



odontoprev

Webcast 2T24

Liderança e Inovação, com foco em geração de valor



Aviso importante



Este material foi preparado pela Odontoprev S.A. (“Odontoprev” ou “Companhia”) e pode incluir declarações que representem expectativas sobre eventos ou resultados futuros. Essas declarações estão baseadas em certas suposições e análises feitas pela Companhia de acordo com a sua experiência e o ambiente econômico e nas condições de mercado e nos eventos futuros esperados, muitos dos quais estão fora do controle da Companhia. Fatores importantes que podem levar a diferenças significativas entre os resultados reais e as declarações de expectativas sobre eventos ou resultados futuros incluem a estratégia de negócios da Companhia, as condições econômicas brasileira e internacional, tecnologia, estratégia financeira, desenvolvimentos do setor, condições do mercado financeiro, incerteza a respeito dos resultados de suas operações futuras, planos, objetivos, expectativas, intenções e outros fatores.

Em razão desses fatores, os resultados reais da Companhia podem diferir significativamente daqueles indicados ou implícitos nas declarações de expectativas sobre eventos ou resultados futuros.

As informações e opiniões aqui contidas não devem ser entendidas como recomendação a potenciais investidores e nenhuma decisão de investimento deve se basear na veracidade, atualidade ou completude dessas informações ou opiniões.

Planos de saúde e planos odontológicos: diferentes perfis de penetração

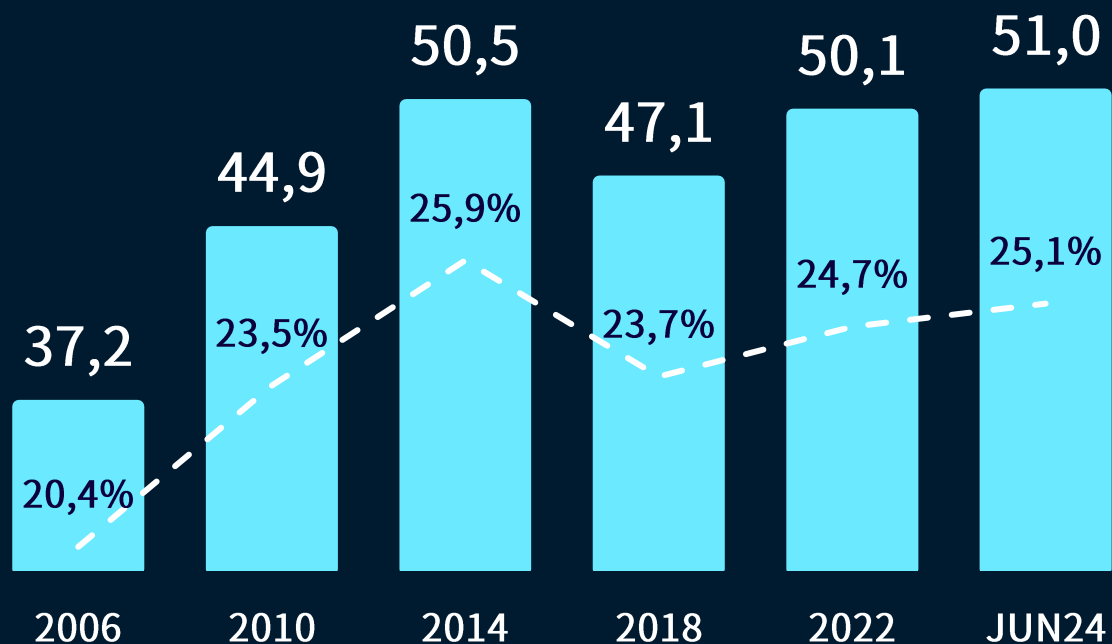


Milhões de vidas

— — % total na população brasileira

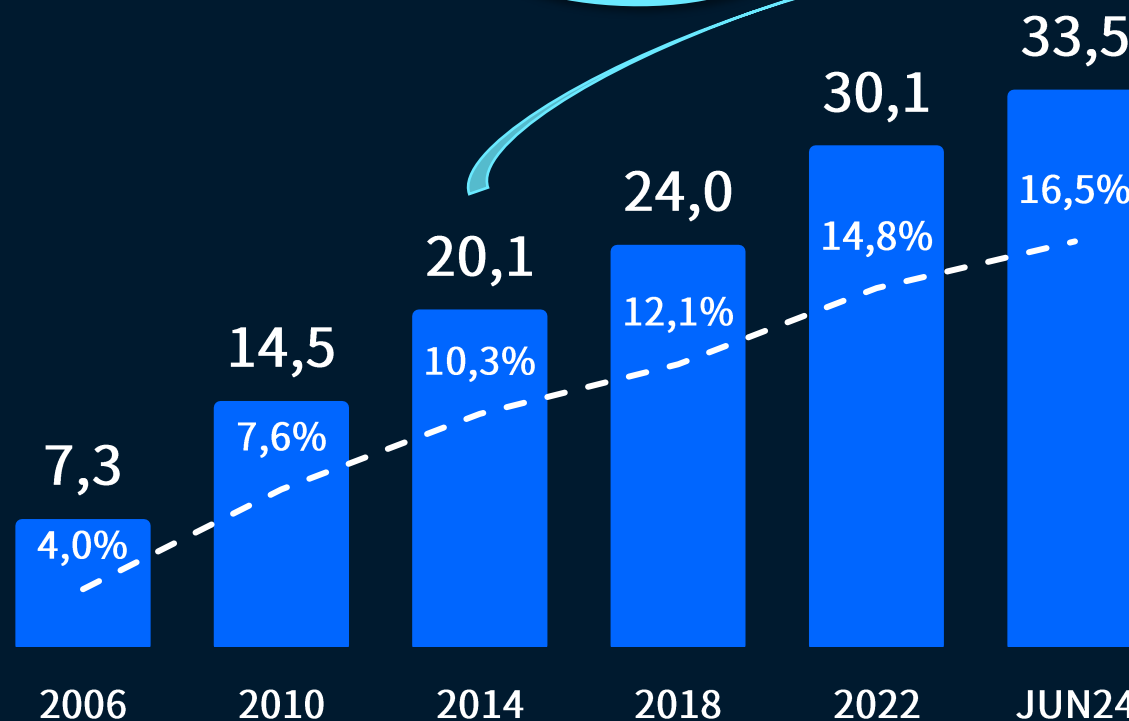
Planos de saúde

+499 mil vidas



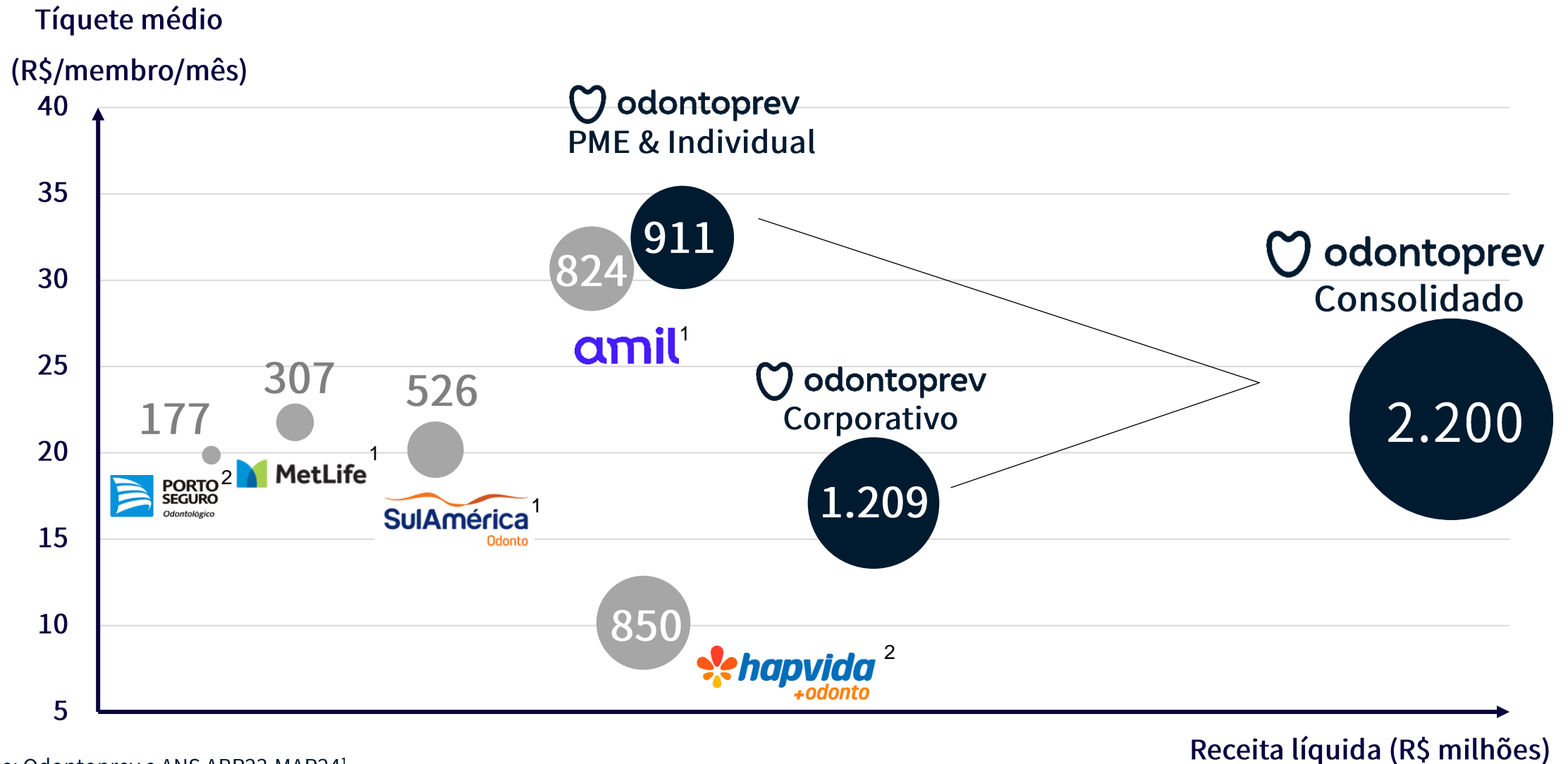
Odontológicos: +13 milhões de vidas desde 2014

+13.402 mil vidas



Planos odontológicos selecionados: Receita Líquida e Tíquete Médio

R\$ milhões – JUL23- JUN24



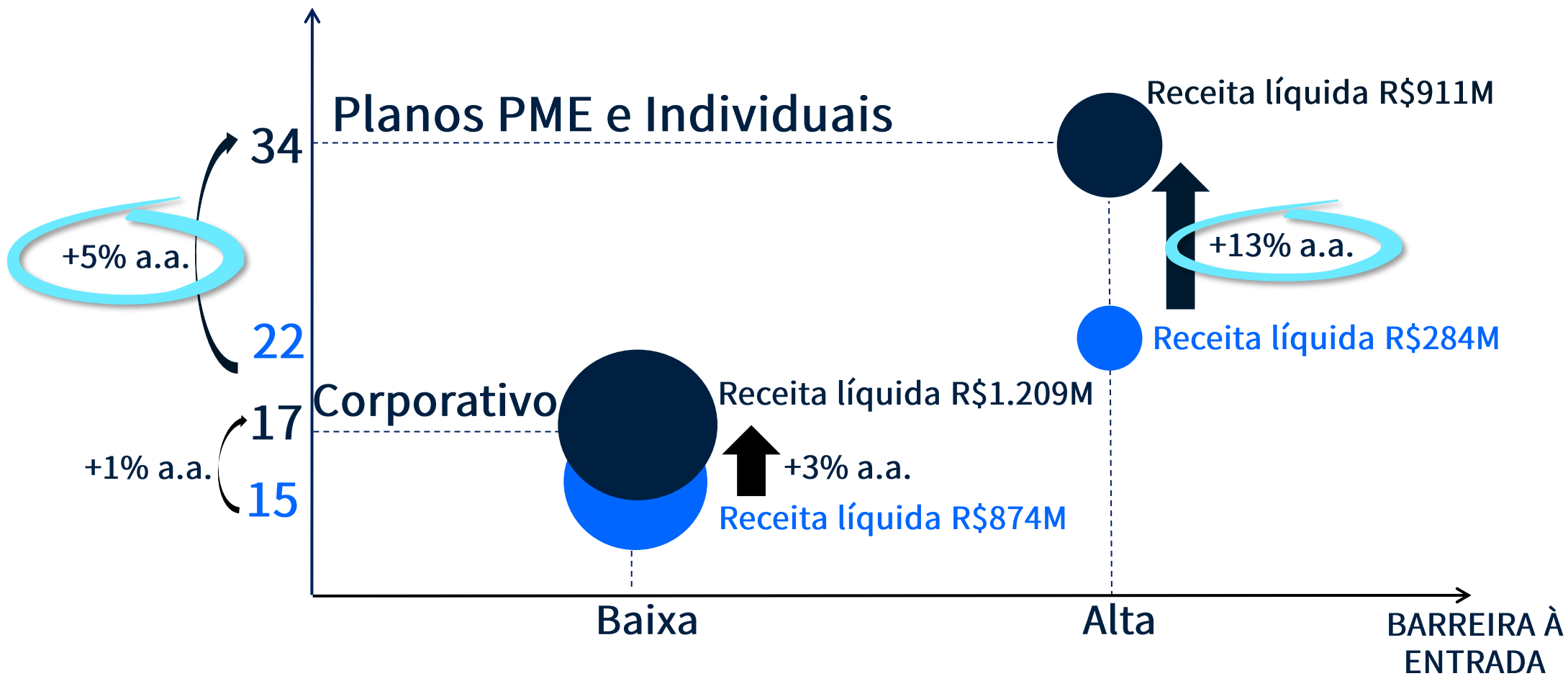
4 Fonte: Odontoprev e ANS ABR23-MAR24¹

² Oficial ABR23 –MAR24

Inovação de valor: receita PME e de Individuais cresce 13% a.a. desde 2014

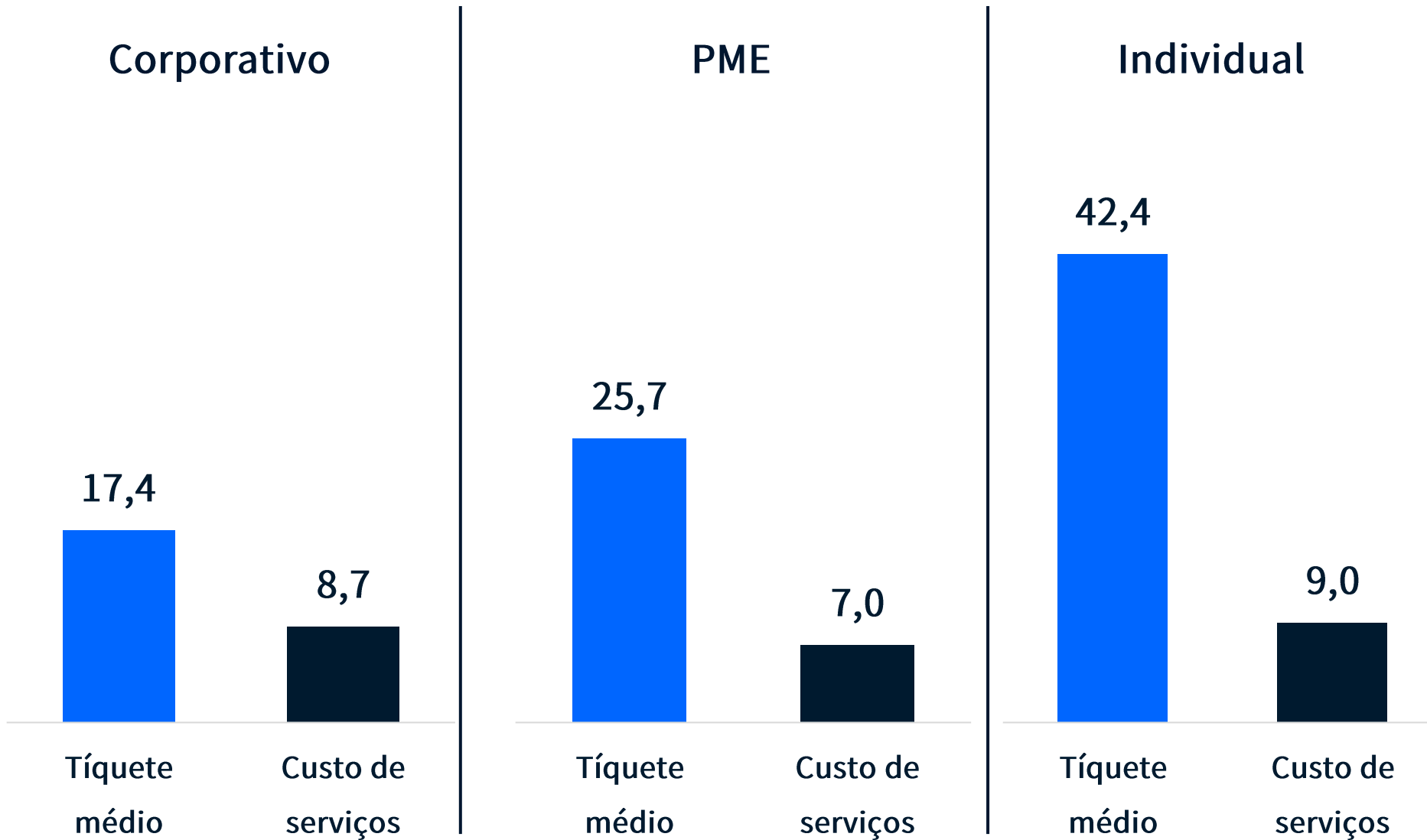
● 2014 ● JUL23-JUN24

Tíquete médio (R\$/membro/mês)



Tíquete médio x Custo médio por beneficiário

R\$ / vida / mês – 2T24



Sinistralidade consolidada e por segmento

% ROL

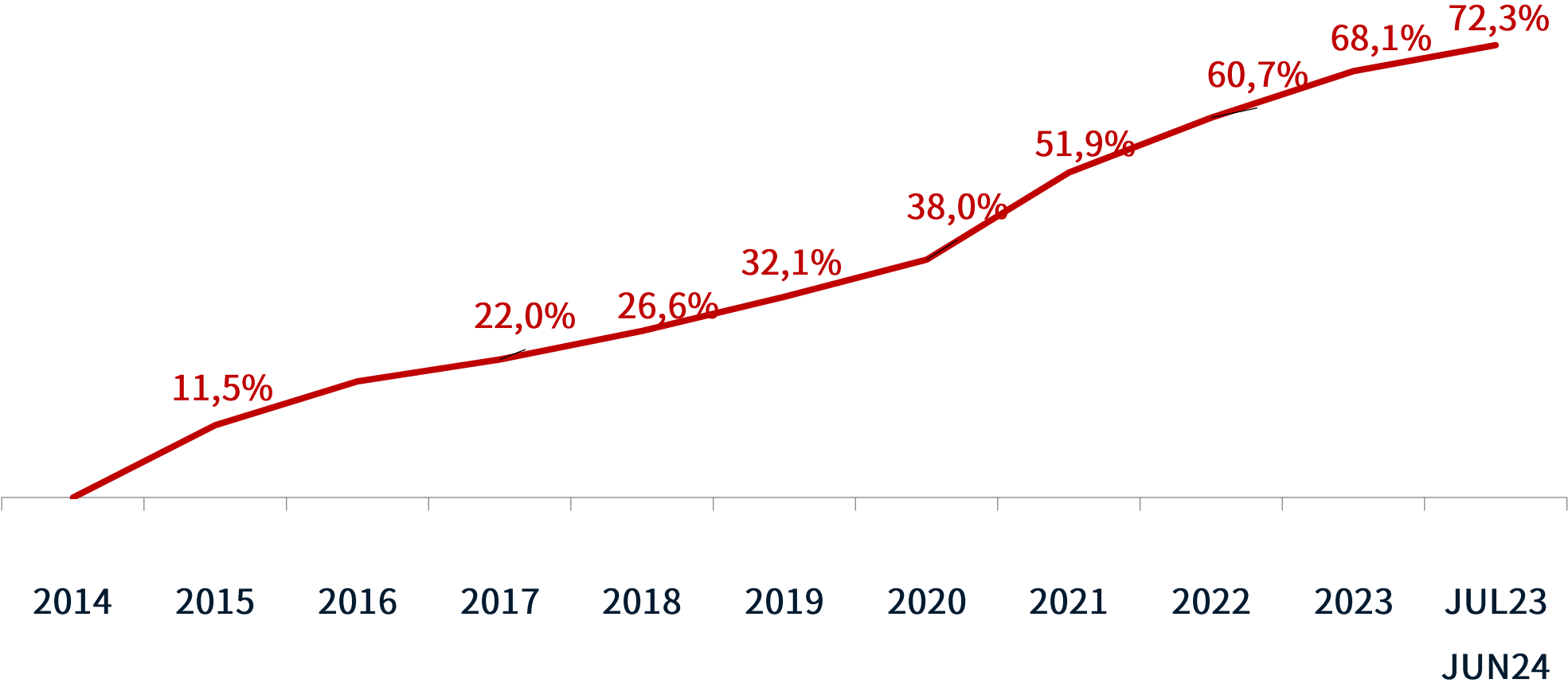


* Exclui provisões/reversões dos planos de livre escolha

IPCA, acumulado desde 2014

%

— IPCA

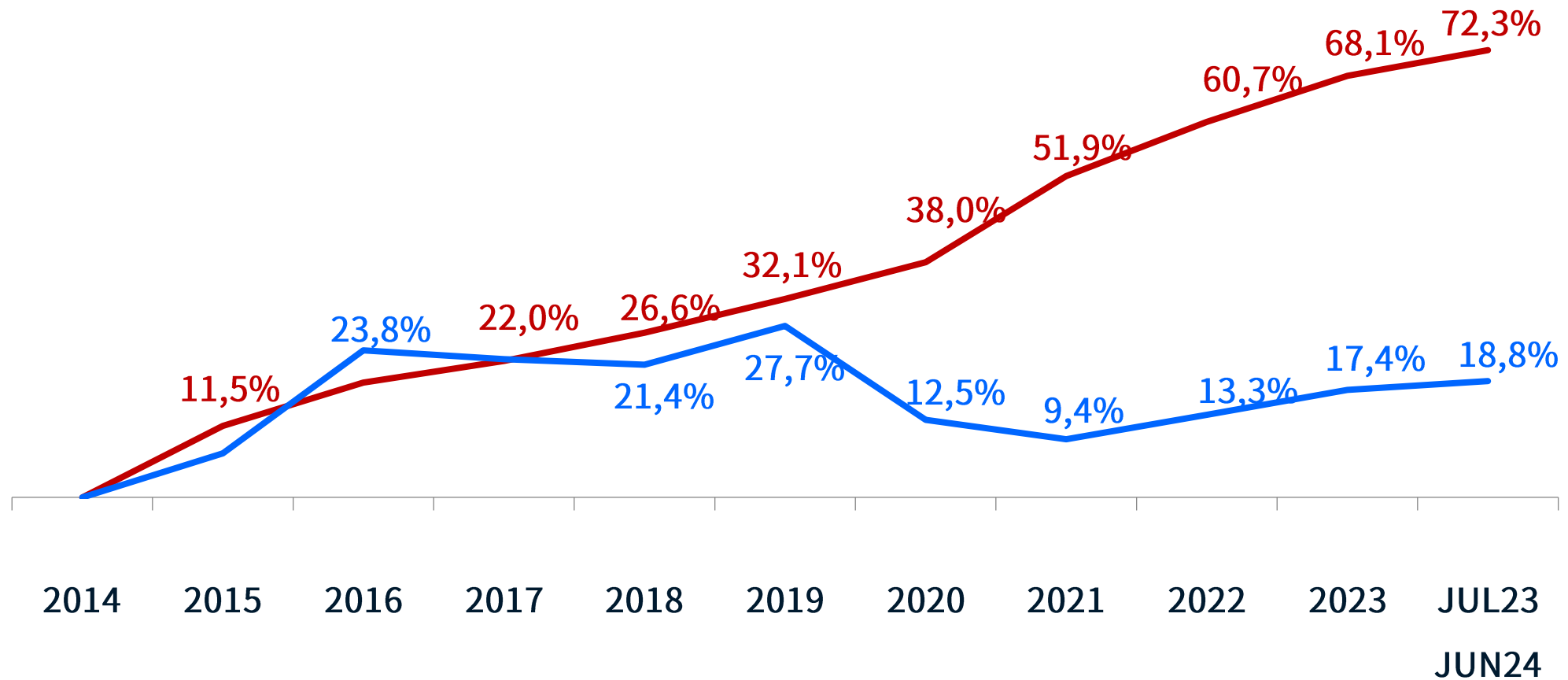


IPCA x Inflação interna, acumulado desde 2014

%

— IPCA

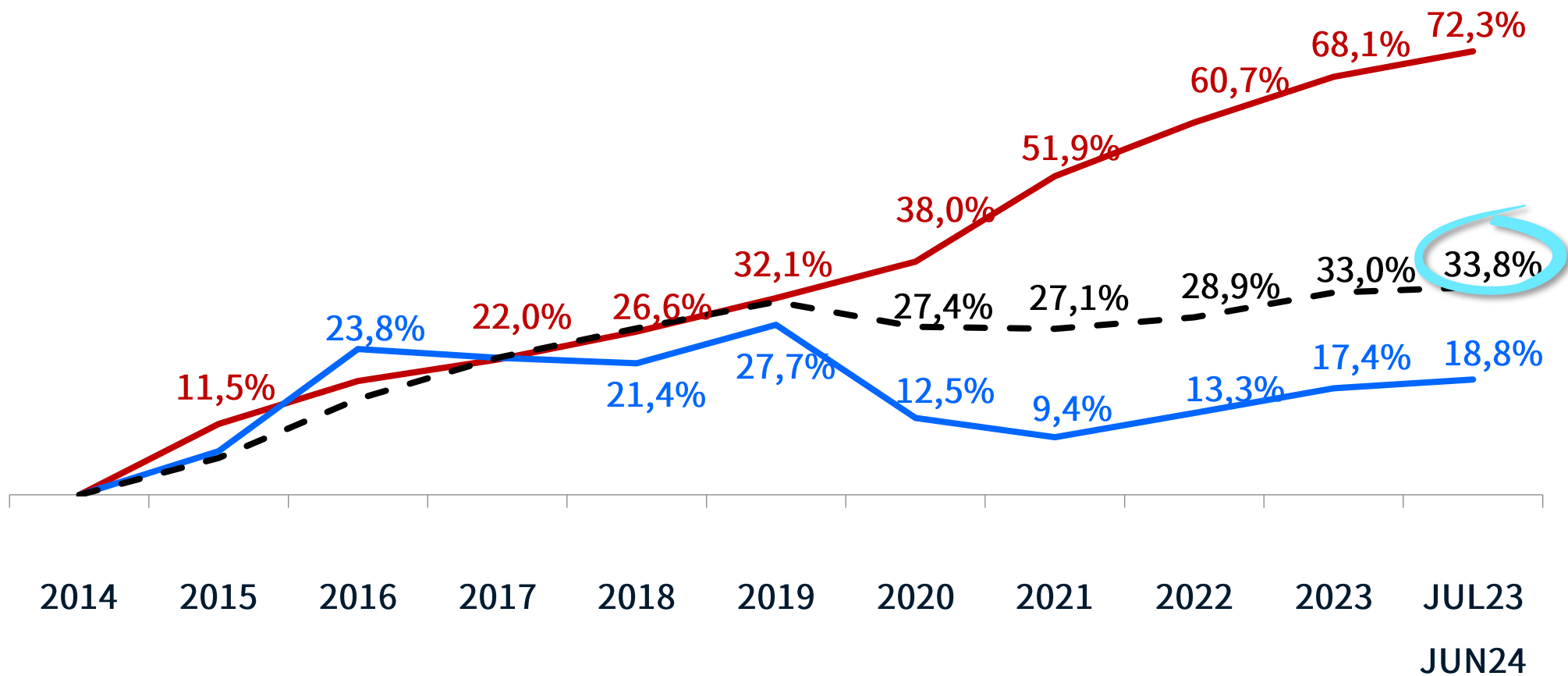
— Custo de serviço por membro por mês



IPCA X Inflação interna X Tíquete Médio, acumulado desde 2014

%

— IPCA — Custo de serviço por membro por mês - -Tíquete Médio

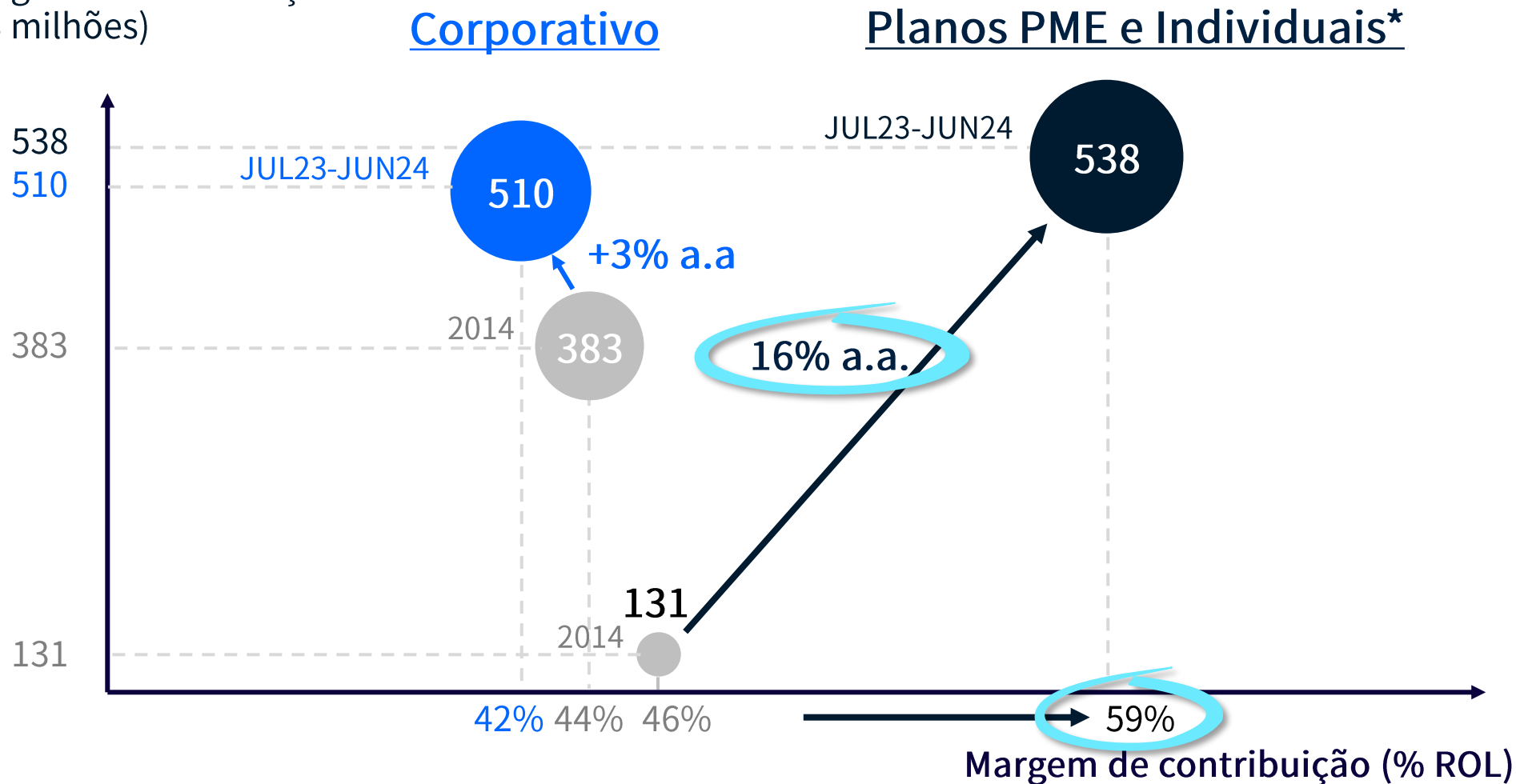


Margem de contribuição por segmento: 2014 x JUL23-JUN24

R\$ milhões



Margem de contribuição
(R\$ milhões)



* Exclui provisões/reversões dos planos de livre escolha entre 2020 e 2023.

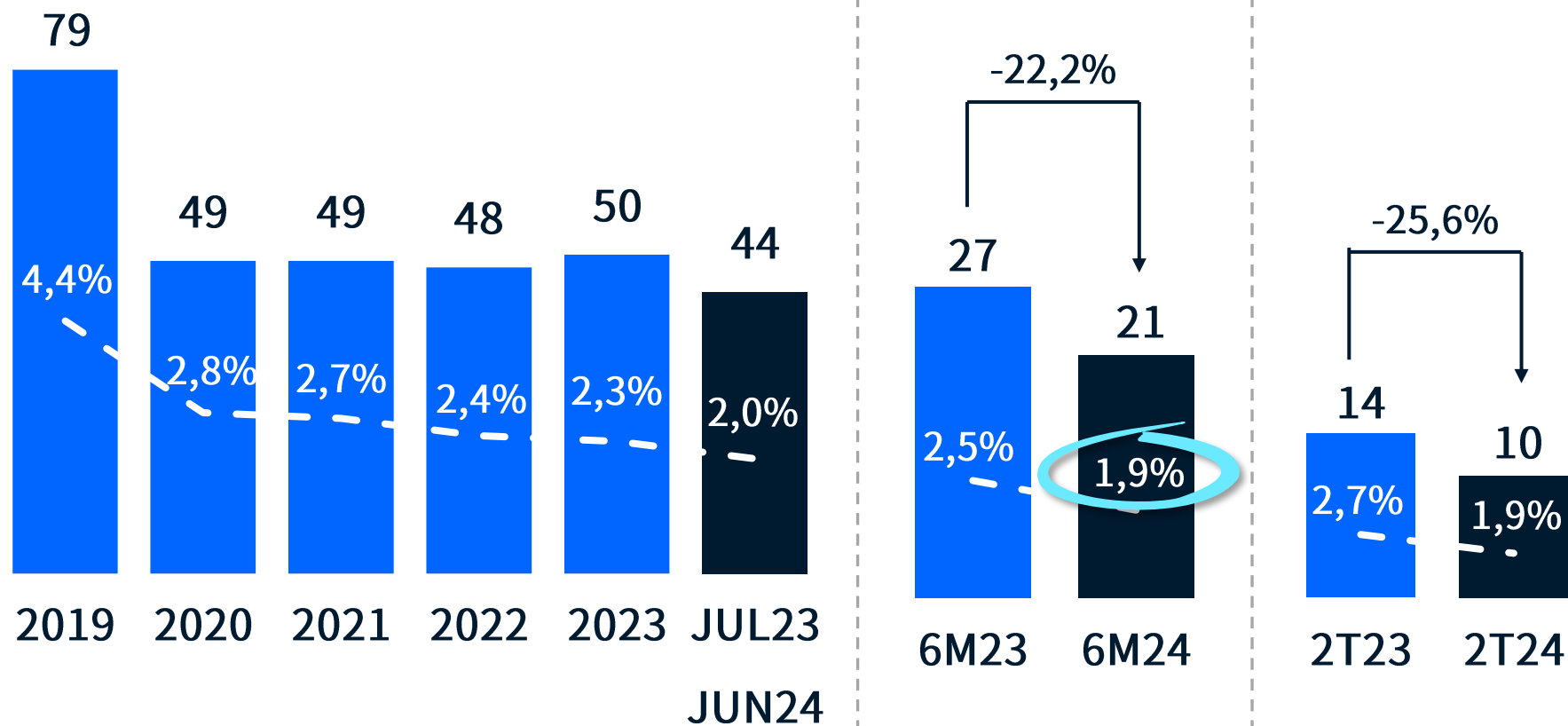
Margem de contribuição por segmento: 2014 x JUL23-JUN24

- A participação de planos massificados na Margem de contribuição total da Companhia mais do que dobrou nos últimos 10 anos, passando de 25% em 2014 para 51% atualmente

	2014		JUL23-JUN24	
	Receita	Margem de contribuição	Receita	Margem de contribuição
Corporativo	75%	75%	57%	49%
PME + Individual	25%	25%	43%	51%

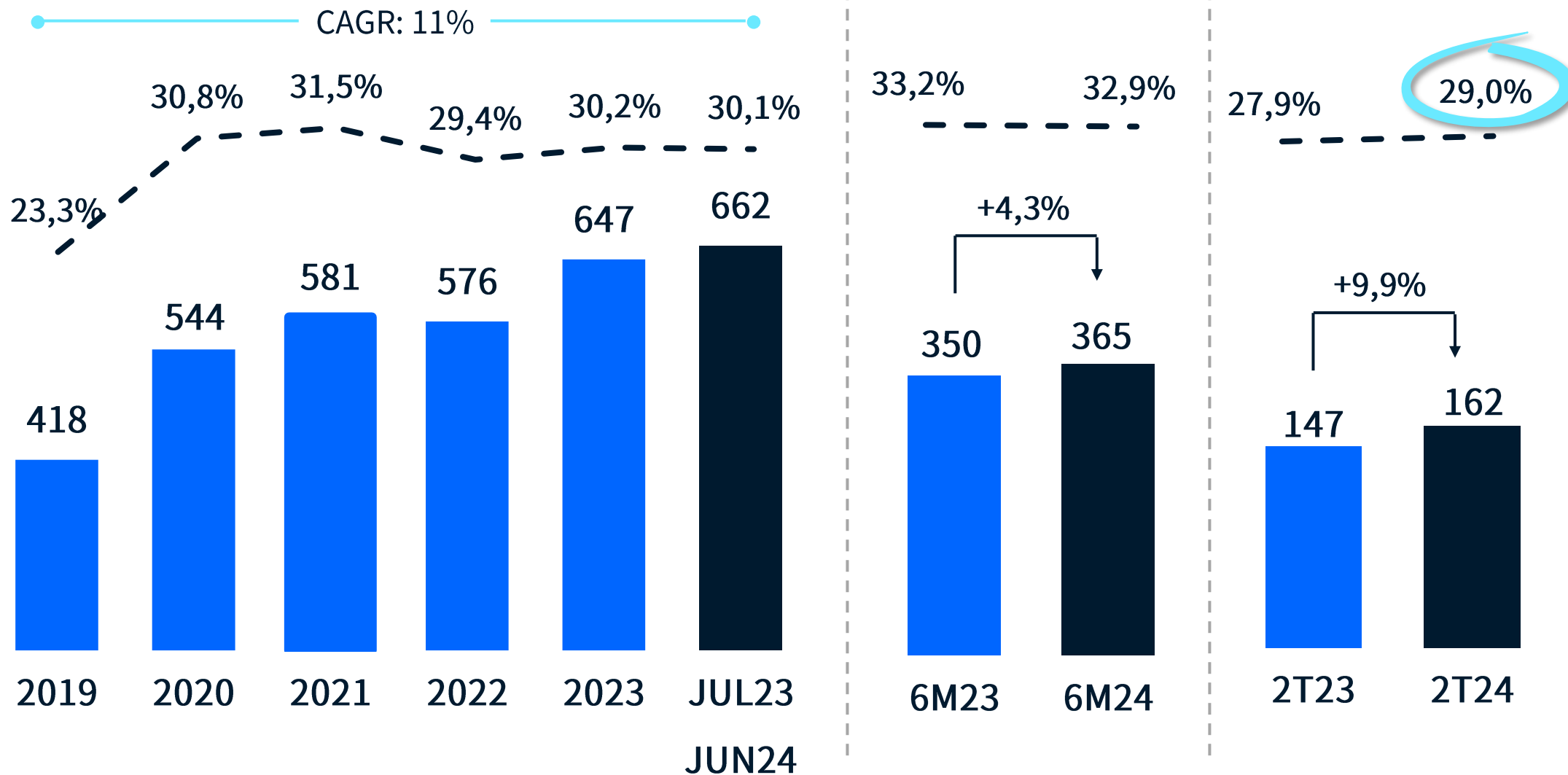
Provisão para perdas sobre créditos (PDD)

R\$ milhões e % ROL



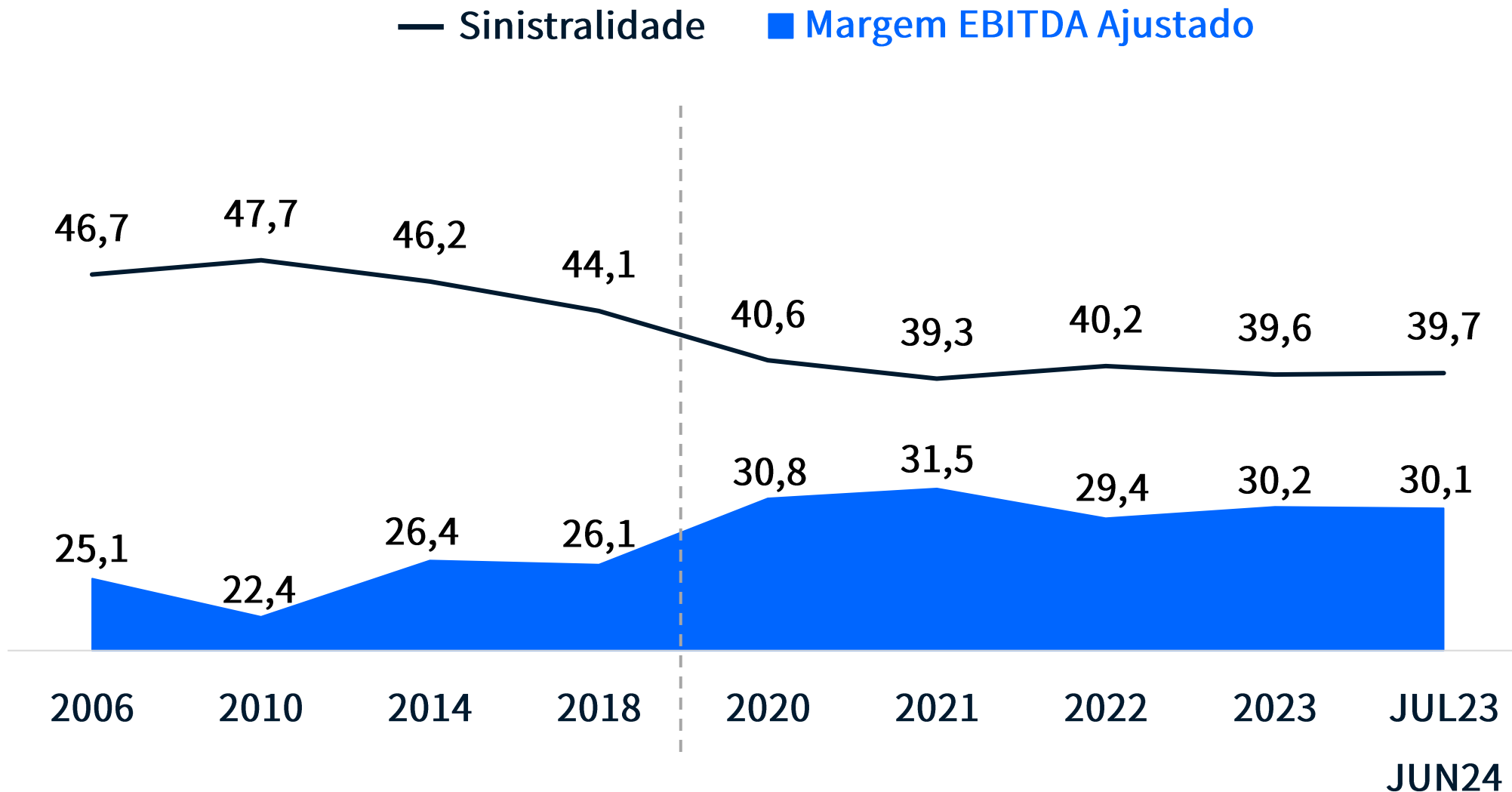
EBITDA Ajustado

R\$ milhões e % ROL



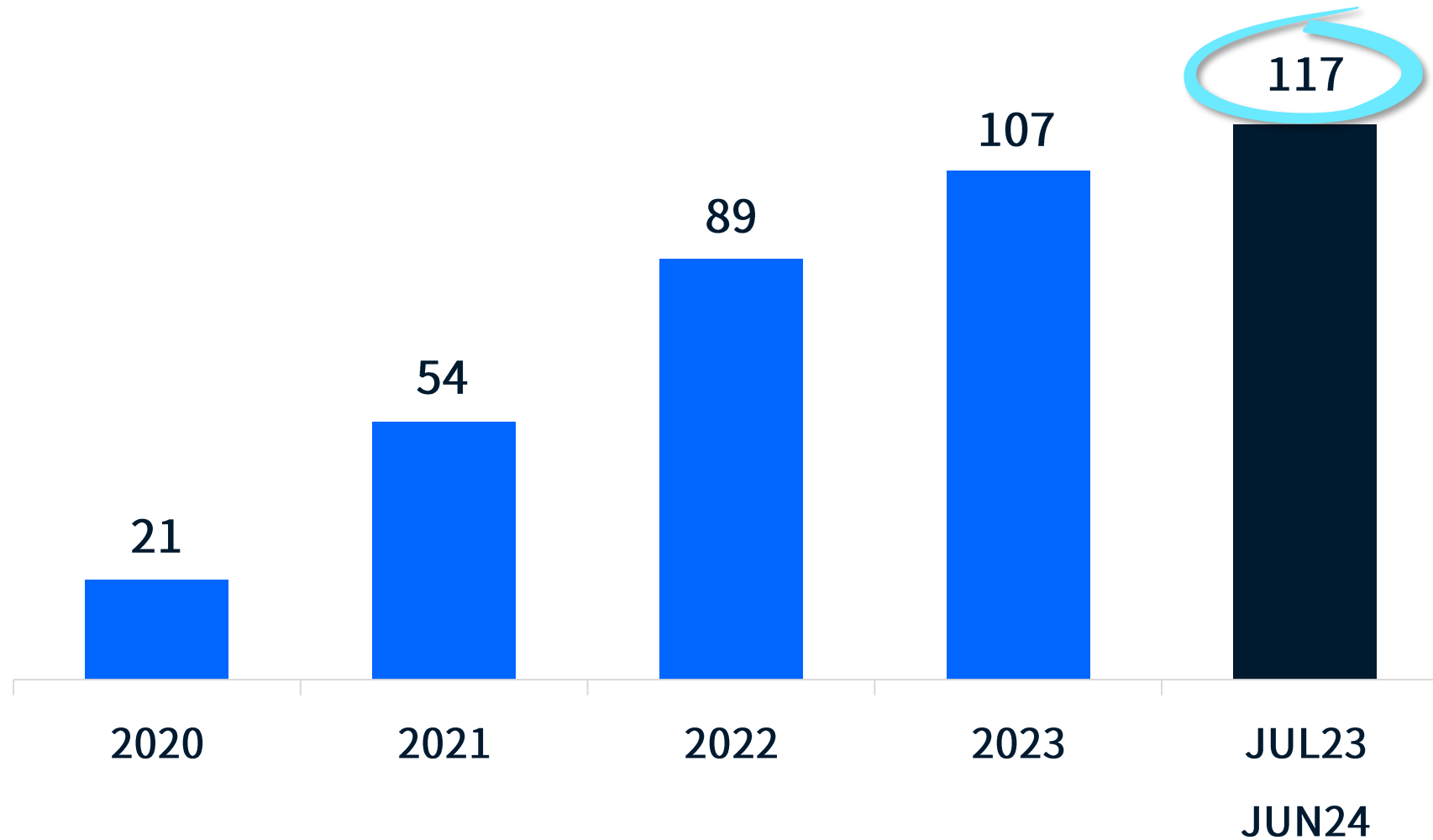
Sinistralidade e margem EBITDA Ajustado desde 2006

% ROL



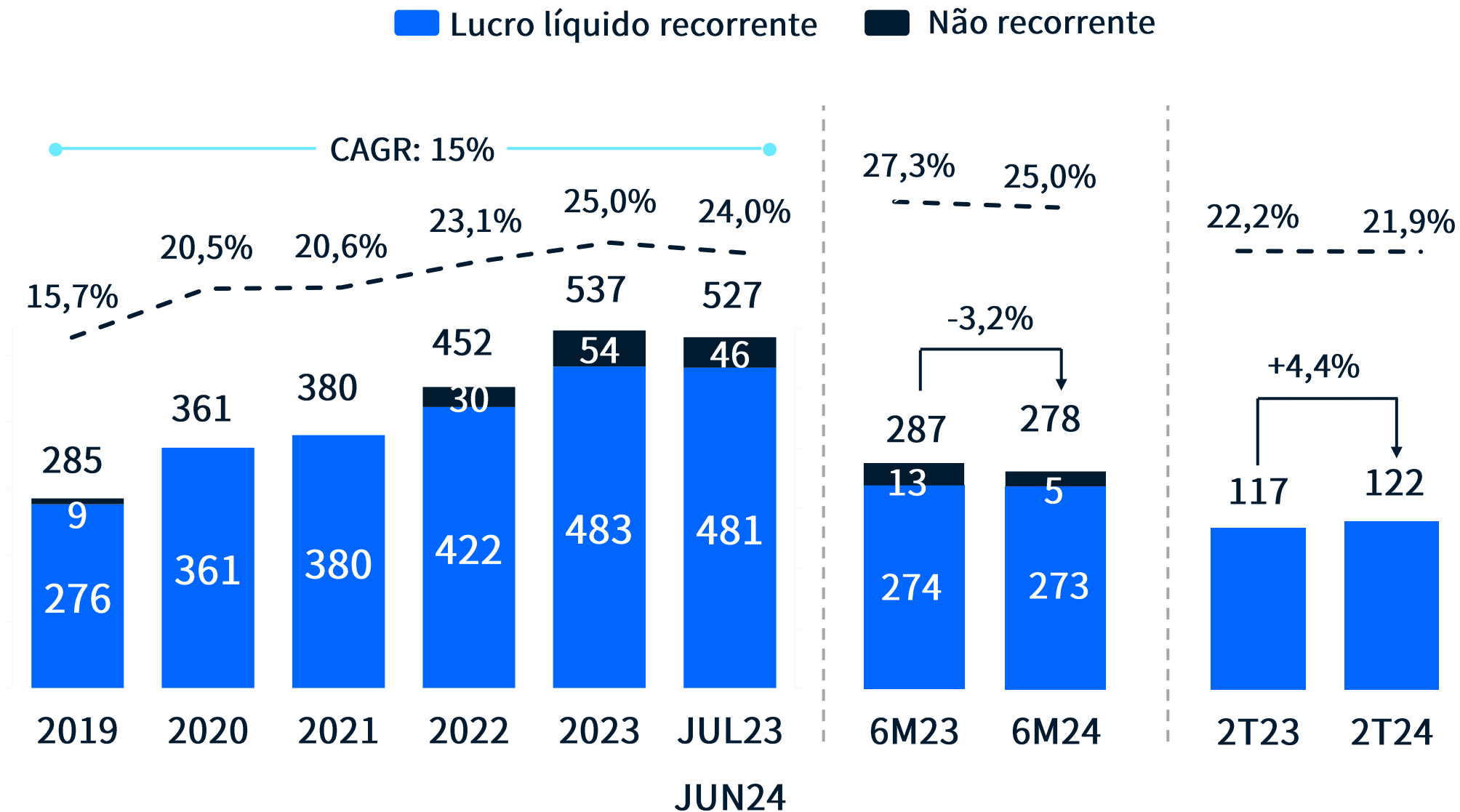
Evolução anual da receita financeira bruta

R\$ milhões



Lucro líquido e Margem líquida

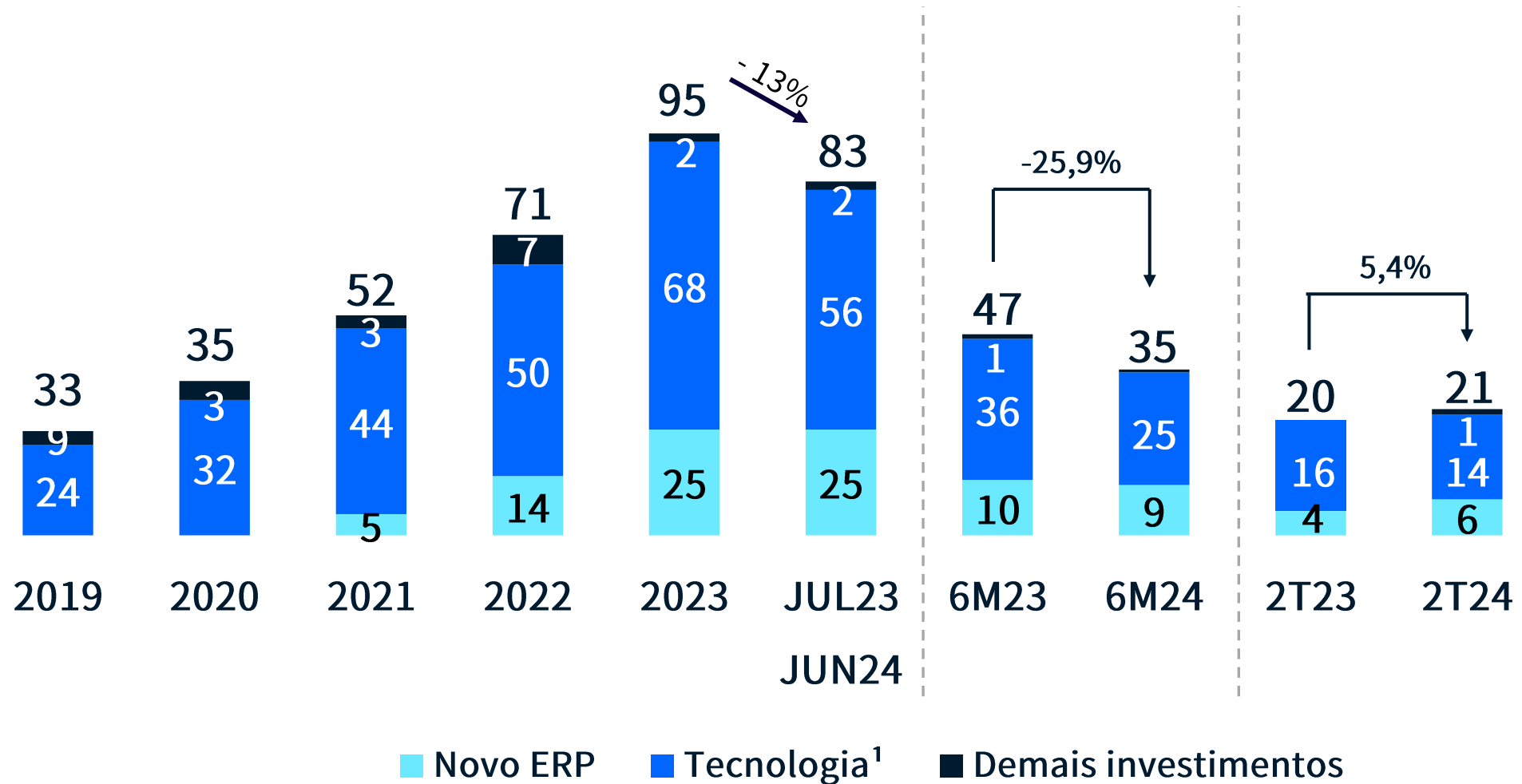
R\$ milhões e % ROL





CAPEX: Tecnologia representa maior investimento

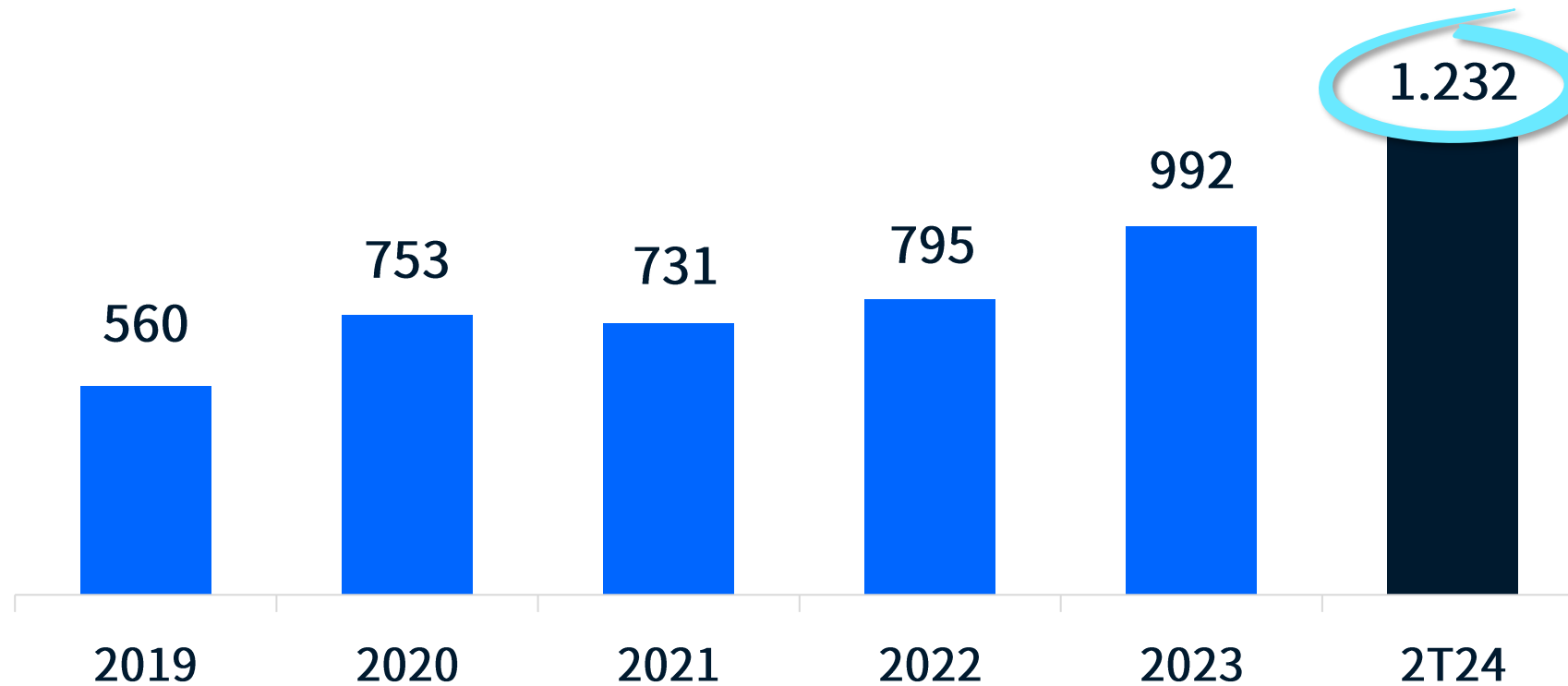
R\$ milhões



¹ Desenvolvimento de sistemas, aquisição e licença de uso de software e equipamentos de computação

Caixa Líquido, dívida zero

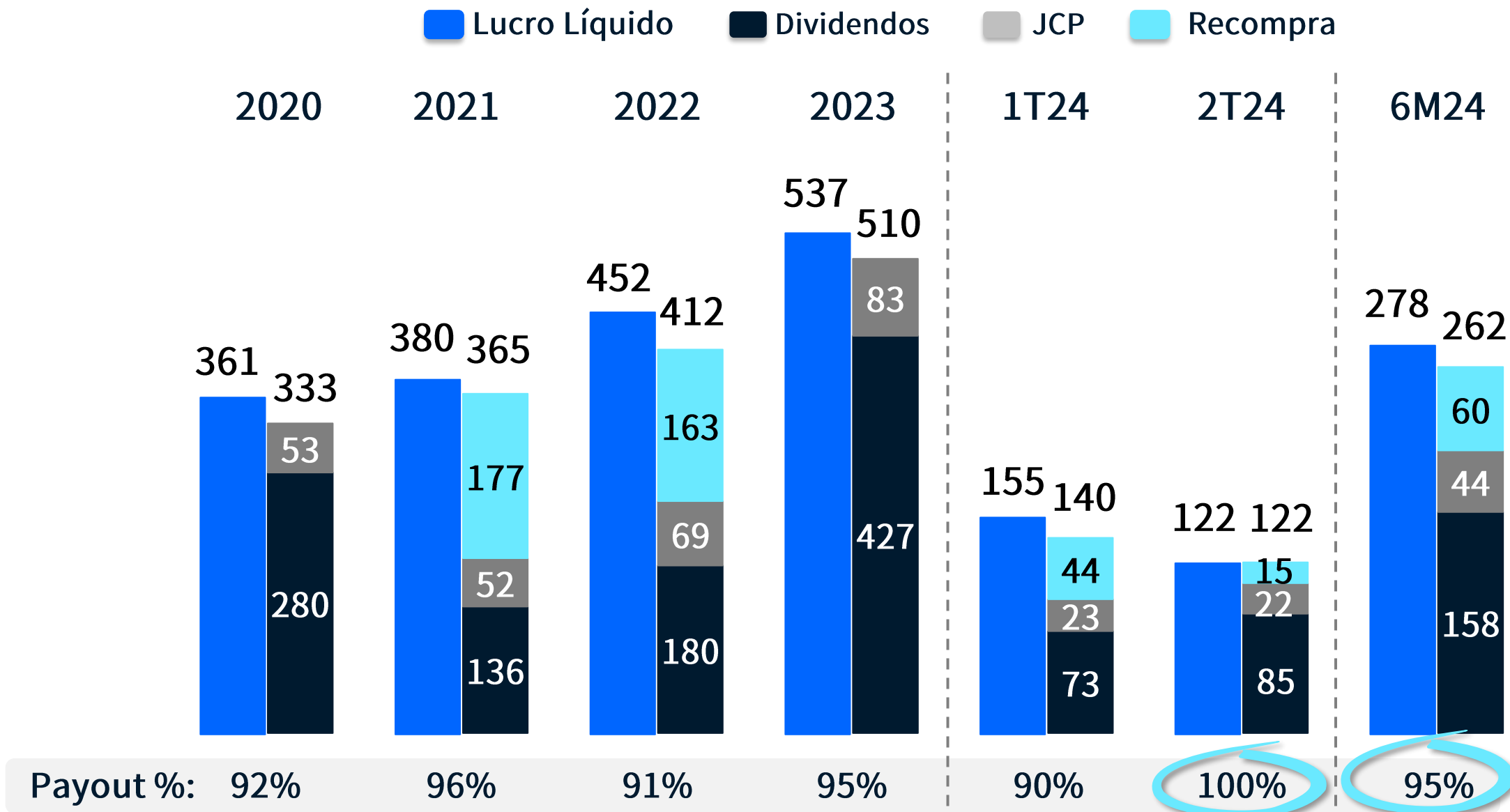
R\$ milhões



2T24: Remuneração total aos acionistas de R\$122 milhões, payout de 100%



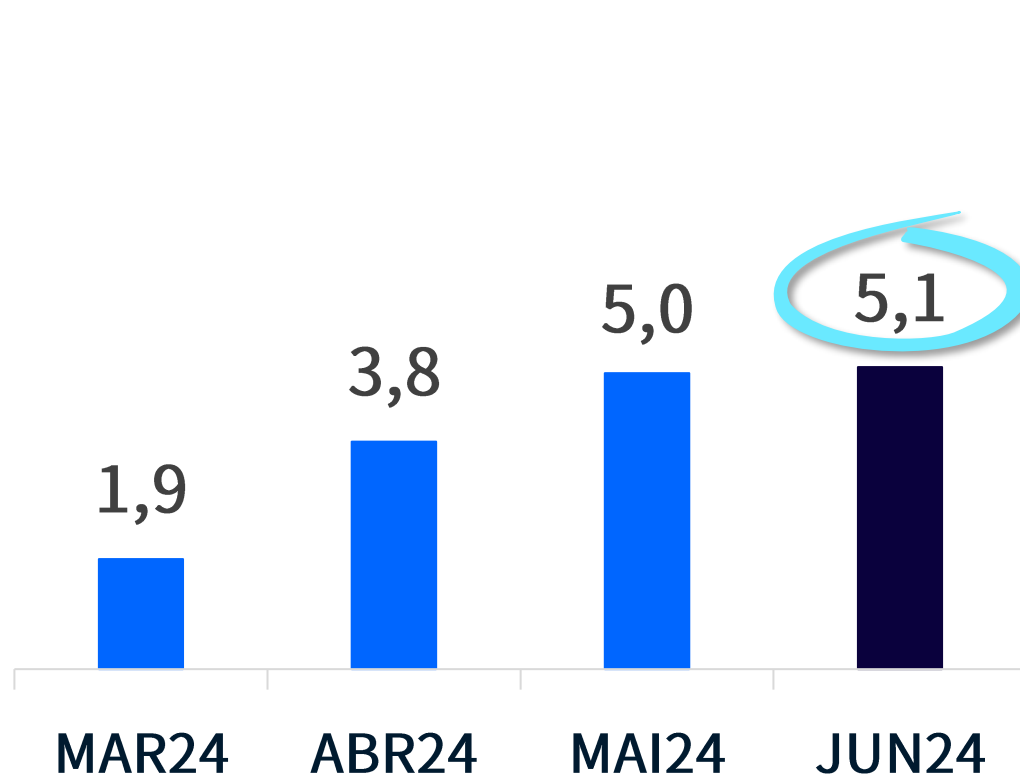
R\$ milhões



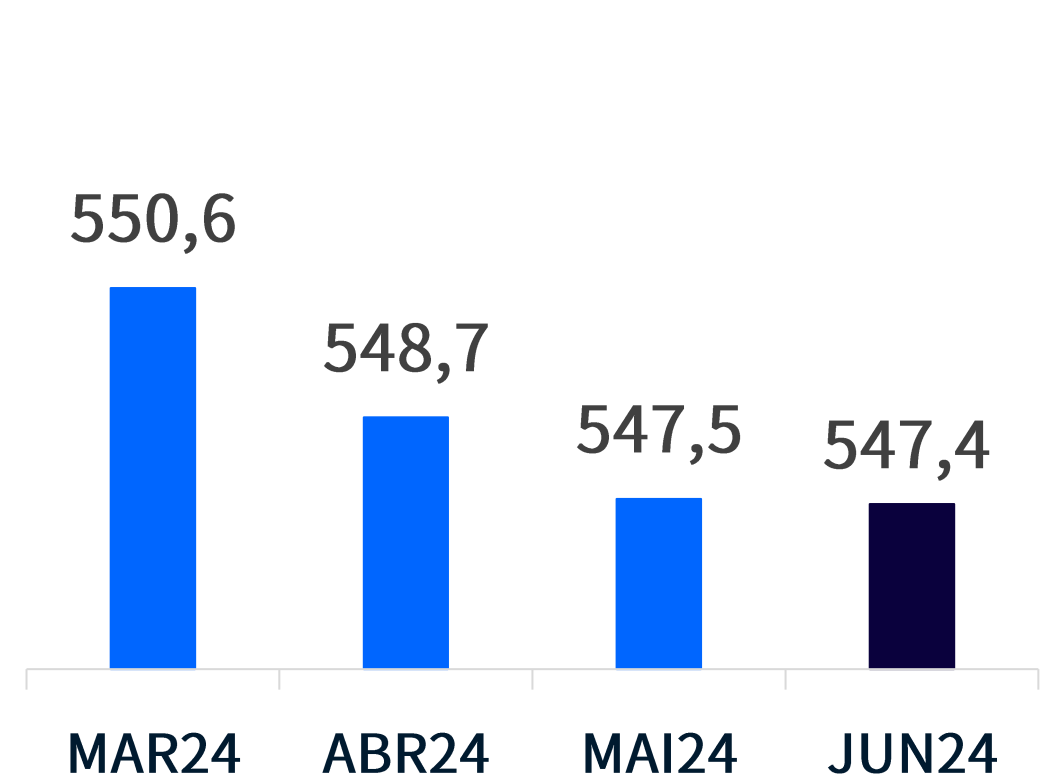


Ações em Tesouraria atingem 5 milhões

Milhões de ações



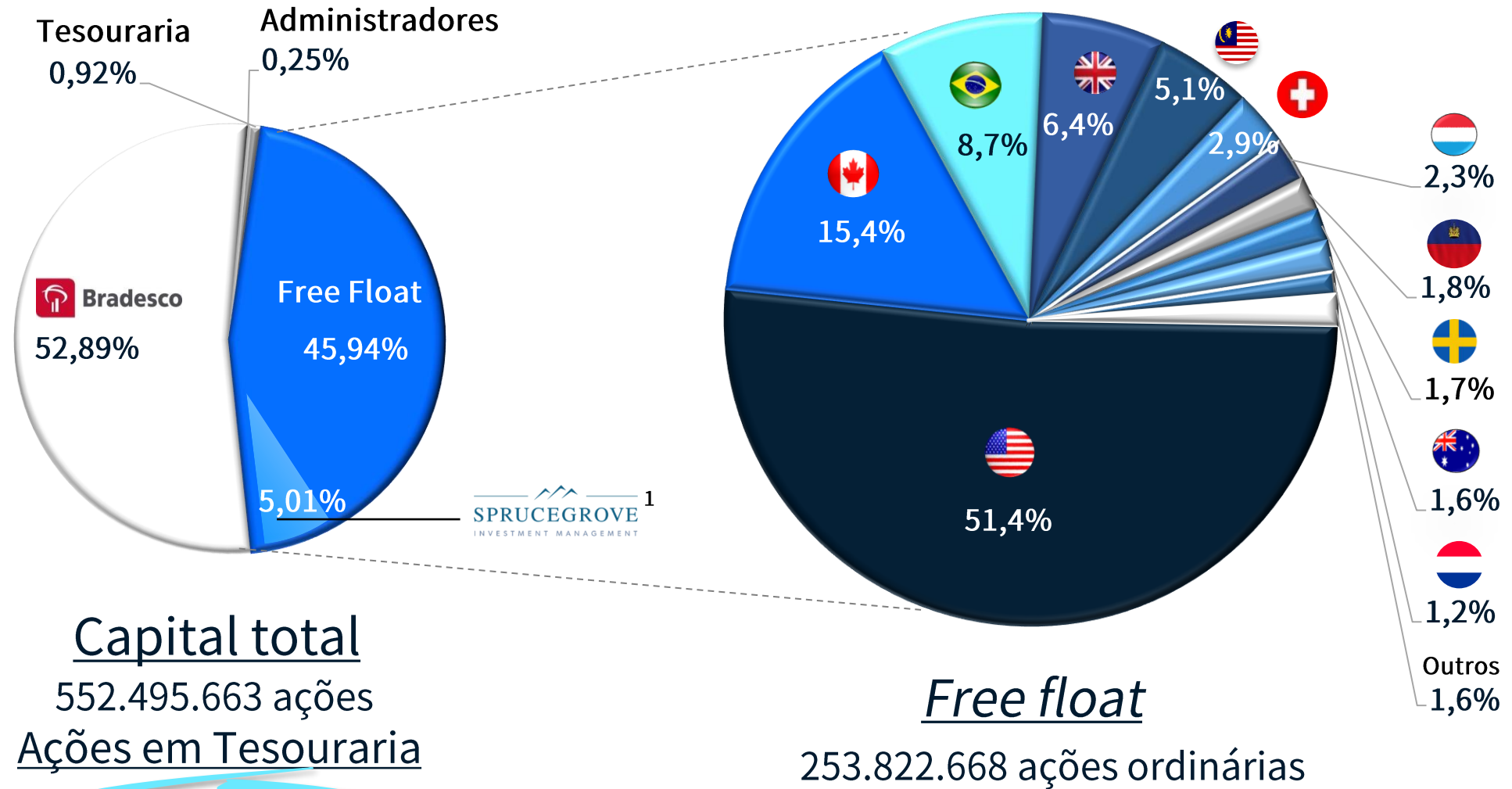
Ações em Tesouraria



Capital Total ex - Tesouraria

Estrutura acionária globalizada: investidores em mais de 30 países

Junho/24





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Webcast 2024

New growth cycle and value innovation



Disclaimer



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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.



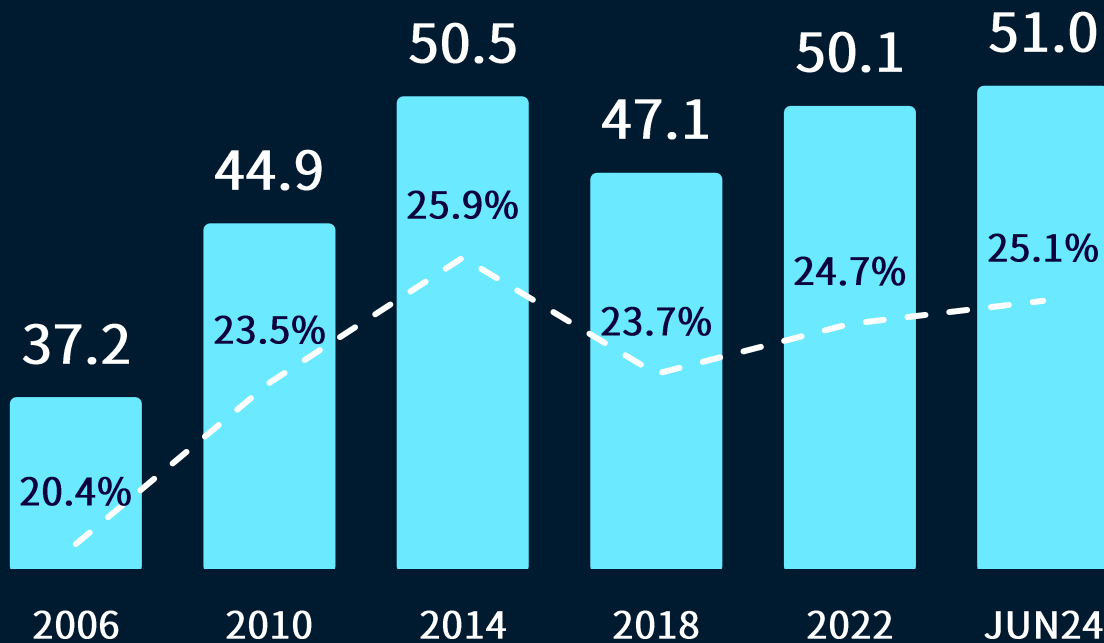
Medical and dental plans: different penetration profiles

Million members

— — % total brazilian population

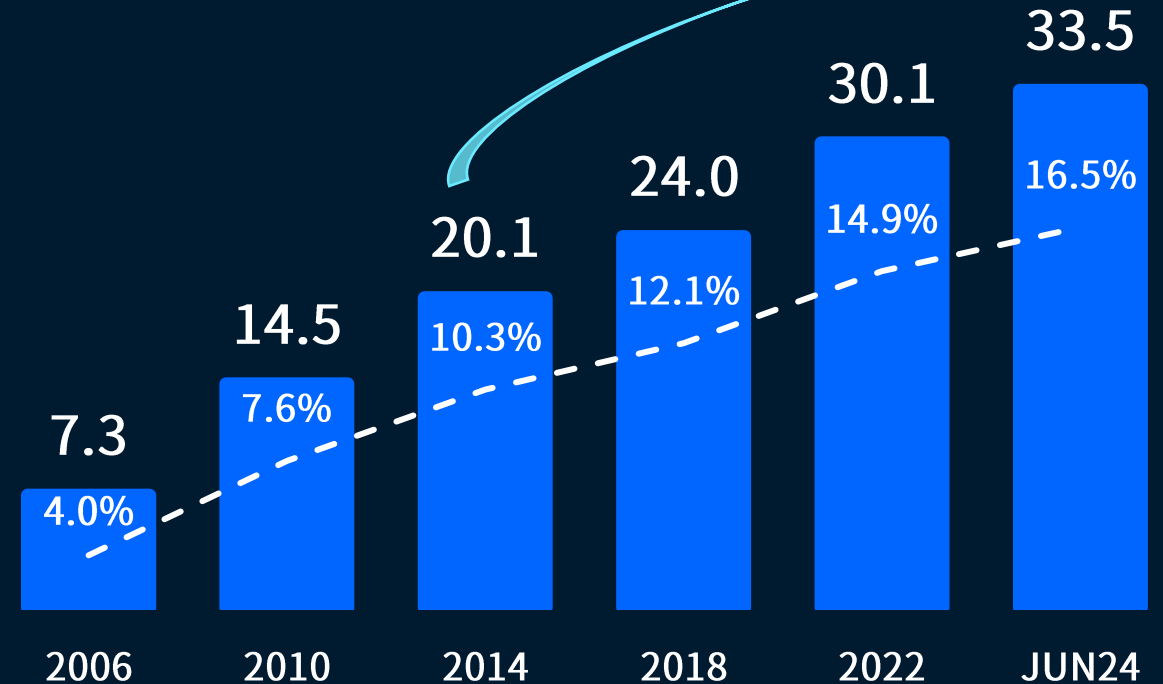
Medical plans

+499 thousand members



Dental plans: + 13 million members since 2014

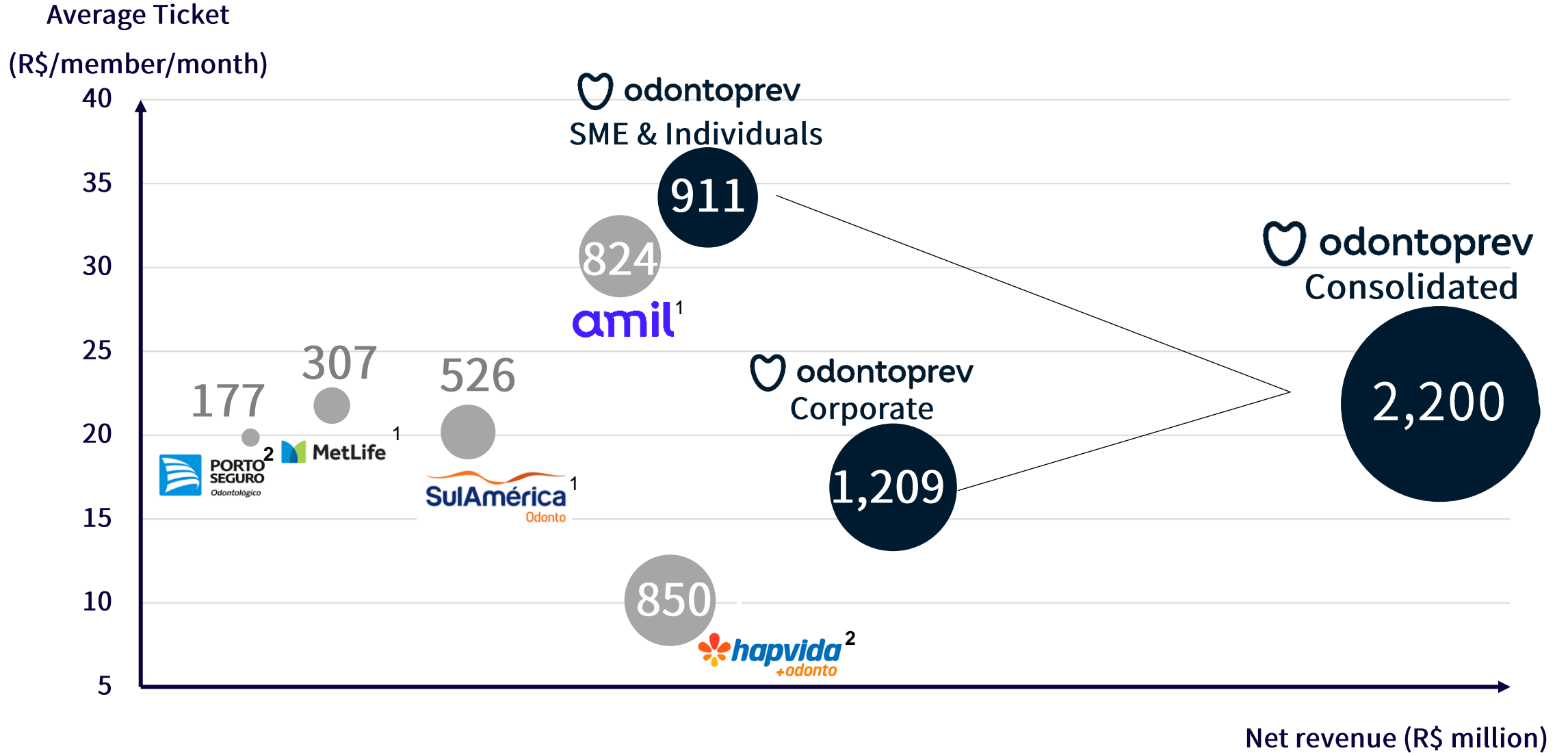
+13,402 thousand members





Dental plans: net revenue and average ticket profile

R\$ million – JUL23-JUN24



Source: Odontoprev and ¹ANS APR23-MAR24

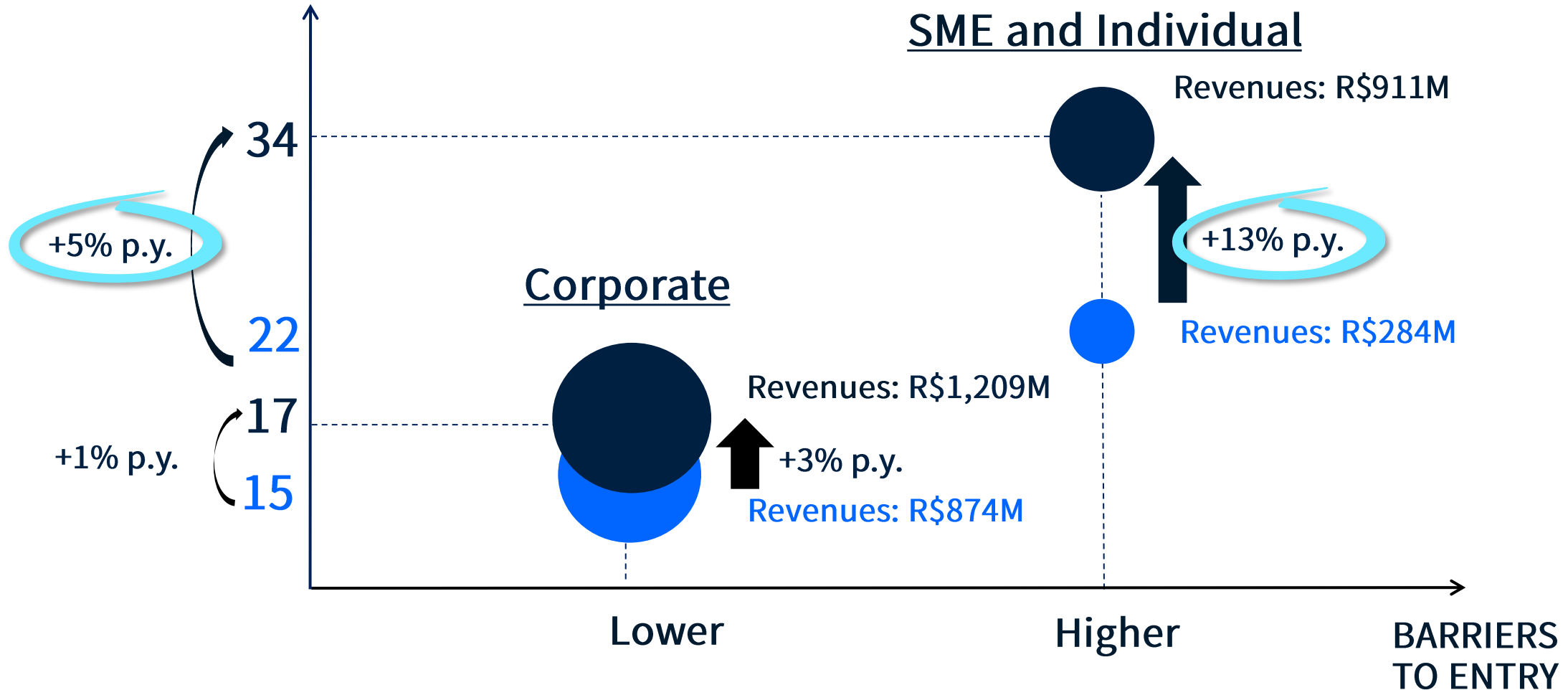
²Earnings Release 1Q24;

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



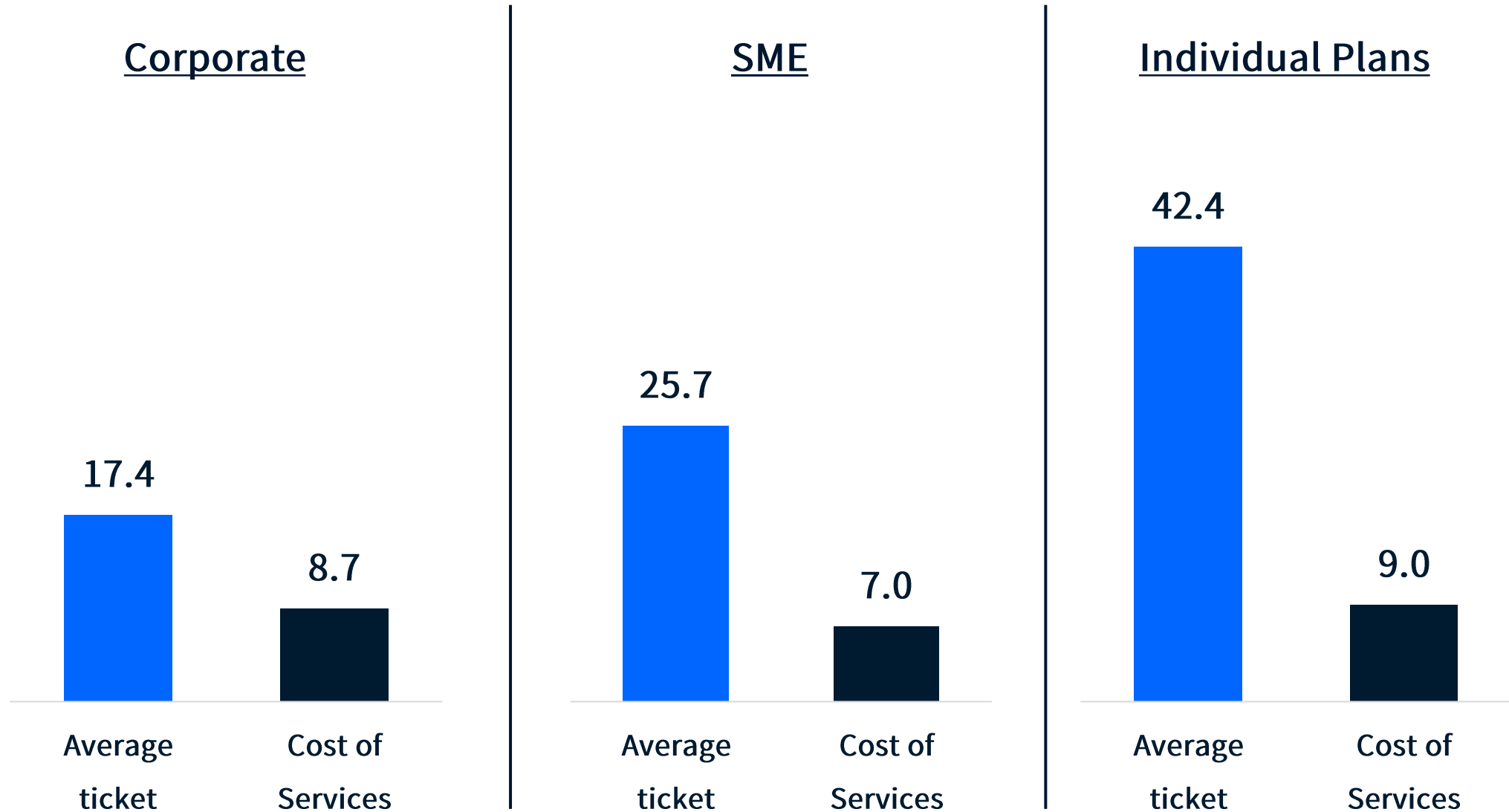
● 2014 ● JUL23-JUN24

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



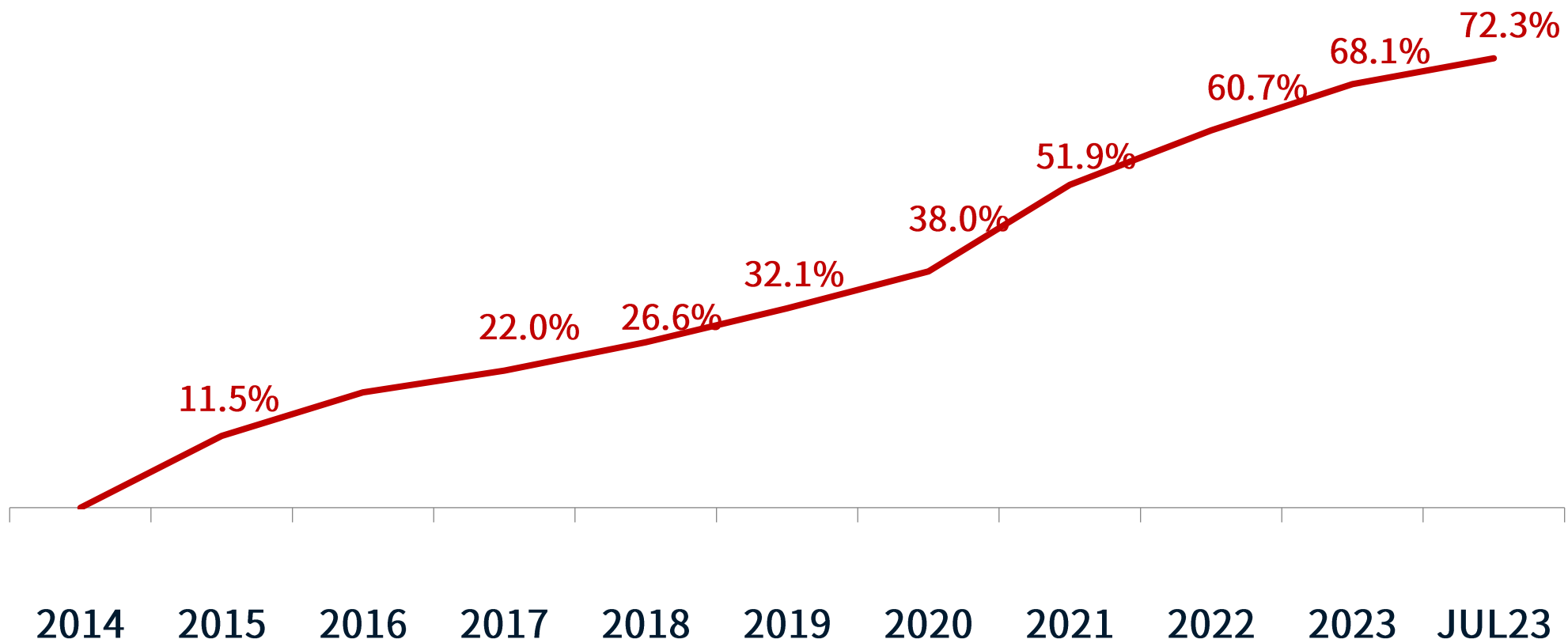
¹ Excludes the free choice plans provisions / reversal

IPCA¹, accumulated since 2014

%



— IPCA



¹Domestic inflation

JUN24

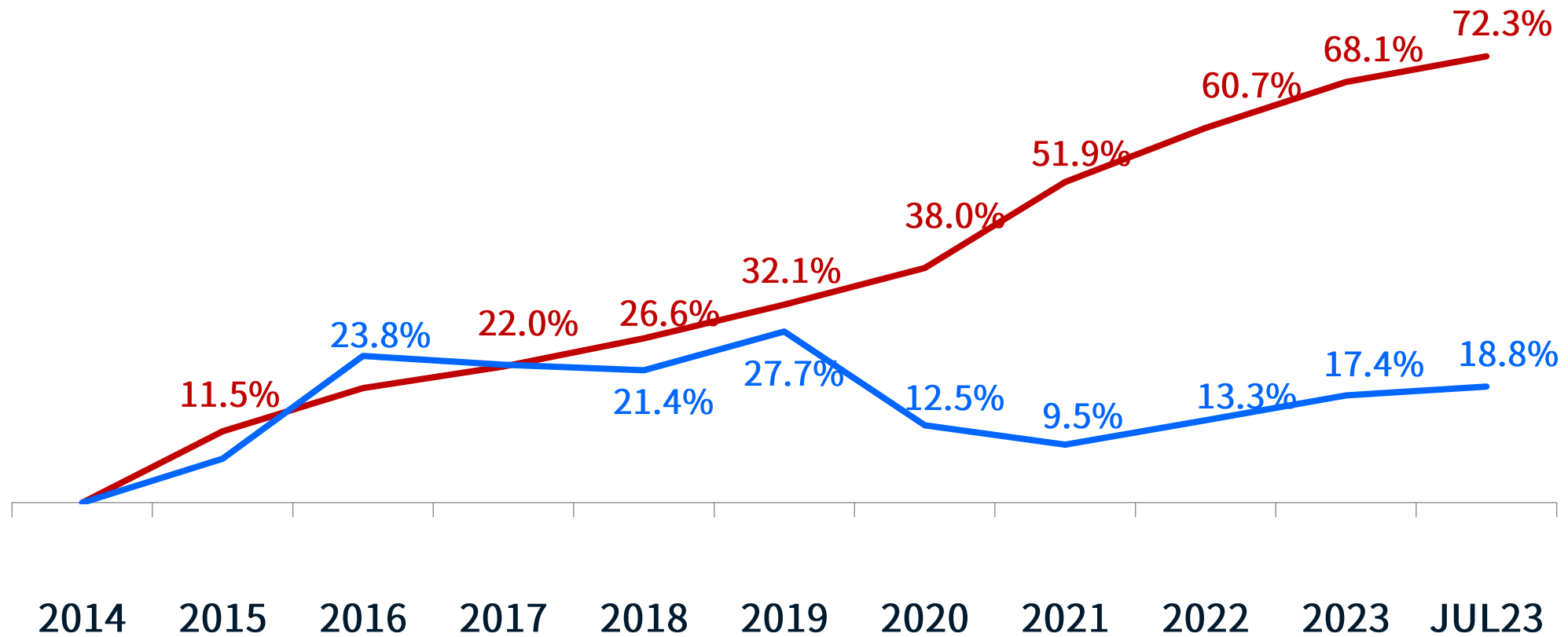


IPCA¹ x Internal inflation, accumulated since 2014

%

— IPCA

— Cost of services per member per month



¹Domestic inflation

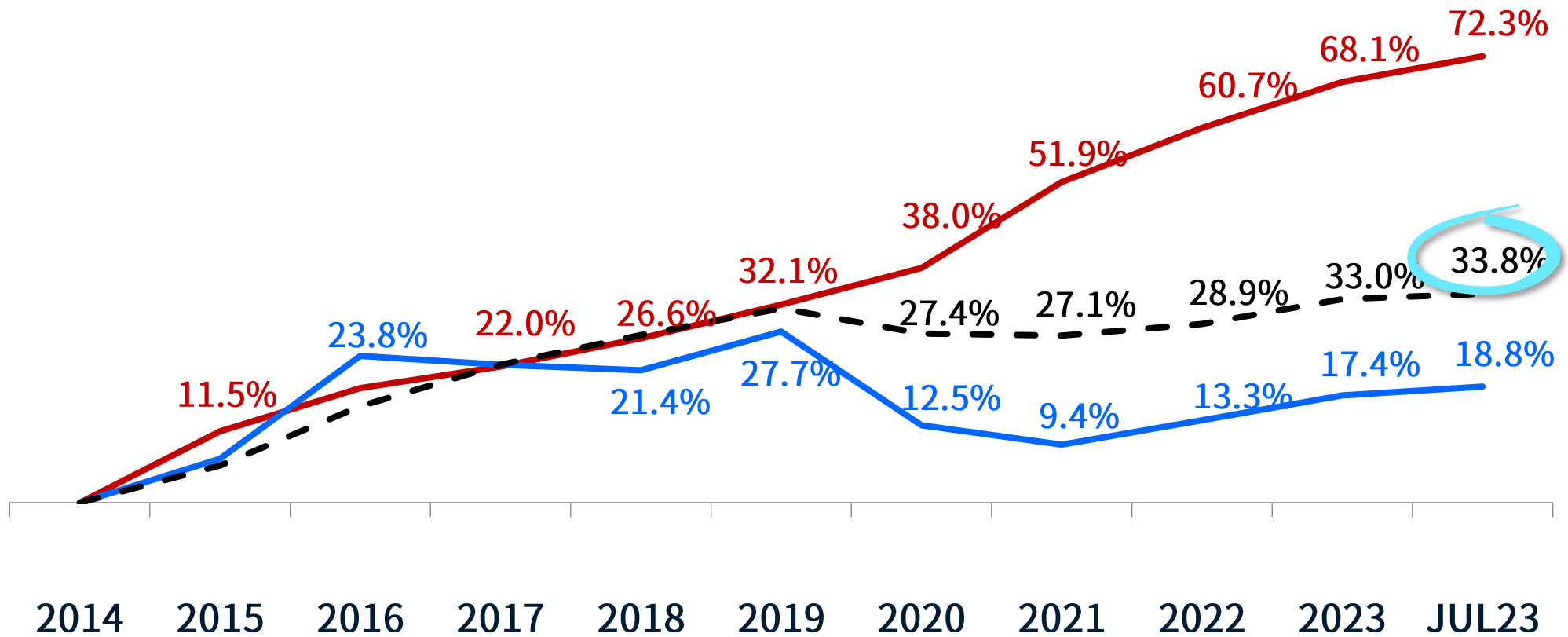
JUN24



IPCA¹ x Internal inflation x Average Ticket, accumulated since 2014

%

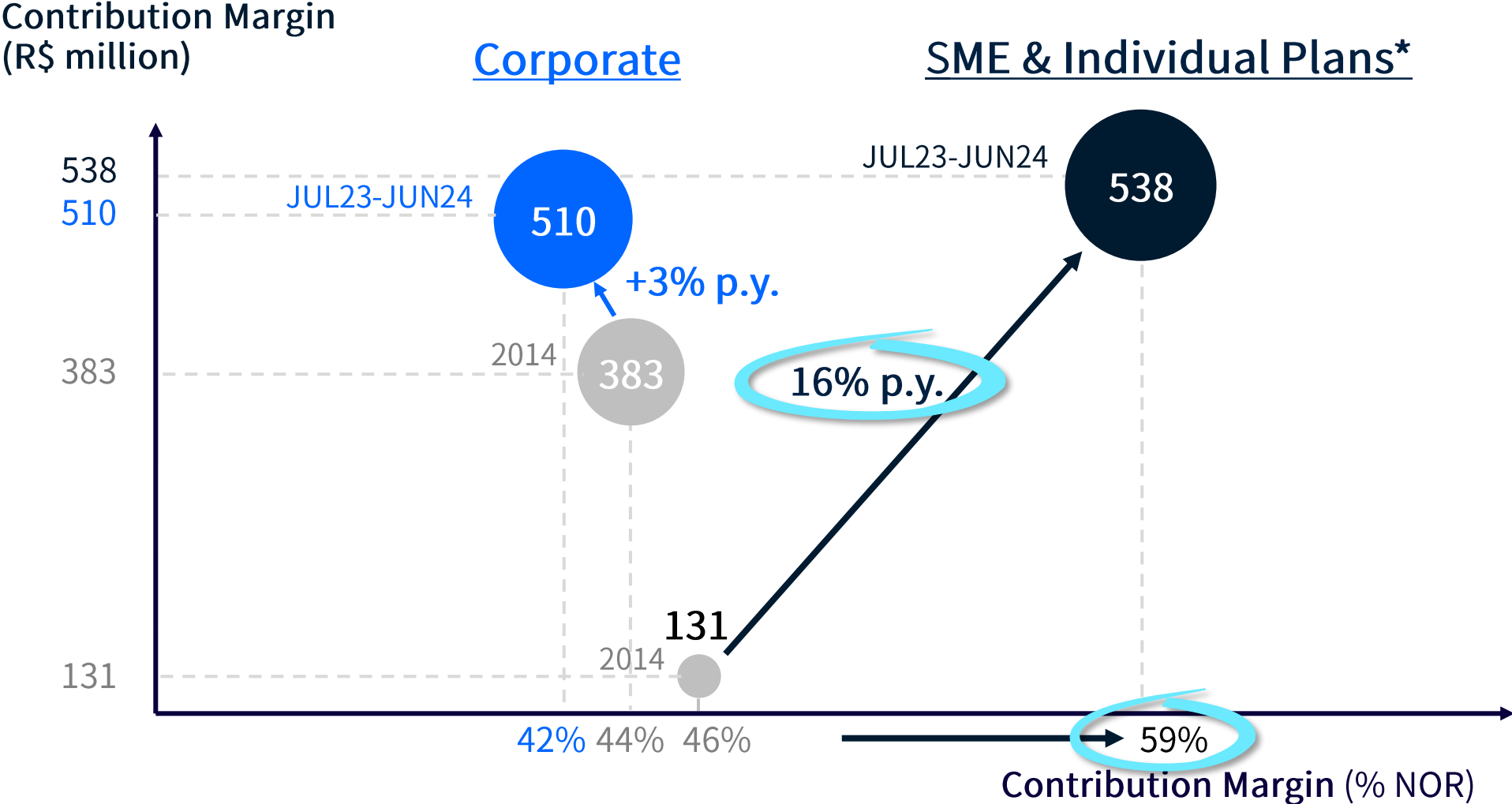
— IPCA — Cost of services per member per month - - Average Ticket



¹Domestic 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

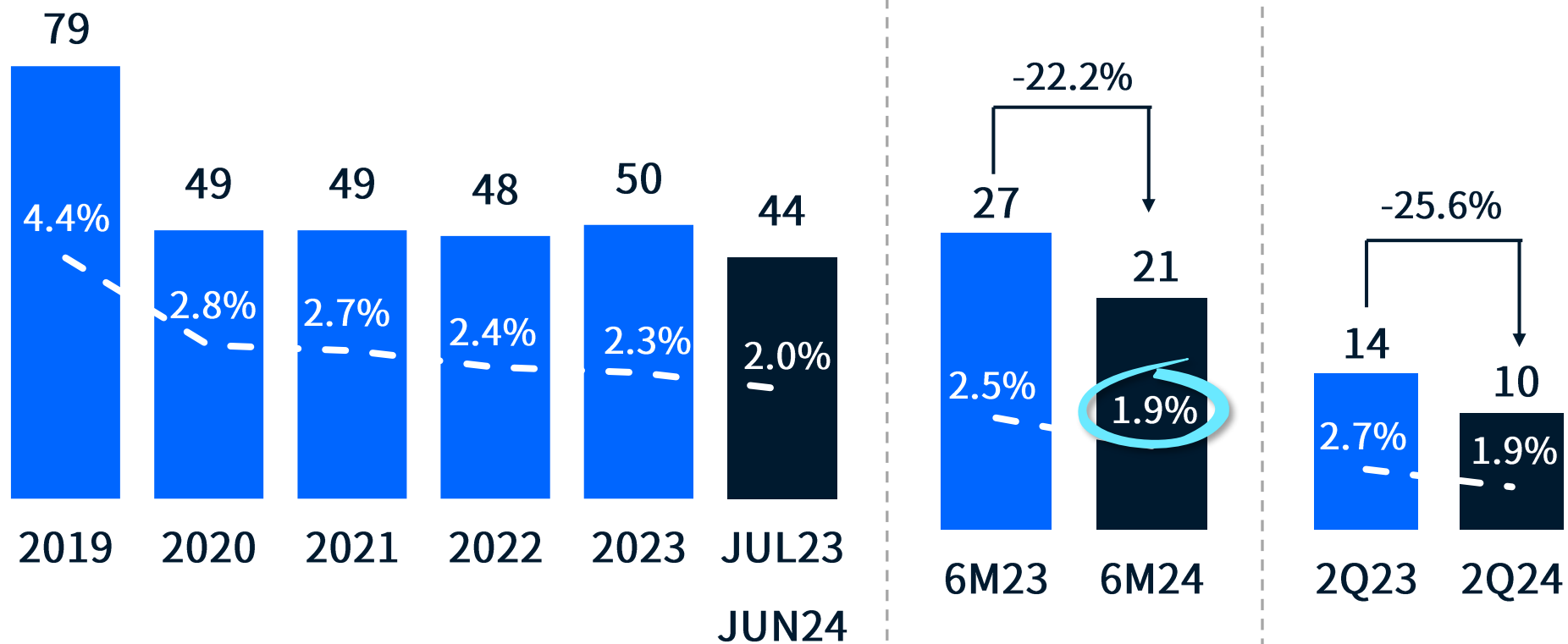


- The share of non-corporate plans in the Company's total contribution margin has more than doubled in the last 10 years, from 25% in 2014 to 51% today

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

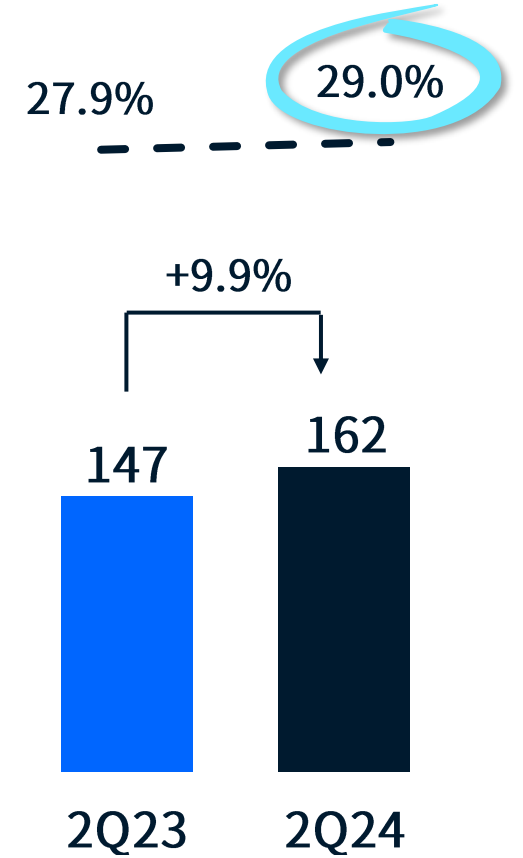
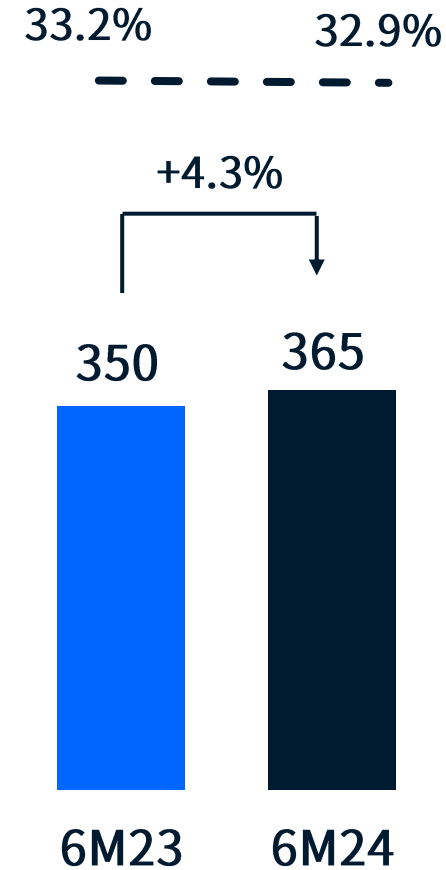
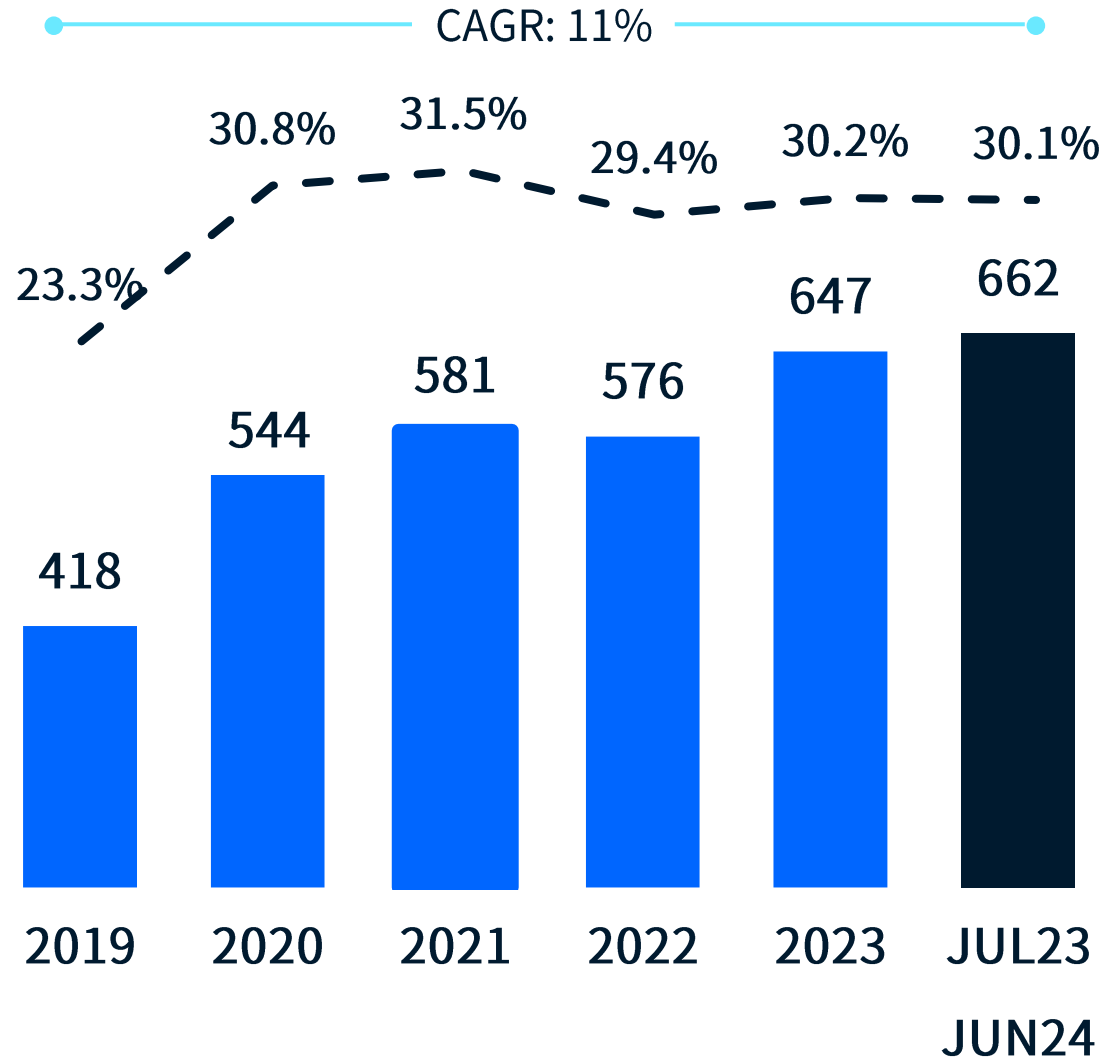
Allowance for doubtful receivables

R\$ million and % NOR



Adjusted EBITDA

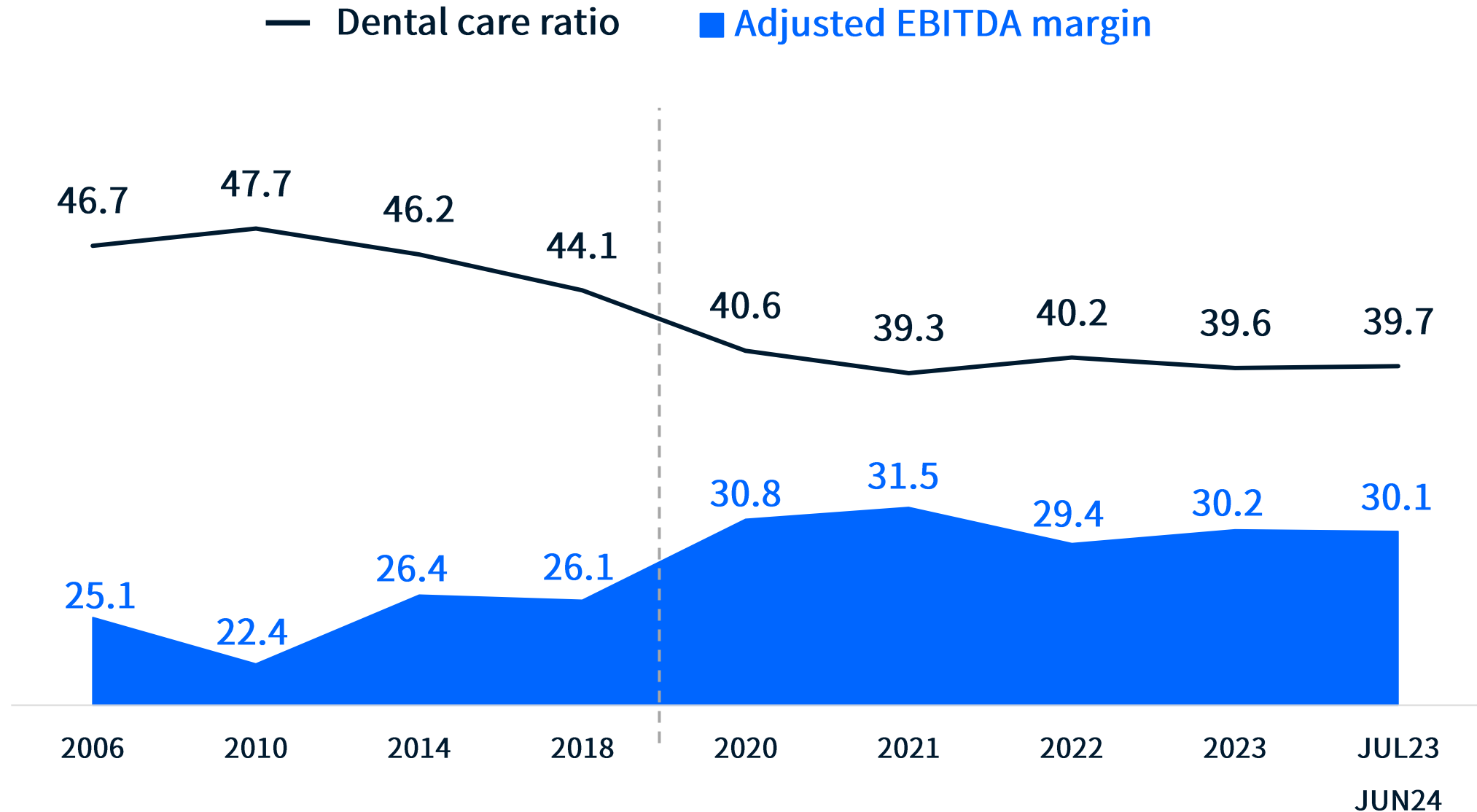
R\$ million and % NOR



Dental care ratio and Adjusted EBITDA margin since the 2006 IPO

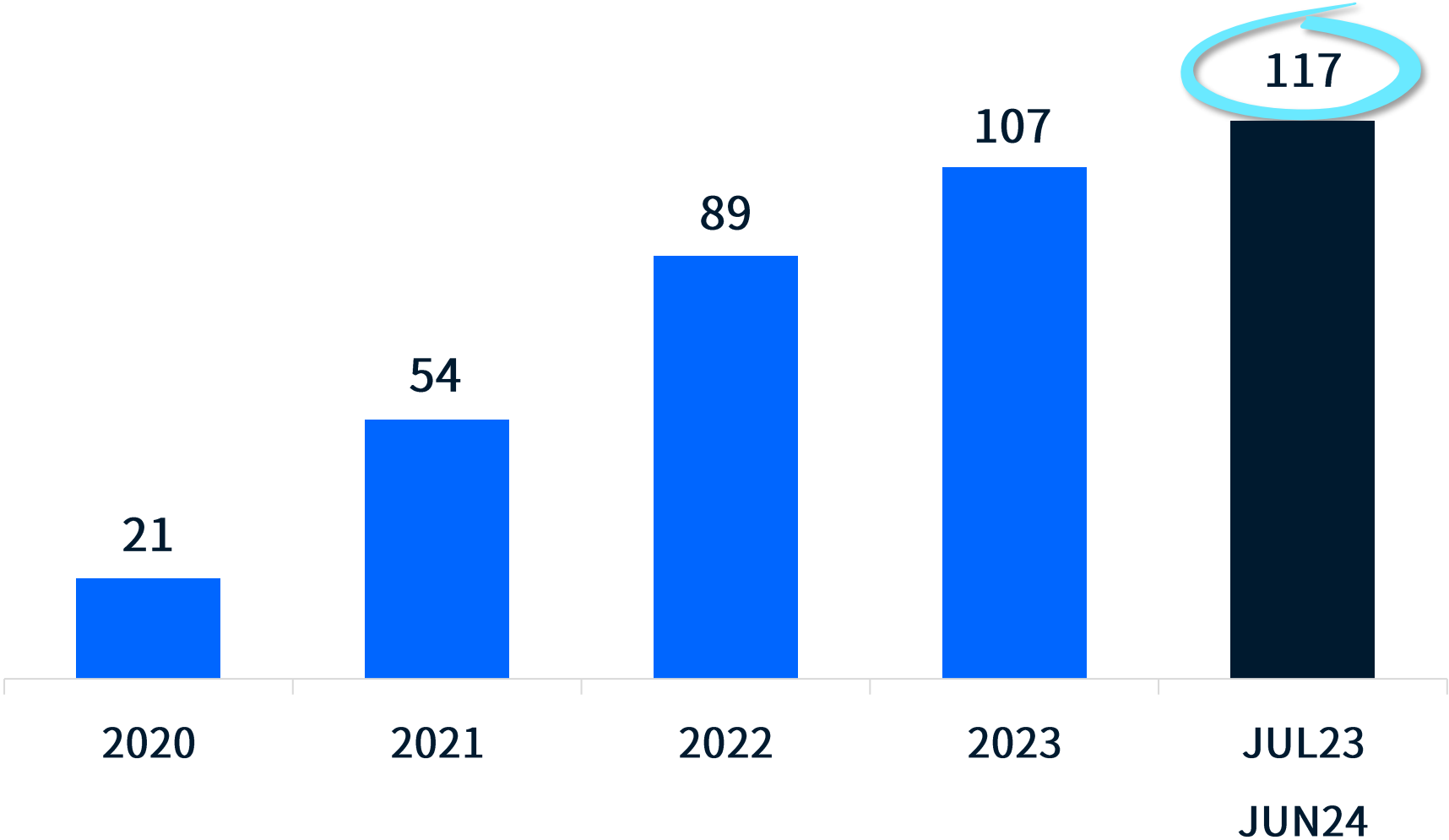


% NOR



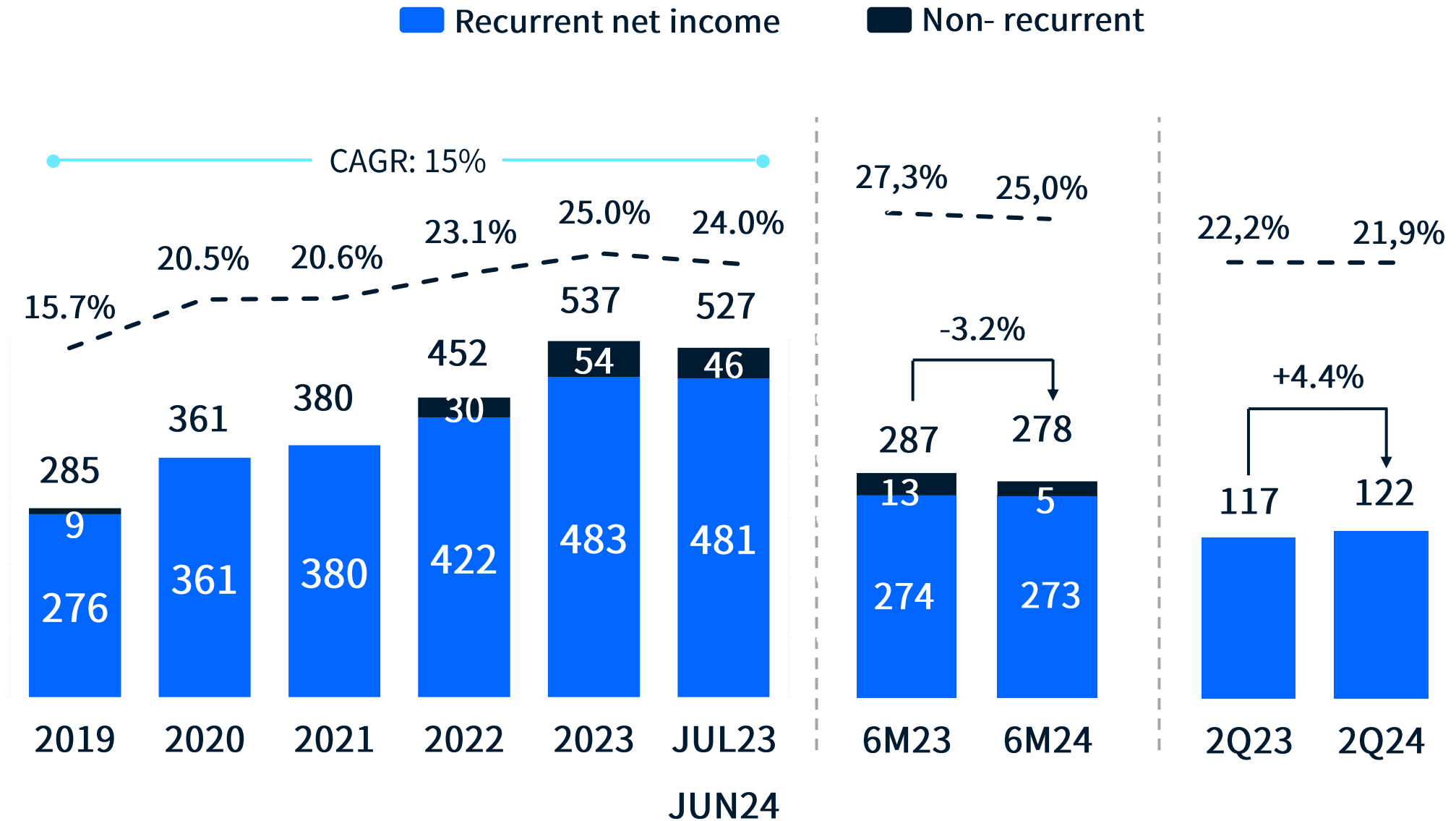
Financial revenue recent evolution

R\$ million



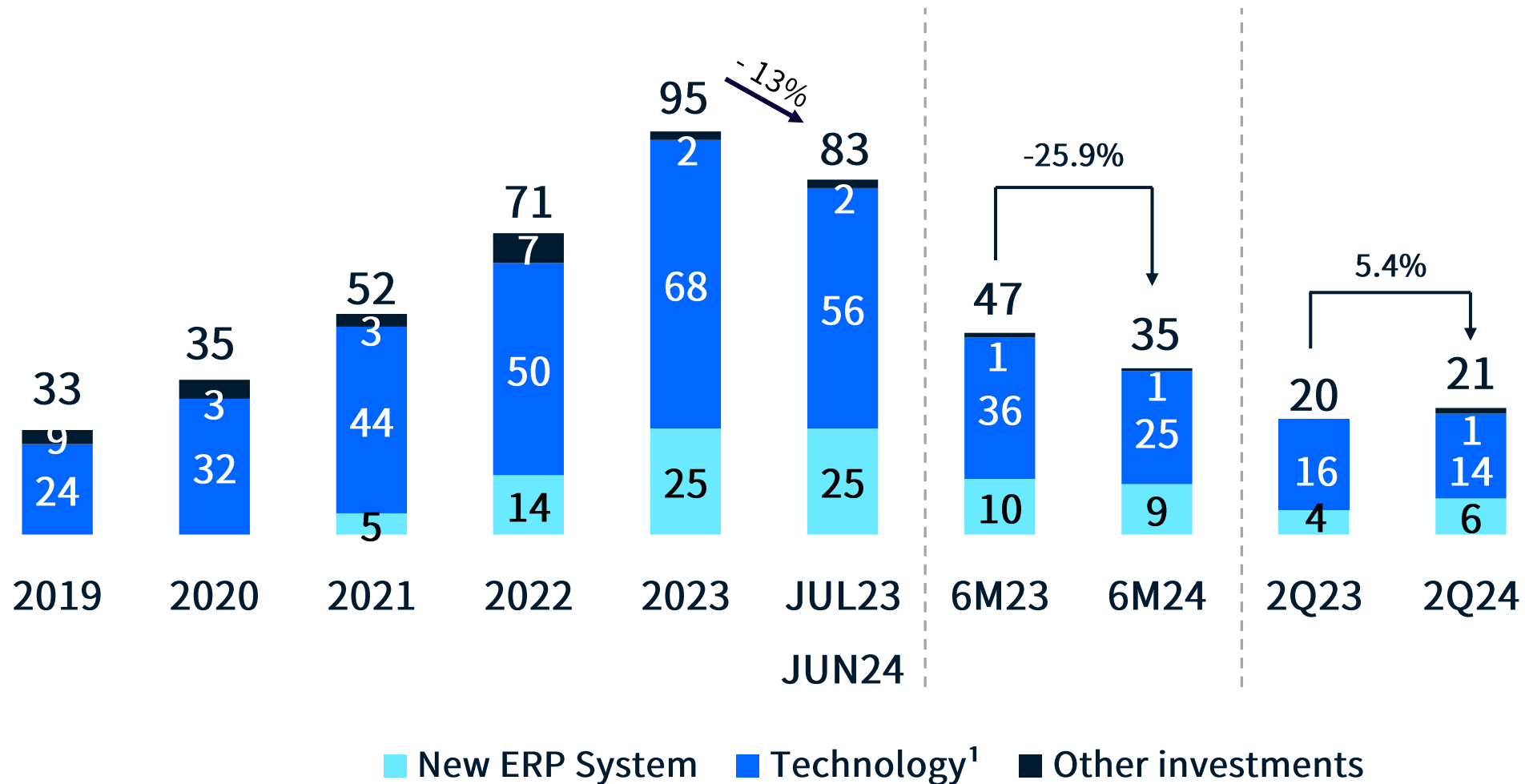
Net Income and Net margin

R\$ million and % NOR



CAPEX: Technology represents the bulk of investments

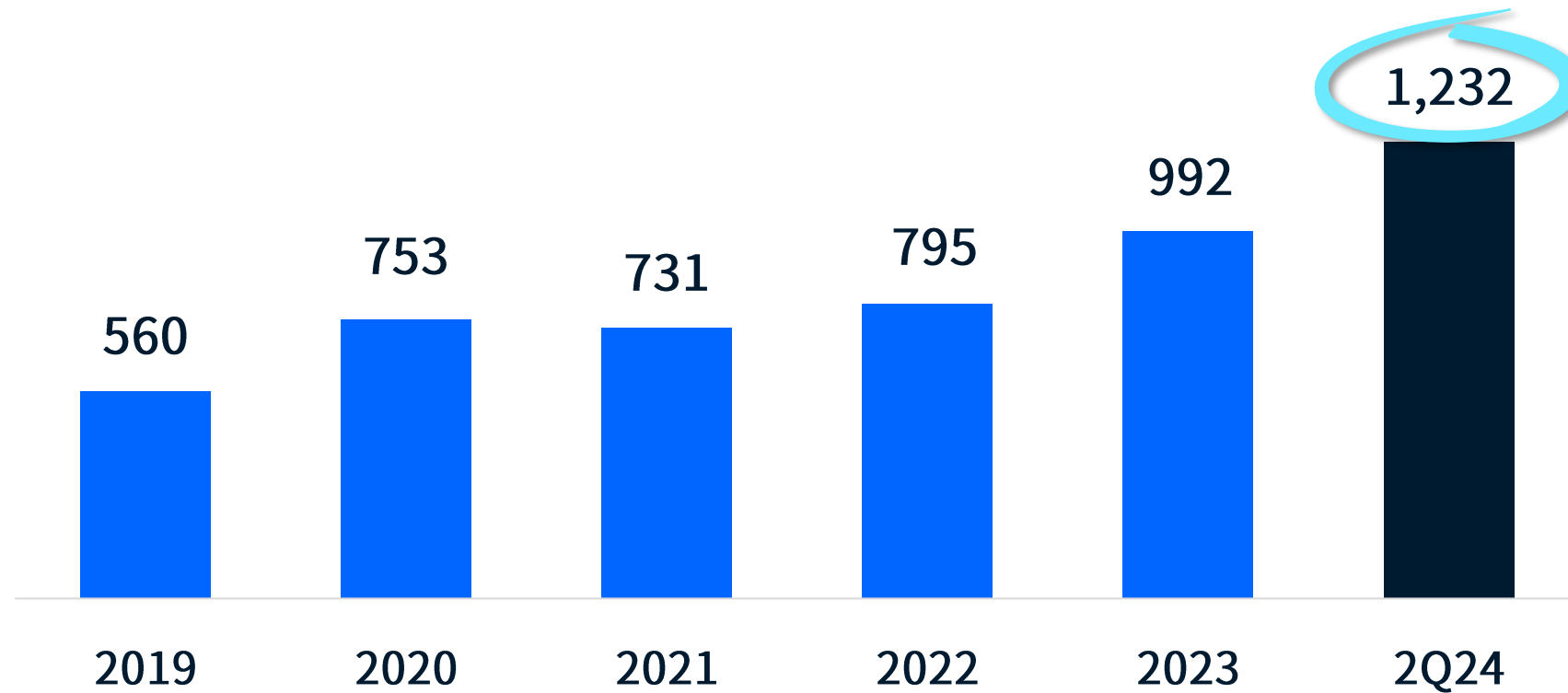
R\$ million



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

Net Cash position (zero debt)

R\$ million

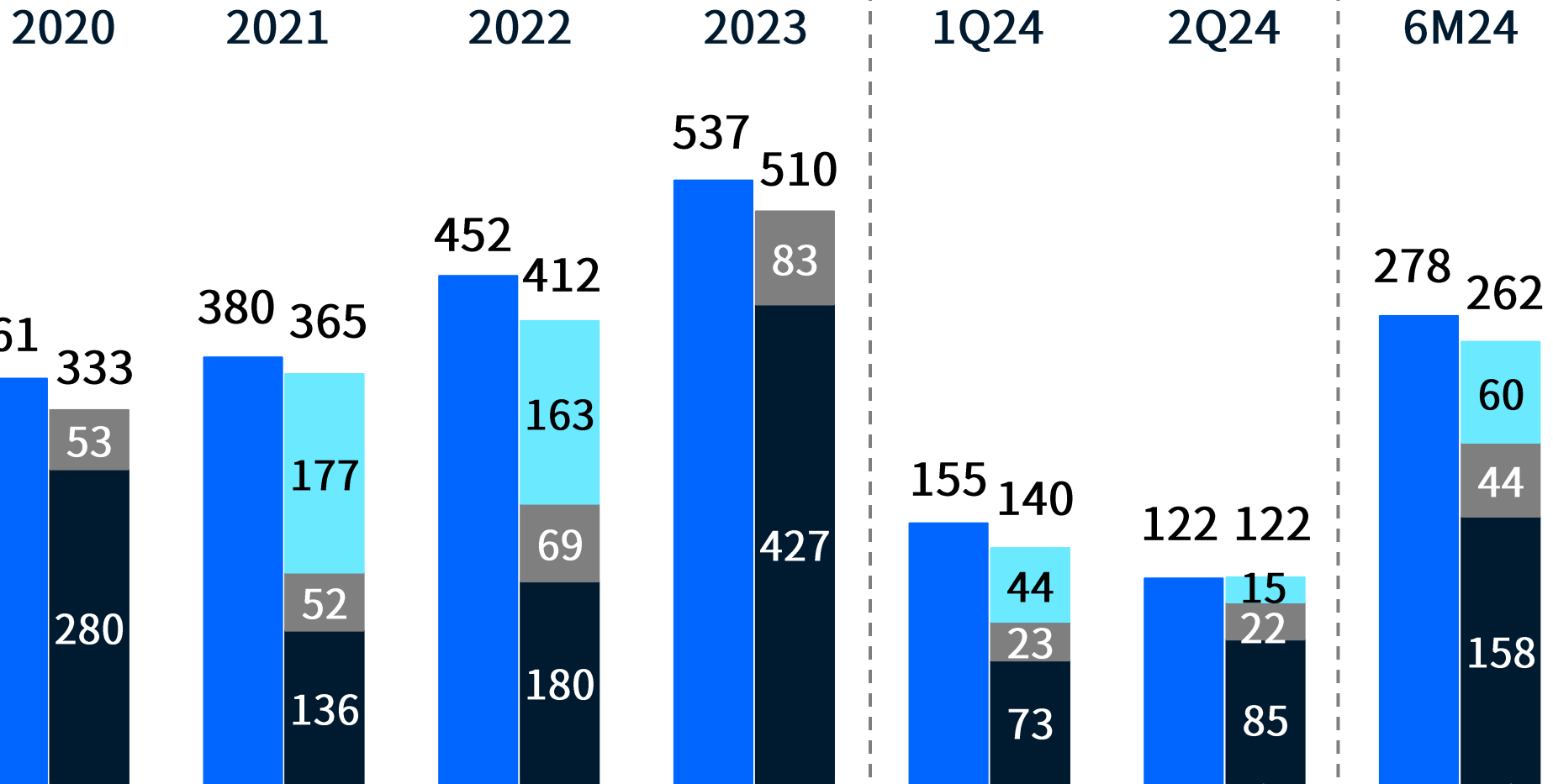


Total shareholder remuneration of R\$122 million in 2Q24, 100% payout



R\$ million

■ Net Income
 ■ Dividends
 ■ IOC
 ■ Share Buyback



Payout %: 92%

96%

91%

95%

90%

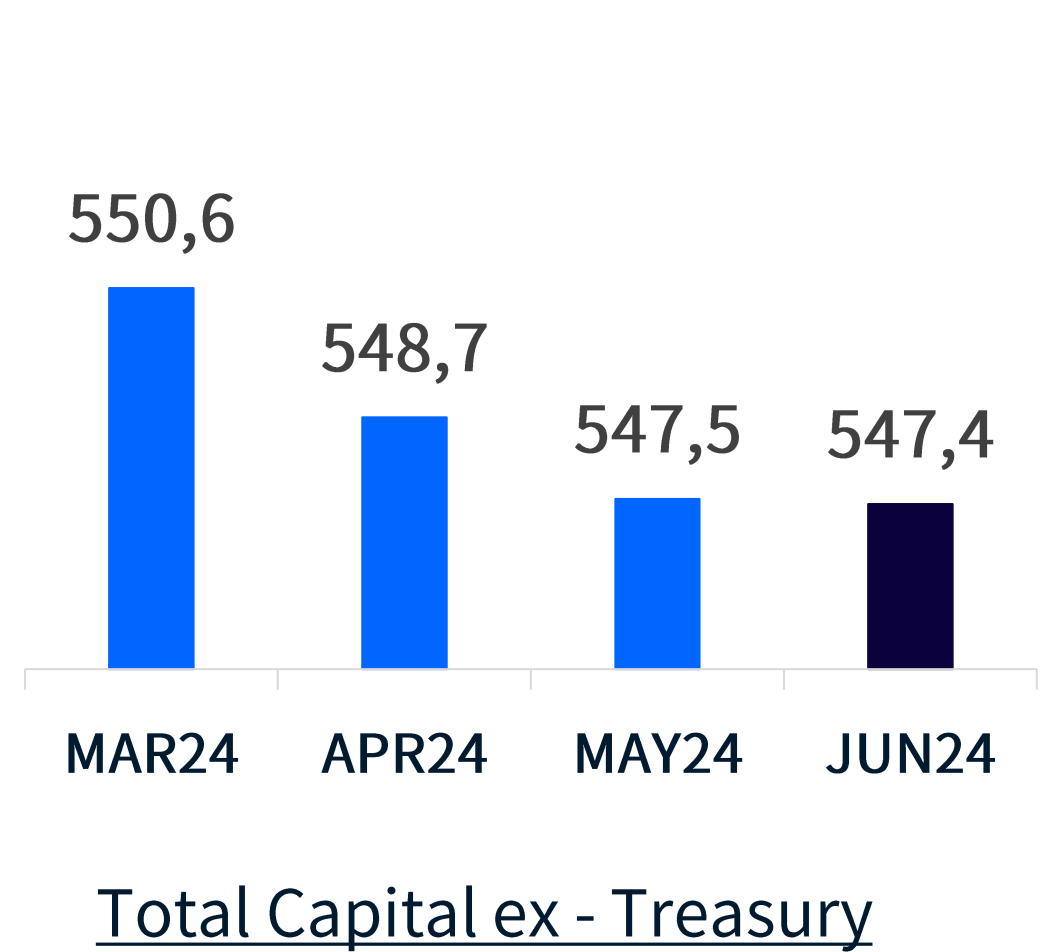
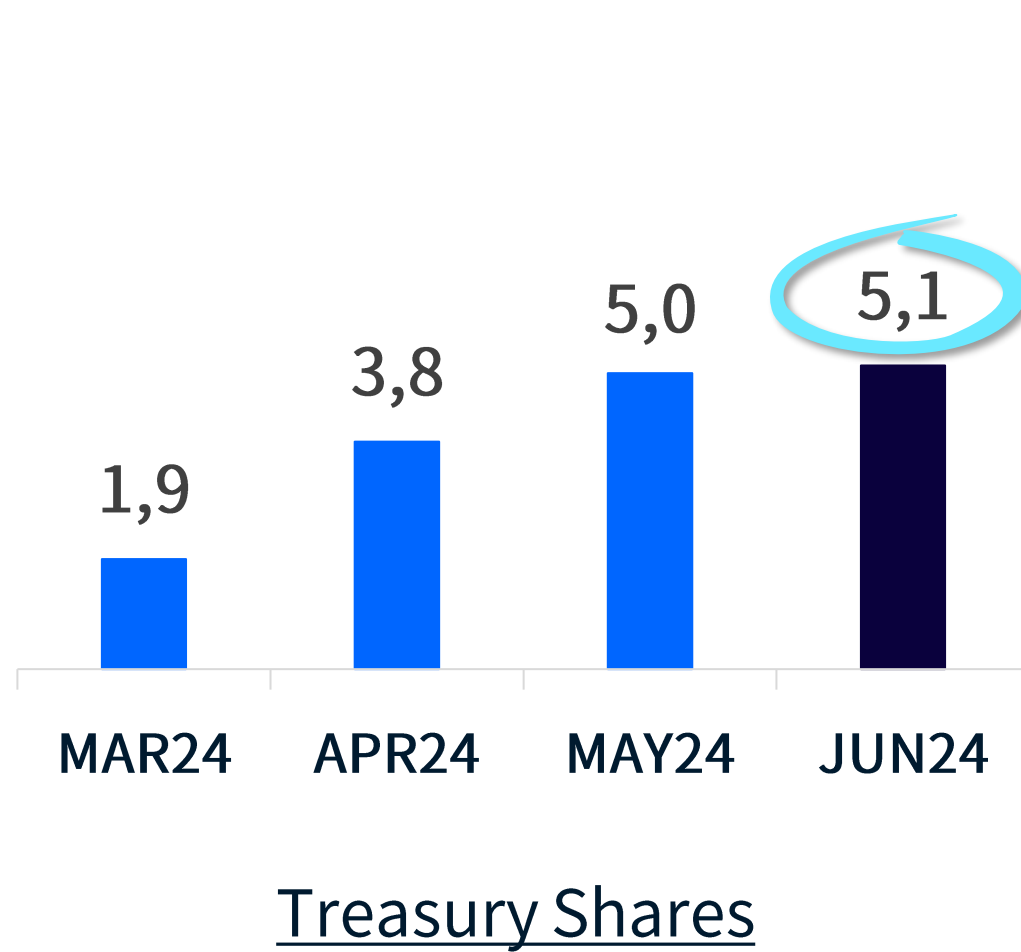
100%

95%



Treasury shares reach 5 million

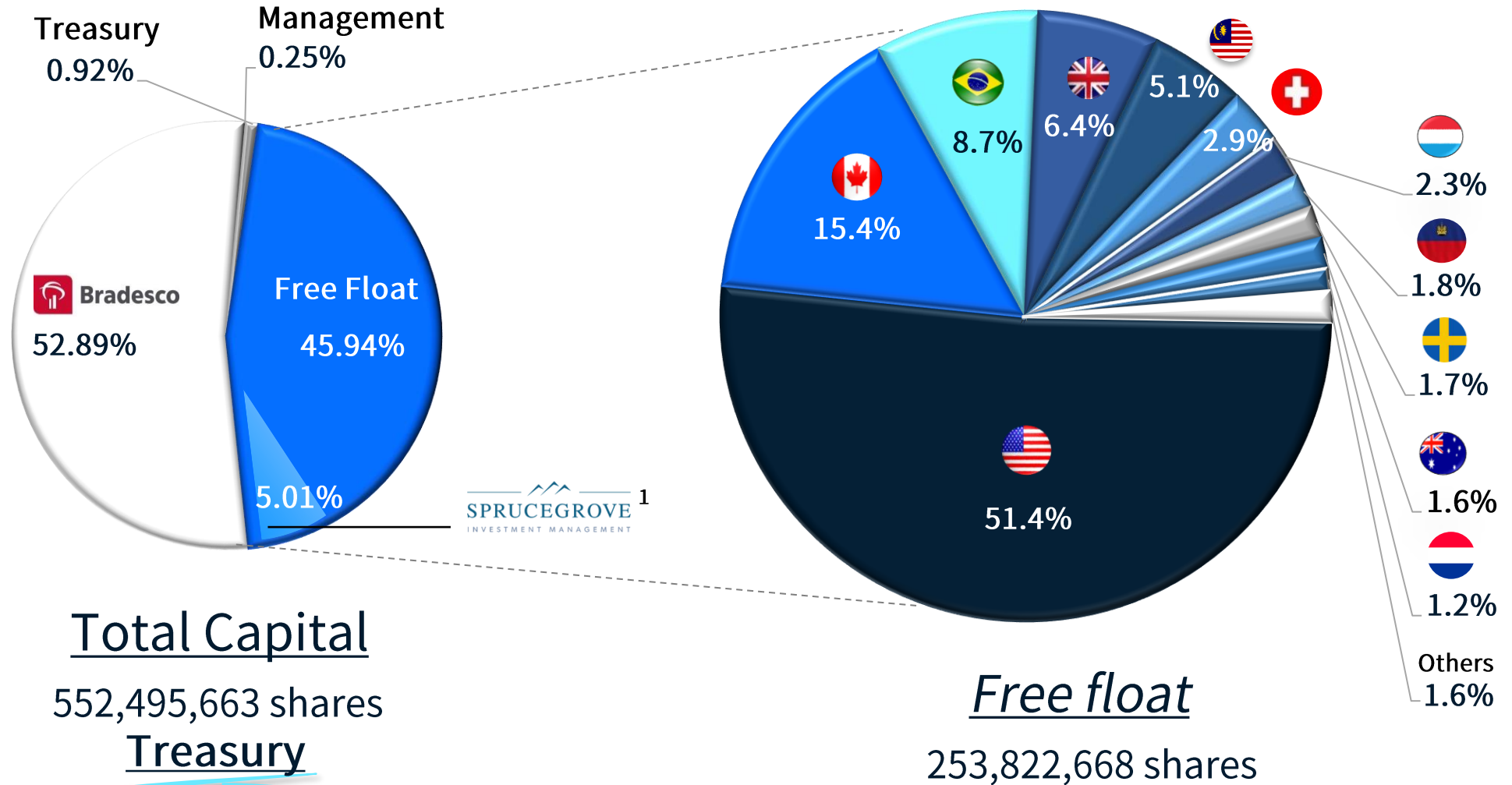
Million shares



Global shareholder structure: investors from more than 30 countries



JUN/24



SPRUCEGROVE¹
INVESTMENT MANAGEMENT

