

# 2Q19 and 6M19 Earnings Release

**OdontoPrev 2Q19: Revenue grows 19%, with SME +27% and Individual Plans +47%. Lower loss ratio moves Gross profit up 21%. 70% payout. Net cash of R\$475 million.**

Sao Paulo, August 1<sup>st</sup>, 2019. OdontoPrev (**B3: ODPV3.SA**), **the largest dental benefits company in Brazil**, announced today its consolidated results for the second quarter of 2019. The Company's financial and operational data are presented based on **consolidated numbers** and in **thousands of reais**, except otherwise specified, pursuant to the Brazilian Corporate Law, the accounting rules of the National Health Agency (ANS) and the accounting principles of the International Financial Reporting Standards (IFRS). All information comparisons refer to variations between 2Q19, 2Q18, 6M19, 6M18, JUL18-JUN19 and JUL17-JUN18, except otherwise stated.

The 3Q18, 4Q18, 1Q19 and 2Q19 figures include Odonto System, of lower average ticket and dental care ratio, but similar margins. **ESG metrics on page 4.**

## Growth

- ✓ Net revenue increased 19.2%, best incremental revenue growth in 9 years, of which 12.4% organic. **SME revenues grew 26.6% and Individual Plans accelerated 47.0%;**
- ✓ Average ticket 4.7% higher than 2Q18, reaching R\$21.31;
- ✓ Net loss of 58 thousand corporate lives (1.1% of the segment portfolio) and **net additions of 26 thousand non-corporate beneficiaries** (2.5% of the segment portfolio).

## Efficiency and value creation

- ✓ **Dental care ratio of 45.3% in the quarter**, the lowest for a 2Q since 2014. In the first semester, dental care ratio was 42.9%, the lowest since 2008;
- ✓ **Gross profit 20.6% higher than 2Q18;**
- ✓ **Adjusted EBITDA up 7.6% YoY in 2Q19.**

## Results and Shareholder remuneration

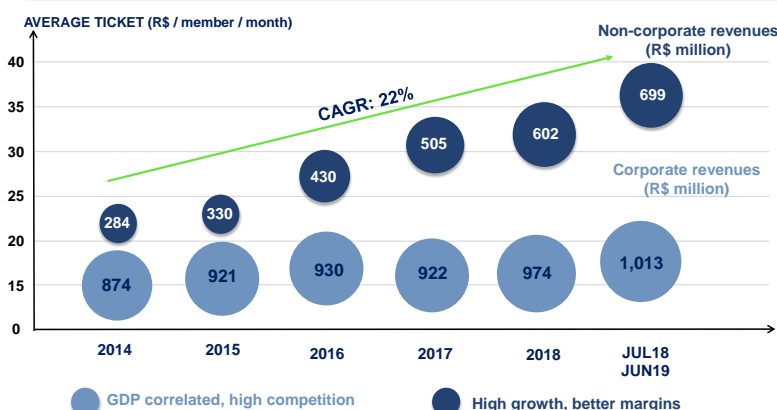
- ✓ **Net income** of R\$62 million, with net margin of 13.9%;
- ✓ **Cash dividends** of R\$28 million, in addition to R\$16 million IOC already paid, totaling **70% payout in 2Q19;**
- ✓ **Net cash position** of R\$475 million, without any leverage;

## Key Metrics

(R\$000, except otherwise specified)	2Q19 O.System <sup>1</sup>	2Q19	2Q18	Δ%	6M19 O.System <sup>1</sup>	6M19	6M18	Δ%	JUL18-JUN19	JUL17-JUN18	Δ%
Net operating revenue (NOR)	25,783	447,438	375,258	19.2	51,626	887,307	745,647	19.0	1,733,500	1,477,173	17.4
Average ticket (R\$/member/month)	14.53	21.31	20.35	4.7	14.66	21.22	20.37	4.2	21.99	20.21	8.8
Number of members	621,647	7,187,333	6,454,560	11.4	621,647	7,187,333	6,454,560	11.4	7,187,333	6,454,560	11.4
Cost of services	7,897	202,694	170,778	18.7	15,411	380,249	326,076	16.6	756,628	661,012	14.5
Dental care ratio (%)	30.6	45.3	45.5	-0.2 p.p.	29.9	42.9	43.7	-0.8 p.p.	43.6	44.7	-1.1 p.p.
Gross profit	17,885	234,848	194,786	20.6	36,214	519,796	421,237	23.4	986,680	811,731	21.6
SG&A ratio (%)	-	26.4	25.9	0.5 p.p.	-	26.2	25.5	0.7 p.p.	26.1	25.7	0.4 p.p.
Allowance for doubtful receivables (%)	-	4.4	3.4	1.0 p.p.	-	4.5	3.5	1.0 p.p.	4.1	3.6	0.5 p.p.
Adjusted EBITDA	-	101,593	94,444	7.6	-	223,036	200,793	11.1	437,591	376,063	16.4
Adjusted EBITDA margin (%)	-	22.7	25.2	-2.5 p.p.	-	25.1	26.9	-1.8 p.p.	25.2	25.5	-0.3 p.p.
Net income	-	62,274	60,344	3.2	-	159,704	142,310	12.2	302,187	266,288	13.5
Net margin (%)	-	13.9	16.1	-2.2	-	18.0	19.1	-1.1	17.4	18.0	-3.3
Net Cash	-	475,287	548,736	-13.4	-	475,287	548,736	-13.4	475,287	548,736	-13.4

<sup>1</sup>incorporated in January/19

### Revenues and average ticket evolution per segment since 2014



**In 4.5 years, the non-corporate revenues, of SME and Individual Plans, grew 146%, with a CAGR of 22%, increasing the average ticket, reducing the dental care ratio, and strengthening the Company's exclusive distribution bank channels.**

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*This material was prepared by Odontoprev S.A. ("OdontoPrev" or the "Company") and may include forward-looking statements. Such statements are based on assumptions and analyses made by the Company based on its experience and the economic environment and on market conditions and expected future events, many of which are beyond the Company's control. Important factors which can lead to significant differences between real results and these forward-looking statements include the business strategy of the Company, Brazilian and international economic conditions, technology, financial strategies, developments in the sector, conditions of the financial markets, uncertainty regarding the results of the Company's future operations, plans, objectives, expectations, intentions, and other factors.*

*Because of these factors, the real results of the Company may differ significantly from those expressed or implied in forward-looking statements. The information and opinions contained herein should not be interpreted as recommendations for potential investors, and no decision regarding investment should be based on the assumption that this information is accurate, current, or complete.*

## 2Q19 and 6M19 Earnings Release

### Income Statement

OdontoPrev performs a regulated activity, and as such must present interim financial statements based on the Accounting Rules of the ANS, including accounting lines with names differing from those commonly used by companies from other sectors. **OdontoPrev's consolidated data on 2Q19, 2Q18, 6M19 and 6M18 include Rede Dental; DentalCorp and Care Plus (incorporated in 2008); Sepao; Prontodente and OdontoServ (incorporated in December of 2009); Bradesco Dental (incorporated in 2010), Easy Software; Adcon (incorporated in 2014); Dental Partner; Clidec; Clidec Participações; OdontoPrev Serviços, Papaiz, Brasildental, Odontored (Mexico) and Odonto System (acquired in August/2018 and incorporated in January/19).**

R\$000	2Q19	2Q18	6M19	6M18
(+) Payments net	460,428	390,427	917,674	779,818
(+) Sales of services and products	4,259	3,290	8,320	6,910
(+) Odontored (México)	5,000	2,776	9,762	4,954
<b>Gross operating revenue</b>	<b>469,687</b>	<b>396,493</b>	<b>935,756</b>	<b>791,682</b>
(-) Direct taxes on dental care operations	18,696	18,855	28,089	41,330
(-) Taxes on sales of services and products	3,553	2,380	6,560	4,705
<b>Net operating revenue</b>	<b>447,438</b>	<b>375,258</b>	<b>901,107</b>	<b>745,647</b>
<b>(-) Cost of services</b>	<b>212,590</b>	<b>180,472</b>	<b>381,311</b>	<b>324,410</b>
Indemnifiable claims, net	196,155	166,319	367,008	311,650
Odontored (México)	633	441	1,207	804
Payroll charges on services	(37)	4	(34)	7
Dental materials	2,091	1,764	4,146	3,623
Other operating revenues (expenses)	3,851	2,250	7,921	9,992
Incurred but Not Reported Provision (IBNR)	10,276	9,803	1,074	-1,633
Odontored - Technical reserves	(379)	-109	(11)	-33
<b>Gross profit</b>	<b>234,848</b>	<b>194,786</b>	<b>519,796</b>	<b>421,237</b>
<b>(-) Selling expenses</b>	<b>50,775</b>	<b>38,133</b>	<b>102,221</b>	<b>79,960</b>
<b>(+) Other operating revenues</b>	<b>727</b>	<b>651</b>	<b>1,497</b>	<b>1,145</b>
<b>(-) General and Administrative Expenses</b>	<b>73,509</b>	<b>61,363</b>	<b>142,877</b>	<b>115,948</b>
<b>G&amp;A (adjusted at EBITDA base)</b>	<b>67,179</b>	<b>59,017</b>	<b>130,130</b>	<b>110,486</b>
Personnel	38,435	30,972	75,488	61,836
Third parties services	8,333	7,230	16,552	14,009
Rentals and occupancy	10,758	10,363	20,007	17,054
Publicity and advertising	4,483	5,998	8,348	8,150
Taxes and fees	3,051	2,758	6,360	5,693
Others	2,119	1,696	3,375	3,744
<b>G&amp;A (not adjusted at EBITDA base)</b>	<b>6,330</b>	<b>2,346</b>	<b>12,747</b>	<b>5,462</b>
Depreciation and amortization	4,998	2,284	10,164	4,722
Amortization of utilization rights	1,332	-	2,583	-
Acquisitions	-	62	-	740
<b>(-) Other operating expenses</b>	<b>28,217</b>	<b>17,532</b>	<b>58,836</b>	<b>37,639</b>
Stock options plan	712	2,523	1,697	5,116
Allowance for doubtful receivables	19,890	12,927	39,616	26,237
Profit sharing	4,408	2,082	9,379	6,286
Long term incentive plan	3,207	-	8,144	-
<b>(+) Equity in subsidiaries</b>	<b>620</b>	<b>920</b>	<b>2,346</b>	<b>2,271</b>
<b>Income before financial income (expenses) and taxes</b>	<b>83,694</b>	<b>79,329</b>	<b>219,705</b>	<b>191,106</b>
<b>(+) Net financial income</b>	<b>5,589</b>	<b>6,795</b>	<b>10,445</b>	<b>13,927</b>
<b>(+) Financial income</b>	<b>8,844</b>	<b>8,586</b>	<b>16,856</b>	<b>17,612</b>
<b>(-) Financial expenses</b>	<b>3,255</b>	<b>1,791</b>	<b>6,411</b>	<b>3,685</b>
Bank fees	1,115	1,053	2,312	1,907
Monetary restatement of provision of legal contingencies	364	167	694	312
Monetary restatement of social security reimbursement	108	223	312	551
Other financial expenses	1,668	348	3,093	915
<b>Income before taxes</b>	<b>89,283</b>	<b>86,124</b>	<b>230,150</b>	<b>205,033</b>
<b>(-) Income and social contribution tax</b>	<b>26,417</b>	<b>25,633</b>	<b>69,601</b>	<b>62,707</b>
(-) Current income and social contribution tax	26,734	27,891	66,112	61,989
(-) Deferred income and social contribution tax	(317)	-2,258	3,489	718
<b>Net income before participation of minority shareholders</b>	<b>62,866</b>	<b>60,491</b>	<b>160,549</b>	<b>142,326</b>
(+) Participation of minority shareholders	(592)	-147	(845)	-16
<b>Net income</b>	<b>62,274</b>	<b>60,344</b>	<b>159,704</b>	<b>142,310</b>

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## ESG Metrics



FTSE4Good

OdontoPrev remains a member of the FTSE4Good Index Series in 2019, and has satisfied the requirements to become a constituent. The FTSE4Good Index Series is designed to measure the performance of companies demonstrating strong Environmental, Social and Governance (ESG) practices.

Social key indicators	1Q18	2Q18	6M18	2018	1Q19	2Q19	6M19
Total employees	1,579	1,598	1,598	1,601	2,129	2,141	2,141
Call Center employees	391	423	423	432	562	562	562
Total turnover	5.1%	7.1%	12.1%	22.2%	7.3%	4.4%	11.6%
Turnover without Call Center	4.1%	7.9%	12.1%	20.7%	7.0%	4.0%	11.0%
Call Center turnover	7.9%	5.0%	12.3%	26.4%	8.0%	5.5%	13.5%
[GRI G4-LA1]							
Total voluntary turnover	2.2%	2.2%	4.3%	7.4%	1.8%	1.6%	3.4%
Voluntary turnover without Call Center	1.2%	1.7%	2.9%	5.9%	1.4%	1.6%	3.0%
Call Center voluntary turnover	5.1%	3.5%	8.3%	11.6%	2.8%	1.6%	4.4%
[GRI G4-LA12]							
% Men	26.4%	26.4%	26.4%	24.9%	26.2%	26.0%	26.0%
% Women	73.6%	73.6%	73.6%	75.1%	73.8%	74.0%	74.0%
[GRI G4-LA12]							
Statutory	2.0%	2.0%	2.0%	1.9%	1.4%	1.4%	1.4%
Strategic Management	3.8%	3.6%	3.6%	3.6%	3.1%	3.0%	3.0%
Tactical Management	4.4%	4.5%	4.5%	4.3%	4.1%	4.3%	4.3%
Specialist	22.4%	22.2%	22.2%	22.4%	18.9%	19.9%	19.9%
Administrative	24.1%	23.5%	23.5%	23.5%	25.4%	25.1%	25.1%
Back office	43.2%	44.2%	44.2%	44.3%	47.1%	46.3%	46.3%
[GRI G4-LA12]							
< 21 years	7.1%	6.4%	6.4%	5.6%	7.0%	6.9%	6.9%
21 - 29 years	32.4%	32.9%	32.9%	32.4%	33.2%	32.0%	32.0%
30 - 39 years	34.2%	33.6%	33.6%	34.3%	34.5%	35.5%	35.5%
40 - 49 years	18.2%	19.0%	19.0%	19.5%	17.4%	18.0%	18.0%
> 50 years	8.1%	8.0%	8.0%	8.3%	7.9%	7.7%	7.7%
Environmental key indicators	1Q18	2Q18	6M18	2018	1Q19	2Q19	6M19
Total consumption of electricity (kWh) [GRI-EN3]	280,488	259,042	539,530	1,025,000	228,460	224,499	452,959
Total consumption of water (m³) [GRI-EN8]	2,108	2,278	4,386	9,921	2,584	2,268	4,852
Greenhouse gas emissions per scope (tCO2e) [GRIG4-EN15, 16 and 17]	103	91	194	684	243	285	528
Scope 1 - direct emissions (tCO2e)	24	22	46	79	24	11	35
Scope 2 - indirect emissions related to purchase of energy (tCO2e)	18	18	35	75	8	8	16
Scope 3 - indirect emissions from the value chain (tCO2e)	61	52	114	530	212	266	478
Waste Management [GRI DMA MATERIALS, 301-1, DMA EFFLUENTS AND RESIDUES, 306-2]	1,887	1,421	3,308	6,543	1,742	2,002	3,744
Paper disposal (Kg)	961	689	1,650	3,117	939	1,022	1,961
Plastic disposal (Kg)	891	707	1,598	3,344	803	967	1,770
Aluminium disposal (Kg)	31	12	43	58	-	13	13
Glass disposal (Kg)	4	13	17	24	-	-	-

# 2Q19 and 6M19 Earnings Release

## Operational and financial performance

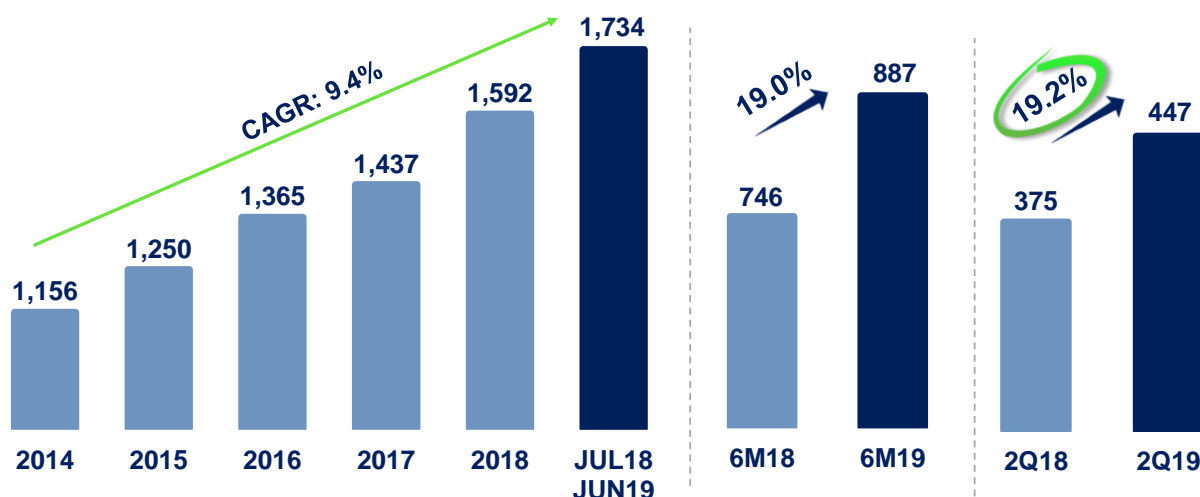
### Operating revenue

Net operating revenue (NOR)										
	2Q19		2Q18		Δ%	6M19		6M18		Δ%
	R\$ 000	% Sales	R\$ 000	% Sales		R\$ 000	% Sales	R\$ 000	% Sales	
(+) Payments, net	460,428	102.9	390,427	104.0	17.9	917,674	103.4	779,818	104.6	17.7
(+) Sales of services and products	4,259	1.0	3,290	0.9	29.4	8,320	0.9	6,910	0.9	20.4
(+) Odontored (México)	5,000	1.1	2,776	0.7	80.1	9,762	1.1	4,954	0.7	97.1
<b>Gross operating revenue (GOR)</b>	<b>469,687</b>	<b>105.0</b>	<b>396,493</b>	<b>105.7</b>	<b>18.5</b>	<b>935,756</b>	<b>105.5</b>	<b>791,682</b>	<b>106.2</b>	<b>18.2</b>
(-) Direct taxes on dental care operations	18,696	4.2	18,855	5.0	(0.8)	41,889	4.7	41,330	5.5	1.4
(-) Taxes on sales of services and products	3,553	0.8	2,380	0.6	49.3	6,560	0.7	4,705	0.6	39.4
<b>Net operating revenue (NOR)</b>	<b>447,438</b>	<b>100.0</b>	<b>375,258</b>	<b>100.0</b>	<b>19.2</b>	<b>887,307</b>	<b>100.0</b>	<b>745,647</b>	<b>100.0</b>	<b>19.0</b>

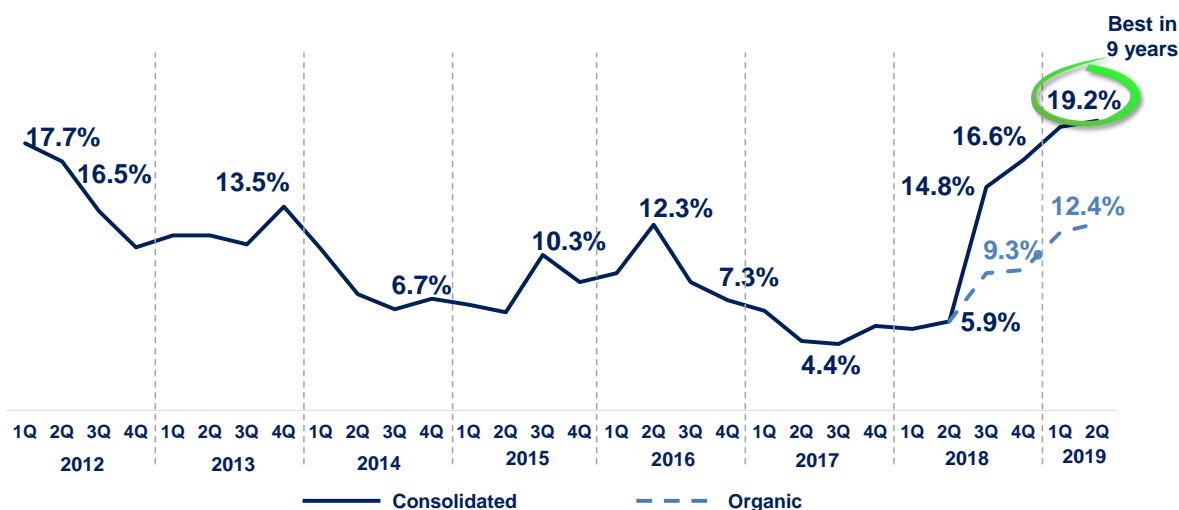
The net operating revenue (NOR) reached R\$447,438 in 2Q19, 19.2% higher YoY. In 6M19, net revenues reached R\$887,307, 19.0% expansion YoY. Net revenues ex-Odonto System grew 12.4% in the quarter, and 12.1% in 6M19.

### Net Revenue

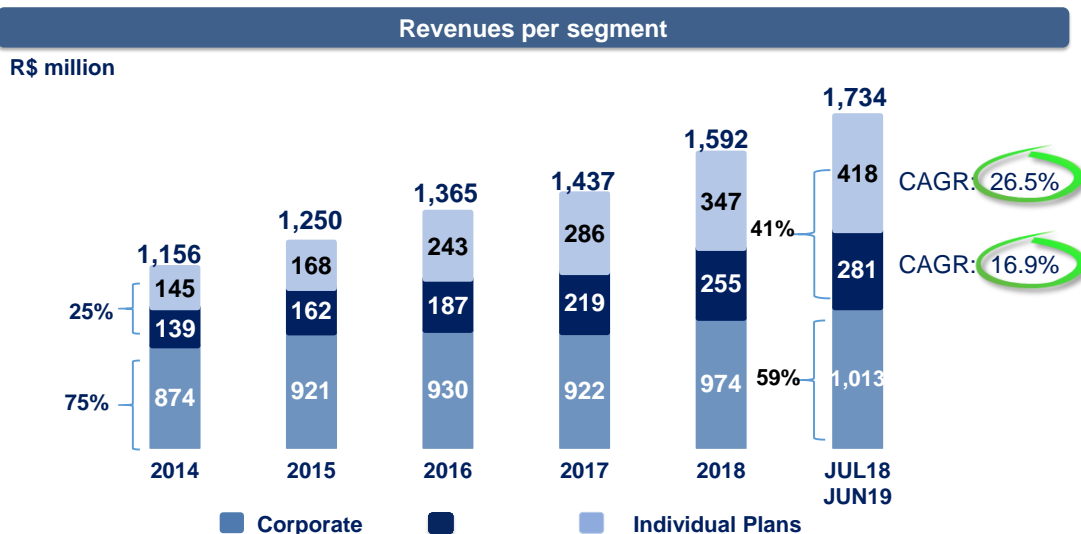
R\$ million



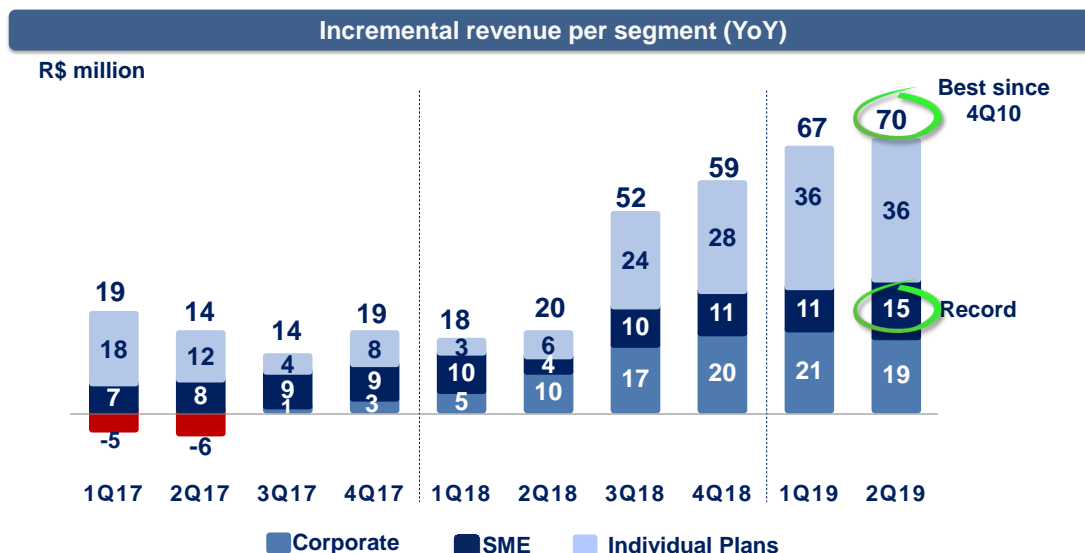
### Net revenue annual growth (%)



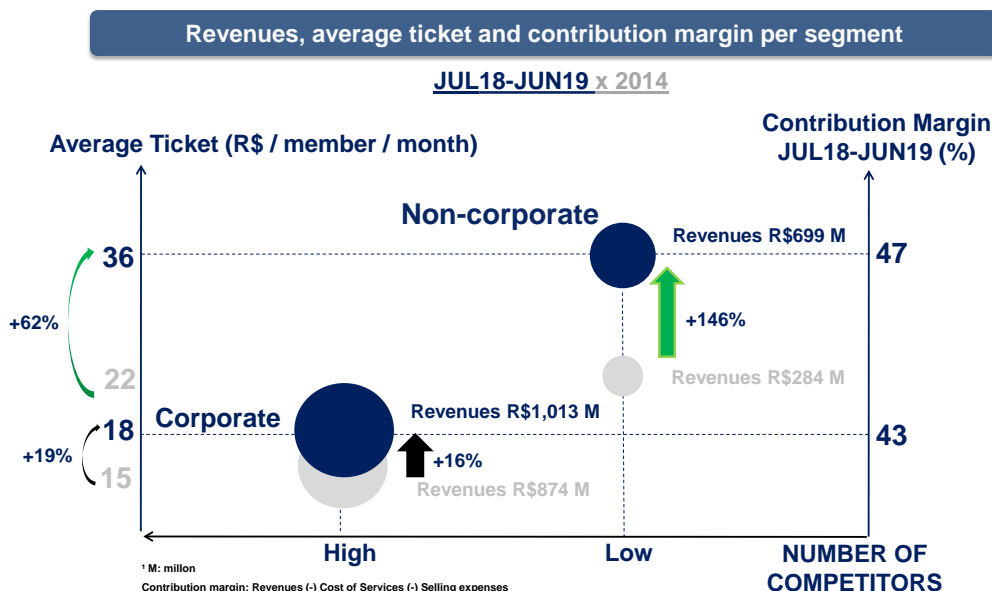
## 2Q19 and 6M19 Earnings Release



The Corporate segment incremental revenue were negative in R\$11 million in 6M17, and turning positive in \$40 million in 6M19. **The 2Q19 incremental revenue was the highest since 4Q10.**



In 4.5 years, the non-corporate segment revenues grew 146%, reaching R\$699 million in 12 months. The average ticket grew 62% in the period, from R\$22.10 to R\$35.85.



## 2Q19 and 6M19 Earnings Release

### (i) Consolidated Average Ticket

Average ticket calculation	2Q19	2Q18	Δ%	6M19	6M18	Δ%
Payments, net R\$000 (A)	460,428	390,427	17.9	917,674	779,818	17.7
Average number of members (B)	7,204	6,396	12.6	7,209	6,382	13.0
<b>Average ticket (R\$/member/month) (A/B)/# of months</b>	<b>21.31</b>	<b>20.35</b>	<b>4.7</b>	<b>21.22</b>	<b>20.37</b>	<b>4.2</b>

The average ticket was R\$21.31 in 2Q19, 4.7% higher than 2Q18, due to corporate contracts readjustments, the sales mix of the period and the Odonto System incorporation in January/2019. **Excluding Odonto System, the 2Q19 average ticket would have been R\$21.96, 7.9% above 2Q18.**

Average ticket calculation (ex-Brasildental portfolio)	2Q19	2Q18	Δ%	6M19	6M18	Δ%
Payments, net R\$000 ex-Brasildental portfolio (A)	446,154	377,420	18.2	890,232	755,715	17.8
Average number of members ex-Brasildental portfolio (B)	6,652	5,860	13.5	6,656	5,849	13.8
<b>Average ticket (R\$/member/month) (A/B)/# of months</b>	<b>22.36</b>	<b>21.47</b>	<b>4.1</b>	<b>22.29</b>	<b>21.53</b>	<b>3.5</b>

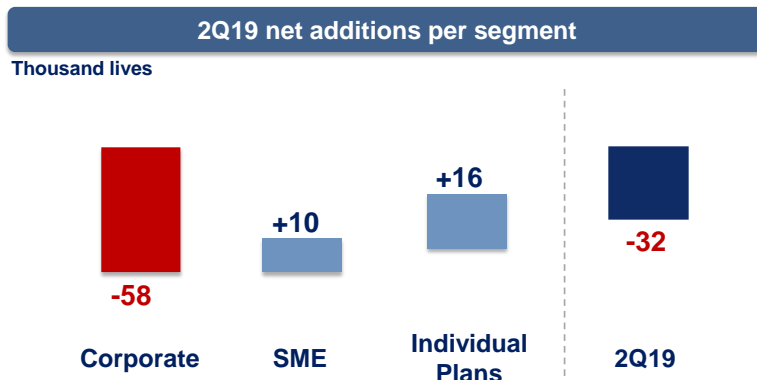
Excluding the Brasildental portfolio, and the correspondent net payments, the 2Q19 average ticket would have been R\$22.36, 4.1% higher than 2Q18.



## 2Q19 and 6M19 Earnings Release

### (ii) Total number of members

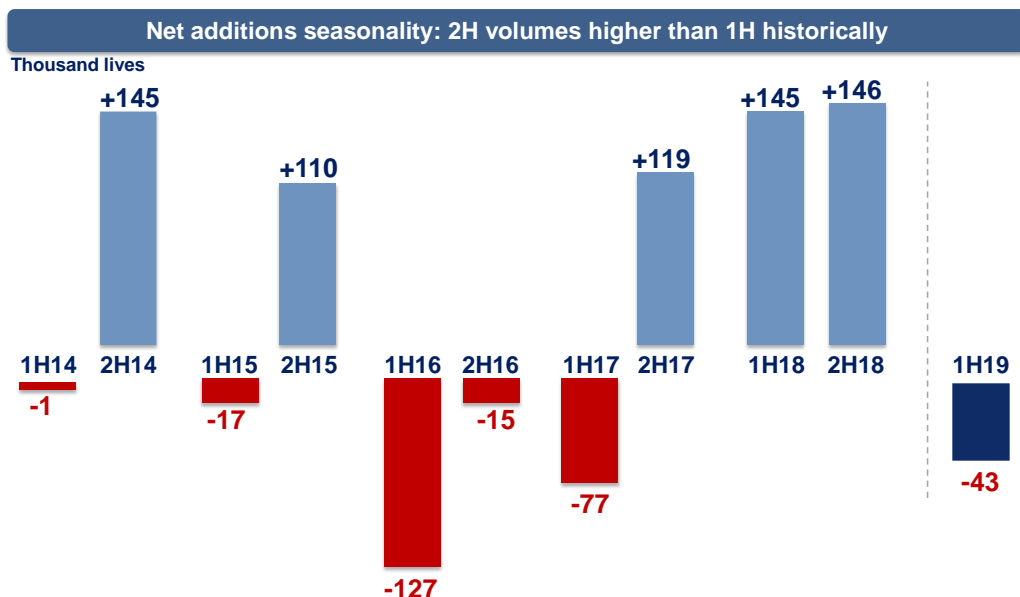
OdontoPrev reached 7,187,333 members in 2Q19, with a net loss of 32 thousand members in the quarter, and 103 thousand net additions in the last twelve months.



	Portfolio 2Q16	Net additions				Portfolio 2Q17	Net additions				Portfolio 2Q18	Net additions				Portfolio 2Q19
		3Q16	4Q16	1Q17	2Q17		3Q17	4Q17	1Q18	2Q18		3Q18	4Q18	1Q19	2Q19	
<b>Corporate</b>	<b>4,787,359</b>	<b>-85,582</b>	<b>-5,713</b>	<b>-46,880</b>	<b>-28,144</b>	<b>4,621,040</b>	<b>48,555</b>	<b>34,067</b>	<b>8,600</b>	<b>98,682</b>	<b>4,810,944</b>	<b>313,344</b>	<b>16,043</b>	<b>3,844</b>	<b>-58,311</b>	<b>5,085,864</b>
OdontoPrev¹	4,787,359	-85,582	-5,713	-46,880	-28,144	4,621,040	48,555	34,067	8,600	98,682	4,810,944	25,053	13,809	-12,499	-36,976	4,800,331
Odonto System	0	0	0	0	0	0	0	0	0	0	0	288,291	2,234	16,343	-21,335	285,533
<b>SME</b>	<b>862,619</b>	<b>12,689</b>	<b>28,243</b>	<b>8,208</b>	<b>641</b>	<b>912,400</b>	<b>30,741</b>	<b>20,012</b>	<b>11,821</b>	<b>-18,520</b>	<b>956,454</b>	<b>158,020</b>	<b>-2,571</b>	<b>-23,028</b>	<b>9,633</b>	<b>1,098,508</b>
OdontoPrev	135,254	-682	-3,051	-939	-2,679	127,903	-94	1,120	-6,347	741	123,323	2,640	2,481	-1,018	8,801	136,227
Bradesco	718,189	6,922	-6,885	-2,547	5,079	720,758	11,484	-1,150	17,888	-18,781	748,980	11,086	-5,031	-6,243	7,075	737,086
BB	9,176	6,449	38,179	11,694	-1,759	63,739	19,351	20,042	280	-480	103,412	2,846	1,204	-5,356	-6,041	95,585
Odonto System	0	0	0	0	0	0	0	0	0	0	0	141,448	-1,225	-10,411	-202	129,610
<b>Individual Plans</b>	<b>631,873</b>	<b>18,225</b>	<b>17,246</b>	<b>-15,650</b>	<b>5,140</b>	<b>656,834</b>	<b>6,429</b>	<b>-20,782</b>	<b>8,633</b>	<b>36,048</b>	<b>687,162</b>	<b>239,390</b>	<b>51,532</b>	<b>8,662</b>	<b>16,215</b>	<b>1,002,961</b>
Retailers	352,267	2,230	8,274	-9,657	5,895	359,009	7,039	-28,102	-14,356	6,602	330,192	29,219	19,000	9,687	13,375	401,473
Bradesco	258,025	18,997	10,167	-4,102	-209	282,878	627	-7,778	12,163	23,701	311,591	6,224	27,845	4,352	4,665	354,677
BB	21,581	-3,002	-1,195	-1,891	-546	14,947	-1,237	15,098	10,826	5,745	45,379	58	2,596	-4,561	-3,165	40,307
Odonto System	0	0	0	0	0	0	0	0	0	0	0	203,889	2,091	-816	1,340	206,504
<b>Total</b>	<b>6,281,851</b>	<b>-54,668</b>	<b>39,776</b>	<b>-54,322</b>	<b>-22,363</b>	<b>6,190,274</b>	<b>85,725</b>	<b>33,297</b>	<b>29,054</b>	<b>116,210</b>	<b>6,454,560</b>	<b>710,754</b>	<b>65,004</b>	<b>-10,522</b>	<b>-32,463</b>	<b>7,187,333</b>

¹OdontoPrev + Bradesco + BB

Due to seasonality of the business, membership growth is higher in the 2H than 1H of the year. Since 2014, 1H net additions were, on average, negative 20 thousand members, versus net additions of 101 thousand members in 2H.





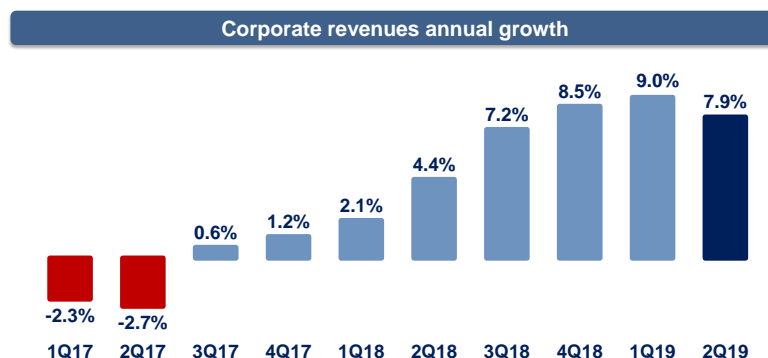
# 2Q19 and 6M19 Earnings Release

## Data by business segment

### Corporate segment

#### Net Revenues - Corporate segment

The Corporate segment revenues totaled R\$256,002 in 2Q19, a 7.9% growth YoY. In the first semester, Corporate revenues reached R\$508,961, 8.4% higher than last year.



Corporate	2Q19	2Q18	Δ%	6M19	6M18	Δ%
(+) Payments, net	265,288	248,113	6.9	530,448	493,061	7.6
(-) Direct taxes on dental care operations	9,286	10,843	-14.4	21,487	23,648	-9.1
<b>Net operating revenue<sup>1</sup> (NOR)</b>	<b>256,002</b>	<b>237,269</b>	<b>7.9</b>	<b>508,961</b>	<b>469,413</b>	<b>8.4</b>

<sup>1</sup> excluding Sale of Services and Products

#### (i) Average Ticket - Corporate segment

The Corporate average ticket reached R\$17.29 in 2Q19 and in 6M19, in line with the same period of last year, reflecting contracts readjustments and Odonto System incorporation.

Average Ticket - Corporate	2Q19	2Q18	Δ%	6M19	6M18	Δ%
Payments, net R\$000 (A)	265,288	248,113	6.9	530,448	493,061	7.6
Average number of members (B)	5,115	4,762	7.4	5,113	4,757	7.5
<b>Average ticket (R\$/member/month) (A/B) / # of months</b>	<b>17.29</b>	<b>17.37</b>	<b>-0.5</b>	<b>17.29</b>	<b>17.27</b>	<b>0.1</b>

#### (ii) Membership - Corporate segment

	Net additions					Net additions					Net additions				
	Portfolio 2Q16	3Q16	4Q16	1Q17	2Q17	Portfolio 2Q17	3Q17	4Q17	1Q18	2Q18	Portfolio 2Q18	3Q18	4Q18	1Q19	2Q19
Corporate	4,787,359	-85,582	-5,713	-46,880	-28,144	4,621,040	48,555	34,067	8,600	98,682	4,810,944	313,344	16,043	3,844	-58,311
OdontoPrev <sup>1</sup>	4,787,359	-85,582	-5,713	-46,880	-28,144	4,621,040	48,555	34,067	8,600	98,682	4,810,944	25,053	13,809	-12,499	-36,976
Odonto System	0	0	0	0	0	0	0	0	0	0	0	288,291	2,234	16,343	-21,335
															285,533

<sup>1</sup>OdontoPrev + Bradesco + BB

## 2Q19 and 6M19 Earnings Release

The Corporate segment had net loss of 58 thousand lives in the quarter, due to unemployment. Corporate portfolio reached 5,086 in 2Q19, 1.1% decrease in relation to 1Q19, and practically stable in twelve months, in organic base.



### Cost of services – Corporate segment

The cost of services in the corporate segment was R\$132,536 in 2Q19, and dental care ratio stable at 51.8%. In 6M19, dental care ratio was lower, from 50.1% to 49.2%.

### Selling expenses – Corporate segment

The selling expenses in the corporate segment were R\$16,666 in 2Q19, 6.5% of revenues, below previous quarters. In 2Q18, selling expenses were atypical, of 4.5% of revenues.

Corporate	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	6M18	6M19	JUL17-JUN18	JUL18-JUN19
Average ticket (R\$/member/month) (A/B) / # of months	17.34	17.37	17.47	17.30	17.19	17.29	17.27	17.29	17.24	17.80
End of period number of members (000)	4,712	4,811	5,124	5,140	5,144	5,086	4,811	5,086	4,811	5,086
Average number of members (000) (B)	4,708	4,762	4,968	5,132	5,142	5,115	4,757	5,113	4,716	4,948
(+) Payments, net (R\$ 000) (A)	244,949	248,113	260,380	266,387	265,160	265,288	493,061	530,448	975,440	1,057,215
(-) Direct taxes on dental care operations (R\$ 000)	12,805	10,843	10,898	11,658	12,201	9,286	23,648	21,487	38,675	44,042
<b>Net operating revenue - NOR (R\$ 000)</b>	<b>232,144</b>	<b>237,269</b>	<b>249,482</b>	<b>254,729</b>	<b>252,959</b>	<b>256,002</b>	<b>469,413</b>	<b>508,961</b>	<b>936,765</b>	<b>1,013,173</b>
Cost of services (R\$ 000)	112,386	122,989	131,099	127,376	117,864	132,536	235,375	250,400	478,282	508,875
<b>Dental care ratio (% Sales)</b>	<b>48.4</b>	<b>51.8</b>	<b>52.5</b>	<b>50.0</b>	<b>46.6</b>	<b>51.8</b>	<b>50.1</b>	<b>49.2</b>	<b>51.1</b>	<b>50.2</b>
Cost of Services / member / month (R\$)	8.0	8.6	8.8	8.3	7.6	8.6	8.2	8.2	8.5	8.6
<b>Gross Profit (R\$ 000)</b>	<b>119,758</b>	<b>114,280</b>	<b>118,383</b>	<b>127,353</b>	<b>135,096</b>	<b>123,465</b>	<b>234,038</b>	<b>258,561</b>	<b>458,483</b>	<b>504,297</b>
Selling expenses (R\$ 000)	17,742	10,655	14,771	17,738	17,866	16,666	28,397	34,532	55,060	67,041
<b>Selling expenses (% Sales)</b>	<b>7.6</b>	<b>4.5</b>	<b>5.9</b>	<b>7.0</b>	<b>7.1</b>	<b>6.5</b>	<b>6.0</b>	<b>6.8</b>	<b>5.9</b>	<b>6.6</b>
Contribution Margin (R\$ 000)	102,016	103,625	103,613	109,615	117,230	106,799	205,641	224,029	403,424	437,257
<b>Contribution Margin (% Sales)</b>	<b>43.9</b>	<b>43.7</b>	<b>41.5</b>	<b>43.0</b>	<b>46.3</b>	<b>41.7</b>	<b>43.8</b>	<b>44.0</b>	<b>43.1</b>	<b>43.2</b>

You can find the key metrics per segment, from 2015 to 2017, at Attachment V, page 37.

# 2Q19 and 6M19 Earnings Release

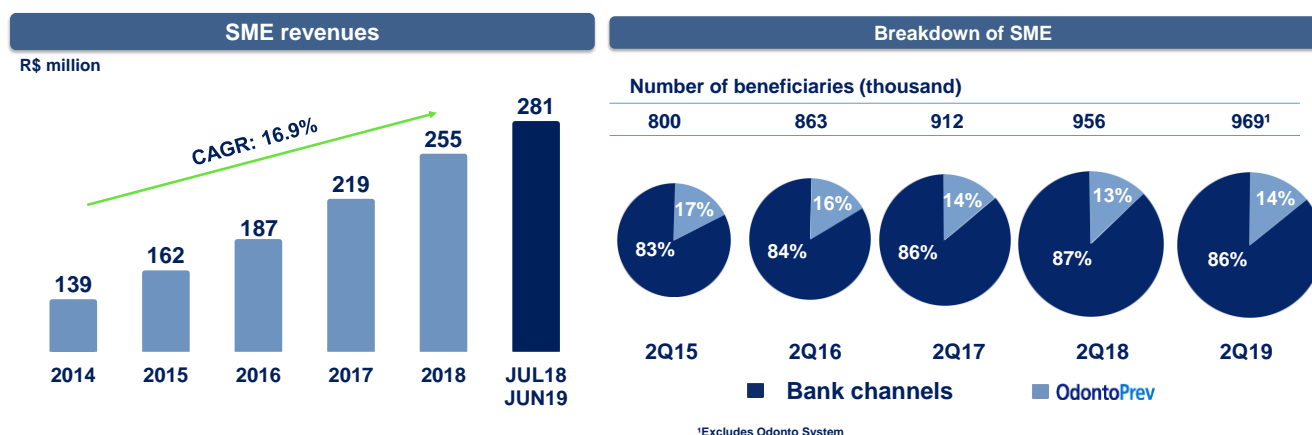
## SME

### Net Revenues - SME

The SME revenues increased **26.6% YoY**, totaling R\$72,706 in the quarter. In the first semester, SME net revenues reached R\$144,335, a 21.9% growth.

SME	2Q19	2Q18	Δ%	6M19	6M18	Δ%
(+) Payments, net	76,125	60,306	26.2	151,866	125,368	21.1
(-) Direct taxes on dental care operations	3,419	2,883	18.6	7,531	6,978	7.9
<b>Net operating revenue<sup>1</sup> (NOR)</b>	<b>72,706</b>	<b>57,423</b>	<b>26.6</b>	<b>144,335</b>	<b>118,390</b>	<b>21.9</b>

<sup>1</sup> excluding Sale of Services and Products



### (i) Average Ticket - SME

In 2Q19, the SME average ticket reached R\$23.20, a 11.5% increase YoY. In 6M19, the SME average ticket was R\$22.90, a 5.2% increase over the previous year.

Average Ticket - SME	2Q19	2Q18	Δ%	6M19	6M18	Δ%
Payments, net R\$000 (A)	76,125	60,306	26.2	151,866	125,368	21.1
Average number of members (B)	1,094	966	13.3	1,105	960	15.1
<b>Average ticket (R\$/member/month) (A/B) / # of months</b>	<b>23.20</b>	<b>20.82</b>	<b>11.5</b>	<b>22.90</b>	<b>21.77</b>	<b>5.2</b>

### (ii) Membership - SME

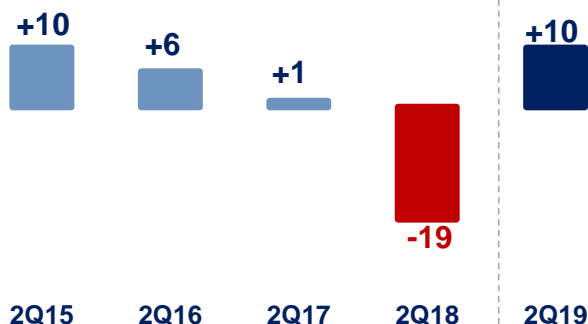
		Net additions					Net additions					Net additions				
	Portfolio 2Q16	3Q16	4Q16	1Q17	2Q17	Portfolio 2Q17	3Q17	4Q17	1Q18	2Q18	Portfolio 2Q18	3Q18	4Q18	1Q19	2Q19	Portfolio 2Q19
SME	862,619	12,689	28,243	8,208	641	912,400	30,741	20,012	11,821	-18,520	956,454	158,020	-2,571	-23,028	9,633	1,098,508
OdontoPrev	135,254	-682	-3,051	-939	-2,679	127,903	-94	1,120	-6,347	741	123,323	2,640	2,481	-1,018	8,801	136,227
Bradesco	718,189	6,922	-6,885	-2,547	5,079	720,758	11,484	-1,150	17,888	-18,781	748,980	11,086	-5,031	-6,243	7,075	737,086
BB	9,176	6,449	38,179	11,694	-1,759	63,739	19,351	20,042	280	-480	103,412	2,846	1,204	-5,356	-6,041	95,585
Odonto System	0	0	0	0	0	0	0	0	0	0	0	141,448	-1,225	-10,411	-202	129,610

## 2Q19 and 6M19 Earnings Release

### SME net additions – 2Q

Thousand lives

The SME segment registered net additions of 10 thousand lives in 2Q19, compared to net loss of 23 thousand lives in 1Q19 and 19 thousand lives in 2Q18.



### Cost of Services – SME

The cost of services of the SME segment was R\$29,040 in 2Q19, a decrease of 320 bps in the dental care ratio in the quarter and 190 bps in the semester.

### Selling expenses – SME

The selling expenses in the SME segment were R\$9,749 in 2Q19, 13.4% of sales, versus 14.0% in 2Q18.

SME	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	6M18	6M19	JUL17-JUN18	JUL18-JUN19
Average ticket (R\$/member/month) (A/B) / # of months	22.38	20.82	22.67	22.06	22.94	23.20	21.77	22.90	21.85	24.00
End of period number of members (000)	975	956	1,114	1,112	1,089	1,099	956	1,099	956	1,099
Average number of members (000) (B)	969	966	1,035	1,113	1,100	1,094	960	1,105	934	1,027
(+) Payments, net (R\$ 000) (A)	65,062	60,306	70,416	73,679	75,741	76,125	125,368	151,866	245,061	295,961
(-) Direct taxes on dental care operations (R\$ 000)	4,095	2,883	3,698	3,826	4,112	3,419	6,978	7,531	11,555	15,055
Net operating revenue - NOR (R\$ 000)	60,967	57,423	66,718	69,853	71,629	72,706	118,390	144,335	233,506	280,905
Cost of services (R\$ 000)	22,531	24,738	27,731	27,607	25,866	29,040	47,269	54,906	95,885	110,244
Dental care ratio (% Sales)	37.0	43.1	41.6	39.5	36.1	39.9	39.9	38.0	41.1	39.2
Cost of Services / member / month (R\$)	7.8	8.5	8.9	8.3	7.8	8.9	8.2	8.3	8.6	8.9
Gross Profit (R\$ 000)	38,436	32,684	38,987	42,246	45,763	43,666	71,121	89,429	137,622	170,661
Selling expenses (R\$ 000)	6,260	8,012	8,577	8,218	8,763	9,749	14,272	18,512	28,576	35,308
Selling expenses (% Sales)	10.3	14.0	12.9	11.8	12.2	13.4	12.1	12.8	12.2	12.6
Contribution Margin (R\$ 000)	32,176	24,673	30,410	34,027	37,000	33,917	56,849	70,916	109,046	135,354
Contribution Margin (% Sales)	52.8	43.0	45.6	48.7	51.7	46.6	48.0	49.1	46.7	48.2

You can find the key metrics per segment, from 2015 to 2017, at Attachment V, page 37.

# 2Q19 and 6M19 Earnings Release

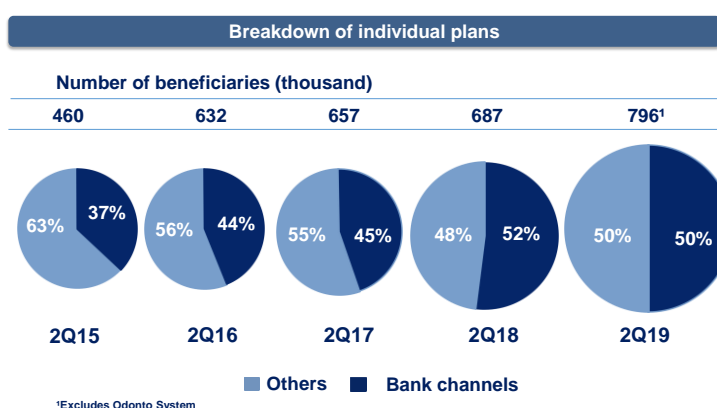
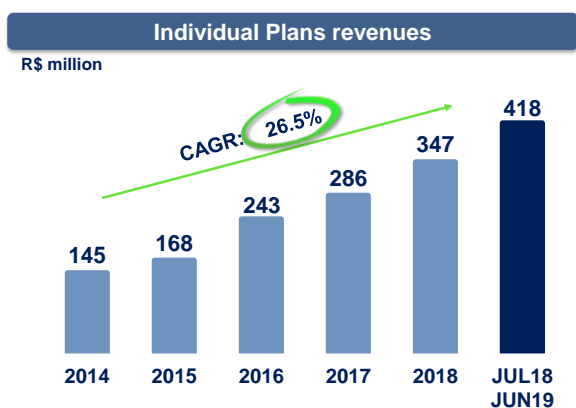
## Individual Plans

### Net Revenues – Individual Plans

The individual plans revenues increased **47.0% YoY**, totaling R\$113,024 in 2Q19. In 6M19, net revenues of individual plans reached R\$222,489, a 47.7% increase over last year.

Individual Plans	2Q19	2Q18	Δ%	6M19	6M18	Δ%
(+) Payments, net	119,015	82,009	45.1	235,360	161,389	45.8
(-) Direct taxes on dental care operations	5,991	5,129	16.8	12,871	10,704	20.3
<b>Net operating revenue<sup>1</sup> (NOR)</b>	<b>113,024</b>	<b>76,880</b>	<b>47.0</b>	<b>222,489</b>	<b>150,685</b>	<b>47.7</b>

<sup>1</sup> excluding Sale of Services and Products



### (i) Average Ticket – Individual Plans

The individual plans average ticket was R\$39.88 in 2Q19, lower than R\$40.85 in 2Q18, due to Odonto System incorporation in January/19, and higher participation of retailers, of lower ticket.

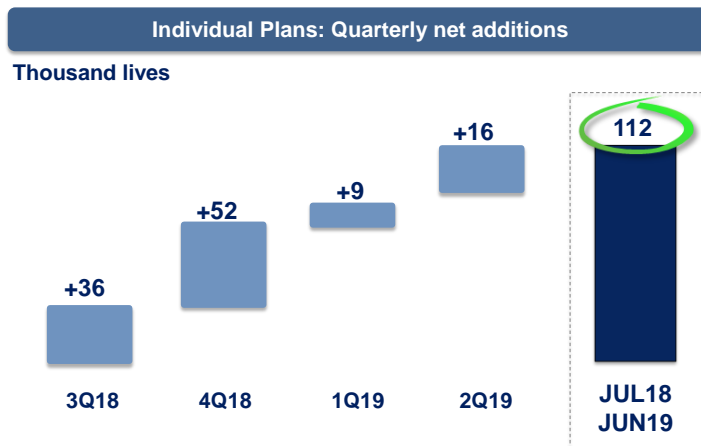
Average Ticket - Individual plans	2Q19	2Q18	Δ%	6M19	6M18	Δ%
Payments, net R\$000 (A)	119,015	82,009	45.1	235,360	161,389	45.8
Average number of members (B)	995	669	48.7	991	665	49.0
<b>Average ticket (R\$/member/month) (A/B) / # of months</b>	<b>39.88</b>	<b>40.85</b>	<b>-2.4</b>	<b>39.60</b>	<b>40.46</b>	<b>-2.1</b>

### (ii) Membership – Individual Plans

	Net additions					Portfolio 2Q17	Net additions				Portfolio 2Q18	Net additions				Portfolio 2Q19
	Portfolio 2Q16	3Q16	4Q16	1Q17	2Q17		3Q17	4Q17	1Q18	2Q18		3Q18	4Q18	1Q19	2Q19	
Individual Plans	631,873	18,225	17,246	-15,650	5,140	656,834	6,429	-20,782	8,633	36,048	687,162	239,390	51,532	8,662	16,215	1,002,961
Retailers	352,267	2,230	8,274	-9,657	5,895	359,009	7,039	-28,102	-14,356	6,602	330,192	29,219	19,000	9,687	13,375	401,473
Bradesco	258,025	18,997	10,167	-4,102	-209	282,878	627	-7,778	12,163	23,701	311,591	6,224	27,845	4,352	4,665	354,677
BB	21,581	-3,002	-1,195	-1,891	-546	14,947	-1,237	15,098	10,826	5,745	45,379	58	2,596	-4,561	-3,165	40,307
Odonto System	0	0	0	0	0	0	0	0	0	0	0	203,889	2,091	-816	1,340	206,504

## 2Q19 and 6M19 Earnings Release

The individual plans surpassed 1 million lives, with net additions of 16 thousand lives in the quarter. In the last 4 quarters, the two main individual plans channels, retailers and Bradesco, added lives.



### Cost of Services – Individual Plans

The cost of services was R\$40,484 in 2Q19, with a dental care ratio of 35.8%, due to the selling mix, and the launching of new products, of higher ticket and utilization, that allows **higher net present value**.

### Selling expenses – Individual Plans

The selling expenses in the quarter were 21.4% of revenues, versus 25.3% in 2Q18.

Individual Plans	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	6M18	6M19	JUL17-JUN18	JUL18-JUN19
<b>Average ticket (R\$/member/month) (A/B) / # of months</b>	<b>40.91</b>	<b>40.85</b>	<b>40.72</b>	<b>38.60</b>	<b>39.48</b>	<b>39.88</b>	<b>40.46</b>	<b>39.60</b>	<b>38.79</b>	<b>43.80</b>
End of period number of members (000)	651	687	927	978	987	1,003	687	1,003	687	1,003
Average number of members (000) (B)	647	669	807	952	982	995	665	991	672	845
(+) Payments, net (R\$ 000) (A)	79,380	82,009	98,570	110,269	116,345	119,015	161,389	235,360	312,839	444,199
(-) Direct taxes on dental care operations (R\$ 000)	5,575	5,129	6,229	6,645	6,880	5,991	10,704	12,871	18,307	25,746
<b>Net operating revenue - NOR (R\$ 000)</b>	<b>73,805</b>	<b>76,880</b>	<b>92,341</b>	<b>103,624</b>	<b>109,465</b>	<b>113,024</b>	<b>150,685</b>	<b>222,489</b>	<b>294,532</b>	<b>418,453</b>
Cost of services (R\$ 000)	20,018	22,610	29,299	32,090	33,251	40,484	42,628	73,735	85,285	135,124
<b>Dental care ratio (% Sales)</b>	<b>27.1</b>	<b>29.4</b>	<b>31.7</b>	<b>31.0</b>	<b>30.4</b>	<b>35.8</b>	<b>28.3</b>	<b>33.1</b>	<b>29.0</b>	<b>32.3</b>
<b>Cost of Services / member / month (R\$)</b>	<b>10.3</b>	<b>11.3</b>	<b>12.1</b>	<b>11.2</b>	<b>11.3</b>	<b>13.6</b>	<b>10.7</b>	<b>12.4</b>	<b>10.6</b>	<b>13.3</b>
<b>Gross Profit (R\$ 000)</b>	<b>53,787</b>	<b>54,271</b>	<b>63,042</b>	<b>71,534</b>	<b>76,213</b>	<b>72,541</b>	<b>108,057</b>	<b>148,754</b>	<b>209,246</b>	<b>283,330</b>
Selling expenses (R\$ 000)	17,695	19,426	21,302	21,562	24,648	24,222	37,121	48,870	71,803	91,734
<b>Selling expenses (% Sales)</b>	<b>24.0</b>	<b>25.3</b>	<b>23.1</b>	<b>20.8</b>	<b>22.5</b>	<b>21.4</b>	<b>24.6</b>	<b>22.0</b>	<b>24.4</b>	<b>21.9</b>
Contribution Margin (R\$ 000)	36,092	34,844	41,740	49,972	51,565	48,319	70,936	99,884	137,443	191,596
<b>Contribution Margin (% Sales)</b>	<b>48.9</b>	<b>45.3</b>	<b>45.2</b>	<b>48.2</b>	<b>47.1</b>	<b>42.8</b>	<b>47.1</b>	<b>44.9</b>	<b>46.7</b>	<b>45.8</b>

You can find the key metrics per segment, from 2015 to 2017, at Attachment V, page 37.

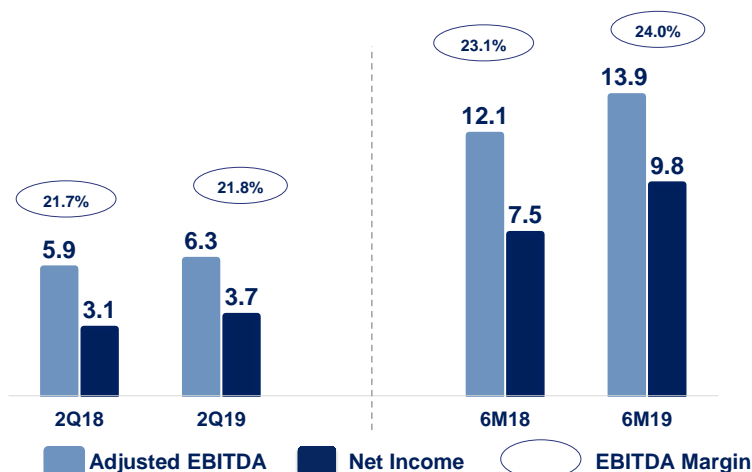
# 2Q19 and 6M19 Earnings Release

## Brasildental JV

(R\$000, except otherwise specified)	2Q19	2Q18	Δ%	6M19	6M18
Net operating revenue (NOR)	29,006	27,193	6.7	58,053	52,498
Average ticket (R\$/member/month)	18.15	17.70	2.5	18.21	17.28
Number of members	550	542	1.5	550	542
Cost of services	14,306	13,058	9.6	27,506	24,241
SG&A	7,212	7,095	1.6	14,431	14,193
Selling expenses	3,226	3,535	-8.7	6,220	6,631
Administrative expenses (G&A)	3,986	3,560	12.0	8,211	7,563
Other operating revenues	-24	-13	86.8	-50	-21
Allowance for doubtful receivables	1,059	1,103	-4.0	2,040	1,758
Profit sharing	130	56	130.5	198	226
EBITDA	<b>6,323</b>	<b>5,892</b>	<b>7.3</b>	<b>13,928</b>	<b>12,101</b>
EBITDA margin (%)	21.8	21.7	0.6 p.p.	24.0	23.1
Net income	<b>3,677</b>	<b>3,116</b>	<b>18.0</b>	<b>9,823</b>	<b>7,463</b>


### BRASIL DENTAL Adjusted EBITDA and Net Income evolution

R\$ million and % Sales



In 2Q19, Brasildental EBITDA reached R\$6,323, 7.3% higher than 2Q18, with a 21.8% margin. Net income reached R\$3,677, 18.0% higher than 2Q18.

## Odonto System

 (R\$000, except otherwise specified)	2Q19	1Q19	4Q18	3Q18 <sup>1</sup>
Net operating revenue (NOR)	25,783	25,843	27,072	17,278
Average ticket (R\$/member/month)	14.53	14.50	15.14	14.66
Number of members	621,647	641,844	636,728	633,622
Cost of services	7,897	7,514	7,903	5,793
Dental care ratio (%)	30.6	29.1	29.2	33.5
Selling expenses	2,211	2,145	2,068	1,393
Selling expenses (%)	8.6	8.3	7.6	8.1
Contribution Margin	15,674	16,184	17,100	10,092
Contribution Margin (%)	60.8	62.6	63.2	58.4

<sup>1</sup>AUG-SEP18



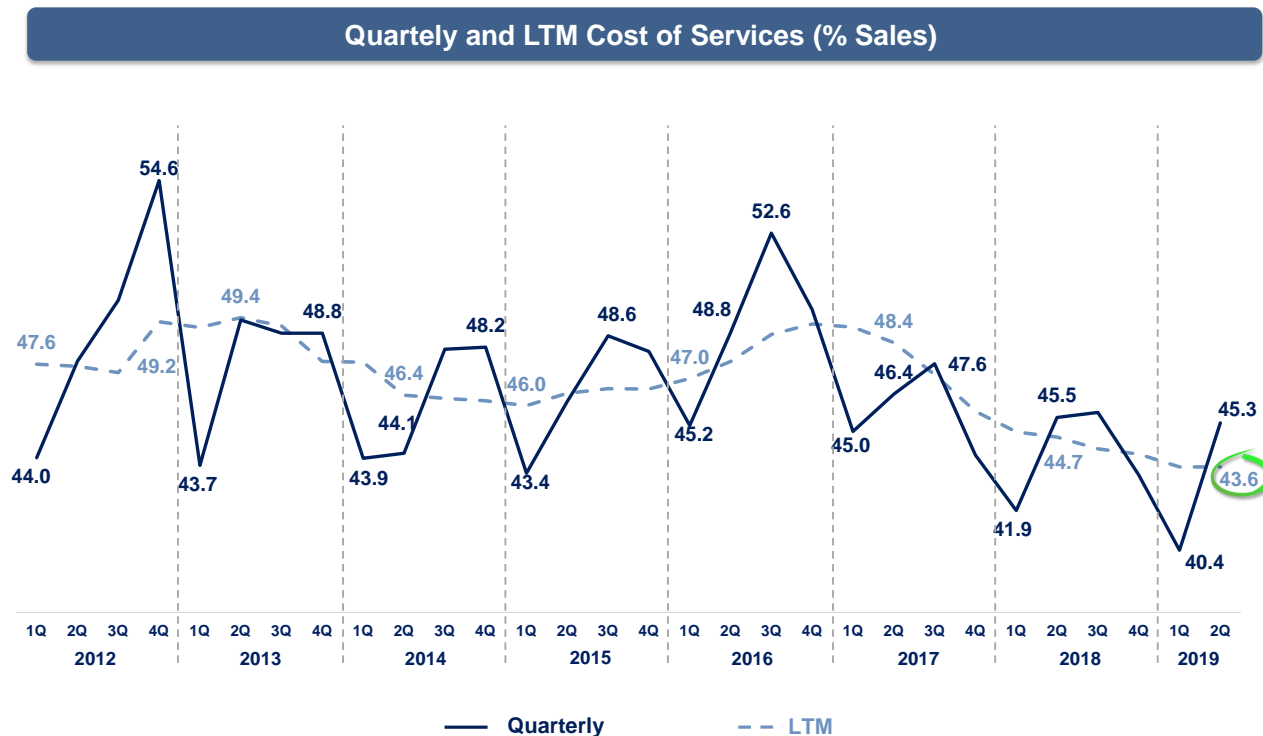
## 2Q19 and 6M19 Earnings Release

### Cost of services and dental care ratio

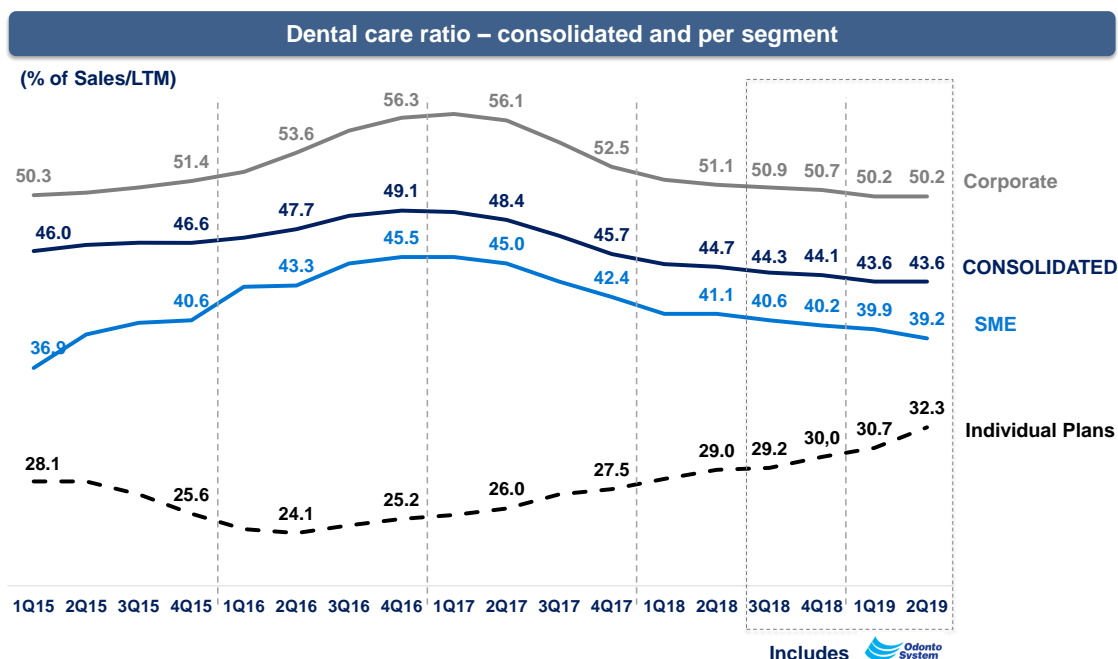
Cost of services (ex IBNR) and dental loss ratio (% Sales)										
	2Q19		2Q18		Δ% p.p. Sales	6M19		6M18		Δ% p.p. Sales
	R\$ 000	% Sales	R\$ 000	% Sales		R\$ 000	% Sales	R\$ 000	% Sales	
<b>Cost of services (ex IBNR)</b>	<b>202,694</b>	<b>45.3</b>	<b>170,778</b>	<b>45.5</b>	<b>0.2</b>	<b>380,249</b>	<b>42.9</b>	<b>326,076</b>	<b>43.7</b>	<b>0.8</b>
Indemnifiable claims, net	196,155	43.8	166,319	44.3	0.5	367,008	41.4	311,650	41.8	0.4
Payroll charges on services	(37)	(0.0)	4	0.0	-	(34)	(0.0)	7	0.0	-
Dental materials	2,091	0.5	1,764	0.5	-	4,146	0.5	3,623	0.5	-
Other operating expenses	3,851	0.9	2,250	0.6	-0.3	7,921	0.9	9,992	1.3	0.4
Odontored (México)	633	0.1	441	0.1	-	1,207	0.1	804	0.1	-

For comparison purposes, the IBNR Provision (Incurred but not Reported) and technical reserves (Odontored), approved by ANS, were excluded from the Cost of Services. In 2Q19 there was a constitution of IBNR and technical reserves of R\$9,897, as compared to a constitution of R\$9,694 in 2Q18.

**In 2Q19, the cost of services represented 45.3% of revenues, the lowest 2Q since 2Q14.** In the semester, the dental loss ratio was 42.9% of revenues, the lowest since 2008. The cost of services of Odonto System was 30.6% in 2Q19, and 29.9% in 6M19. Excluding Odonto System, the cost of services would have represented 46.2% of revenues in the quarter and 43.7% in 6M19.



## 2Q19 and 6M19 Earnings Release

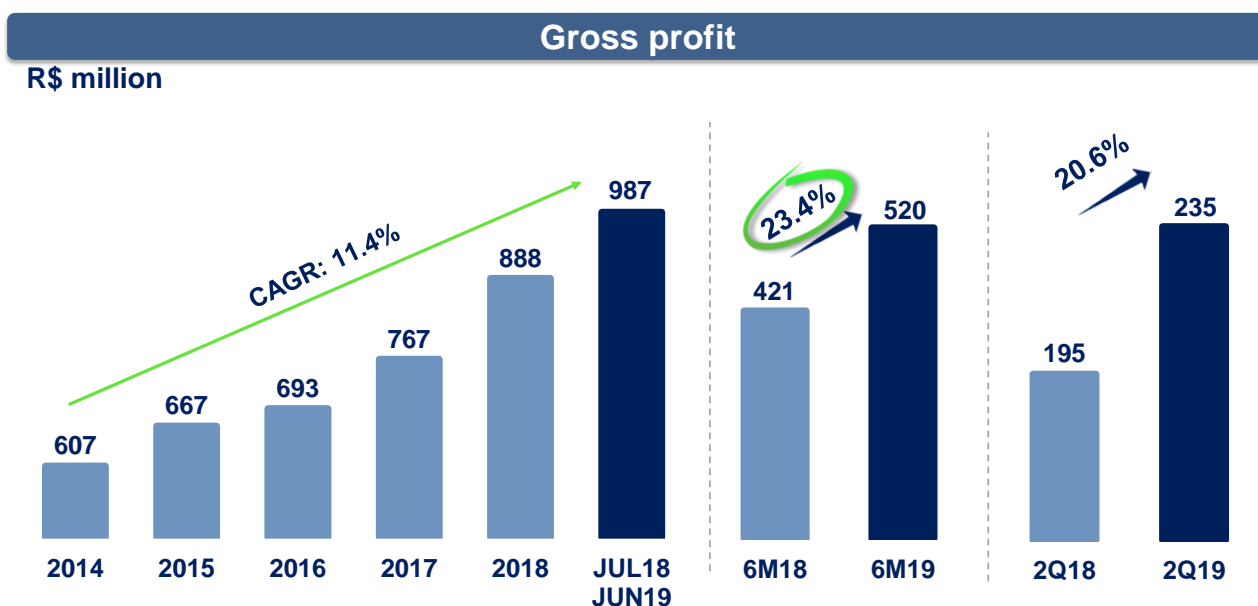


The individual plans annualized dental care ratio was 32,3% in 2Q19 due to the selling mix, and the launching of new products, of higher ticket and utilization, through the bank channels, that allow **higher net present value**.

### Gross profit

Gross profit	2Q19	2Q18	Δ%	6M19	6M18	Δ%
R\$ 000	234,848	194,786	20.6	519,796	421,237	23.4
% Sales	52.5	51.9	0.6 p.p	58.6	56.5	2.1 p.p

**Gross profit reached R\$234,848 in 2Q19, 20.6% YoY.** In the first semester, gross profit were R\$519,796, 23.4% higher than the previous year.

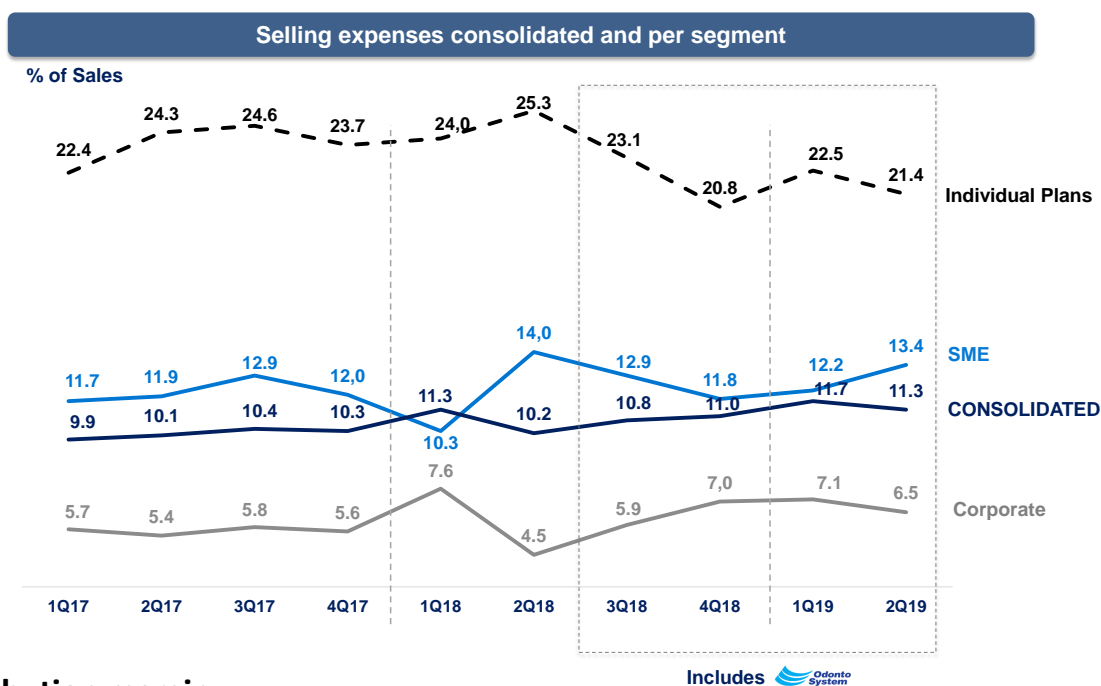


# 2Q19 and 6M19 Earnings Release

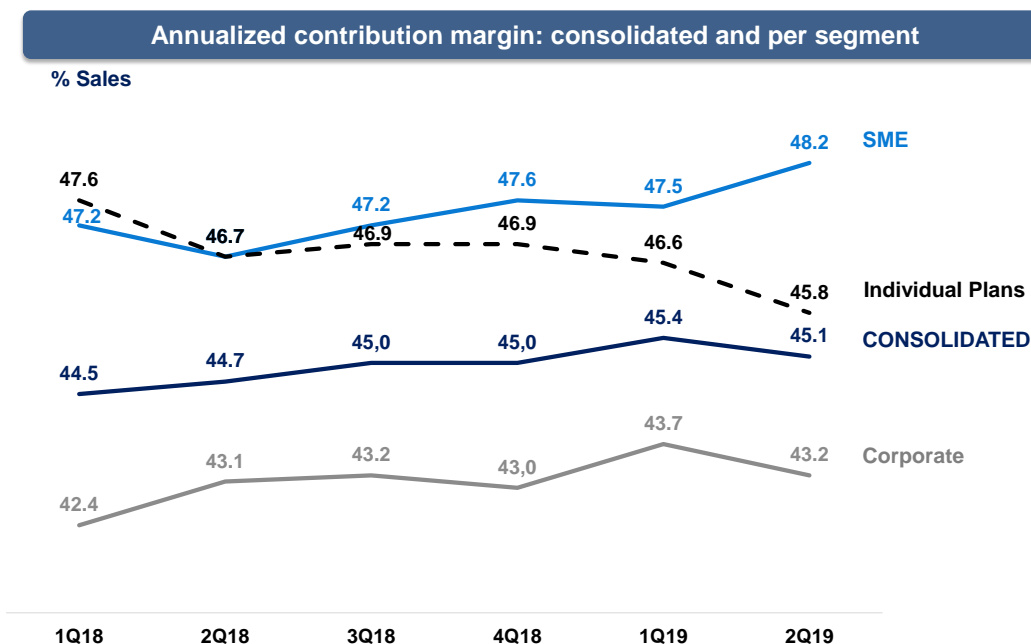
## Selling expenses

(R\$000)	2Q19	2Q18	Δ%	6M19	6M18	Δ%
Selling expenses	50,775	38,133	33.2	102,221	79,960	27.8
Selling expenses (% Sales)	11.3	10.2	1.1 p.p	11.5	10.7	0.8 p.p

The selling expenses reached 11.3% of revenues in 2Q19, 110 bps higher than 2Q18. In 6M19, reached 11.5%, **given the growth of individuals portfolio, of higher acquisition cost.**



## Contribution margin



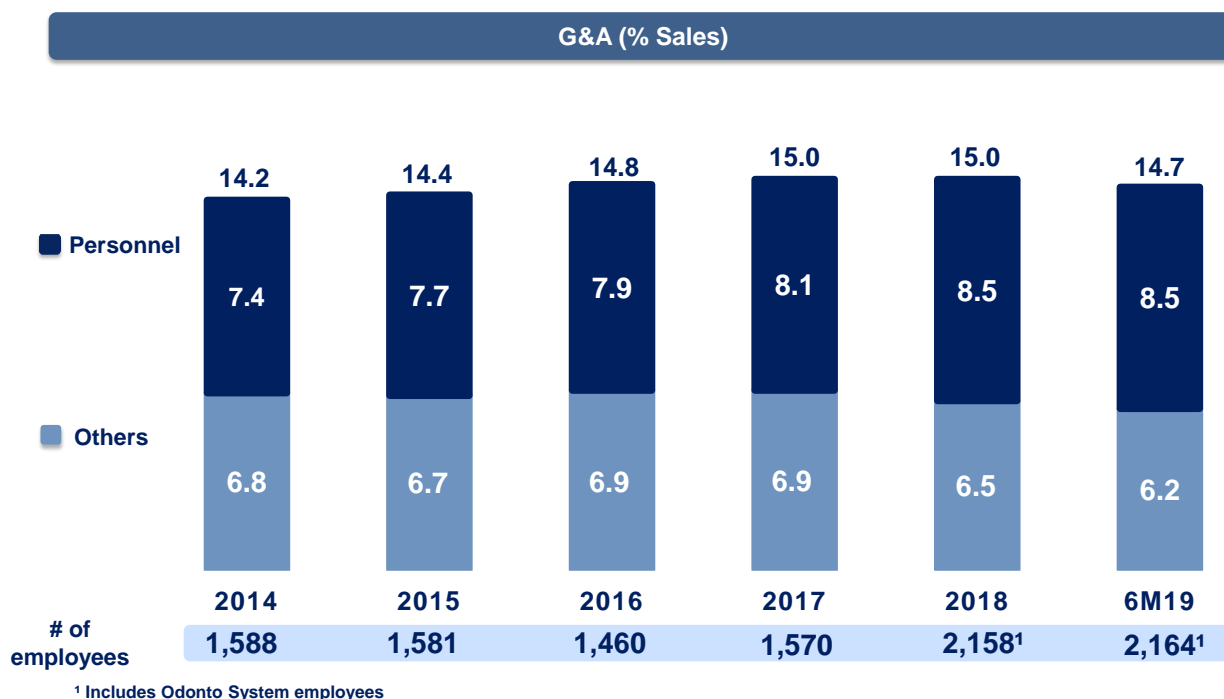
## 2Q19 and 6M19 Earnings Release

### Administrative expenses (G&A)

	2Q19		2Q18		Δ% p.p. Sales	6M19		6M18		Δ% p.p. Sales
	R\$ 000	% Sales	R\$ 000	% Sales		R\$ 000	% Sales	R\$ 000	% Sales	
Personnel	38,435	8.6	30,972	8.3	0.3	75,488	8.5	61,836	8.3	0.2
Third parties services	8,333	1.9	7,230	1.9	0.0	16,552	1.9	14,009	1.9	0.0
Rentals and occupancy	10,758	2.4	10,363	2.8	-0.4	20,007	2.3	17,054	2.3	0.0
Taxes and fees	3,051	0.7	2,758	0.7	0.0	6,360	0.7	5,693	0.8	-0.1
Publicity and advertising	4,483	1.0	5,998	1.6	-0.6	8,348	0.9	8,150	1.1	-0.2
Others	2,119	0.5	1,696	0.5	0.0	3,375	0.4	3,744	0.5	-0.1
<b>G&amp;A (not adjusted at EBITDA base)</b>	<b>67,179</b>	<b>15.0</b>	<b>59,017</b>	<b>15.7</b>	<b>-0.7</b>	<b>130,130</b>	<b>14.7</b>	<b>110,486</b>	<b>14.8</b>	<b>-0.1</b>
Depreciation and amortization	4,998	1.1	2,284	0.6	0.5	10,164	1.1	4,722	0.6	0.5
Amortization of utilization rights	1,332	0.3	-	-	0.3	2,583	0.3	-	-	0.3
Acquisitions	-	-	62	-	-	-	-	740	0.1	-0.1
<b>G&amp;A (not adjusted at EBITDA base)</b>	<b>6,330</b>	<b>1.4</b>	<b>2,346</b>	<b>0.6</b>	<b>0.8</b>	<b>12,747</b>	<b>1.4</b>	<b>5,462</b>	<b>0.7</b>	<b>0.7</b>
<b>Total administrative expenses (G&amp;A)</b>	<b>73,509</b>	<b>16.4</b>	<b>61,363</b>	<b>16.4</b>	<b>-</b>	<b>142,877</b>	<b>16.1</b>	<b>115,948</b>	<b>15.5</b>	<b>0.6</b>

### G&A (included in the adjusted EBITDA base)

The administrative expenses were R\$67,179 in 2Q19 (15.0% of Sales), versus R\$59,017 in 2Q18 (15.7% of Sales). In 6M19, they were R\$130,130 (14.7% of Sales), similar level as previous year.



## 2Q19 and 6M19 Earnings Release

### Allowance for doubtful receivables

Allowance for doubtful receivables	2Q19	2Q18	Δ%	6M19	6M18	Δ%
R\$ 000	19,890	12,927	53.9	39,616	26,237	51.0
% Sales	4.4	3.4	1.0 p.p	4.5	3.5	1.0 p.p

The Allowance for doubtful receivables totaled R\$19,890 (4.4% of Sales) in 2Q19, versus R\$12,927 (3.4% of Sales) in 2Q18, **given the growth of individual retailers portfolio.**

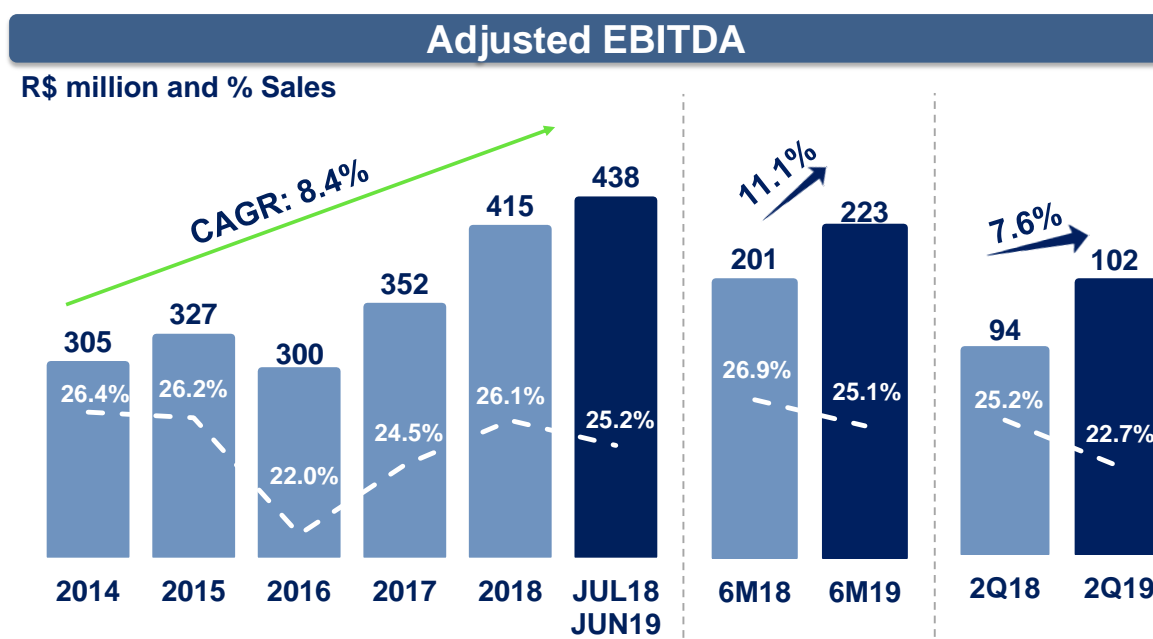
The allowance for doubtful receivables is calculated based on historical losses of the Company. Each month OdontoPrev accrues over each type of accounts receivable, due or not, according to CPC 38/IAS 39.

## 2Q19 and 6M19 Earnings Release

### EBITDA and Adjusted EBITDA

	2Q19		2Q18		Δ% p.p. Sales	Y/Y %	6M19		6M18		Δ% p.p. Sales	Y/Y %
	R\$ 000	% Sales	R\$ 000	% Sales			R\$ 000	% Sales	R\$ 000	% Sales		
<b>Net Income</b>	<b>62,274</b>	<b>13.9</b>	<b>60,344</b>	<b>16.1</b>	<b>(2.2)</b>	<b>3.2</b>	<b>159,704</b>	<b>18.0</b>	<b>142,310</b>	<b>19.1</b>	<b>(1.1)</b>	<b>12.2</b>
(+) Current income and social contribution tax	26,734	6.0	27,891	7.4	-1.4	-4.1	66,112	7.5	61,989	8.3	-0.8	6.7
(+) Deferred income and social contribution tax	-317	-0.1	-2,258	-0.6	0.5	-85.9	3,489	0.4	718	0.1	0.3	386.2
(-) Financial income	8,844	2.0	8,586	2.3	-0.3	3.0	16,856	1.9	17,612	2.4	-0.5	-4.3
(+) Financial expenses	3,255	0.7	1,791	0.5	0.2	81.7	6,411	0.7	3,685	0.5	0.2	74.0
(+) Stock option	712	0.2	2,523	0.7	-0.5	-71.8	1,697	0.2	5,116	0.7	-0.5	-66.8
(-) Participation of minority shareholders	-592	-0.1	-147	0.0	-0.1	302.9	-845	-0.1	-16	0.0	(.1)	-
(+) Depreciation and amortization	4,998	1.1	2,284	0.6	0.5	118.8	10,164	1.1	4,722	0.6	0.5	115.3
(+) Amortization of utilization rights	1,332	0.3	-	-	0.3	-	2,583	0.3	-	-	0.3	-
(-) Equity in subsidiaries	620	0.1	920	0.2	(0.1)	-32.7	2,346	0.3	2,271	0.3	-	3.3
<b>EBITDA</b>	<b>90,117</b>	<b>20.1</b>	<b>83,216</b>	<b>22.2</b>	<b>(2.1)</b>	<b>8.3</b>	<b>231,802</b>	<b>26.1</b>	<b>198,673</b>	<b>26.6</b>	<b>(0.5)</b>	<b>16.7</b>
Incurred But Not Reported Provision - IBNR	10,276	2.3	9,803	2.6	-0.3	4.8	1,074	0.1	-1,633	-0.2	0.3	-165.7
Odontored - Technical reserves	-379	-0.1	-109	0.0	(0.1)	247.2	-11	0.0	-33	0.0	-	-66.5
(+) Brasildental EBITDA Pro Forma	1,580	0.4	1,473	0.4	0.0	7.3	3,740	0.4	3,047	0.4	-	22.7
(-) ISS reversal	-	-	-	-	-	-	-13,568	-	-	-	-	-
Odonto System	-	-	62	0.0	0.0	-100.0	-	0.0	740	0.0	-	(100.0)
<b>Adjusted EBITDA</b>	<b>101,593</b>	<b>22.7</b>	<b>94,444</b>	<b>25.2</b>	<b>(2.5)</b>	<b>7.6</b>	<b>223,036</b>	<b>25.1</b>	<b>200,793</b>	<b>26.9</b>	<b>(1.8)</b>	<b>11.1</b>

The adjusted EBITDA reached R\$101,593 in 2Q19, 7.6% higher than 2Q18, with a margin of 22.7%. In 6M19, the adjusted EBITDA reached R\$223,036, 11.1% higher than the previous year, with margin of 25.1%.



# 2Q19 and 6M19 Earnings Release

## Financial income

	2Q19		2Q18		Δ%	6M19		6M18		Δ%
	R\$ 000	% Sales	R\$ 000	% Sales		R\$ 000	% Sales	R\$ 000	% Sales	
Net financial income	5,589	1.2	6,795	1.8	-17.8	10,445	1.2	13,927	1.9	-25.0
(+) Financial income	8,844	2.0	8,586	2.3	3.0	16,856	1.9	17,612	2.4	-4.3
(-) Financial expenses	3,255	0.7	1,791	0.5	81.7	6,411	0.7	3,685	0.5	74.0
(-) Bank fees	1,115	0.2	1,053	0.3	5.9	2,312	0.3	1,907	0.3	21.2
(-) Monetary restatement of legal provisions	364	0.1	167	-	118.0	694	0.1	312	-	122.4
(-) Monetary restatement of social security reimbursement	108	-	223	0.1	(51.6)	312	-	551	0.1	(43.4)
(-) Others financials expenses	1,668	0.4	348	0.1	379.2	3,093	0.3	915	0.1	238.0

The net financial result was R\$5,589 (1.2% of Sales) in 2Q19, versus R\$6,795 (1.8% of Sales) in 2Q18.

OdontoPrev's financial assets are comprised of an exclusive mutual fund and time deposits of prime institutions, almost all of them 100% liquid.

## Income and social contribution taxes

	2Q19		2Q18		Δ%	6M19		6M18		Δ%
	R\$ 000	% Sales	R\$ 000	% Sales		R\$ 000	% Sales	R\$ 000	% Sales	
Taxes	26,417	5.9	25,633	6.8	3.1	69,601	7.8	62,707	8.4	11.0
(-) Current income and social contribution taxes	26,734	6.0	27,891	7.4	-4.1	66,112	7.5	61,989	8.3	6.7
(-) Deferred income and social contribution taxes	-317	-0.1	-2,258	-0.6	-85.9	3,489	0.4	718	0.1	386.2

	Effective tax rate			
	2Q19	2Q18	6M19	6M18
Income before taxes and profit sharing	93,690	88,206	239,529	211,319
(-) Profit sharing	4,408	2,082	9,379	6,286
(=) Tax base	89,283	86,124	230,150	205,033
<u>Taxes</u>				
(-) Current income and social contribution taxes	26,734	27,891	66,112	61,989
(-) Deferred income and social contribution taxes	-317	-2,258	3,489	718
Total taxes	26,417	25,633	69,601	62,707
Current effective tax rate	29.9%	32.4%	28.7%	30.2%

Amortization schedule from 2019	
Period	Total amortization R\$000
2019	14,579
2020	29,159
2021	29,159
2022	29,159
2023	29,159
Total	131,214

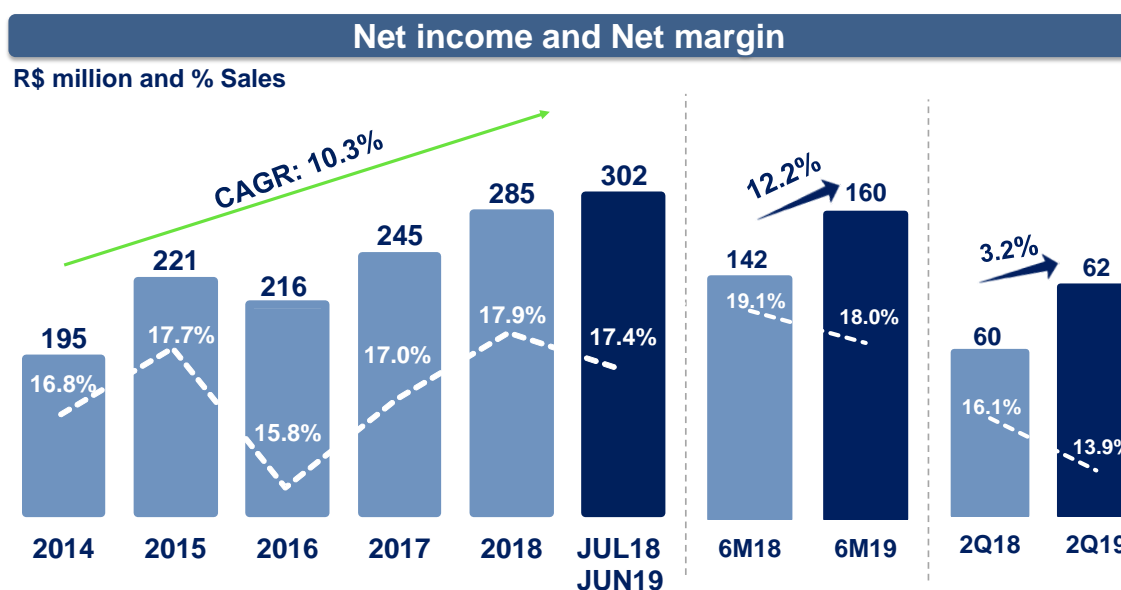


# 2Q19 and 6M19 Earnings Release

## Net Income

Net income reached R\$62,274 in 2Q19, 3.2% above 2Q18. In the semester, net income was R\$159,704, 12.2% above the previous year, with a 18.0% net margin.

Net income	2Q19	2Q18	Δ%	6M19	6M18	Δ%
R\$ 000	62,274	60,344	3.2	159,704	142,310	12.2
% Sales	13.9	16.1	-2.2 p.p	18.0	19.1	-1.1 p.p



## 2Q19 and 6M19 Earnings Release

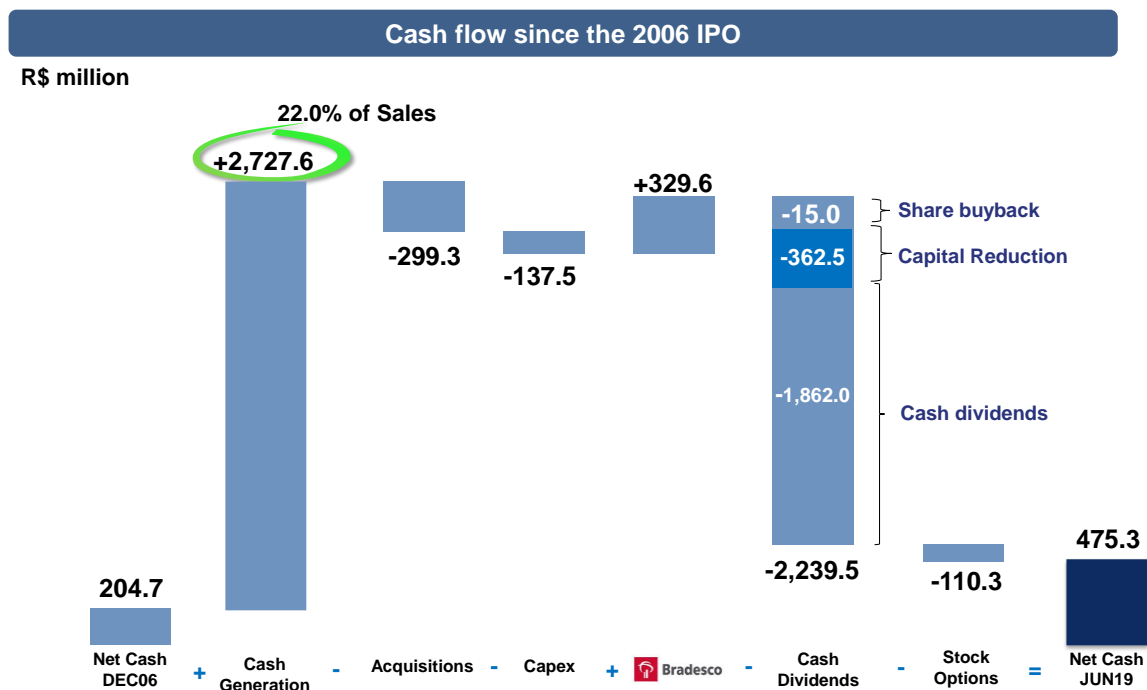
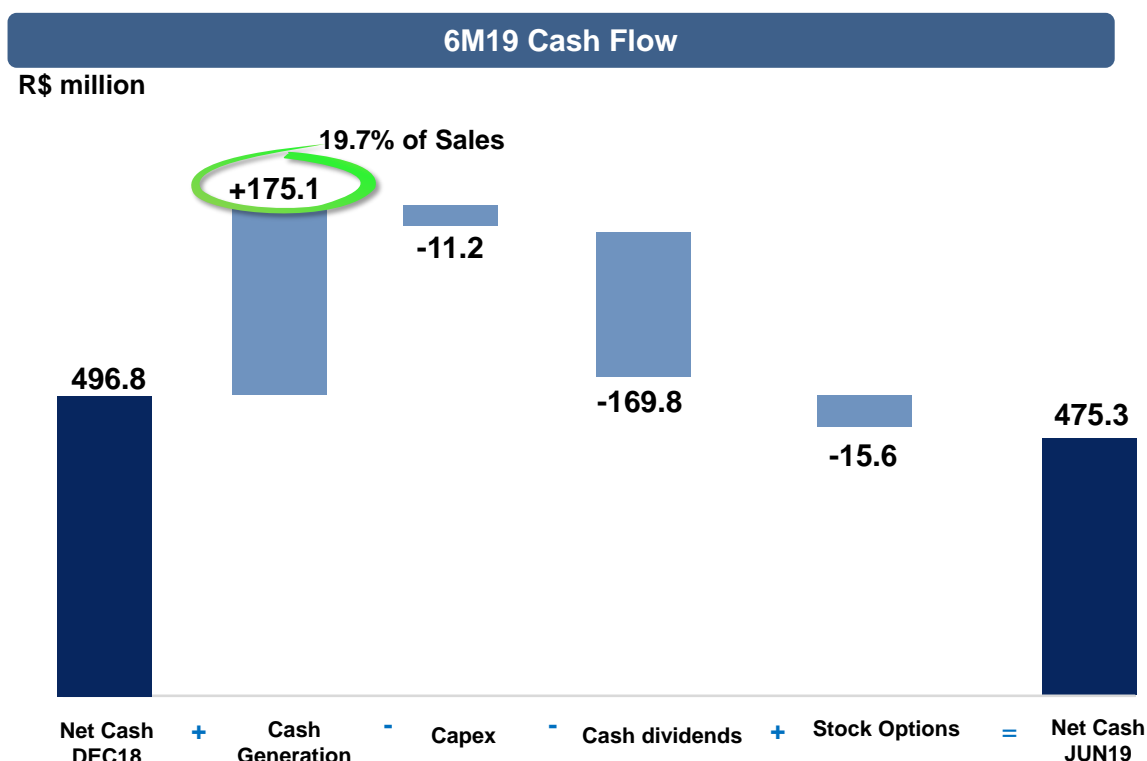
### Cash flow

(R\$000)	2Q19	2Q18	6M19	6M18
<b>CASH FLOW FROM OPERATIONAL ACTIVITIES</b>				
<b>Net income for the period</b>	<b>62,866</b>	<b>60,491</b>	<b>160,549</b>	<b>142,326</b>
Reconciliation of net income with the cash generated by operations	75,327	63,944	140,252	115,026
	<b>138,193</b>	<b>124,435</b>	<b>300,801</b>	<b>257,352</b>
Decrease (increase) in operational assets	-32,683	-8,804	-73,000	-28,106
Increase (decrease) in operational liabilities	-36,193	-48,033	-51,343	-99,003
<b>NET CASH PROVIDED BY (USED IN) OPERATIONAL ACTIVITIES</b>	<b>69,317</b>	<b>67,598</b>	<b>176,458</b>	<b>130,243</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>				
Acquisition of property and equipment	-1,289	-427	-1,664	-933
System development, software licenses and other	-6,030	-4,342	-9,522	-9,594
<b>NET CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES</b>	<b>-7,319</b>	<b>-4,769</b>	<b>-11,186</b>	<b>-10,527</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>				
Dividends paid	-78,324	-3,042	-136,388	-3,042
Interest on capital paid	-17,636	-15,096	-33,371	-27,041
Treasury shares	-22,627	-37,744	-22,627	-70,497
Leasing liability	-739	0	-1,407	0
Stock Options Program vesting reimbursements	2,045	19,932	7,045	21,459
<b>NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES</b>	<b>-117,281</b>	<b>-35,950</b>	<b>-186,748</b>	<b>-79,121</b>
<b>INCREASE (DECREASE) IN CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS</b>	<b>-55,283</b>	<b>26,879</b>	<b>-21,476</b>	<b>40,595</b>
Cash, Cash Equivalents and short-term investments				
Balance at the beginning of period	530,570	521,857	496,763	508,141
Balance at the end of period	475,287	548,736	475,287	548,736
<b>INCREASE (DECREASE) IN CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS</b>	<b>-55,283</b>	<b>26,879</b>	<b>-21,476</b>	<b>40,595</b>

You can find the 1Q19, 2Q19 and 6M19 consolidated cash flow at Attachment VI, page 38.

You can find the 1Q18, 2Q18 and 6M18 consolidated cash flow at Attachment VII, page 39.

## 2Q19 and 6M19 Earnings Release



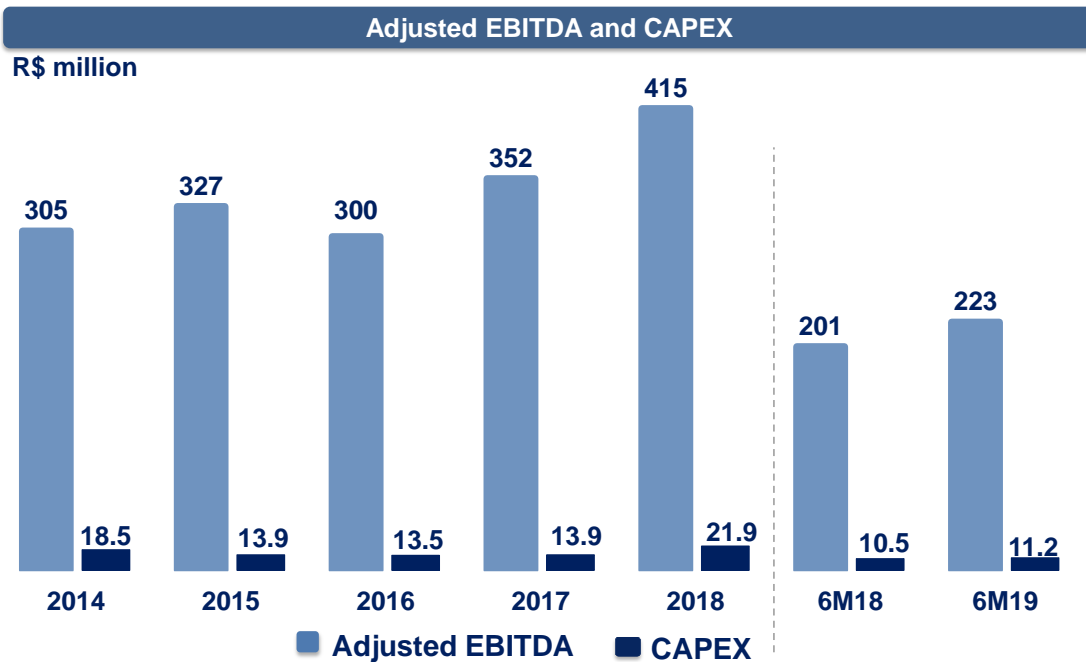
Since the IPO in 2006, OdontoPrev has presented a cash generation of R\$2,727.6 million, and paid R\$2,239.5 million to shareholders. At the end of June/2019, the net cash position was of R\$475.3 million, without any leverage.

## 2Q19 and 6M19 Earnings Release

### Capex

The IT platform represents, historically, the bulk of OdontoPrev's capex.

(R\$thousand)	2Q19	2Q18	6M19	6M18
IT platform, acquisition/license of software	5,815	4,342	8,219	9,594
Computer equipment	1,095	258	1,175	481
Dental plan equipment, furniture and utensils	146	41	280	65
Installations	45	24	79	64
Vehicle	130	100	130	167
Others	87	4	1,303	155
<b>Total capex</b>	<b>7,319</b>	<b>4,769</b>	<b>11,186</b>	<b>10,527</b>



## 2Q19 and 6M19 Earnings Release

### Statement of added value

(R\$000)	2Q19	2Q18	6M19	6M18
Revenues	449,797	383,566	896,140	765,445
Inputs purchased from third parties	-284,465	-238,680	-523,195	-437,819
<b>(=) GROSS VALUE ADDED</b>	<b>165,332</b>	<b>144,886</b>	<b>372,945</b>	<b>327,626</b>
Retentions	-6,330	-2,284	-12,747	-4,722
<b>(=) WEALTH CREATED BY THE COMPANY</b>	<b>159,002</b>	<b>142,602</b>	<b>360,198</b>	<b>322,904</b>
Wealth received in transfer	9,464	9,506	19,202	19,883
<b>(=) WEALTH CREATED</b>	<b>168,466</b>	<b>152,108</b>	<b>379,400</b>	<b>342,787</b>

WEALTH DISTRIBUTED	168,466	100%	152,108	100.0%	379,400	100%	342,787	100.0%
Personnel and charges	41,476	24.6%	30,079	19.8%	84,213	22.2%	61,952	18.1%
Taxes, fees and contributions	59,204	35.1%	55,049	36.2%	125,277	33.0%	125,350	36.6%
Lenders and lessors	4,208	2.5%	3,966	2.6%	7,664	2.0%	8,043	2.3%
Shareholders	62,866	37.3%	60,491	39.8%	160,549	42.3%	142,326	41.5%
Stock options	712	0.4%	2,523	1.7%	1,697	0.4%	5,116	1.5%

### Stock options

Since the creation of the Stock Options Plan, back in 2007, OdontoPrev has made 12 grants, demonstrated below:

June 30, 2019 (R\$/share)											
Grant date	Granted options	Canceled options	Exercised options	Number of options outstanding on 06/30/2019 *	Historical grant share price (R\$)	Δ % IGP-M since grant date	Current share price updated by inflation	Dividends per share	IOC per share	Capital Reductions per share	Current grant share price
08/02/2007	2,662,308	989,304	1,673,004	-	3.74	108.7%	7.80	0.41	0.18	0.85	6.36
02/28/2008	4,241,928	977,544	3,264,384	-	2.70	95.0%	5.27	0.42	0.14	0.85	3.85
03/25/2009	3,060,024	839,916	2,220,108	-	1.47	79.8%	2.64	0.66	0.24	0.85	0.89
08/11/2010	2,096,121	199,803	1,896,318	-	4.31	71.2%	7.38	1.65	0.49	-	5.24
09/20/2011	1,751,445	221,174	1,530,271	-	6.96	57.5%	10.96	1.90	0.42	-	8.64
09/20/2012	1,609,097	358,112	1,250,985	-	8.22	45.7%	11.98	1.75	0.39	-	9.84
08/20/2013	3,000,000	672,650	2,293,731	33,619	7.44	41.7%	10.54	1.78	0.52	-	8.24
02/25/2014	228,497	-	228,497	-	7.30	36.0%	9.93	1.41	0.31	-	8.21
05/26/2015	2,679,397	395,749	2,102,250	181,398	10.79	**	**	**	**	**	10.79
11/19/2015	2,572,186	404,111	2,100,539	67,536	9.81	**	**	**	**	**	9.81
07/01/2016	392,680	-	-	392,680	11.41	**	**	**	**	**	11.41
10/26/2016	2,889,498	549,693	-	2,339,805	13.03	**	**	**	**	**	13.03
<b>Total</b>	<b>27,183,181</b>	<b>5,608,056</b>	<b>18,560,087</b>	<b>3,015,038</b>							

\* After the share split of 07/01/2010 and 04/02/2012

\*\* New stock options plan approved on Shareholder's Meeting, May/2015

# 2Q19 and 6M19 Earnings Release

## Shareholder remuneration

Dividends (DIV), interest on capital (IOC), capital reduction (CR) and share buyback (SB) - R\$ thousand								
Fiscal year	Payment	Approval	Shareholder position	Type	Period	Amount R\$	Total annual	Net Income
	Total paid in 2006:					8,080	16,240	16,911
	Total paid in 2007:					18,477	16,297	47,458
	Total paid in 2008:					30,436	39,958	55,153
	Total paid in 2009:					28,983	200.381 <sup>1</sup>	58,976
	Total paid in 2010:					523,850	352,027	121,004
	Total paid in 2011:					85,806	159,686 <sup>2</sup>	145,311
	Total paid in 2012:					207,467	159,527 <sup>3</sup>	145,566
	Total paid in 2013:					181,975	206,322 <sup>4</sup>	188,091
	Total paid in 2014:					216,658	213,581 <sup>5</sup>	194,709
	Total paid in 2015:					223,205	220,946 <sup>6</sup>	220,946
2015	01/06/2016	12/14/2015	12/15/2015	IOC	4Q15	10,696	172,791	215,990
2016	04/05/2016	03/14/2016	03/14/2016	IOC	1Q16	11,902		
2015	05/04/2016	04/11/2016	04/12/2016	DIV	4Q15	49,331		
2016	06/03/2016	04/27/2016	04/27/2016	DIV	1Q16	43,115		
2016	07/05/2016	06/14/2016	06/17/2016	IOC	2Q16	11,402		
2016	09/05/2016	07/27/2016	08/01/2016	DIV	2Q16	23,779		
2016	10/05/2016	09/15/2016	09/20/2016	IOC	3Q16	11,336		
2016	12/05/2016	10/26/2016	10/31/2016	DIV	3Q16	23,998		
	Total paid in 2016:					185,559		
2016	01/04/2017	12/13/2016	12/16/2015	IOC	4Q16	11,797	246,667	502,919
2017	04/05/2017	03/15/2017	03/20/2017	IOC	1Q17	12,664		
2016	05/04/2017	03/28/2017	03/31/2017	DIV	4Q16	35,462		
2017	06/05/2017	04/24/2017	05/02/2017	DIV	1Q17	42,507		
2017	07/05/2017	06/19/2017	06/22/2017	IOC	2Q17	11,363		
2017	09/05/2017	07/26/2017	07/31/2017	DIV	2Q17	100,000		
2017	10/04/2017	09/18/2017	09/21/2017	IOC	3Q17	11,675		
2017	12/06/2017	10/25/2017	10/30/2017	DIV	3Q17	53,544		
	Total paid in 2017:					279,012		
2017	01/04/2018	12/11/2017	12/14/2017	IOC	4Q17	11,945	173,358	284,793
2018	04/04/2018	03/12/2018	03/15/2018	IOC	1Q18	15,096		
2017	05/04/2018	04/02/2018	04/05/2018	DIV	4Q17	2,970		
2018	07/04/2018	06/13/2018	06/18/2018	IOC	2Q18	14,332		
2018	09/05/2018	07/25/2018	07/30/2018	DIV	2Q18	27,909		
2018	10/05/2018	09/21/2018	09/26/2018	IOC	3Q18	14,464		
	Total paid in 2018:					86,716		
2018	01/09/2019	12/18/2018	12/21/2018	DIV	2018	58,063		
2018	01/09/2019	12/18/2018	12/21/2018	IOC	4Q18	15,735		
2018	05/03/2019	04/01/2019	04/04/2019	DIV	2018	5,741		
2018	05/03/2019	04/01/2019	04/04/2019	DIV	2018	22,018		
2019	05/03/2019	03/18/2019	03/21/2019	JCP	1Q19	17,636		
2019	05/16/2019	05/02/2019	05/07/2019	DIV	1Q19	50,565		
2019	07/03/2019	06/17/2019	06/21/2019	IOC	2Q19	15,830		
	Total paid in 2019:					185,588		
2019	09/04/2019	08/01/2019	08/06/2019	DIV	2Q19	27,761		
	Total to be paid in 2019:					27,761		
	Total since the IPO					2,289,573		

<sup>1</sup> R\$ 37,983 paid with statutory reserve.

<sup>2</sup> R\$ 21,641 paid with statutory reserve.

<sup>3</sup> R\$ 21,238 paid with statutory reserve.

<sup>4</sup> R\$ 27,635 paid with statutory reserve.

<sup>5</sup> R\$ 28,608 paid with statutory reserve.

<sup>6</sup> R\$ 11,047 paid with statutory reserve.

# 2Q19 and 6M19 Earnings Release

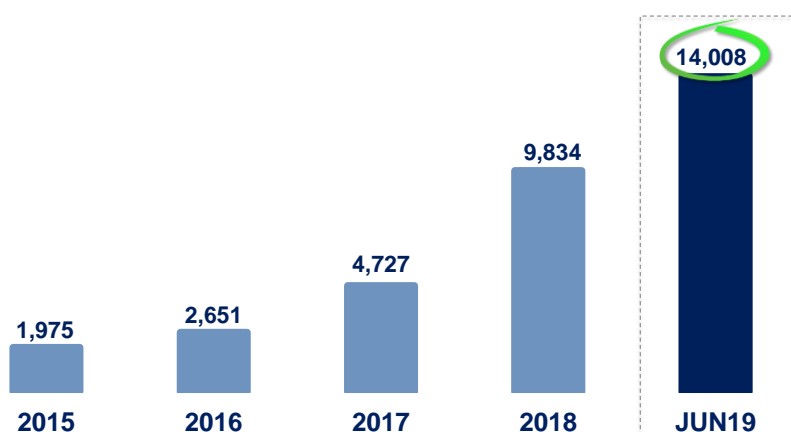
## Capital Markets

The market cap reached R\$9.7 billion at the end of 2Q19, compared to R\$6.9 billion in 2Q18, with record number of individual shareholders, 113% higher in the last twelve months, and ADTV of R\$23 million in 2019, 39% above 6M18.

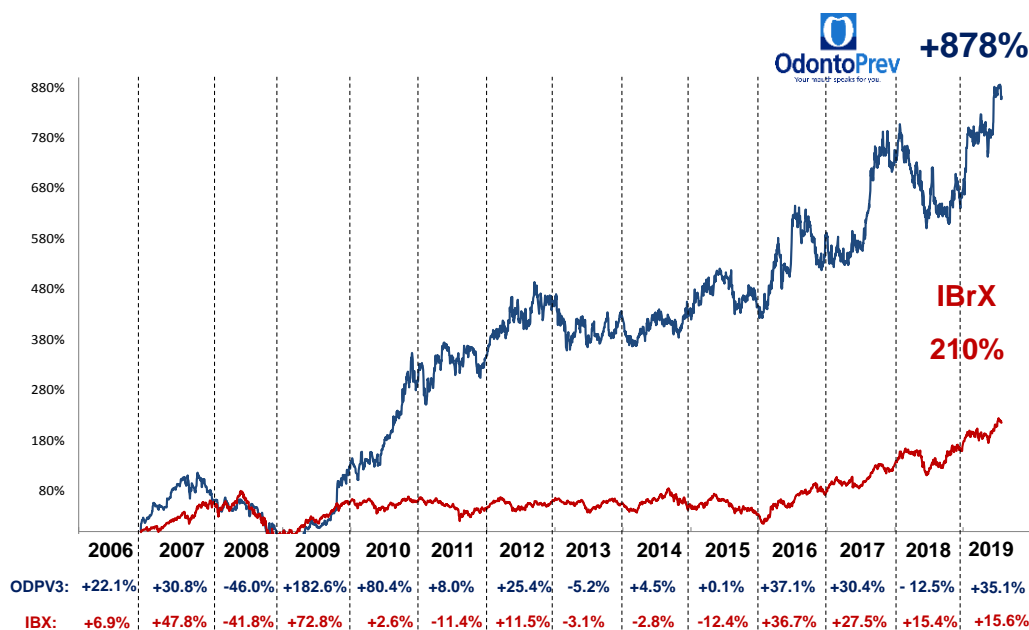
OdontoPrev in Capital Markets	JUN18	JUN19	Δ%
Total number of shareholders	6,588	14,008	113
Share price (R\$)	13.07	18.26	40
Market Cap (R\$ billion)	6.9	9.7	40

ODPV3 liquidity	6M18	6M19	Δ%
ADTV (R\$ thousand)	16,554	22,961	39
Average number of trades/day	4,931	5,390	9

### Increasing number of individual investors



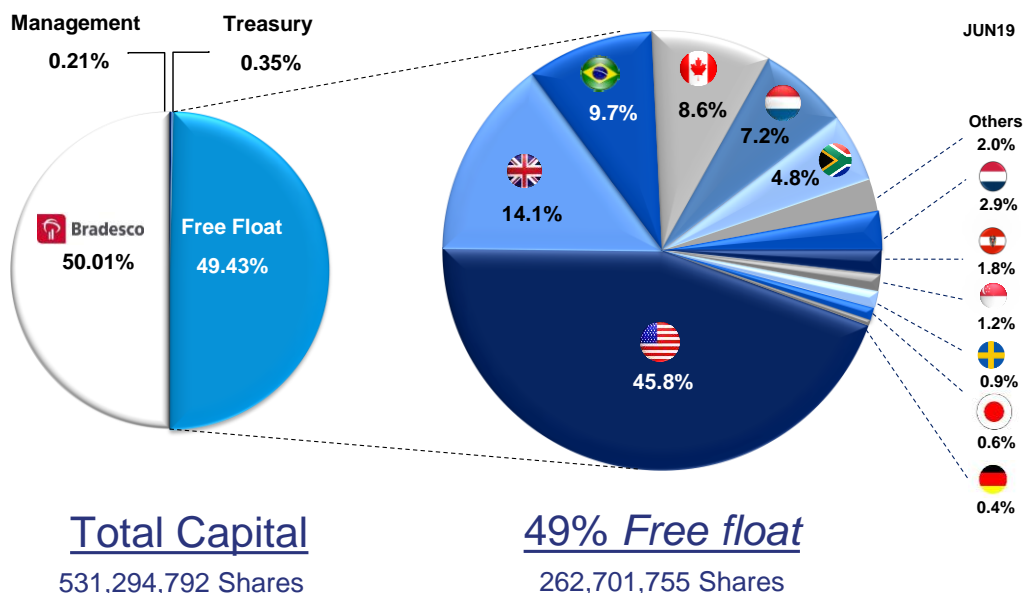
### Total shareholder return since IPO x IBX





## 2Q19 and 6M19 Earnings Release

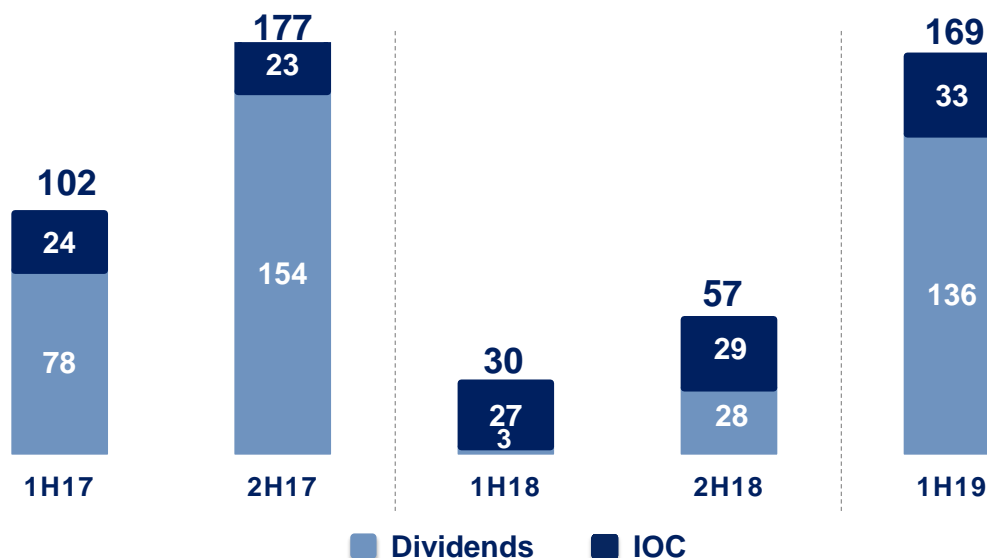
### Global shareholder structure: investors from 32 countries



Source: OdontoPrev























### Dividends and Interest on Capital are top priorities (cash disbursement)

R\$ million



## 2Q19 and 6M19 Earnings Release

### IR events

Date	Country	City	Broker	Event
Aug 2, 2019				2Q19 Webcast
Aug 2, 2019		São Paulo		Investor Presentation
Aug 7, 2019		Rio de Janeiro		NDR Safra
Aug 14, 2019		São Paulo		20th Annual Conference
Aug 20, 2019		São Paulo		BZ Consumer & Healthcare Check-Up
Sep 9-10, 2019		London		Morgan Stanley Conference
Sep 11, 2019		New York		Morgan Stanley 17th Annual Global Healthcare Conference
Sep 12, 2019		Toronto		NDR Credit Suisse
Sep 13, 2019		Montreal		NDR Credit Suisse
Sep 16, 2019		Chicago		NDR Credit Suisse
Sep 17, 2019		New York		BTG Pactual 10th Latin American CEO Conference
Sep 23, 2019		São Paulo		UBS IX Healthcare Day
Sep 30, 2019		São Paulo		NDR BTG Pactual
Oct 30, 2019				3Q19 Earnings Release
Oct 31, 2019				3Q19 Webcast
Oct 31, 2019		São Paulo		Investor Presentation
Nov 6, 2019		São Paulo		Healthcare Day Presentation
Nov 19-20, 2019		New York		Bradesco BBI's 9th CEO Forum
Nov 25-26, 2019		London		Itaú BBA's 12th Annual Latam Conference
Nov 27, 2019		Edinburgh		NDR Itaú BBA
Nov 28, 2019		Paris		NDR Itaú BBA
Dez 3-5, 2019		New York		Global Emerging Markets One on One Conference

OdontoPrev's Investor Relations activities, including conference calls, webcasts, one-on-one meetings and public presentations have always been made by the Company's CEO and/or IRO, since the 2006 IPO.



# 2Q19 and 6M19 Earnings Release

## Conference calls

### Portuguese, with simultaneous translation

August 02<sup>nd</sup> 2019 – Friday

09:00 a.m. US EDT (2:00 p.m. London and 10:00 a.m. Brazil)

Phone: +55 (11) 3193-1001 or +55 (11) 2820-4001

Password: Odontoprev

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**Apple Store: OdontoPrevIR**

### About OdontoPrev

OdontoPrev, listed in São Paulo since 2006, is the leading dental benefits provider in Latin America, and the largest company in the Brazilian healthcare sector in terms of clients, with more than 7 million members. The company is a member of the Novo Mercado at B3 and a constituent of the FTSE4Good Index, with quarterly cash dividends payments to shareholders, from more than 30 different countries.

# 2Q19 and 6M19 Earnings Release

## Attachments

Attachments	34 to 41
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## 2Q19 and 6M19 Earnings Release

### Attachment I - Consolidated balance sheet: Assets 2Q19, 1Q19 and 2Q18

ASSETS (R\$000)	06/30/2019	03/31/2019	06/30/2018
<b>CURRENT ASSETS</b>	<b>710,902</b>	<b>755,887</b>	<b>673,086</b>
<b>Cash and banks</b>	<b>25,926</b>	<b>21,975</b>	<b>21,869</b>
Cash and cash equivalents	25,926	21,975	21,869
<b>Cash Investments</b>	<b>433,784</b>	<b>493,142</b>	<b>452,911</b>
Cash collateral related to technical provisions	126,985	123,641	47,387
Short-term investments	306,799	369,501	405,524
<b>Healthcare receivables</b>	<b>175,696</b>	<b>165,497</b>	<b>139,544</b>
Healthcare receivables	190,666	192,425	169,590
Allowance for doubtful accounts	-49,217	-54,933	-47,964
Participation of beneficiaries on indemnifiable events/claims	3,670	1,687	-
Healthcare plan operators	9,073	8,892	4,278
Other credits from healthcare plan operations	21,504	17,426	13,640
<b>Notes receivable</b>	<b>13,212</b>	<b>15,358</b>	<b>7,653</b>
Advances to suppliers	3,417	3,189	1,521
Advances to employees	719	5,890	650
Other receivables	9,076	6,279	5,482
<b>Inventories</b>	<b>3,345</b>	<b>2,708</b>	<b>3,628</b>
<b>Prepaid taxes</b>	<b>33,387</b>	<b>33,262</b>	<b>26,405</b>
Social security fiscal Credits	33,387	33,262	26,405
<b>Prepaid expenses</b>	<b>25,552</b>	<b>23,945</b>	<b>21,076</b>
Deferred selling expenses	22,810	21,664	19,733
Others	2,742	2,281	1,343
<b>NON-CURRENT ASSETS</b>	<b>984,599</b>	<b>980,833</b>	<b>768,200</b>
<b>Long-term assets</b>	<b>160,258</b>	<b>158,202</b>	<b>188,487</b>
Financial investments at fair value	-	-	58,990
Financial investments for technical provisions	-	-	58,990
<b>Long-term financial assets, held to maturity</b>	<b>15,577</b>	<b>15,453</b>	<b>14,966</b>
Long-term financial assets, held to maturity	15,577	15,453	14,966
<b>Deferred taxes</b>	<b>41,253</b>	<b>40,936</b>	<b>36,876</b>
Deferred income tax & social contribution	41,253	40,936	36,876
<b>Other non current assets</b>	<b>103,428</b>	<b>101,813</b>	<b>77,655</b>
Escrow deposits	16,211	14,956	7,521
Other receivables	20,412	20,544	3,044
Notes receivables	100	100	79
Tax and social security credits	66,705	66,213	67,011
<b>Investments</b>	<b>10,720</b>	<b>9,711</b>	<b>8,894</b>
Equity participation on affiliates	197	399	-
Investment in joint ventures	10,523	9,312	8,894
<b>Property and equipment</b>	<b>59,203</b>	<b>60,764</b>	<b>17,447</b>
<b>Intangible</b>	<b>754,418</b>	<b>752,156</b>	<b>553,372</b>
Goodwill on acquisition of investments	647,390	647,390	501,597
System development, software licenses and other	107,028	104,766	51,775
<b>TOTAL ASSETS</b>	<b>1,695,501</b>	<b>1,736,720</b>	<b>1,441,286</b>



## 2Q19 and 6M19 Earnings Release

### Attachment II - Consolidated balance sheet: Liabilities 2Q19, 1Q19 and 2Q18

LIABILITIES AND SHAREHOLDER'S EQUITY (R\$ 000)	06/30/2019	03/31/2019	06/30/2018
<b>CURRENT LIABILITIES</b>	<b>482,174</b>	<b>488,368</b>	<b>402,927</b>
Payroll charges & Labour related fees	34,988	45,189	26,827
Payroll charges	5,153	4,932	4,327
Charges payable	5,153	4,932	4,327
Labour related fees	29,835	40,257	22,500
Payroll, vacation and fees	29,835	40,257	22,500
Suppliers	23,624	24,828	15,910
Taxes payable	28,797	39,011	26,272
Other liabilities	70,168	80,640	57,199
Dividends, IOC and capital reduction	13,474	15,081	12,194
Minimum statutory dividend payable	-	5,741	-
Advances from customers	1,446	1,064	1,425
Other payables	45,276	48,782	43,580
Investments payable	3,500	3,500	-
Contingent payments, net	6,472	6,472	-
Technical provisions for contingencies	324,597	298,700	276,719
Healthcare claims payable	49,534	44,678	37,118
IBNR reserves – Incurred but not reported claims reserves	84,147	73,871	80,453
Unearned premiums reserves	177,542	168,588	150,962
Odontored - Claims reserves and provision for losses	13,374	11,563	8,186
<b>NON-CURRENT LIABILITIES</b>	<b>141,862</b>	<b>130,540</b>	<b>47,079</b>
Other obligations	98,185	94,926	29,923
Other liabilities	19,377	19,845	2,394
Fees payables	1,068	1,300	1,003
Long-term option, associate company	28,326	27,341	26,526
Investments payable	14,000	14,000	-
Leasing liability	35,414	32,440	-
Provisions	43,677	35,614	17,156
Technical provisions for contingencies	35,733	31,727	17,156
Others provisions	7,944	3,887	-
<b>TOTAL LIABILITIES</b>	<b>624,036</b>	<b>618,908</b>	<b>450,006</b>
<b>Shareholders equity, capital and capital reserves</b>	<b>1,066,298</b>	<b>1,113,293</b>	<b>987,456</b>
Capital	607,869	506,557	506,557
Capital reserves	6,712	7,868	15,082
Earnings reserve	376,045	519,074	352,934
Legal reserve	-	101,312	101,312
Profit retention reserve	-	-	293,812
Tax incentive	129	129	129
Proposed additional dividend	-	22,018	-
Treasury shares	-29,330	-9,631	-42,319
Statutory reserve for regulatory capital	202,623	202,623	-
Reserves for future investments and expansion	202,623	202,623	-
Retained earnings	75,672	79,794	112,883
Non controlling shareholders participation	5,167	4,519	3,824
<b>SHAREHOLDER'S EQUITY</b>	<b>1,071,465</b>	<b>1,117,812</b>	<b>991,280</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>1,695,501</b>	<b>1,736,720</b>	<b>1,441,286</b>



## 2Q19 and 6M19 Earnings Release

### Attachment III - Consolidated income statement: 2019

R\$000	1Q19	2Q19	6M19
(+) Payments net	457,246	460,428	917,674
(+) Sales of services and products	4,061	4,259	8,320
(+) Odontored (México)	4,762	5,000	9,762
<b>Gross operating revenue</b>	<b>466,069</b>	<b>469,687</b>	<b>935,756</b>
(-) Direct taxes on dental care operations	9,393	18,696	28,089
(-) Taxes on sales of services and products	3,007	3,553	6,560
<b>Net operating revenue</b>	<b>453,669</b>	<b>447,438</b>	<b>901,107</b>
<b>(-) Cost of services</b>	<b>168,721</b>	<b>212,590</b>	<b>381,311</b>
Indemnifiable claims, net	170,853	196,155	367,008
Odontored (México)	574	633	1,207
Payroll charges on services	3	(37)	(34)
Dental materials	2,055	2,091	4,146
Other operating revenues (expenses)	4,070	3,851	7,921
Incurred but Not Reported Provision (IBNR)	(9,202)	10,276	1,074
Odontored - Technical reserves	368	(379)	(11)
<b>Gross profit</b>	<b>284,948</b>	<b>234,848</b>	<b>519,796</b>
<b>(-) Selling expenses</b>	<b>51,446</b>	<b>50,775</b>	<b>102,221</b>
<b>(+) Other operating revenues</b>	<b>770</b>	<b>727</b>	<b>1,497</b>
<b>(-) General and Administrative Expenses</b>	<b>69,368</b>	<b>73,509</b>	<b>142,877</b>
<b>G&amp;A (adjusted at EBITDA base)</b>	<b>62,951</b>	<b>67,179</b>	<b>130,130</b>
Personnel	37,053	38,435	75,488
Third parties services	8,219	8,333	16,552
Rentals and occupancy	9,249	10,758	20,007
Publicity and advertising	3,865	4,483	8,348
Taxes and fees	3,309	3,051	6,360
Others	1,256	2,119	3,375
<b>G&amp;A (not adjusted at EBITDA base)</b>	<b>6,417</b>	<b>6,330</b>	<b>12,747</b>
Depreciation and amortization	5,166	4,998	10,164
Amortization of utilization rights	1,251	1,332	2,583
<b>(-) Other operating expenses</b>	<b>30,619</b>	<b>28,217</b>	<b>58,836</b>
Stock options plan	985	712	1,697
Allowance for doubtful receivables	19,726	19,890	39,616
Profit sharing	4,971	4,408	9,379
Long term incentive plan	4,937	3,207	8,144
<b>(+) Equity in subsidiaries</b>	<b>1,726</b>	<b>620</b>	<b>2,346</b>
<b>Income before financial income (expenses) and taxes</b>	<b>136,011</b>	<b>83,694</b>	<b>219,705</b>
<b>(+) Net financial income</b>	<b>4,856</b>	<b>5,589</b>	<b>10,445</b>
<b>(+) Financial income</b>	<b>8,012</b>	<b>8,844</b>	<b>16,856</b>
<b>(-) Financial expenses</b>	<b>3,156</b>	<b>3,255</b>	<b>6,411</b>
Bank fees	1,197	1,115	2,312
Monetary restatement of provision of legal contingencies	330	364	694
Monetary restatement of social security reimbursement	204	108	312
Other financial expenses	1,425	1,668	3,093
<b>Income before taxes</b>	<b>140,867</b>	<b>89,283</b>	<b>230,150</b>
<b>(-) Income and social contribution tax</b>	<b>43,184</b>	<b>26,417</b>	<b>69,601</b>
(-) Current income and social contribution tax	39,378	26,734	66,112
(-) Deferred income and social contribution tax	3,806	(317)	3,489
<b>Net income before participation of minority shareholders</b>	<b>97,683</b>	<b>62,866</b>	<b>160,549</b>
(+) Participation of minority shareholders	(253)	(592)	(845)
<b>Net income</b>	<b>97,430</b>	<b>62,274</b>	<b>159,704</b>





## 2Q19 and 6M19 Earnings Release

### Attachment IV - Consolidated income statement: 2018

R\$000	1Q18	2Q18	6M18
(+) Payments net	389,391	390,427	779,818
(+) Sales of services and products	3,620	3,290	6,910
(+) Odontored (México)	2,178	2,776	4,954
<b>Gross operating revenue</b>	<b>395,189</b>	<b>396,493</b>	<b>791,682</b>
(-) Direct taxes on dental care operations	22,475	18,855	41,330
(-) Taxes on sales of services and products	2,325	2,380	4,705
<b>Net operating revenue</b>	<b>370,389</b>	<b>375,258</b>	<b>745,647</b>
<b>(-) Cost of services</b>	<b>143,938</b>	<b>180,472</b>	<b>324,410</b>
Indemnifiable claims, net	145,331	166,319	311,650
Odontored (México)	363	441	804
Payroll charges on services	3	4	7
Dental materials	1,859	1,764	3,623
Other operating revenues (expenses)	7,742	2,250	9,992
Incurring but Not Reported Provision (IBNR)	-11,436	9,803	-1,633
Odontored - Technical reserves	76	-109	-33
<b>Gross profit</b>	<b>226,451</b>	<b>194,786</b>	<b>421,237</b>
<b>(-) Selling expenses</b>	<b>41,827</b>	<b>38,133</b>	<b>79,960</b>
<b>(+) Other operating revenues</b>	<b>494</b>	<b>651</b>	<b>1,145</b>
<b>(-) General and Administrative Expenses</b>	<b>54,585</b>	<b>61,363</b>	<b>115,948</b>
<b>G&amp;A (adjusted at EBITDA base)</b>	<b>51,469</b>	<b>59,017</b>	<b>110,486</b>
Personnel	30,864	30,972	61,836
Third parties services	6,779	7,230	14,009
Rentals and occupancy	6,690	10,363	17,054
Publicity and advertising	2,152	5,998	8,150
Taxes and fees	2,935	2,758	5,693
Others	2,048	1,696	3,744
<b>G&amp;A (not adjusted at EBITDA base)</b>	<b>3,116</b>	<b>2,346</b>	<b>5,462</b>
Depreciation and amortization	2,438	2,284	4,722
Acquisitions	678	62	740
<b>(-) Other operating expenses</b>	<b>20,107</b>	<b>17,532</b>	<b>37,639</b>
Stock options plan	2,593	2,523	5,116
Allowance for doubtful receivables	13,310	12,927	26,237
Profit sharing	4,204	2,082	6,286
<b>(+) Equity in subsidiaries</b>	<b>1,351</b>	<b>920</b>	<b>2,271</b>
<b>Income before financial income (expenses) and taxes</b>	<b>111,777</b>	<b>79,329</b>	<b>191,106</b>
<b>(+) Net financial income</b>	<b>7,132</b>	<b>6,795</b>	<b>13,927</b>
<b>(+) Financial income</b>	<b>9,026</b>	<b>8,586</b>	<b>17,612</b>
<b>(-) Financial expenses</b>	<b>1,894</b>	<b>1,791</b>	<b>3,685</b>
Bank fees	854	1,053	1,907
Monetary restatement of provision of legal contingencies	145	167	312
Monetary restatement of social security reimbursement	328	223	551
Other financial expenses	567	348	915
<b>Income before taxes</b>	<b>118,908</b>	<b>86,124</b>	<b>205,033</b>
<b>(-) Income and social contribution tax</b>	<b>37,074</b>	<b>25,633</b>	<b>62,707</b>
(-) Current income and social contribution tax	34,098	27,891	61,989
(-) Deferred income and social contribution tax	2,975	(2,258)	718
<b>Net income before participation of minority shareholders</b>	<b>81,835</b>	<b>60,491</b>	<b>142,326</b>
(+) Participation of minority shareholders	131	(147)	-16
<b>Net income</b>	<b>81,966</b>	<b>60,344</b>	<b>142,310</b>



# 2Q19 and 6M19 Earnings Release

## Attachment V – Key Metrics per segment

Corporate	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17	4Q17
<b>Average ticket (R\$/member/month) (A/B) / # of months</b>	<b>15.53</b>	<b>15.32</b>	<b>15.97</b>	<b>16.15</b>	<b>16.27</b>	<b>16.57</b>	<b>16.73</b>	<b>17.03</b>	<b>16.83</b>	<b>16.92</b>	<b>17.23</b>	<b>17.23</b>
End of period number of members (000)	5,085	5,039	5,051	5,003	4,912	4,787	4,702	4,696	4,649	4,621	4,670	4,704
Average number of members (000) (B)	5,097	5,062	5,045	5,027	4,957	4,850	4,745	4,699	4,673	4,635	4,645	4,687
(+) Payments, net (R\$ 000) (A)	237,431	232,618	241,636	243,518	241,951	241,063	238,119	240,102	235,868	235,288	240,069	242,310
(-) Direct taxes on dental care operations (R\$ 000)	9,197	8,250	8,270	8,201	9,114	7,333	6,806	8,056	8,417	7,976	7,448	7,579
<b>Net operating revenue - NOR (R\$ 000)</b>	<b>228,234</b>	<b>224,368</b>	<b>233,366</b>	<b>235,317</b>	<b>232,837</b>	<b>233,730</b>	<b>231,313</b>	<b>232,046</b>	<b>227,451</b>	<b>227,312</b>	<b>232,621</b>	<b>234,731</b>
Cost of services (R\$ 000)	110,030	111,284	125,589	126,839	119,094	130,070	139,966	134,062	119,460	121,997	124,415	118,492
<b>Dental care ratio (% Sales)</b>	<b>48.2</b>	<b>49.6</b>	<b>53.8</b>	<b>53.9</b>	<b>51.1</b>	<b>55.6</b>	<b>60.5</b>	<b>57.8</b>	<b>52.5</b>	<b>53.7</b>	<b>53.5</b>	<b>50.5</b>
<b>Cost of Services / member / month (R\$)</b>	<b>7.2</b>	<b>7.3</b>	<b>8.3</b>	<b>8.4</b>	<b>8.0</b>	<b>8.9</b>	<b>9.8</b>	<b>9.5</b>	<b>8.5</b>	<b>8.8</b>	<b>8.9</b>	<b>8.4</b>
Selling expenses (R\$ 000)	13,322	13,701	14,068	14,363	12,879	13,071	13,011	13,117	13,016	12,294	13,501	13,162
<b>Selling expenses (% Sales)</b>	<b>5.8</b>	<b>6.1</b>	<b>6.0</b>	<b>6.1</b>	<b>5.5</b>	<b>5.6</b>	<b>5.6</b>	<b>5.7</b>	<b>5.7</b>	<b>5.4</b>	<b>5.8</b>	<b>5.6</b>
Contribution Margin (R\$ 000)	104,882	99,383	93,709	94,115	100,864	90,589	78,336	84,867	94,975	93,021	94,706	103,077
<b>Contribution Margin (% Sales)</b>	<b>46.0</b>	<b>44.3</b>	<b>40.2</b>	<b>40.0</b>	<b>43.3</b>	<b>38.8</b>	<b>33.9</b>	<b>36.6</b>	<b>41.8</b>	<b>40.9</b>	<b>40.7</b>	<b>43.9</b>

SME	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17	4Q17
<b>Average ticket (R\$/member/month) (A/B) / # of months</b>	<b>16.98</b>	<b>17.38</b>	<b>17.34</b>	<b>17.94</b>	<b>17.98</b>	<b>18.41</b>	<b>18.96</b>	<b>19.56</b>	<b>19.54</b>	<b>20.37</b>	<b>21.01</b>	<b>21.41</b>
End of period number of members (000)	790	800	827	851	857	863	875	904	912	912	943	963
Average number of members (000) (B)	786	795	814	839	854	860	869	889	908	912	928	953
(+) Payments, net (R\$ 000) (A)	40,032	41,456	42,339	45,181	46,070	47,486	49,421	52,188	53,200	55,745	58,483	61,210
(-) Direct taxes on dental care operations (R\$ 000)	2,082	1,569	1,731	1,860	1,999	1,818	1,824	2,136	2,294	2,281	2,214	2,363
<b>Net operating revenue - NOR (R\$ 000)</b>	<b>37,950</b>	<b>39,887</b>	<b>40,608</b>	<b>43,321</b>	<b>44,071</b>	<b>45,668</b>	<b>47,597</b>	<b>50,052</b>	<b>50,906</b>	<b>53,464</b>	<b>56,269</b>	<b>58,848</b>
Cost of services (R\$ 000)	11,418	17,767	17,594	18,889	18,256	20,451	23,712	22,844	21,313	23,096	24,688	23,928
<b>Dental care ratio (% Sales)</b>	<b>30.1</b>	<b>44.5</b>	<b>43.3</b>	<b>43.6</b>	<b>41.4</b>	<b>44.8</b>	<b>49.8</b>	<b>45.6</b>	<b>41.9</b>	<b>43.2</b>	<b>43.9</b>	<b>40.7</b>
<b>Cost of Services / member / month (R\$)</b>	<b>4.8</b>	<b>7.4</b>	<b>7.2</b>	<b>7.5</b>	<b>7.1</b>	<b>7.9</b>	<b>9.1</b>	<b>8.6</b>	<b>7.8</b>	<b>8.4</b>	<b>8.9</b>	<b>8.4</b>
Selling expenses (R\$ 000)	5,417	4,928	5,753	5,706	6,081	5,860	6,067	5,516	5,981	6,377	7,265	7,039
<b>Selling expenses (% Sales)</b>	<b>14.3</b>	<b>12.4</b>	<b>14.2</b>	<b>13.2</b>	<b>13.8</b>	<b>12.8</b>	<b>12.7</b>	<b>11.0</b>	<b>11.7</b>	<b>11.9</b>	<b>12.9</b>	<b>12.0</b>
Contribution Margin (R\$ 000)	21,115	17,192	17,261	18,726	19,734	19,357	17,818	21,692	23,612	23,992	24,316	27,881
<b>Contribution Margin (% Sales)</b>	<b>55.6</b>	<b>43.1</b>	<b>42.5</b>	<b>43.2</b>	<b>44.8</b>	<b>42.4</b>	<b>37.4</b>	<b>43.3</b>	<b>46.4</b>	<b>44.9</b>	<b>43.2</b>	<b>47.4</b>

Individual Plans	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17	4Q17
<b>Average ticket (R\$/member/month) (A/B) / # of months</b>	<b>29.53</b>	<b>30.30</b>	<b>31.65</b>	<b>32.83</b>	<b>32.55</b>	<b>34.02</b>	<b>34.99</b>	<b>36.19</b>	<b>37.80</b>	<b>38.30</b>	<b>36.25</b>	<b>40.67</b>
End of period number of members (000)	429	460	514	555	586	632	650	667	652	657	663	642
Average number of members (000) (B)	427	445	487	534	571	609	641	659	660	654	660	653
(+) Payments, net (R\$ 000) (A)	37,838	40,413	46,233	52,628	55,715	62,163	67,287	71,525	74,782	75,167	71,786	79,664
(-) Direct taxes on dental care operations (R\$ 000)	1,889	2,045	2,395	2,810	2,957	3,293	3,544	3,779	4,093	4,149	3,662	3,942
<b>Net operating revenue - NOR (R\$ 000)</b>	<b>35,949</b>	<b>38,368</b>	<b>43,838</b>	<b>49,818</b>	<b>52,758</b>	<b>58,870</b>	<b>63,743</b>	<b>67,746</b>	<b>70,689</b>	<b>71,018</b>	<b>68,124</b>	<b>75,722</b>
Cost of services (R\$ 000)	9,589	10,154	11,355	11,915	11,687	14,596	17,411	17,660	16,952	19,034	21,666	20,991
<b>Dental care ratio (% Sales)</b>	<b>26.7</b>	<b>26.5</b>	<b>25.9</b>	<b>23.9</b>	<b>22.2</b>	<b>24.8</b>	<b>27.3</b>	<b>26.1</b>	<b>24.0</b>	<b>26.8</b>	<b>31.8</b>	<b>27.7</b>
<b>Cost of Services / member / month (R\$)</b>	<b>7.5</b>	<b>7.6</b>	<b>7.8</b>	<b>7.4</b>	<b>6.8</b>	<b>8.0</b>	<b>9.1</b>	<b>8.9</b>	<b>8.6</b>	<b>9.7</b>	<b>10.9</b>	<b>10.7</b>
Selling expenses (R\$ 000)	9,477	9,969	11,850	11,520	12,220	13,060	11,014	14,670	15,832	17,246	16,730	17,952
<b>Selling expenses (% Sales)</b>	<b>26.4</b>	<b>26.0</b>	<b>27.0</b>	<b>23.1</b>	<b>23.2</b>	<b>22.2</b>	<b>17.3</b>	<b>21.7</b>	<b>22.4</b>	<b>24.3</b>	<b>24.6</b>	<b>23.7</b>
Contribution Margin (R\$ 000)	16,883	18,245	20,633	26,383	28,851	31,214	35,318	35,416	37,905	34,739	29,728	36,779
<b>Contribution Margin (% Sales)</b>	<b>47.0</b>	<b>47.6</b>	<b>47.1</b>	<b>53.0</b>	<b>54.7</b>	<b>53.0</b>	<b>55.4</b>	<b>52.3</b>	<b>53.6</b>	<b>48.9</b>	<b>43.6</b>	<b>48.6</b>

## 2Q19 and 6M19 Earnings Release

### Attachment VI - Consolidated cash flow statement: 2019

(R\$000)	1Q19	2Q19	6M19
<b>CASH FLOW FROM OPERATIONAL ACTIVITIES</b>			
<b>Net income for the period</b>	<b>97,683</b>	<b>62,866</b>	<b>160,549</b>
<b>Reconciliation of net income with the cash generated by operations</b>			
Depreciation and amortization	5,166	4,998	10,164
Amortization of utilization rights	1,251	1,332	2,583
Monetary variations, net	-82	-99	-181
Provision for contingencies	-3,087	3,292	205
Gain (loss) on sale of property and equipment and investments	0	175	175
Equity in subsidiaries	-1,726	-620	-2,346
Allowance for doubtful receivables	19,726	19,890	39,616
Stock option plan	985	712	1,697
Incurred but not reported claims reserves (IBNR)	-9,202	10,276	1,074
Allowance for income and social contribution	43,184	26,417	69,601
Unearned premiums reserve	8,710	8,954	17,664
	<b>162,608</b>	<b>138,193</b>	<b>300,801</b>
<b>Decrease (increase) in operational assets</b>			
Healthcare receivables	-30,526	-30,089	-60,615
Other receivables	-9,655	414	-9,241
Stock	404	-637	-233
Long-term receivables	-540	-2,371	-2,911
<b>Increase (decrease) in operational liabilities</b>			
Healthcare claims payable	5,110	4,856	9,966
Fiscal obligations (taxes payable)	593	-748	-155
Legal obligations, suppliers, and other accounts payable	11,856	-10,150	1,706
Long-term liabilities	1,868	4,645	6,513
Income tax and social contribution paid	-35,472	-36,200	-71,672
Social obligations	-136	221	85
Selling expenses of operations	807	-628	179
Odontored - Provisions for losses	224	1,811	2,035
<b>NET CASH PROVIDED BY (USED IN) OPERATIONAL ACTIVITIES</b>	<b>107,141</b>	<b>69,317</b>	<b>176,458</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>			
Acquisition of property and equipment	-375	-1,289	-1,664
System development, software licenses and other	-3,492	-6,030	-9,522
<b>NET CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES</b>	<b>-3,867</b>	<b>-7,319</b>	<b>-11,186</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>			
Dividends paid	-58,064	-78,324	-136,388
Interest on capital paid	-15,735	-17,636	-33,371
Buyback Program/Treasury shares	-	(22,627)	-22,627
Leasing liability	(668)	(739)	-1,407
Stock Options Program vesting reimbursements	5,000	2,045	7,045
<b>NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES</b>	<b>-69,467</b>	<b>-117,281</b>	<b>-186,748</b>
<b>INCREASE (DECREASE) IN CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS</b>	<b>33,807</b>	<b>-55,283</b>	<b>-21,476</b>
Cash, Cash Equivalents and short-term investments			
Balance at the beginning of period	496,763	530,570	496,763
Balance at the end of period	530,570	475,287	475,287
<b>INCREASE (DECREASE) IN CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS</b>	<b>33,807</b>	<b>-55,283</b>	<b>-21,476</b>

## 2Q19 and 6M19 Earnings Release

### Attachment VII - Consolidated cash flow statement: 2018

(R\$000)	1Q18	2Q18	6M18
<b>CASH FLOW FROM OPERATIONAL ACTIVITIES</b>			
<b>Net income for the period</b>	<b>81,835</b>	<b>60,491</b>	<b>142,326</b>
<b>Reconciliation of net income with the cash generated by operations</b>			
Depreciation and amortization	2,438	2,284	4,722
Monetary variations, net	-344	-369	-713
Provision for contingencies	3,310	3,131	6,441
Gain (loss) on sale of property and equipment and investments	-	66	66
Equity in subsidiaries	-1,351	-920	-2,271
Allowance for doubtful receivables	13,310	12,927	26,237
Stock option plan	2,593	2,523	5,116
Incurred but not reported claims reserves (IBNR)	-11,436	9,803	-1,633
Allowance for income and social contribution	37,074	25,633	62,707
Unearned premiums reserve	5,488	8,866	14,354
	<b>132,917</b>	<b>124,435</b>	<b>257,352</b>
<b>Decrease (increase) in operational assets</b>			
Healthcare receivables	-17,288	-17,457	-34,745
Other receivables	-1,893	4,955	3,062
Stock	-1,049	407	-642
Long-term receivables	928	3,291	4,219
<b>Increase (decrease) in operational liabilities</b>			
Healthcare claims payable	-1,951	5,777	3,826
Fiscal obligations (taxes payable)	7,482	231	7,713
Legal obligations, suppliers, and other accounts payable	-4,046	-16,464	-20,510
Long-term liabilities	-713	-1,204	-1,917
Income tax and social contribution paid	-56,469	-36,506	-92,975
Social obligations	-324	55	-269
Selling expenses of operations	4,464	-3,181	1,283
Odontored - Provisions for losses	587	3,259	3,846
<b>NET CASH PROVIDED BY (USED IN) OPERATIONAL ACTIVITIES</b>	<b>62,645</b>	<b>67,598</b>	<b>130,243</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>			
Acquisition of property and equipment	-506	-427	-933
System development, software licenses and other	-5,252	-4,342	-9,594
<b>NET CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES</b>	<b>-5,758</b>	<b>-4,769</b>	<b>-10,527</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>			
Dividends paid	-	-3,042	-3,042
Interest on capital paid	-11,945	-15,096	-27,041
Buyback Program/Treasury shares	-32,753	-37,744	-70,497
Stock Options Program vesting reimbursements	1,527	19,932	21,459
<b>NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES</b>	<b>-43,171</b>	<b>-35,950</b>	<b>-79,121</b>
<b>INCREASE (DECREASE) IN CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS</b>	<b>13,716</b>	<b>26,879</b>	<b>40,595</b>
Cash, Cash Equivalents and short-term investments			
Balance at the beginning of period	508,141	521,857	508,141
Balance at the end of period	521,857	548,736	548,736
<b>INCREASE (DECREASE) IN CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS</b>	<b>13,716</b>	<b>26,879</b>	<b>40,595</b>

## 2Q19 and 6M19 Earnings Release

### Attachment VIII - Consolidated statement of added value: 2Q19 x 2Q18 and 6M19 x 6M18

(R\$000)	2Q19		2Q18		6M19		6M18	
Revenues	449,797		383,566		896,140		765,445	
Payments, net	460,428		390,427		917,674		779,818	
Sales of services and products	4,259		3,290		8,320		6,910	
Odontored (Mexico)	5,000		2,776		9,762		4,954	
Allowance for doubtful receivables	-19,890		-12,927		-39,616		-26,237	
Inputs purchased from third parties	-284,465		-238,680		-523,195		-437,819	
Indemnifiable claims, net	-196,788		-167,123		-368,215		-312,454	
Operational materials and dental supplies	-2,977		-2,796		-5,984		-6,677	
Other operating income/expenses	857		1,764		830		-1,823	
Selling expenses	-50,800		-37,804		-101,862		-79,323	
Administrative expenses	-24,860		-23,027		-46,901		-39,208	
Incurred but Not Reported Provision (IBNR)	-10,276		-9,803		-1,074		1,633	
Odontored - Technical reserves	379		109		11		33	
GROSS VALUE ADDED	165,332		144,886		372,945		327,626	
Retentions	-6,330		-2,284		-12,747		-4,722	
Depreciation and amortization	-4,998		-2,284		-10,164		-4,722	
Amortization of utilization rights	-1,332		-		-2,583		-	
WEALTH CREATED BY THE COMPANY	159,002		142,602		360,198		322,904	
Wealth received in transfer	9,464		9,506		19,202		19,883	
Equity in subsidiaries	620		920		2,346		2,271	
Financial income	8,844		8,586		16,856		17,612	
WEALTH CREATED	168,466		152,108		379,400		342,787	
WEALTH DISTRIBUTED	168,466	100.0%	152,108	100.0%	379,400	100.0%	342,787	100.0%
Personnel and charges	41,476	24.6%	30,079	19.8%	84,213	22.2%	61,952	18.1%
- Remuneration	31,699	18.8%	22,066	14.5%	65,039	17.1%	45,719	13.3%
- Benefits	7,809	4.6%	6,226	4.1%	14,989	4.0%	12,524	3.7%
- Government severance pay fund	1,968	1.2%	1,787	1.2%	4,185	1.1%	3,709	1.1%
Taxes, fees and contributions	59,204	35.1%	55,049	36.2%	125,277	33.0%	125,350	36.6%
- Federal	50,868	30.2%	45,072	29.6%	120,099	31.7%	103,389	30.2%
- State	800	0.5%	609	0.4%	1,522	0.4%	1,175	0.3%
- Municipal	7,536	4.5%	9,368	6.2%	3,656	1.0%	20,786	6.1%
Lenders and Lessors	4,208	2.5%	3,966	2.6%	7,664	2.0%	8,043	2.3%
- Rentals	953	0.6%	2,175	1.4%	1,253	0.3%	4,358	1.3%
- Financial expenses	3,255	1.9%	1,791	1.2%	6,411	1.7%	3,685	1.1%
Shareholders	62,866	37.3%	60,491	39.8%	160,549	42.3%	142,326	41.5%
- Interest on capital	15,831	9.4%	14,331	9.4%	33,467	8.8%	29,427	8.6%
- Dividends	50,565	30.0%	0	0.0%	50,565	13.3%	0	0.0%
- Retained earnings	-4,122	-2.4%	46,013	30.3%	75,672	19.9%	112,883	32.9%
- Non controlling shareholders participation	592	0.4%	147	0.1%	845	0.2%	16	0.0%
Stock option	712	0.4%	2,523	1.7%	1,697	0.4%	5,116	1.5%