



OdontoPrev

Your mouth speaks for you.

2Q19 Webcast August 02nd, 2019

New growth cycle and value innovation



Planet 50-50 by 2030
Step It Up for Gender Equality



empowerwomen



FTSE4Good



Disclaimer

The information contained herein has been prepared by Odontoprev S.A. (“OdontoPrev” or the “Company”) and this material does not constitute offering material in whole or part.

This material has been prepared solely for informational purposes and is not to be construed as a solicitation or an offer to buy or sell any securities and should not be treated as giving investment advice. It is not targeted to the specific investment objectives financial situation or particular needs of any recipient. No representation or warranty either express or implied is made as to the accuracy completeness or reliability of the information contained herein. It should not be regarded by recipients as a substitute for the exercise of their own judgment. Any opinions expressed in this material are subject to change without notice and OdontoPrev is not under obligation to update or keep current the information contained herein. The Company their respective affiliates, agents, directors, partners and employees accept no liability whatsoever for any loss or damage of any kind arising out of the use of all or any part of this material.

This material is intended solely for the use of persons who are market counterparties of intermediate customers (as detailed in the FSA Rules) and is only available to such persons. The information contained herein does not apply to and should not be relied upon by private customers.

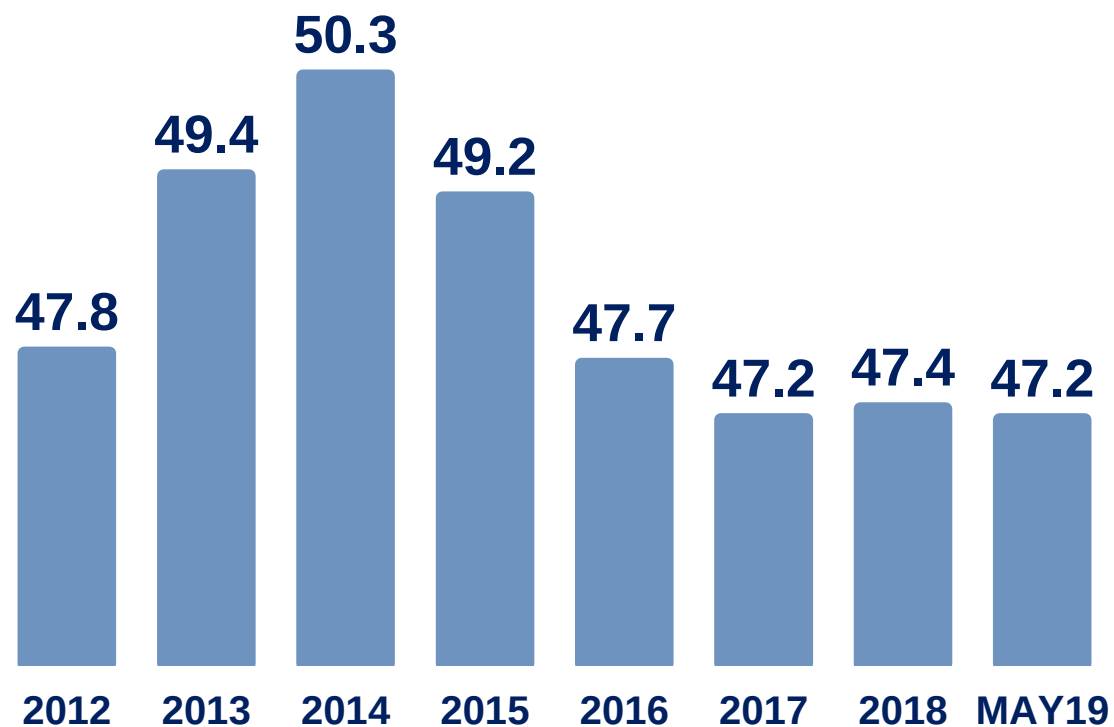
You should consult your own legal regulatory tax business, investment, financial and accounting advisers to the extent that you deem necessary and you must make your own investment hedging or trading decision based upon your own judgment and advice from such advisers as you deem necessary and not upon any view expressed in this material.

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.

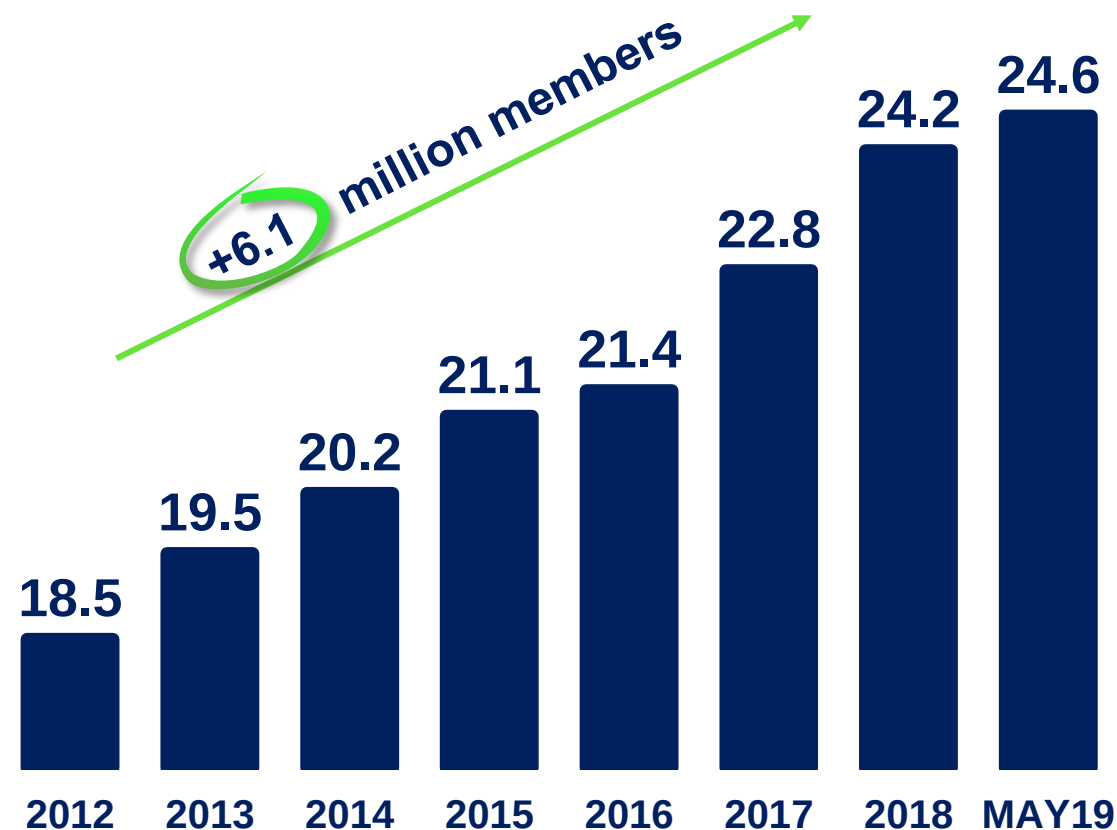
Medical and dental plans membership growth

Million members

Medical plans

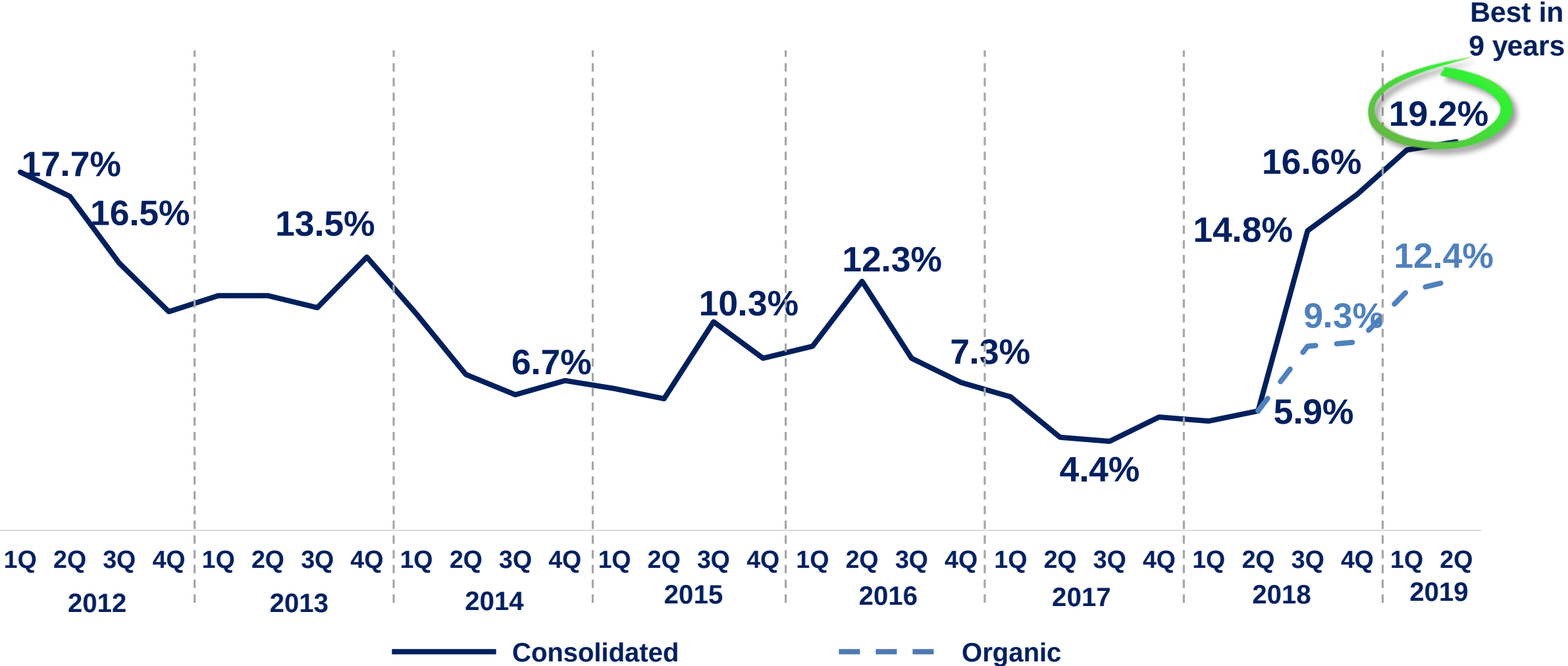


Dental plans



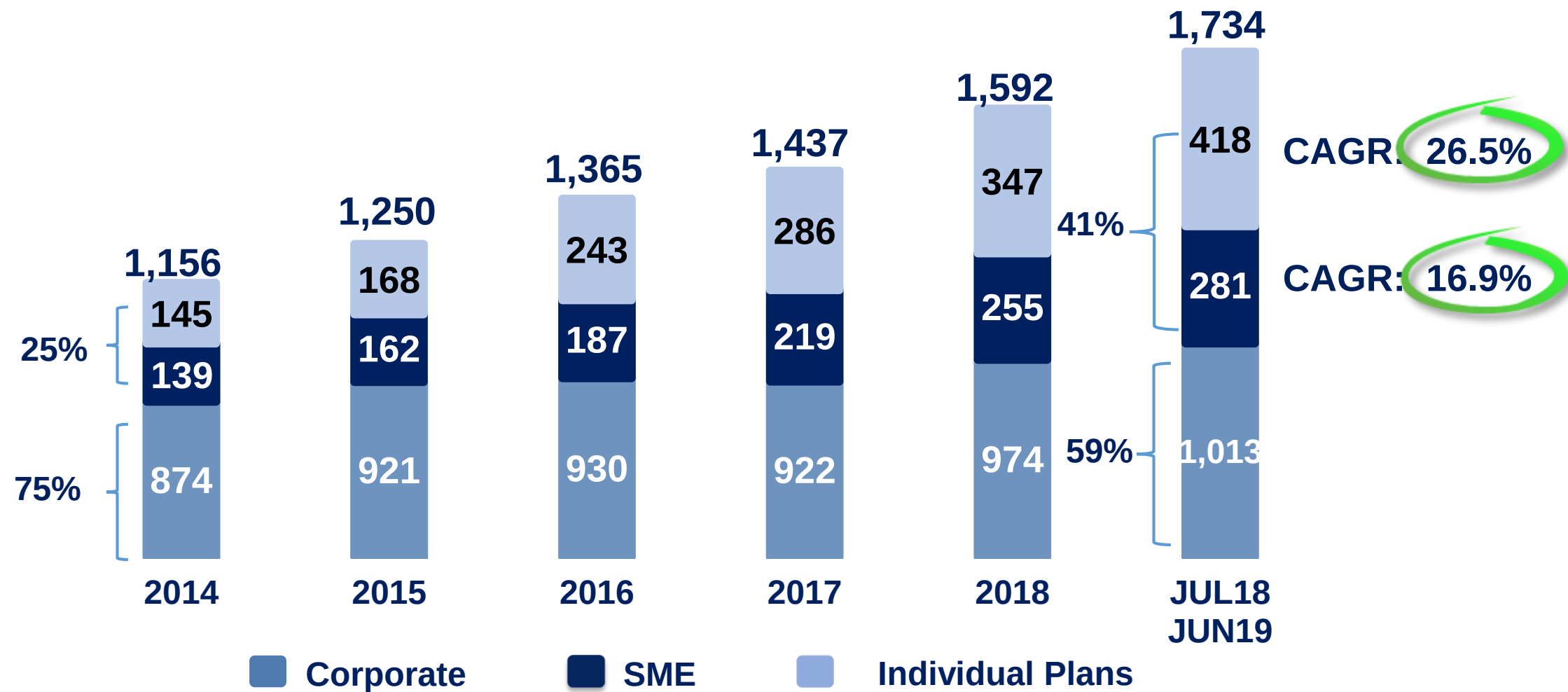
Source: ANS MAY/19

Net revenue annual growth



Revenues per segment

R\$ million



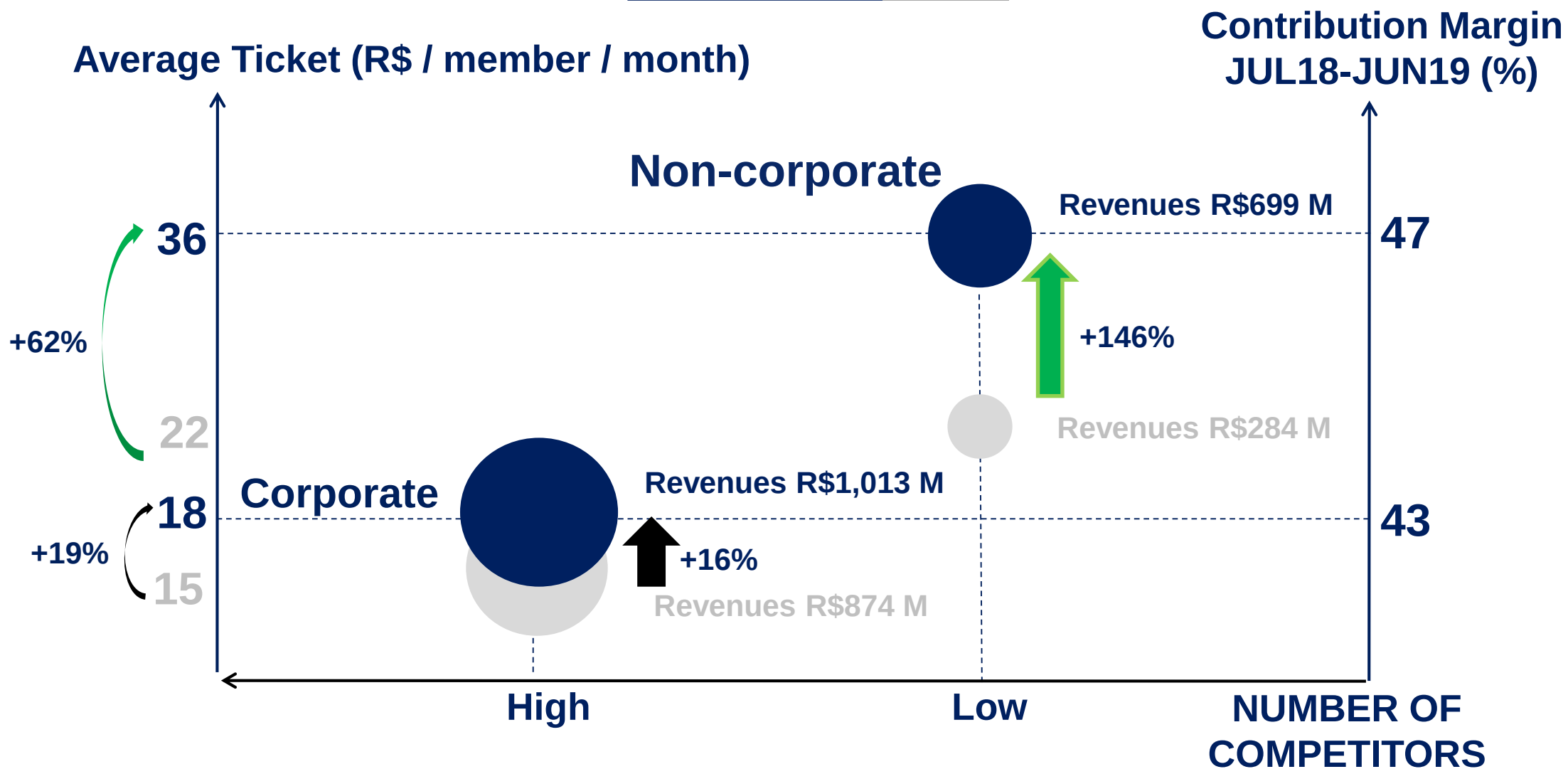
Revenues and average ticket evolution per segment since 2014

R\$ million



Revenues, average ticket and contribution margin per segment

JUL18-JUN19 x 2014

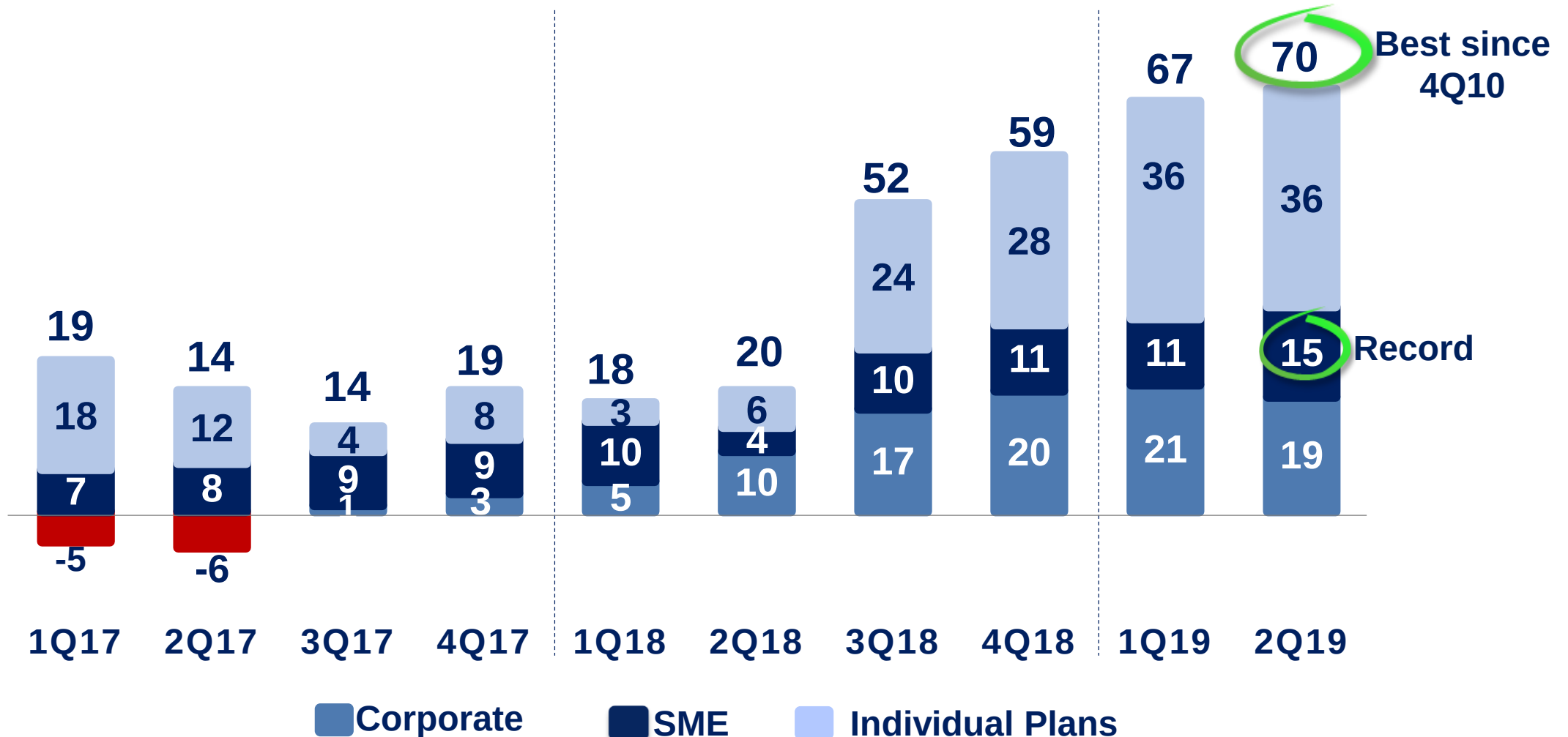


¹ M: million

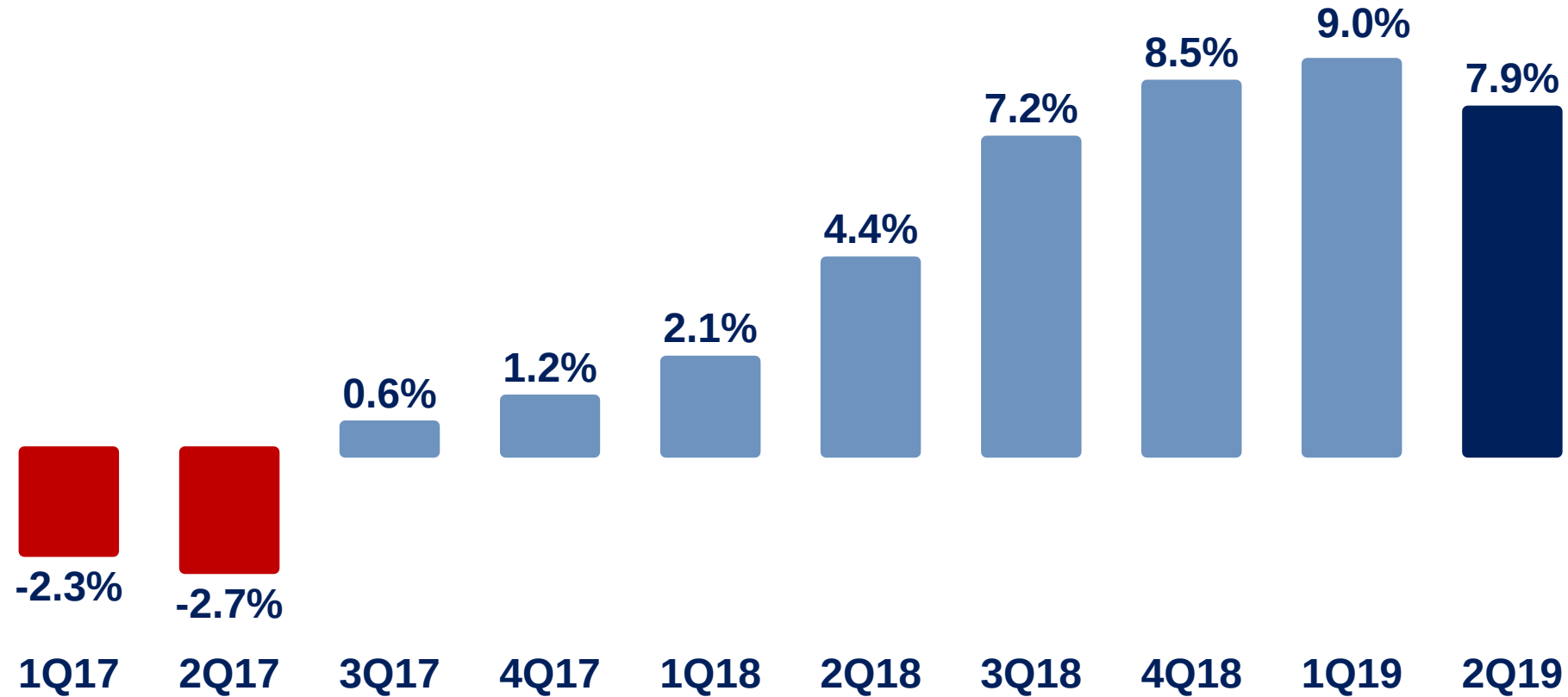
Contribution Margin: Net Revenue (-) Cost of Services (-) Selling Expenses

Incremental revenue per segment (YoY)

R\$ million

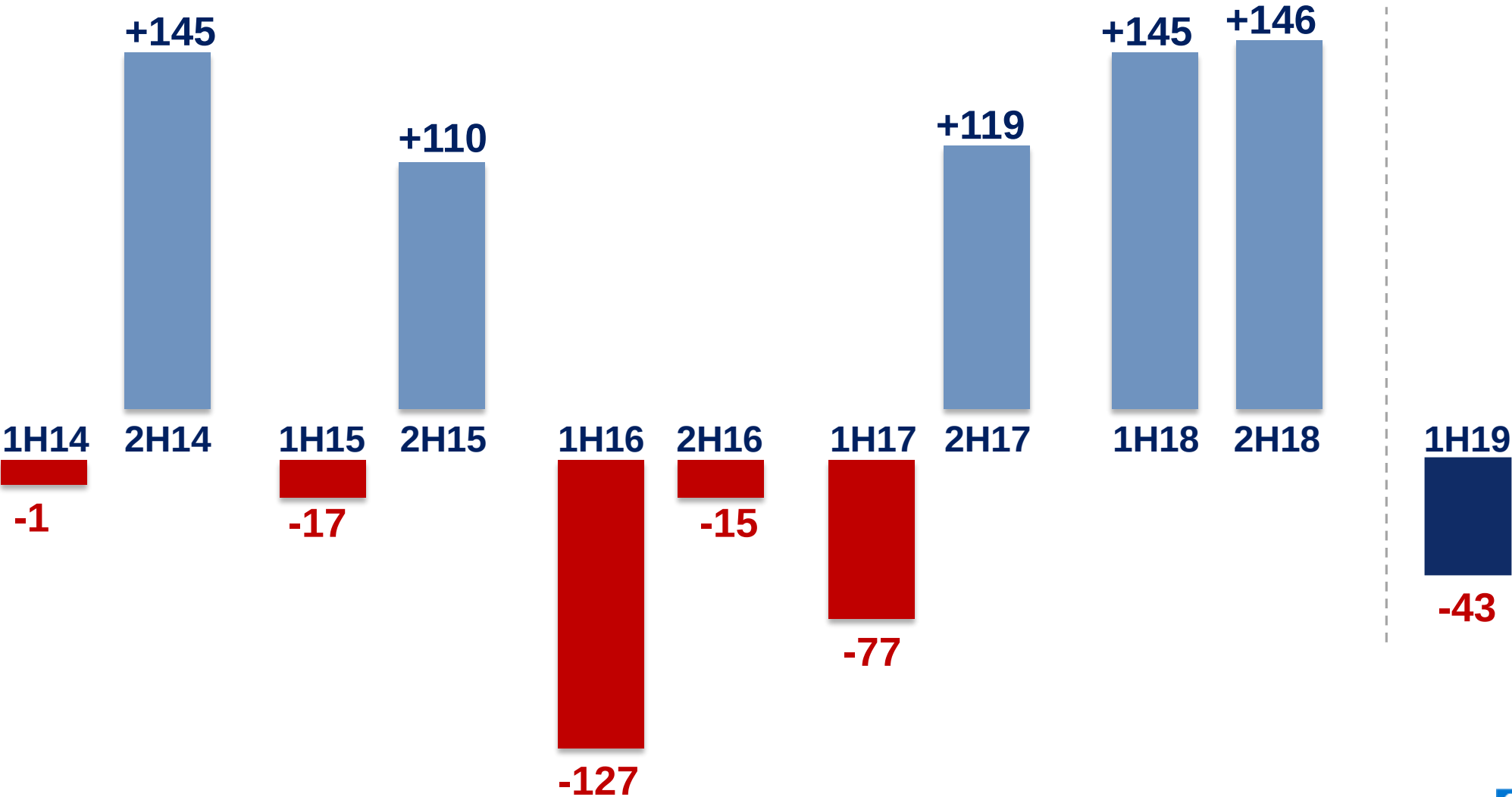


Corporate revenues annual growth



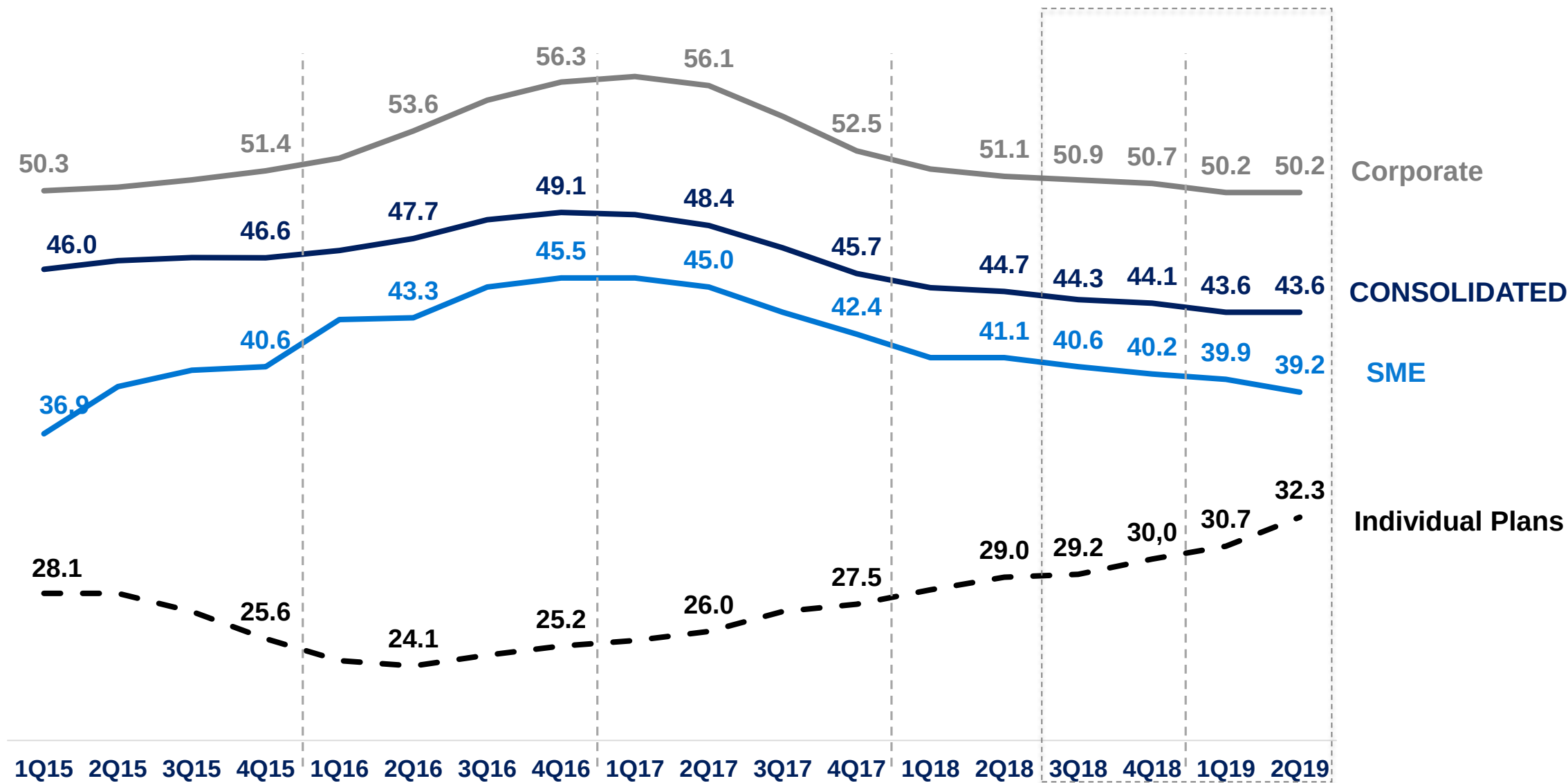
Net additions seasonality: 2H higher than 1H

Thousand lives



Dental care ratio – consolidated and per segment

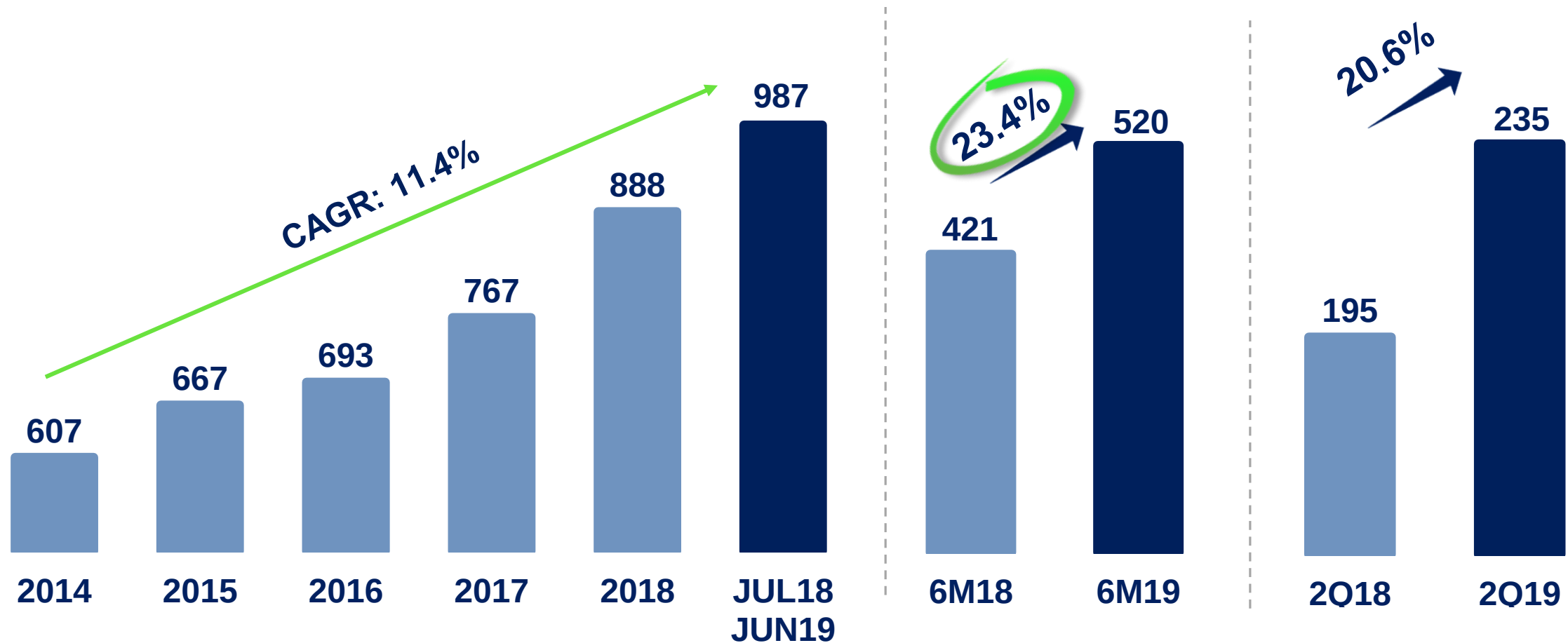
% Sales / Last twelve months



Includes 

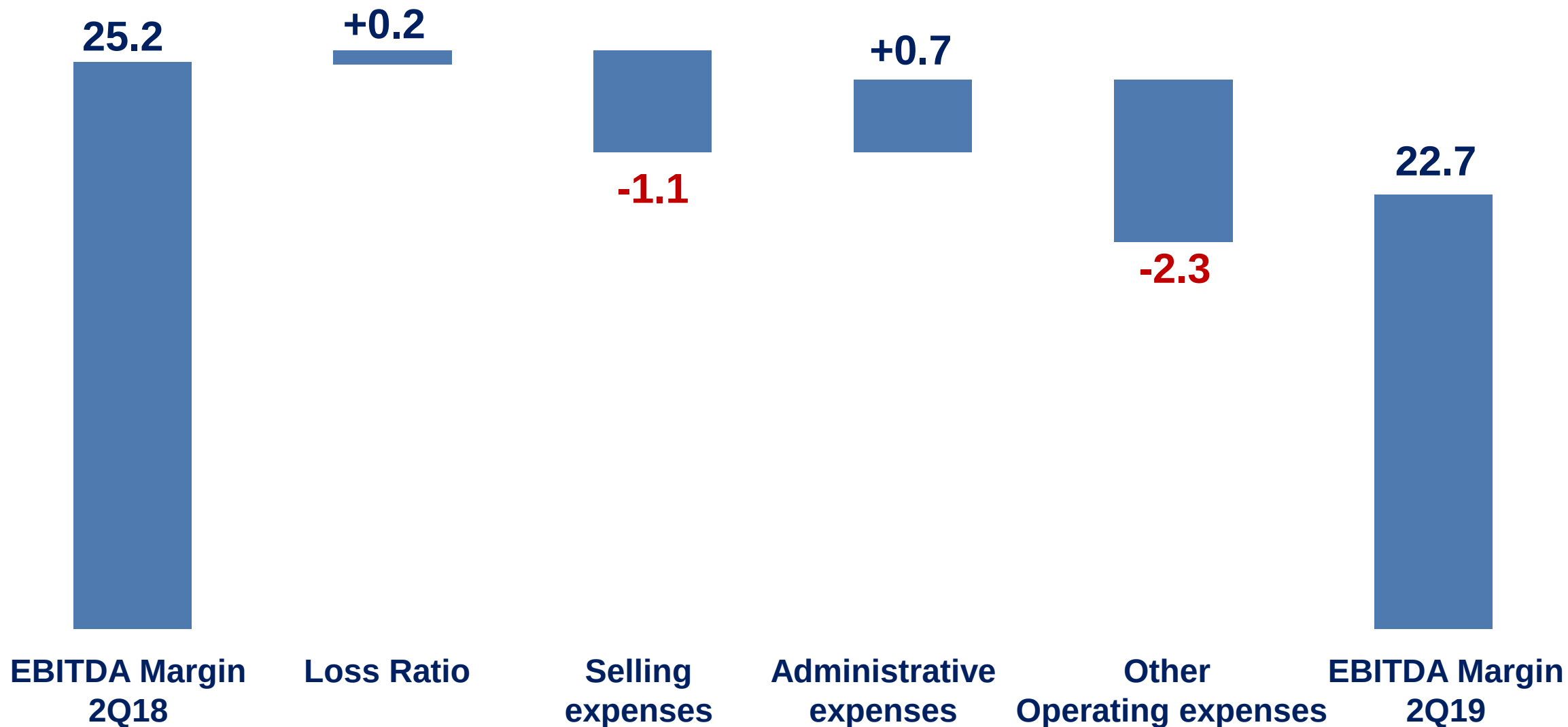
Lucro bruto

R\$ million



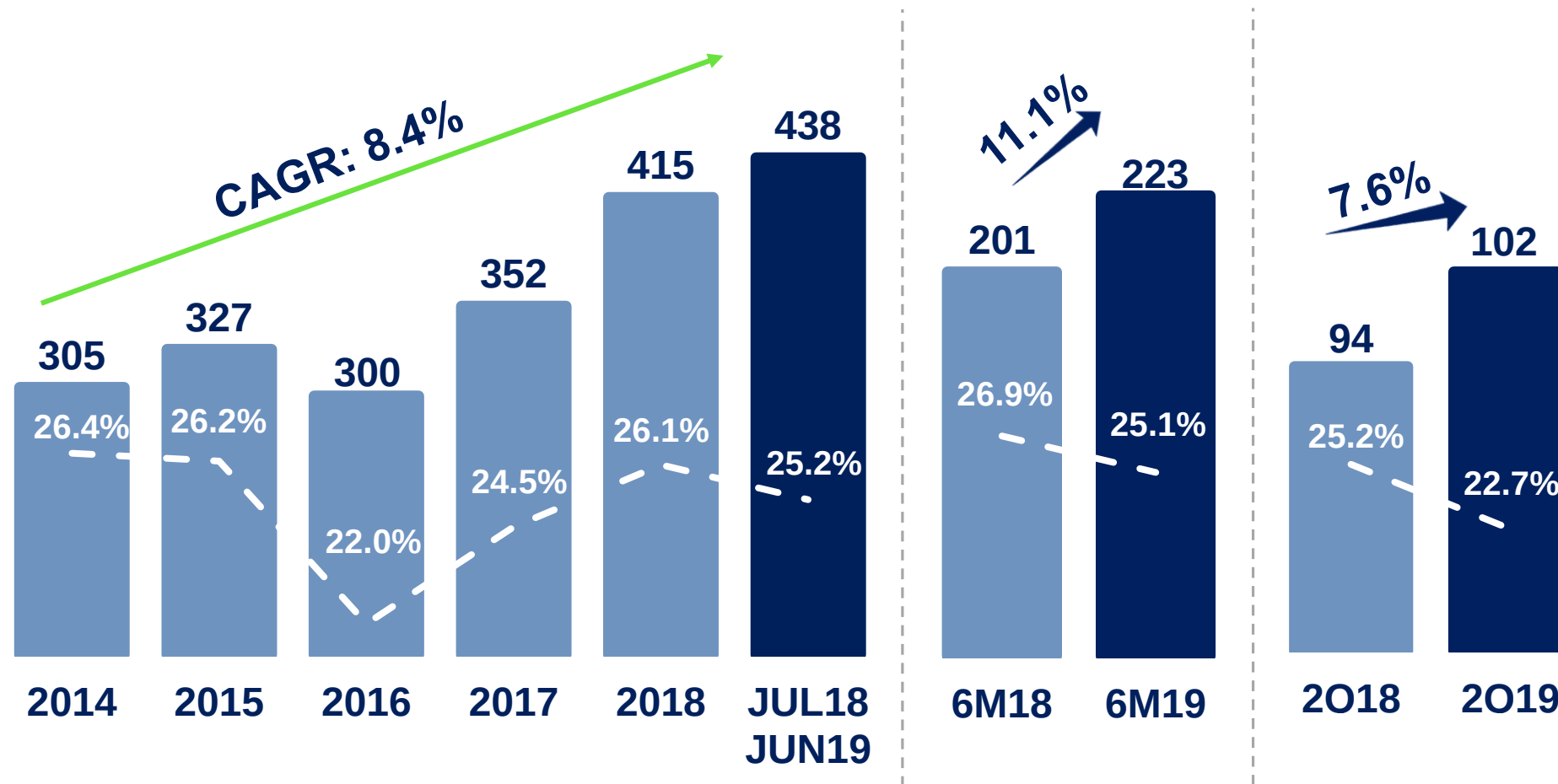
Adjusted EBITDA margin

% Sales



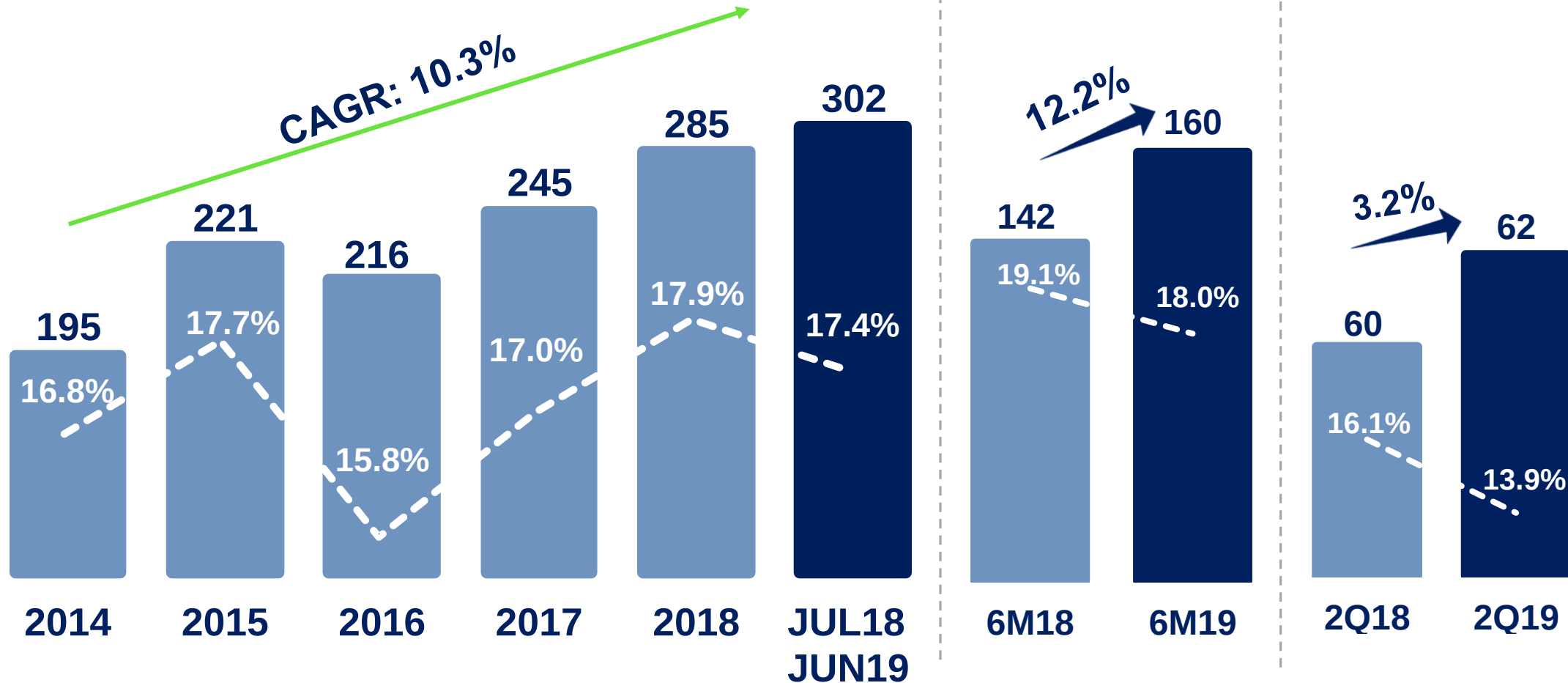
Adjusted EBITDA

R\$ million and % Sales



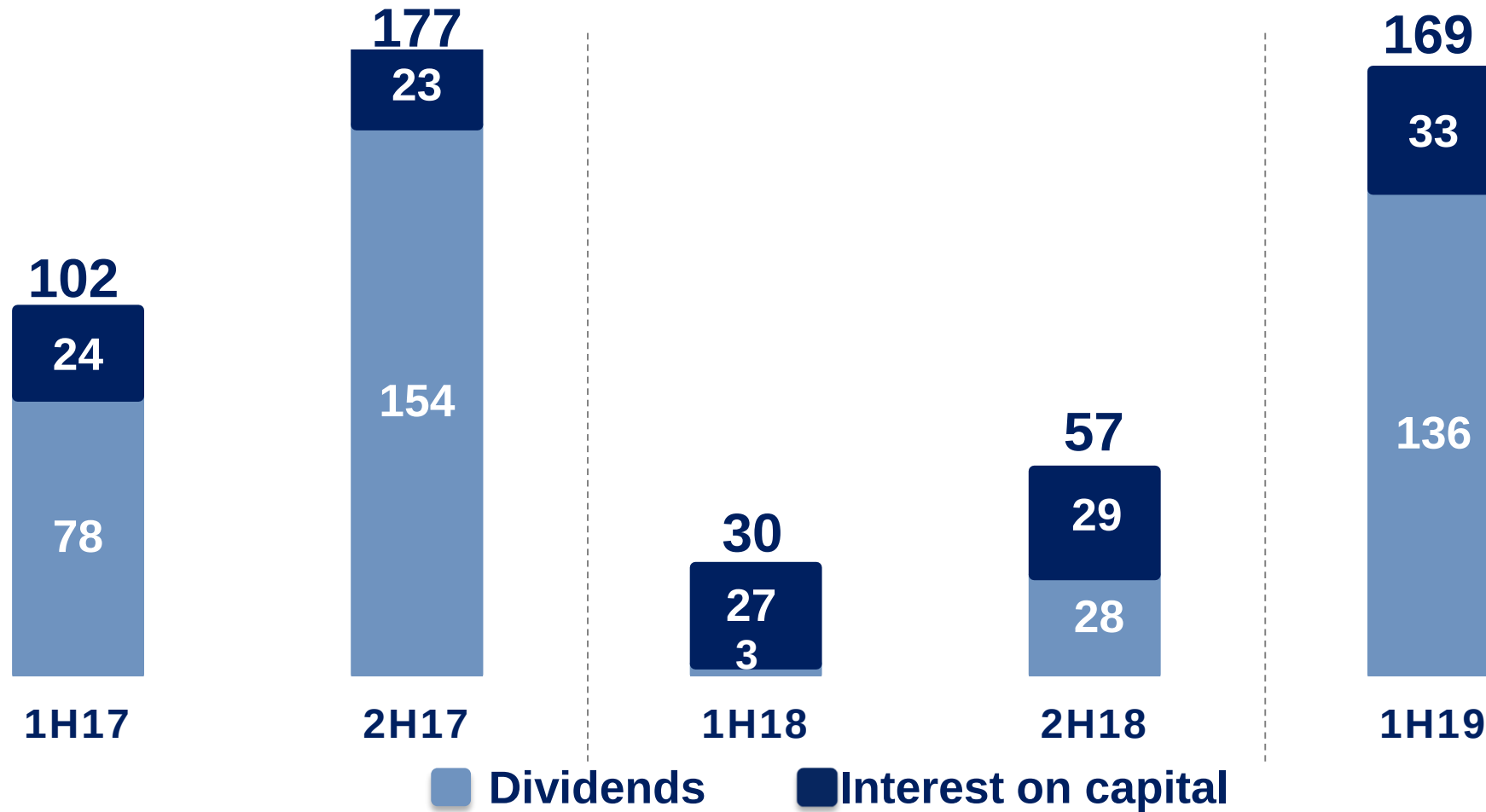
Net income and Net margin

R\$ million and % Sales



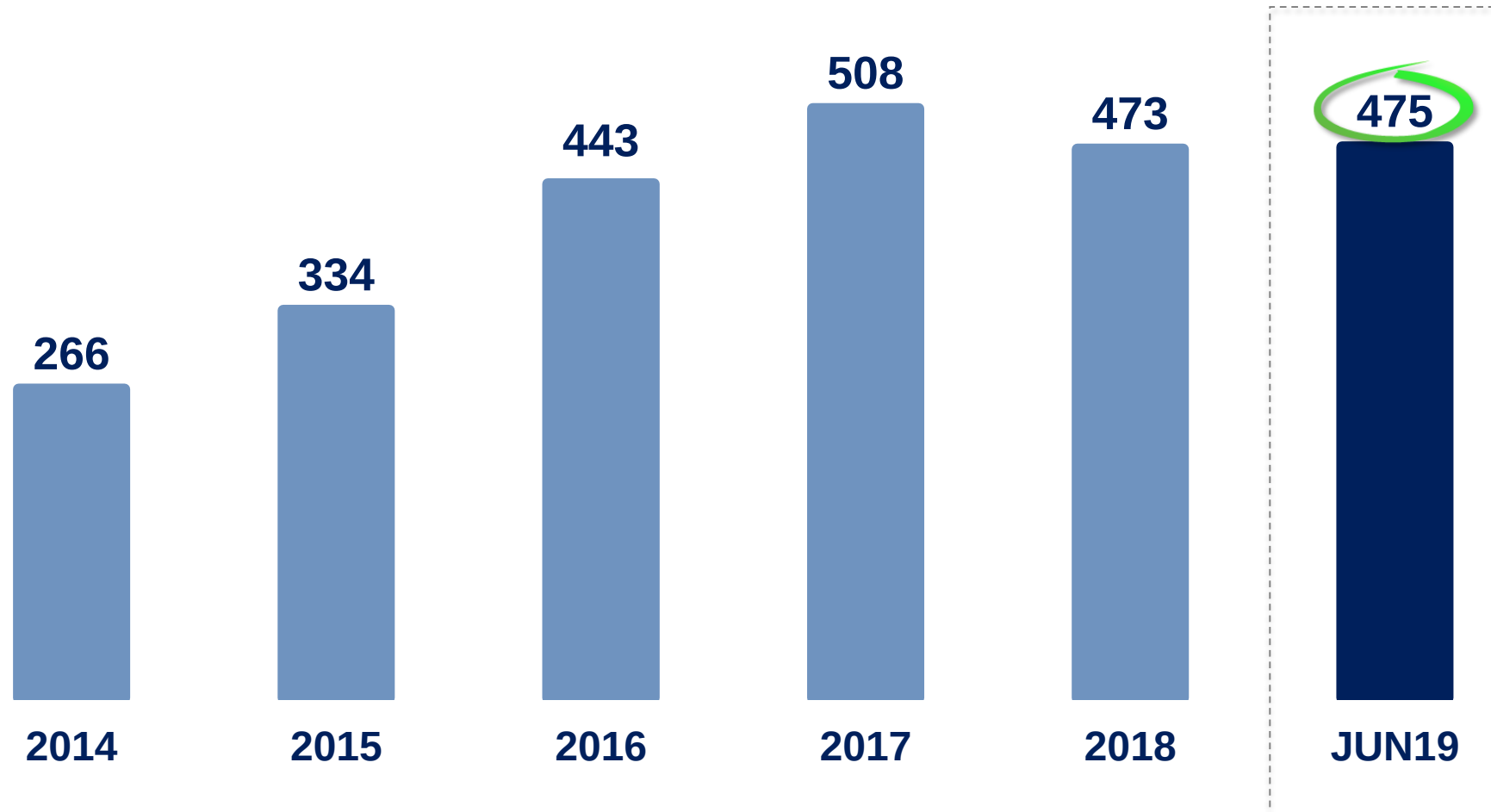
Dividends and Interest on Capital are top priorities

R\$ million

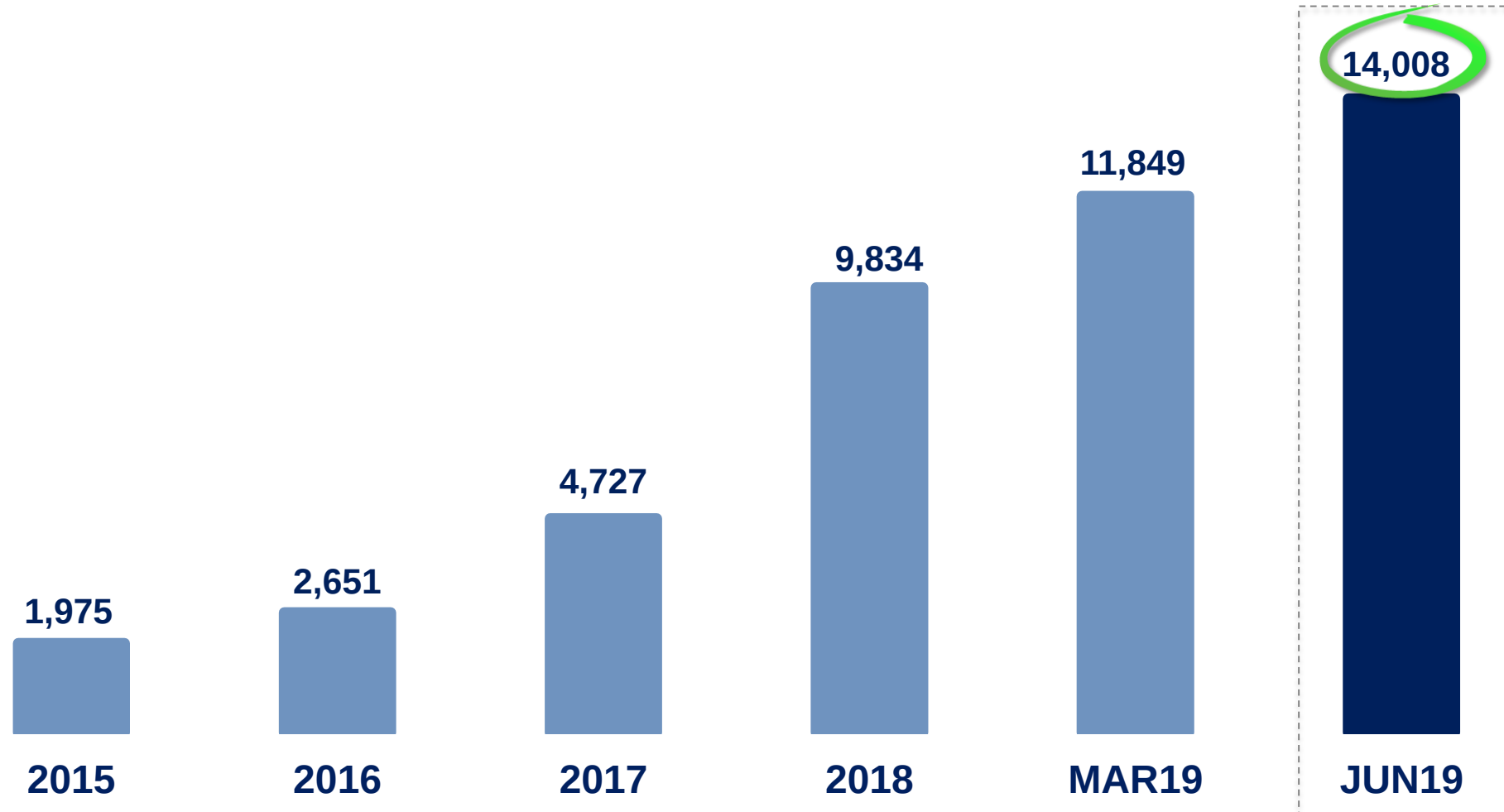


Net cash, zero debt

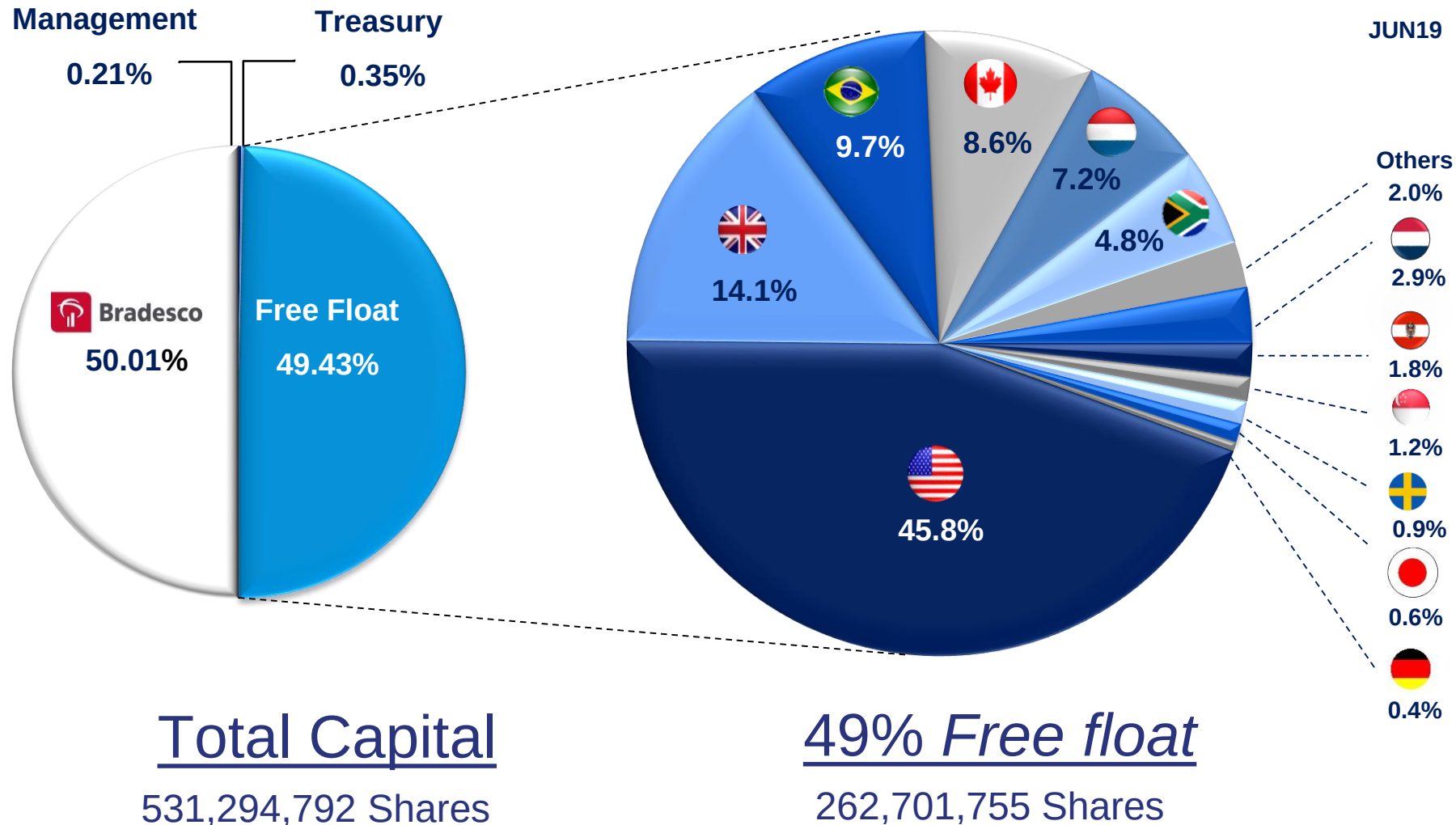
R\$ million



Increasing number of individual investors



Global shareholder structure: investors from 32 countries



OdontoPrev as a member of FTSE4Good

In 2019, OdontoPrev was confirmed as a FTSE4Good Index Series constituent, for the third consecutive year.



Contact Investor Relations



Jose Roberto Pacheco
IRO and Strategic
Planning Director



Stella Hong
IR Supervisor



Darcio Nunciatelli
IR Analyst



Heriane Silva
IR Assistant

Corporate Headquarters

Avenida Marcos Penteado de Ulhôa
Rodrigues 939
Torre II / Edifício Jatobá / 14th floor
Barueri . SP. ZIP Code: 06460-040 - BRAZIL
Tel: +55 (11) 4878-8893

E-mail: ir@odontoprev.com.br
www.odontoprev.com.br/ir



Bradesco

Custodian & Market Maker



pwc

Independent Auditors



B3 Ticker