



 **odontoprev**
Webcast
1Q20

New growth cycle and value innovation



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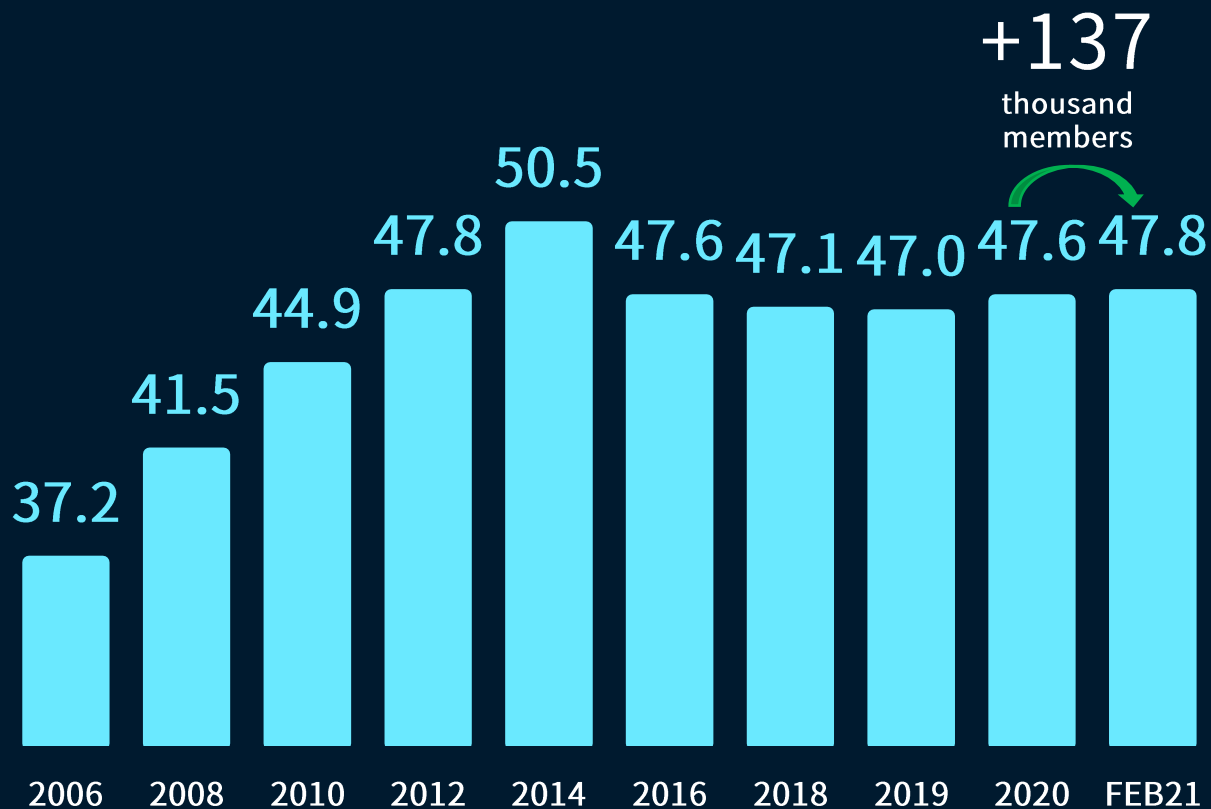
The information contained in this presentation concerning market estimates. The Brazilian dental and healthcare industry and our participation in it as well as our position in relation to our competitors was obtained from established public sources including the ANS. the Ministry of Health (Ministério 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

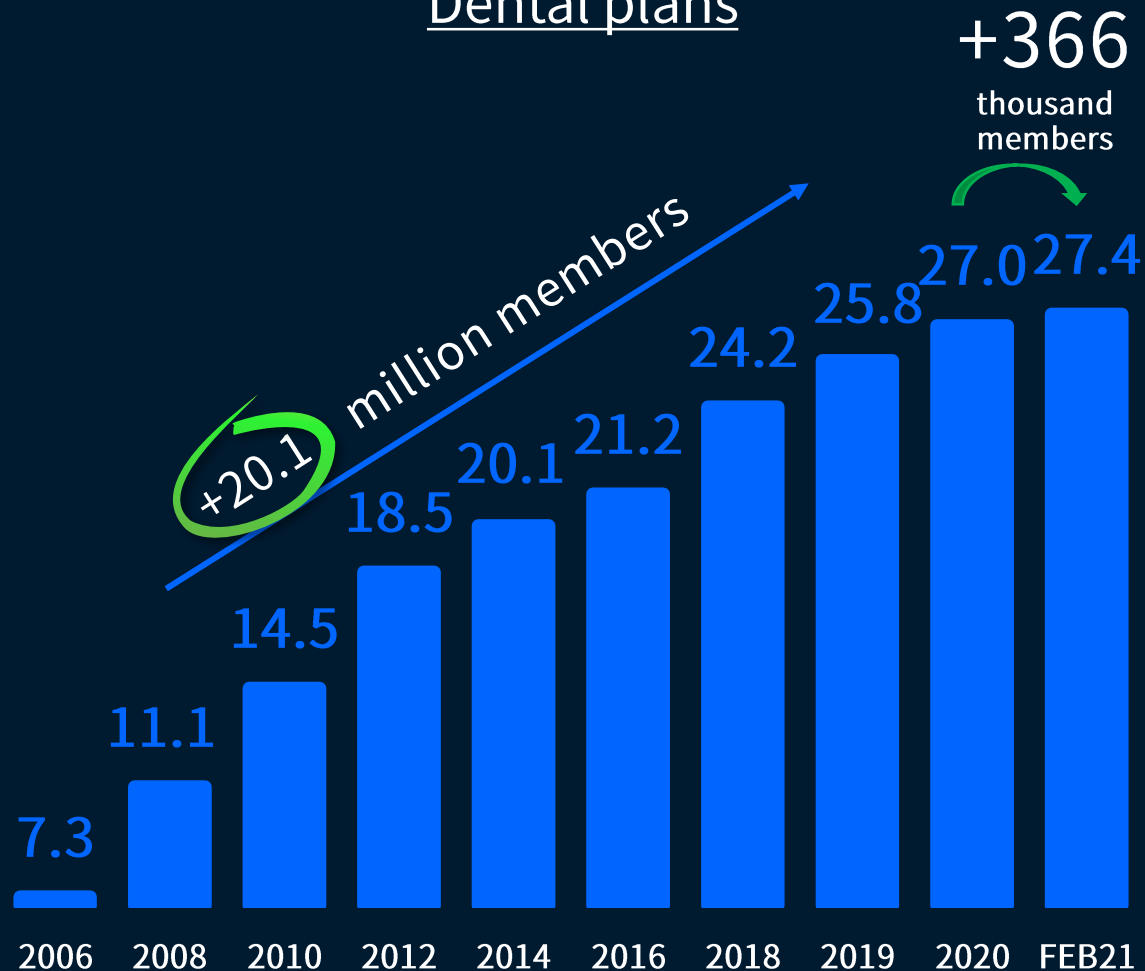


Million members

Medical plans



Dental plans

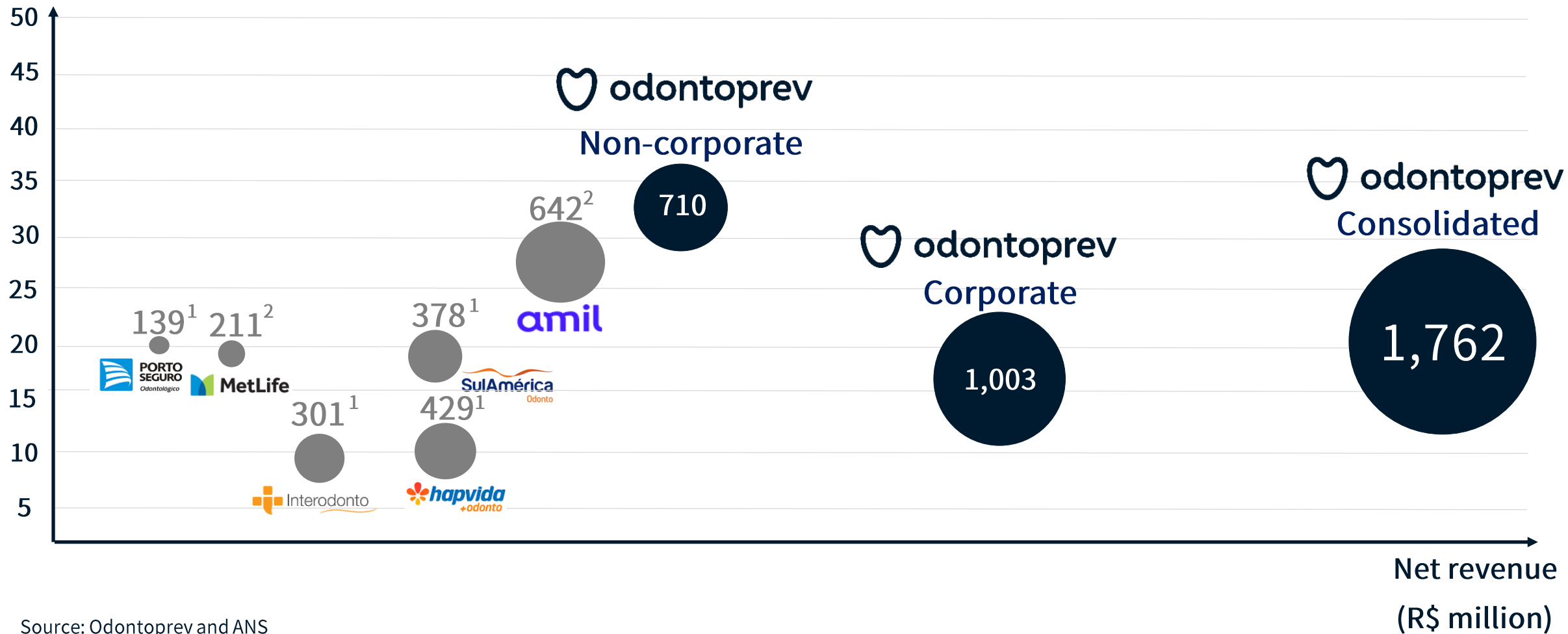




APR20-MAR21 Dental players net revenue and average ticket

R\$ million

Average Ticket (R\$ / member / month)



Source: Odontoprev and ANS

¹ 2020

² 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	4,345	1st	2,696	2nd	1,859	3rd	549	7th	1,589	4th	776	5th	583	6th
South	724	1st	59	12th	276	3rd	78	8th	118	4th	102	5th	14	21st
Middle-West	549	1st	34	11th	179	4th	191	2nd	181	3rd	67	6th	35	10th
North Northeast	1,963	1st	48	19th	477	3rd	1,857	2nd	253	4th	90	10th	46	20th
Total ¹	7,583	1st	2,837	2nd	2,796	3rd	2,676	4th	2,141	5th	1,035	6th	678	8th

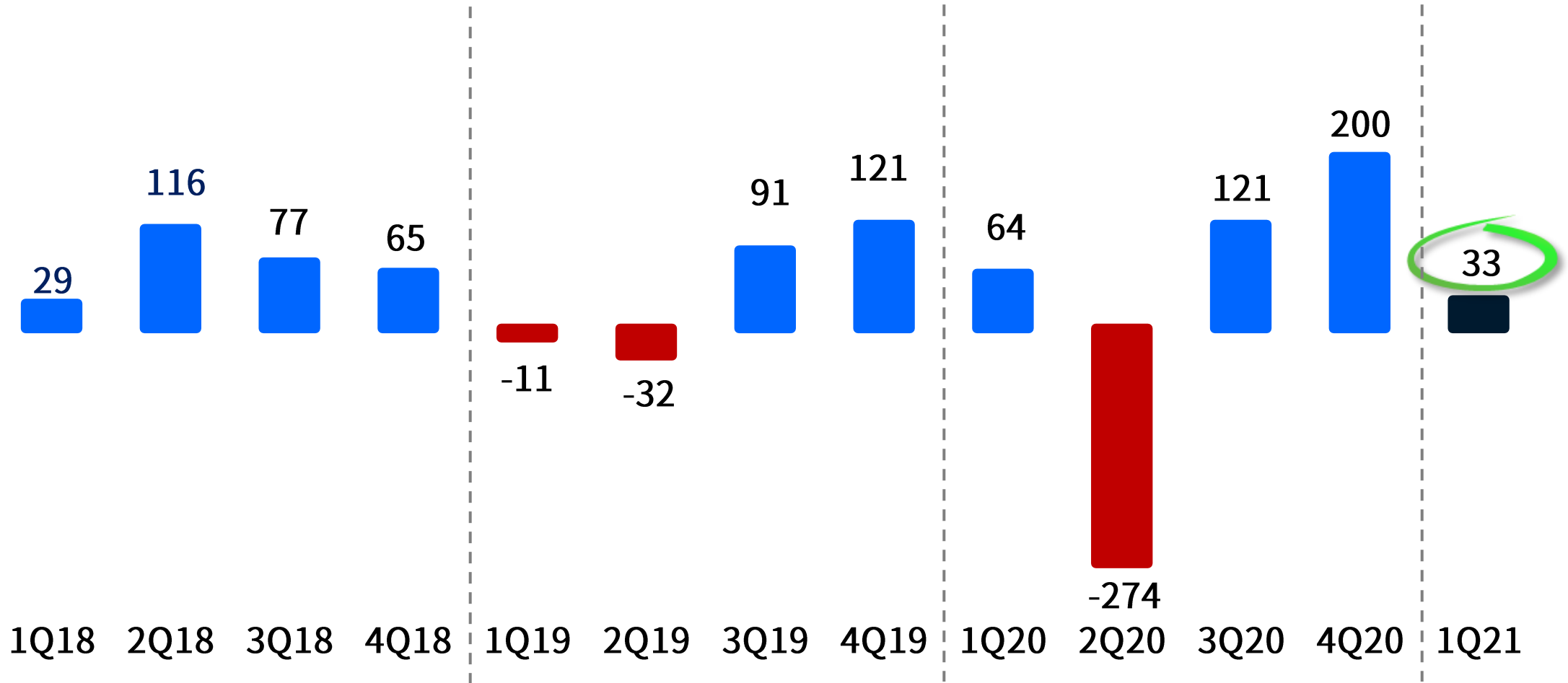
Source: ANS February/21

1- Considers unidentified beneficiaries

Quarterly Net Additions



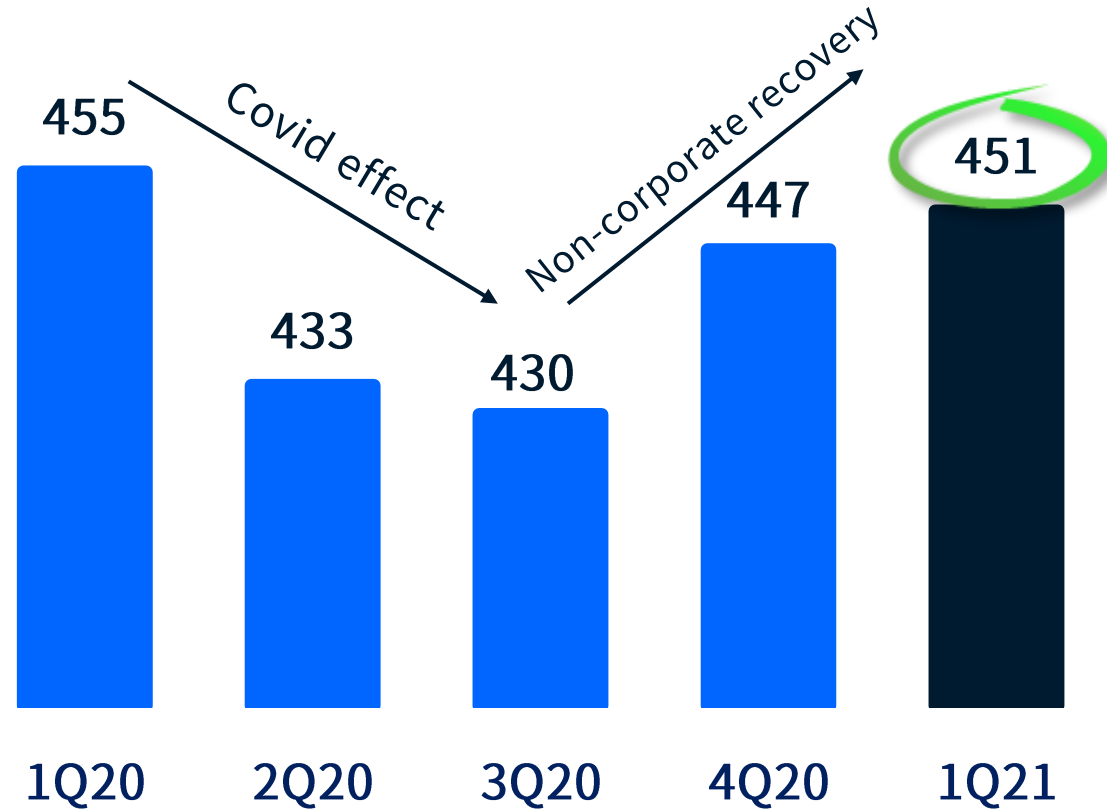
Thousand members





Net revenue quarterly growth

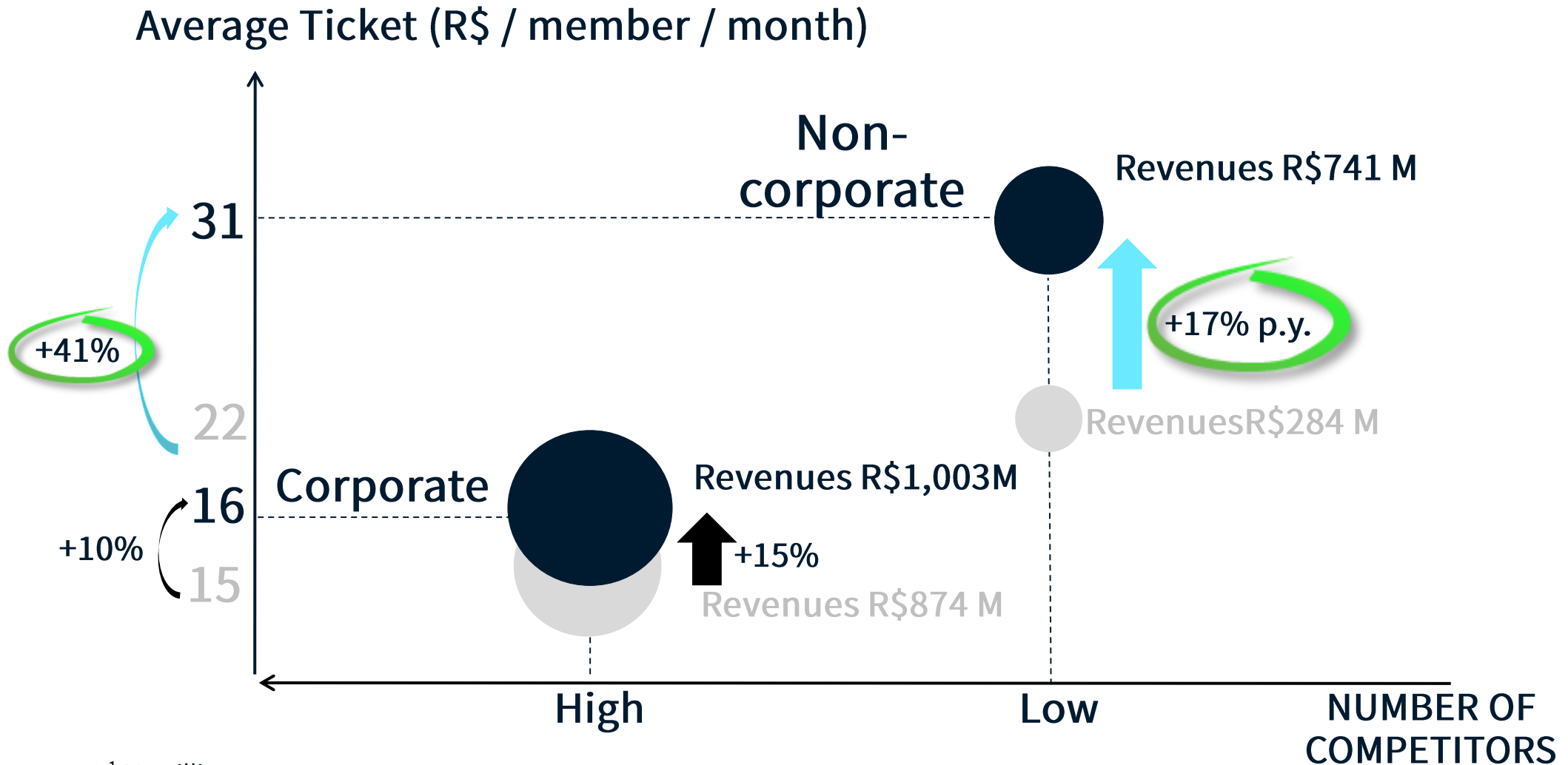
R\$ million



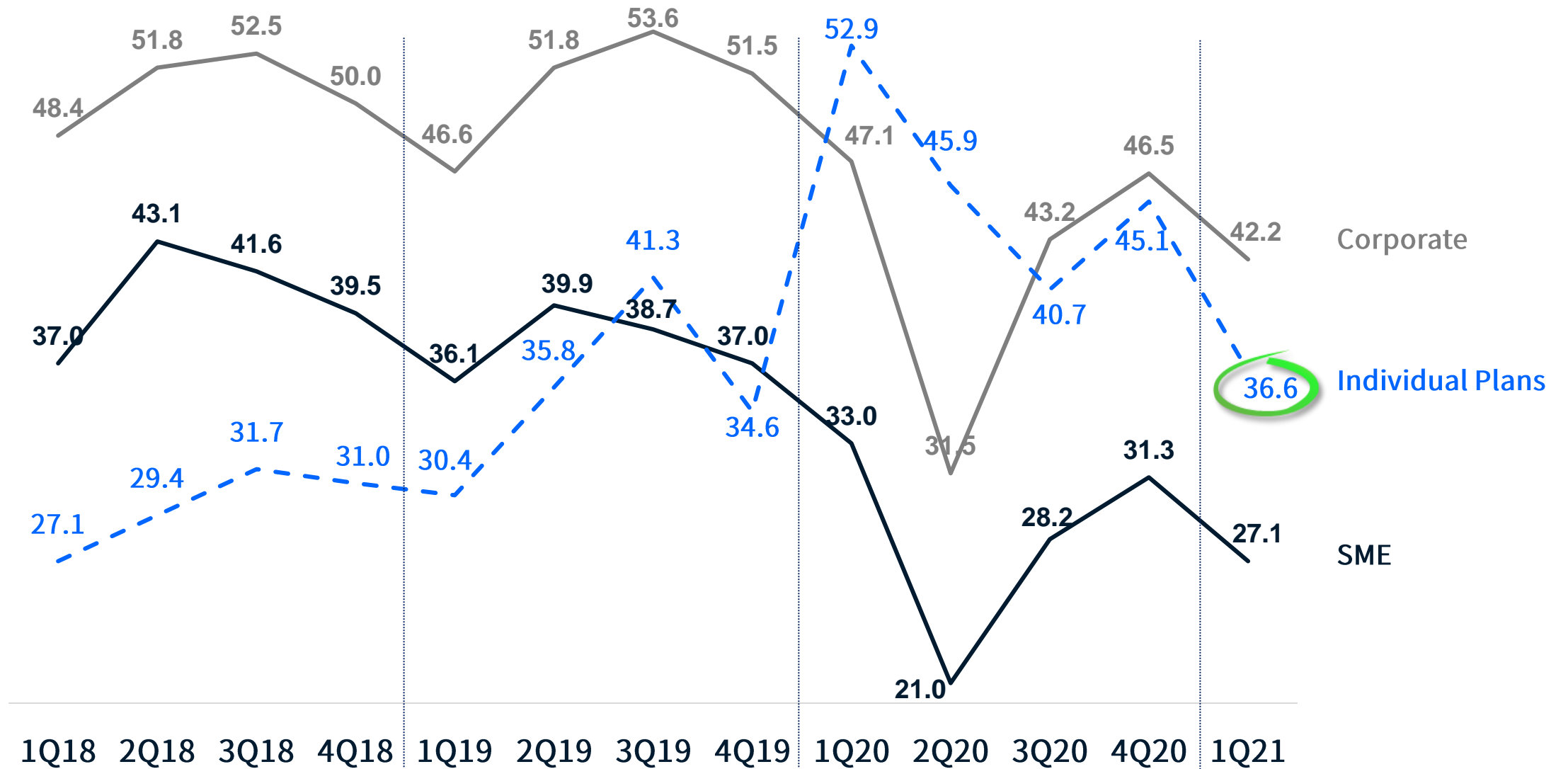


Revenues and average ticket per segment

APR20-MAR21 x 2014



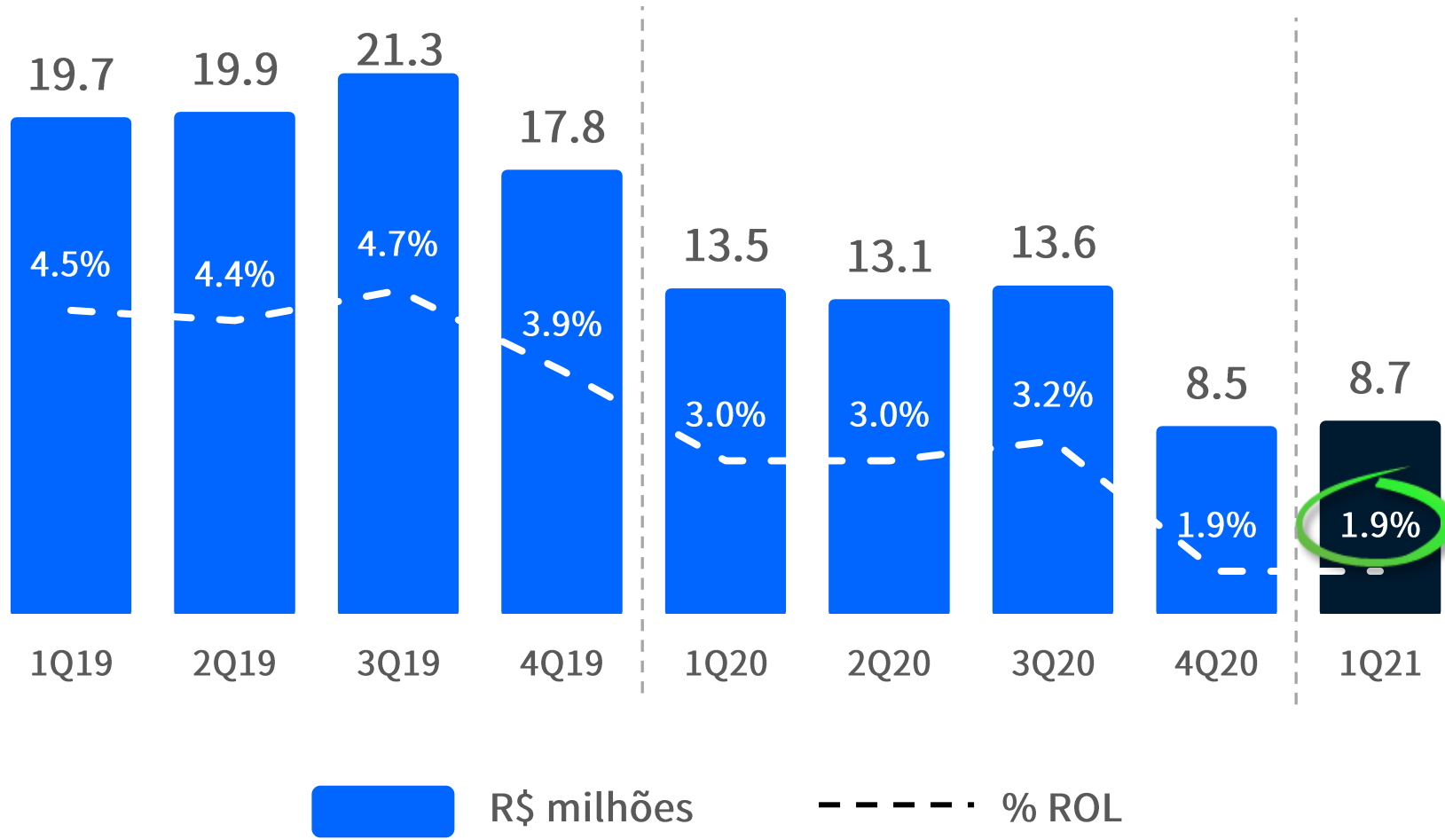
Cost of Services per segment (% Sales)





Allowance for doubtful receivables

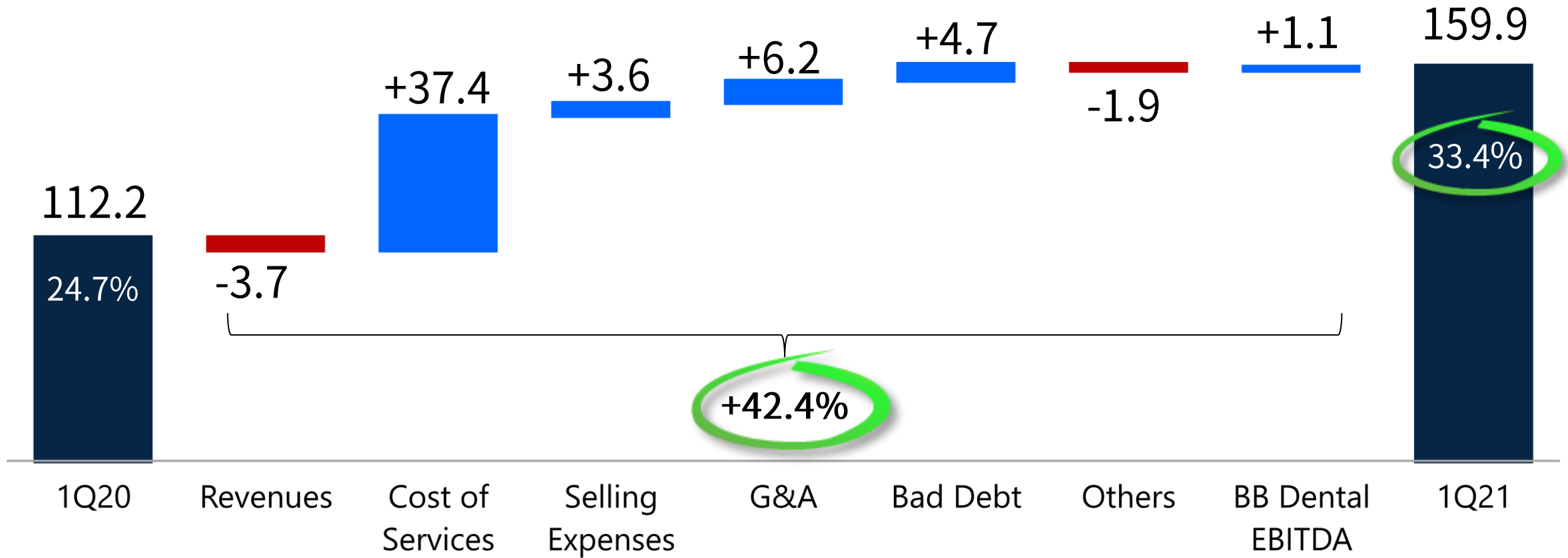
R\$ million and % of Sales





Adjusted EBITDA: 1Q21 x 1Q20

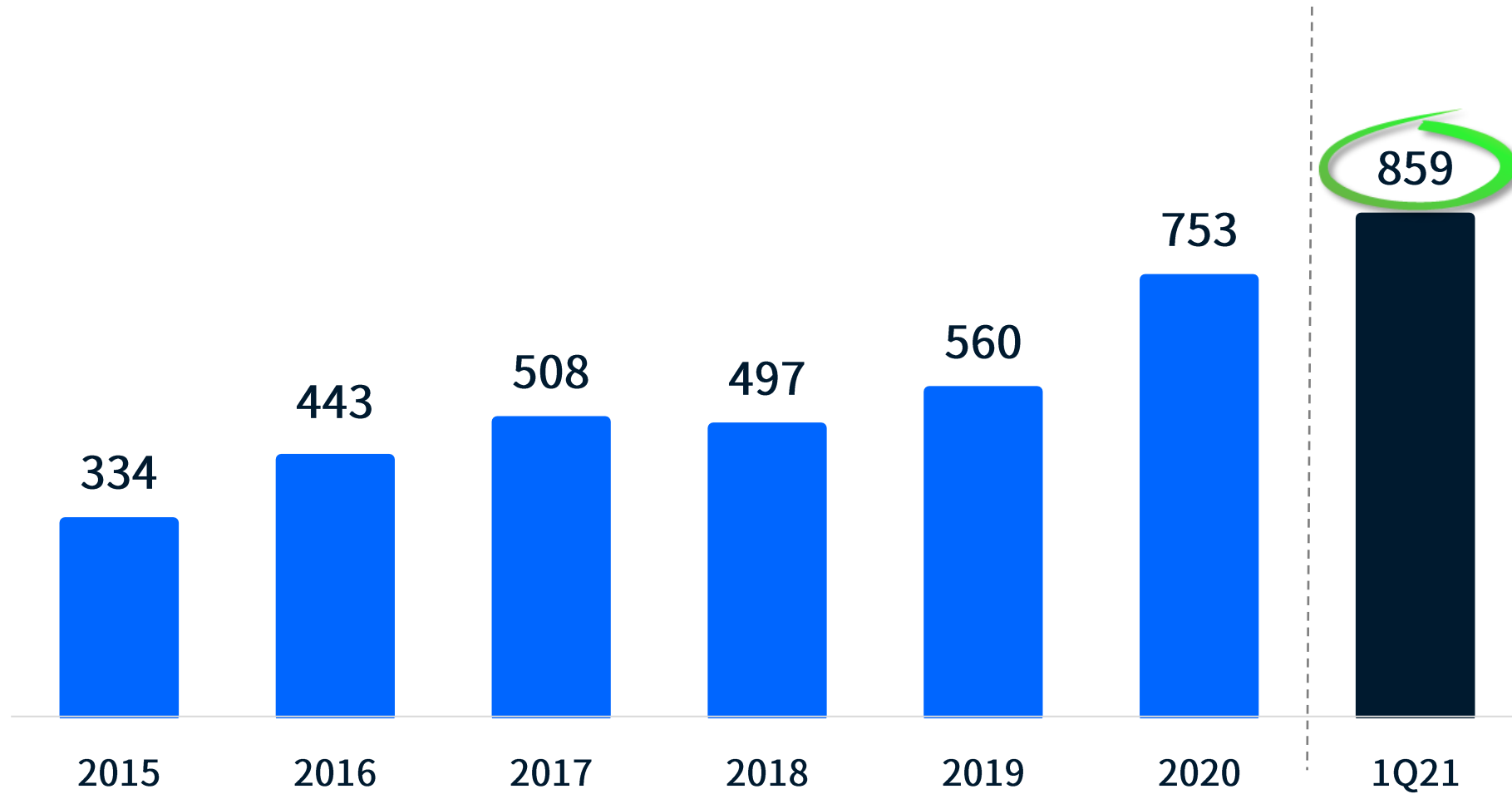
R\$ million % of Sales





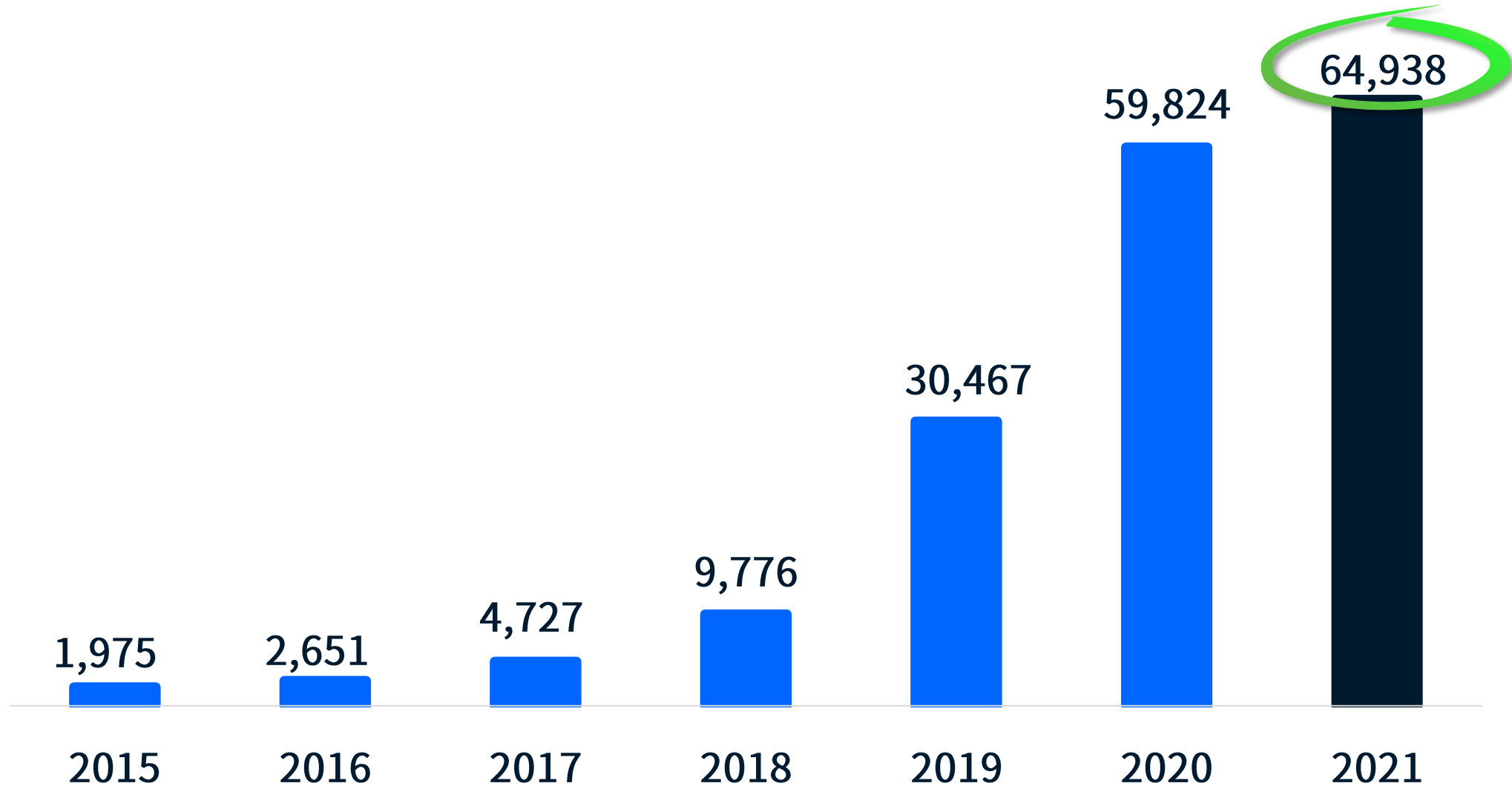
Net Cash evolution

R\$ million





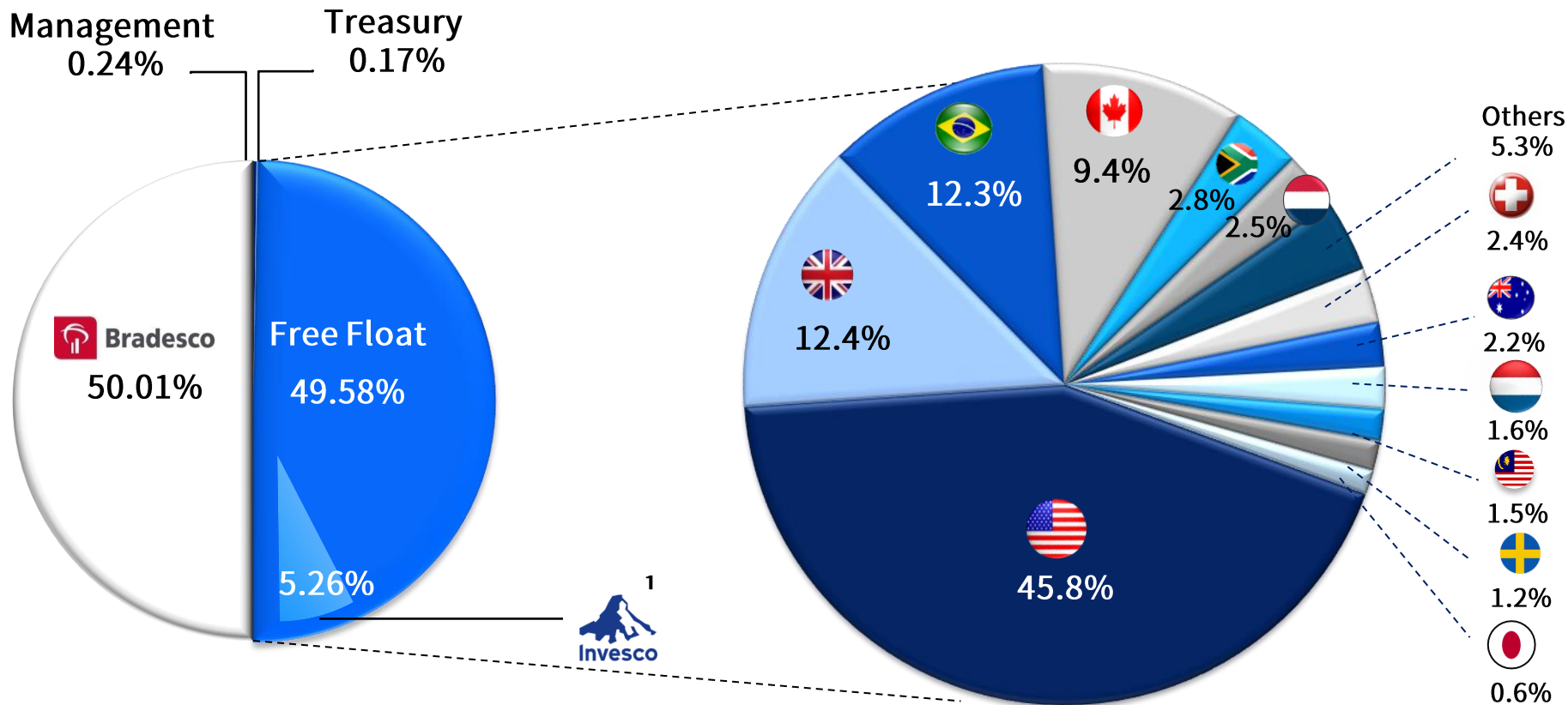
Increasing number of individual investors



Global shareholder structure: investors from more than 30 countries



MAR21



Total Capital

531,294,792 Shares

49% Free float

263,458,266 Shares

Source: Odontoprev

¹as of Notice to the Market on Nov 03rd, 2020

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