

odontoprev Webcast 3Q21

New growth cycle and value innovation



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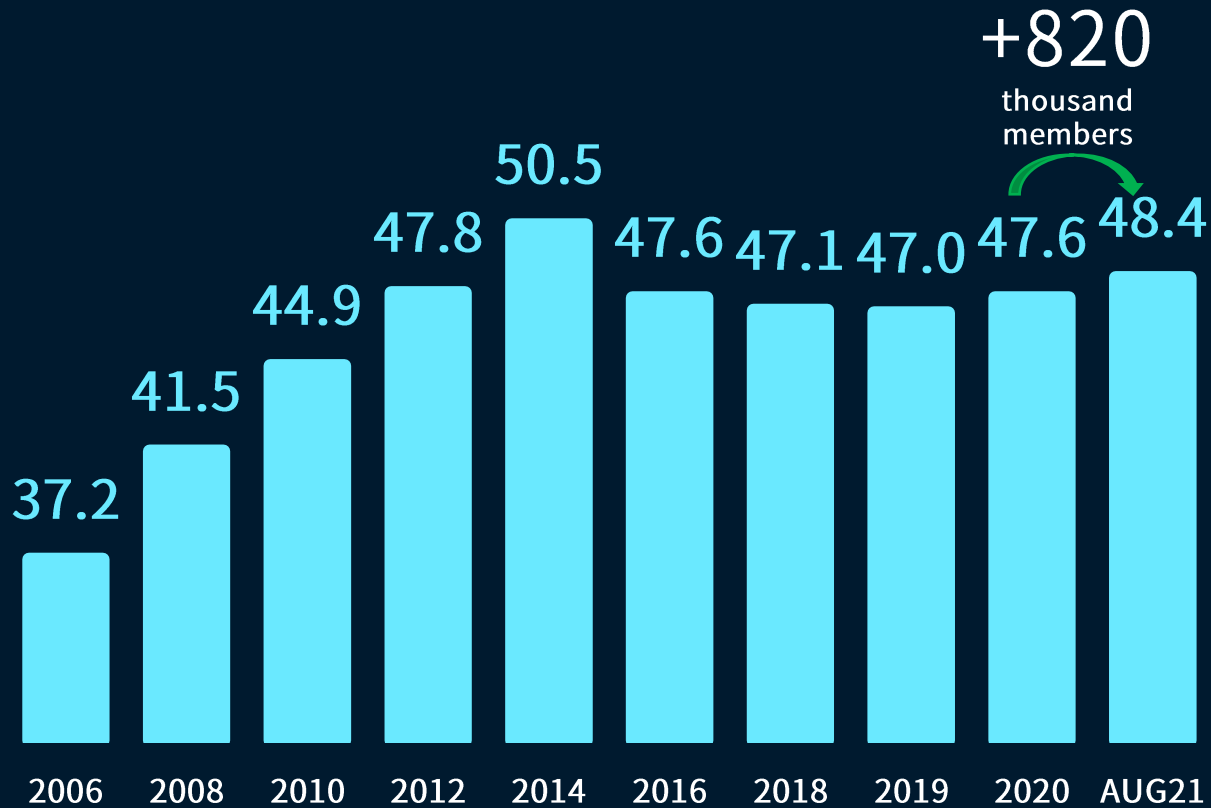
The information contained in this presentation concerning market estimates. The Brazilian dental and healthcare industry and our participation in it as well as our position in relation to our competitors was obtained from established public sources including the ANS. the Ministry of Health (Ministério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

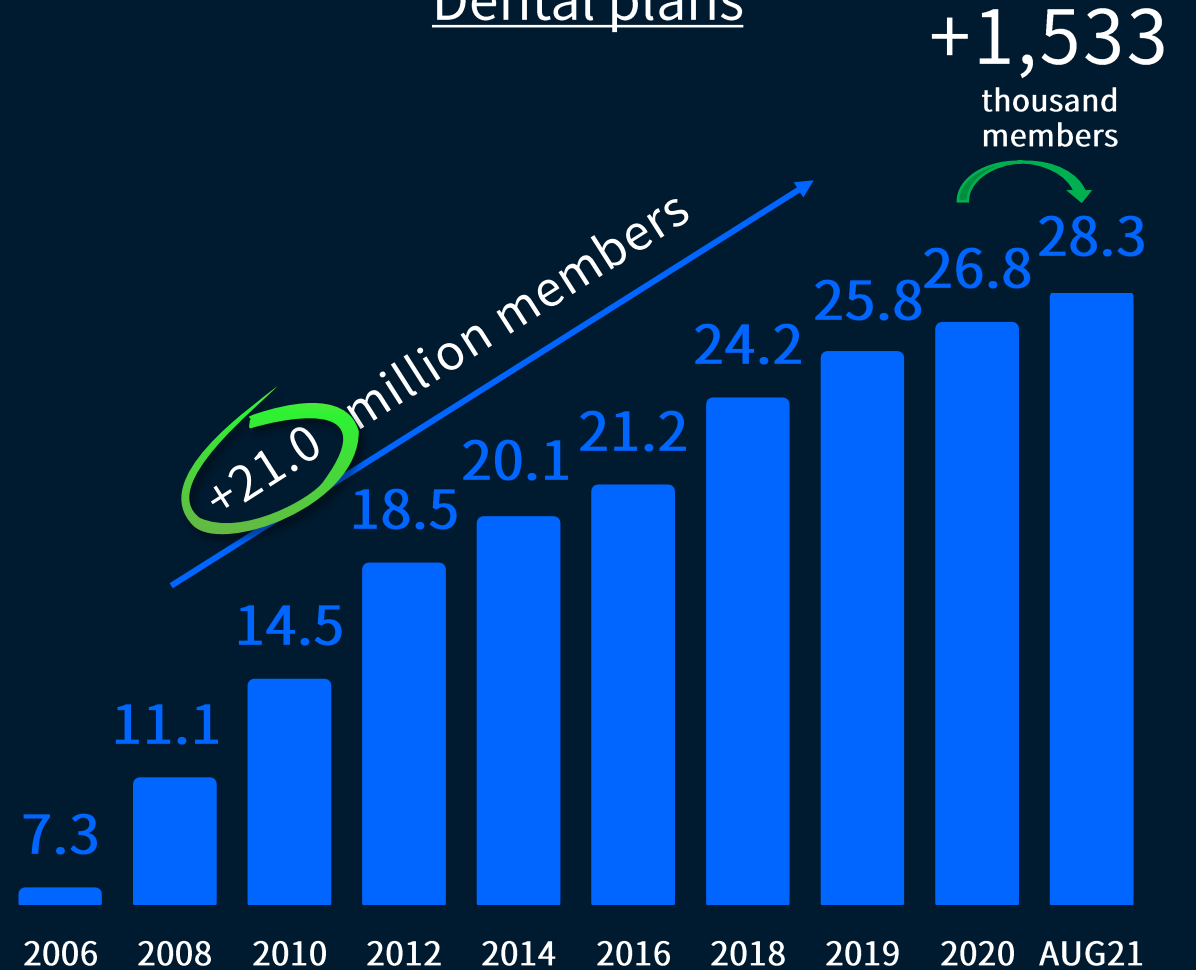


Million members

Medical plans



Dental plans





OCT20-SEP21 Dental players net revenue and average ticket

R\$ million

Average Ticket (R\$ / member / month)

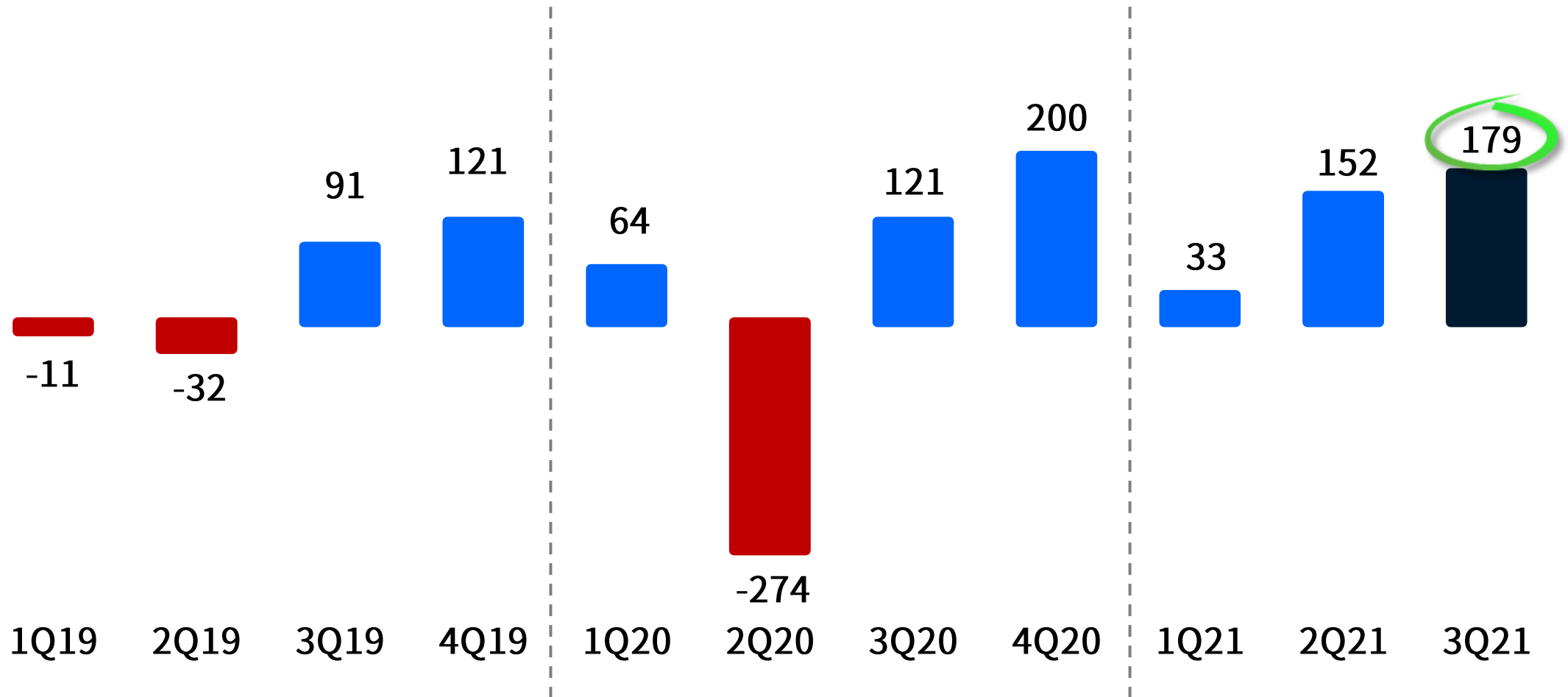


Source: Odontoprev and ANS
¹ 2Q21



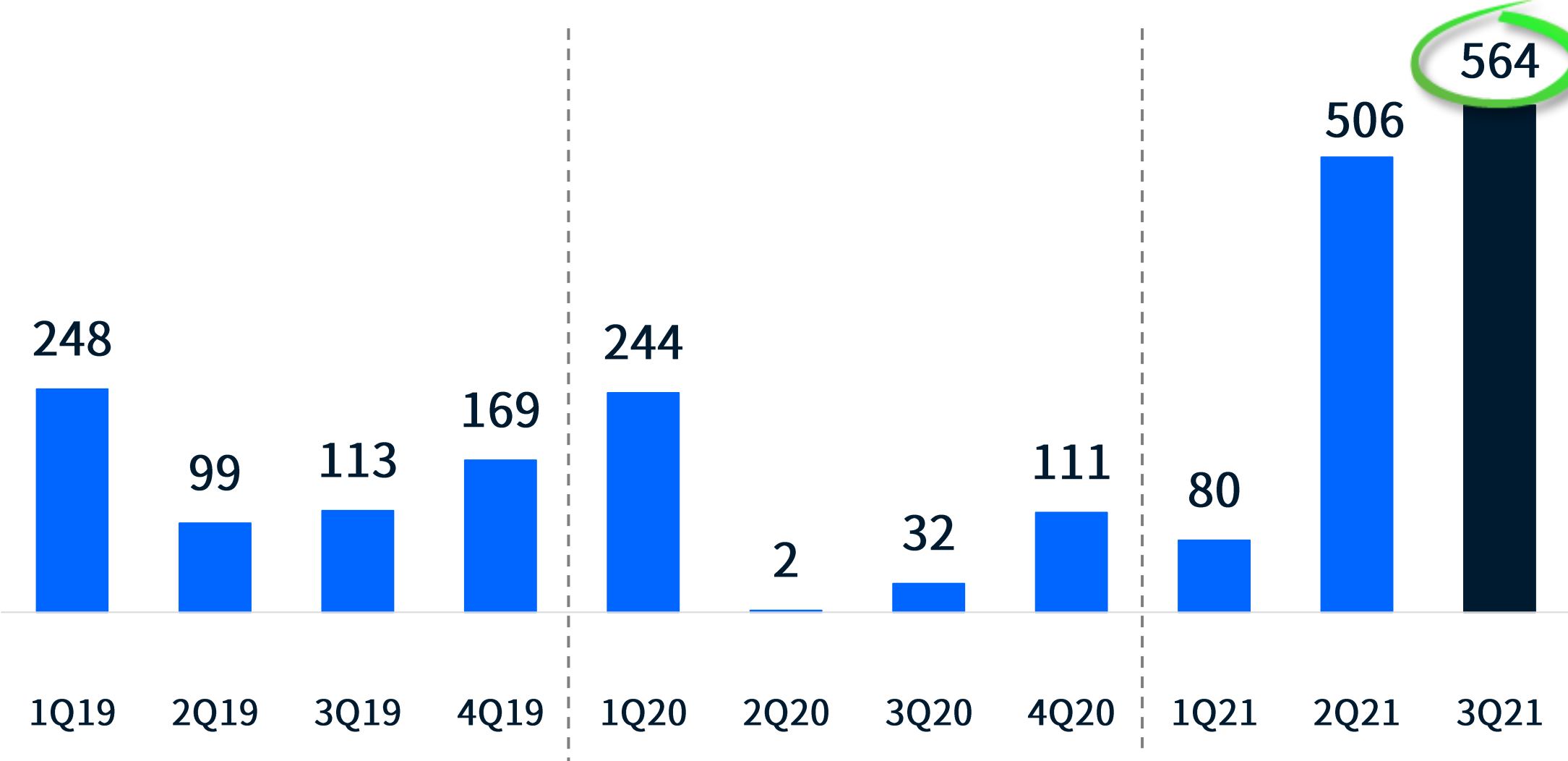
Quarterly net additions

Thousand members



Net additions in the last twelve months

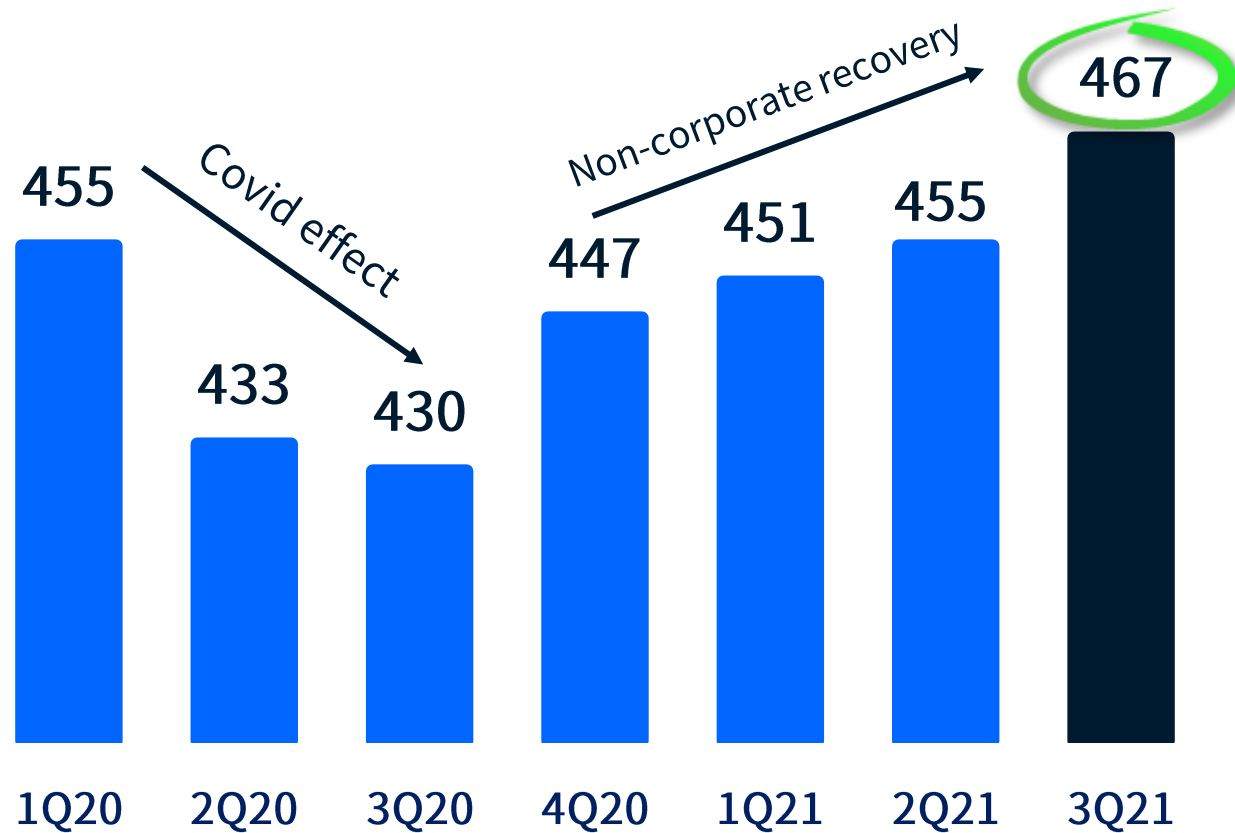
Thousand members



Net revenue quarterly growth



R\$ million

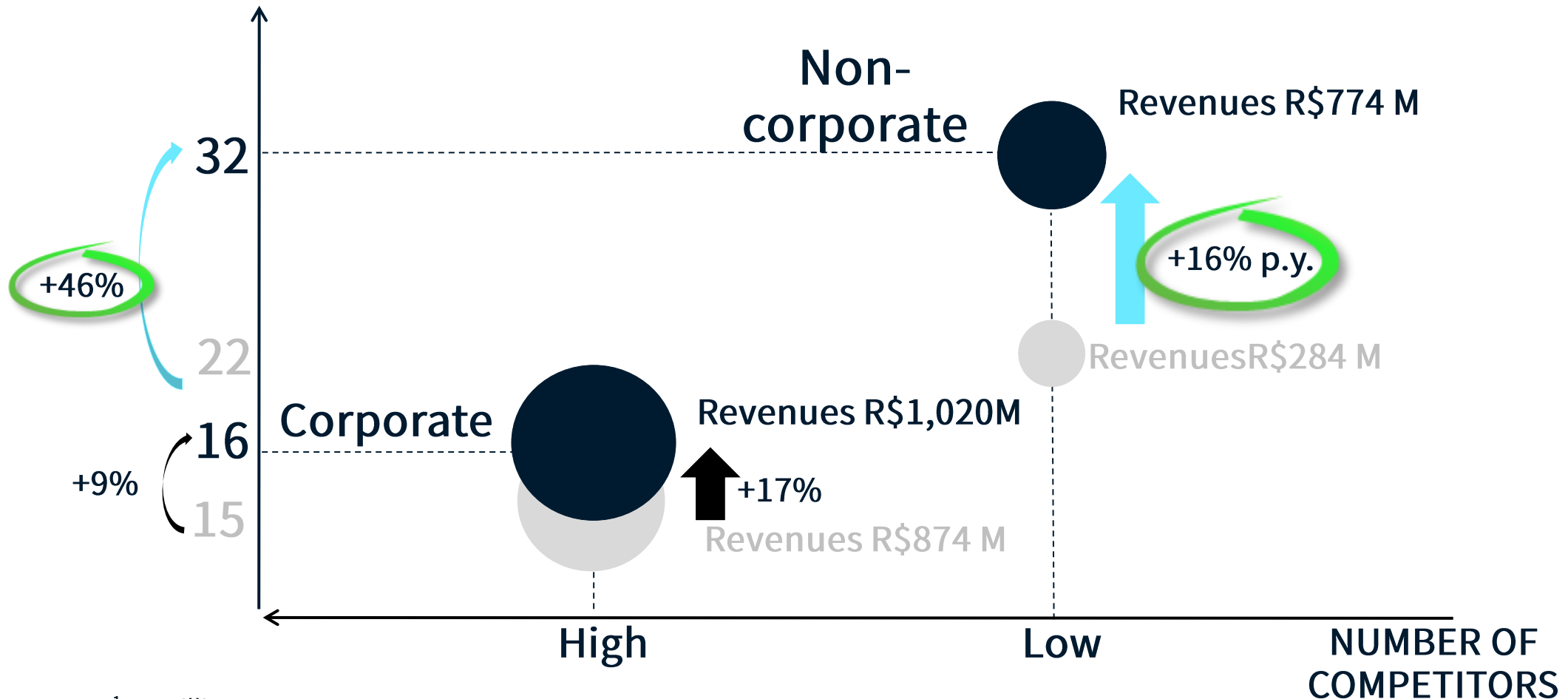




Revenues and average ticket per segment

OCT20-SEP21 x 2014

Average Ticket (R\$ / member / month)

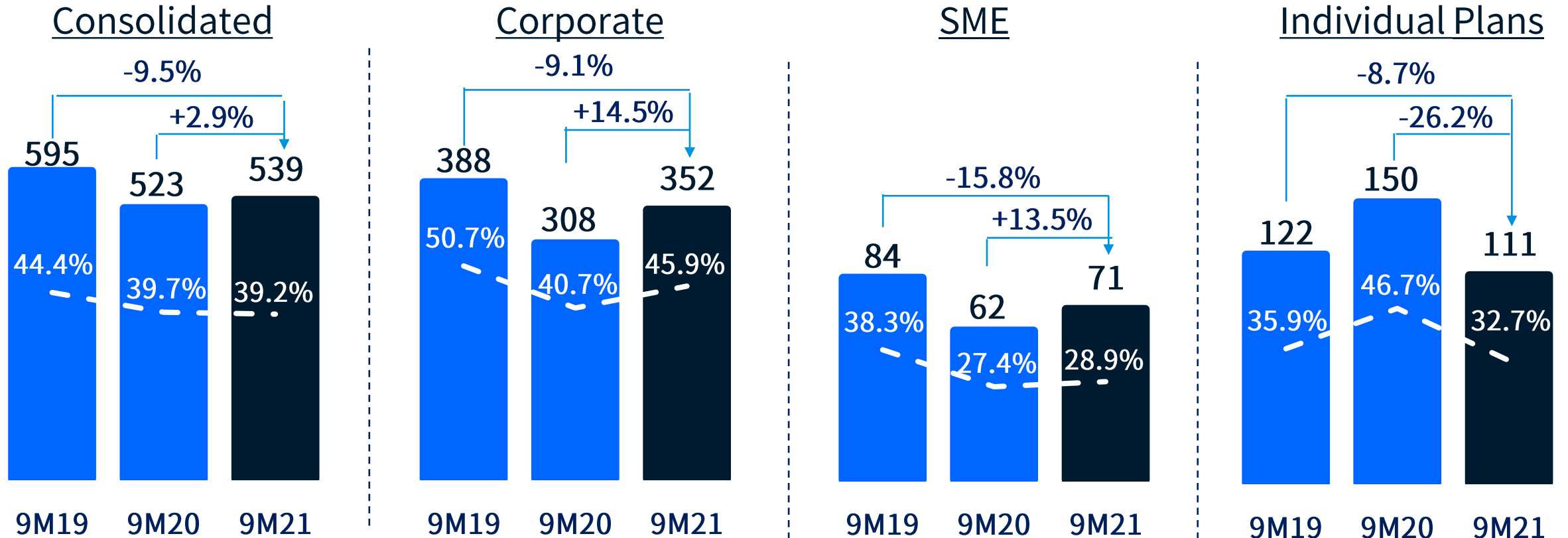


¹ M: million

Cost of services: consolidated and per segment

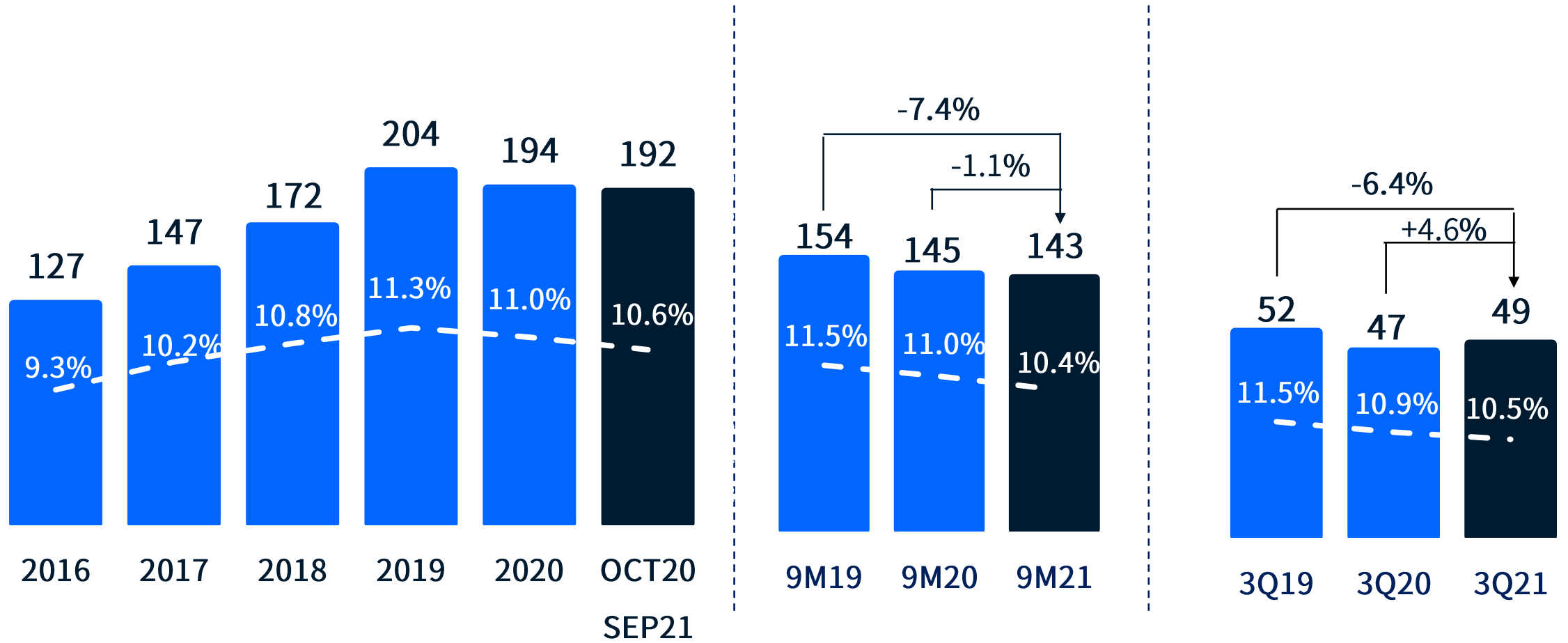


R\$ million and % Sales



Selling expenses

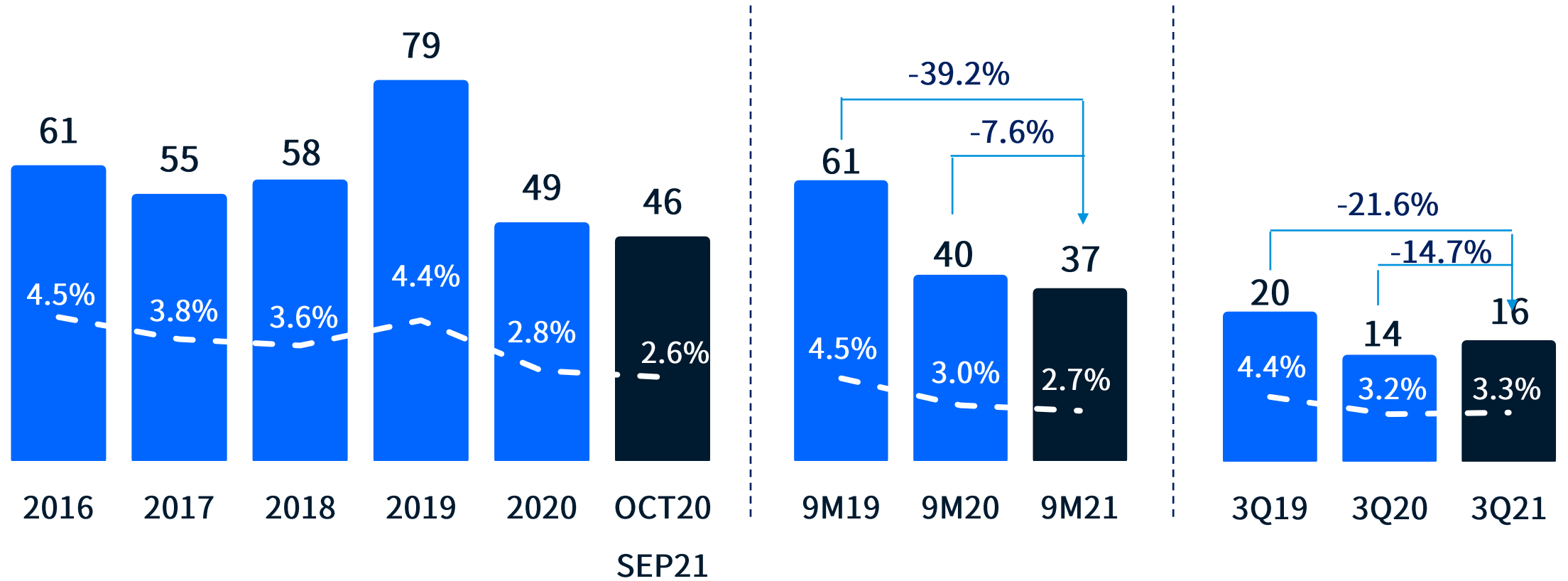
R\$ million and % Sales





Allowance for doubtful receivables

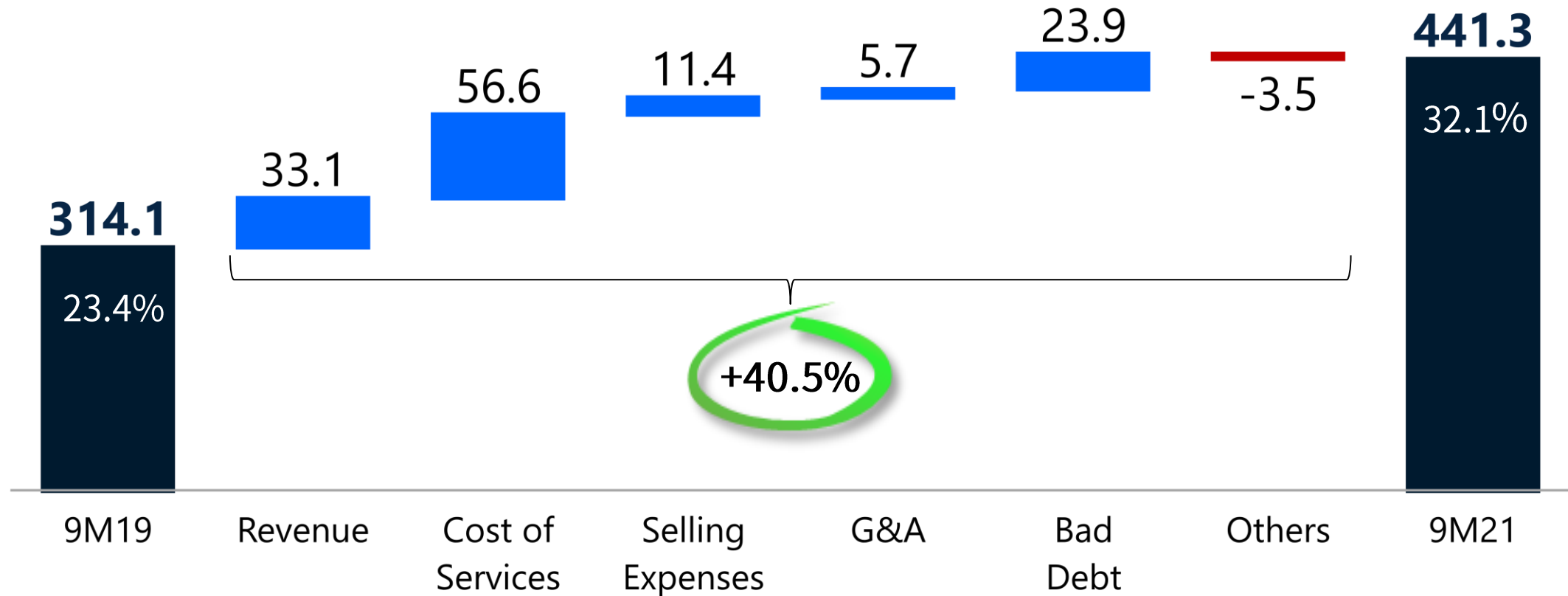
R\$ million and % of Sales





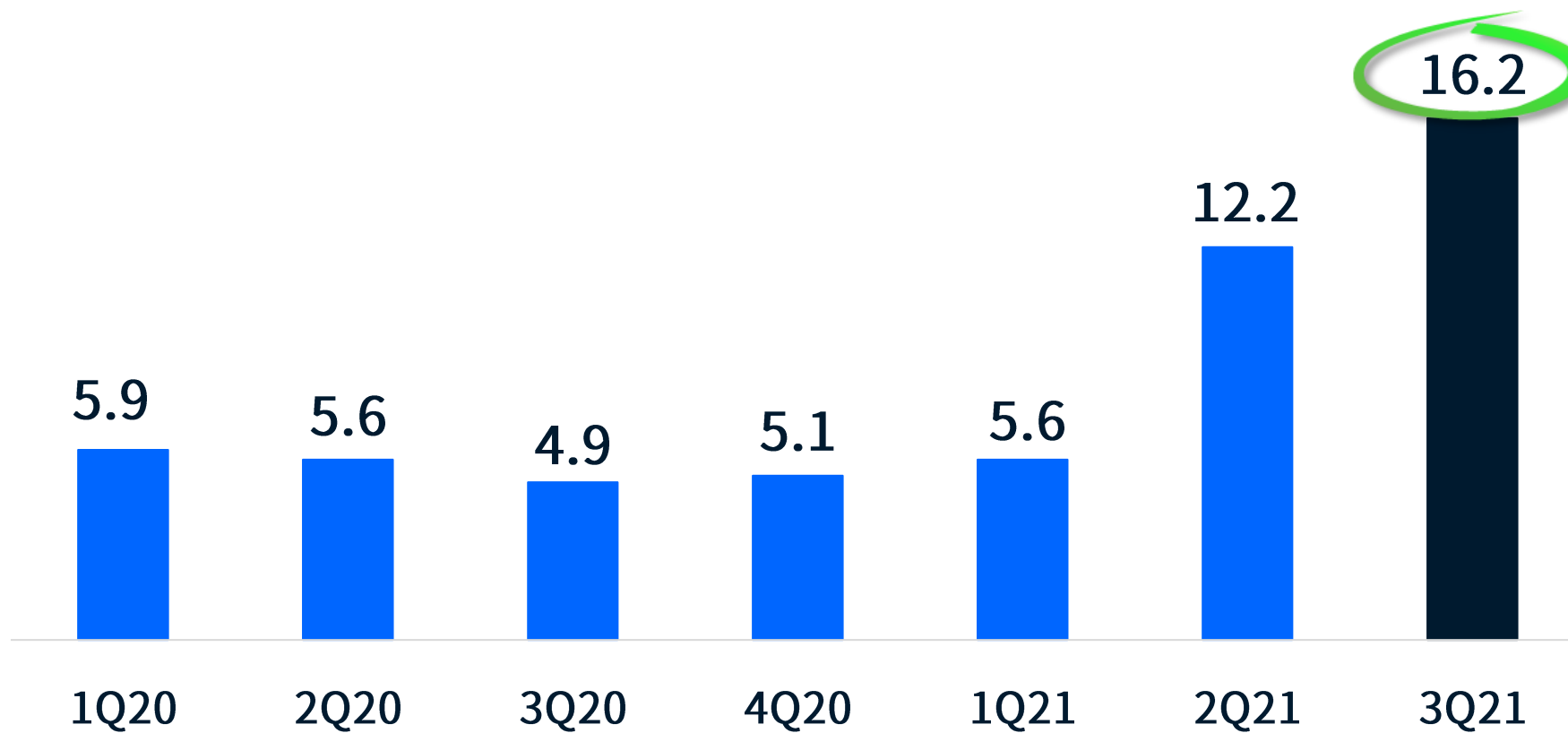
Adjusted EBITDA: 9M21 x 9M19 (pre pandemic)

R\$ million % of Sales



Quarterly financial income evolution

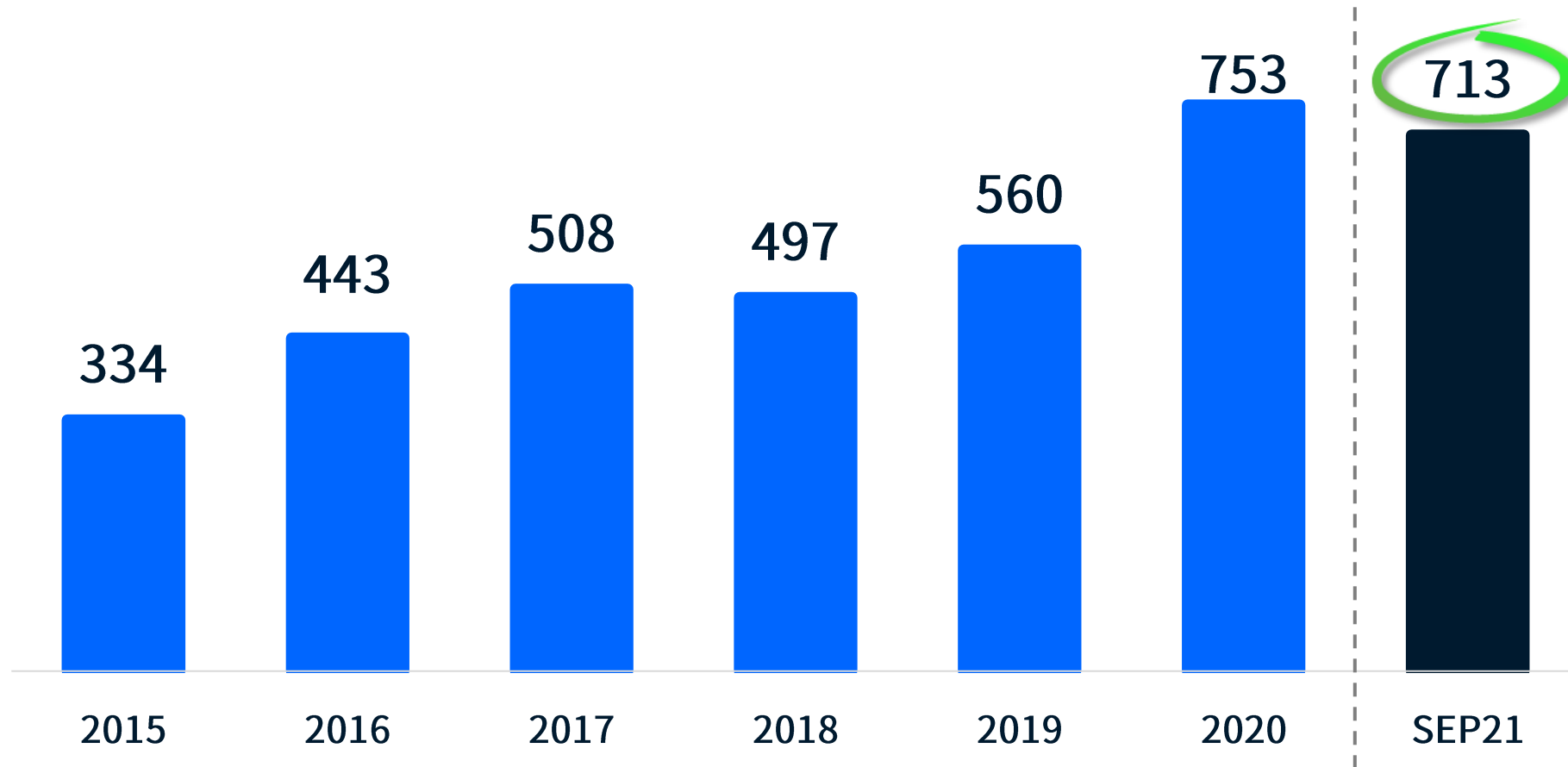
R\$ million





Net Cash evolution

R\$ million



Share Repurchased Program



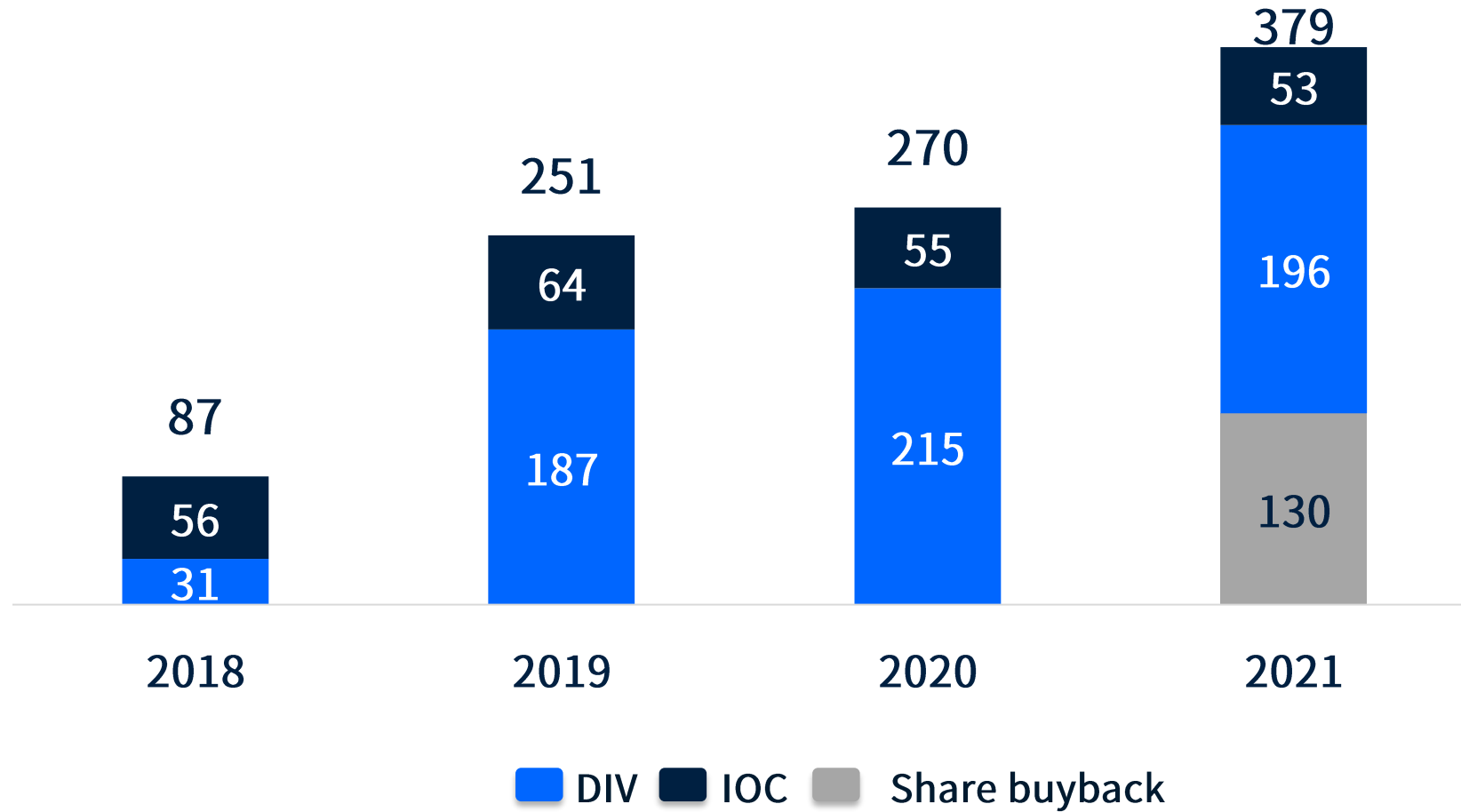
9.9 million shares were repurchased YTD, at an average cost of R\$13.06, investment of R\$130 million;

	# shares	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
July	855,700	11,027,030	12.89	13.04
August	1,934,300	25,493,682	13.18	13.06
September	275,000	3,525,546	12.82	13.06
Total	9,928,200	129,642,105		13.06



Shareholder remuneration

R\$ million



Recent awards and recognitions



In September, Odontoprev was awarded best company in the healthcare sector by the Anuário Época 360° 2021, of Época Negócios magazine, that evaluated more than 400 companies on themes like financial performance, sustainability, corporate governance, people, innovation and future vision.



In October, Odontoprev won the 2021 healthcare Melhores e Maiores ranking of Revista Exame , that surveyed more than 3,000 private/public companies on metrics such as sales growth, market leadership, liquidity and return on equity, as well as ESG practices.

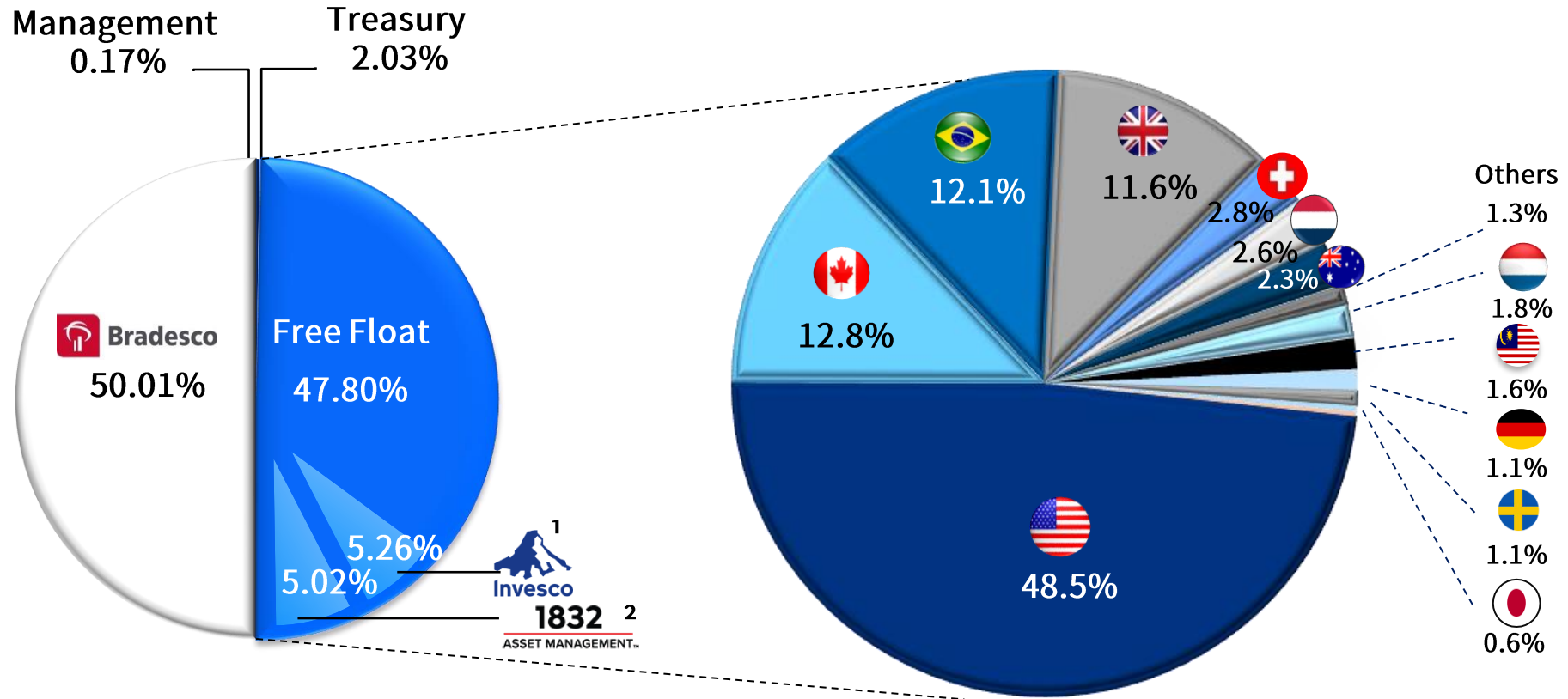


Also in October, Odontoprev was voted dental plan Top of Mind among HRs for the 8th consecutive year, in the 24th annual edition of the event.

Global shareholder structure: investors from more than 30 countries



SEP21



Total Capital

531,294,792 Shares

48% Free float

253,986,458 Shares

Source: Odontoprev

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

²as of Notice to the Market on Aug 19th, 2021

 odontoprev