



# Webcast 2Q24

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.

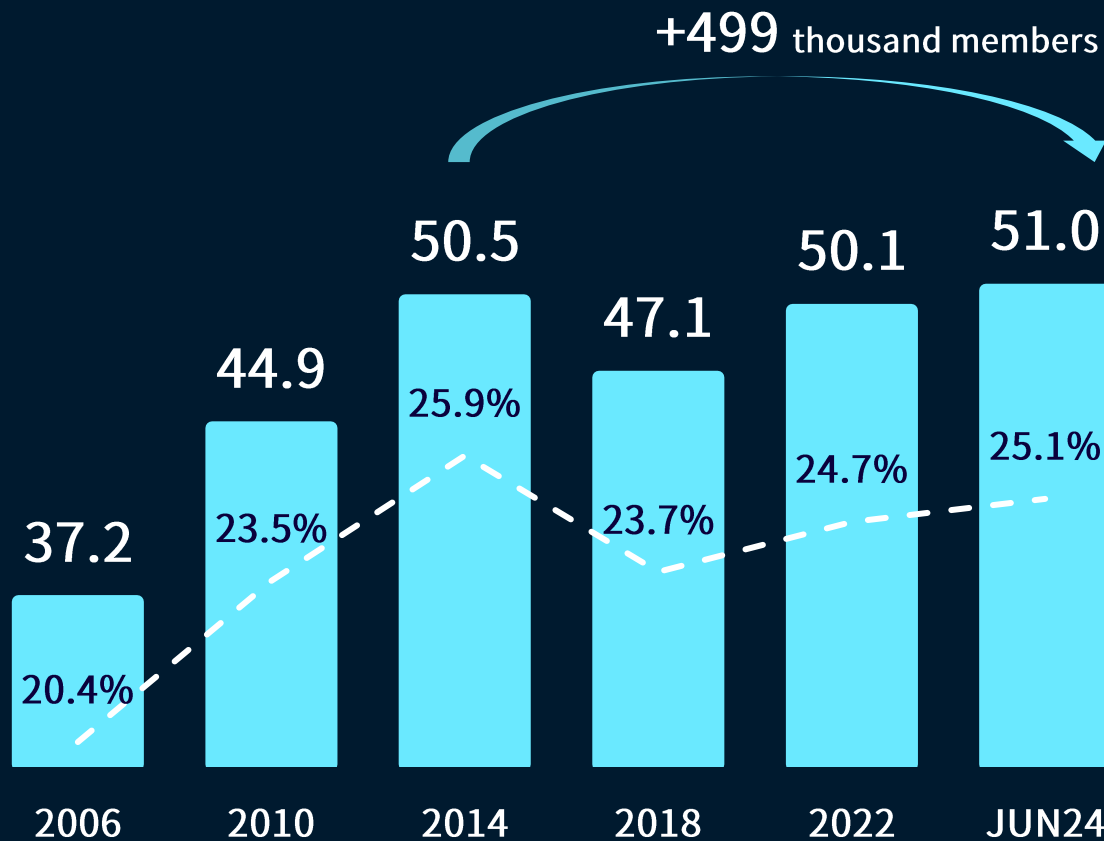


# Medical and dental plans: different penetration profiles

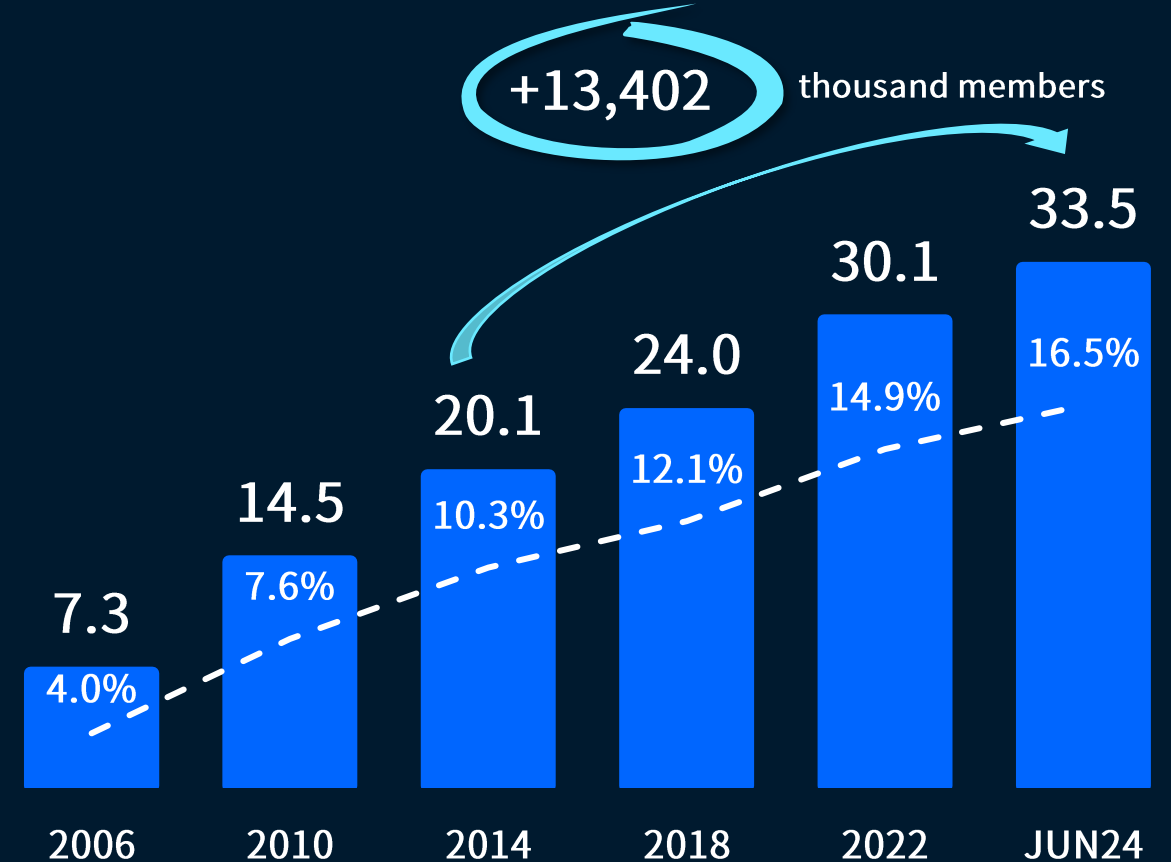
Million members

— — % total brazilian population

## Medical plans



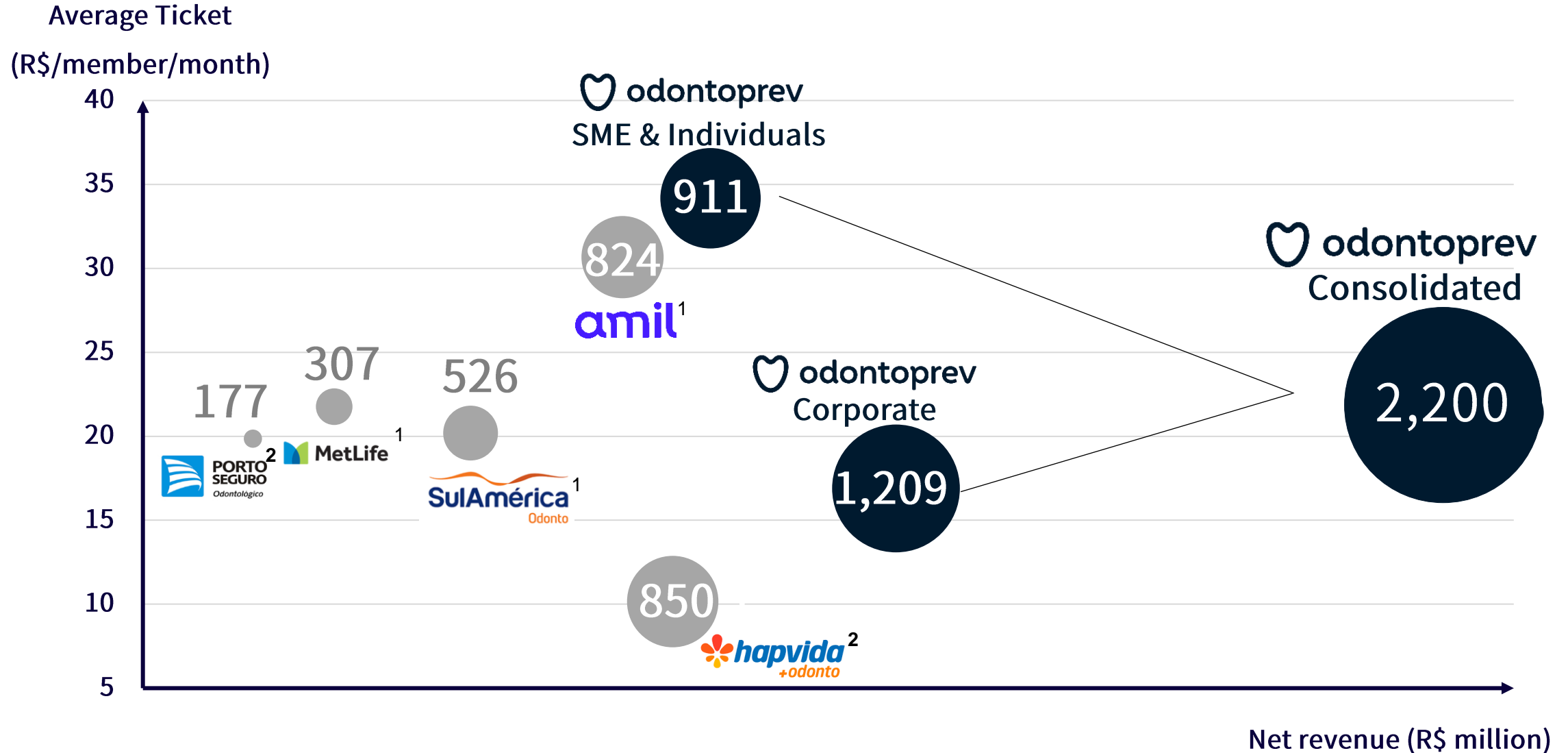
## Dental plans: + 13 million members since 2014





# Dental plans: net revenue and average ticket profile

R\$ million – JUL23-JUN24



Source: Odontoprev and <sup>1</sup>ANS APR23-MAR24

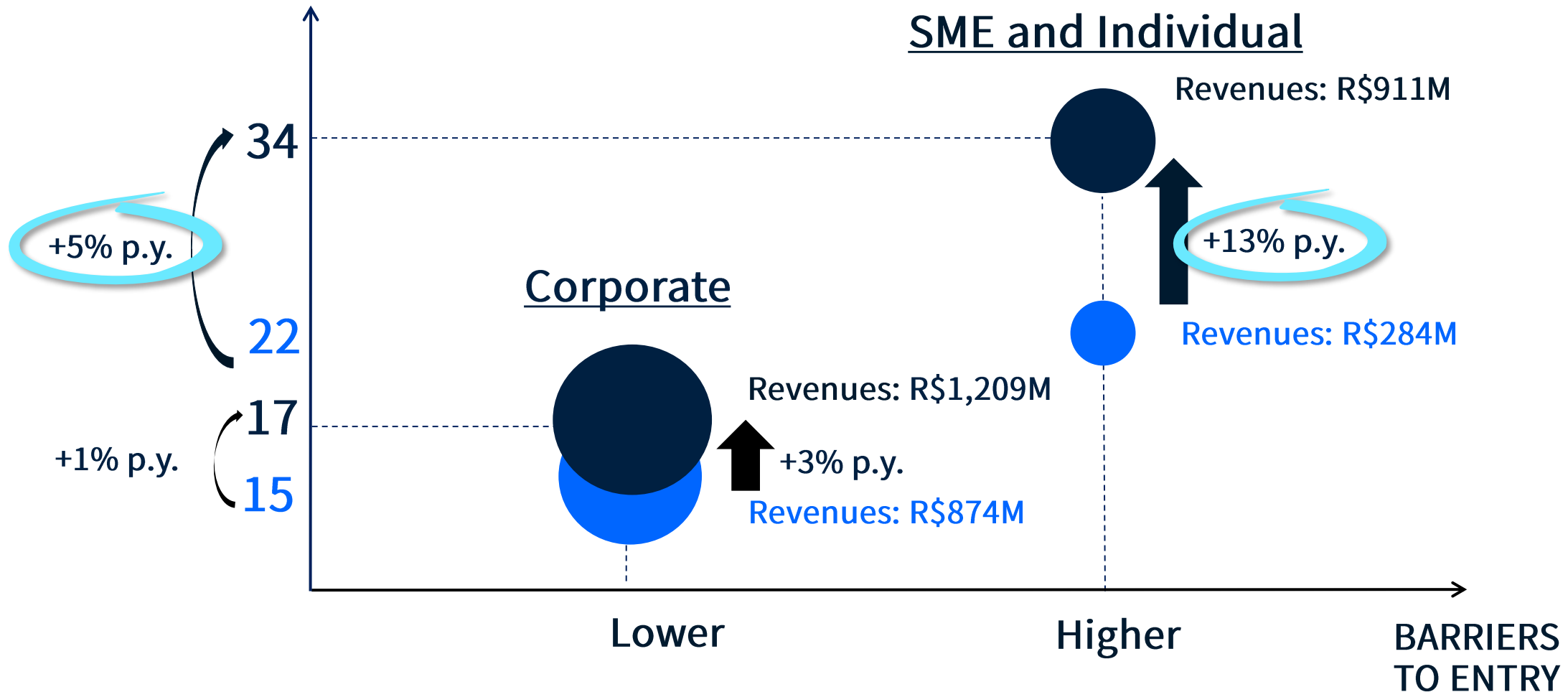
<sup>2</sup>Earnings Release 1Q24;

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



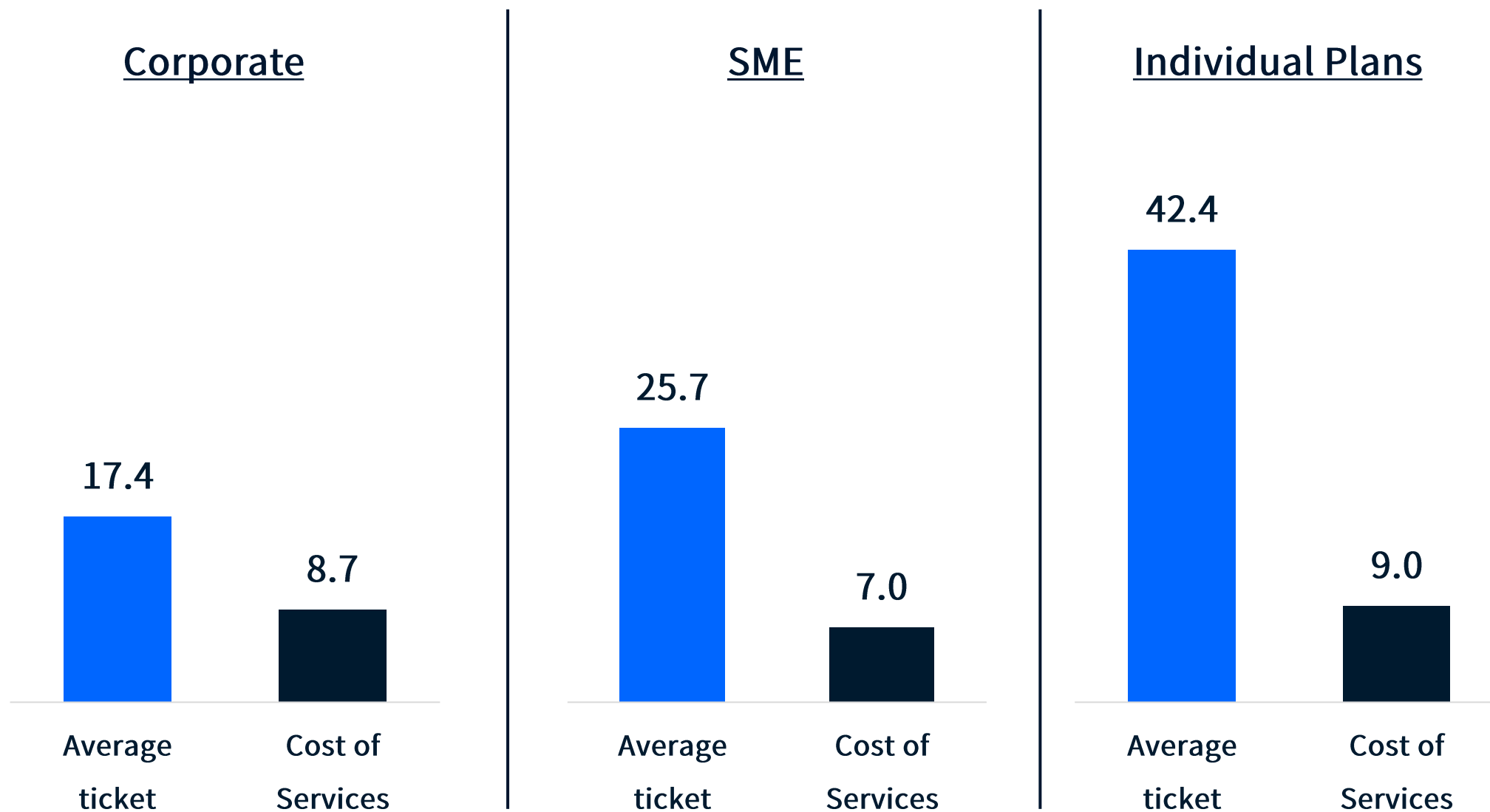
● 2014    ● JUL23-JUN24

Average Ticket (R\$/member/month)



# Average ticket x Cost of services/ average of members/ month

R\$/ member/ month - 2Q24



# Dental care ratio – consolidated and per segment

% NOR



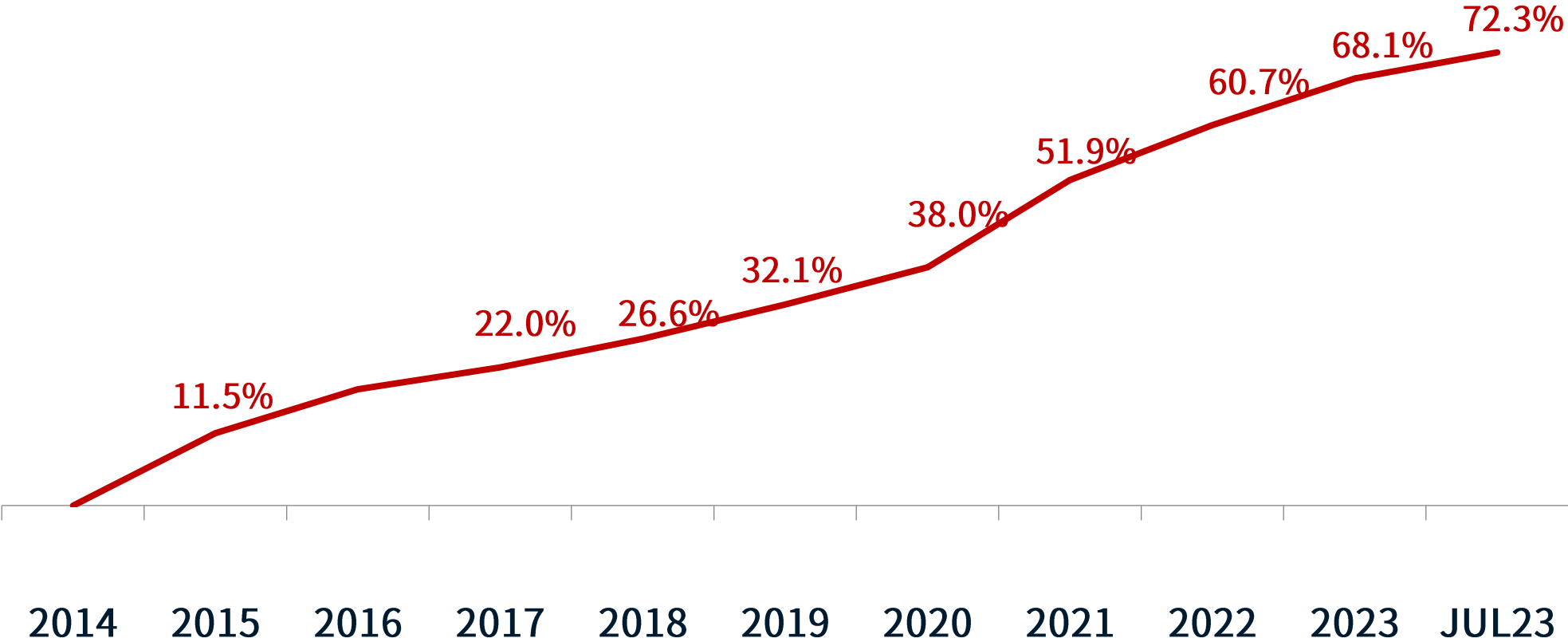
<sup>1</sup> Excludes the free choice plans provisions / reversal

# IPCA<sup>1</sup>, accumulated since 2014

%



— IPCA



<sup>1</sup>Domestic inflation

JUN24



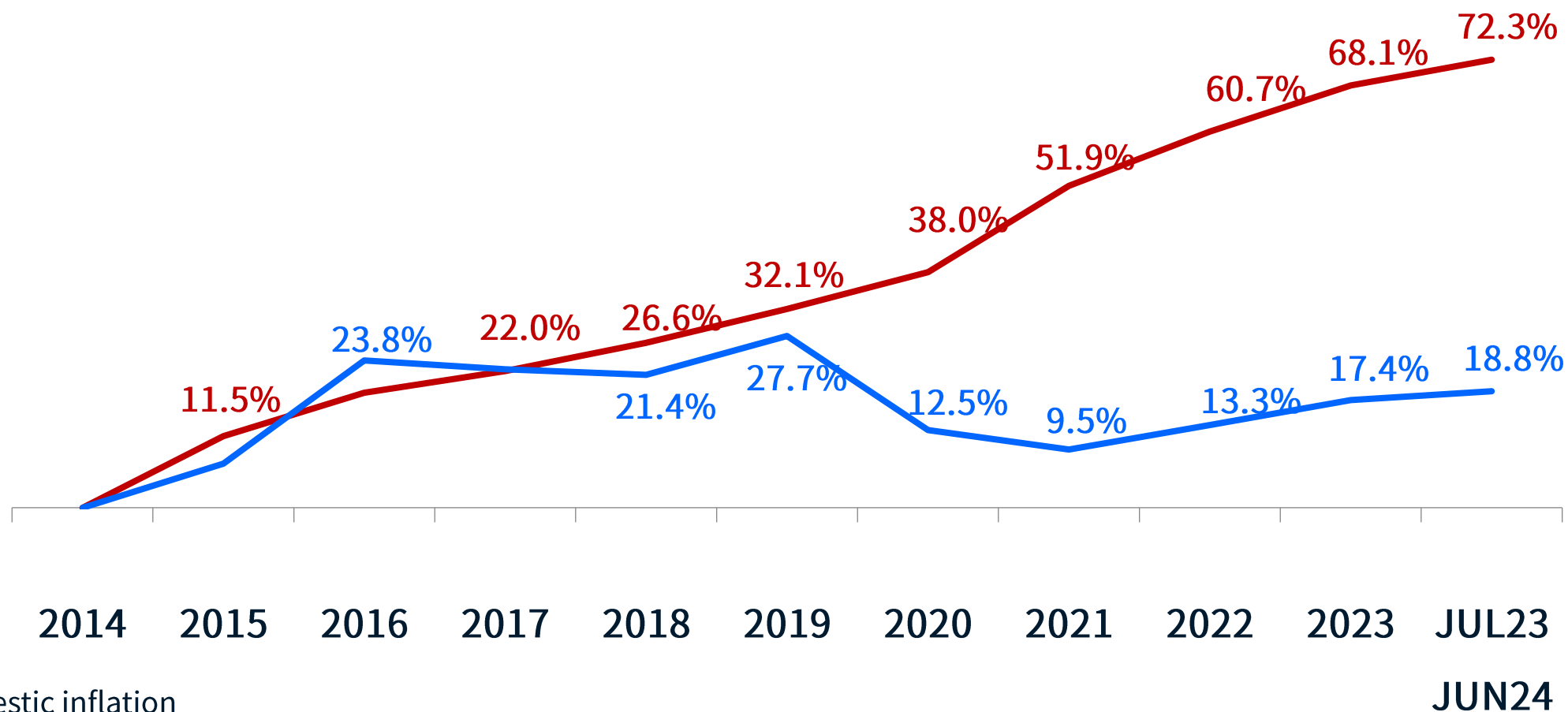
# IPCA<sup>1</sup> x Internal inflation, accumulated since 2014



%

— IPCA

— Cost of services per member per month



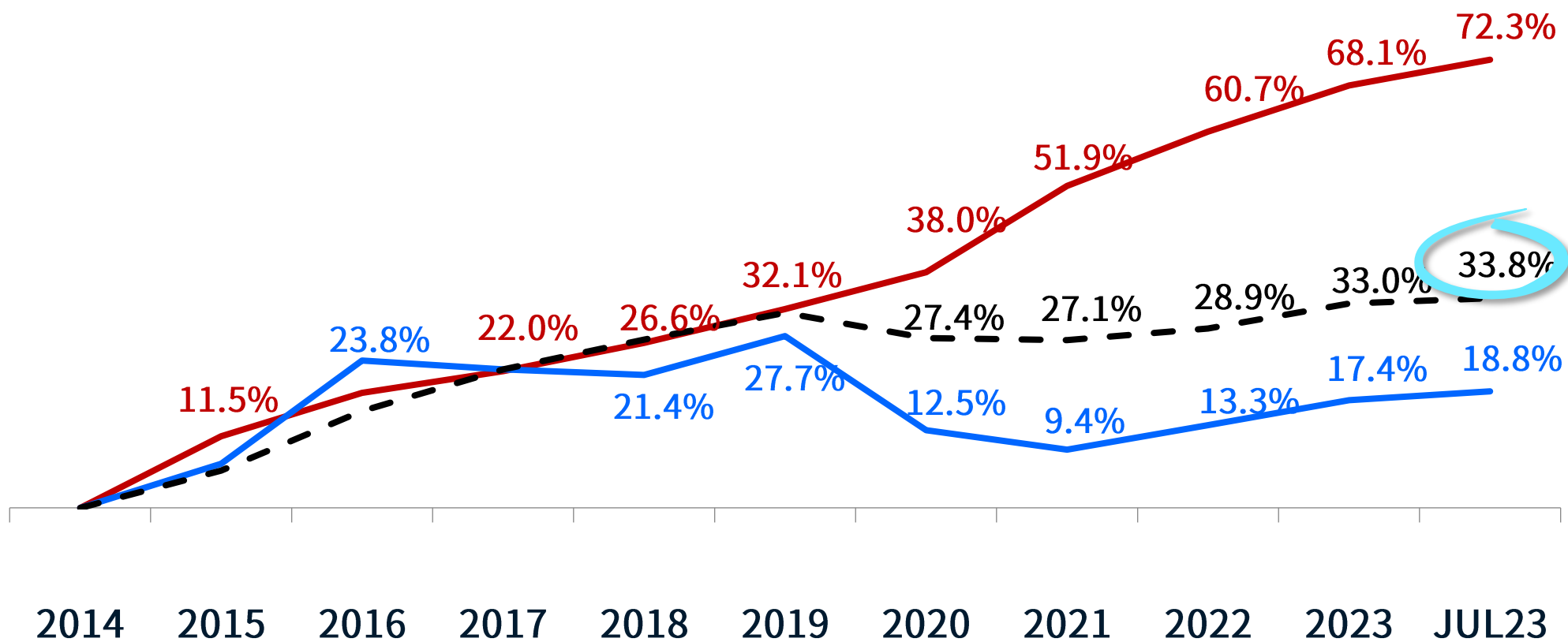
<sup>1</sup>Domestic inflation

# IPCA<sup>1</sup> x Internal inflation x Average Ticket, accumulated since 2014



%

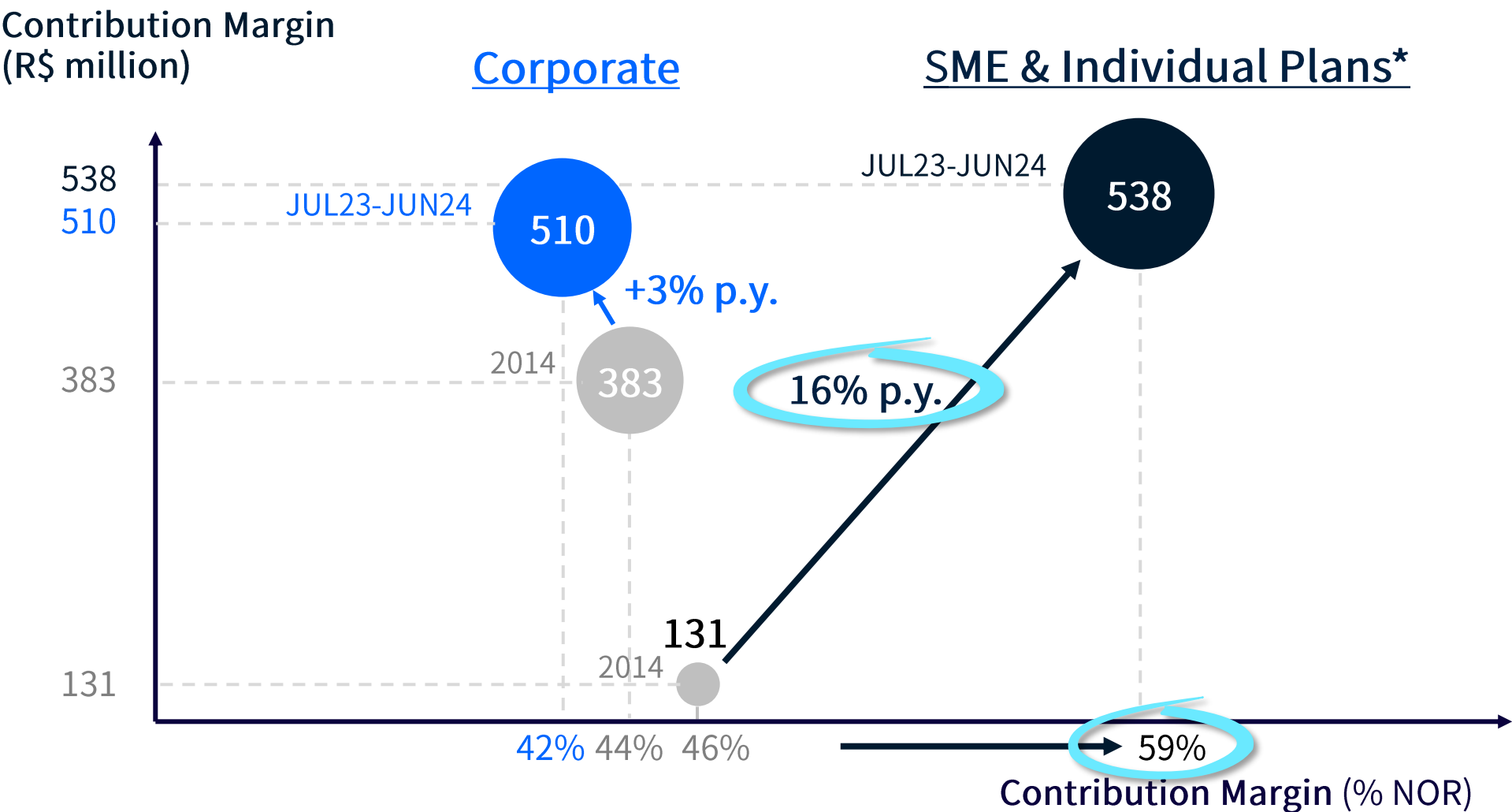
— **IPCA**    — **Cost of services per member per month**    - - **Average Ticket**



<sup>1</sup>Domestic inflation

JUN24

# Contribution margin per segment: 2014 x JUL23-JUN24



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

## Contribution margin per segment: 2014 x JUL23-JUN24

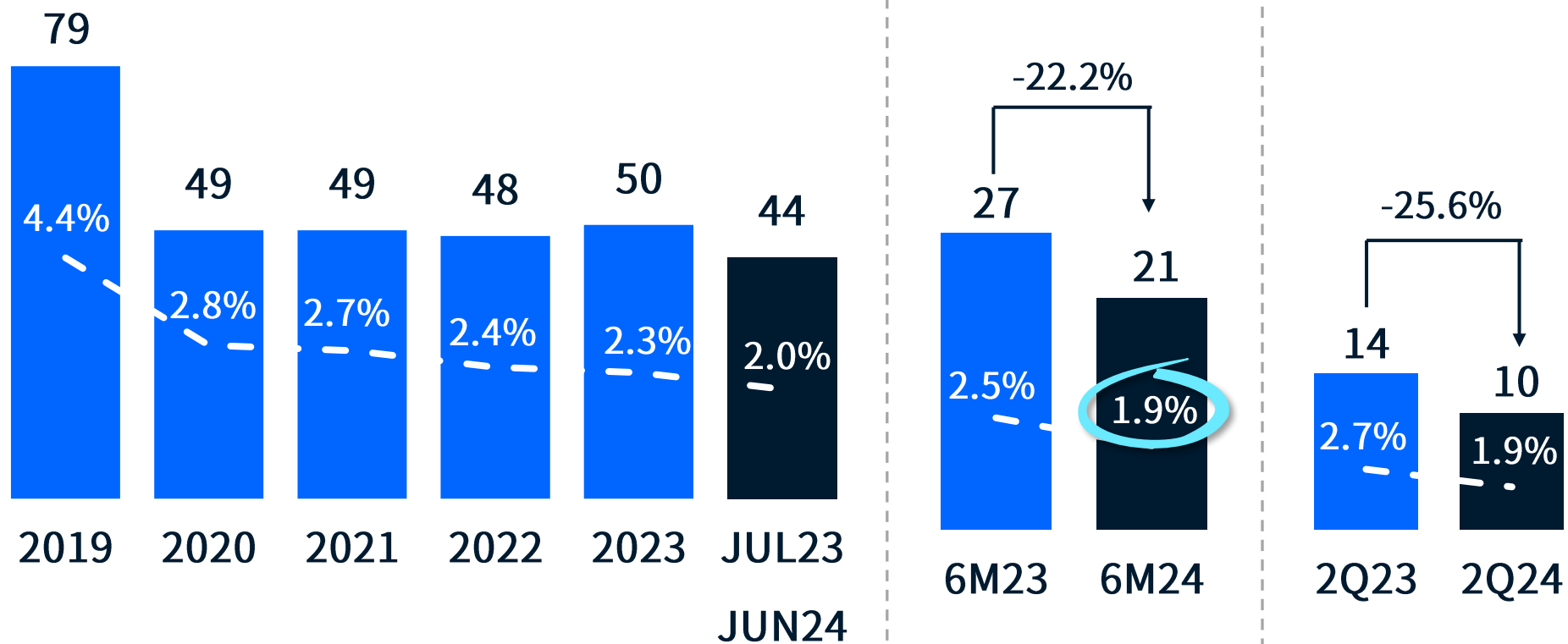


- The share of non-corporate plans in the Company's total contribution margin has more than doubled in the last 10 years, from 25% in 2014 to 51% today

	2014		JUL23-JUN24	
	Revenue	Contribution margin	Revenue	Contribution margin
Corporate	75%	75%	57%	49%
SME + Individual	25%	25%	43%	51%

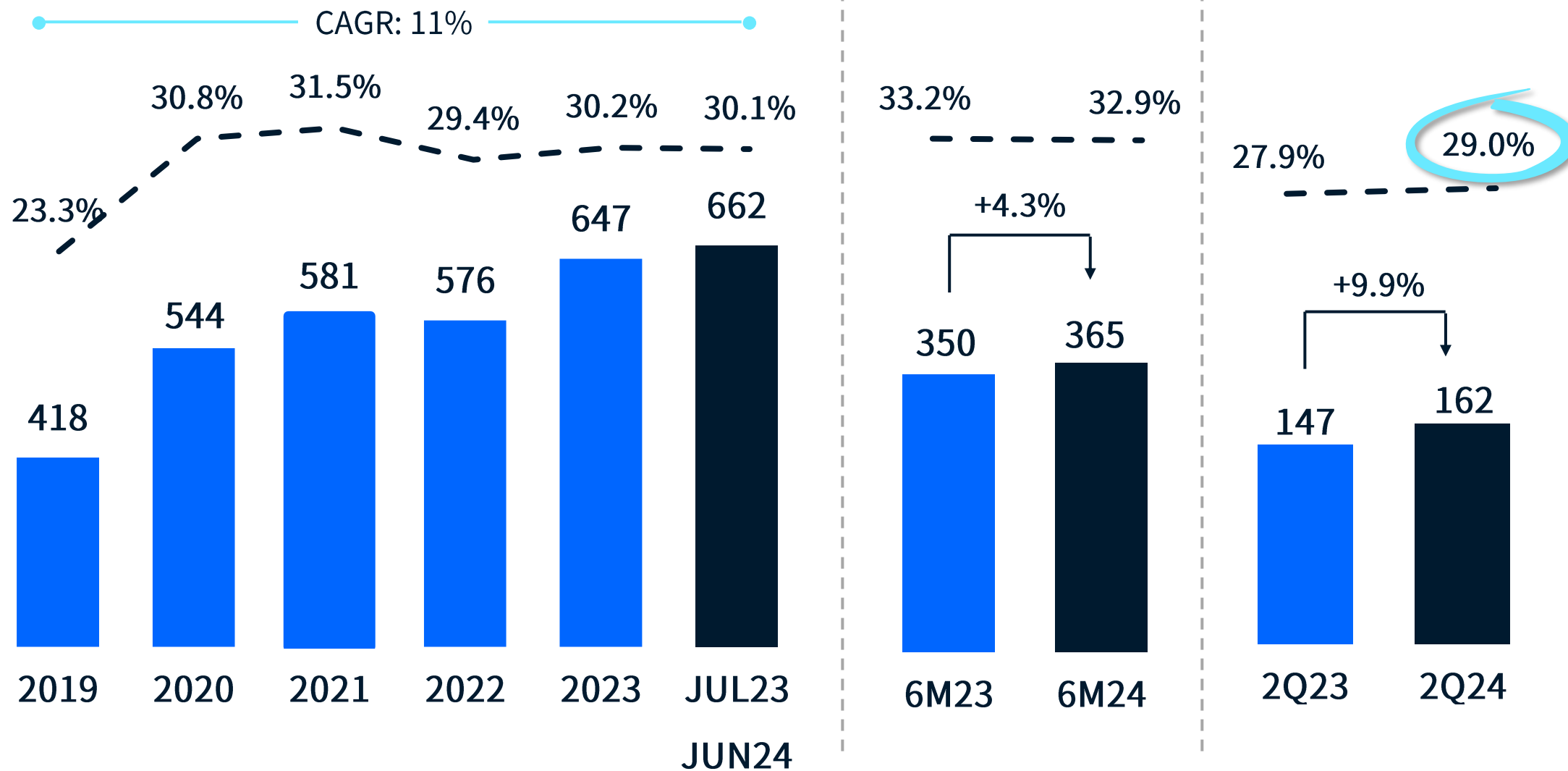
# Allowance for doubtful receivables

R\$ million and % NOR



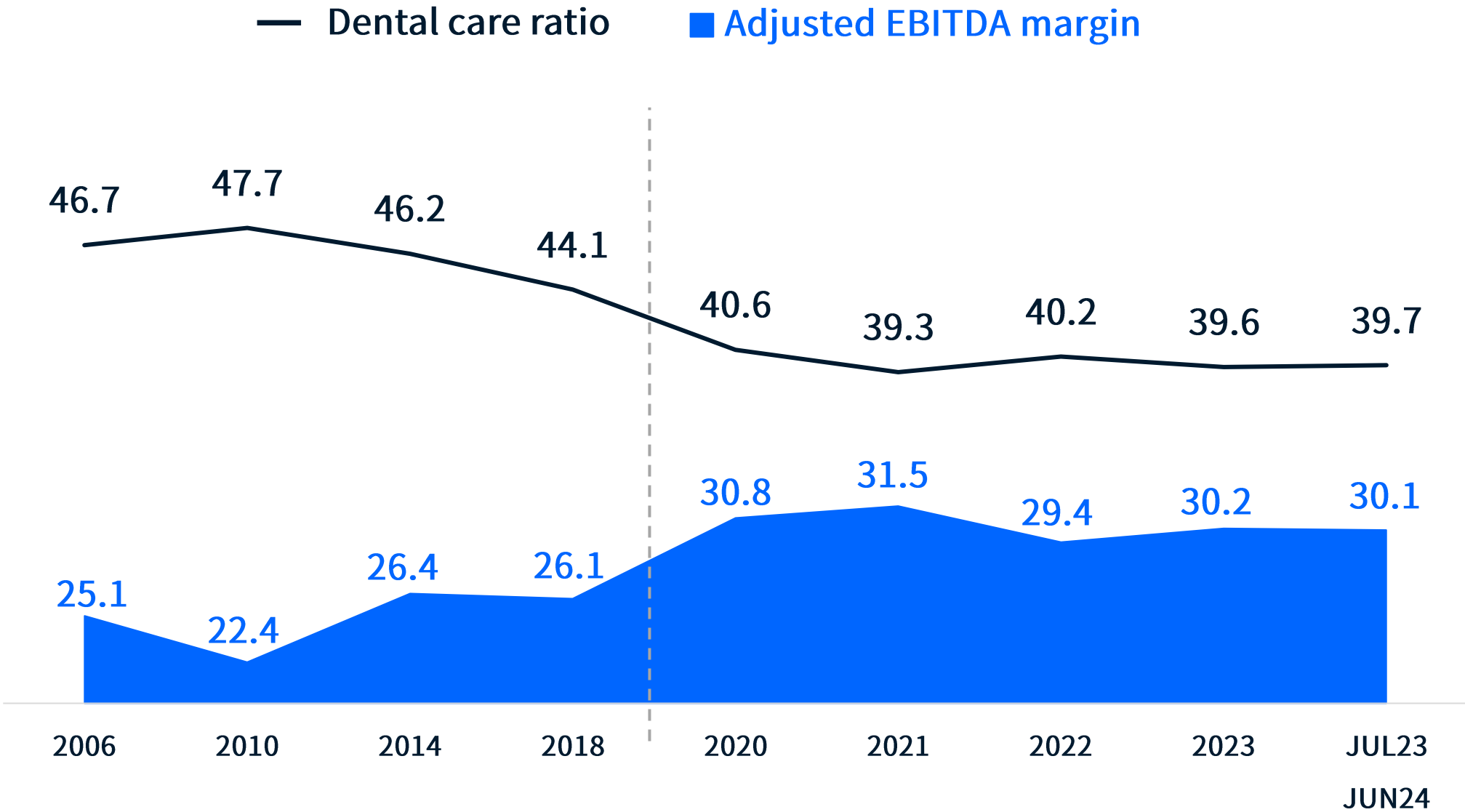
# Adjusted EBITDA

R\$ million and % NOR



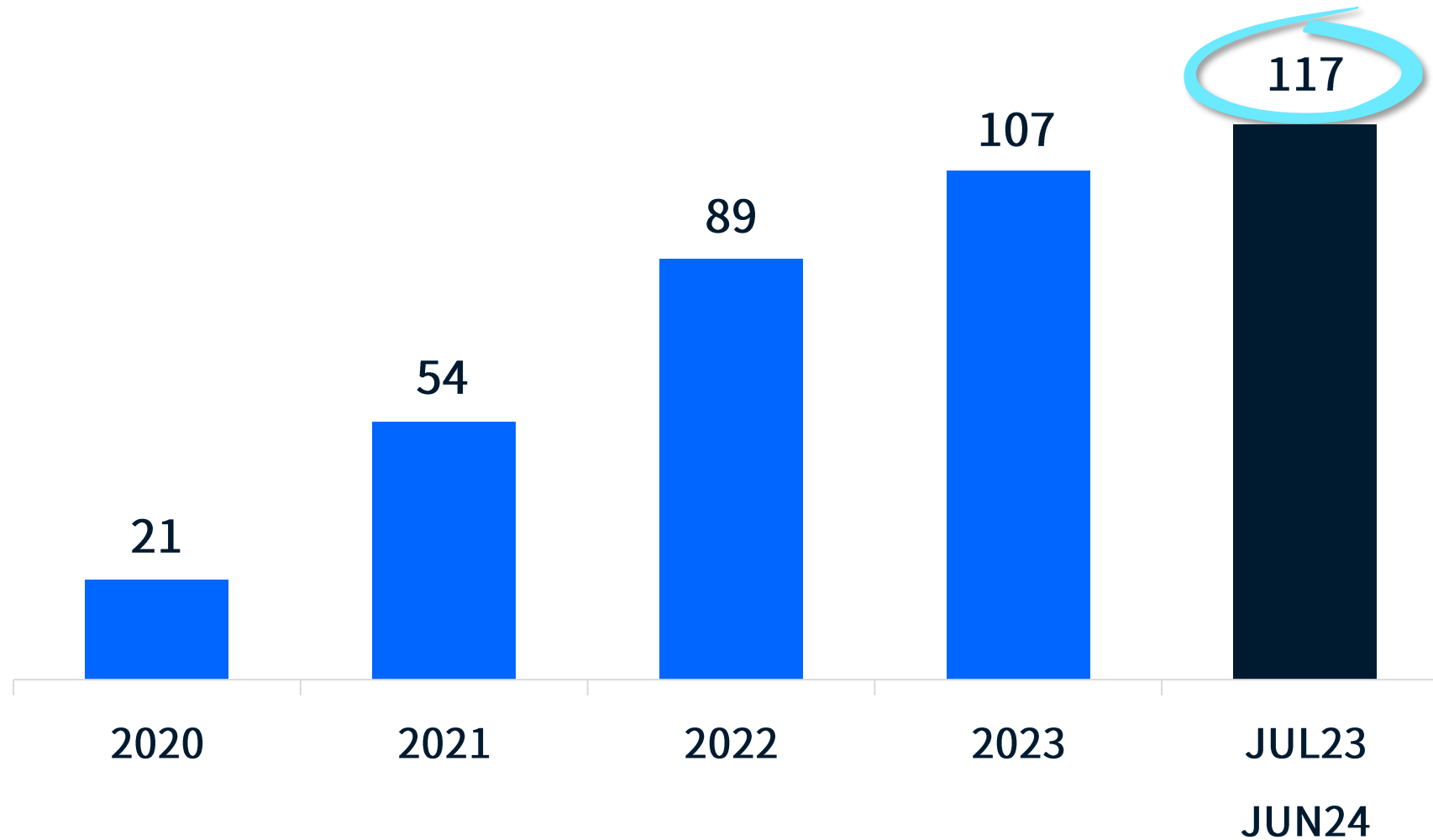
# Dental care ratio and Adjusted EBITDA margin since the 2006 IPO

% NOR



# Financial revenue recent evolution

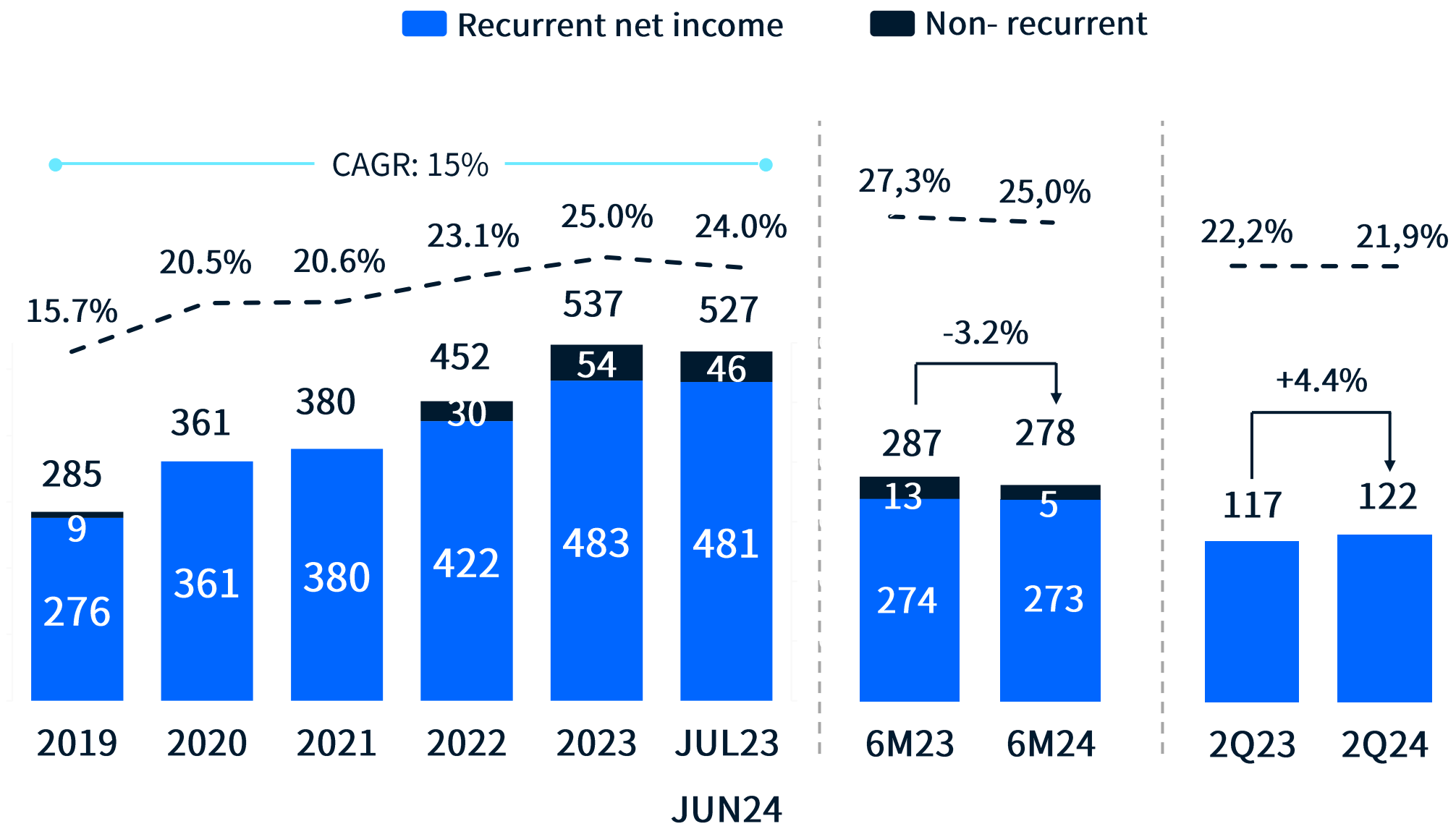
R\$ million





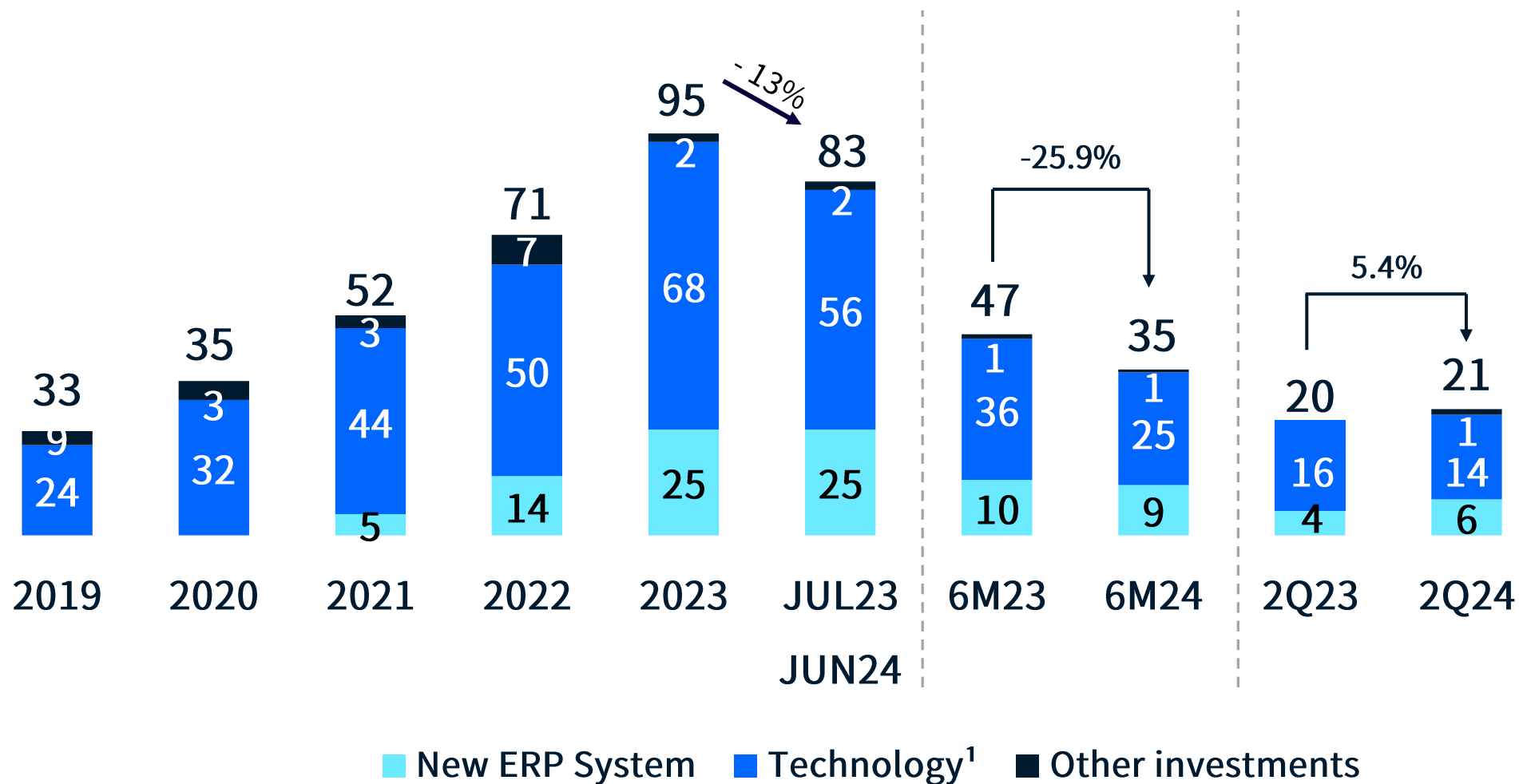
# Net Income and Net margin

R\$ million and % NOR



# CAPEX: Technology represents the bulk of investments

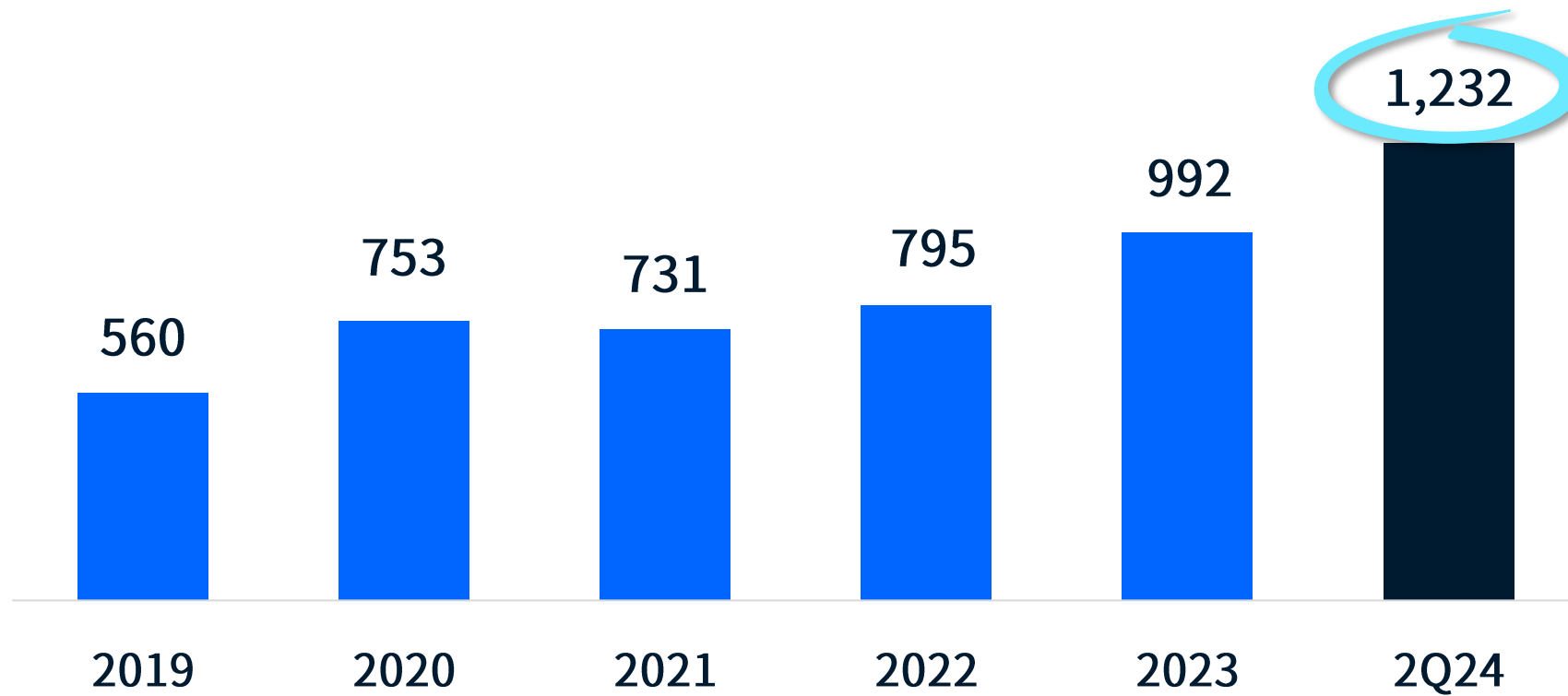
R\$ million



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

# Net Cash position (zero debt)

R\$ million



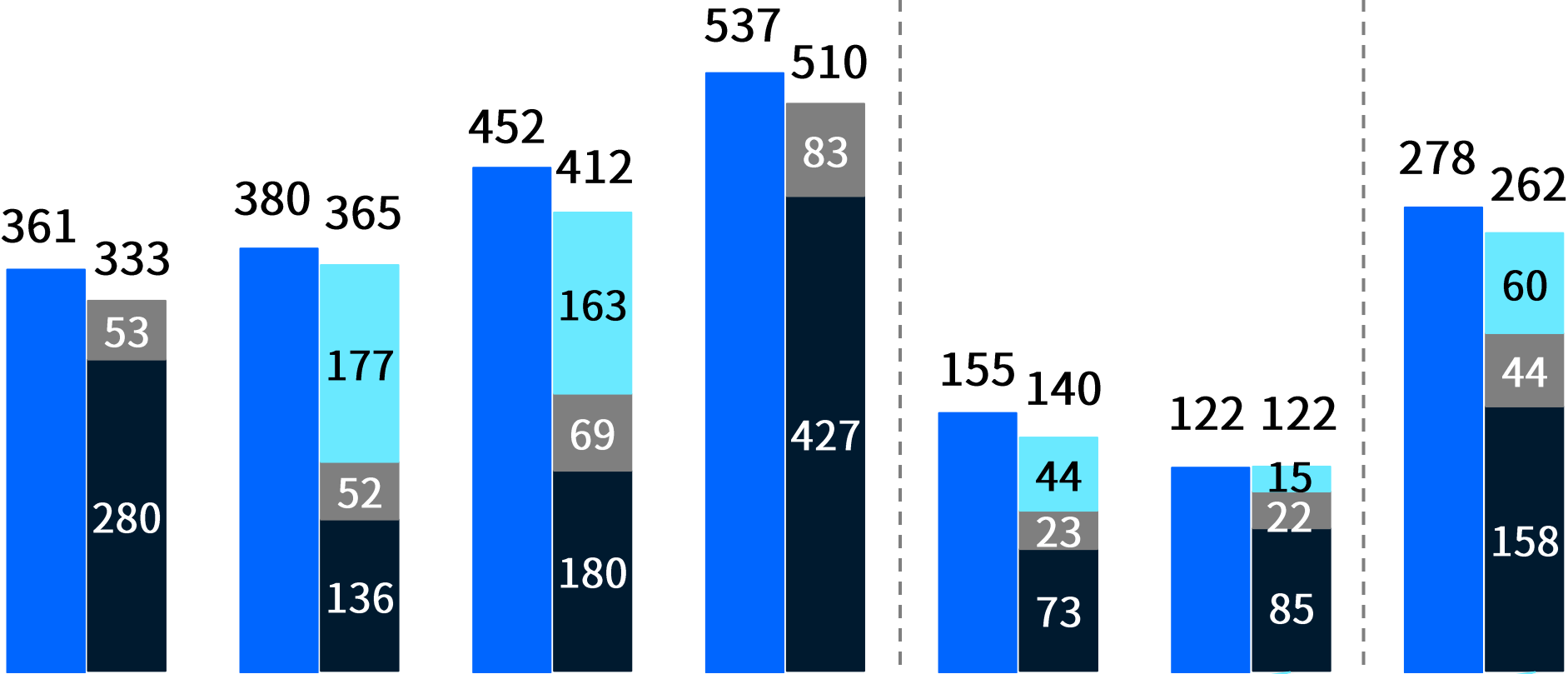
# Total shareholder remuneration of R\$122 million in 2Q24, 100% payout



R\$ million

Net Income   Dividends   IOC   Share Buyback

2020   2021   2022   2023   1Q24   2Q24   6M24

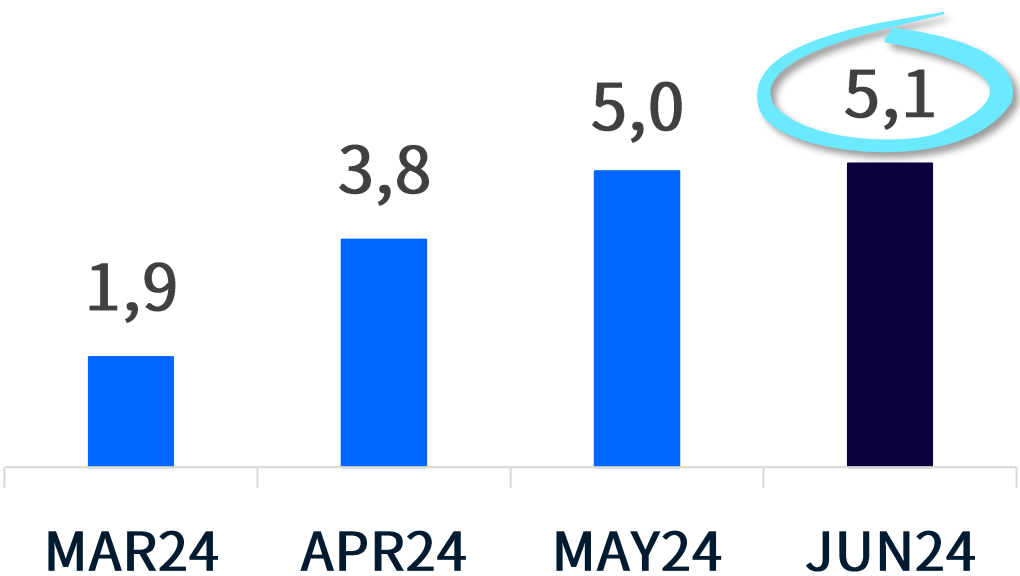


Payout %: 92%   96%   91%   95%   90%   100%   95%

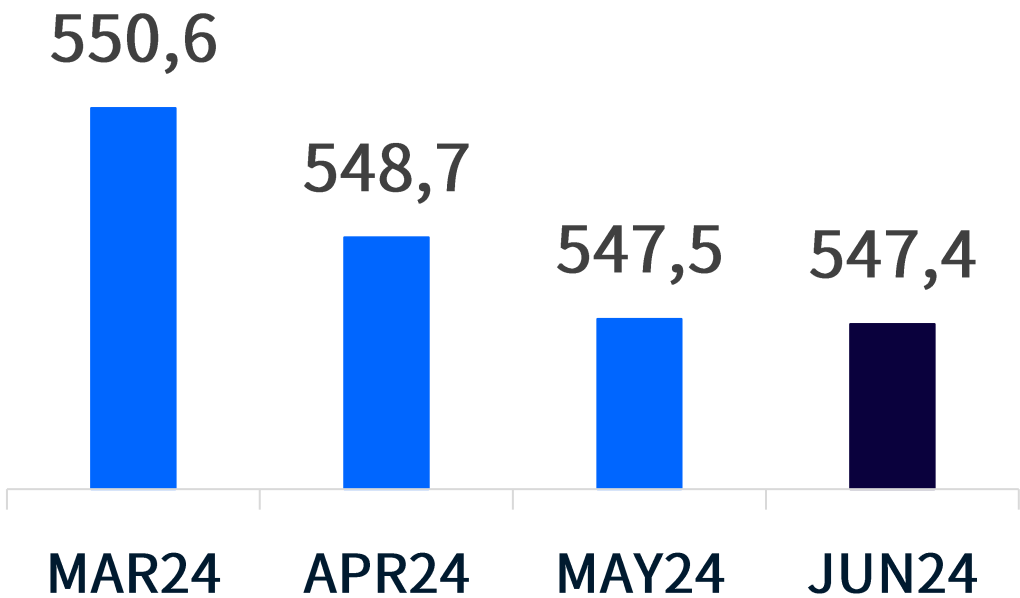


# Treasury shares reach 5 million

Million shares



Treasury Shares



Total Capital ex - Treasury

# Global shareholder structure: investors from more than 30 countries



JUN/24

