



# odontoprev

## Webcast

### 2T25

Liderança e Inovação, com foco em geração de valor

# Aviso importante



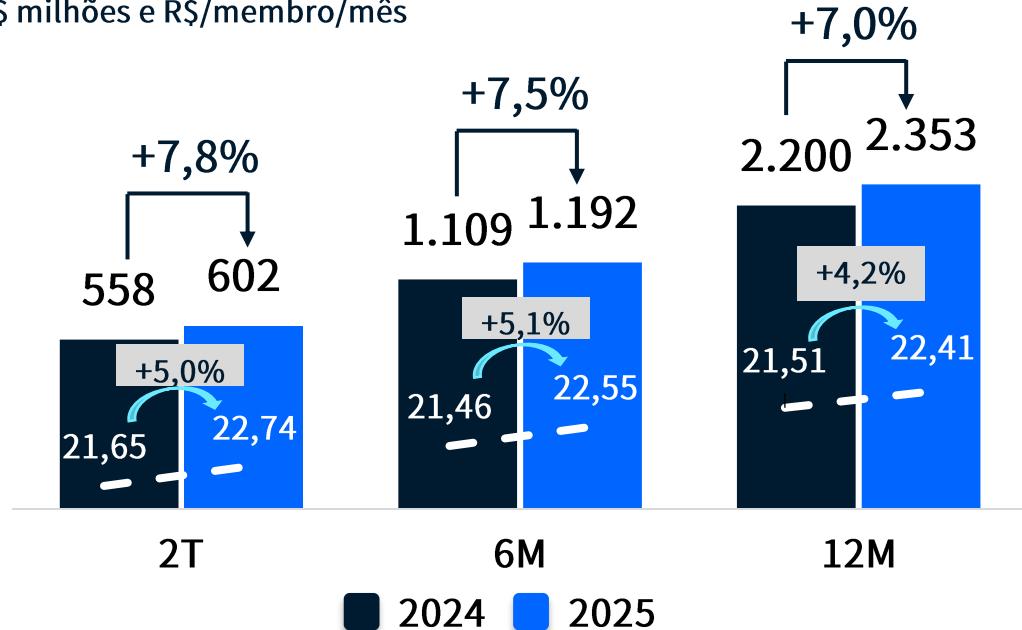
Este material foi preparado pela Odontoprev S.A. (“Odontoprev” ou “Companhia”) e pode incluir declarações que representem expectativas sobre eventos ou resultados futuros. Essas declarações estão baseadas em certas suposições e análises feitas pela Companhia de acordo com a sua experiência e o ambiente 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.

## Receita líquida e Tíquete médio

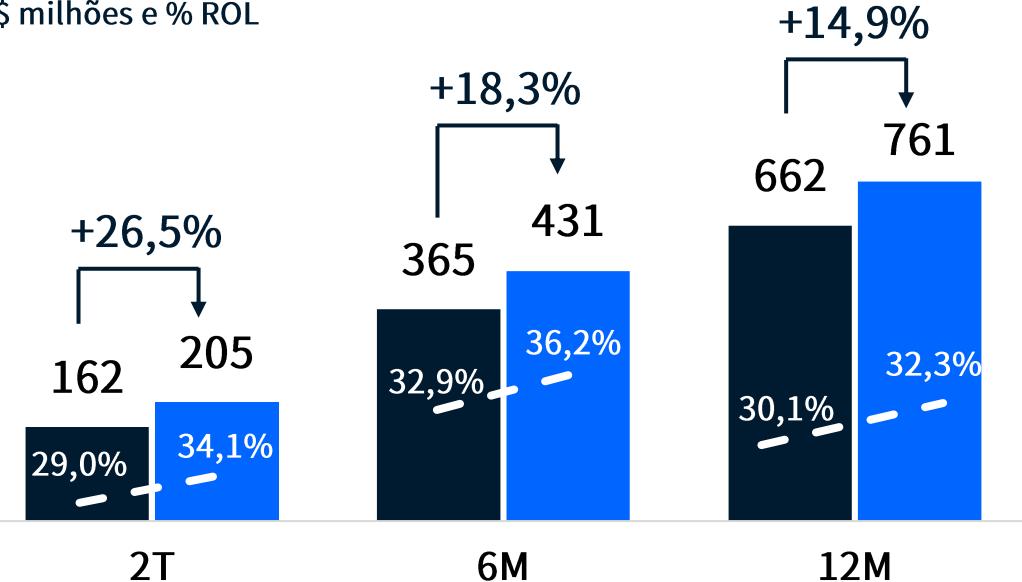
R\$ milhões e R\$/membro/mês



■ 2024 ■ 2025

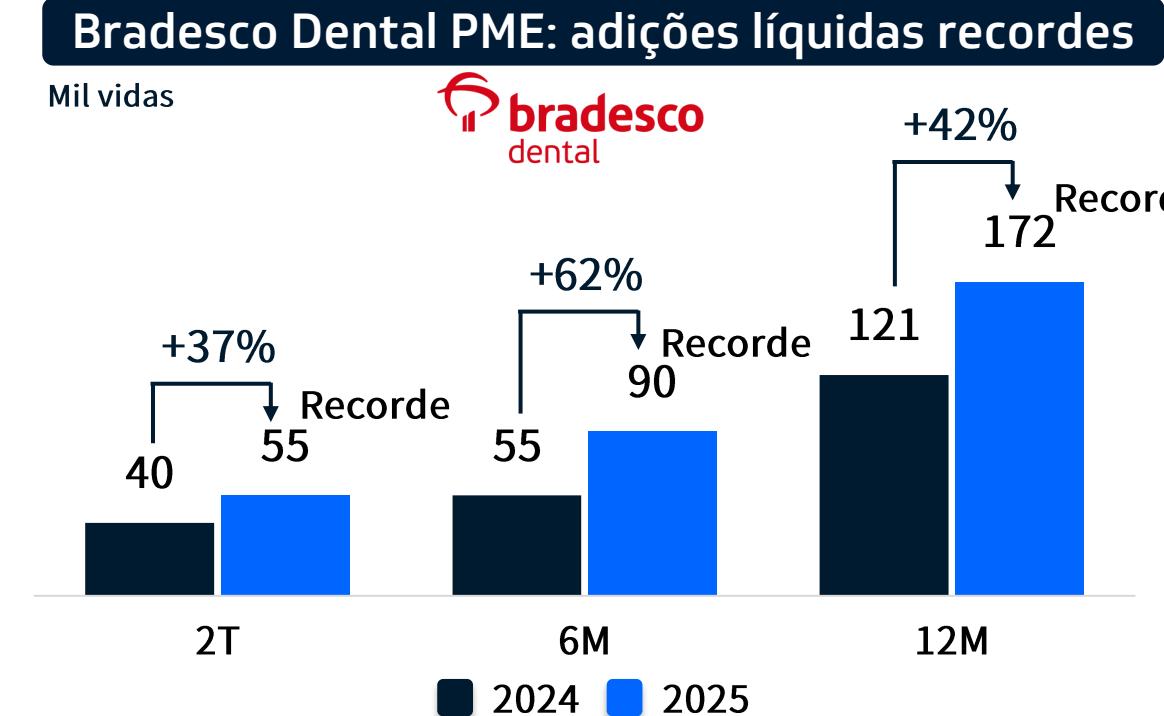
## EBITDA Ajustado e Margem EBITDA

R\$ milhões e % ROL



## Bradesco Dental PME: adições líquidas recordes

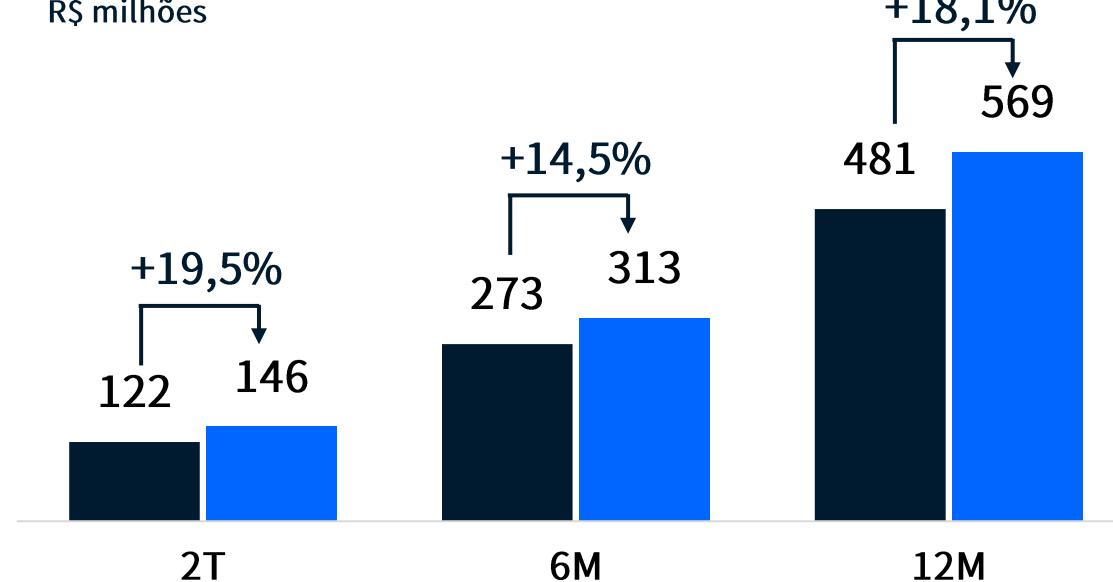
Mil vidas



■ 2024 ■ 2025

## Lucro líquido recorrente

R\$ milhões



# Planos de saúde e planos odontológicos: diferentes perfis de penetração

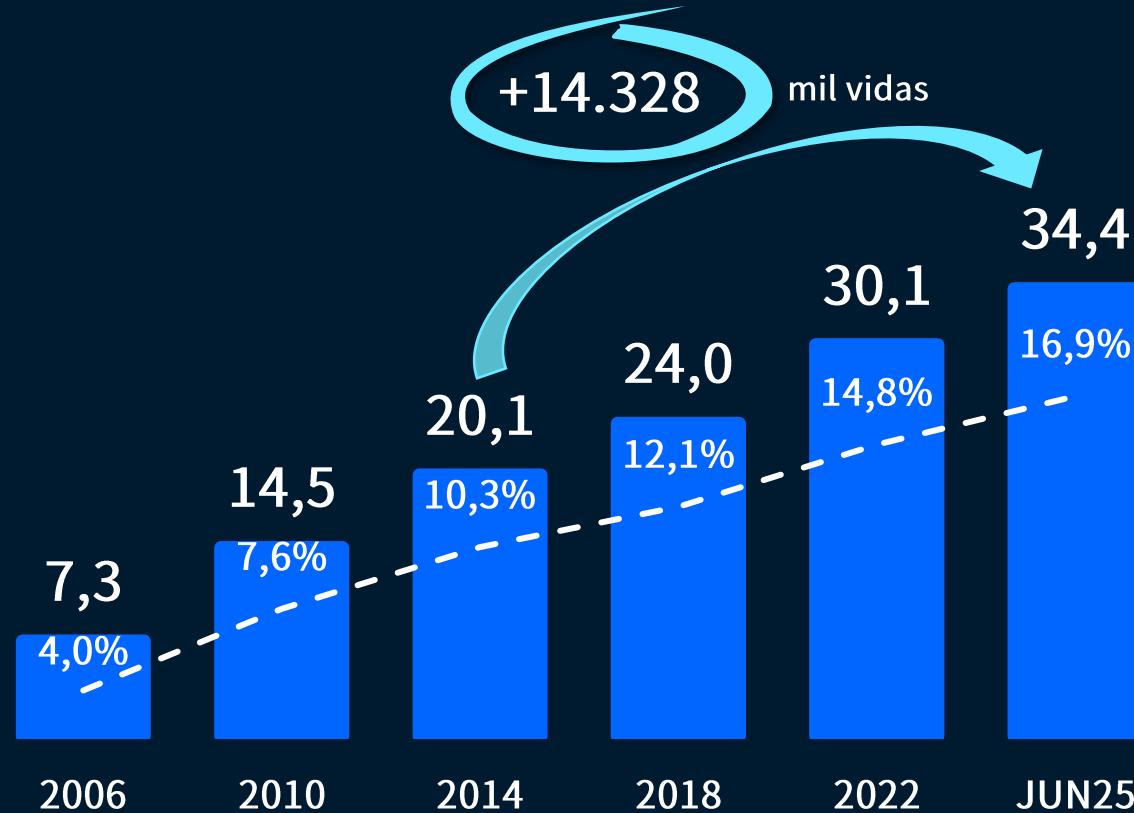


Milhões de vidas

## Planos de saúde

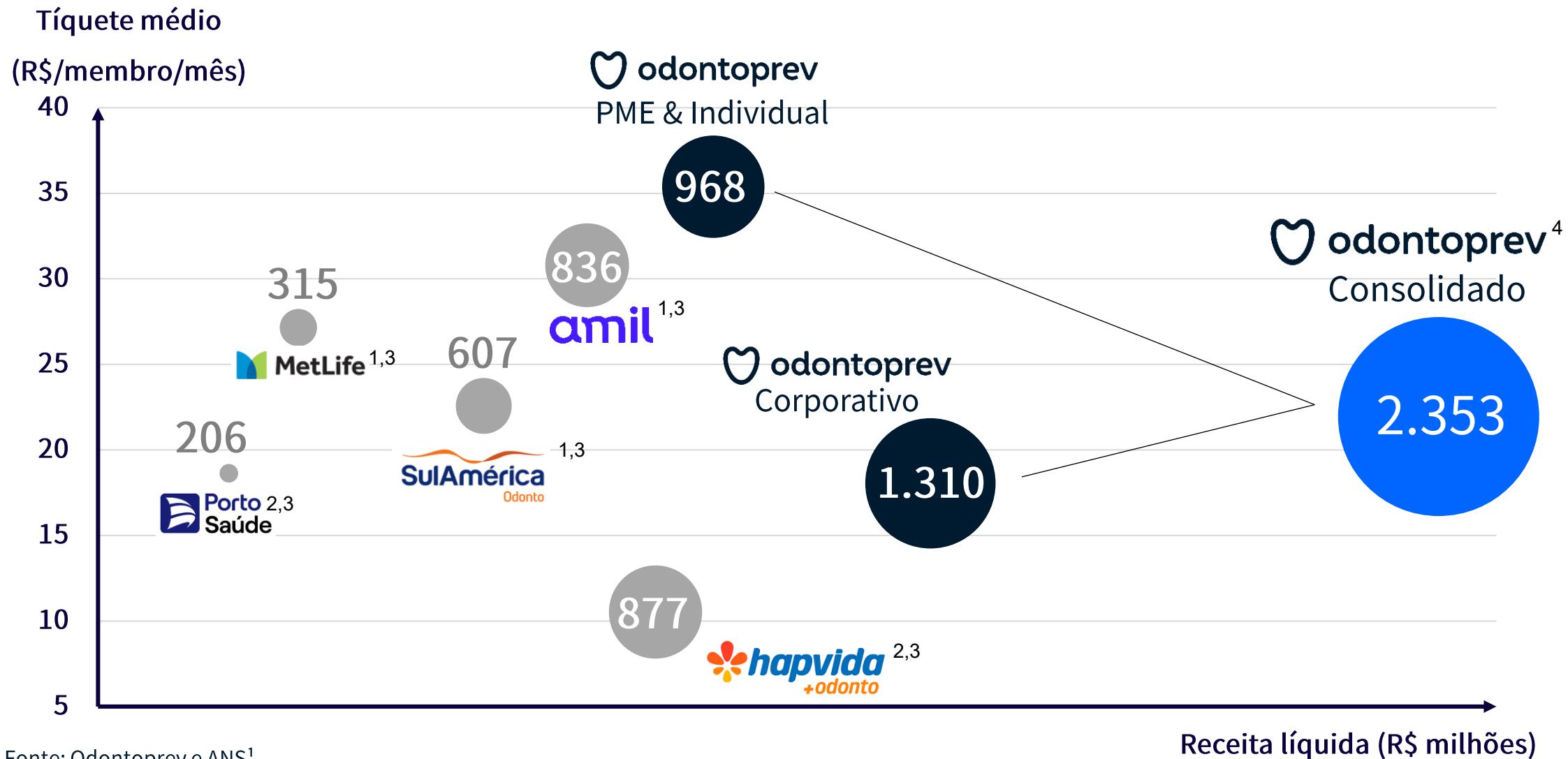


## Odontológicos: +14 milhões de vidas desde 2014



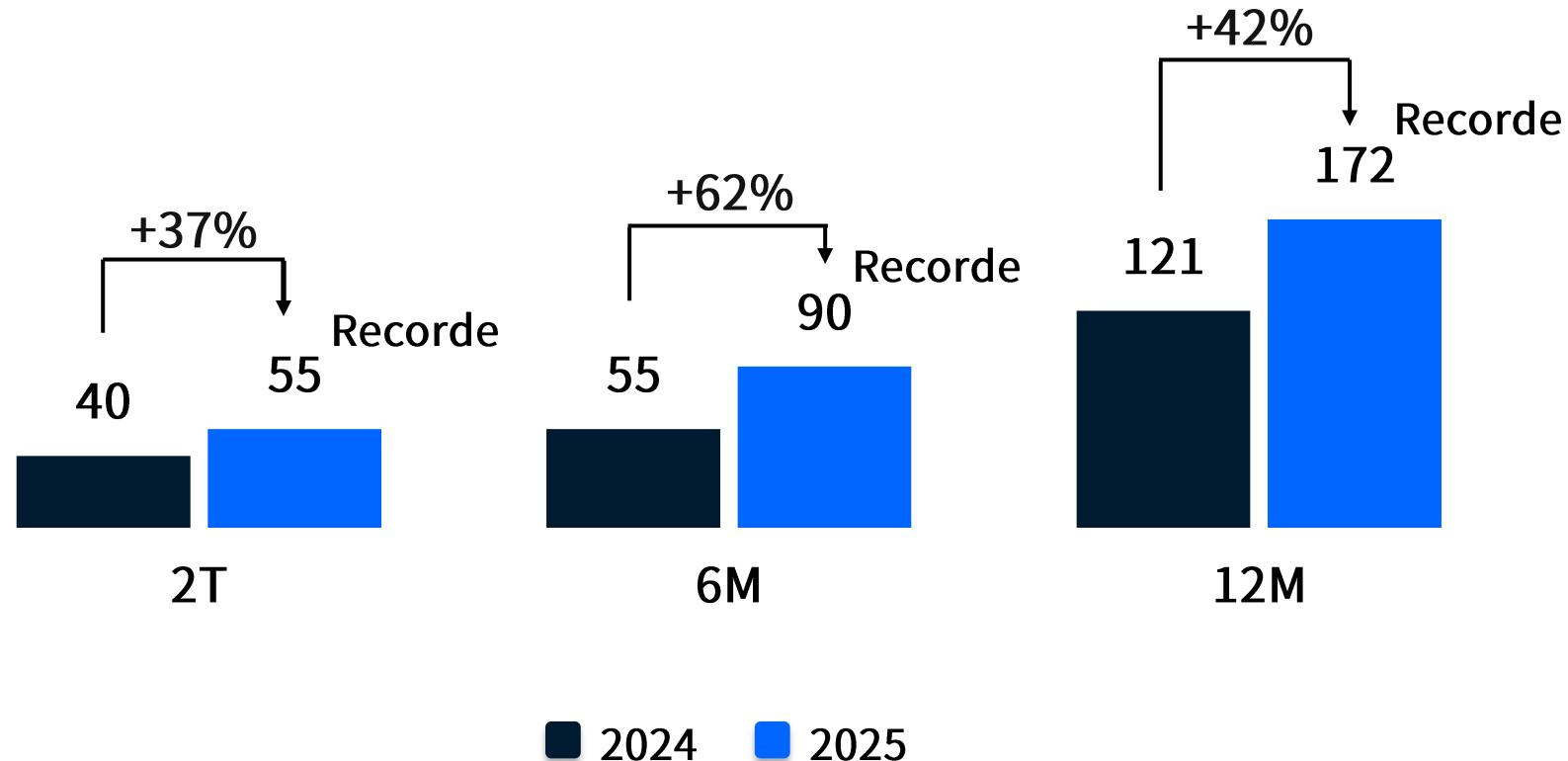
— — % total na população brasileira

# Planos odontológicos selecionados: Receita Líquida e Tíquete Médio JUL24-JUN25

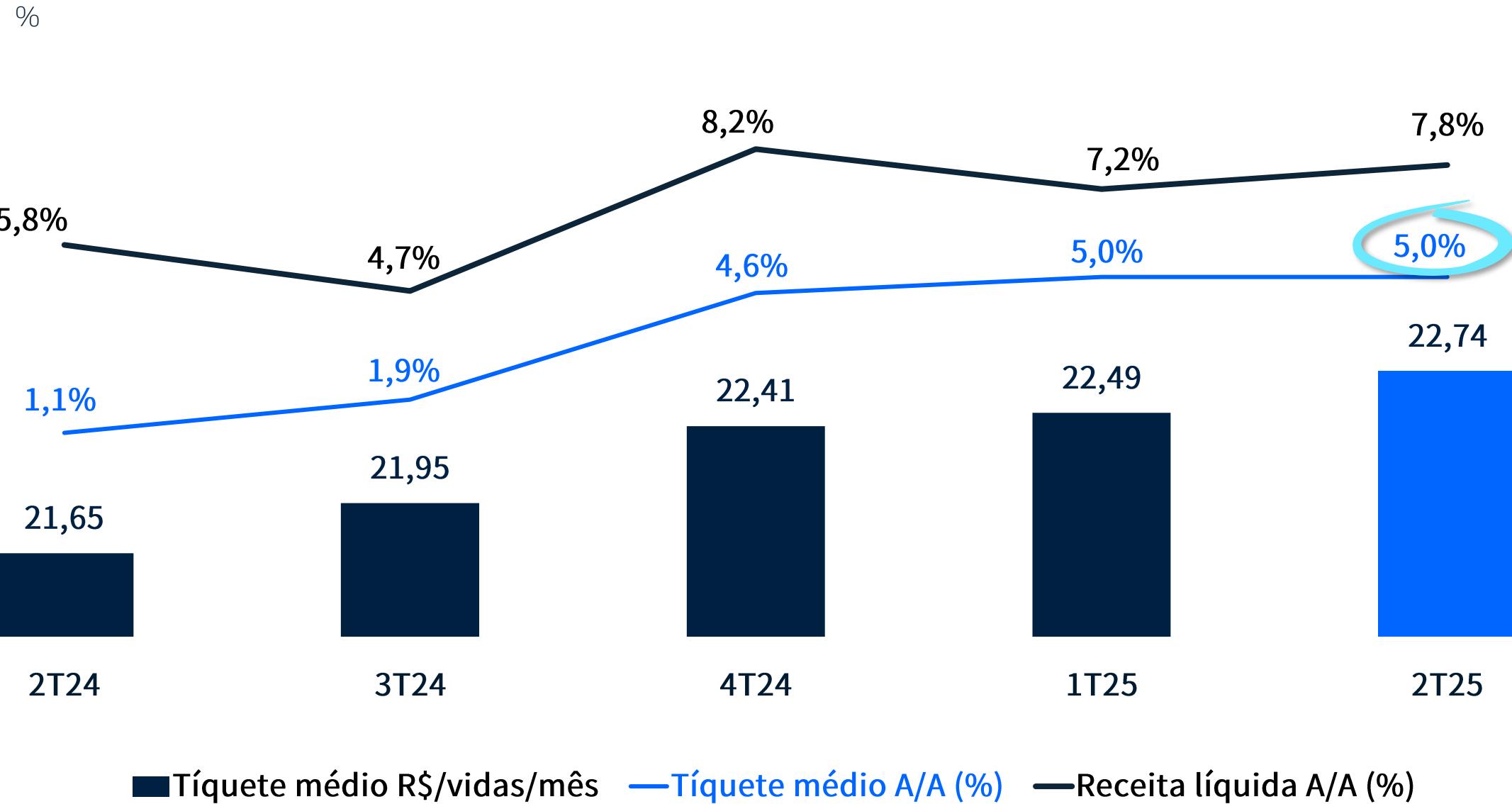


# PME: adições líquidas na marca

Mil vidas



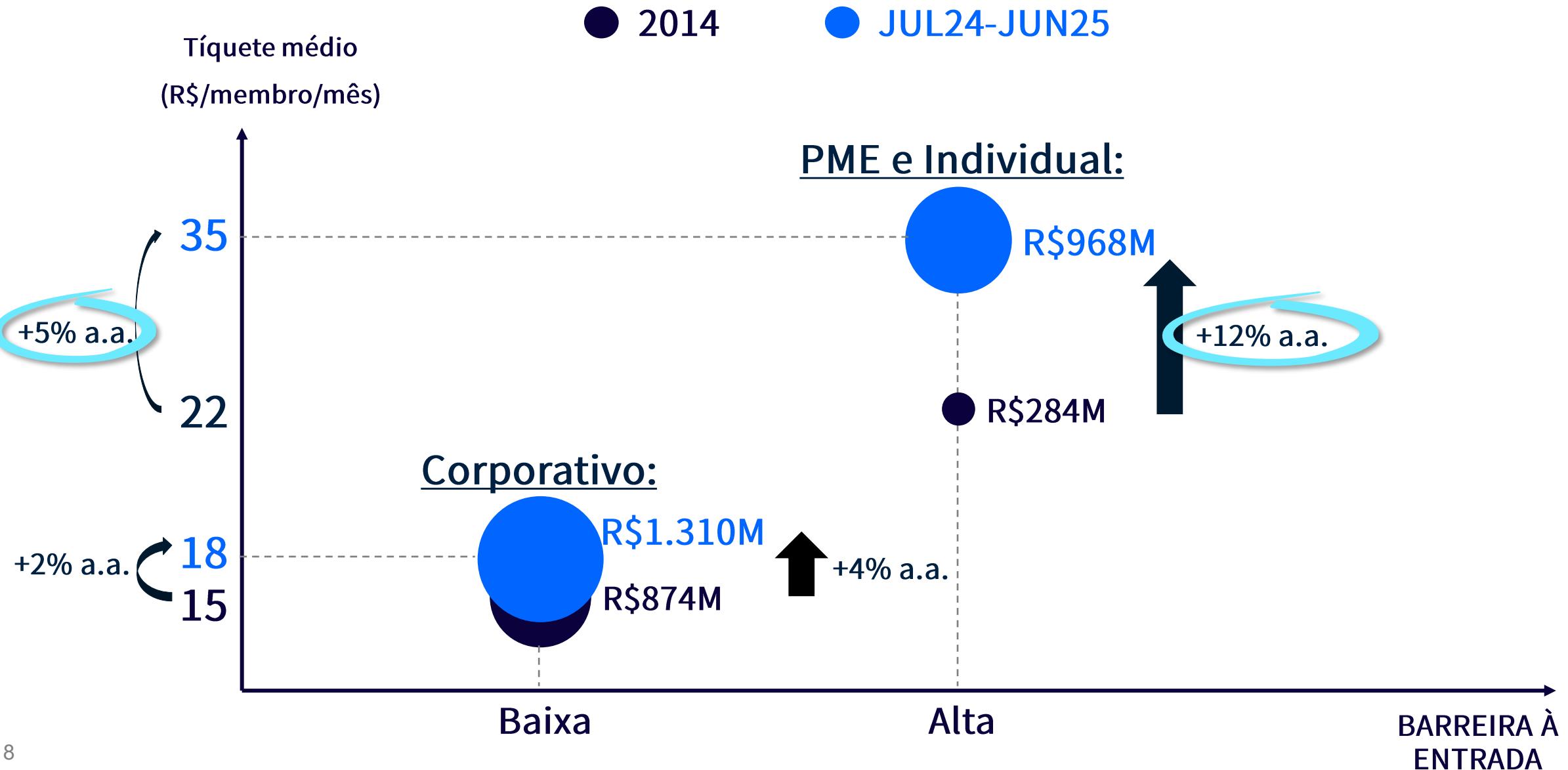
# Odontoprev: evolução anual da receita líquida e tíquete médio



# Inovação de valor: receita planos PME e Individuais cresce 12% a.a. desde 2014



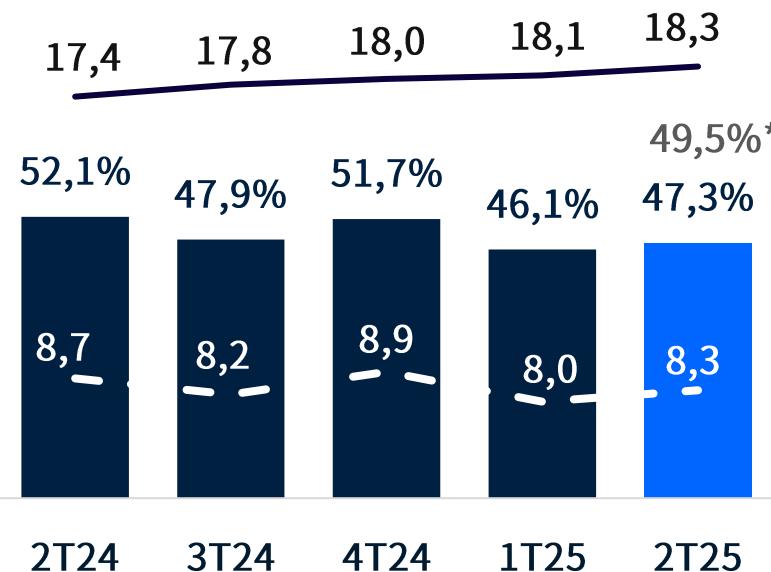
R\$ milhões – JUL24-JUN25



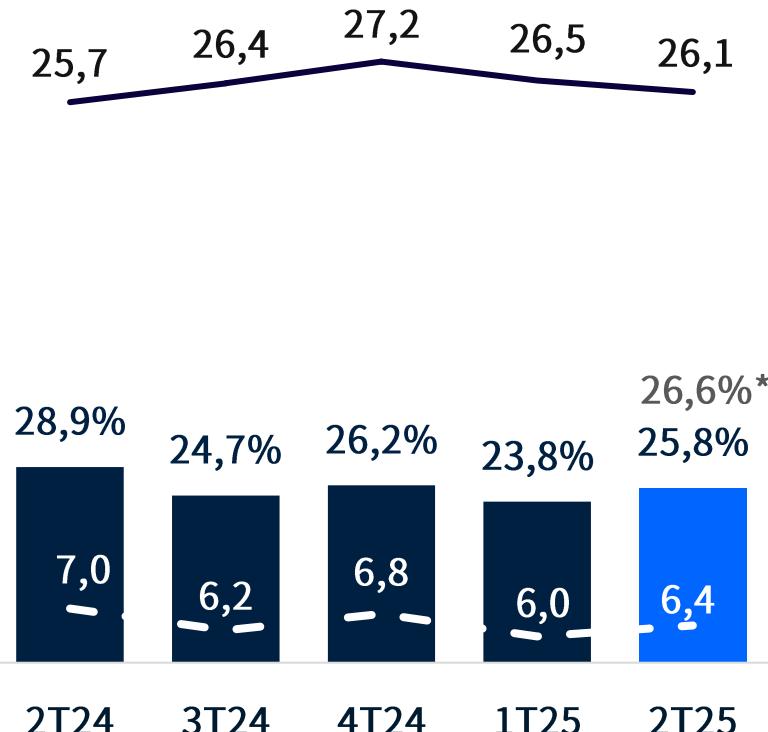
# Tíquete médio, Custo de serviço médio e Sinistralidade trimestral por segmento



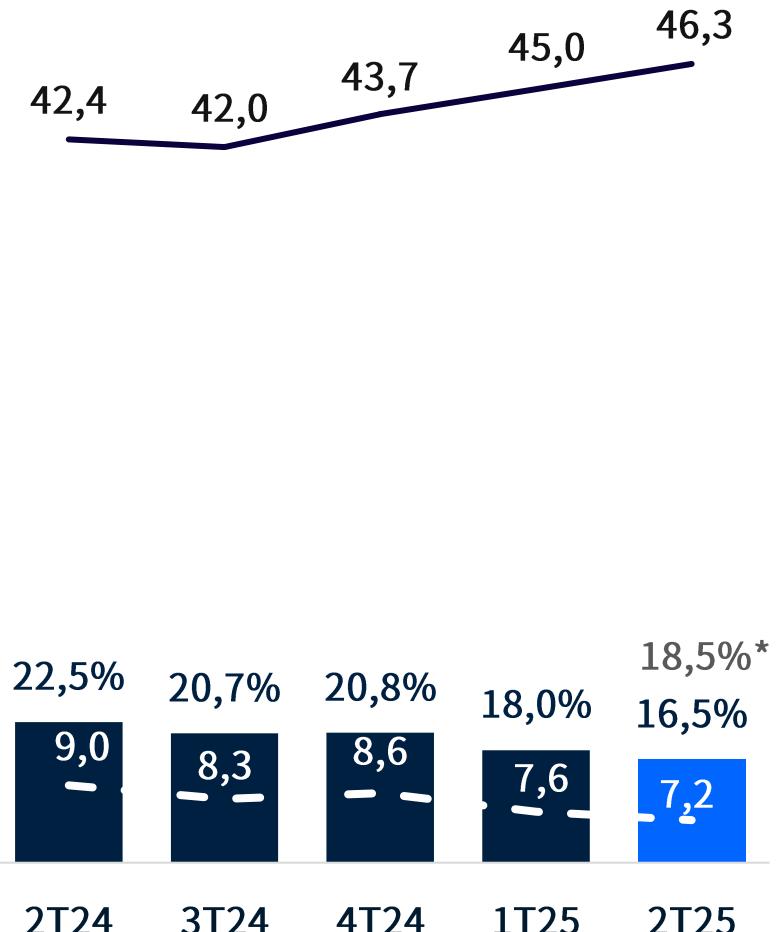
## Corporativo



## PME



## Planos Individuais



— Tíquete médio (R\$/membro/mês) ■ Sinistralidade (%) - - Custo médio (R\$/membro/mês)

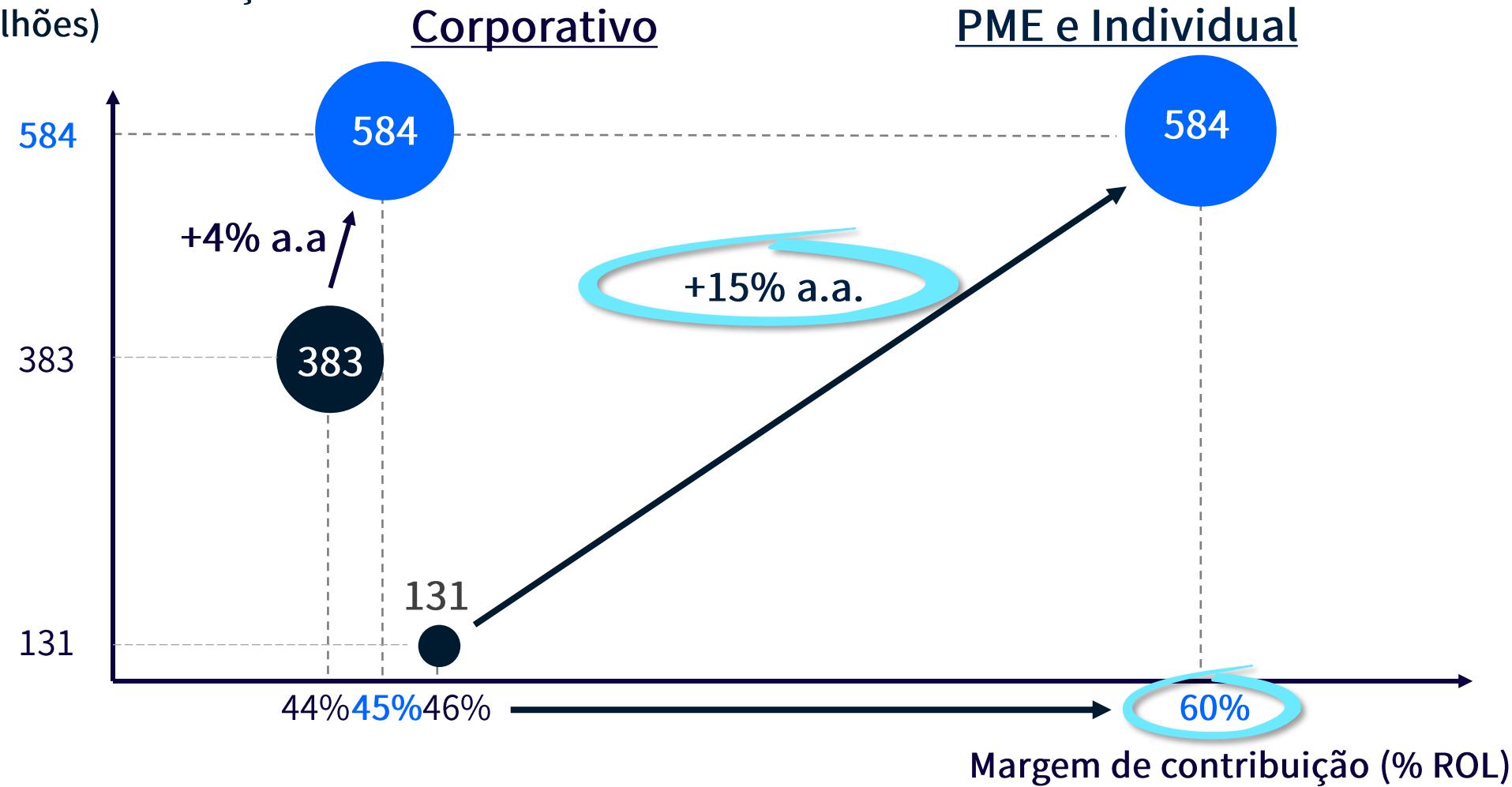
# Margem de contribuição: melhor perfil, e maior retorno, em 10 anos



● 2014

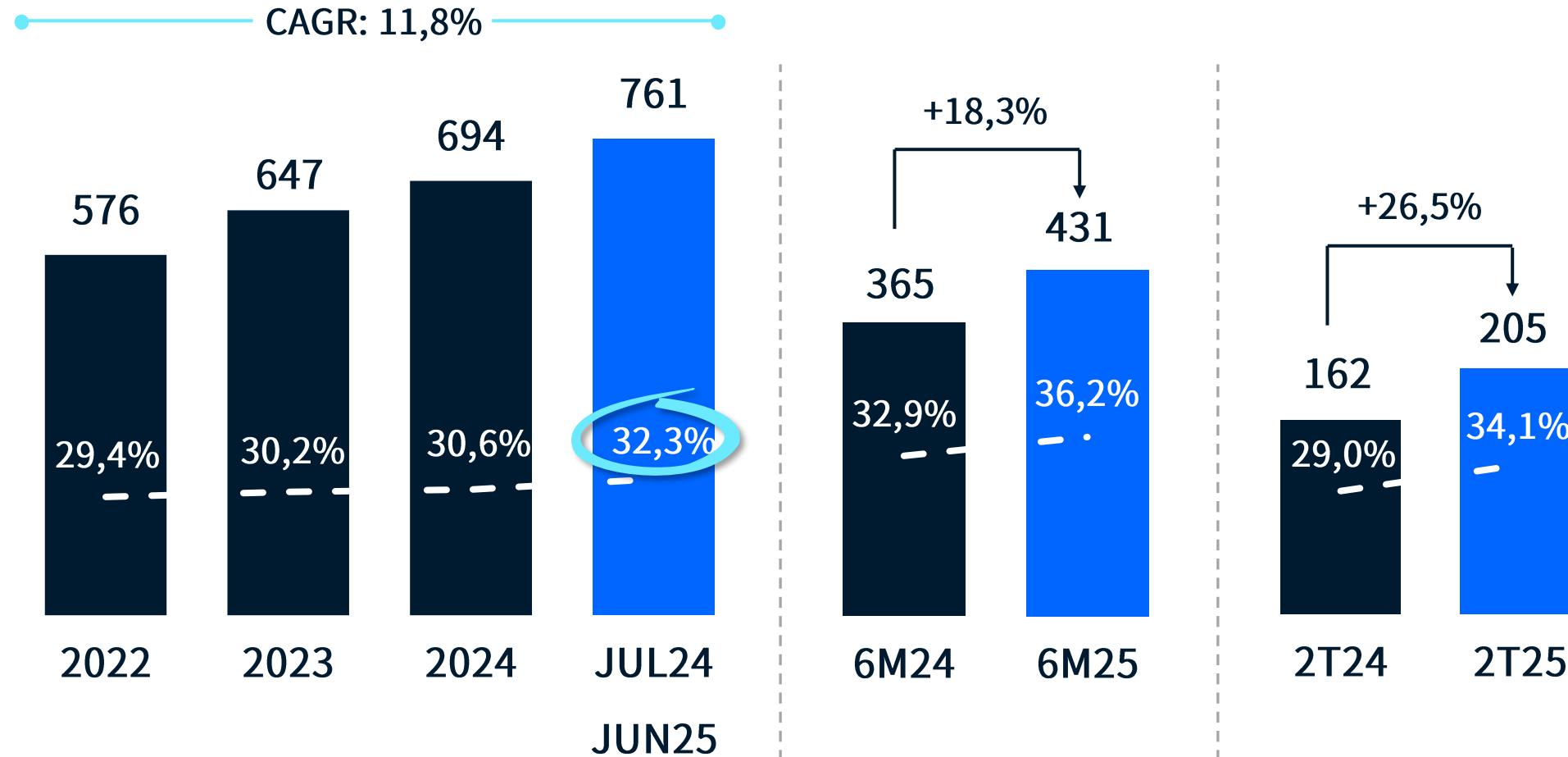
● JUL24-JUN25

Margem de contribuição  
(R\$ milhões)



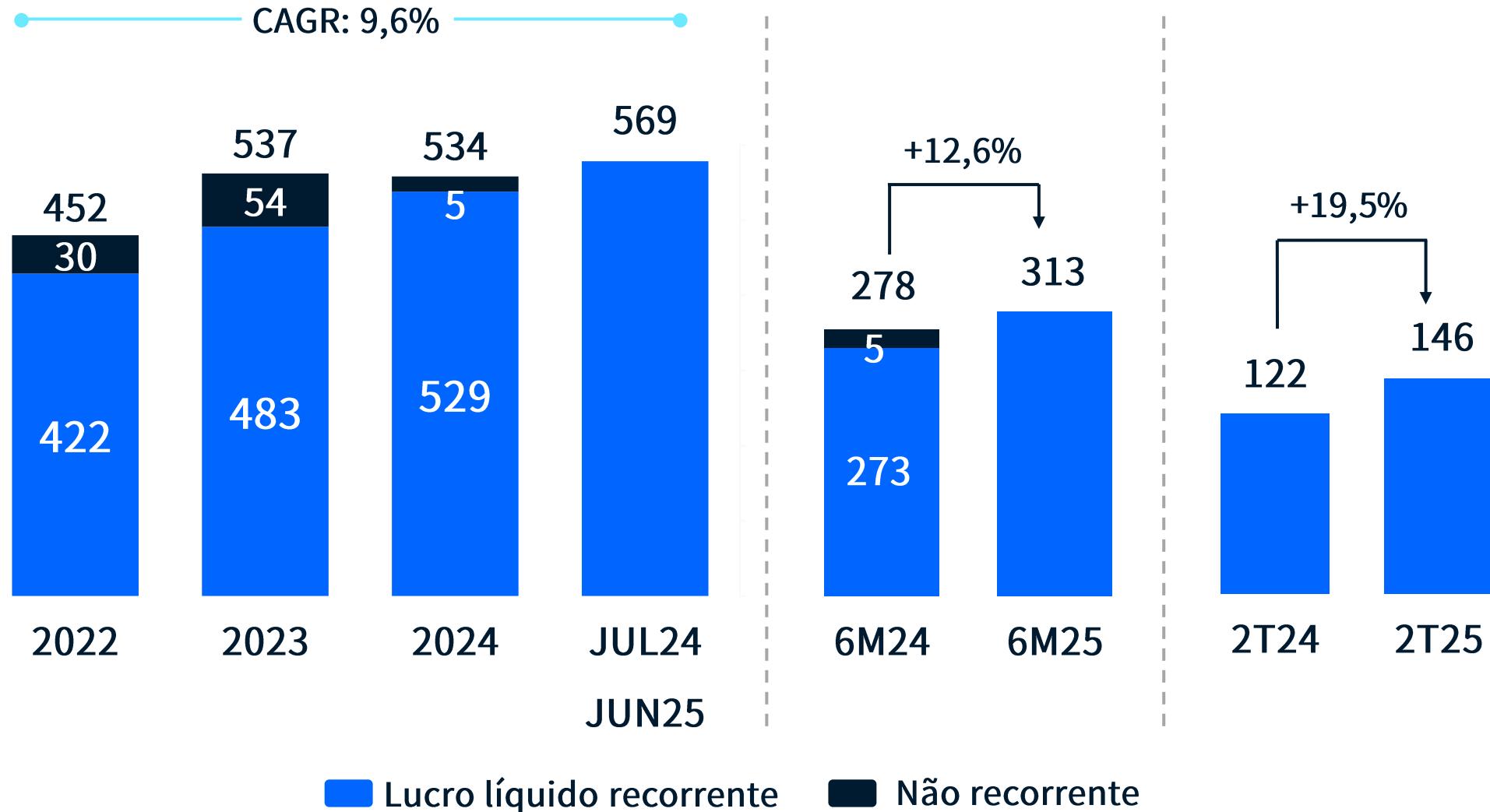
# EBITDA Ajustado

R\$ milhões e % ROL



# Lucro líquido

R\$ milhões e % ROL

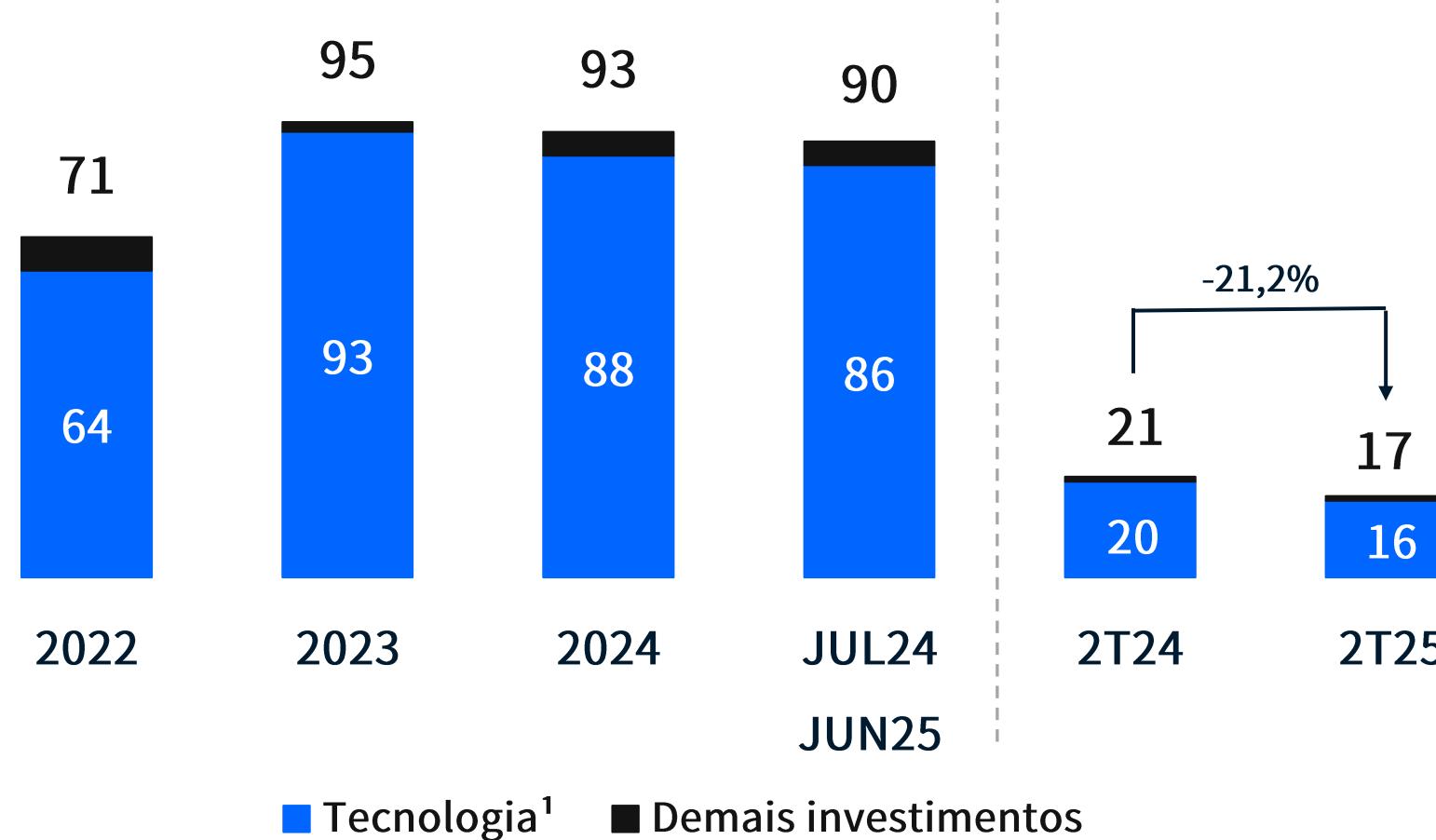


# CAPEX: Tecnologia representa maior prioridade dos investimentos



R\$ milhões

- O patamar atual de CAPEX reflete investimentos em iniciativas digitais da Companhia.



<sup>1</sup> Desenvolvimento de sistemas, aquisição e licença de uso de software e equipamentos de computação

# Remuneração total aos acionistas: Dividendos + JCP + Recompra de Ações

R\$ milhões | Critério competência



Payout %: 91%

95%

97%

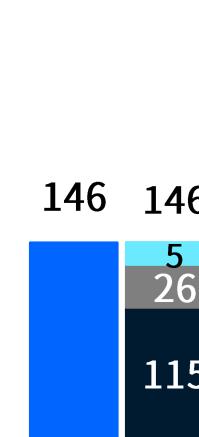
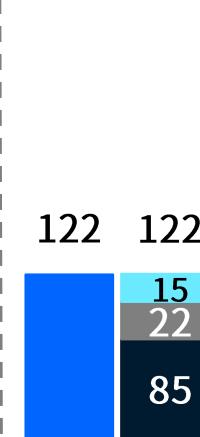
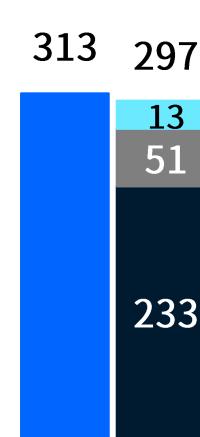
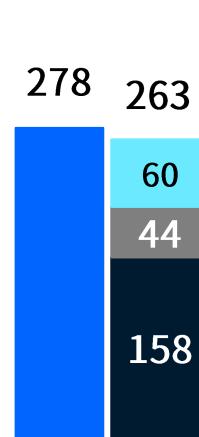
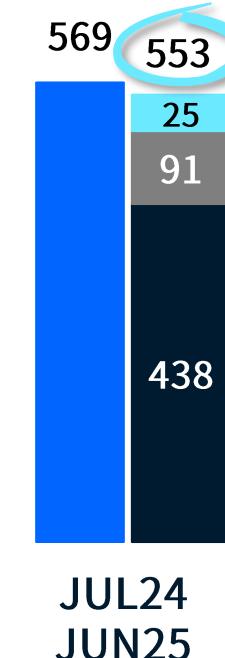
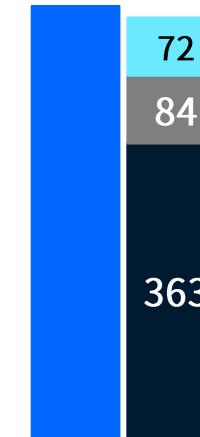
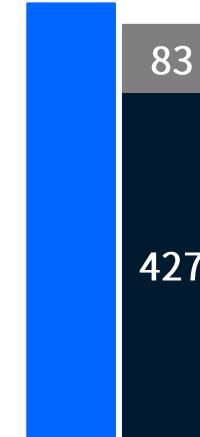
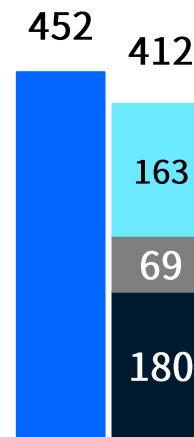
97%

95%

95%

100%

100%



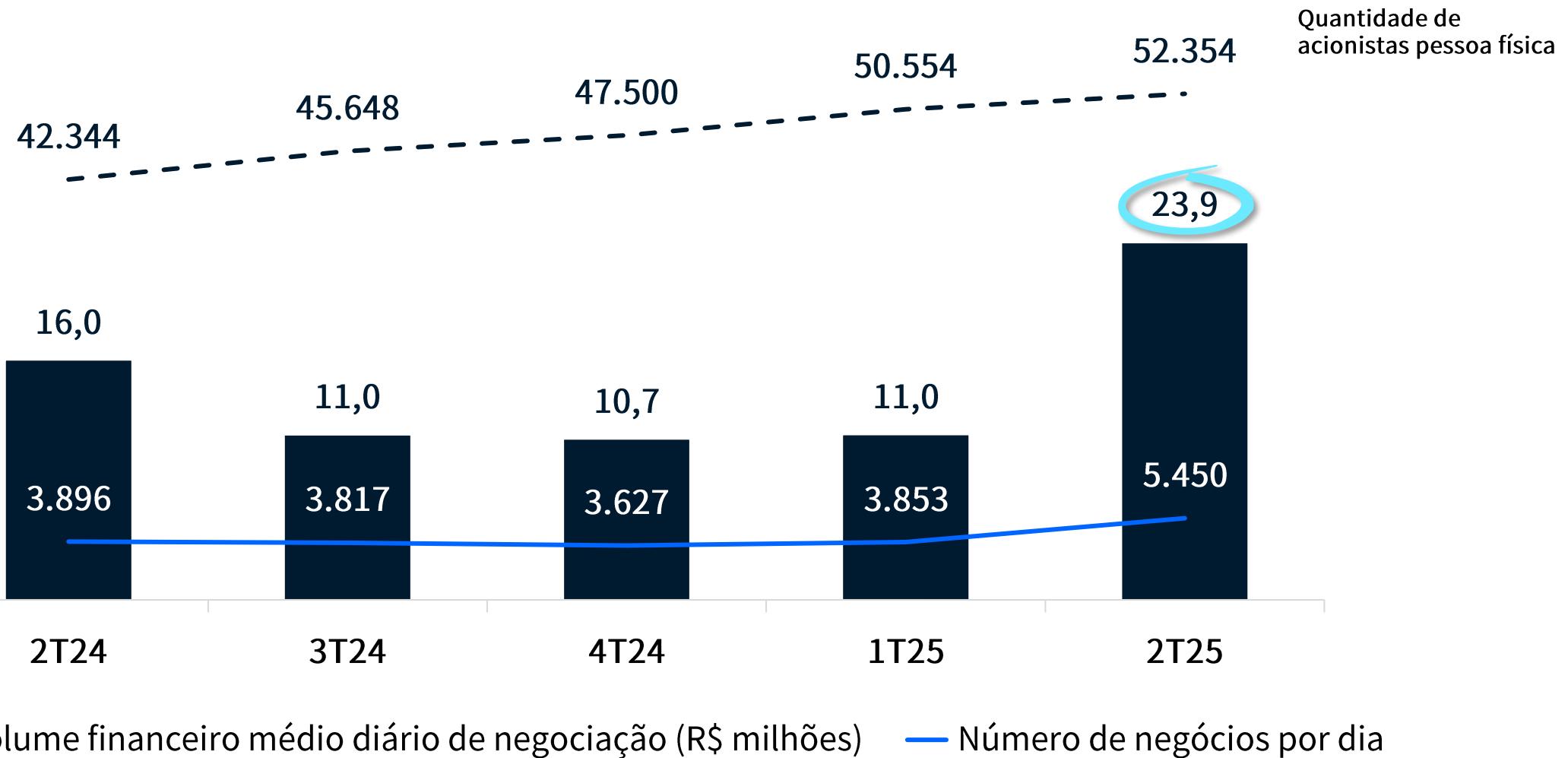
■ Lucro Líquido

■ Dividendos

■ JCP

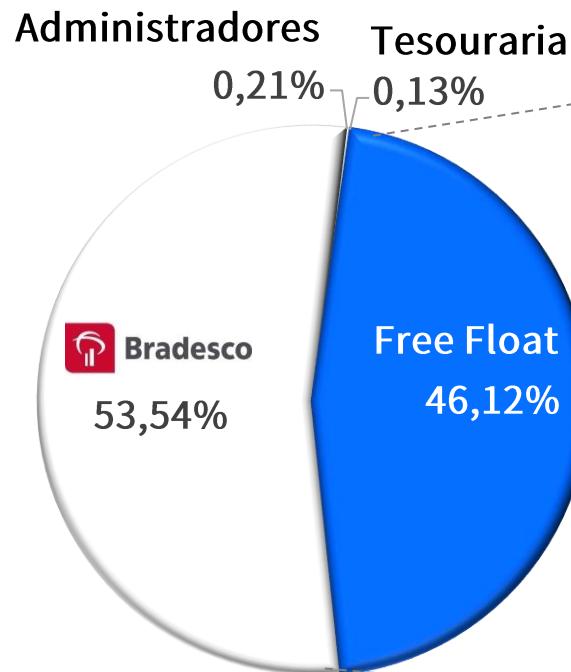
■ Recompra

# Liquidez diária e quantidade de acionistas pessoa física



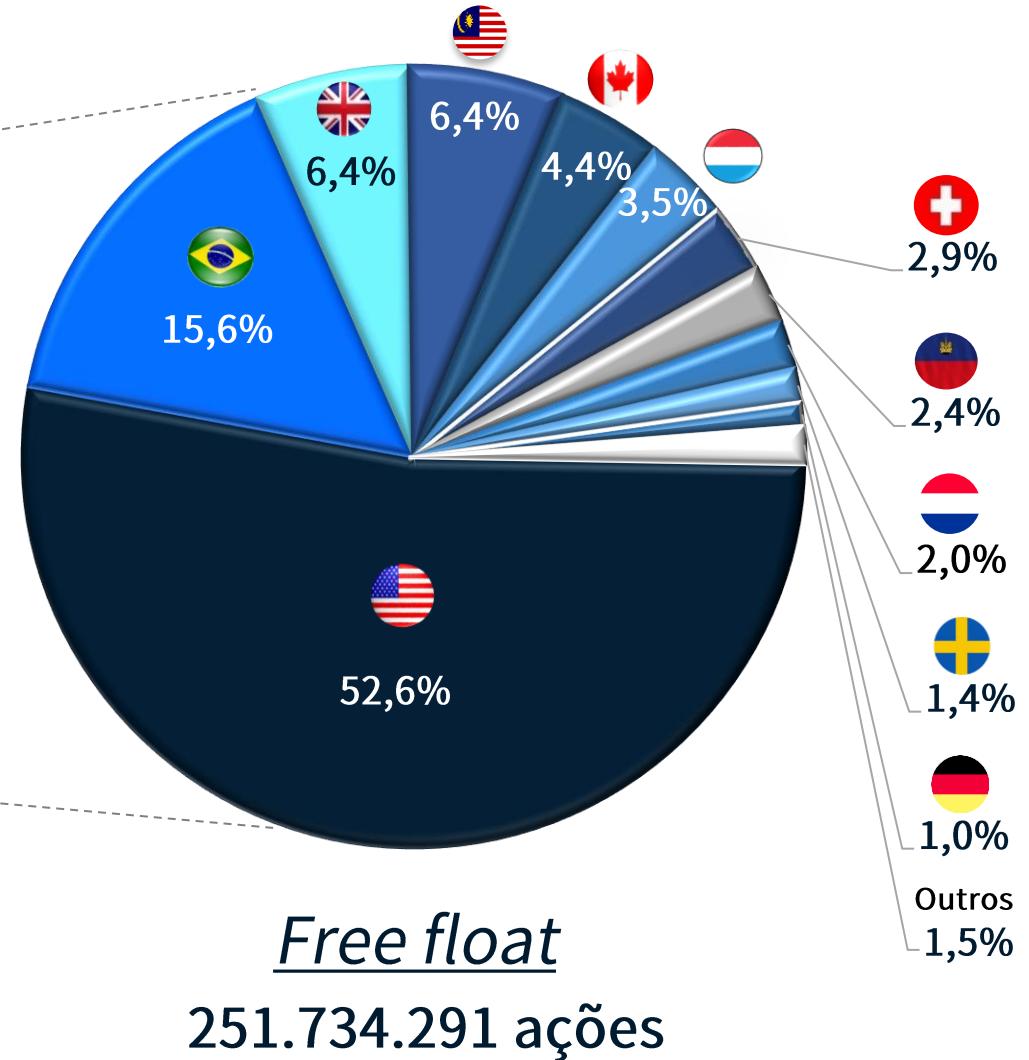
# Estrutura acionária: investidores em mais de 30 países

Junho / 2025



Capital total

545.825.286 ações







# odontoprev

## Webcast

### 2Q25

#### New growth cycle and value innovation



**ODPV**  
B3 LISTED NM

**SMLL B3**

**IDIVERSA B3**

**IGPTWB3**

**IDIV B3** **ISEB3**



# 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.

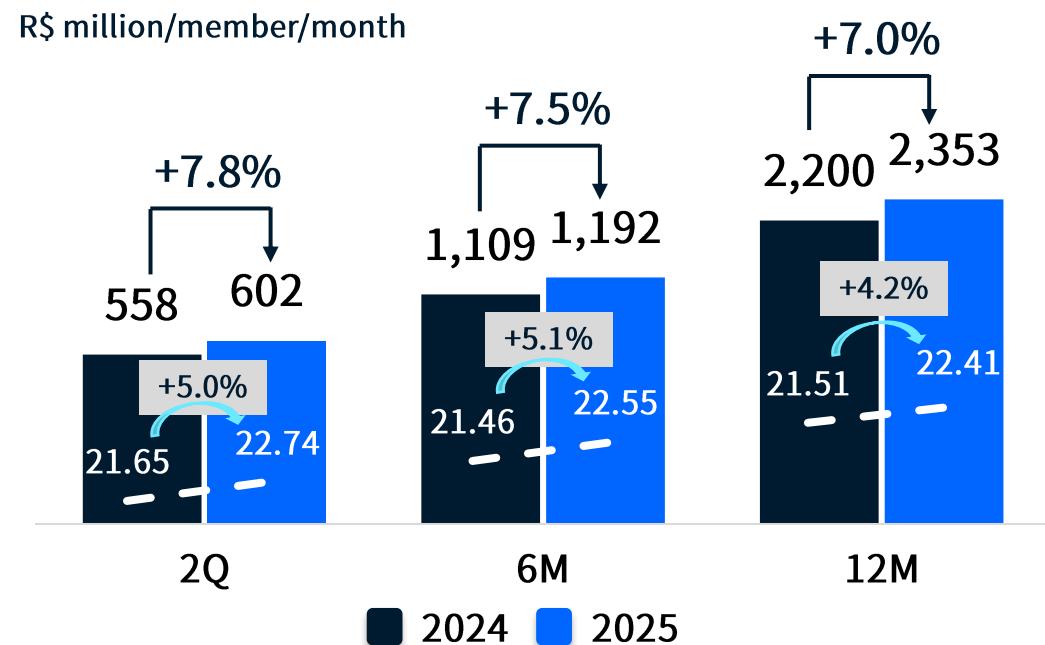
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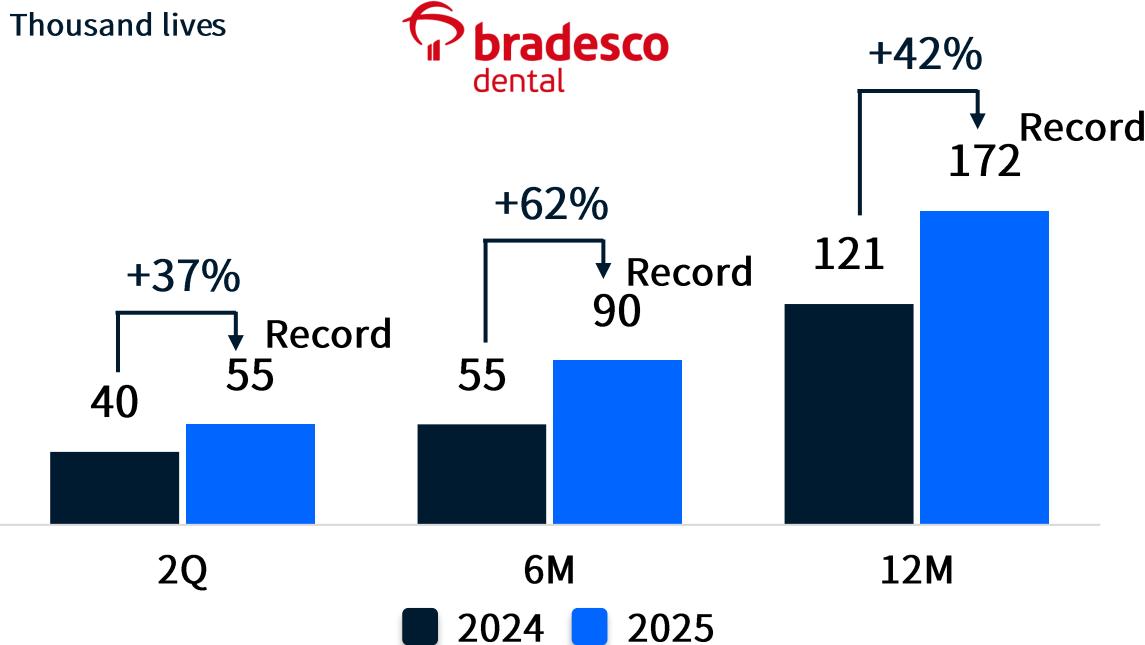
You should consult your own legal regulatory tax business. Investment. financial and accounting advisers to the extent that you deem necessary, and you must make your own investment hedging or trading decision based upon your own judgment and advice from such advisers as you deem necessary and not upon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

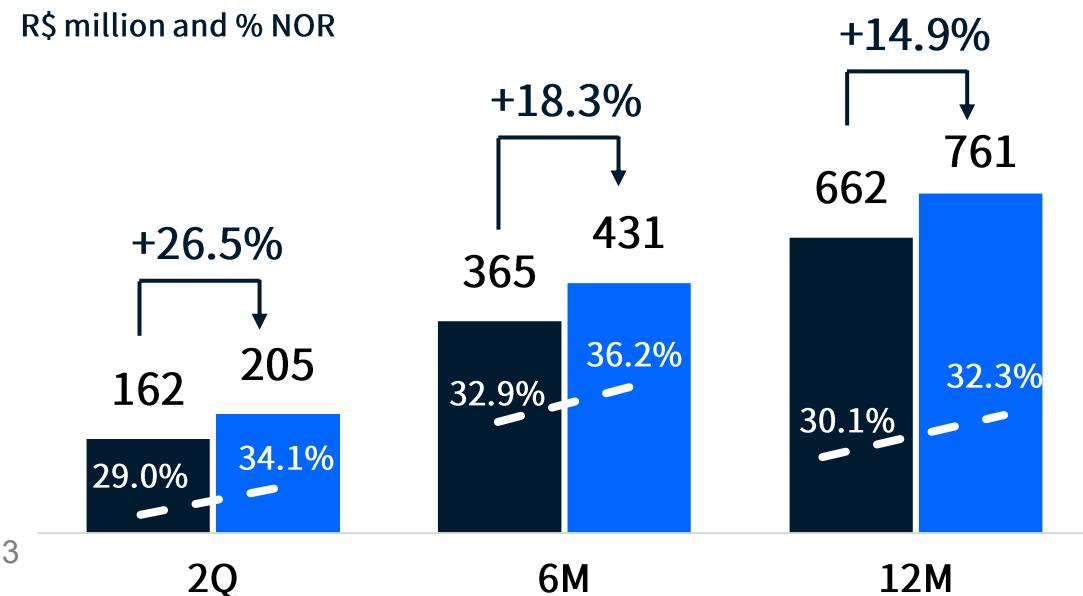
## Net revenue and average ticket



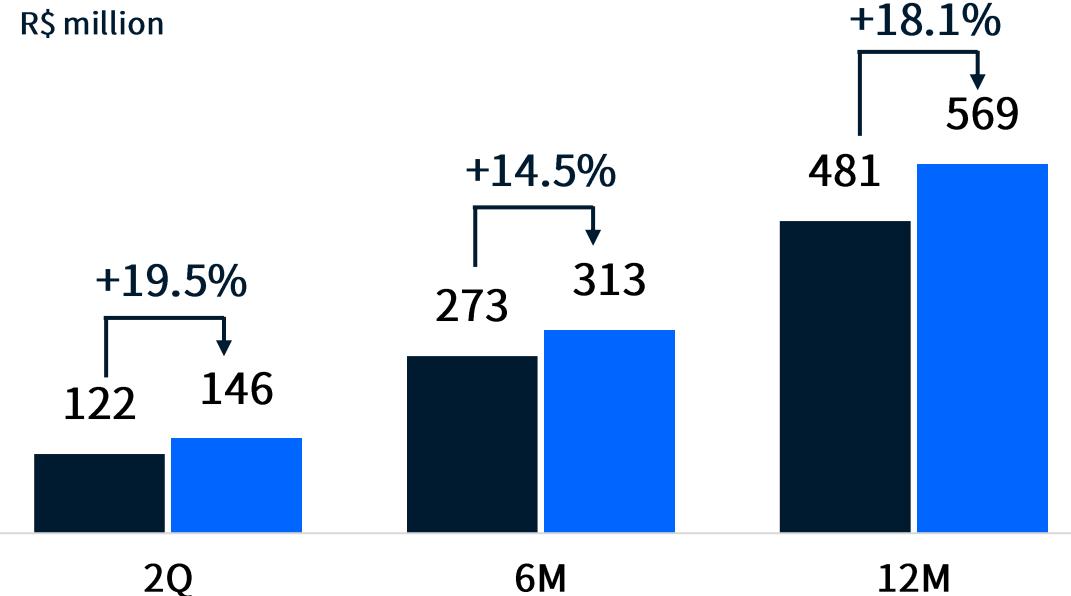
## Bradesco Dental: SME net additions



## Adjusted EBITDA and EBITDA margin



## Recurring Net income



# Medical and dental plans: different penetration profiles

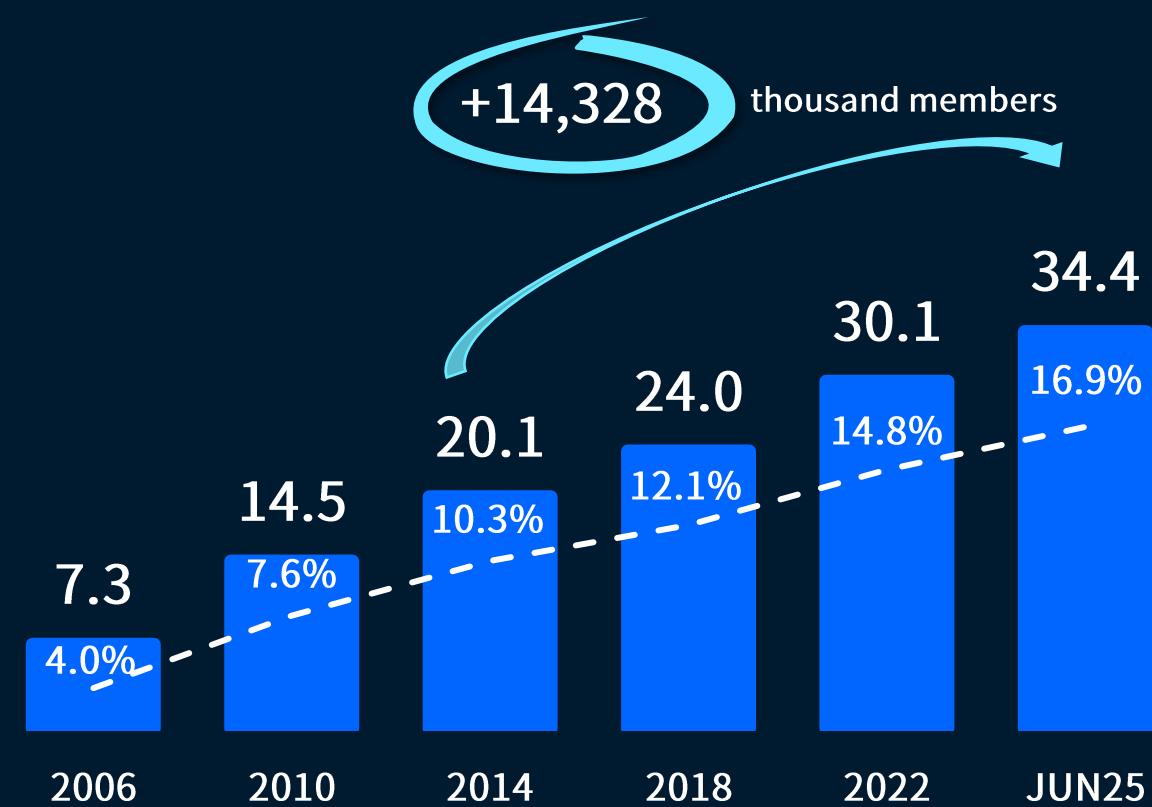


Million members

## Medical plans

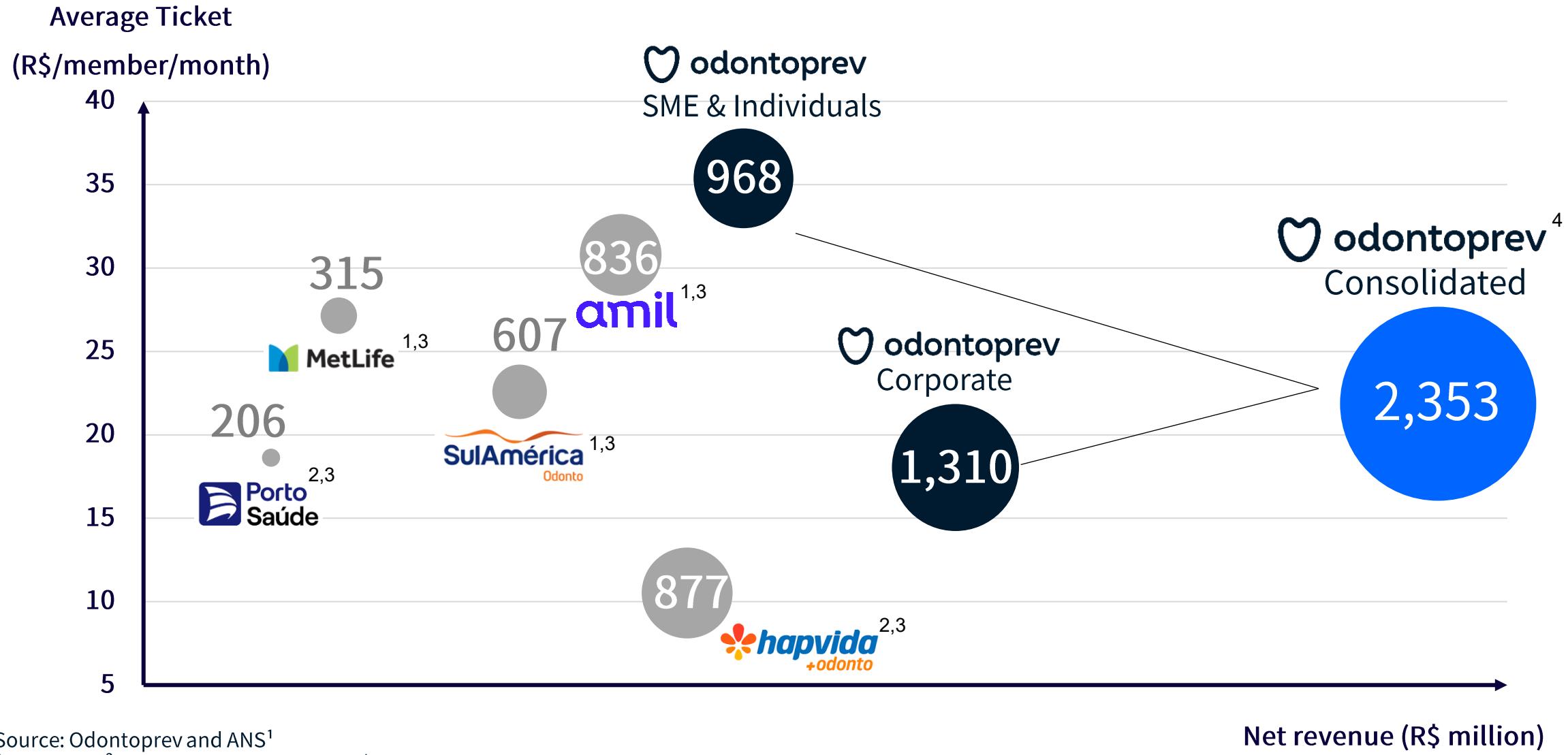


## Dental plans: + 14 million members since 2014



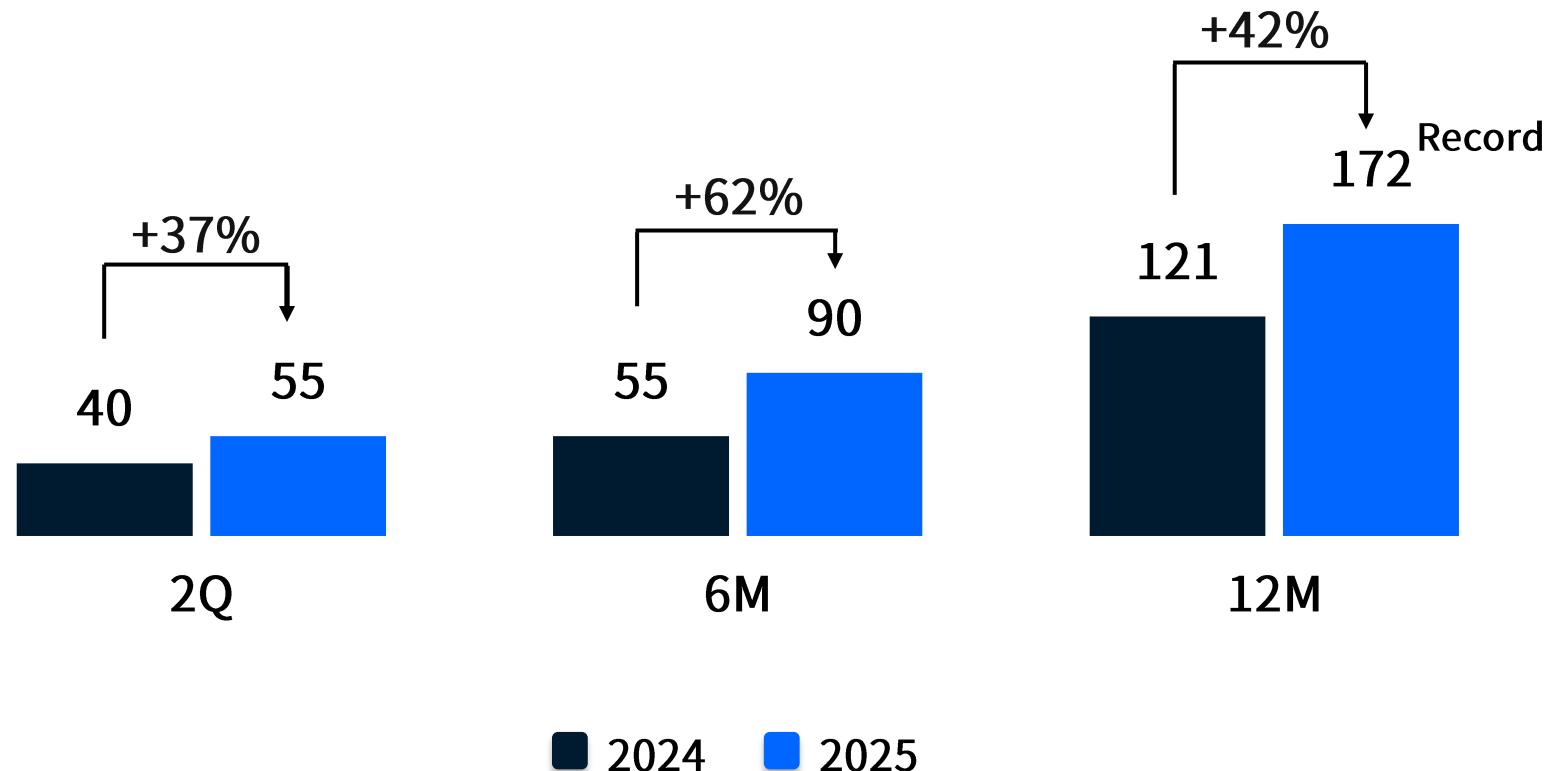
— — % total brazilian population

# Dental plans: net revenue and average ticket profile JUL24-JUN25



# SME record net additions in 2Q, 6M and 12M

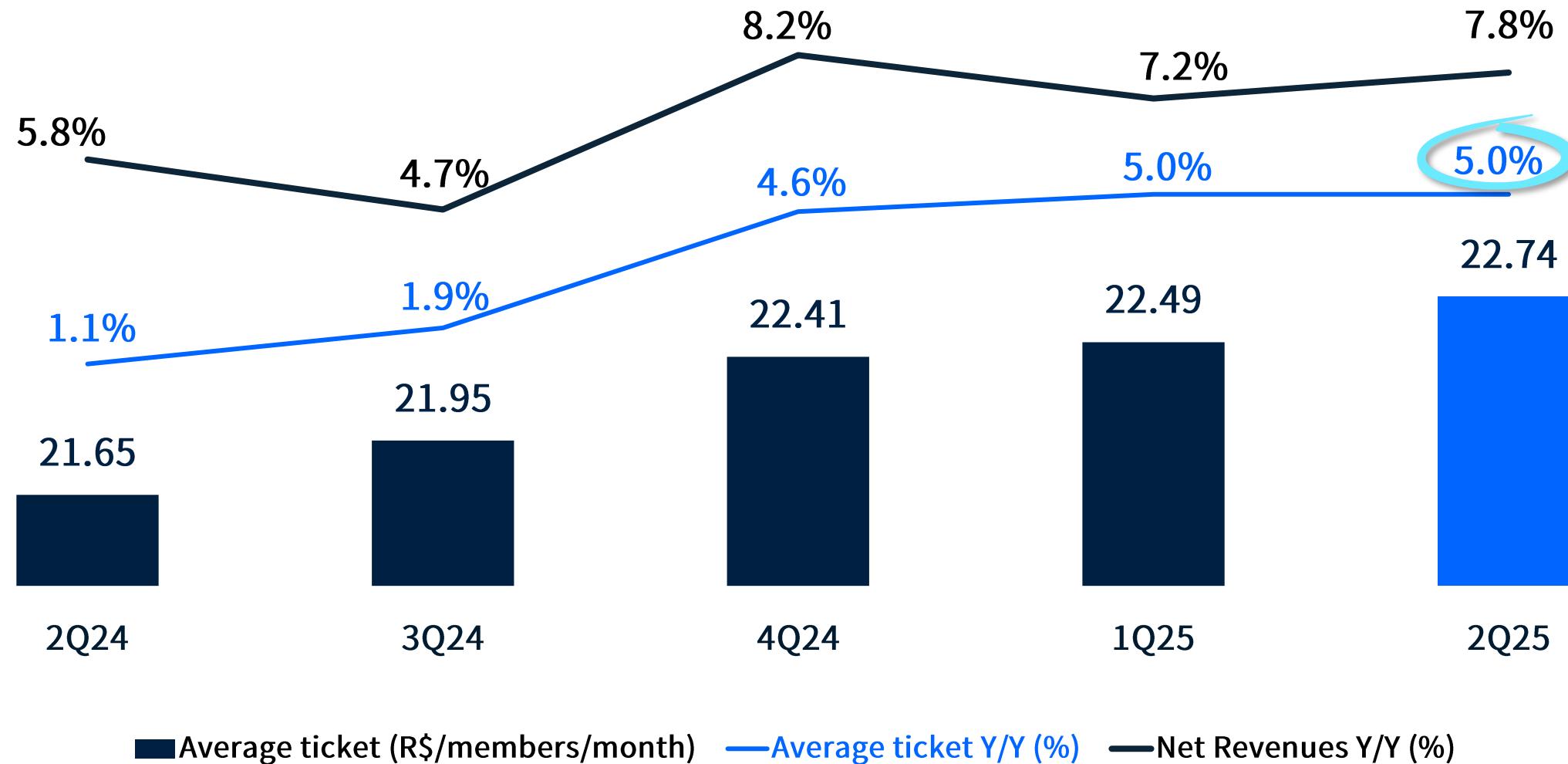
Thousand lives



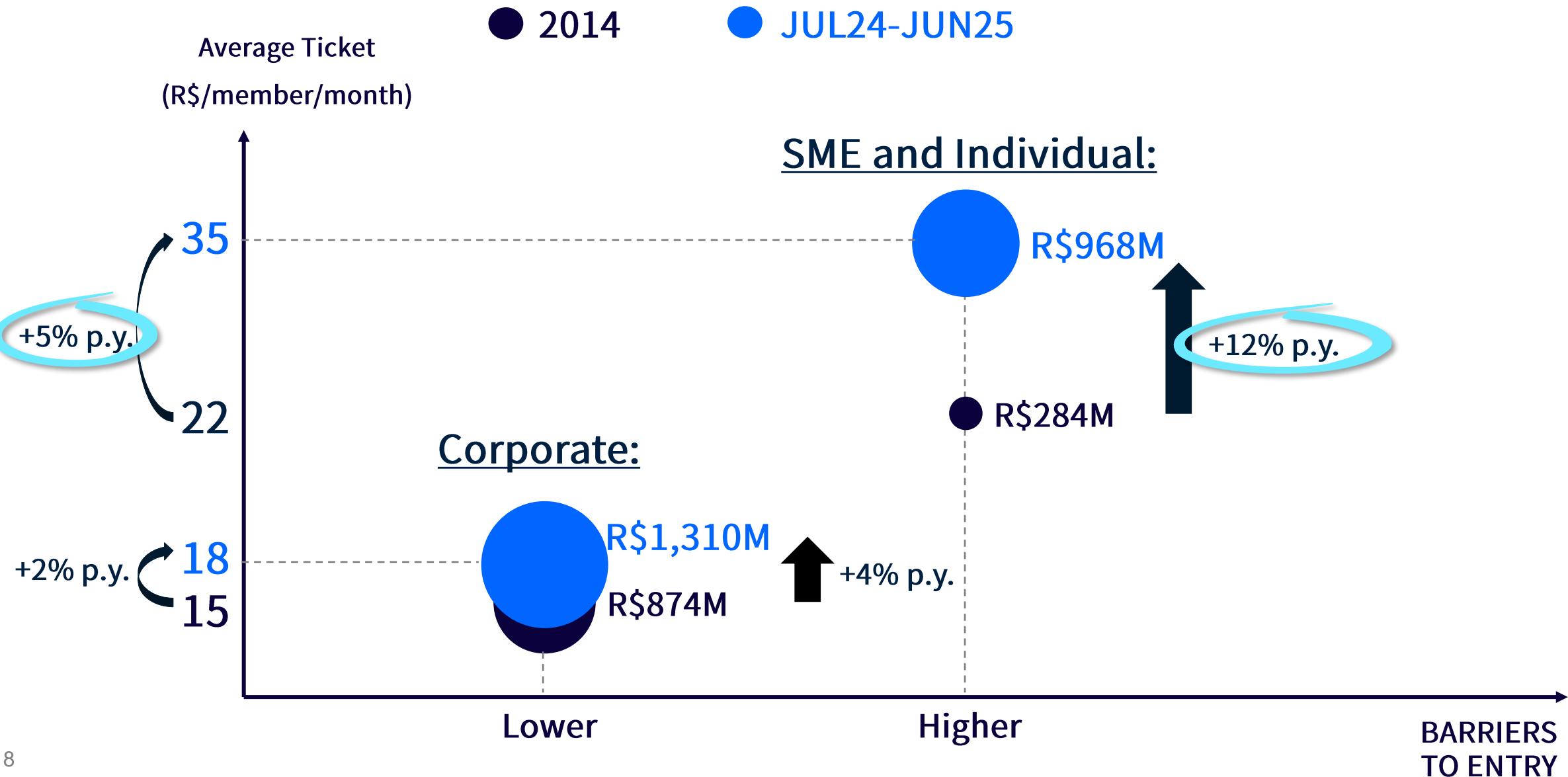
# Odontoprev: Net revenue and Average ticket annual performance



%



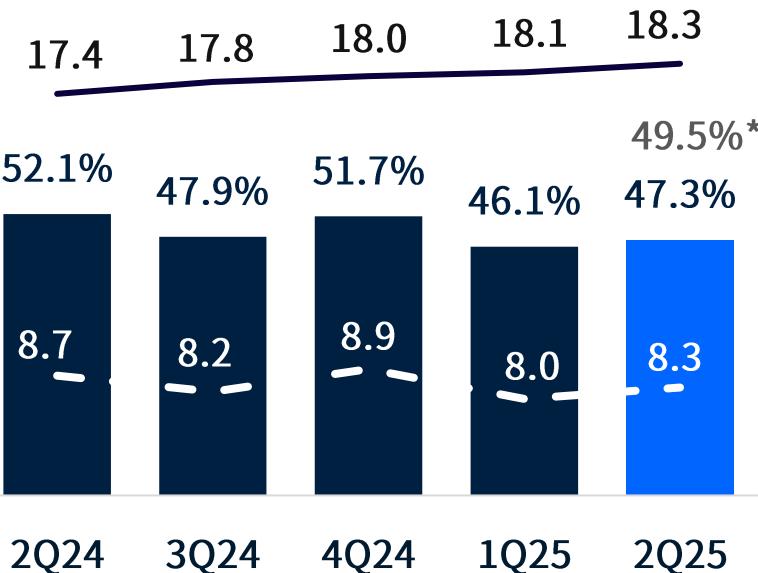
# Value innovation: SME and Individual plans revenue CAGR of 12% since 2014



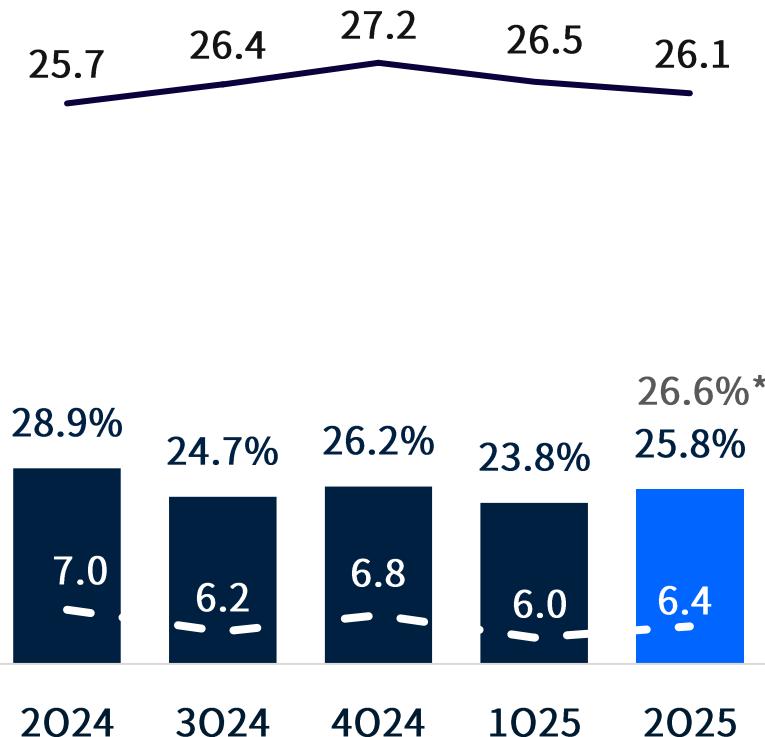
# Quarterly Average ticket, Average cost of services and Dental care ratio by segment



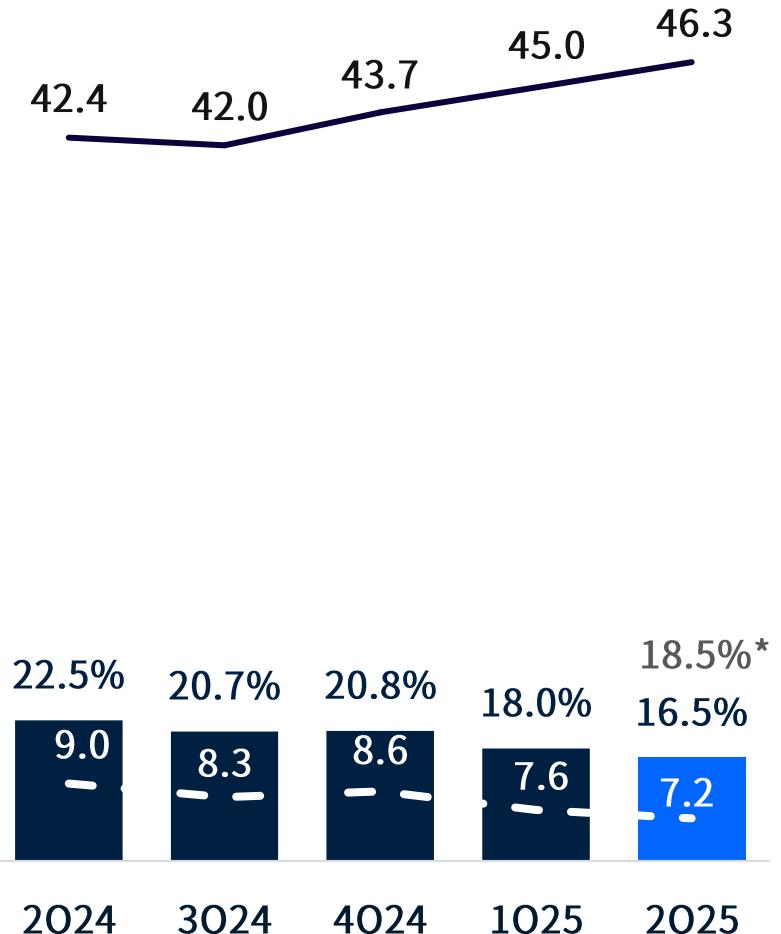
## Corporate



## SME



## Individual Plans



— Average ticket (R\$/member/month)

■ Dental care ratio (%)

9 \*Excludes technical provision reversals

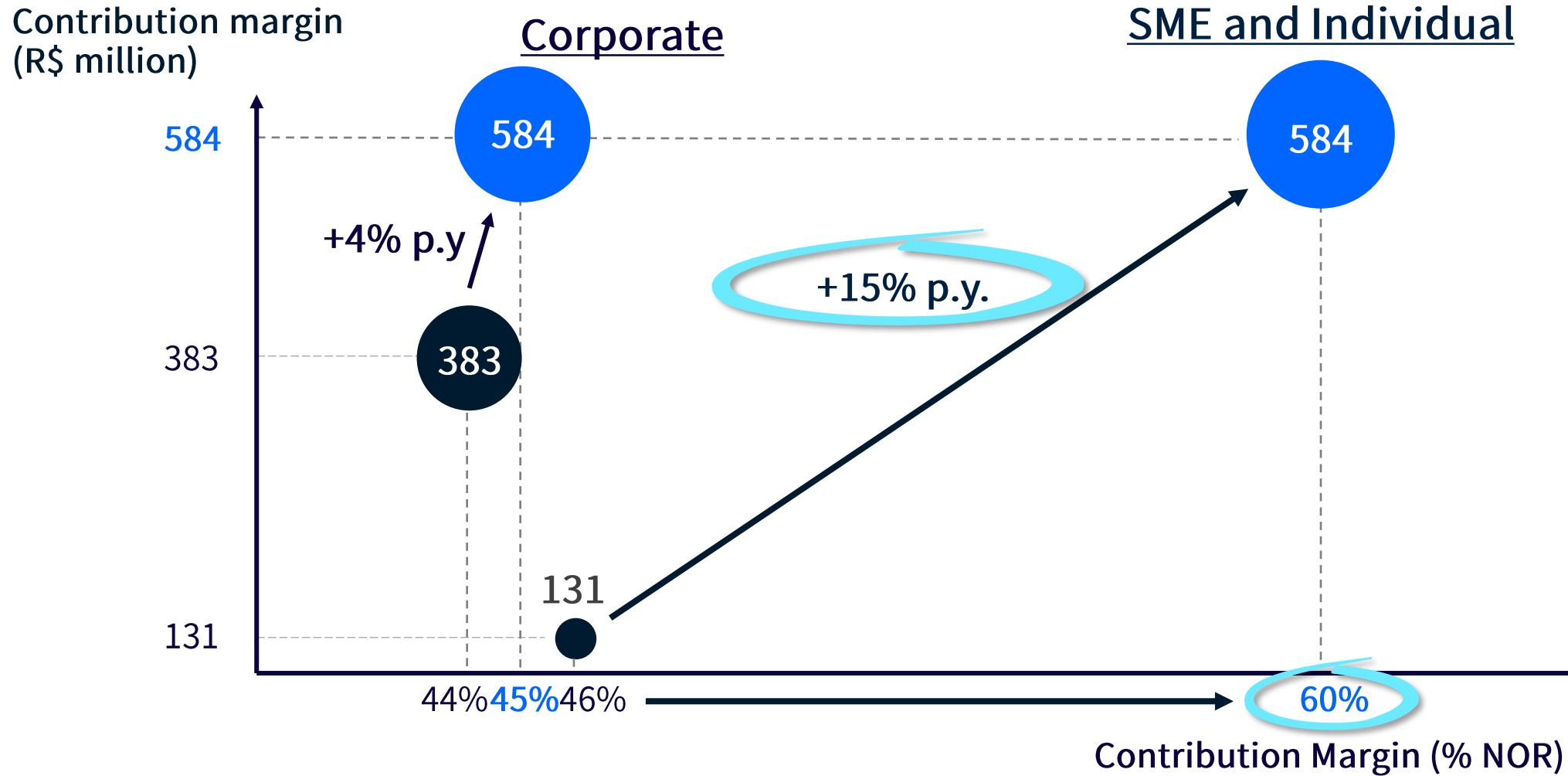
- - Average cost of services (R\$/member/month)

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



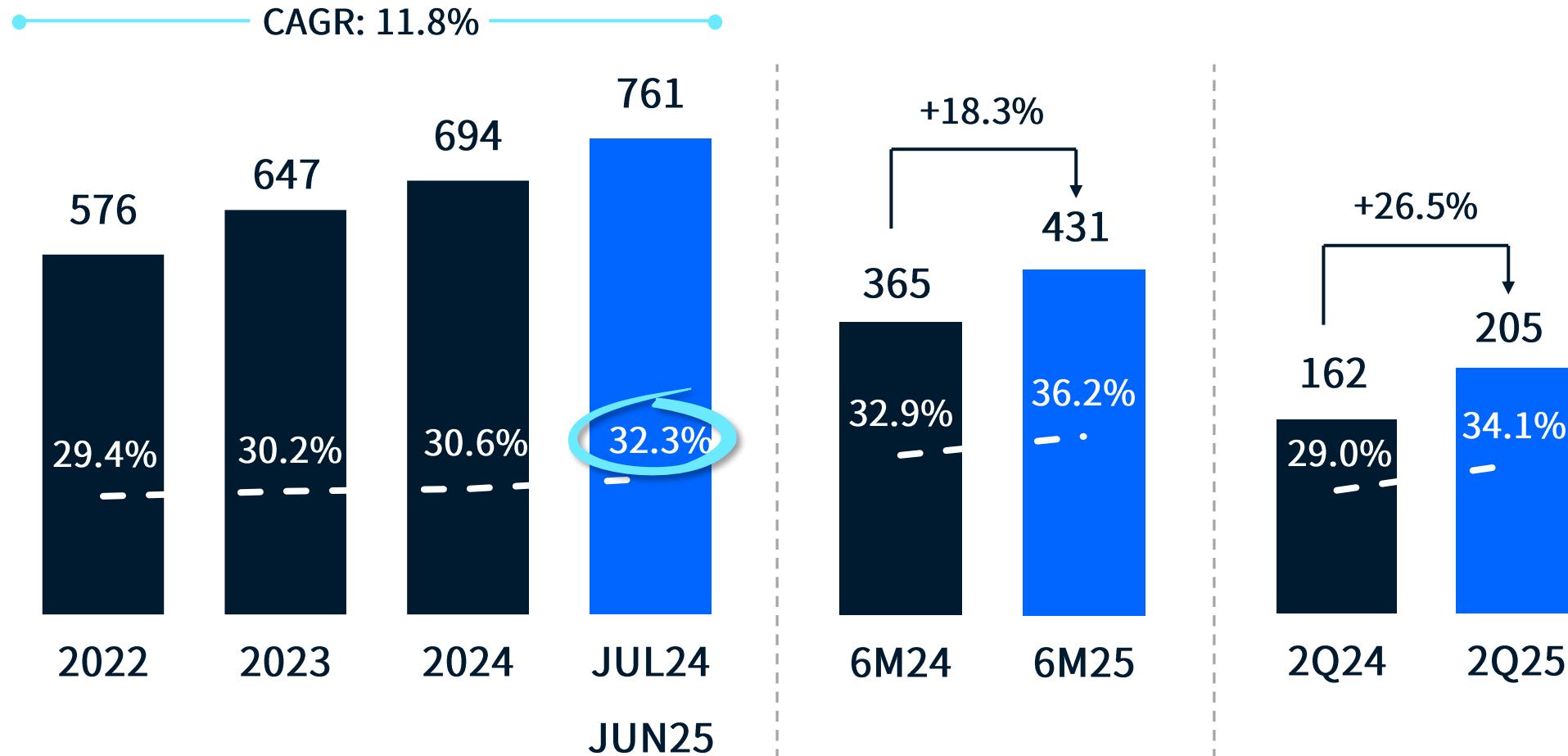
● 2014

● JUL24-JUN25



# Adjusted EBITDA

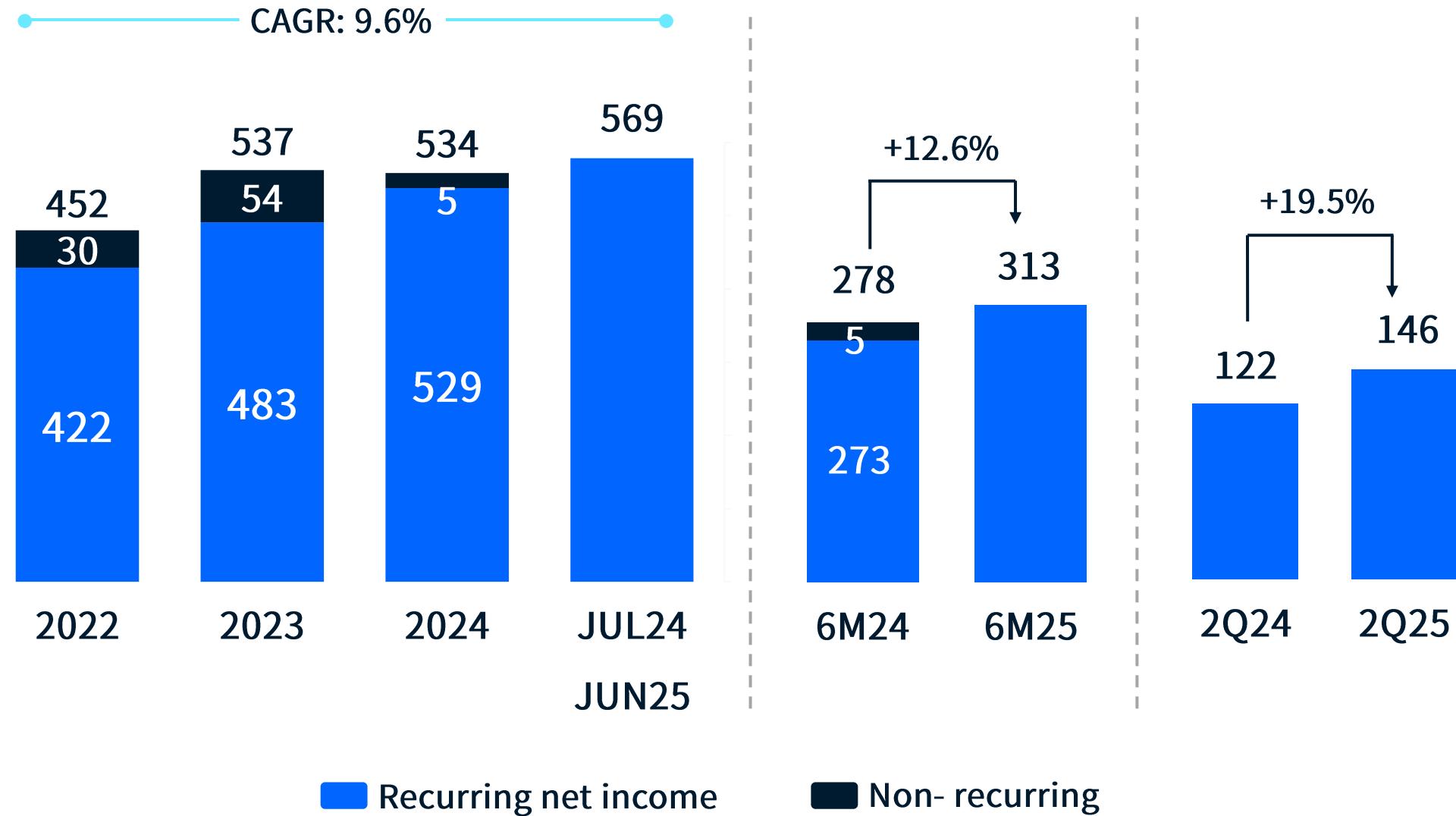
R\$ million and % NOR





# Net Income

R\$ million and % NOR

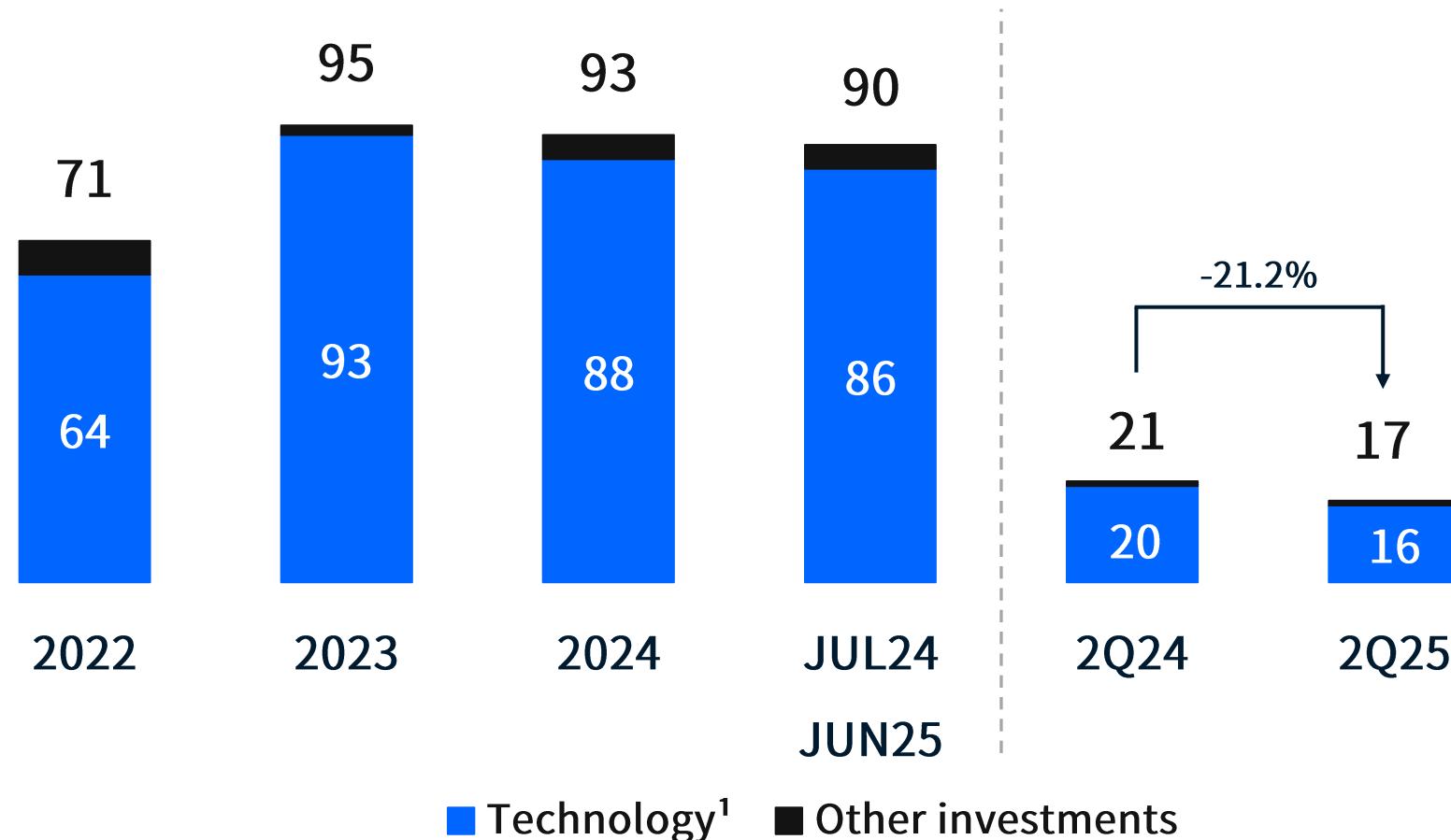




# CAPEX: Technology represents the bulk of investments

R\$ million

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



# Distribution of quarterly net income

R\$ million



Payout %: 91%

95%

97%

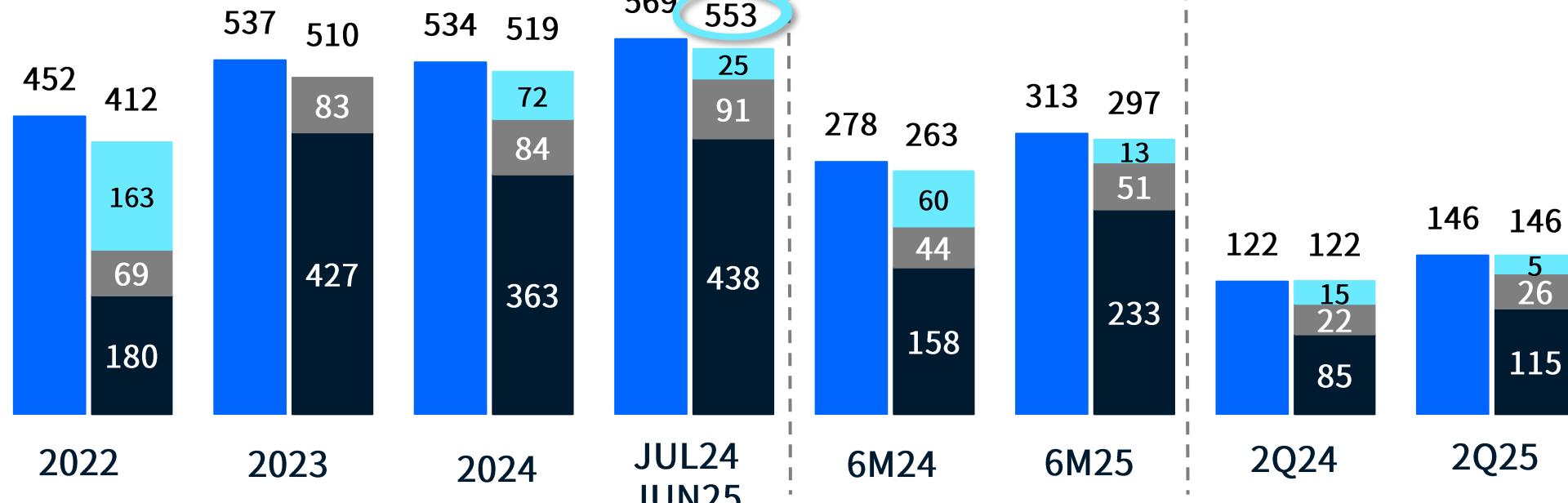
97%

95%

95%

100%

100%



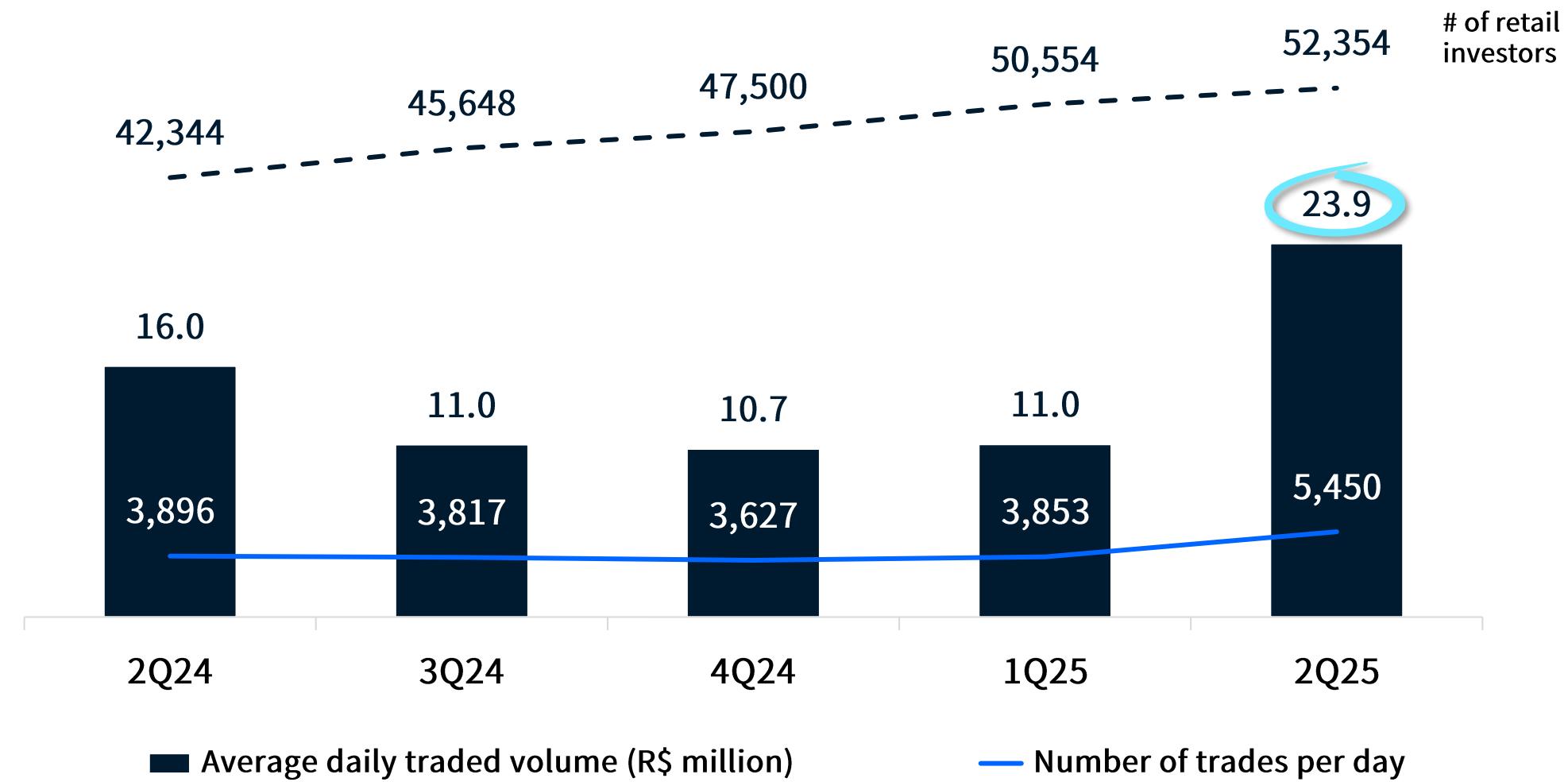
Net income

Dividends

IOC

Share buyback

# ADTV and number of retail investors



# Global shareholder structure: investors from more than 30 countries



June, 2025

