



**OdontoPrev**

**4Q19 Webcast  
March 06<sup>th</sup>, 2020**

**New growth cycle and value innovation**

Índice Brasil **IBRX**



# Disclaimer

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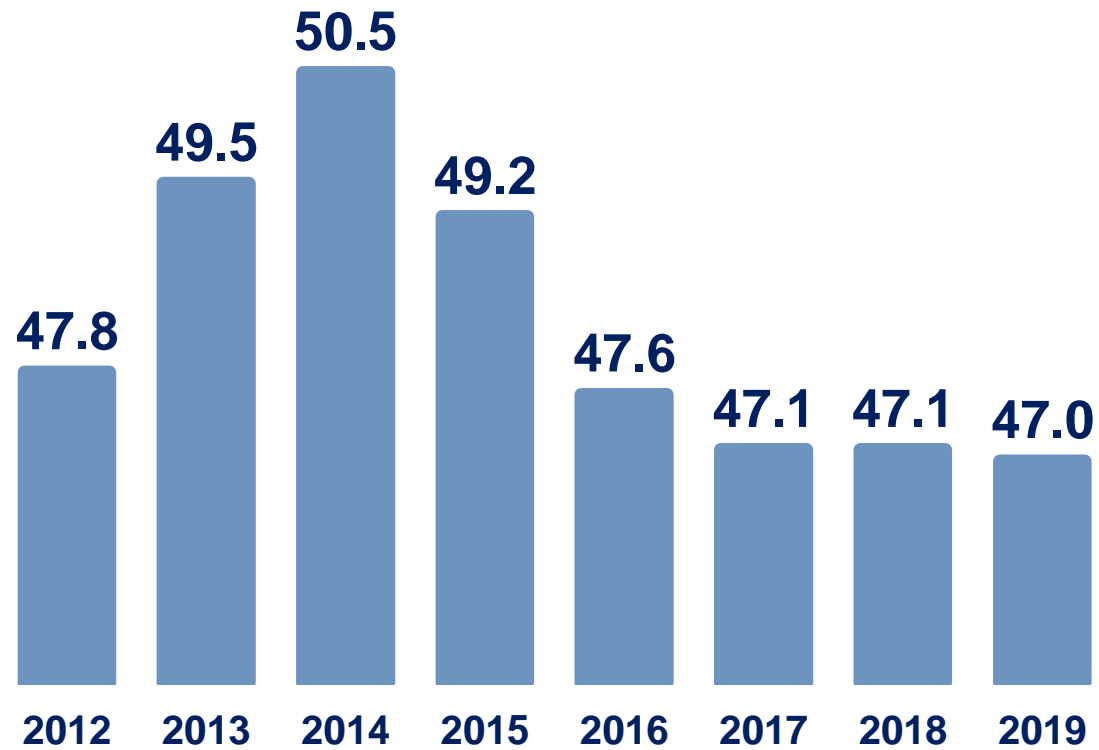
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The information contained in this presentation concerning market estimates. The Brazilian dental and healthcare industry and our participation in it as well as our position in relation to our competitors was obtained from established public sources 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.

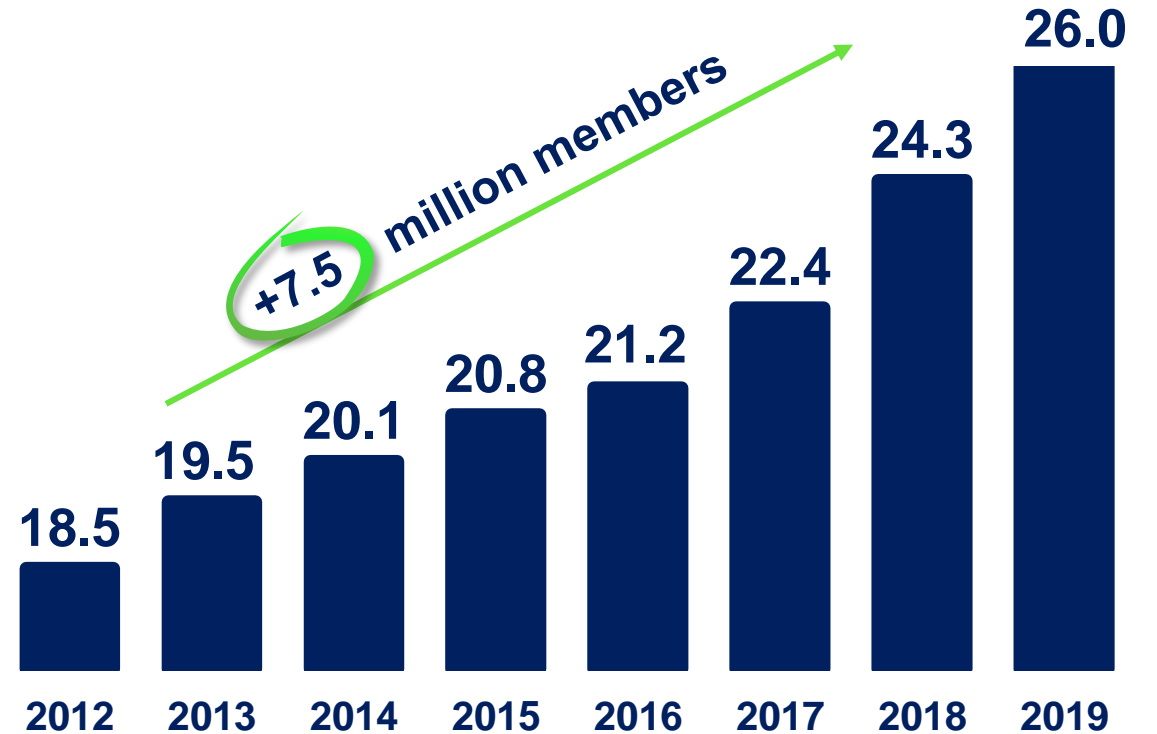
# Medical and dental plans membership growth

Million members

Medical plans



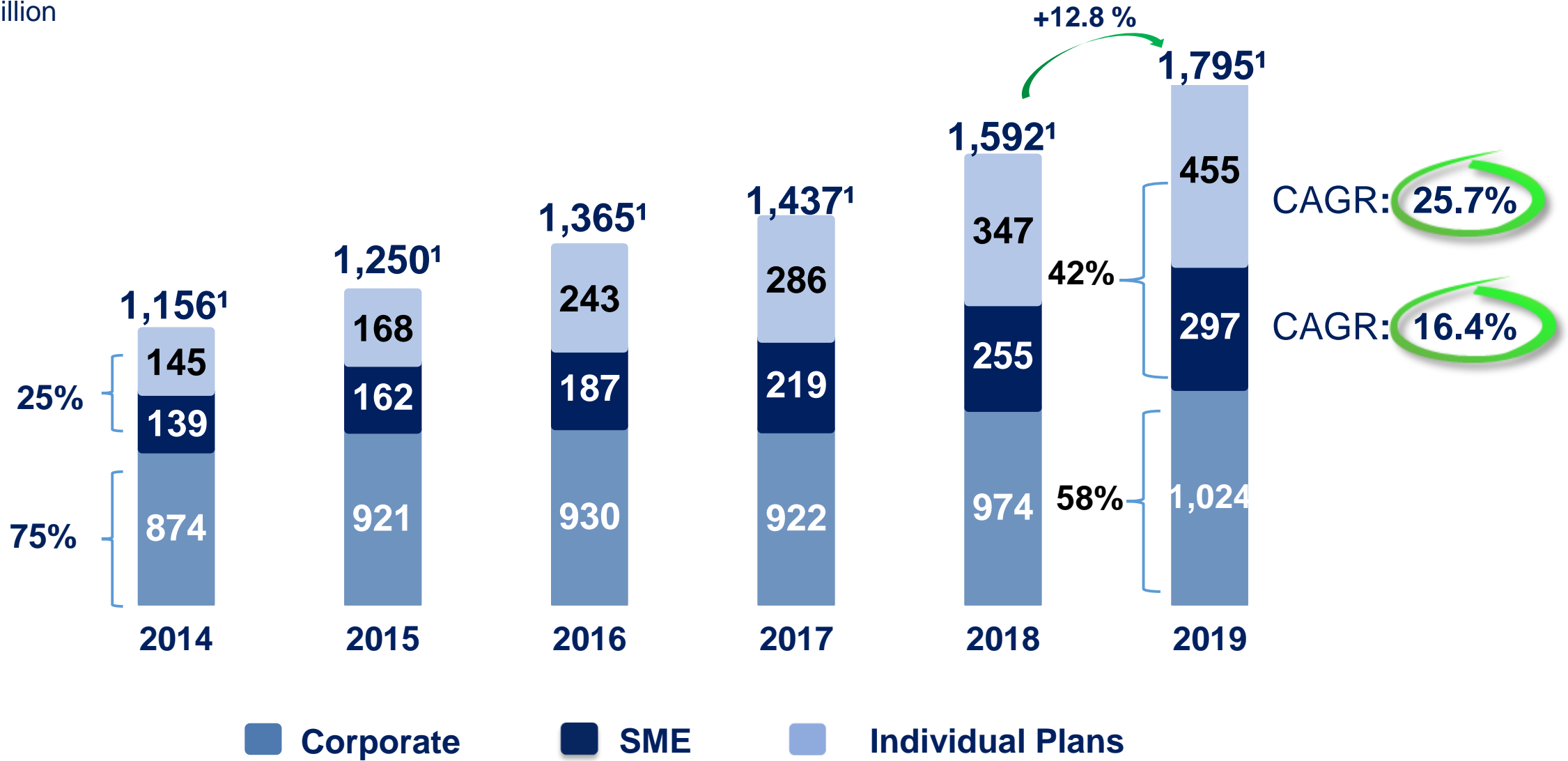
Dental plans



Source: ANS DEC/19

# Revenues per segment

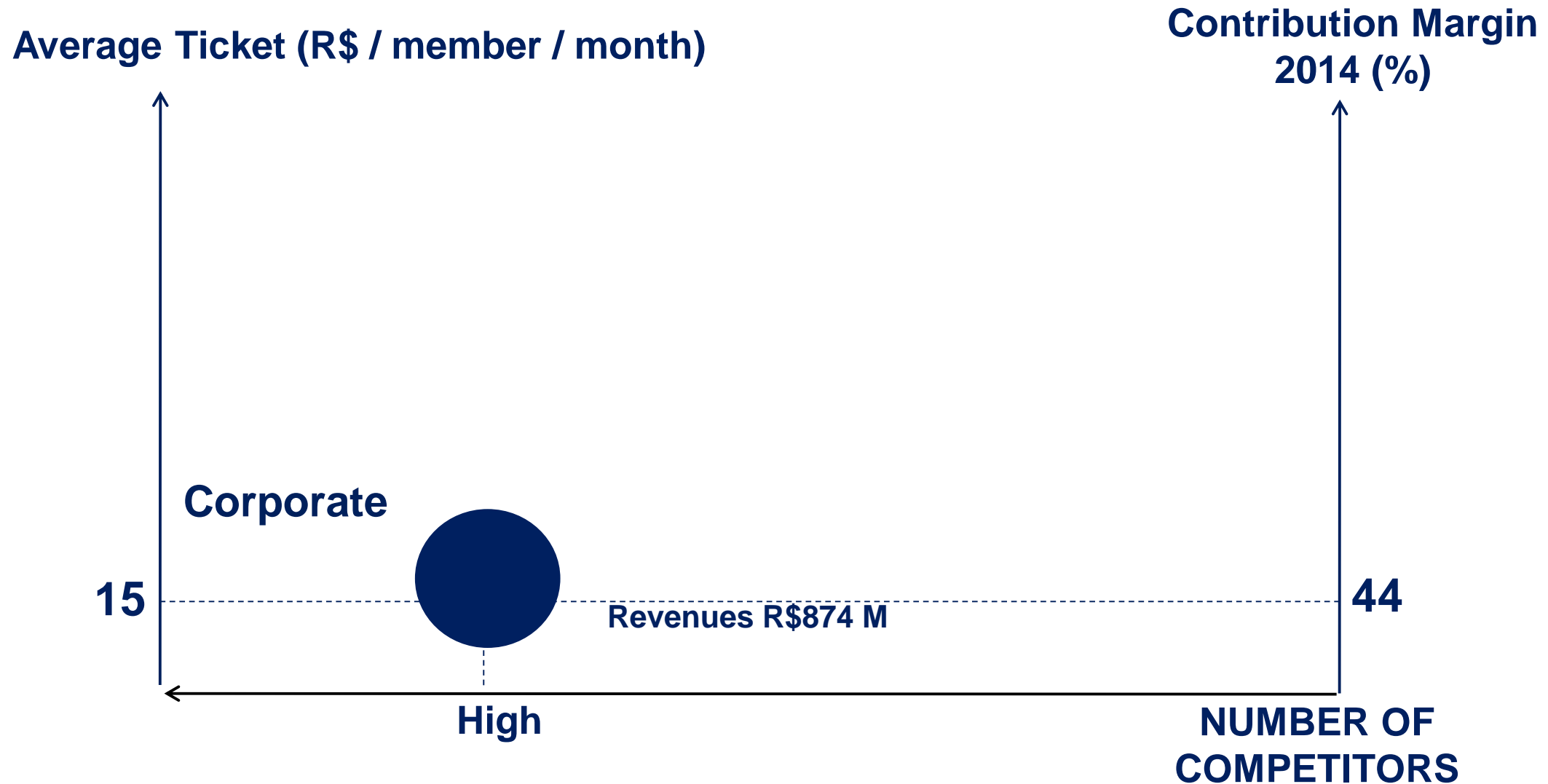
R\$ million



<sup>1</sup>includes sales of services and products

# Corporate: Revenues, average ticket and contribution margin in 2014

2014

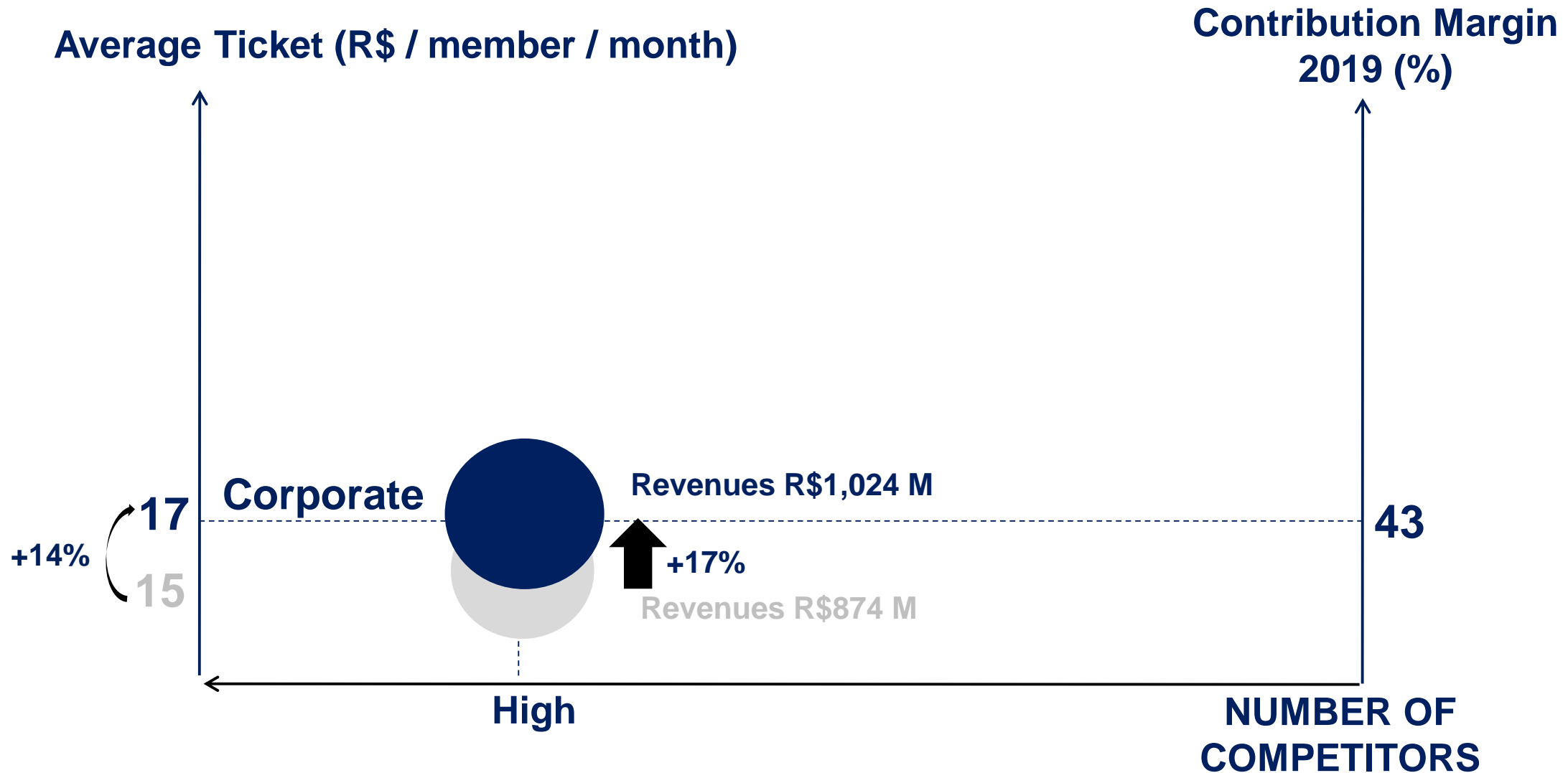


<sup>1</sup> M: million

Contribution Margin: Net Revenue (-) Cost of Services (-) Selling Expenses

# Corporate: Revenues, average ticket and contribution margin

2019 x 2014

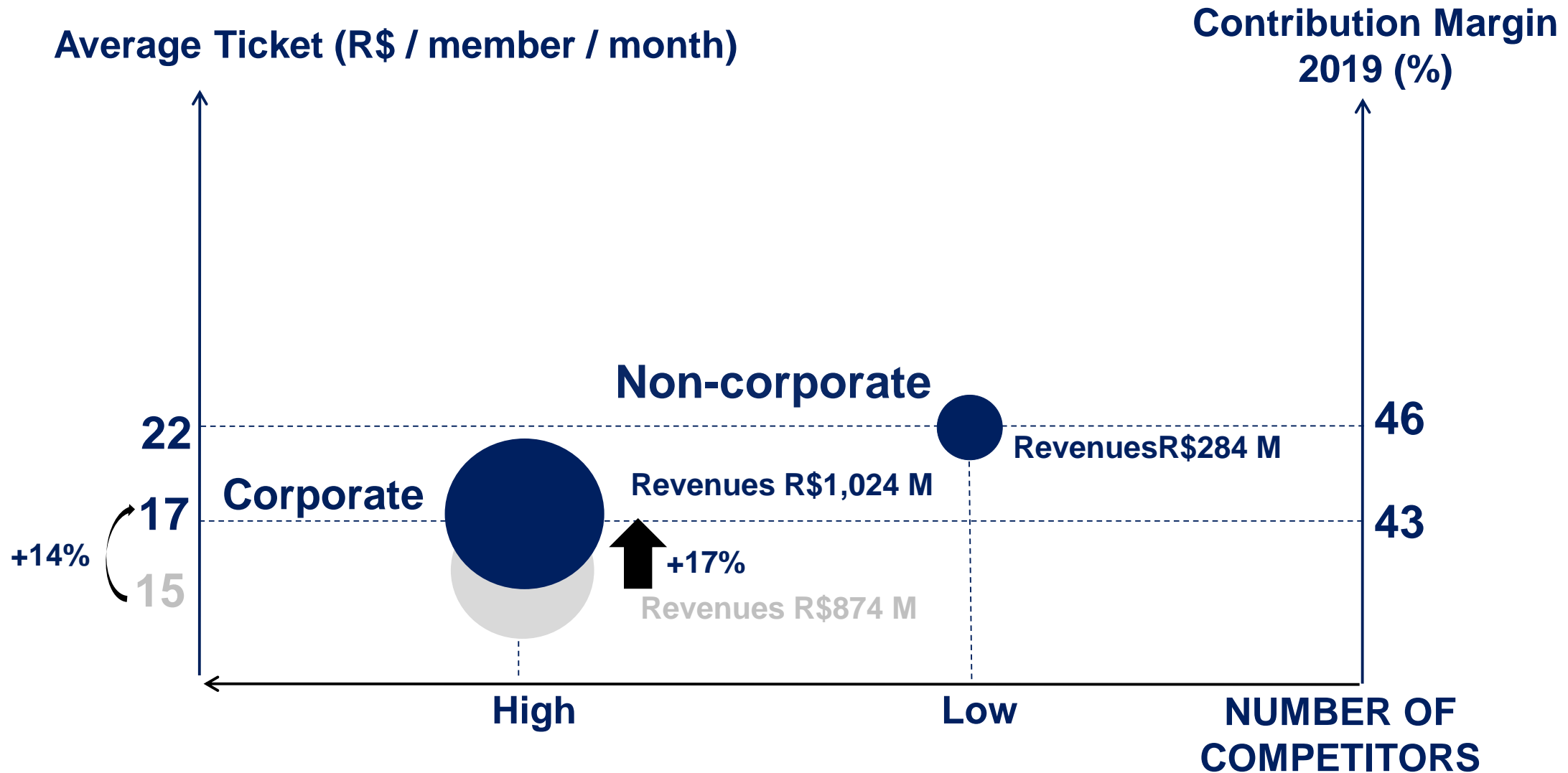


<sup>1</sup> M: million

Contribution Margin: Net Revenue (-) Cost of Services (-) Selling Expenses

# Non-corporate: higher ticket and margin

2019 x 2014

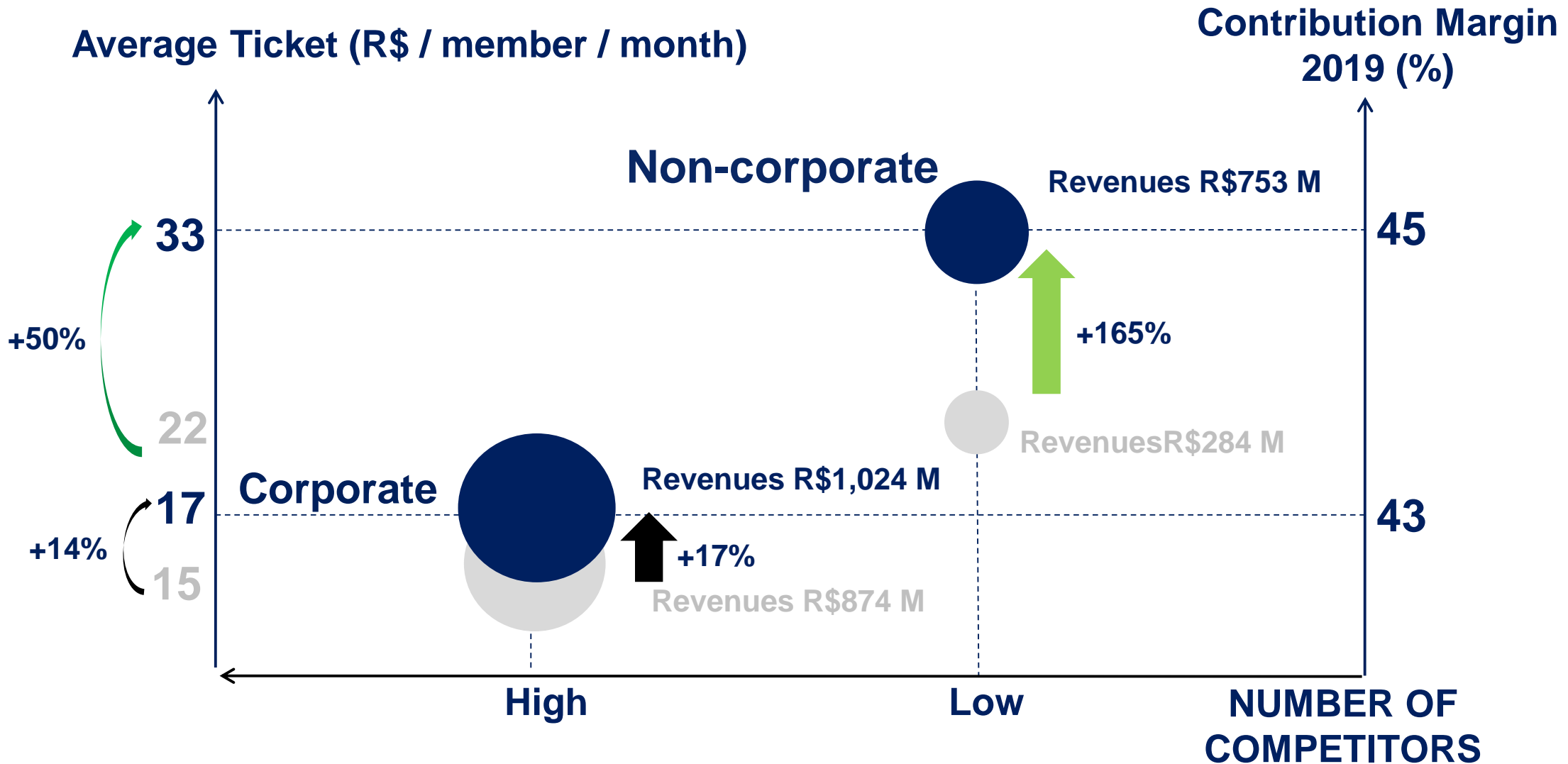


<sup>1</sup> M: million

Contribution Margin: Net Revenue (-) Cost of Services (-) Selling Expenses

# Value innovation: non-corporate revenues doubled since 2014

2019 x 2014



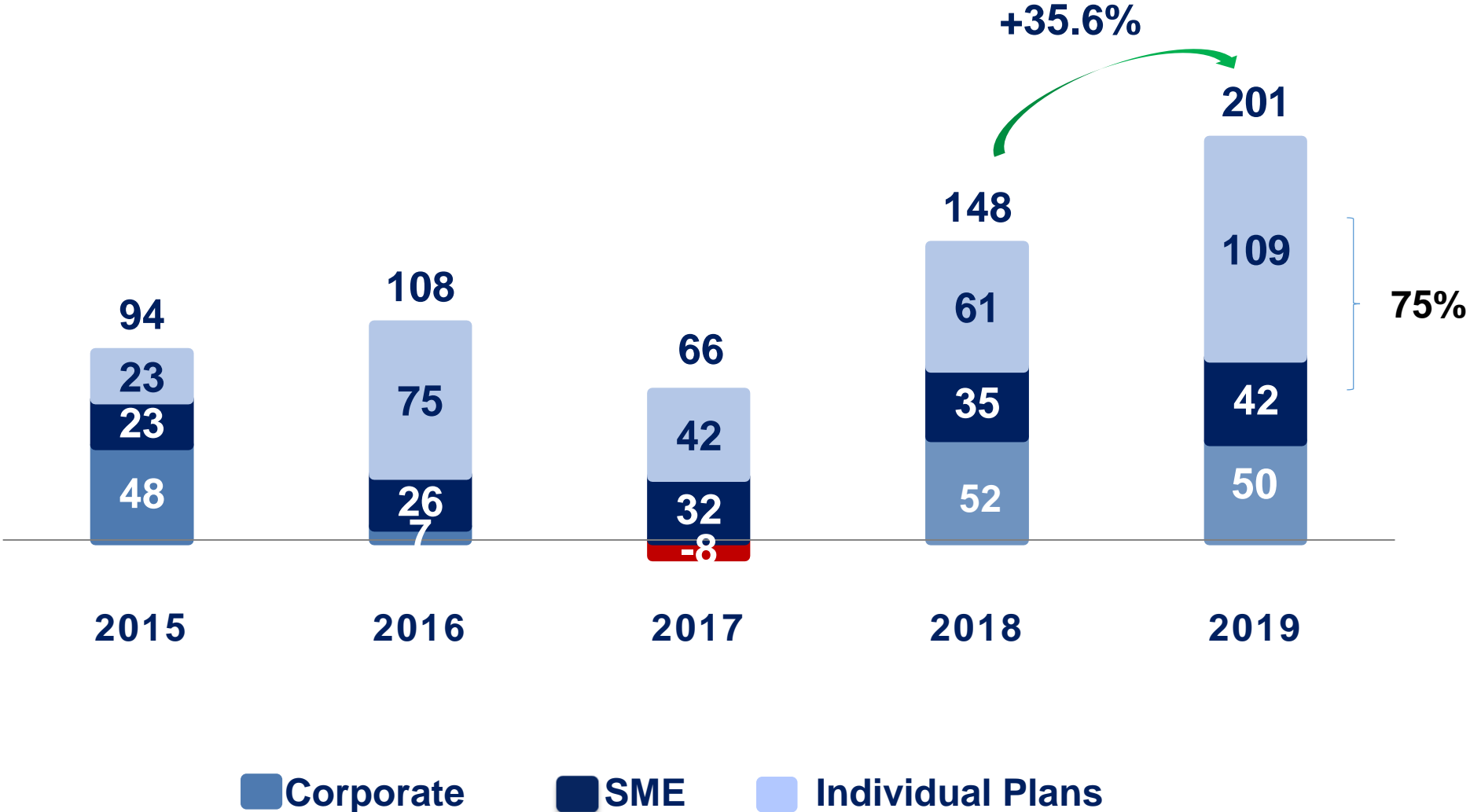
<sup>1</sup> M: million

Contribution Margin: Net Revenue (-) Cost of Services (-) Selling Expenses

# Incremental revenues per segment

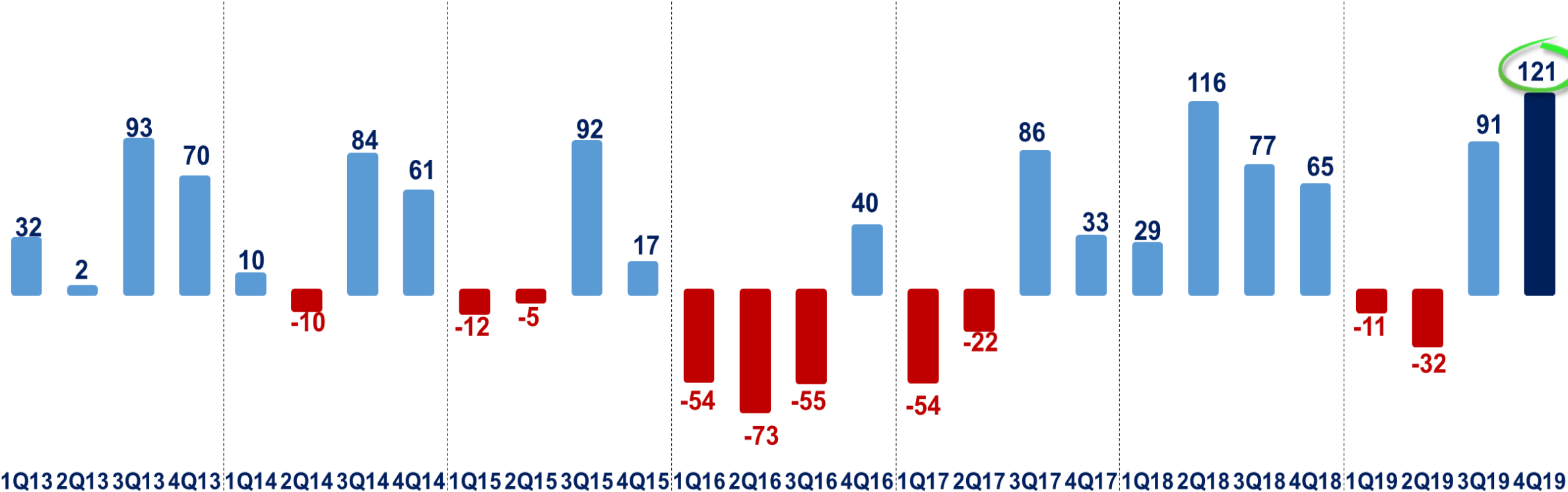
R\$ million

YoY Incremental revenues



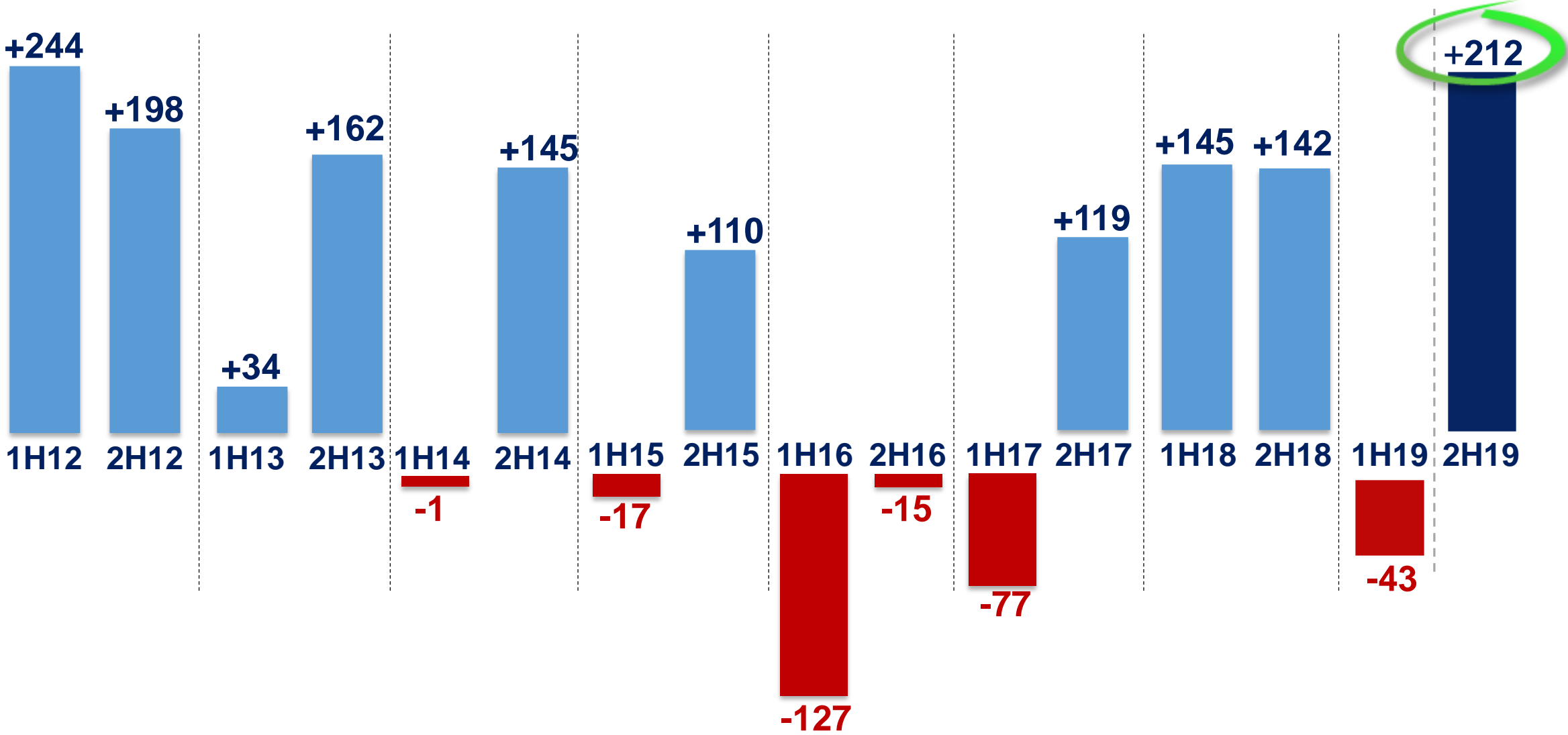
# Net additions: quarterly net additions

Thousand lives



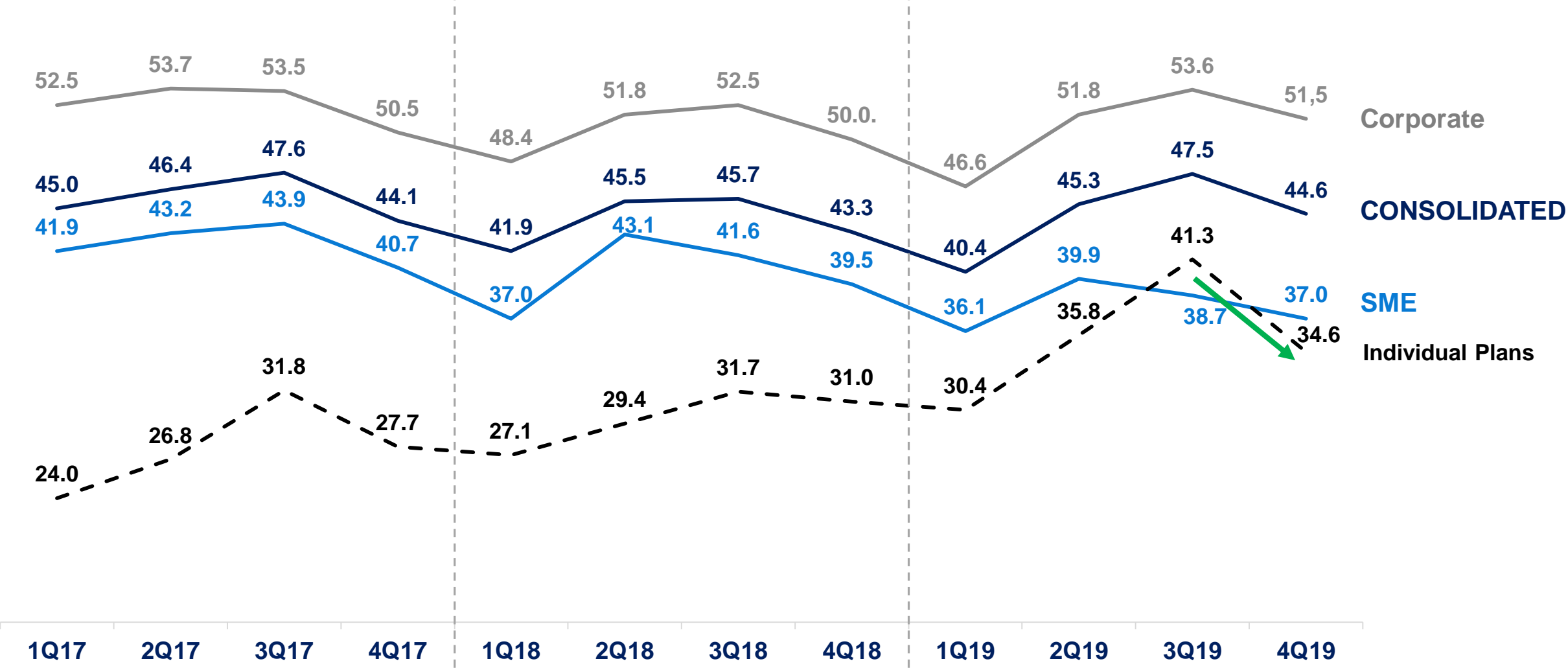
# Net additions: best performance since 2H12

Thousand lives



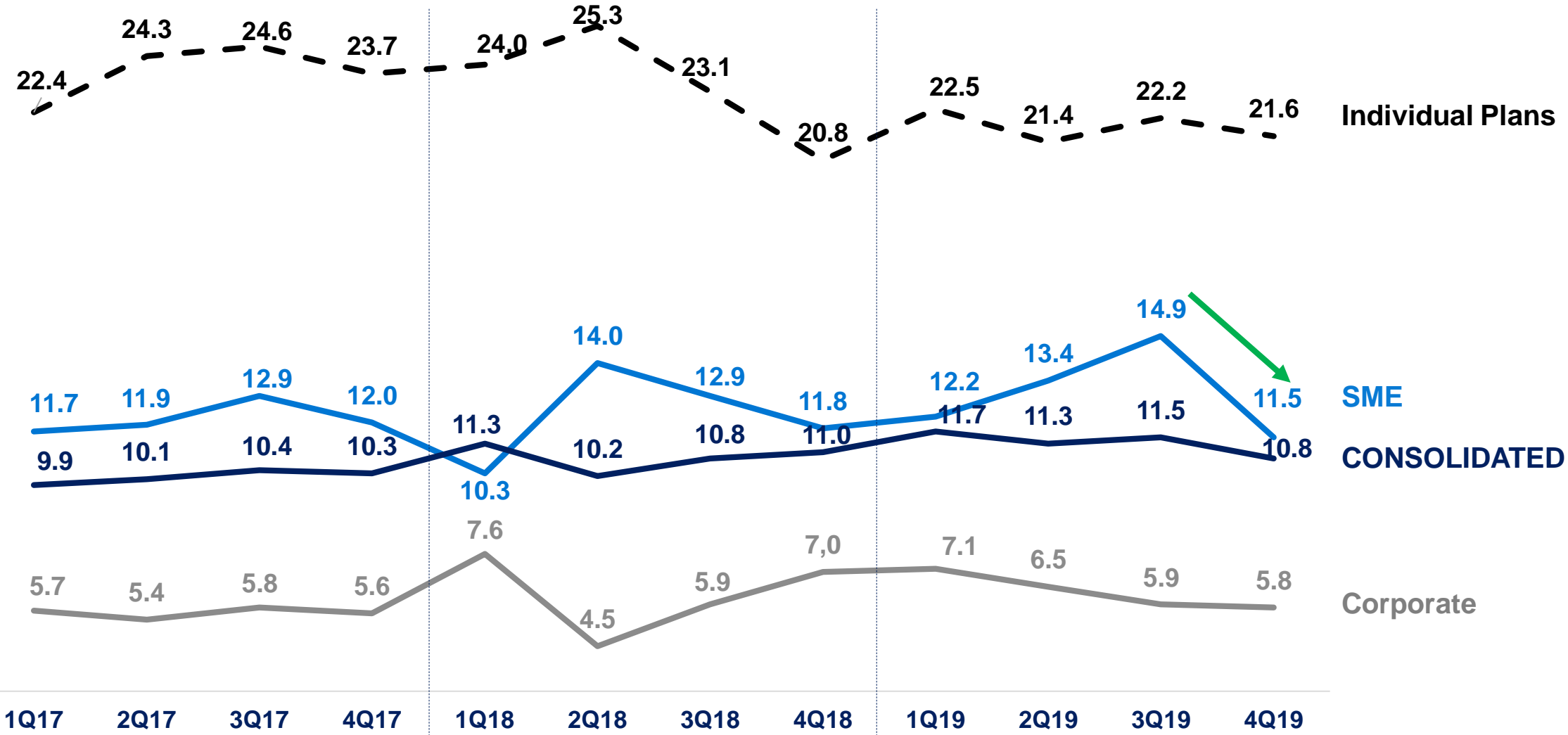
# Quarterly Dental care ratio consolidated and per segment

% Sales



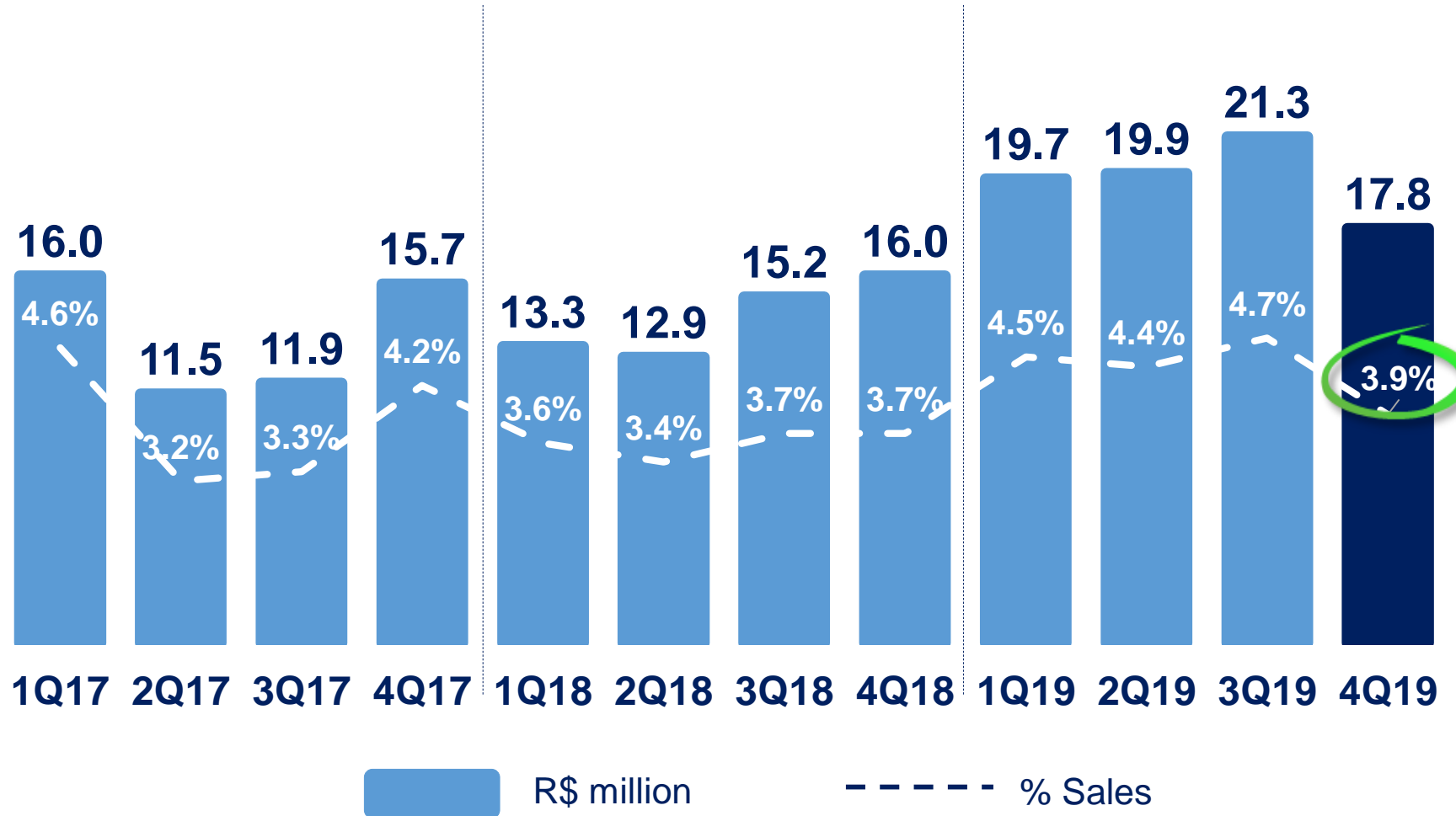
# Selling expenses: consolidated and per segment

% of Sales



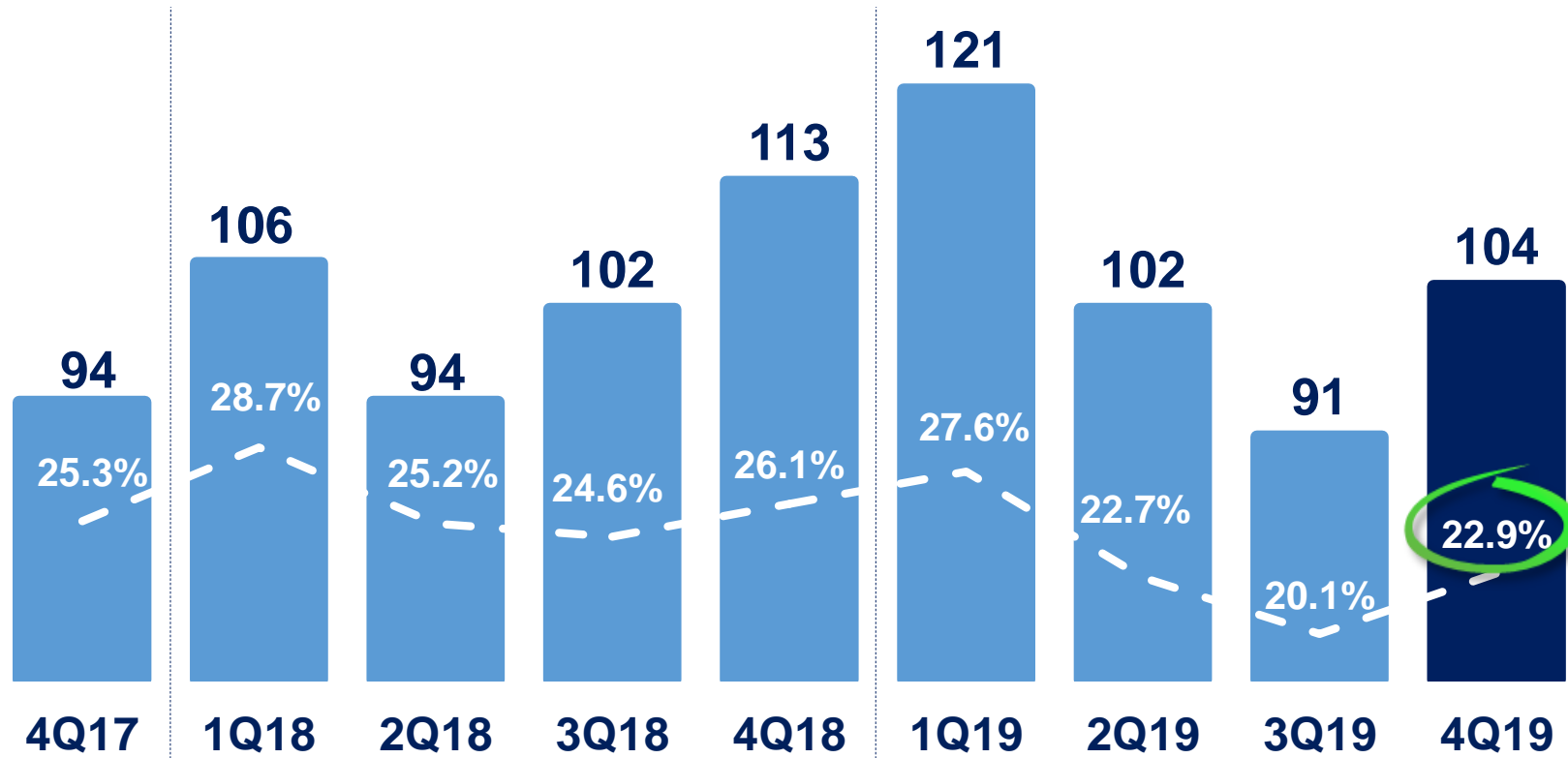
# Allowance for doubtful receivables

R\$ million and % of Sales



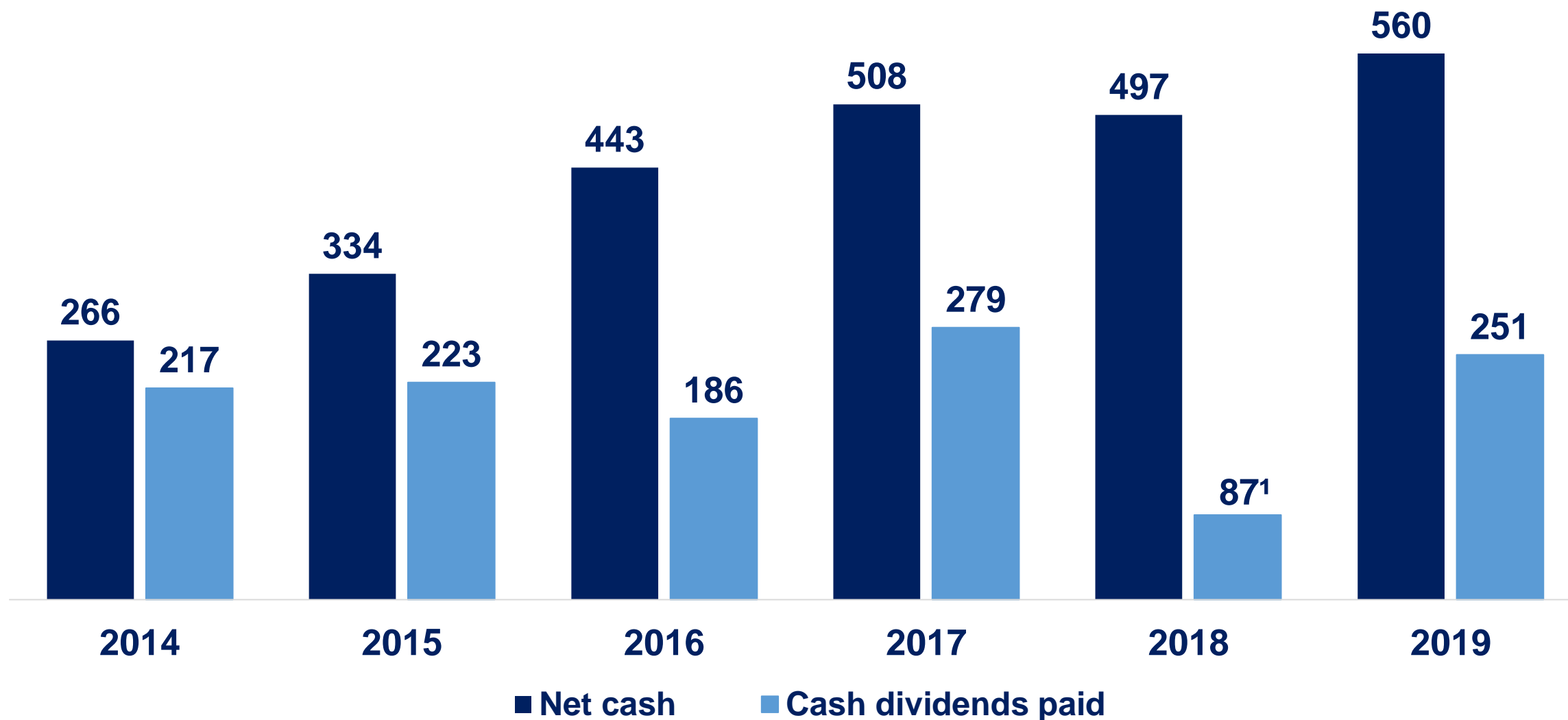
# Adjusted EBITDA

R\$ million and % of Sales



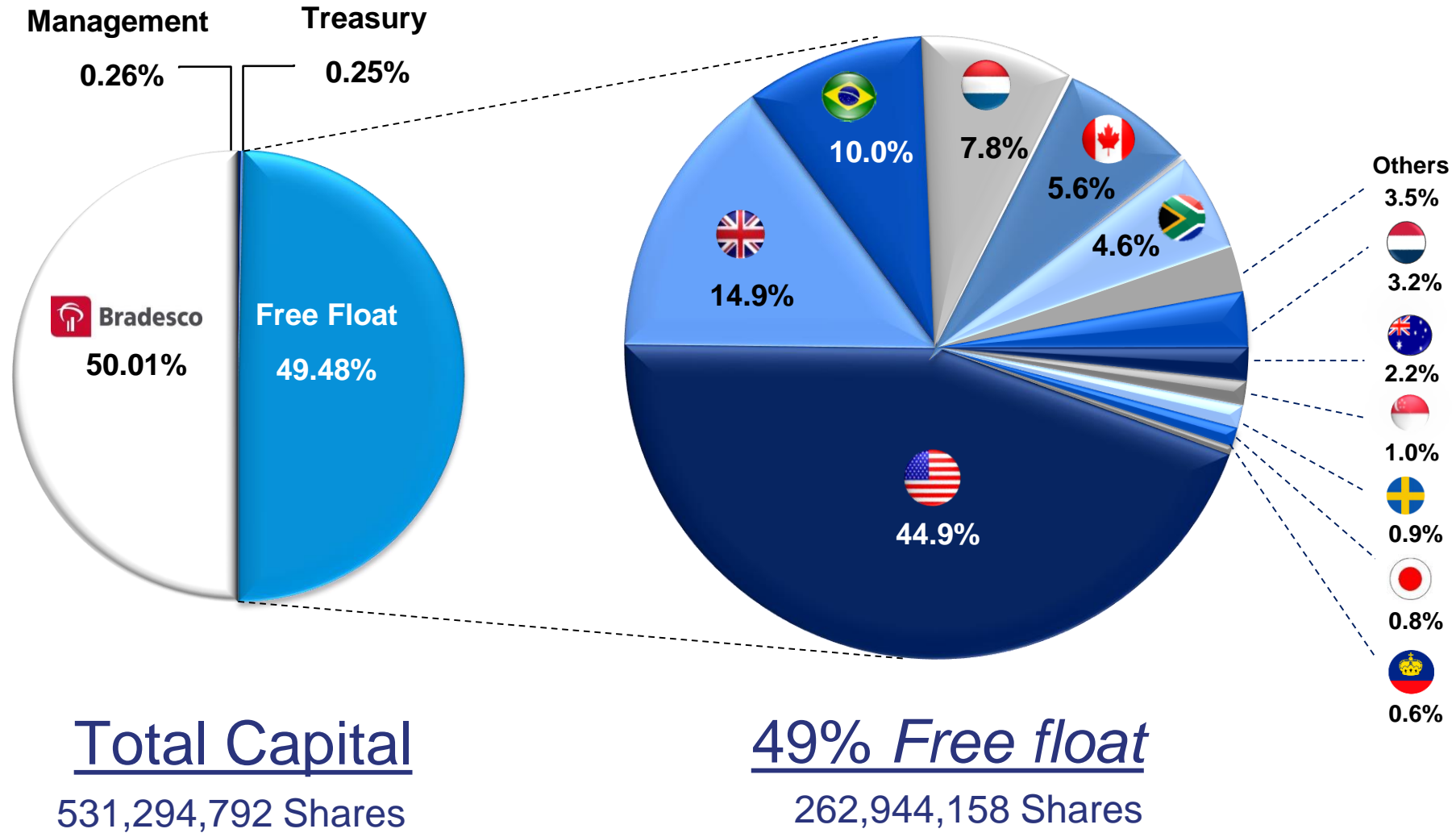
# Net cash (zero debt) and cash dividends paid

R\$ million

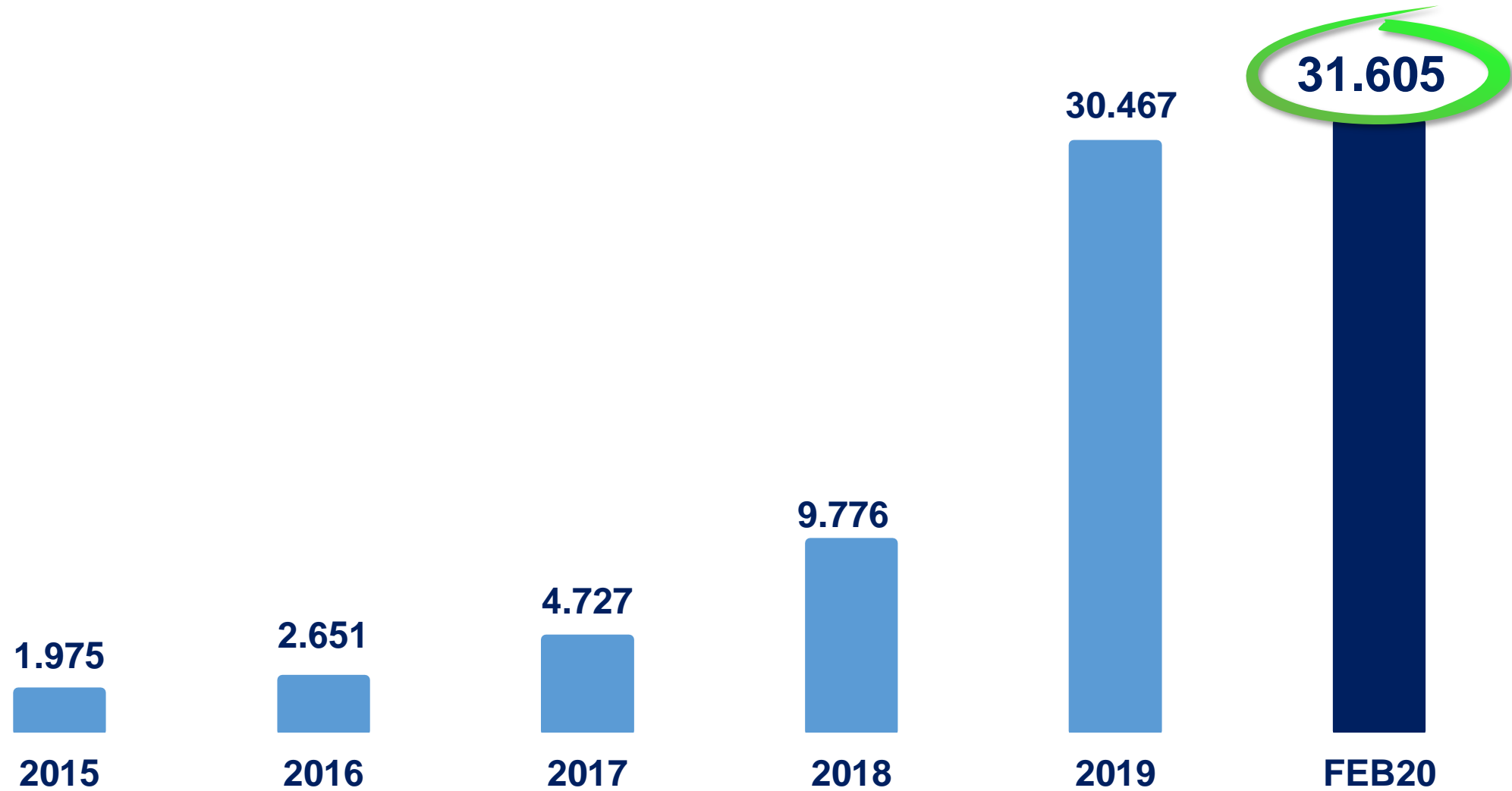


<sup>1</sup>After acquisition of Odonto System

# Global shareholder structure: investors from more than 30 countries



# Expansion in the number of individual investors



Source: B3

# OdontoPrev included in the Bloomberg 2020 Gender-Equality Index

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In 2020, OdontoPrev was included in the Bloomberg 2020 Gender-Equality Index (GEI) for the first time.



# Contact Investor Relations



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