



Webcast

1Q25

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.



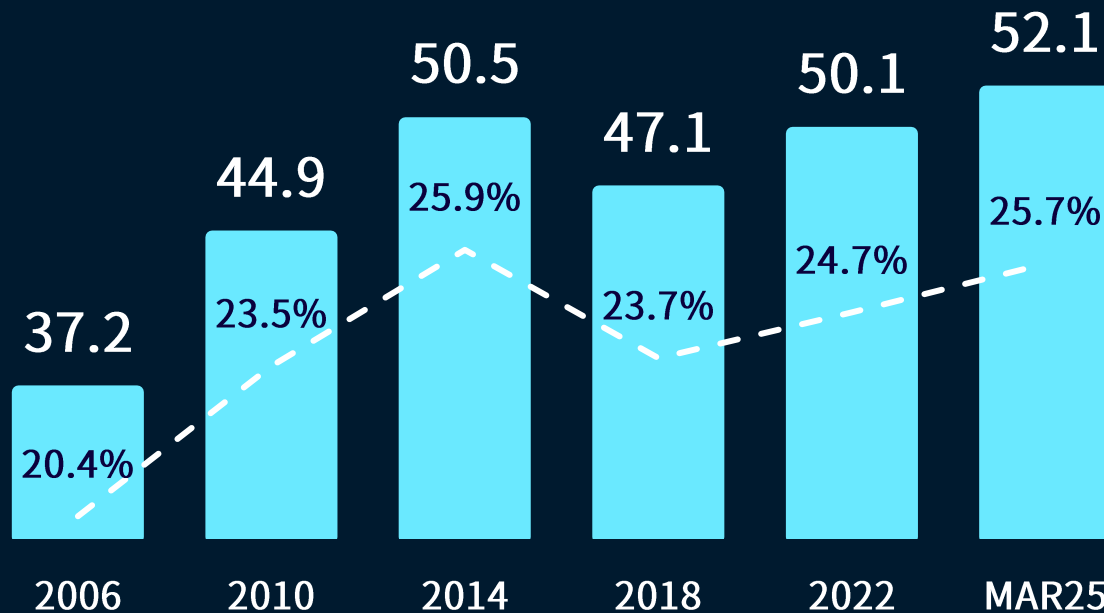
Medical and dental plans: different penetration profiles

Million members

➤ In the period of 12 months ended in Mar-25, dental plans added 2 million new beneficiaries

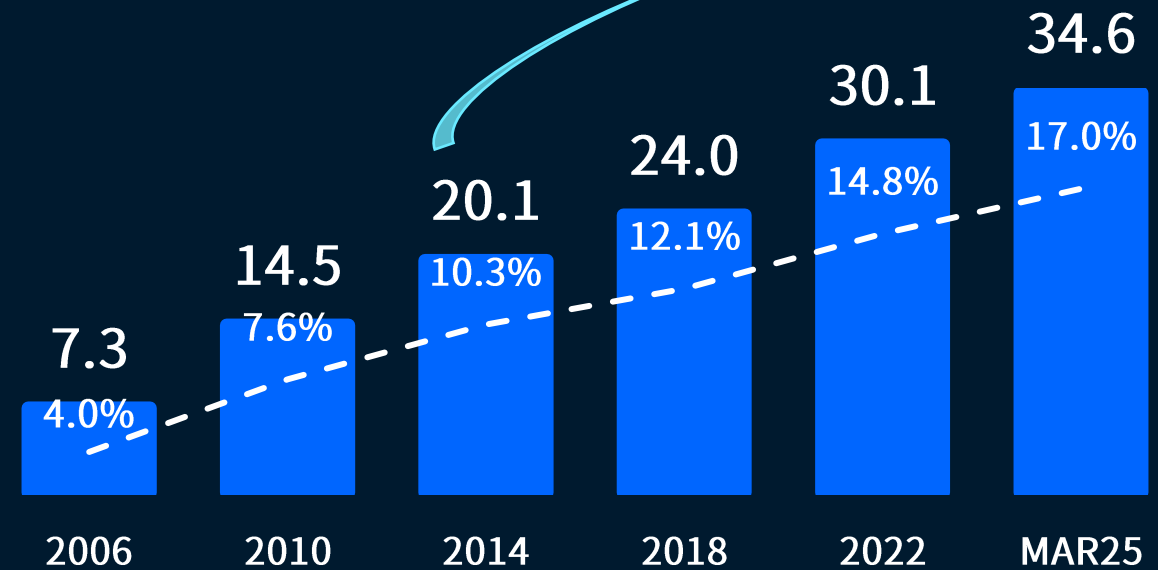
Medical plans

+1,596 thousand members



Dental plans: + 14 million members since 2014

+14,519 thousand members

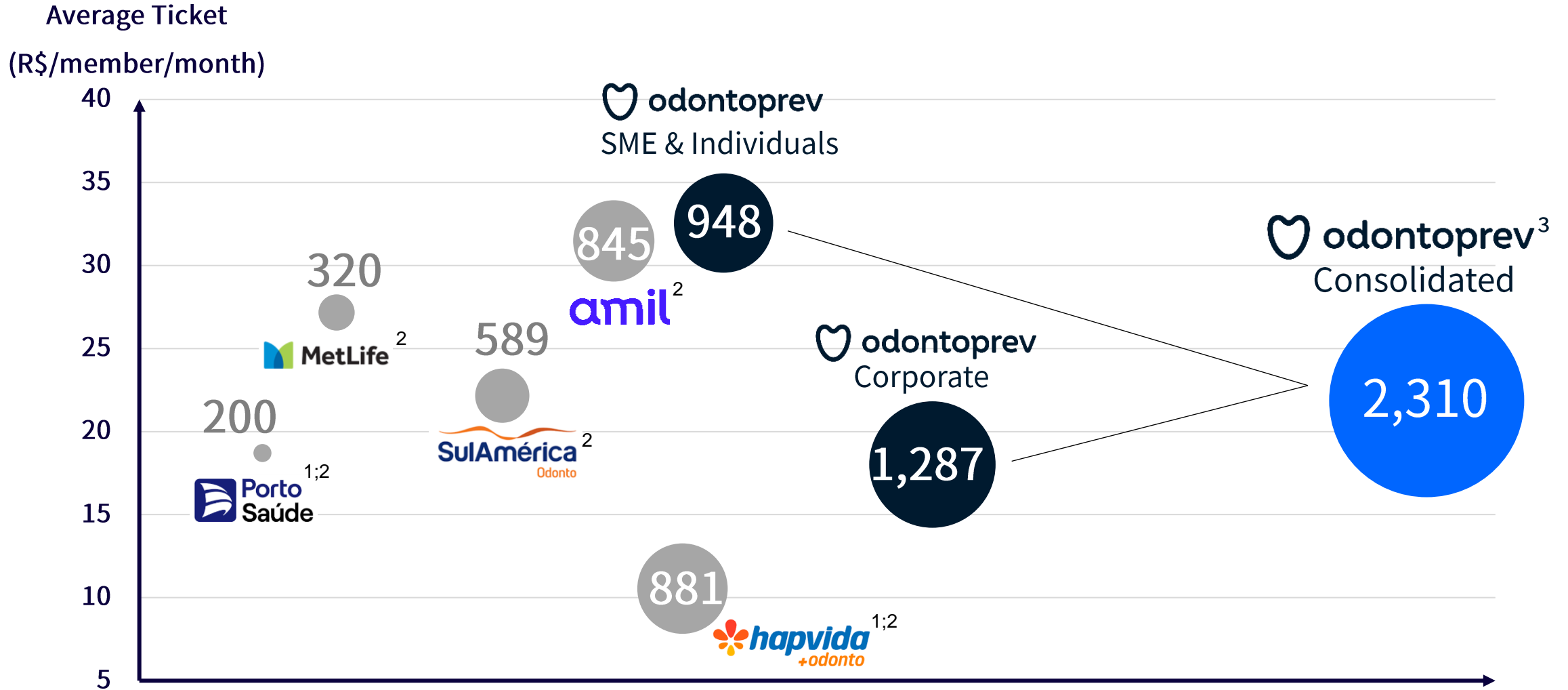


— — % total brazilian population



Dental plans: net revenue and average ticket profile

R\$ million | APR24-MAR25



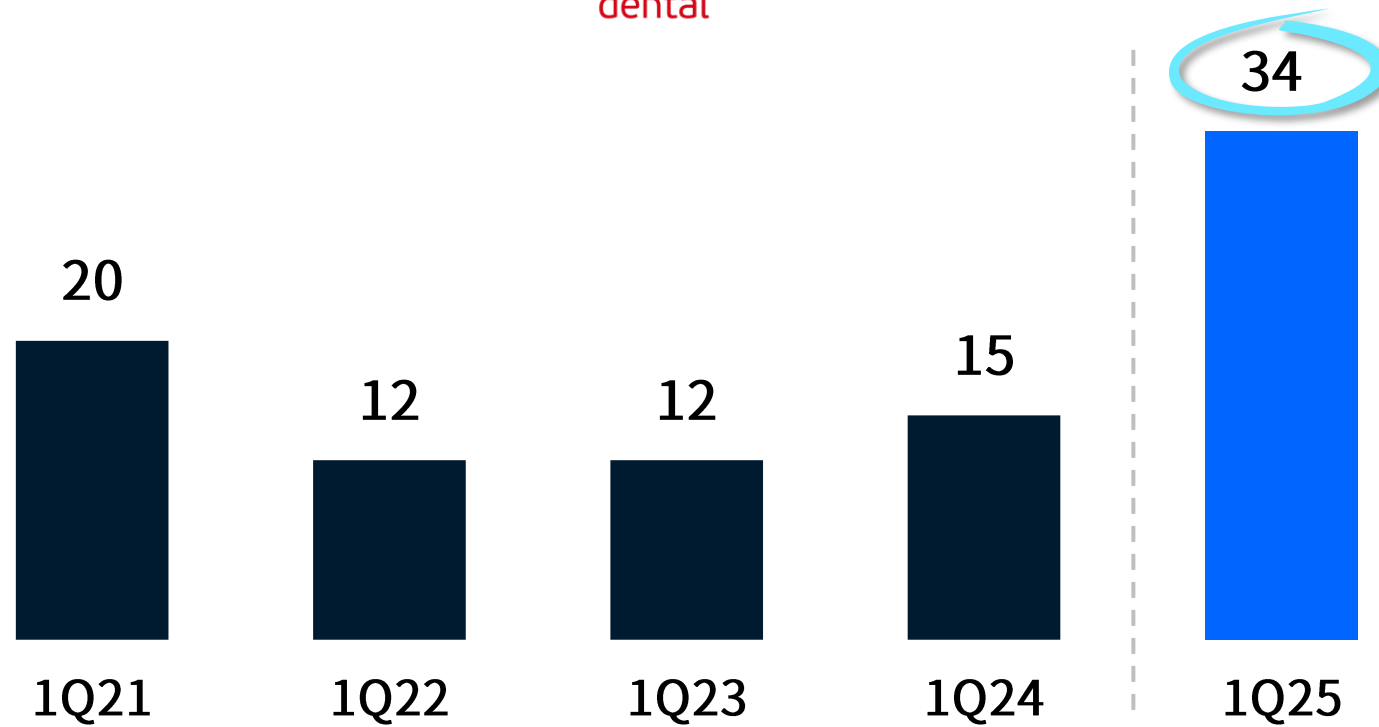
Source: Odontoprev and ANS

¹Payments; ²Official 2024; ³Includes R\$74 million in other revenues

Net revenue (R\$ million)

SME: net adds 1Q Bradesco Dental

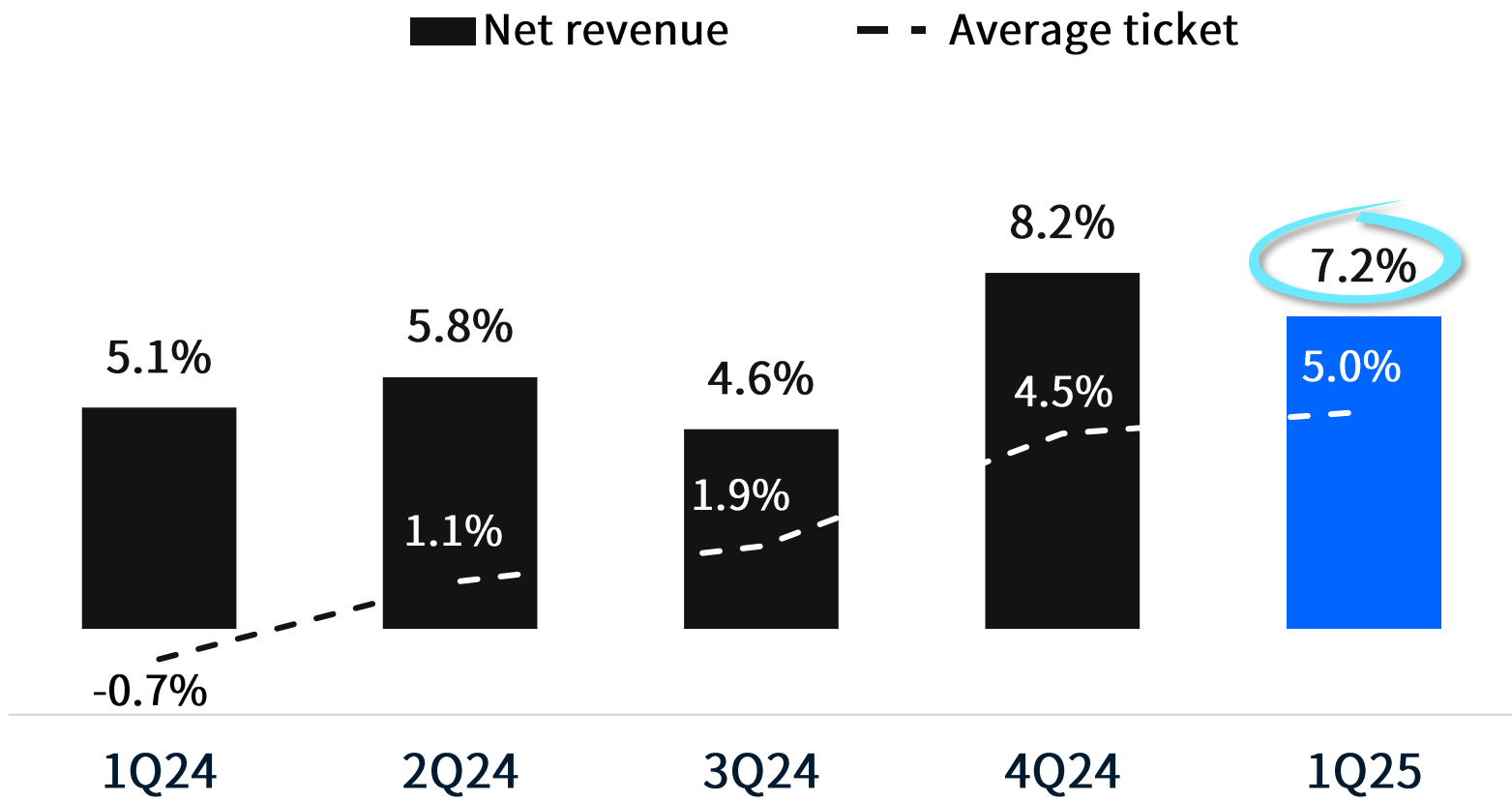
Thousand members



Odontoprev: annual variation of net revenue and average tickets



%

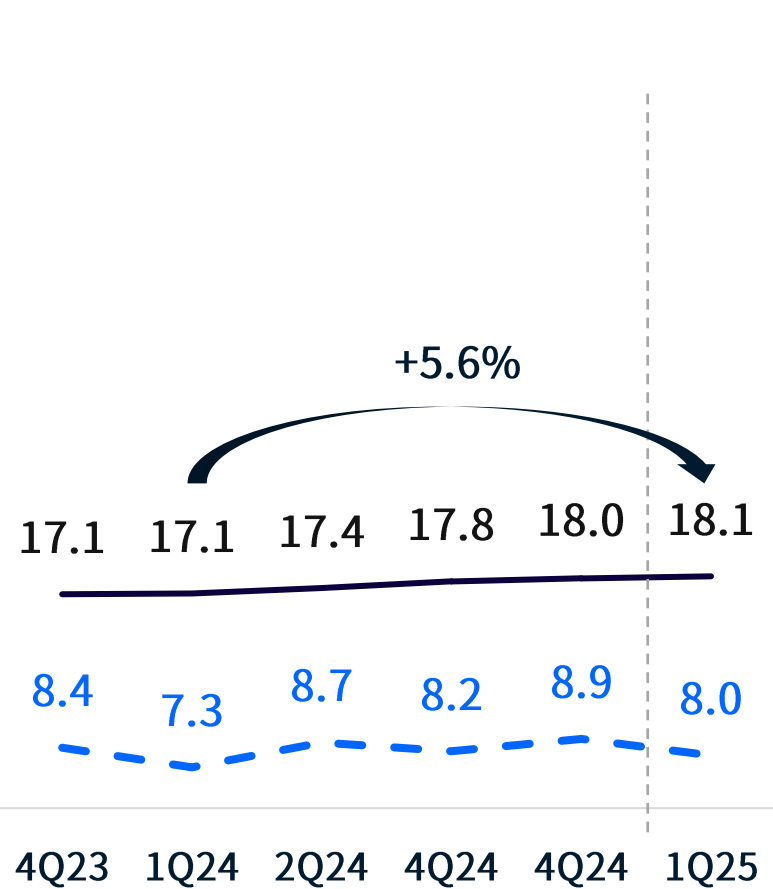


Consolidated average ticket and Cost of services per member per month

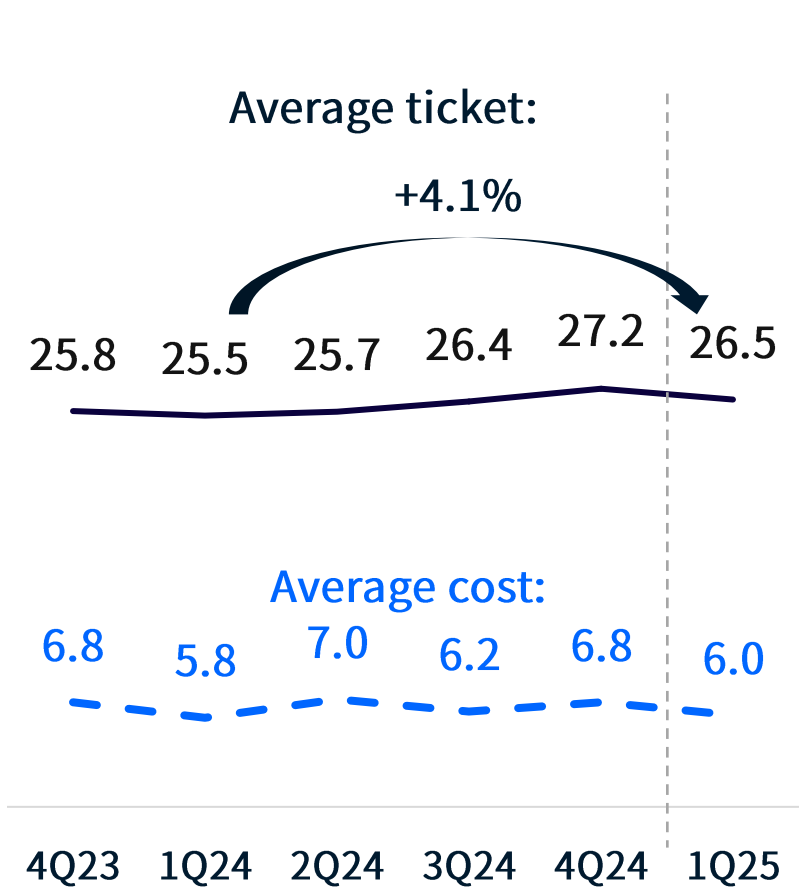
R\$ / member / month



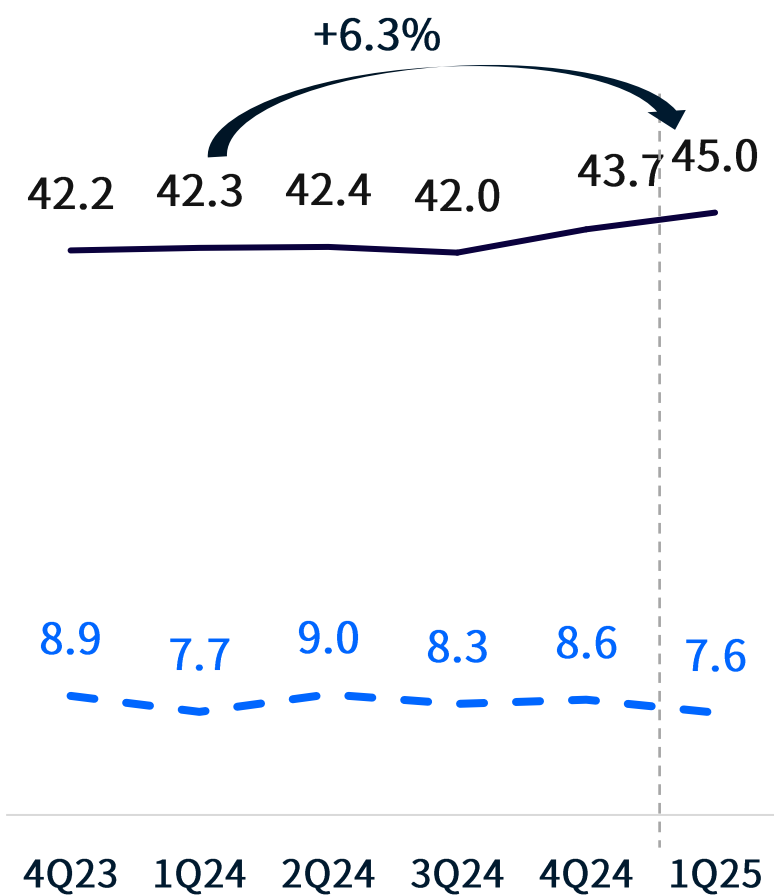
Corporate



SME

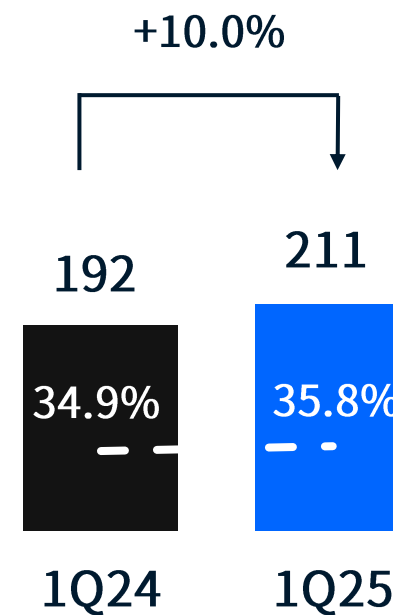
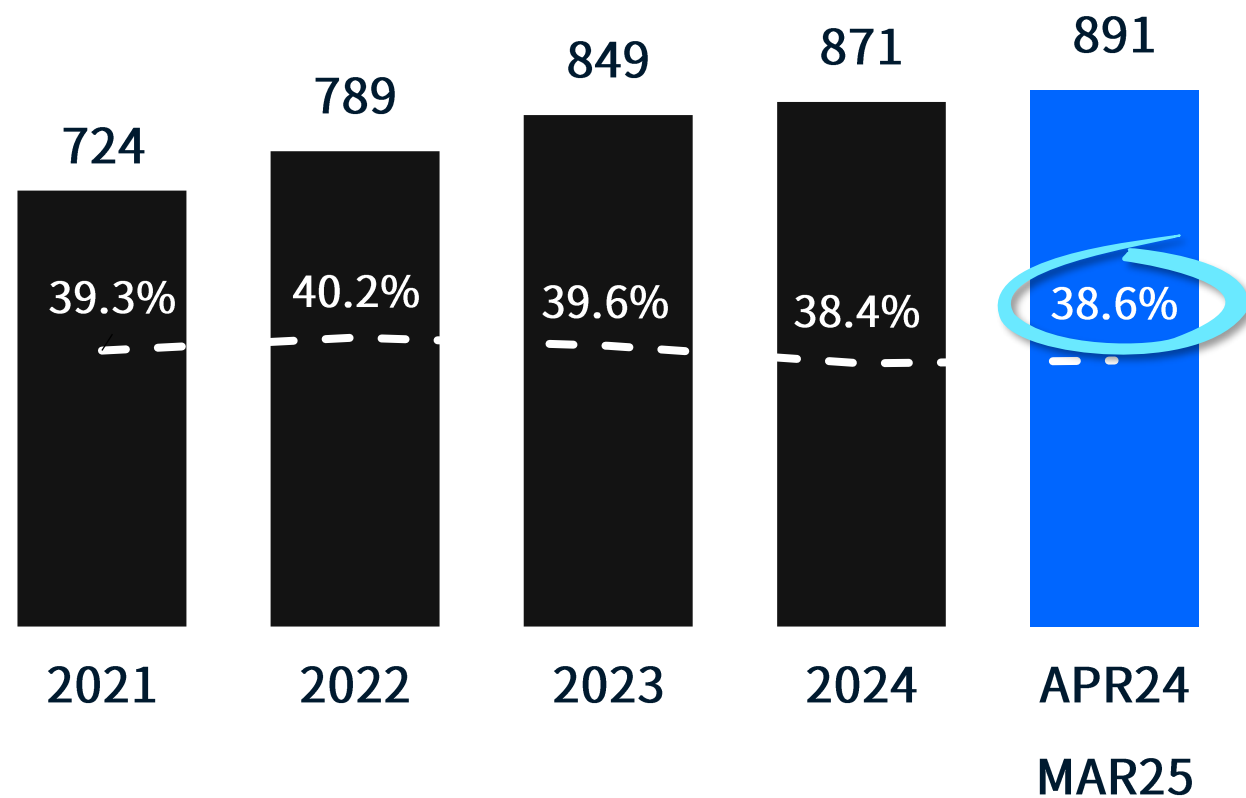


Individual Plans



Cost of Services

R\$ million and % NOR



Contribution margin: the best profile and the best return in 10 years

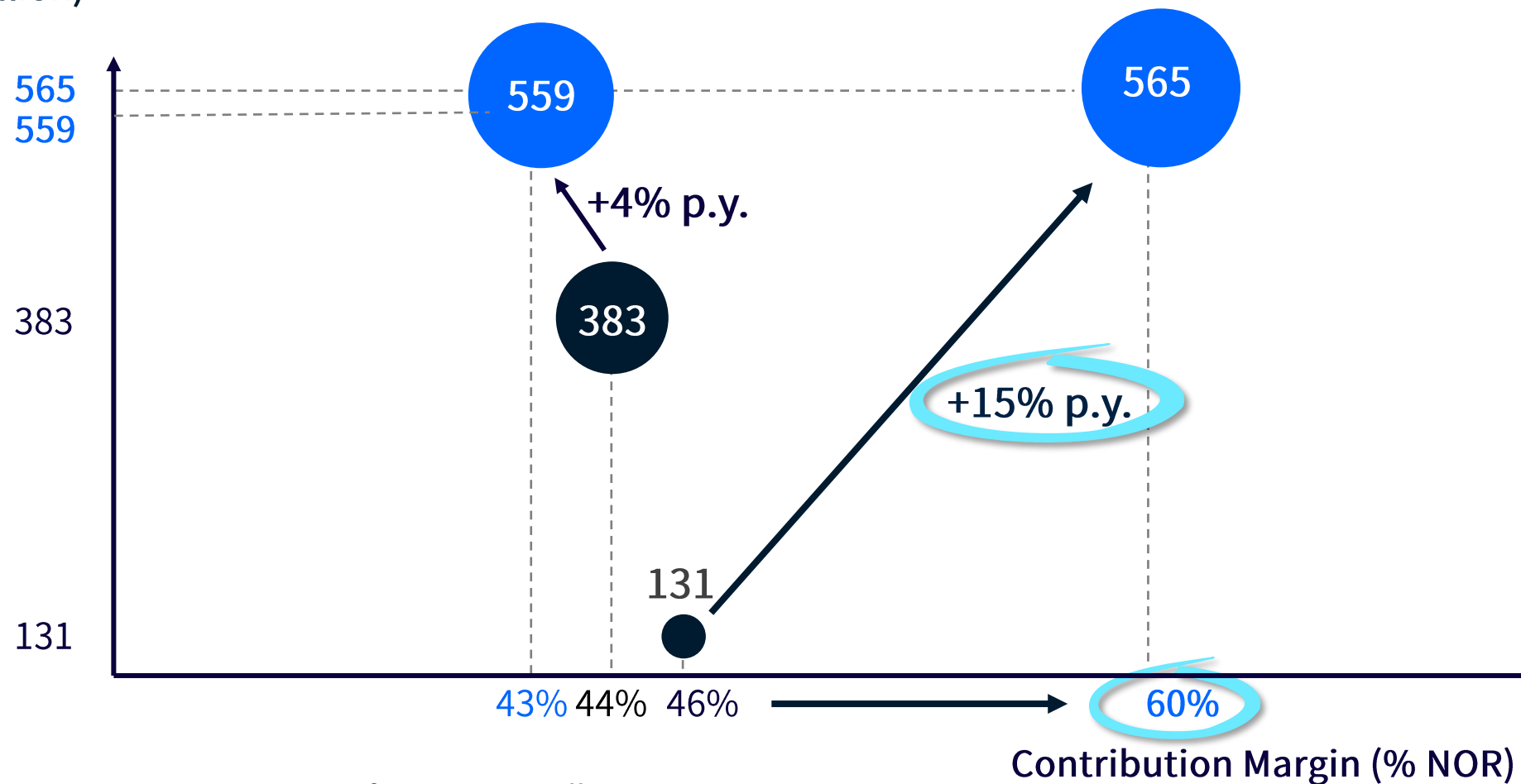


● 2014 ● APR24-MAR25

Contribution margin
(R\$ million)

Corporate

SME and Individual



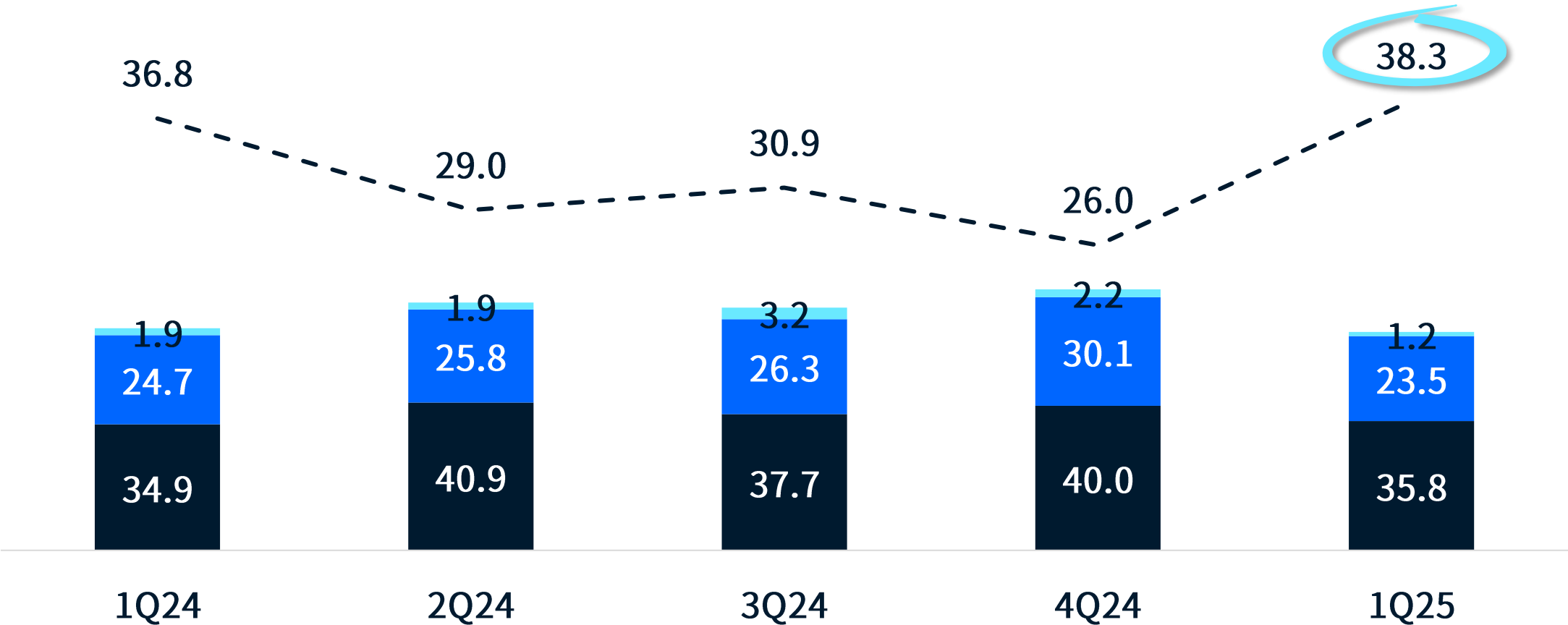
Contribution Margin = NOR – Cost of Services – Selling expenses

Efficiency gains expand Adjusted EBITDA margin



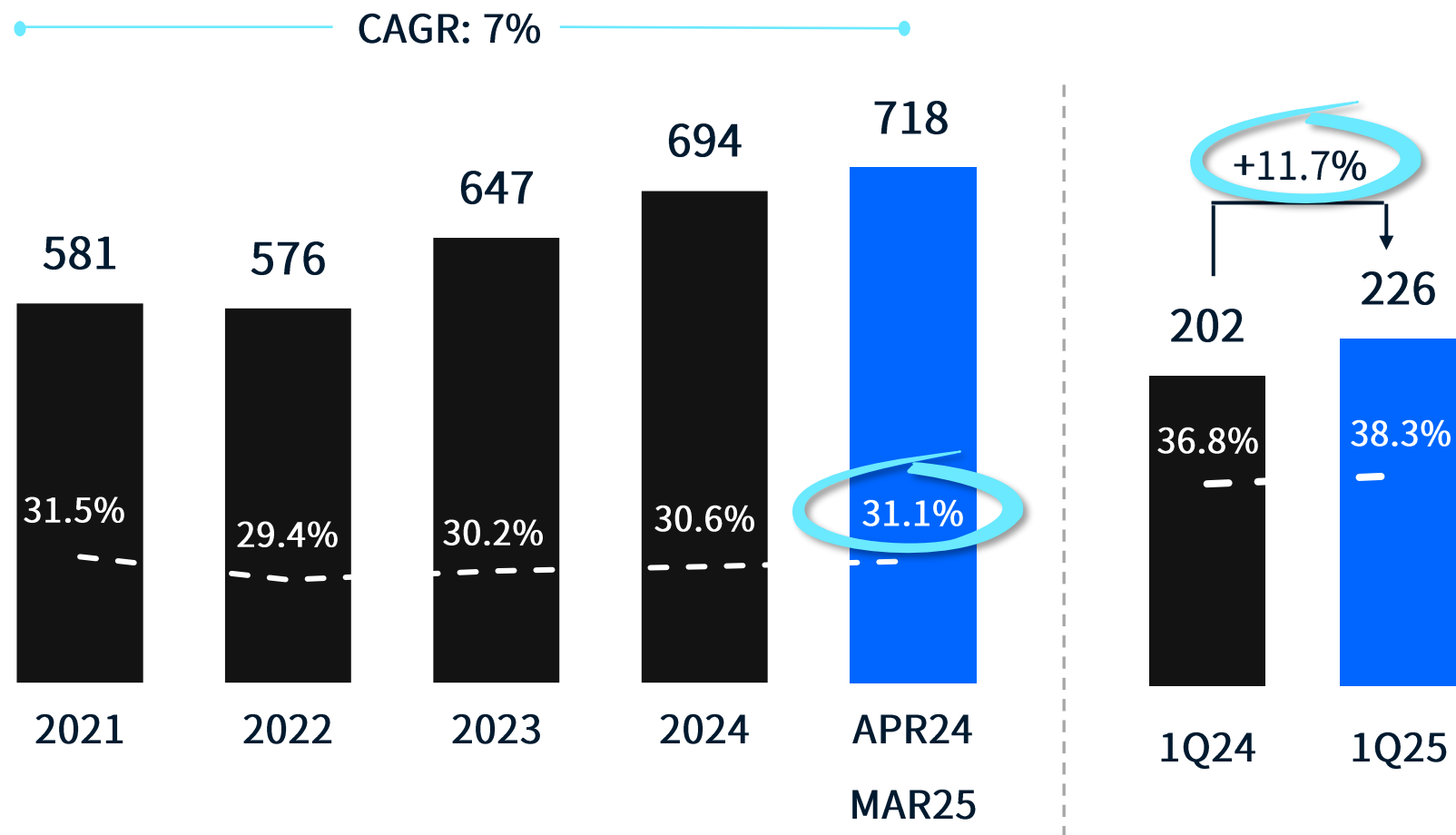
% NOR

■ Dental care ratio ■ SG&A ■ Allowance for doubtful receivables – – Adjusted EBITDA margin



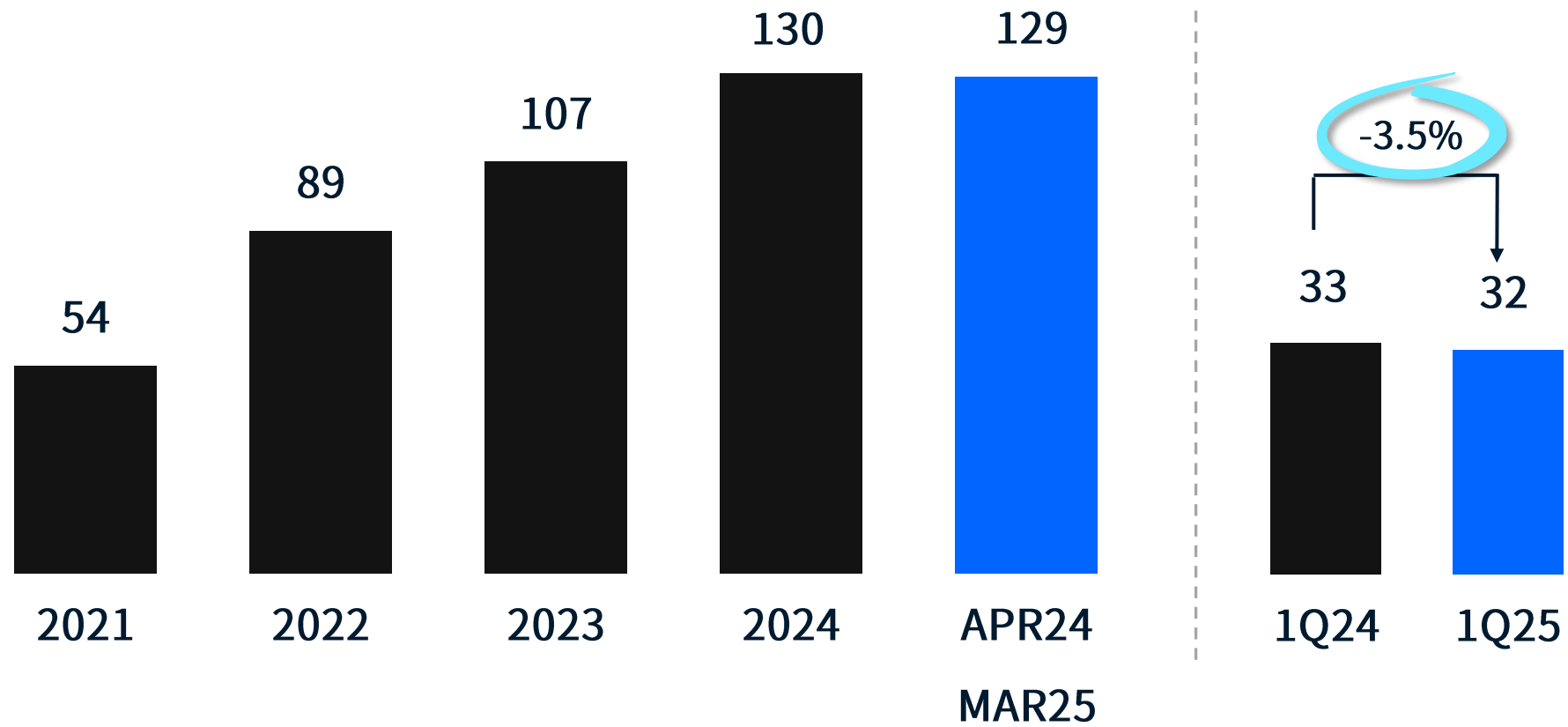
Adjusted EBITDA

R\$ million and % NOR



Financial income

R\$ million



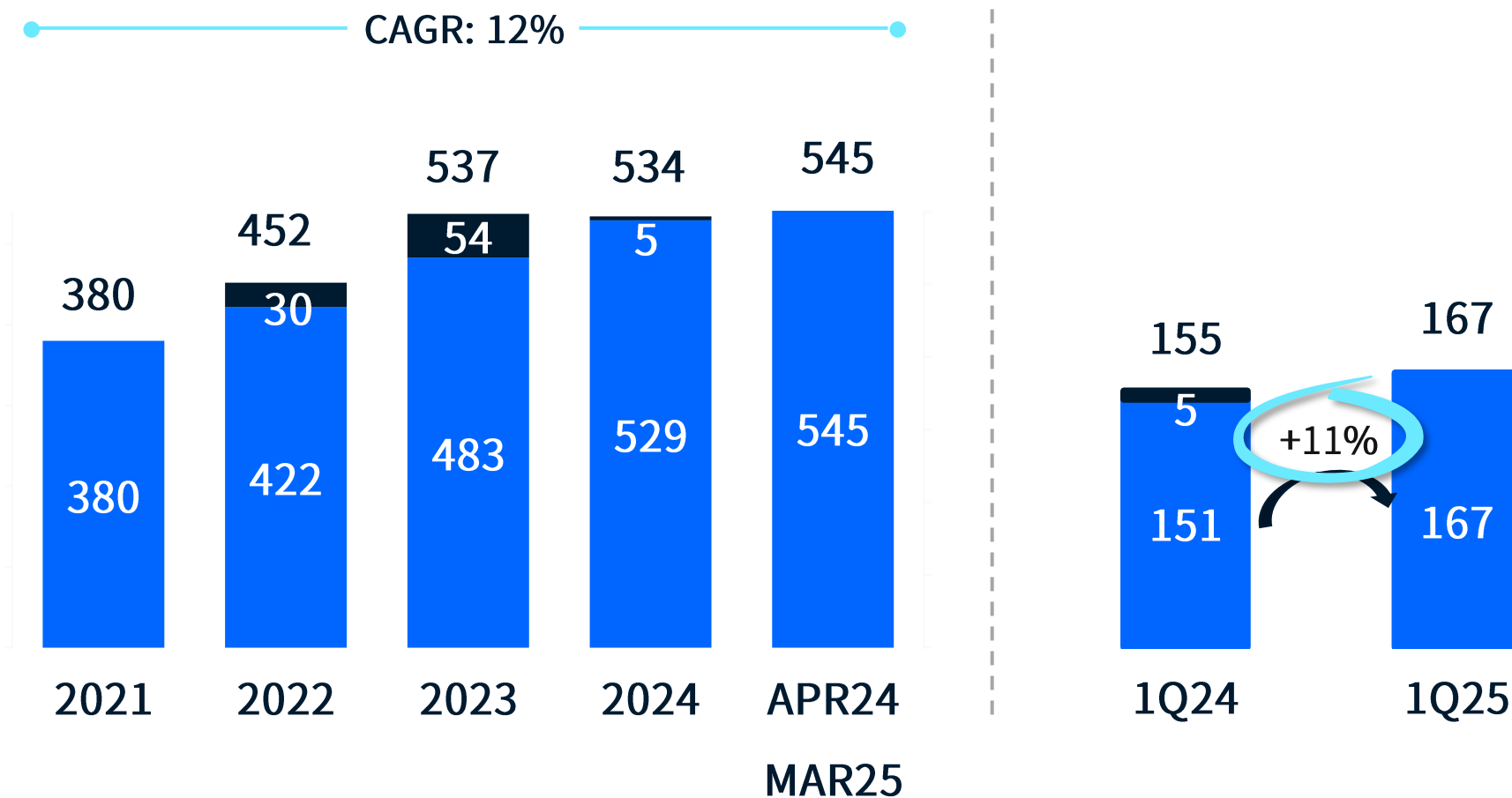
Net Income

R\$ million and % NOR



Recurring net income

Non- recurring

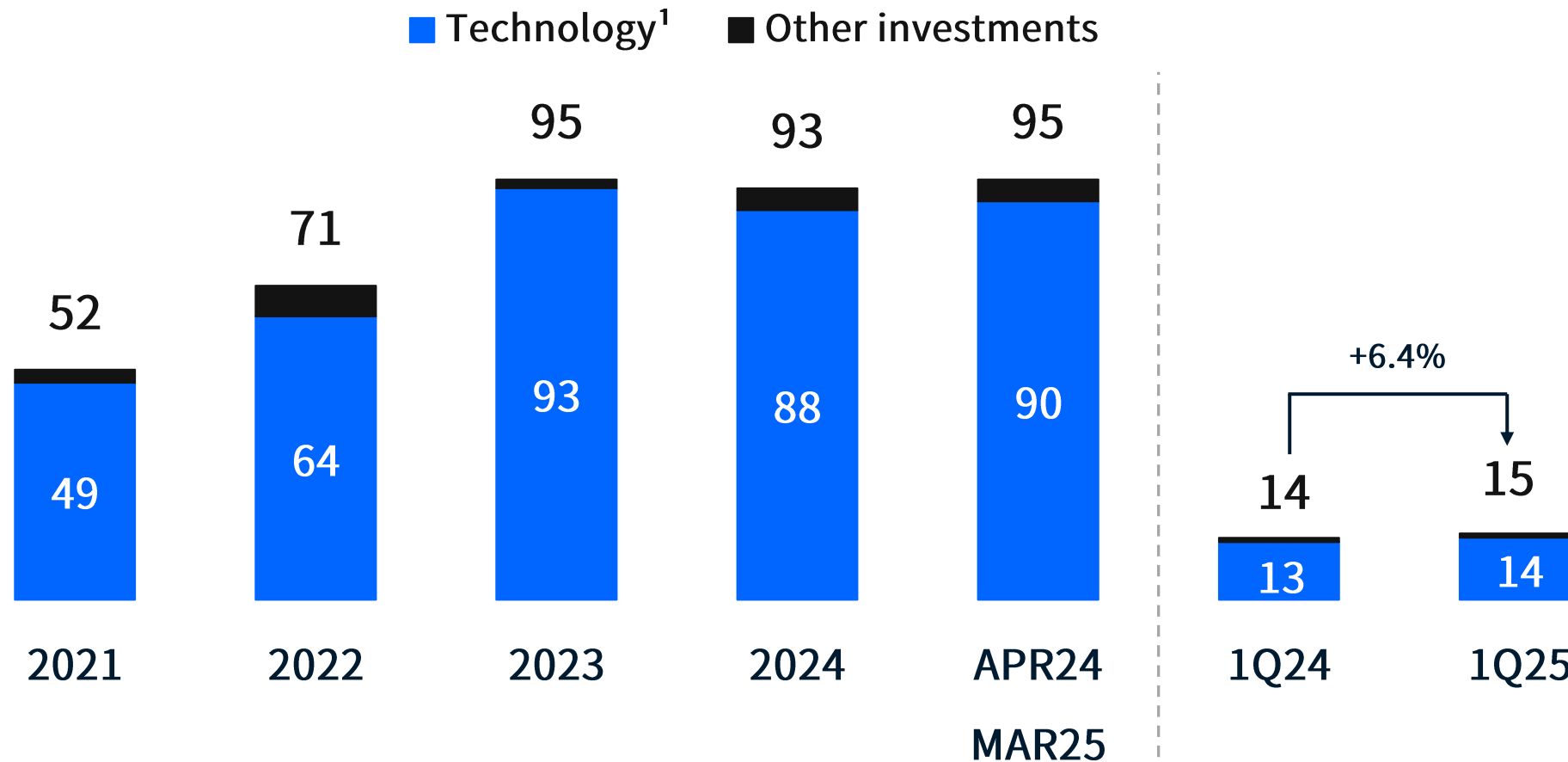


CAPEX: Technology represents the bulk of investments

R\$ million



The annual CAPEX level demonstrates the Company's digital initiatives.



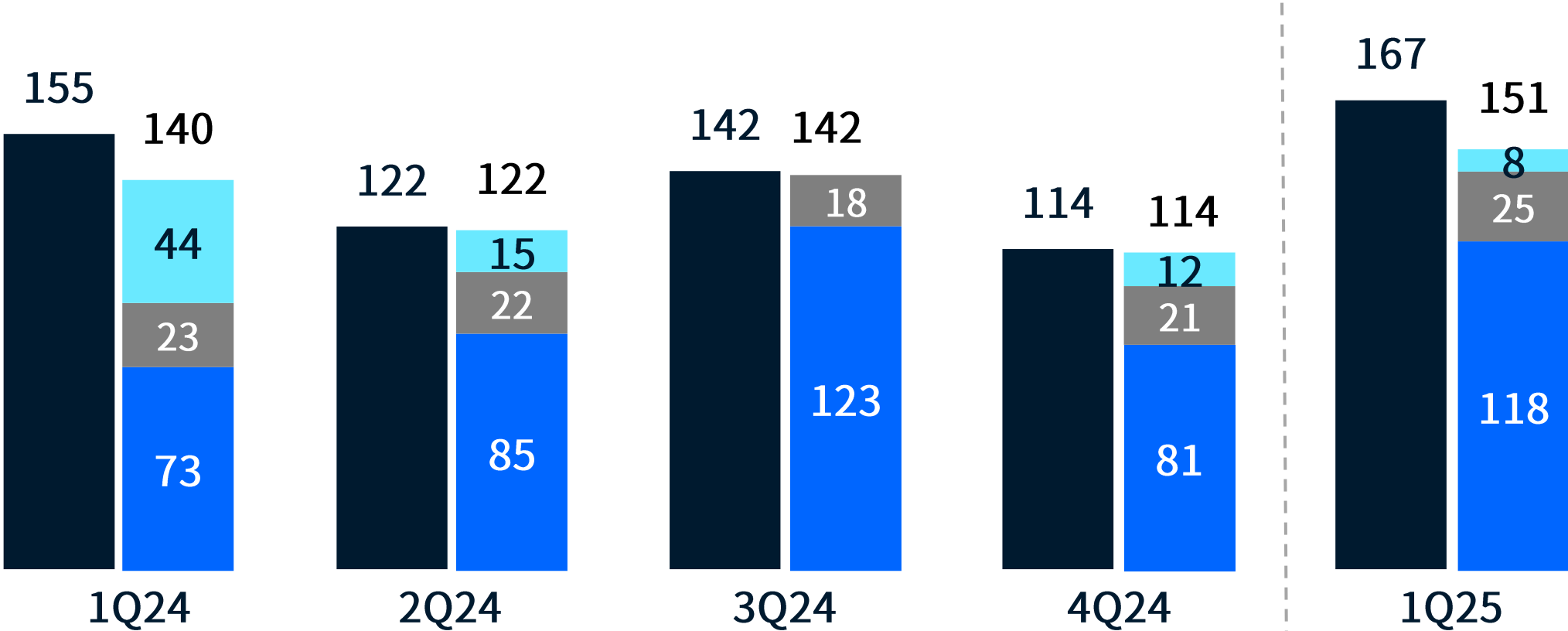
¹ IT platform. acquisition/licence of software and computer equipment

Distribution of quarterly net income



R\$ million

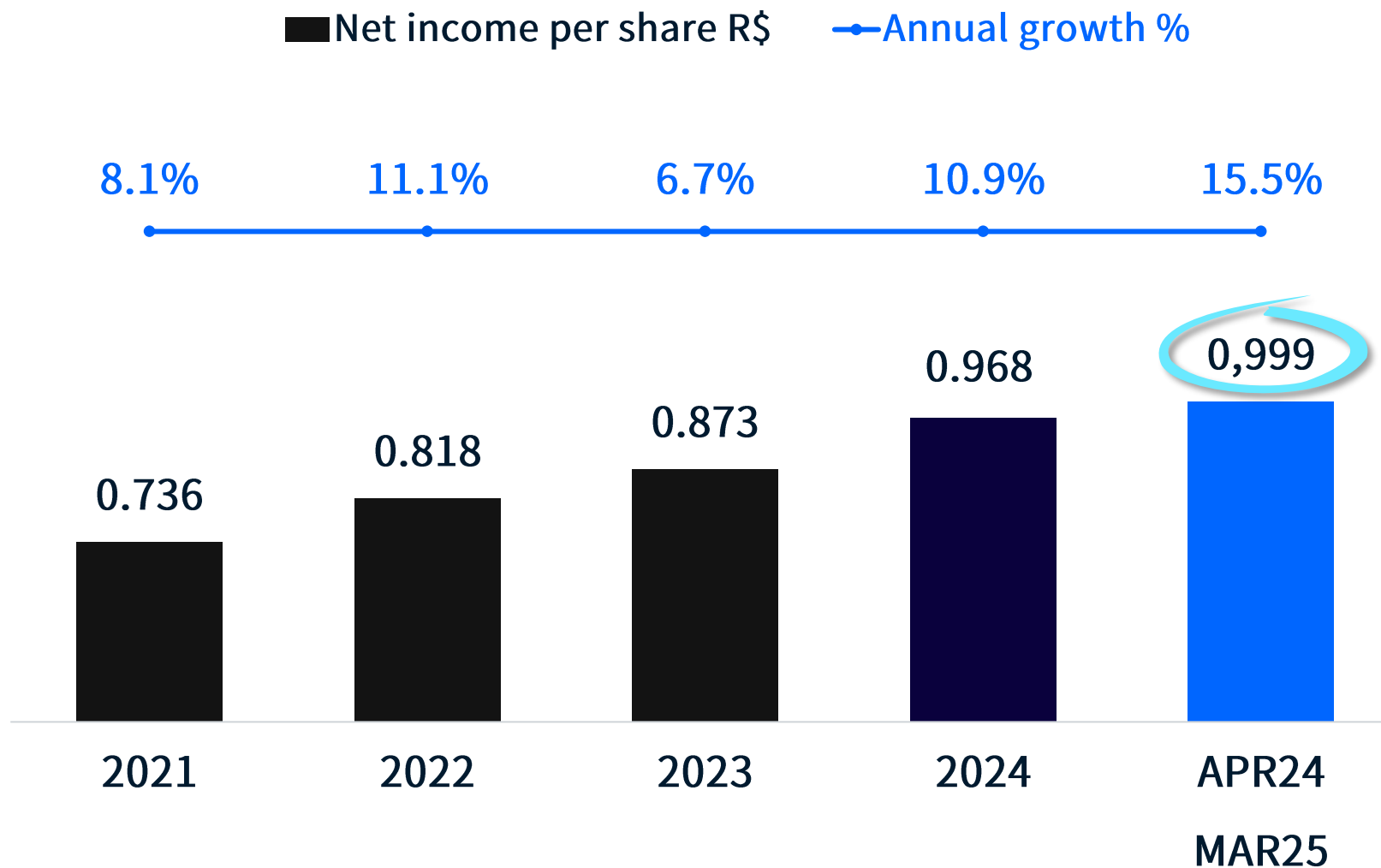
Net income Dividends IOC Share buyback



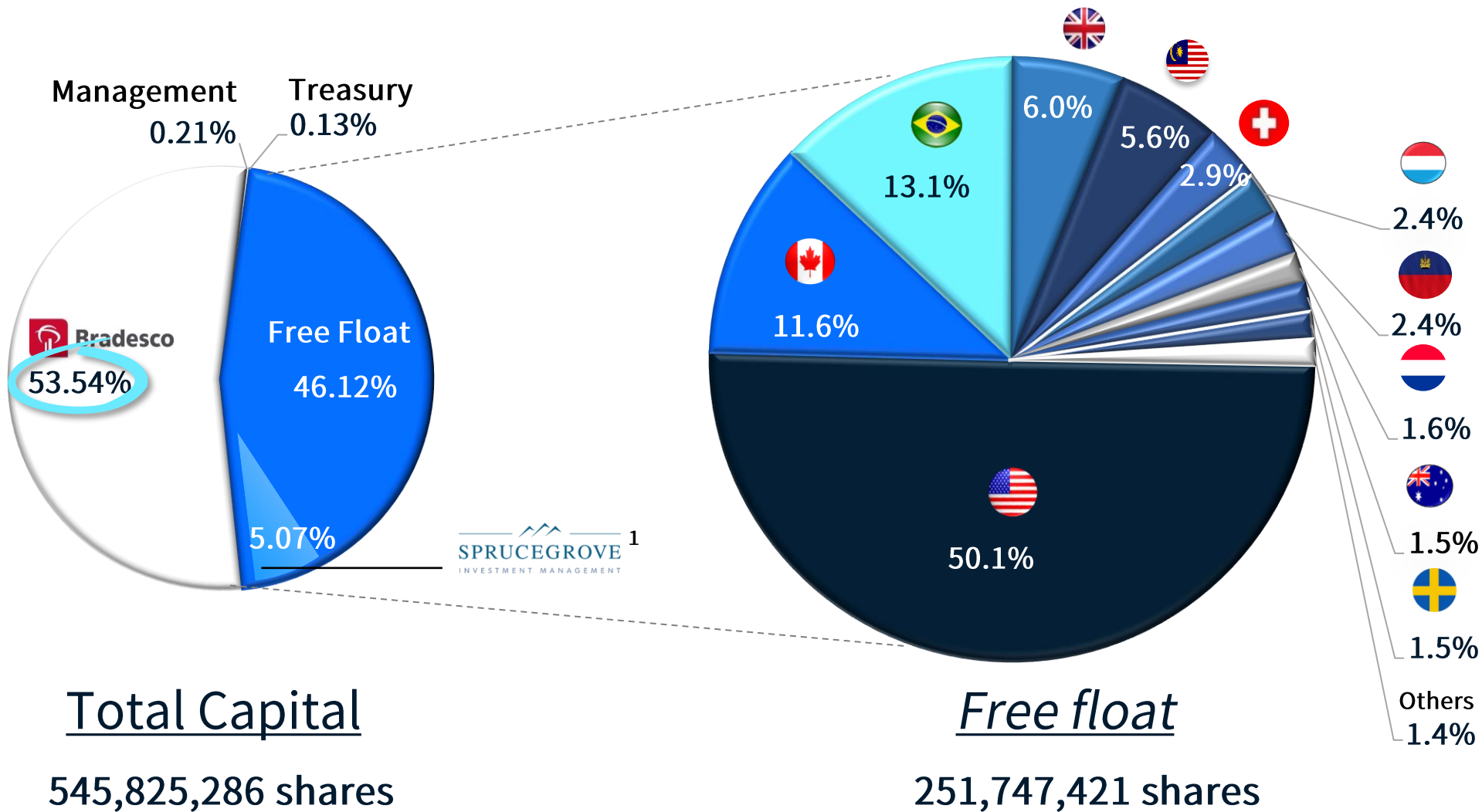
% Net income:	90%	100%	100%	100%	90%
Required sufficiency: (R\$ million)	319	76	87	43	151

Recurring Net income per share

R\$ and %



Global shareholder structure: investors from more than 30 countries



Odontoprev included in new B3 indexes from May/25 on



ISEB3 | IDIVB3

Odontoprev releases Sustainability Report 2024



✓ [Click here](#) to access the report.



