



# odontoprev

## Webcast

### 3Q25

# New growth cycle and value innovation



**IGC-NM B3**

**SMLL B3**

**IDIVERSA B3**

**IGPTWB3**

**IDIV B3**

**ISEB3**



Prime



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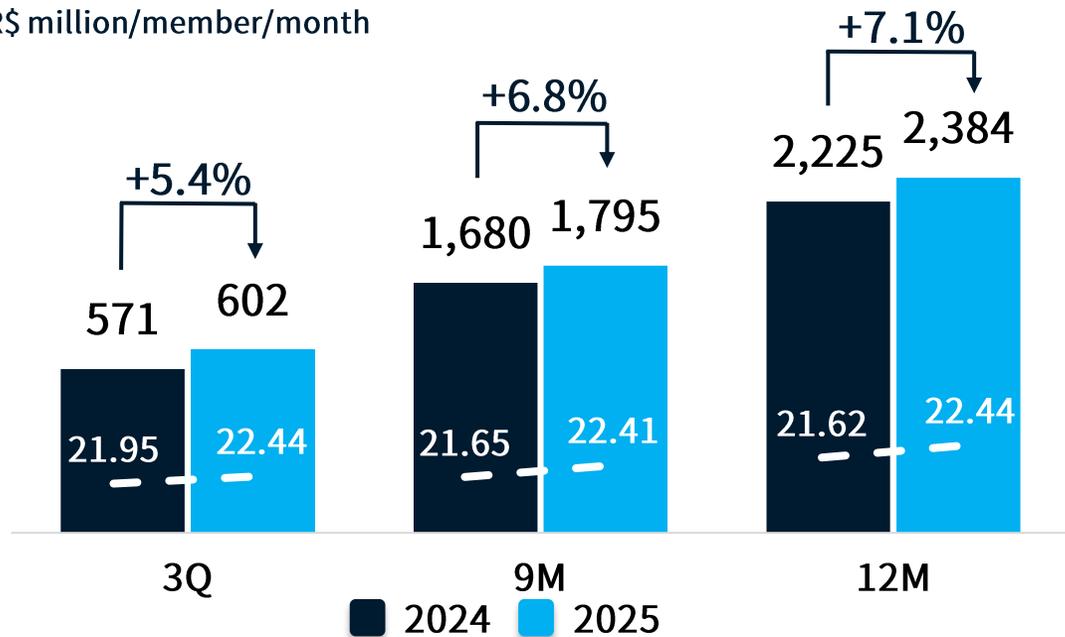
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The information contained in this presentation concerning market estimates. The Brazilian dental and healthcare industry and our participation in it as well as our position in relation to our competitors was obtained from established public sources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

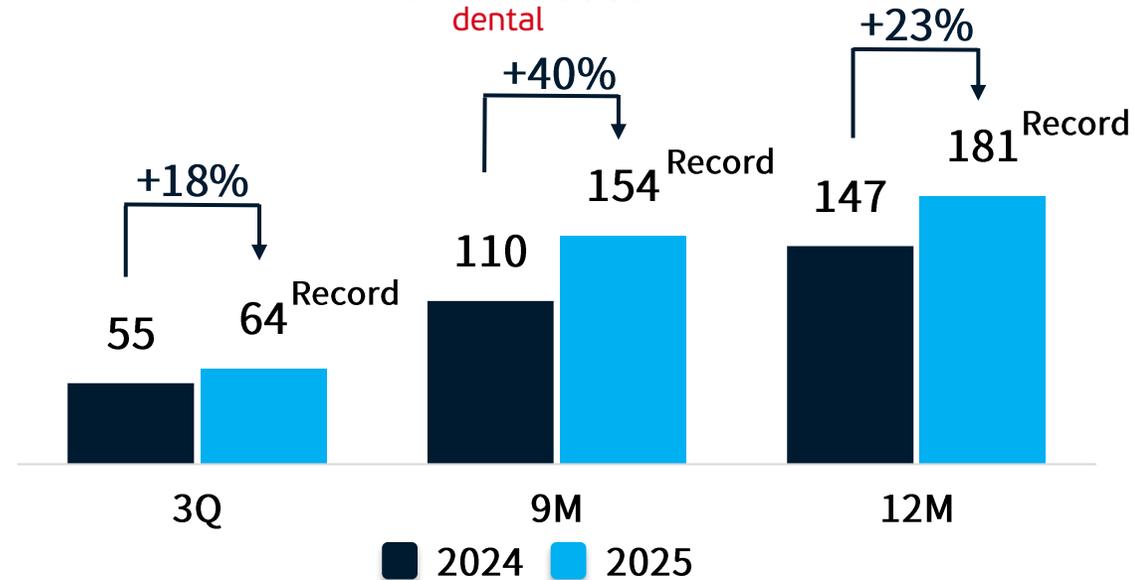
## Net revenue and average ticket

R\$ million/member/month



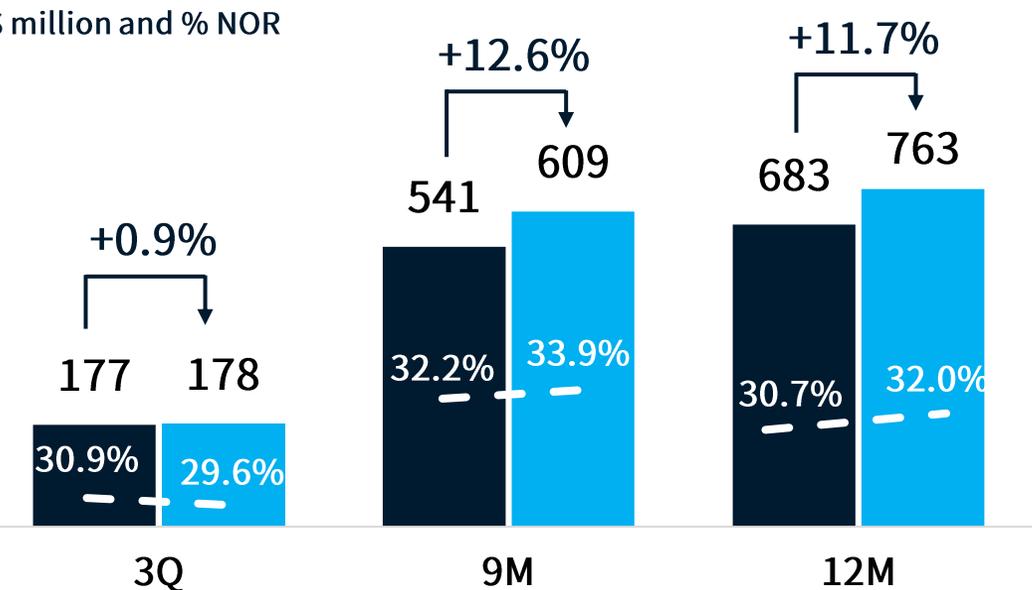
## Bradesco Dental: SME net additions

Thousand lives



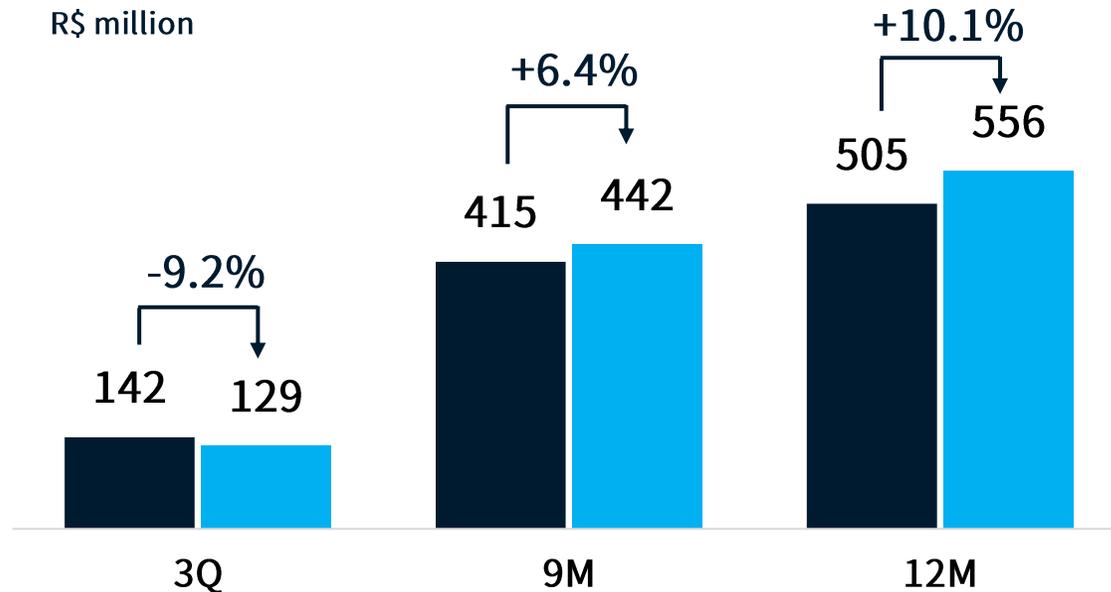
## Adjusted EBITDA and EBITDA margin

R\$ million and % NOR



## Recurring Net income

R\$ million



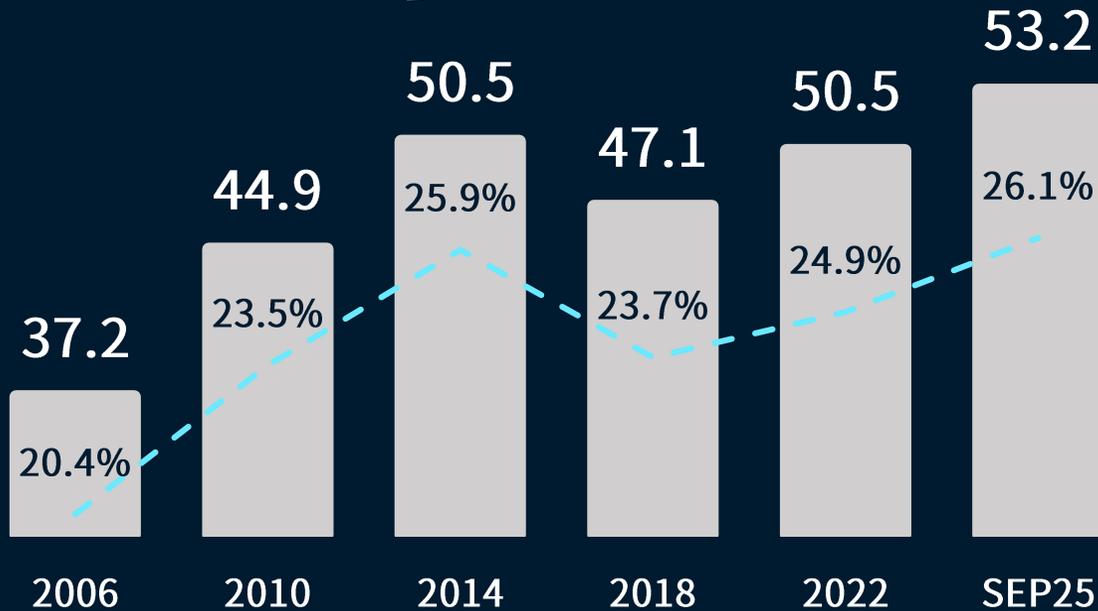
# Medical and dental plans: different growth profile

Million members



## Medical plans

+2,701 thousand members



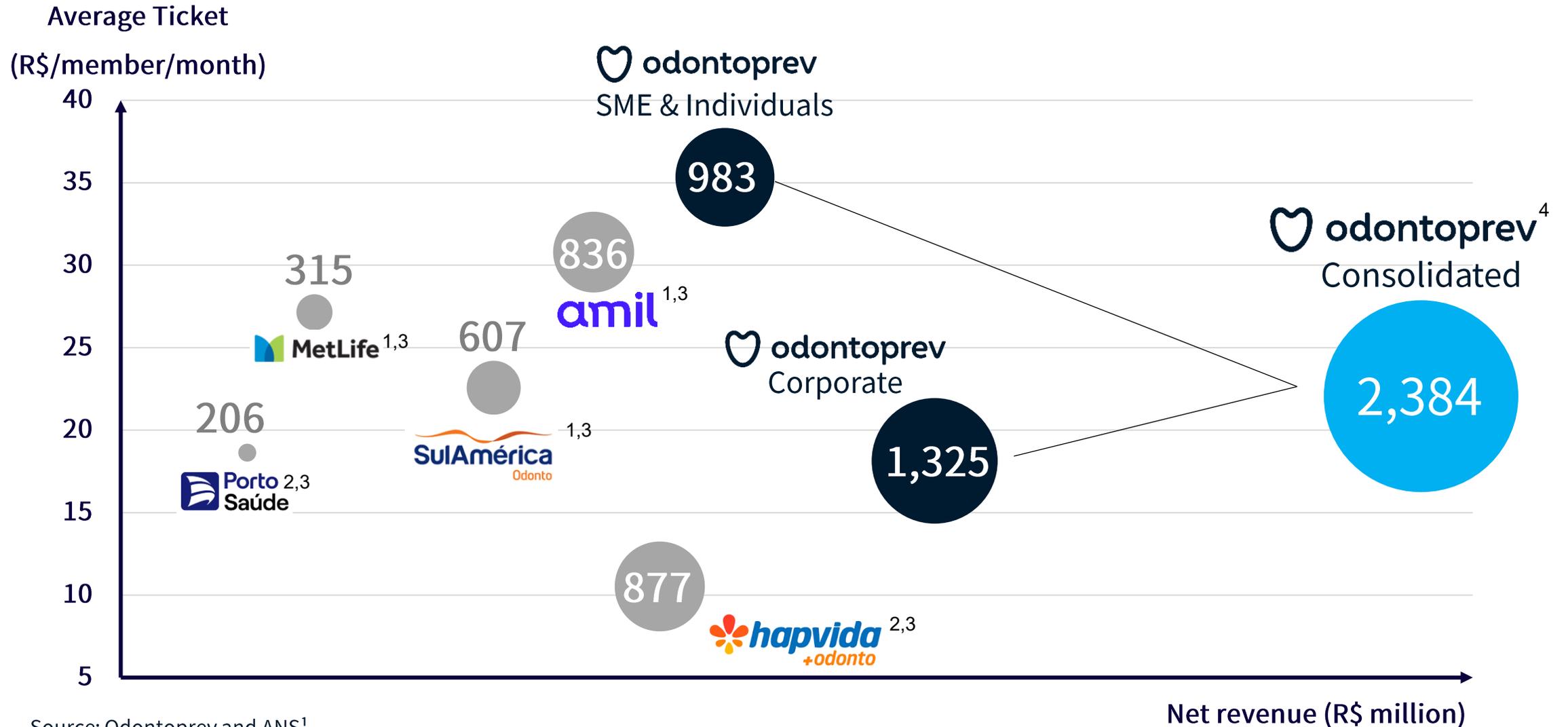
## Dental plans: + 14.8 million members since 2014

+14,829 thousand members



# Dental plans: net revenue and average ticket profile

OCT24-SEP25

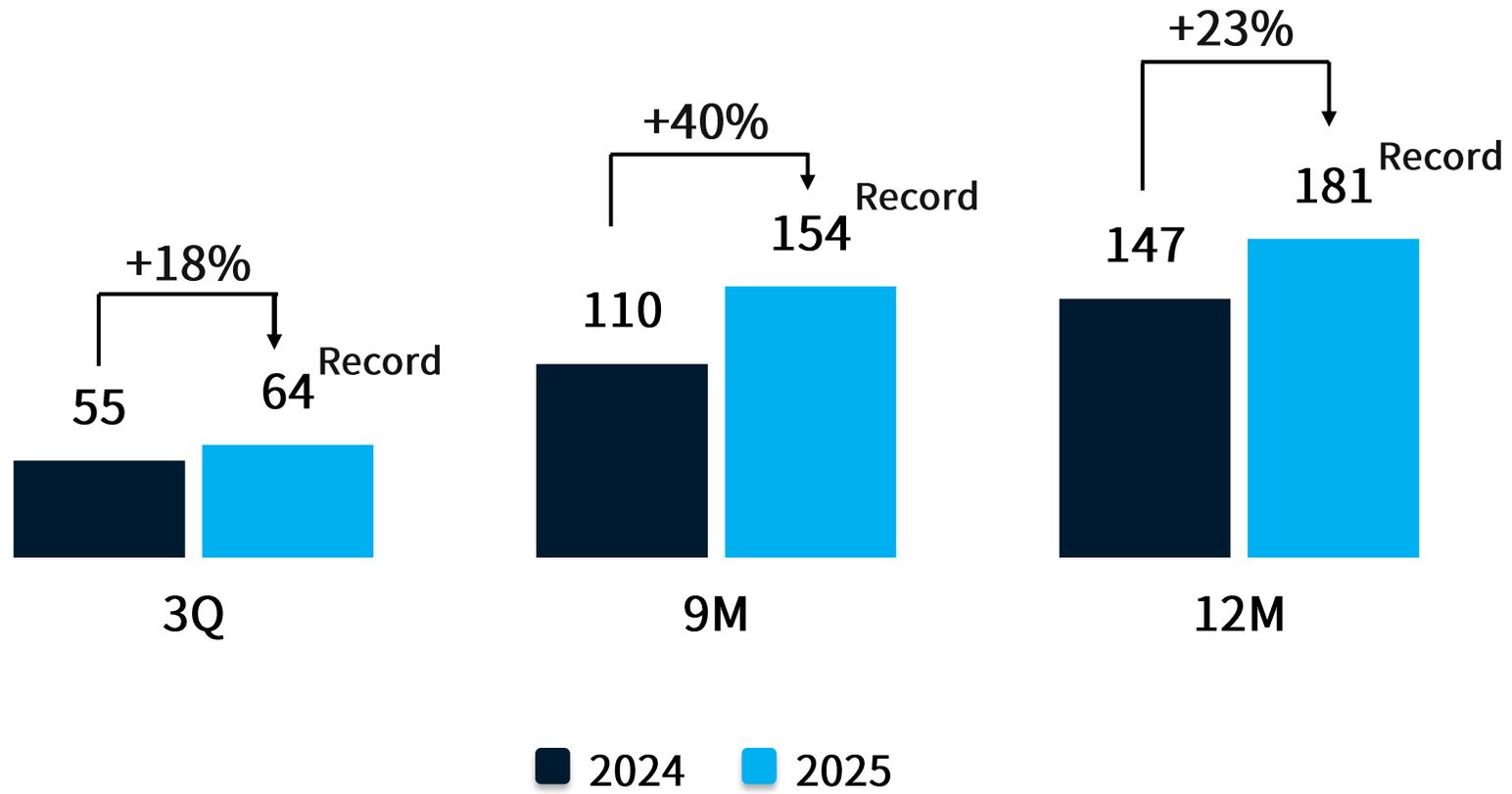


Source: Odontoprev and ANS<sup>1</sup>

<sup>2</sup>Payments; <sup>3</sup> APR24-MAR25; <sup>4</sup>Includes R\$76 million in other revenues

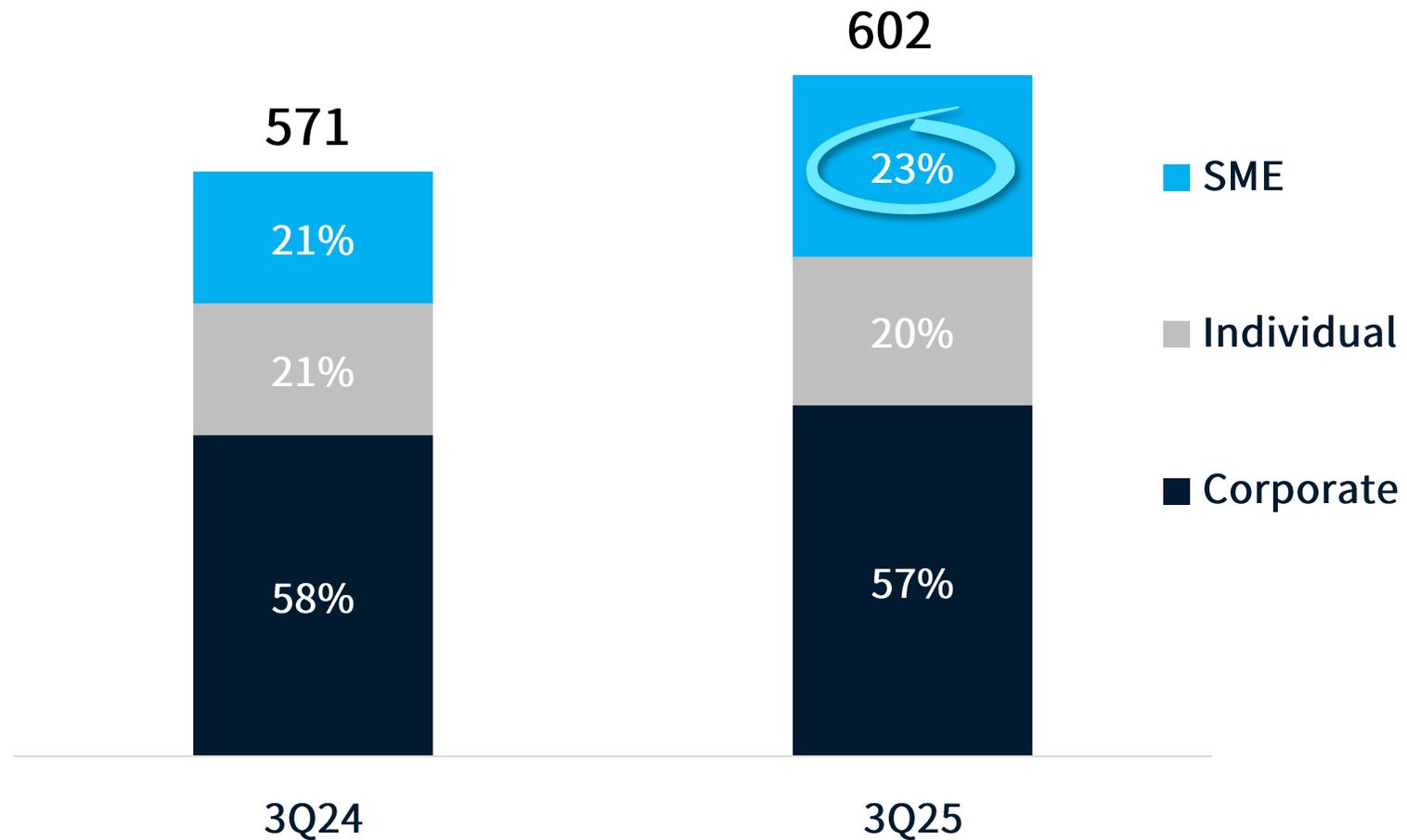
# SME: record net additions

Thousand lives



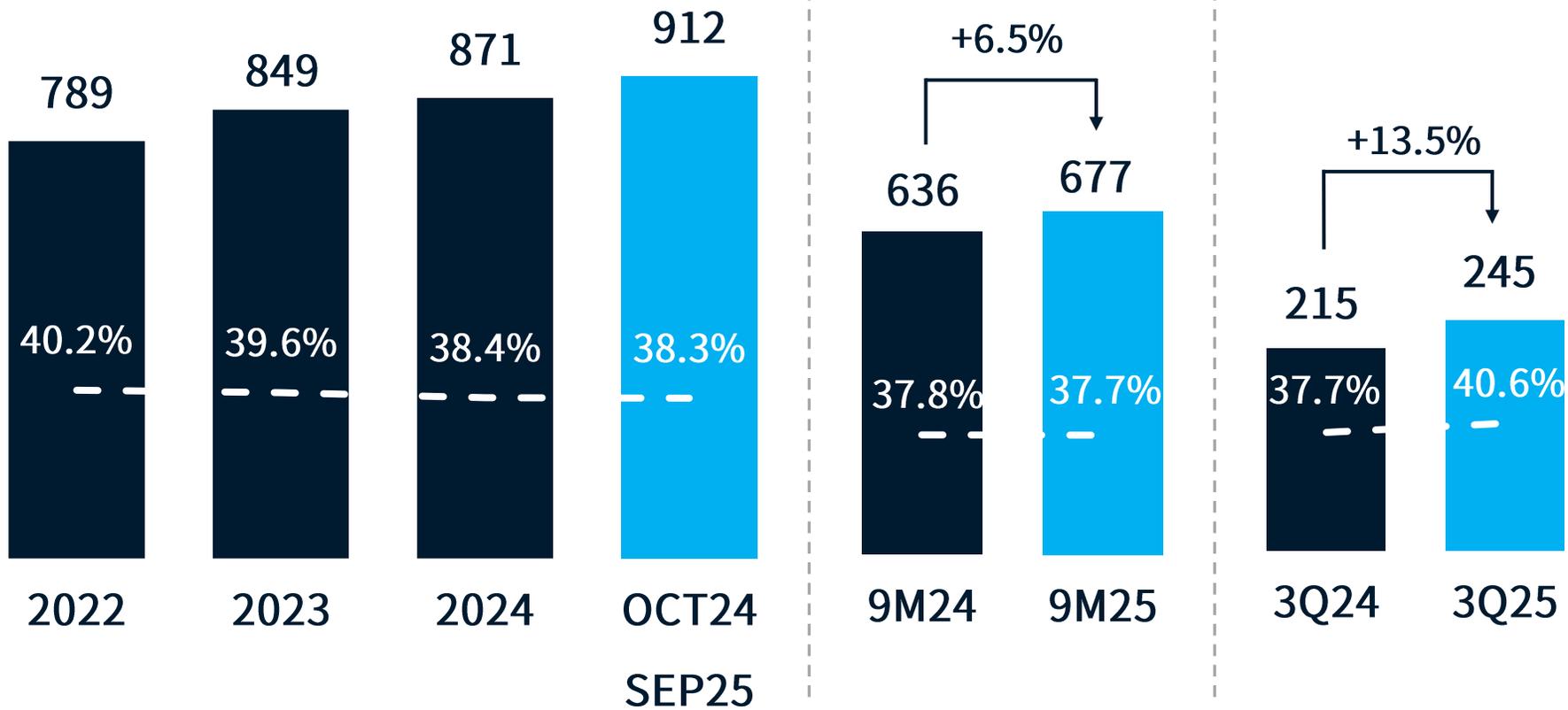
# Net revenue composition per segment: SME reaches 23% of the total

R\$ million and % NOR

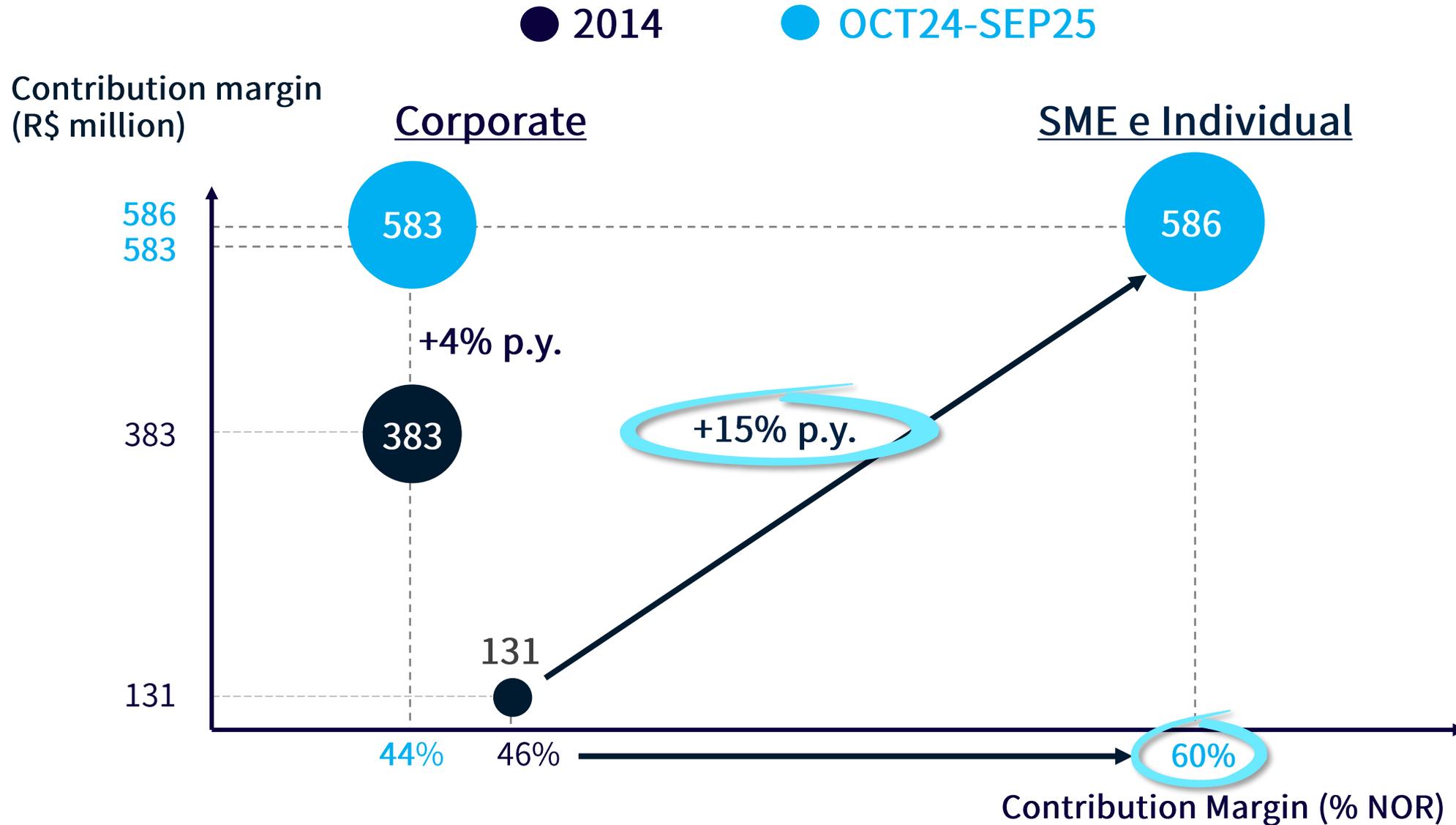


# Cost of services and Dental care ratio

R\$ million and % NOR



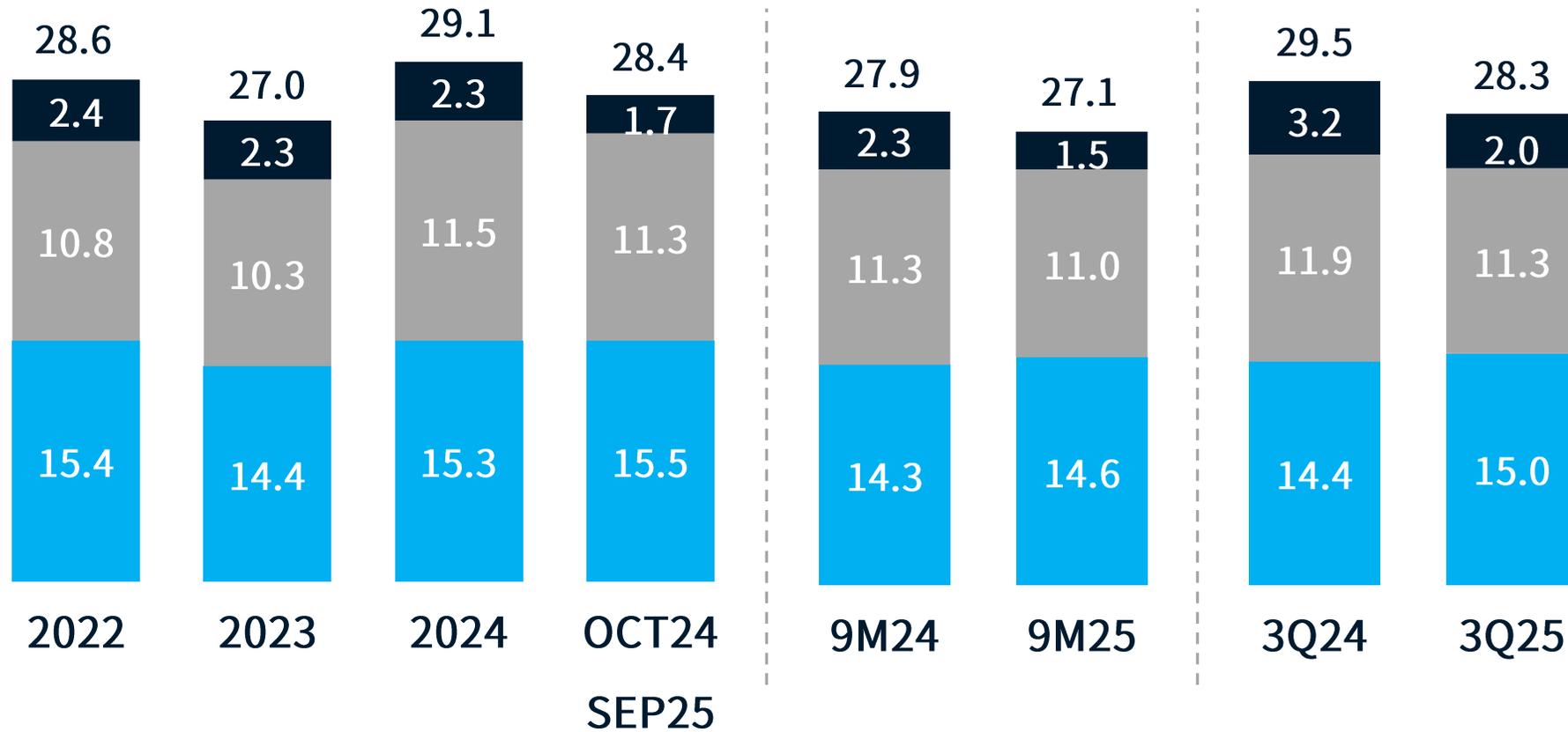
# Contribution margin: non-corporate plans increased the margin over the last 10 years



# SG&A and Allowance for doubtful receivables as % NOR



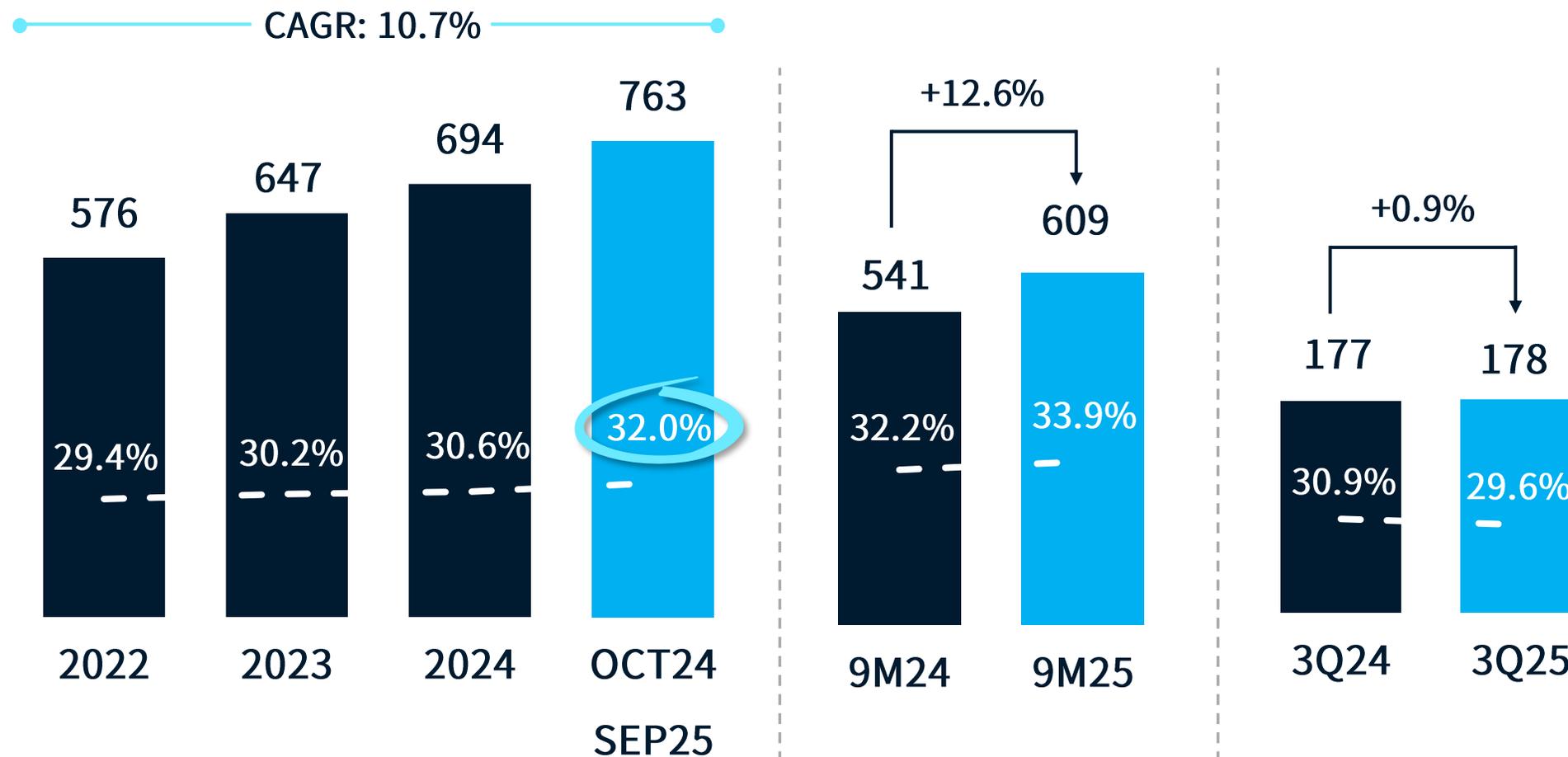
% NOR



■ Administrative expenses 
 ■ Selling expenses 
 ■ Allowance for doubtful receivables

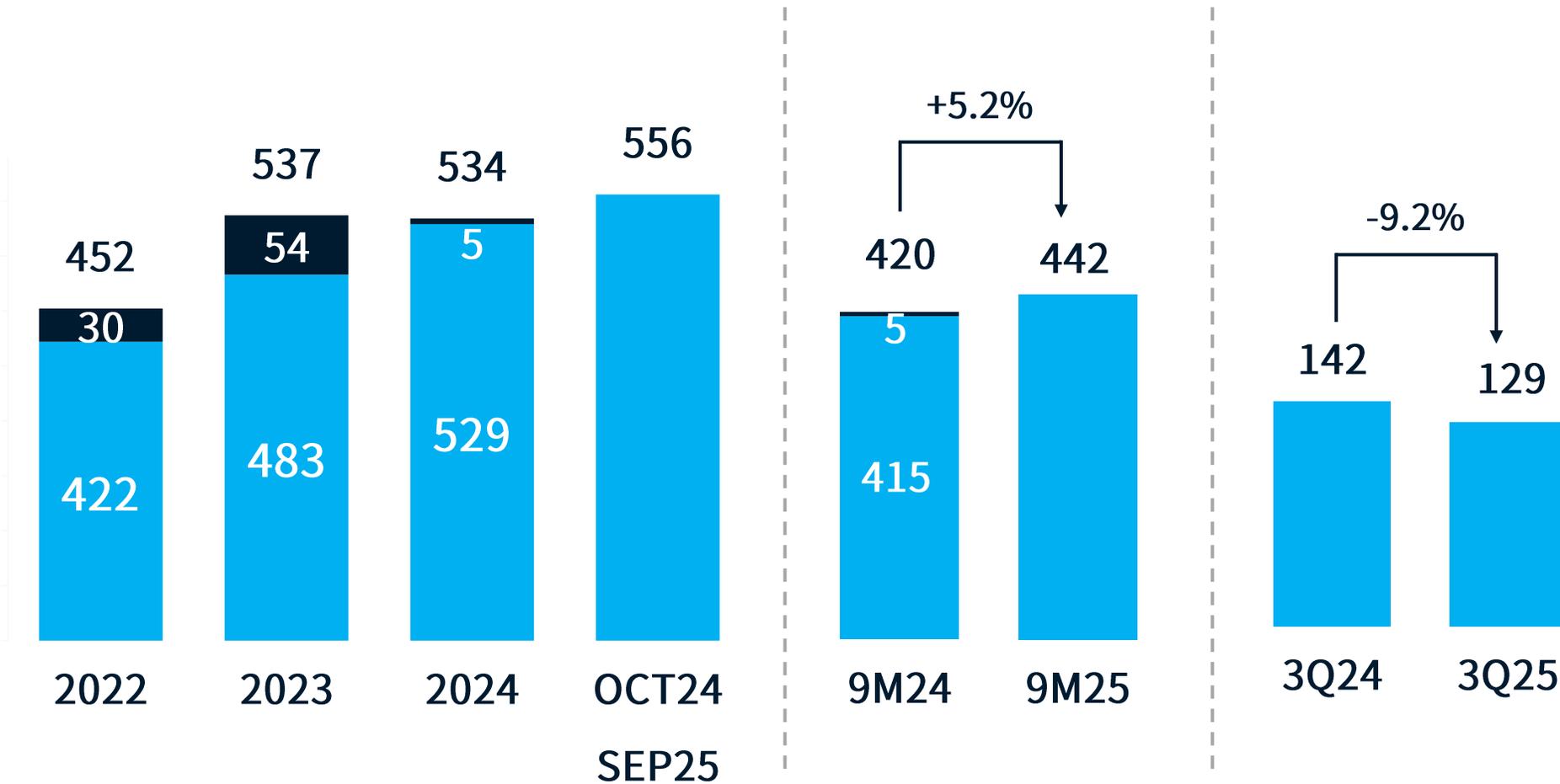
# Adjusted EBITDA

R\$ million and % NOR



# Net Income

R\$ million and % NOR



■ Recurring net income

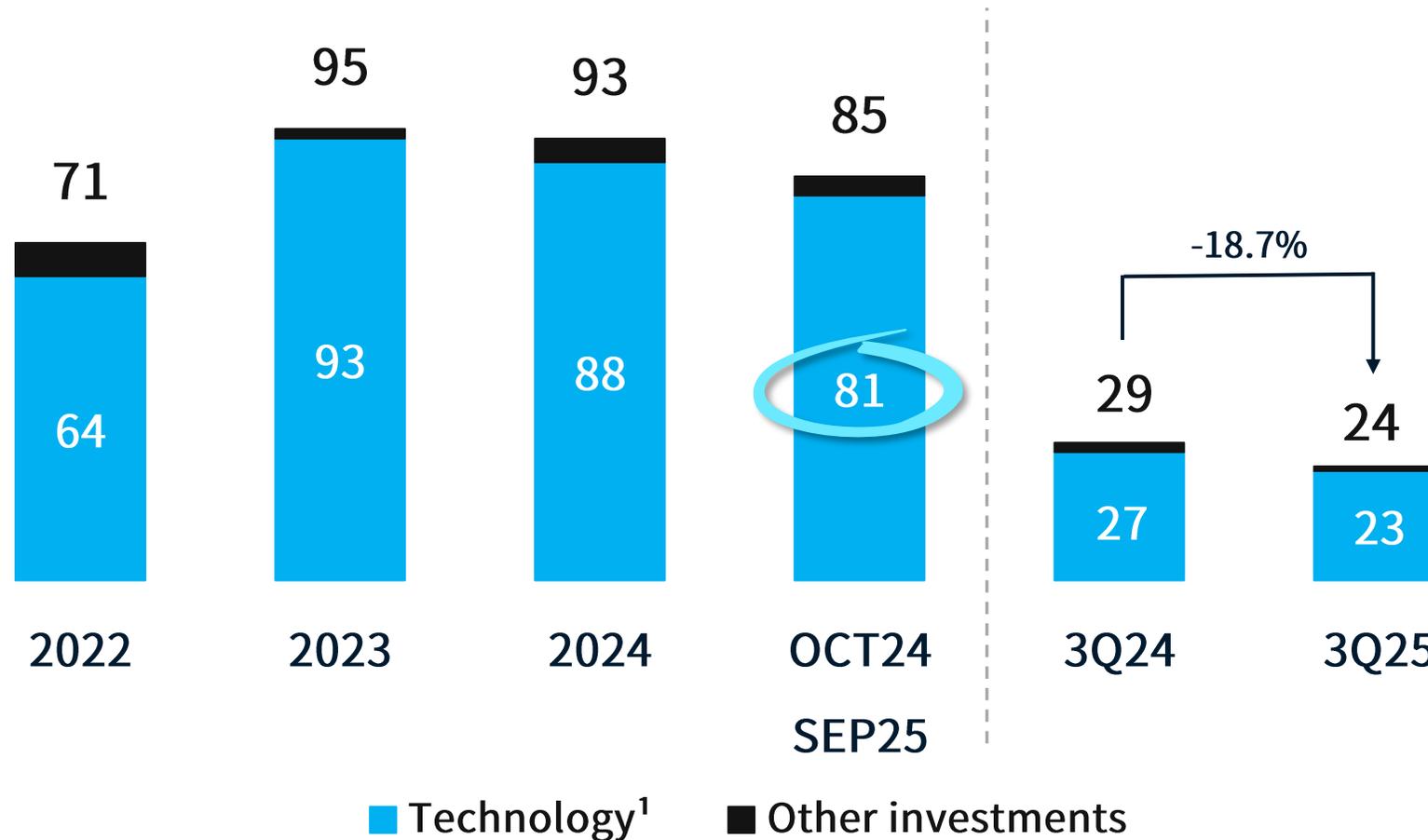
■ Non-recurring

# CAPEX: Technology represents the bulk of investments



R\$ million

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



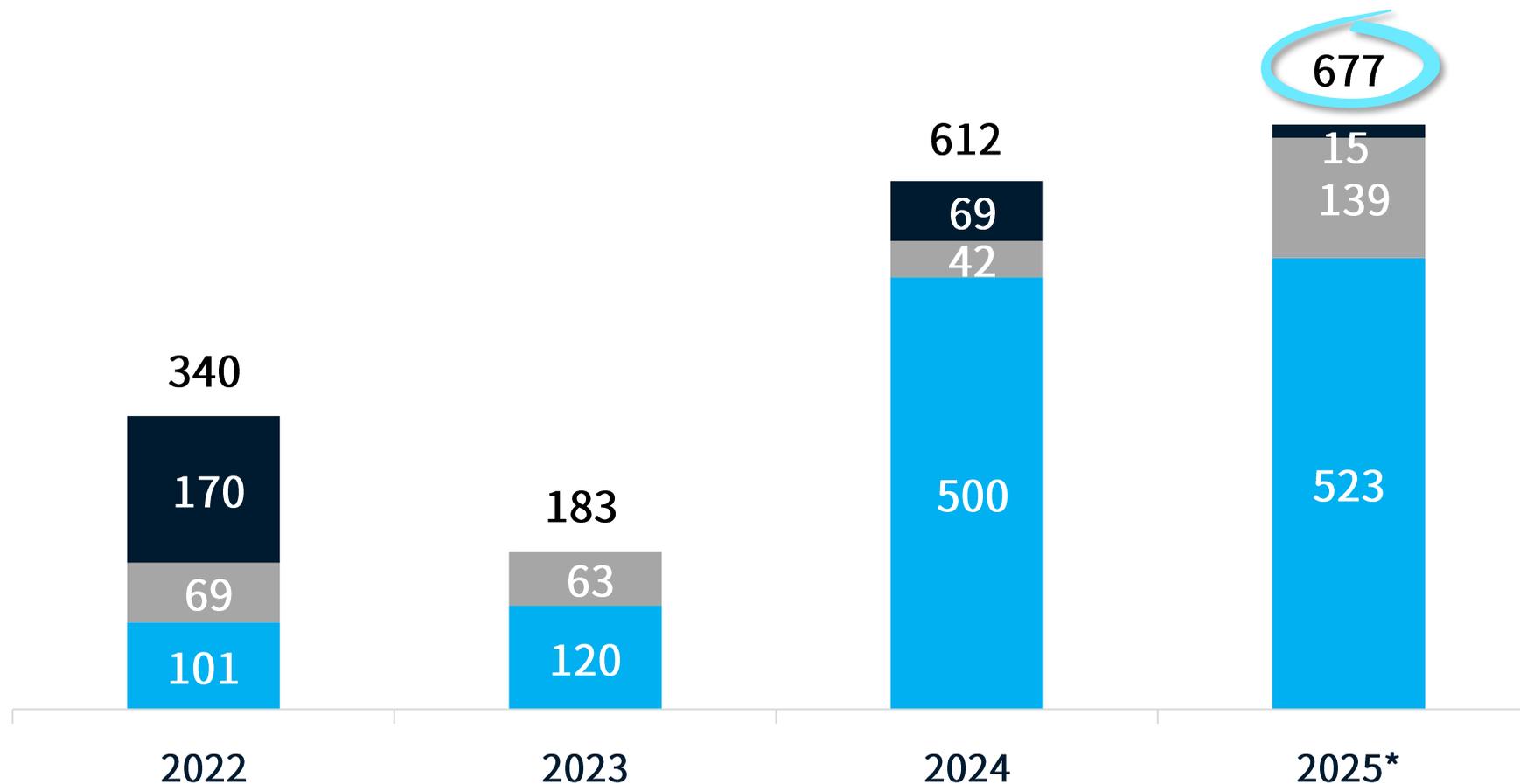
<sup>1</sup> IT platform. acquisition/licence of software and computer equipment

# Cash remuneration to shareholders since 2022

R\$ million



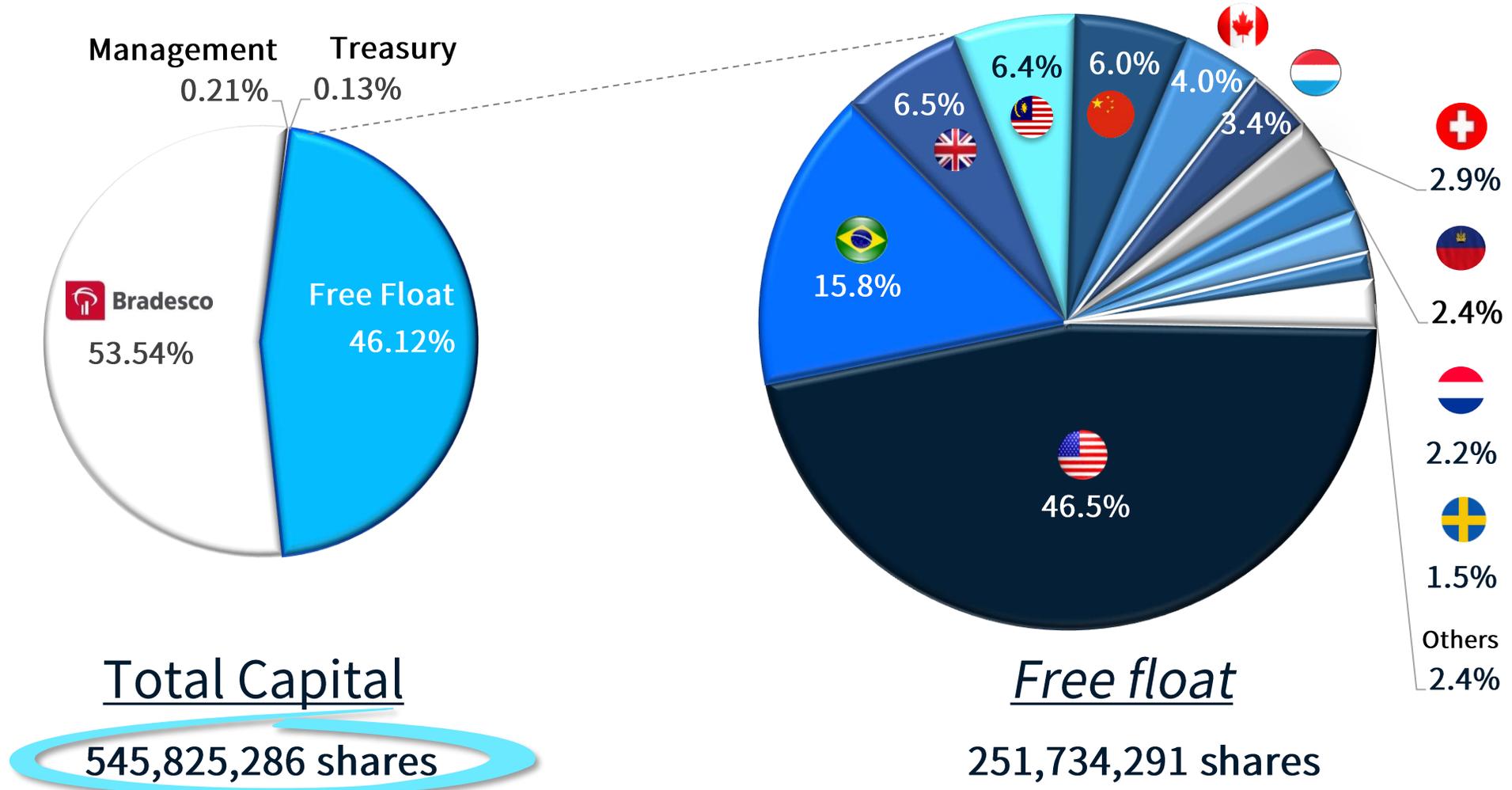
■ Dividends   ■ IOC   ■ Share buyback



\*Includes R\$413 million to be paid on 10/dec, being R\$314 million in Dividends and R\$99 million in IOC

# Global shareholder structure: investors from more than 30 countries

September, 2025



# Top of Mind Dental Plan for the 12th consecutive year



In an open, electronic voting process with independent auditing, Odontoprev was the winner of the 28th edition of the Top of Mind HR Award in 2025, in the Dental Care Plan category.

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