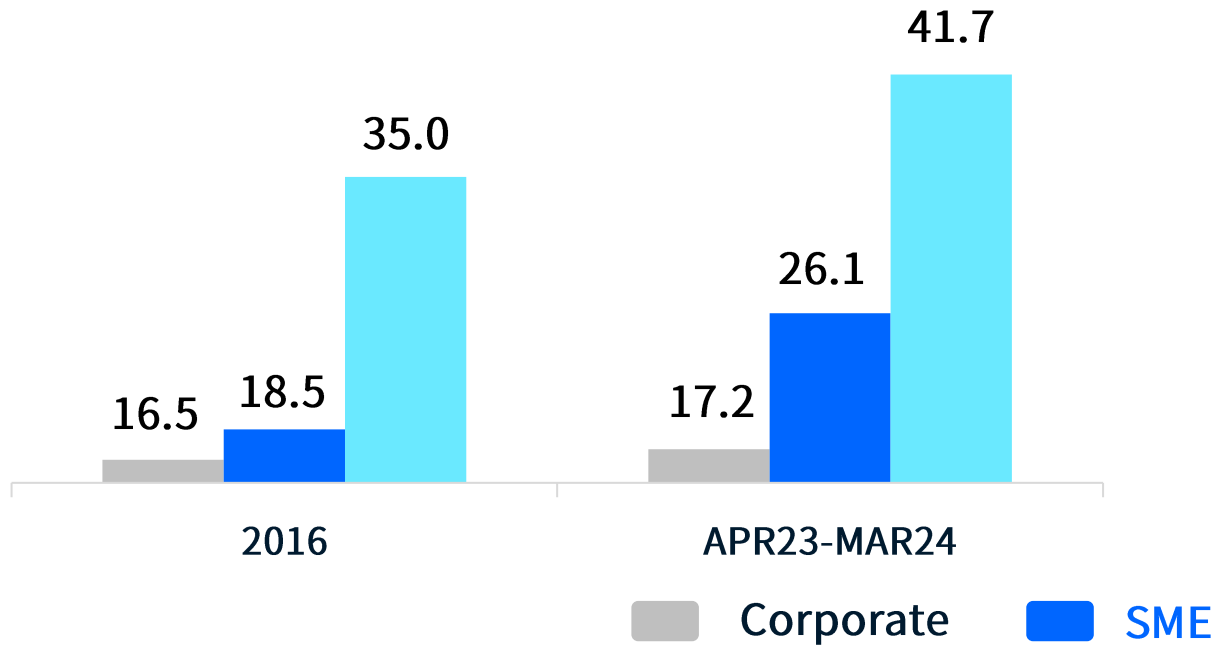


Average ticket consolidated and per business segment

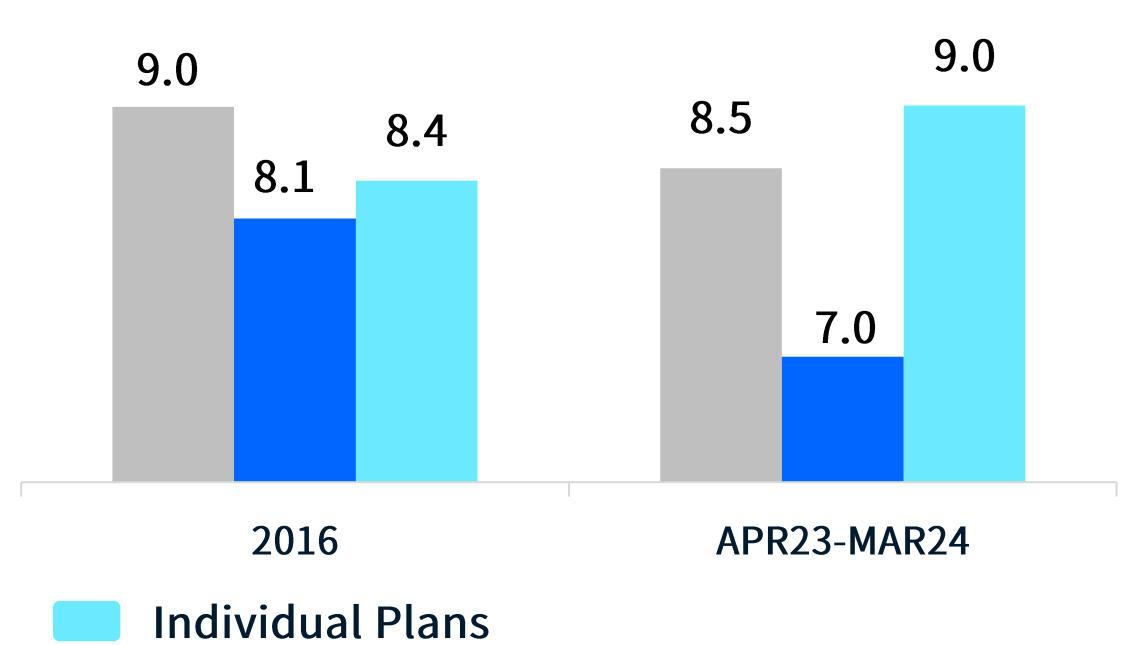
R\$/beneficiary/month



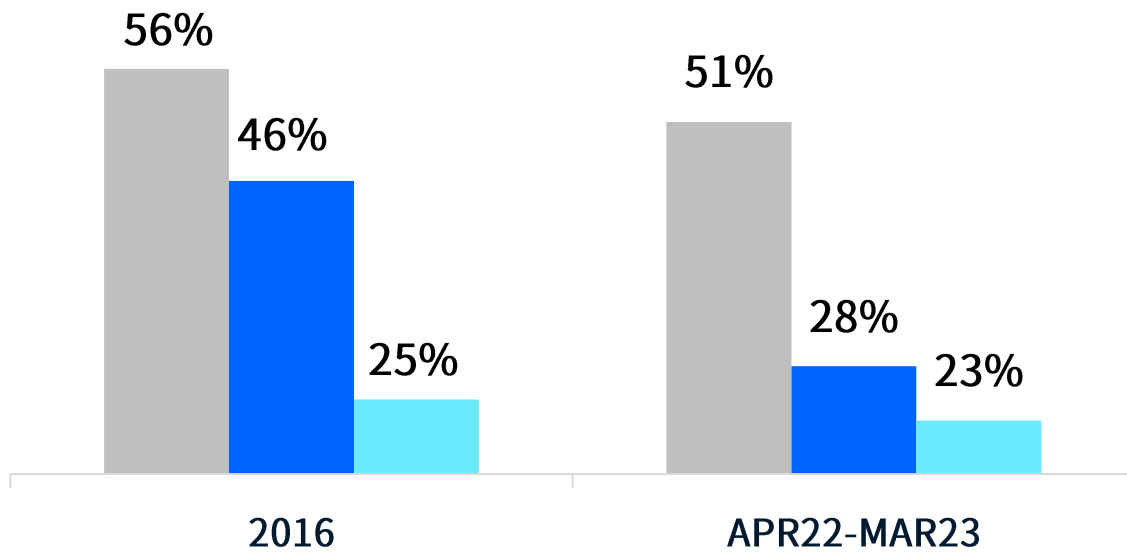
Average ticket (R\$/ beneficiary/ month)



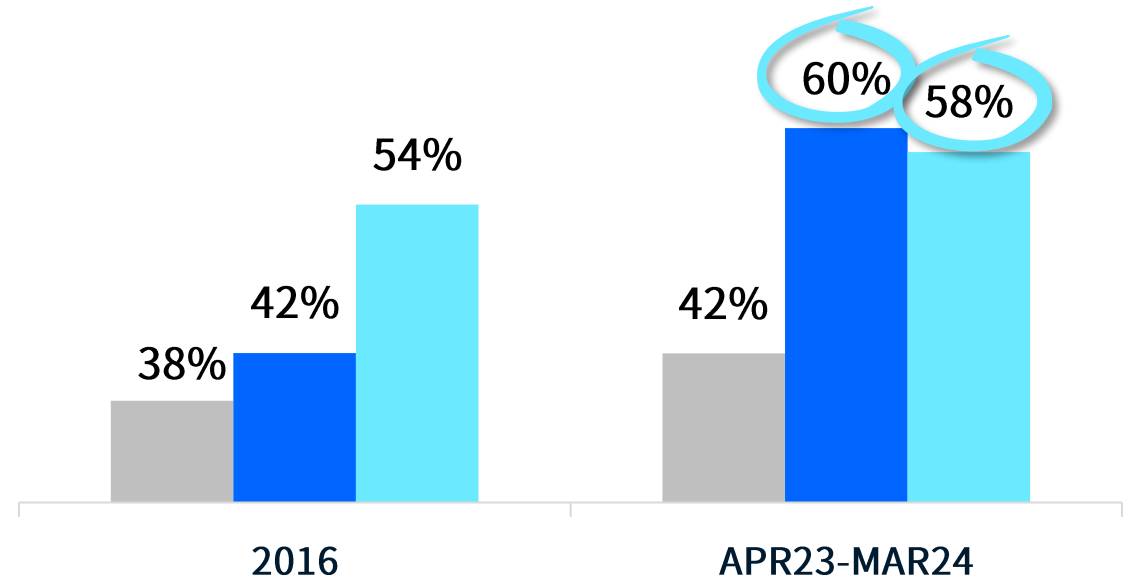
Cost of services (R\$/ beneficiary/ month)



Dental care ratio (%)

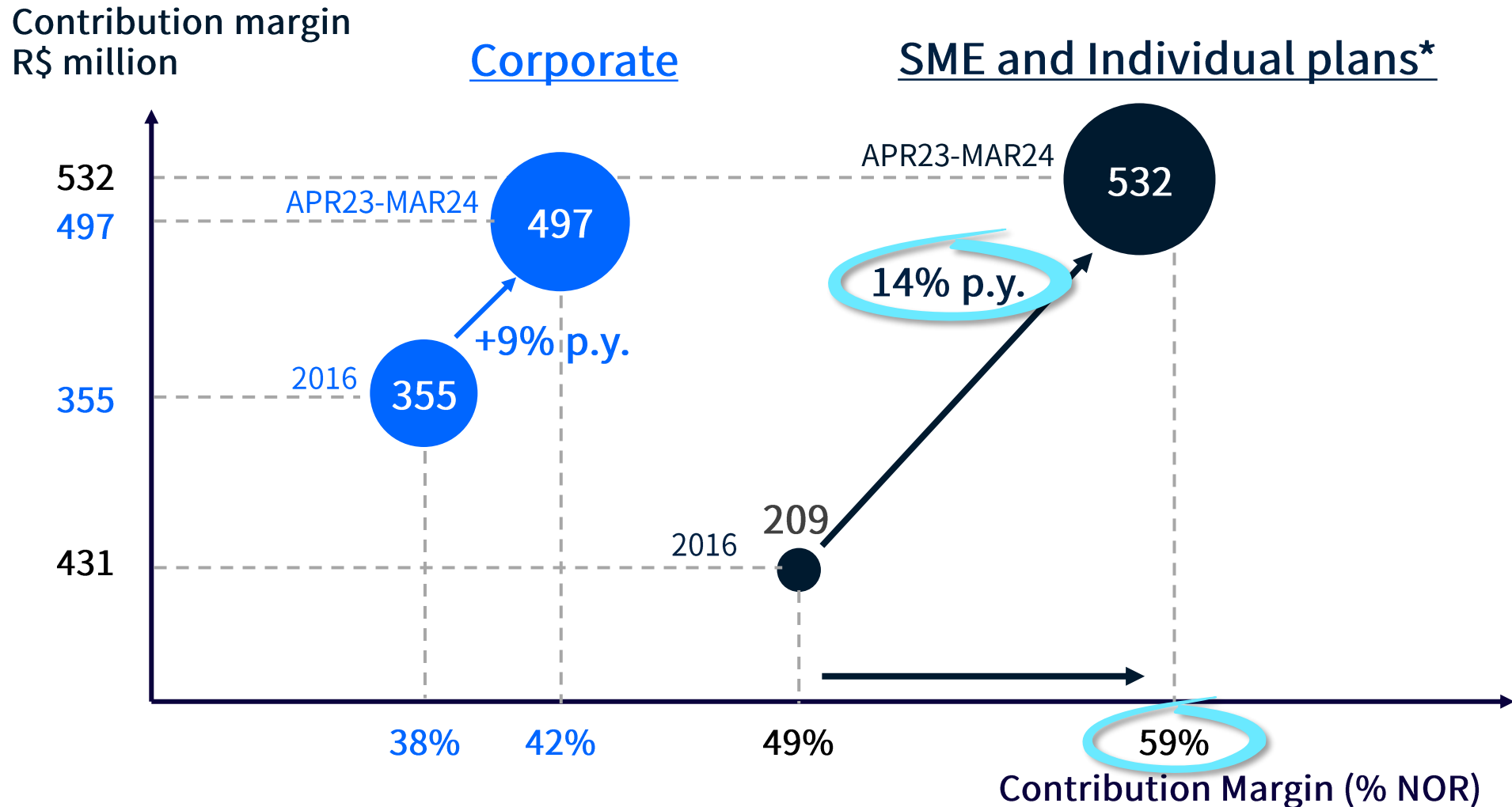


Contribution margin (% NOR)



Contribution margin per segment: 2016 x APR23-MAR24

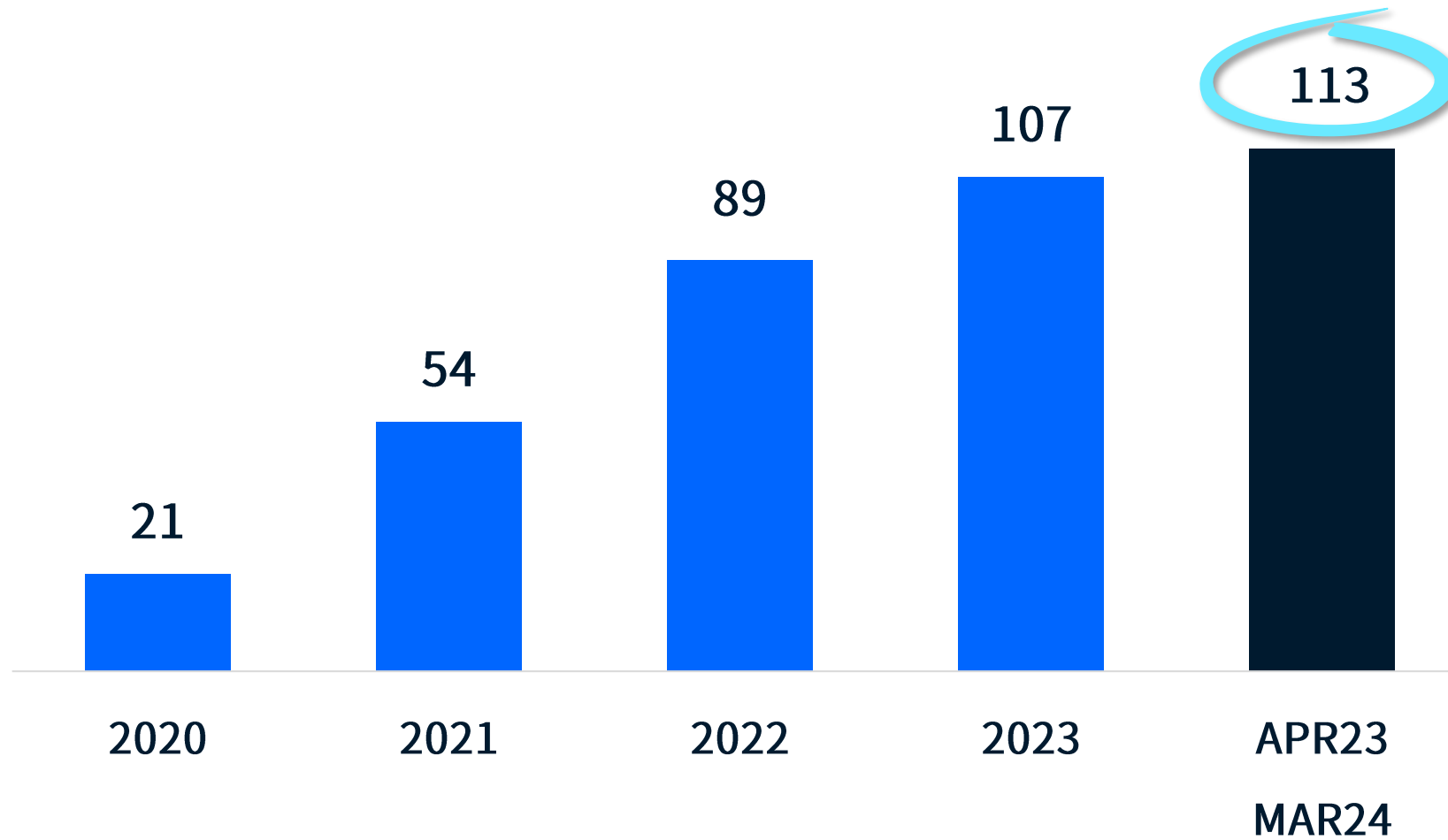
R\$ million and % NOR



* Excludes the free choice plans provisions/ reversal between 2020 and 2023

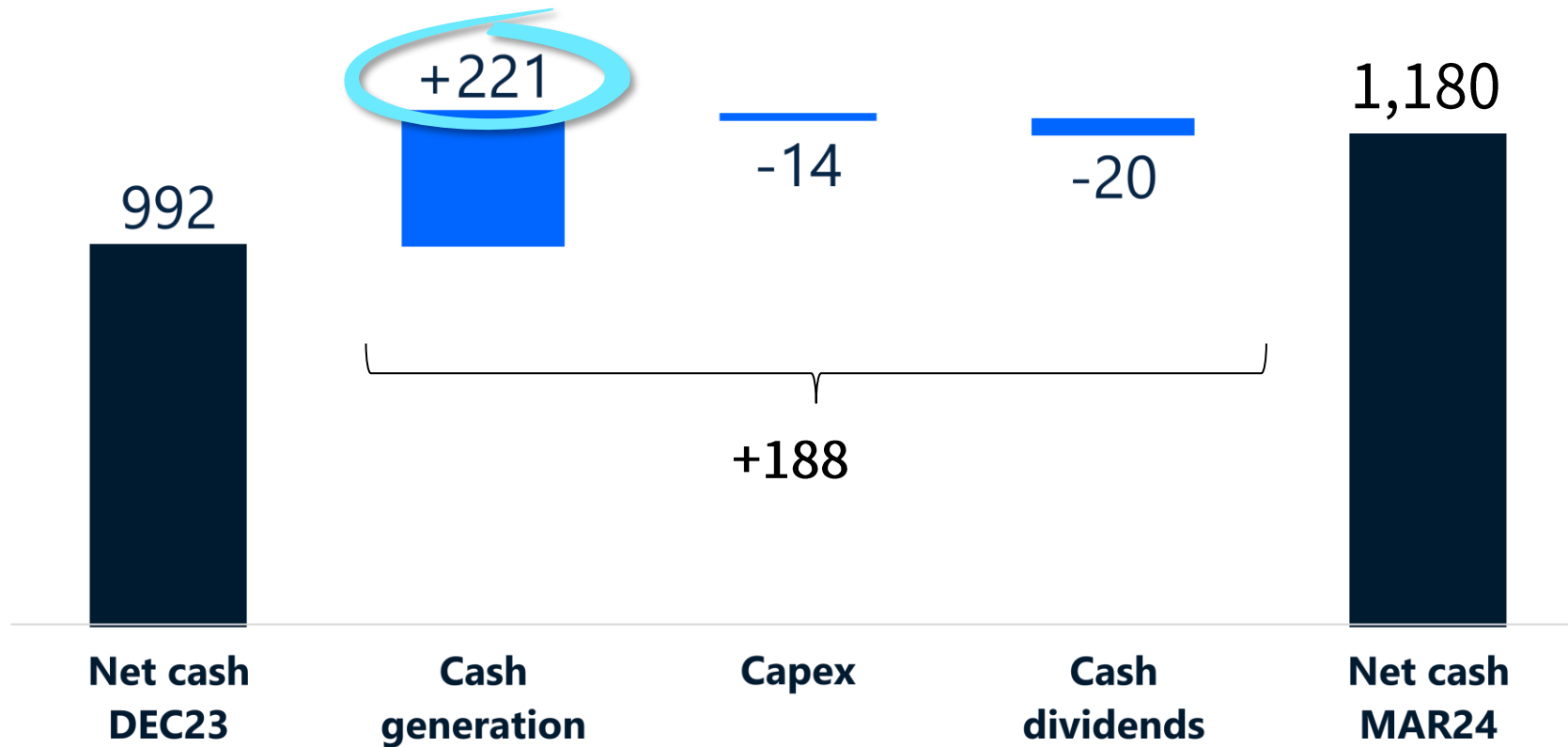
Financial income recent evolution

R\$ million



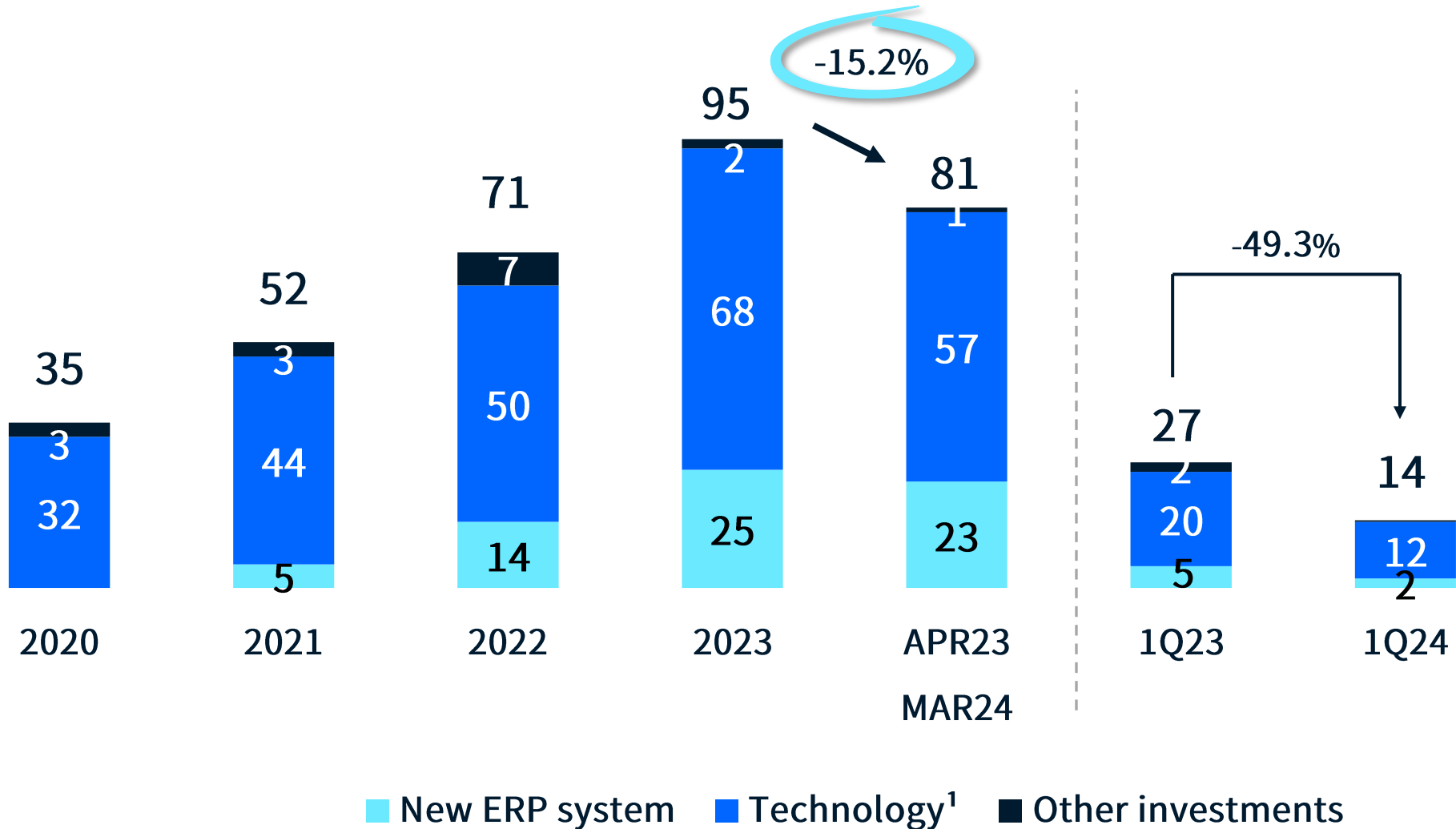
Cash flow 1Q24

R\$ million



CAPEX: Technology represents the bulk of investments

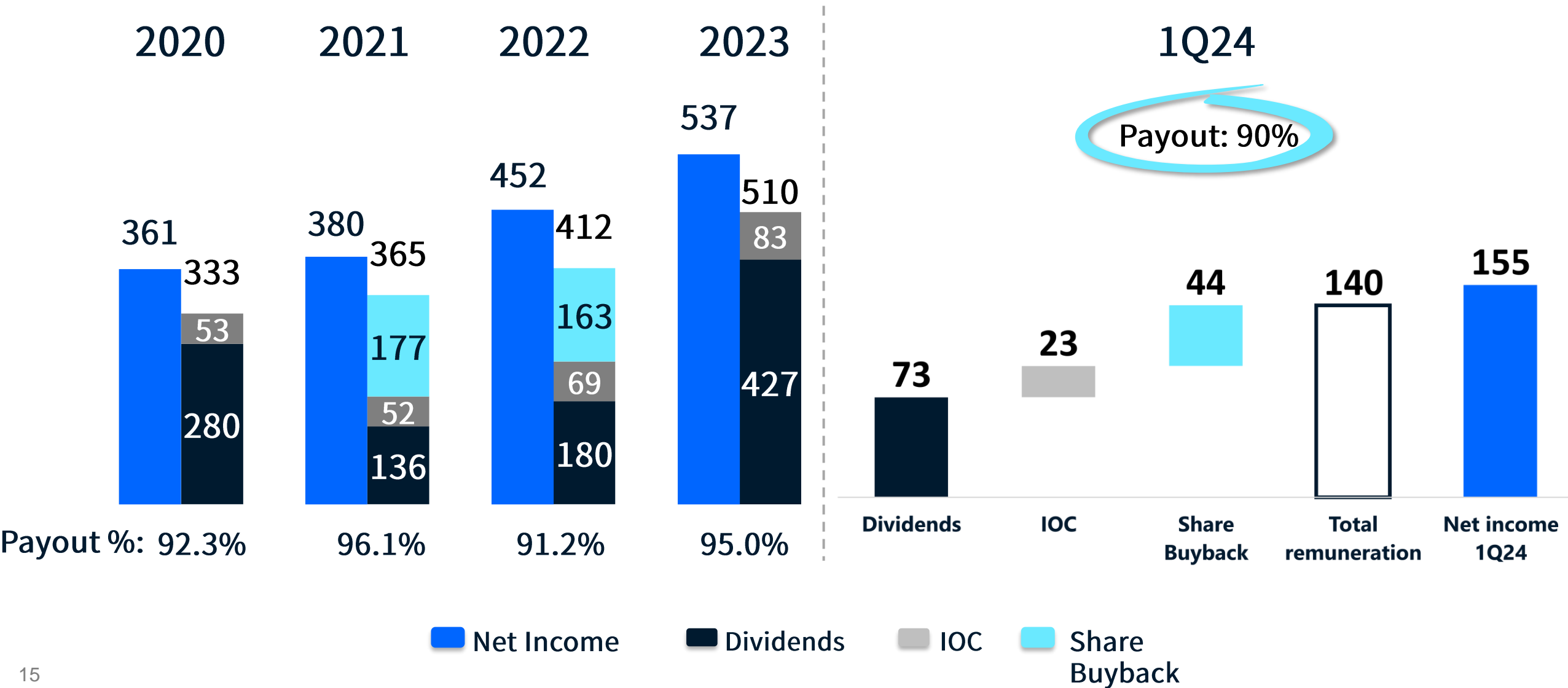
R\$ million



¹ IT platform, acquisition/licence of software and computer equipment

Total shareholder remuneration of R\$140 million in 1Q24

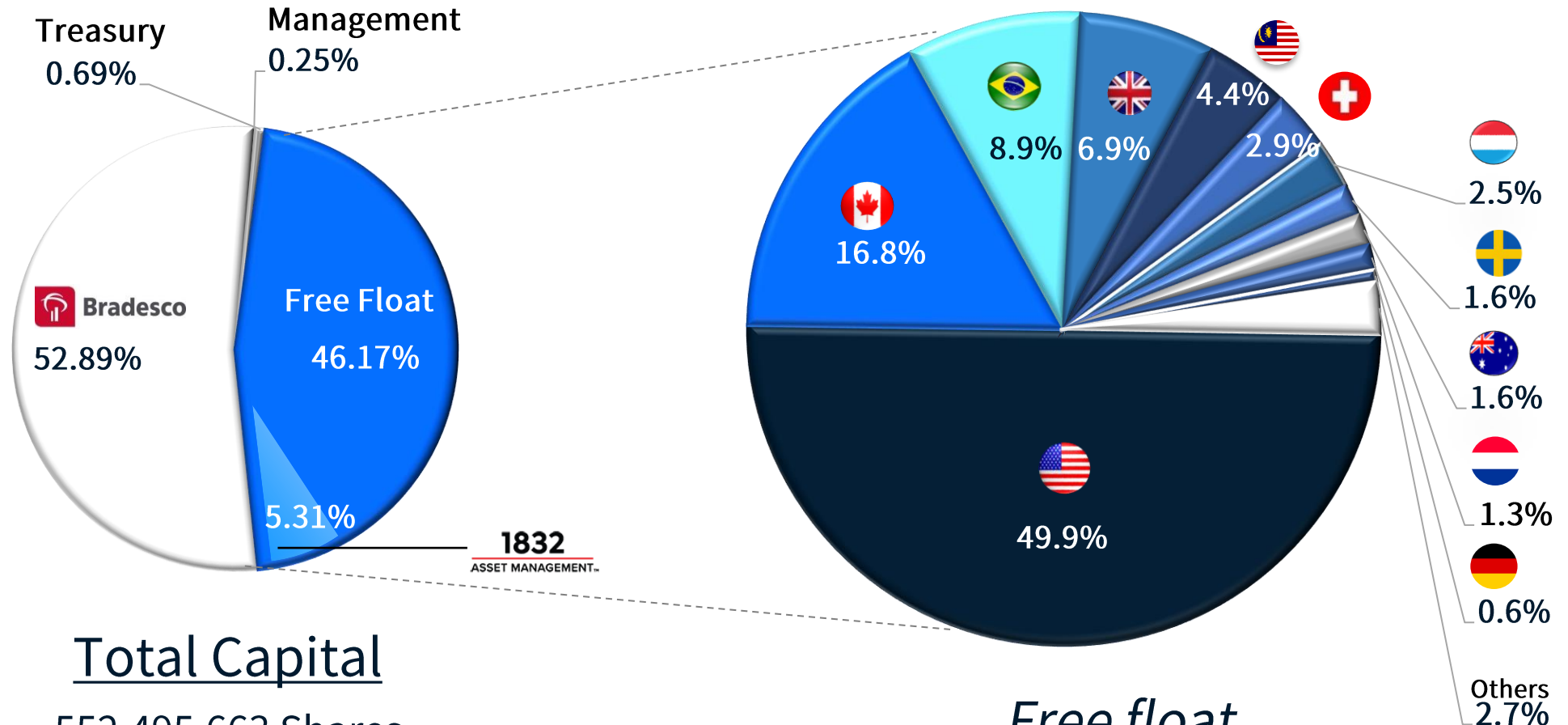
R\$ million



Global shareholder structure: investors from more than 30 countries



APR/24



Total Capital

552,495,663 Shares

Treasury

3,816,100 Shares

Free float

255,075,668 Shares

