



# 2019 Annual **Sustainability Report**



# Distribution Channels

● Large corporations

● Small and medium-sized enterprises

● Individuals



## Internal sales teams

Direct sales.



## Banking platforms

Exclusive sales channels through Bradesco and Banco do Brasil via Bradesco Dental and BB Dental brands.



## Medical organizations and healthcare plans

Commercial agreements for distribution of dental plans through medical-hospital operators.



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**Own call center**