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SUMMARY OF PROFESSIONAL QUALIFICATIONS

- ✓ Dental Surgeon graduated from the Universidade Luterana do Brasil [Lutheran University of Brazil], a postgraduate specialist in Orthodontics from the Instituto Gaúcho de Estudos Odontológicos [Institute of Dental Studies of Rio Grande do Sul].
- ✓ Manager and owner of a dental clinic franchise, Odonto Excellence [Dental Excellence], with 7 years of business experience.
- ✓ Experience in customer service, with 12 years of dental practice, focusing on solving dental problems, generating health, and seeking self-esteem for the client.
- ✓ Experience developed in managing people and processes, thus creating an inclusive environment for the team, leading and focusing on getting the most out of each employee.
- ✓ Strong experience in recruitment, hiring, selection, and training, focusing on short and medium-term results.
- ✓ Experience in the financial area, such as payment of suppliers, payment of qualified personnel, inventory and expense control, managing to reduce costs intelligently, and making a profit.
- ✓ Knowledge in strategic planning and dental marketing, being a good communicator, listening, and sharing information whenever necessary.
- ✓ Strong leadership, results-oriented and proactive, constantly looking for new information and opportunities to make things happen.
- ✓ Ability to persuade and influence through active and effective communication, clarity in exposing ideas, always looking for solutions, and encouraging people to feel comfortable and confident.
- ✓ Dental Surgeon at the Municipal Health Center, in the city of Farroupilha-RS, for 2 and a half years, providing care in two city neighborhoods, treating needy people, and bringing health to the most disadvantaged.
- ✓ Extensive knowledge in dental treatments, with more than 12 years of experience in offices, understanding of several areas of dentistry, such as dental prosthetics, periodontics, endodontics, dentistry, surgeries, orthodontics, implants, dental whitening, and porcelain veneers.
- ✓ Model franchisee of Odonto Excellence Franchising in Rio Grande do Sul, with several certificates of attendance in the top 20 franchisors. This award is given monthly to franchisees that stand out in several areas of management and sales, with more than 1,200 units spread throughout the country. Brazil and around the world.

ACADEMIC RECORD

Bachelor in Dentistry

Universidade Luterana do Brasil – ULBRA

Rua Universitária, 1900, Parque do Balonismo, Torres-RS

January 2010

Post-Graduation Orthodontics Specialist

Instituto Gaúcho de Estudos Odontológicos – IGEO

Rua Gov. Roberto Silveira, 1271, Santa Catarina, Caxias do Sul-RS

July 2015

PROFESSIONAL EXPERIENCE

Odonto Excellence Carlos Barbosa
Rua João XXIII, 34 sala 01
Centro, Carlos Barbosa-RS, Brazil

April 2015 to present

Dental Surgeon, Manager, and Owner.

Main responsibilities:

- Manage people and internal processes, monitor results, and show the way to the professional success of each employee, focusing on the collective success of the company.
- Monitor and supervise dentists' work, indicating treatment forms and tracking results.
- Carry out recruiting and selecting qualified personnel, hiring dentists and employees, and focusing on qualification and training.
- Payment of salaries and bonuses, setting goals to be achieved by employees, weekly meetings with the team to diagnose and assess the current situation.
- Relationship with the customer, creating a connection between the company and consumer to retain the customer and maintain a long-term bond.
- Payment of bills and supplies, inventory control, and purchase of materials.
- Indicate and develop orthodontic treatments to correct the position of teeth and jaw bones.
- Rehabilitation of oral health, planning the use of prostheses or dental implants to restore masticatory function to the patient.
- Responsible for evaluating the patient's oral health, identifying possible problems, taking care of prevention, and making interventions, always considering the aesthetic part and providing those who purchase the service with the best possible treatment.

Main achievements:

- Public opinion survey award 2021/2022, by the instituto Tallento's de pesquisa e publicidade [Tallento's research and advertising institute], in the city of Carlos Barbosa-RS, awarded the highest quality index in the dental clinic segment.
- Mention on the Facebook page of the franchisor Odonto Excellence as a successful franchisee, being a reference for attracting new franchisees and those interested in getting to know the franchise. <https://www.facebook.com/OdontoExcellenceFranquias/photos/1408484585888438>
- Featured in the Top 20 franchisor Odonto Excellence list in the categories: conversion and installation of applications, appearing in the featured list in 22 opportunities in 2021.
- 32% growth in GP treatment sales between 2020 and 2021 through a regional marketing plan put into practice in 2021.
- 23% increase in sales of Orthodontic treatments between 2016 and 2017 through a partnership with a radiology center, providing radiographic exams at a lower cost for the patient.
- 27% growth in the sale of Dental Implants between 2017 and 2018 due to a strong marketing campaign based on this specialty.
- Increase in cash by 14% between 2020 and 2021 through marketing campaigns and hiring qualified personnel for different company sectors.

Vinicius Rachele Penso Odontologia - ME
Rua João XXIII, 34 Sala 01

March 2015 to present

Centro, Carlos Barbosa-RS, Brazil

Entrepreneur.

Main responsibilities:

- Monitor the dental market in search of new trends, aiming at personal growth and profit.
- Do strategic planning, seek marketing actions, negotiate with suppliers, and be responsible for tax issues.

Main achievements:

- Opening the Odonto Excellence dental franchise, with the signing of a contract in April 2015, having subsequently received several awards from the franchisor as an outstanding franchisee in the national and international scenario.

**Odonto Excellence Garibaldi
Rua Buarque de Macedo, 2855
Sala 02, Centro, Garibaldi-RS, Brazil**

December 2017 to present

Dental Surgeon, Mentor, and Business Consultant.

Main responsibilities:

- Responsible for evaluating the patient's oral situation, identifying possible problems, taking care of prevention, and making interventions, always considering the aesthetic and functional parts.
- To indicate and develop orthodontic treatments to correct the position of teeth and jaw bones.
- Assistance in optimizing finances, reducing costs, identifying problems and proposing solutions, and strategic planning for company growth.
- Guide to provide the right direction and towards a higher level of management, focusing on internal processes, verifying challenges and opportunities for growth, and assisting in decision making.
- To carry out diagnoses and analyses processes, strategic planning, and work development, making processes more efficient.
- To collect information about the company, develop a strategic action plan to put it into practice, and finally analyze the results.

Main achievements:

- 16% growth in sales in the General Practice specialty, between 2018 and 2019, through a regional marketing campaign highlighting the company's installment payment methods.
- Implementation of the Implantology specialty in 2018 and achieving a 25% growth in sales of this specialty between 2019 and 2020.
- 25% growth in sales of orthodontic treatments between 2018 and 2019, obtained through a partnership with a radiology company, providing lower values for patients to purchase radiological exams.
- Featured in the Top 20 franchisor Odonto Excellence list in the following categories: conversion, application installation, and average ticket, appearing in the featured list in 14 opportunities in 2021.
- Cash growth of 48% between 2019 and 2020, through the regional marketing plan, with a financial readjustment with cost-cutting and supplier switching, ultimately generating more profit.

**Private Dental Office
Rua Julio de Castilhos, 651**

January 2010 to June 2017

Sala 701, Centro, Farroupilha-RS, Brazil

Dental Surgeon and Orthodontist

Main responsibilities:

- To take care of prevention, providing oral hygiene instruction to patients.
- To indicate and develop orthodontic appliances and treatments to align teeth.
- Responsible for evaluating the patient's oral situation, identifying possible problems, taking care of prevention and making interventions, always considering the aesthetic and functional parts.
- To look for ways to rehabilitate oral health, planning the use of dentures or dental implants to restore masticatory function to the patient.
- Responsible for evaluating the patient's oral health.
- Payment of bills and supplies, inventory control, purchase of materials, and issuing invoices.

Main achievements:

- Professional growth, learning, and experience in clinical care creating manual skills.
- Return of oral health, self-esteem, and functionality through dental prosthesis for several patients with missing one or more teeth who had difficulty eating correctly.
- Great learning in the financial aspect, cash flow control, cost mapping, pricing of services, and financial management and control.

**Municipal Health Clinic
Rua Santo Augusto, 820
Monte Pasqual, Farroupilha-RS, Brazil**

August 2010 to May 2013

Dental Surgeon

Main Responsibilities:

- To act at all levels of health care, based on technical and scientific rigor, ethical and legal principles, and an understanding of the social, cultural, and economic reality.
- To treat oral health problems, prescribing and administering medication, guiding and referring to specialized treatment.
- Guidance on health, hygiene, oral prophylaxis, dental caries, and periodontal disease prevention.
- To examine, identify, and treat clinically and/or surgically disorders of the teeth and supporting tissues, restoring masticatory form and function.
- Participation in-home visits, encouraging health promotion actions and assisting needy people and people with special needs.
- To perform oral diagnosis, emphasizing diagnosing and detecting oral cancer, performing specialized periodontics, and minor oral surgery of soft and hard tissues.

Main achievements:

- In 2010, the city of Farroupilha obtained an index of 0.777 in the HDI, human development index, being among the 25 cities with the best quality of life in the State of Rio Grande do Sul, much credited to the improvement in the health of the municipality.
- I performed home dental care for needy people, people with chronic diseases, and people with special needs.

**Radio Viva FM
Rua Júlio de Castilhos, 651**

July 2002 to October 2003

Sala 801, Centro, Farroupilha-RS, Brazil

Audio and Recording Operator

Main responsibilities:

- Production of commercial calls for various companies and industries, to be broadcast daily on the radio.
- Soundboard operation in the studio to broadcast communications, programs, and commercials, according to the programming script.
- To organize and execute the programming schedule, check the technical quality of the content, check the operation of the equipment, and coordinate the time of broadcasting live programs.
- To answer calls from listeners, recording and passing messages to the time communicator.

Main achievements:

- The radio was elected the number 1 station in the Serra Gaúcha region in this period in a Top-of-Mind survey.
- Great learning in communication, speech, socialization, and phonetics.

PROFESSIONAL LICENSES AND ASSOCIATIONS

- | | |
|---|---------------------------------|
| ● Sindicato dos Odontologistas de Caxias do Sul
2022
[Union of Dentists of Caxias do Sul.] | A member since May |
| ● Câmara da Indústria e Comércio de Garibaldi
2017
[Chamber of Industry and Commerce of Garibaldi.] | A member since September |
| ● Associação do Comércio, Indústria e Serviços de Carlos Barbosa
2015
[Association of Trade, Industry and Services of Carlos Barbosa.] | A member since November |
| ● Conselho Regional de Odontologia do Rio Grande do Sul
2010
[Regional Council of Dentistry of Rio Grande do Sul.] | A member since January |
| ● Conselho Federal de Odontologia
2010
[Federal Council of Dentistry.] | A member since January |

COURSES AND CERTIFICATES

- | | |
|--|--------------------|
| ● Immersion Course in Dental Contact Lenses and Ceramic Veneers
Completing improvement in “Immersion of Contact Lenses, Ceramic Veneers and Semi-Direct Veneers in resin, carried out at the Instituto Gaúcho de Estudos Odontológicos, in the city of Caxias do Sul-RS, from August 19 to 22, 2015, with a total course load of 32 hours. | August 2015 |
| ● Reditiva pós-tratamento ortodôntico [Relapse after orthodontic treatment]
Presentation of the postgraduate and specialization work in orthodontics, which theme was "Reditiva pós-tratamento ortodôntico." held at the Instituto Gaúcho de Estudos Odontológicos, in the city of Caxias do Sul-RS on June 18, 2015, getting the maximum grade at work, with a course load of 1 hour. | June 2015 |

- **Implante com Carga Imediata [Implant with Immediate Load] October 2009**
 Presentation of the work for the conclusion of a bachelor's degree in dentistry, whose theme was "Implante com carga imediata," on October 21, 2009, at the Universidade Luterana do Brasil, Torres campus, with a course load of 01 hour.
- **Monitoring in the Subject of Module in Integral Clinic I March 2009**
 He carried out monitoring in the Dentistry course in the discipline of the integrated clinic I, from March to June 2009, at the Universidade Luterana do Brasil, Torres campus, with a course load of 60 hours, having satisfactorily completed the program to monitor the activities of the discipline, as attested by Professor Ralf Simch.
- **Community Extension Program "De Boca Aberta para o Mundo" ["Open Mouth to the World"] November 2008**
 Participation in the activity as a volunteer of the Oral Health Community Extension Program "De Boca Aberta para o Mundo," developed jointly by the Dentistry and Pedagogy courses held at the Escola Manoel Ferreira Porto [Manoel Ferreira Porto School], in the city of Torres-RS, on November 05, 2008, with a total of 4 hours.
- **Community Extension Program "De Boca Aberta para o Mundo" October 2008**
 Participation in the activity as a volunteer of the Oral Health Community Extension Program "De Boca Aberta para o Mundo," developed jointly by the Dentistry and Pedagogy courses held at the III Oficina de Saúde [III Health Workshop], held at the Ulbra Sports Gym in the city of Torres- RS, on October 22, 2008, with a total of 3 hours.
- **Avaliação In Vitro da Micro infiltração em Restaurações Radiculares com Três Diferentes Tipos de Materiais Restauradores [In Vitro Evaluation of Microleakage in Root Restorations with Three Different Types of Restorative Materials] October 2008**
 Presentation of course completion work on October 15, 2008, with a course load of 01 hour, carried out at Universidade Luterana do Brasil – ULBRA.
- **Modificação Anatômica e Cromática de Dentes Anteriores [Anatomical and Chromatic Modification of Anterior Teeth] October 2008**
 Presentation of course completion work on October 15, 2008, with a course load of 01 hour, carried out at Universidade Luterana do Brasil – ULBRA.
- **Micro infiltrações de Restaurações com Resina Composta e CIV [Microleakage of Restorations with Composite Resin and GIC] October 2008**
 Presentation of course completion work on October 15, 2008, with a course load of 01 hour, carried out at Universidade Luterana do Brasil – ULBRA.
- **Community Extension Program "De Boca Aberta para o Mundo" September 2008**
 A volunteer in the Oral Health Community Extension Program "De Boca Aberta para o Mundo," developed jointly by the Dentistry and Pedagogy courses held at the Instituto Estadual de Educação Marcílio Dias [Marcílio Dias State Institute of Education], in the city of Torres-RS, on September 10, 2008, with a total of 2 hours.
- **Community Extension Program "De Boca Aberta para o Mundo" September 2008**
 Volunteer of the Oral Health Community Extension Program "De Boca Aberta para o Mundo," developed jointly by the Dentistry and Pedagogy courses held at Sociedade Lar dos Velhinhos [Home Society for the Old Ones], in the city of Torres-RS, on September 24, 2008, with a total of 2 hours.

- **7ª Semana Acadêmica em Odontologia [7th Academic Week on Dentistry] June 2008**
 An academic week held on June 4, 5, and 6, 2008, at the ULBRA Torres campus, under the theme “Integração multidisciplinar visando promoção de saúde, através de novas tendências tecnológicas do mercado” [“Multidisciplinary integration aimed at health promotion, through new technological market trends,”] with a course load of 20 hours.
- **Curetagem Apical [Apical curettage] May 2008**
 Presentation of course completion work on May 14, 2008, with a course load of 01 hour, carried out at Universidade Luterana do Brasil – ULBRA.
- **Análise do Tratamento e Adaptação Apical de Cones Principais de Guta Percha Padronizados e Calibrados em Canais Simulados Preparados com Limas Endodônticas [Analysis of Treatment and Apical Adaptation of Standardized and Calibrated Guta Percha Main Cones in Simulated Root Canals Prepared with Endodontic Files] May 2008**
 A presentation of the course completion work on July 24, 2008, with a course load of 01 hour, held at the Universidade Luterana do Brasil – ULBRA.
- **Avaliação da Carga Mental de Trabalho dos Professores do Curso de Odontologia na Universidade Luterana do Brasil, Campus Torres [Evaluation of the Mental Load of Work of Professors of the Dentistry Course at the Universidade Luterana do Brasil, Campus Torres] May 2008**
 A presentation of the course completion work, on May 14, 2008, with a course load of 01 hour, carried out at Universidade Luterana do Brasil – ULBRA.
- **Reabilitação Oral Através de Procedimentos Clínicos Integrados [Oral Rehabilitation Through Integrated Clinical Procedures] May 2008**
 A presentation of the course completion work, on May 14, 2008, with a course load of 01 hour, carried out at the Universidade Luterana do Brasil – ULBRA.
- **Avaliação da Micro infiltração Marginal com Diferentes Materiais Restauradores: Resina Composta e Ionômero de Vidro [Evaluation of Marginal Microleakage with Different Restorative Materials: Composite Resin and Glass Ionomer] May 2008**
 A presentation of the course completion work on May 14, 2008, with a course load of 01 hour, carried out at Universidade Luterana do Brasil – ULBRA.
- **Influência da Fotopolimerização nas Resinas Compostas [Influence of Photopolymerization on Composite Resins] May 2008**
 Participation in the presentation of the course completion work on May 14, 2008, with a course load of 01 hour, held at Universidade Luterana do Brasil – ULBRA.
- **Análise Comparativa da Efetividade In Vitro da Ação Microbiana do Hidróxido de Cálcio na Presença de Alguns Microrganismos [Comparative Analysis of the In Vitro Effectiveness of the Microbial Action of Calcium Hydroxide in the Presence of Some Microorganisms] May 2008**
 Participation in the presentation of the course completion work on May 14, 2008, with a course load of 01 hour, held at Universidade Luterana do Brasil – ULBRA.
- **Advanced Office Course February 2007**
 Informatics course, based on Advanced Office, held at Persist Informática [Persist Informatics], located at Rua Cel. Pena de Morais, 513, Sala 208 in the city of Farroupilha-RS, from January to February 2007, for 60 class hours.

- **10º Congresso Odontológico Latino-Americano [10th Latin American Dental Congress]** **November 2007**
Participation as a congressman, an event held between November 08 and 10, 2017, in the city of Canoas-RS, with a course load of 24 hours.
- **IV Semana Acadêmica Odontológica [IV Dental Academic Week]** **June 2005**
Participation in the dental week, held from May 31 to June 03, 2015, at the Faculdade de Odontologia [Dentistry College] of the Universidade Luterana do Brasil – ULBRA, Campus Torres-RS.

PROFESSIONAL AWARDS AND HONORS

- **Dental Clinic Public Opinion Research Award.** **January 2022**
Award granted as the dental clinic with the highest quality index, in the city of Carlos Barbosa-RS, according to popular research during the year 2021, by the instituto Tallento's de pesquisa e publicidade.
- **Outstanding Expression Trophy in Public Opinion Research** **January 2022**
Outstanding Dental Clinic Trophy, in a public opinion survey, in the city of Carlos Barbosa-RS, during the year 2021, by the instituto Tallento's de pesquisa e publicidade.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **June 2023**
Position number 11 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in June 2023.
- **Top 20 of Franchisor Odonto Excellence “Application”** **June 2023**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in June 2023.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **May 2023**
Position number 11 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in May 2023.
- **Top 20 of Franchisor Odonto Excellence “Application”** **May 2023**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in May 2023.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **April 2023**
Position number 15 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in April 2023.
- **Top 20 of Franchisor Odonto Excellence “Application”** **April 2023**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in April 2023.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **March 2023**
Position number 12 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in March 2023.
- **Top 20 of Franchisor Odonto Excellence “Application”** **March 2023**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in March 2023.

Mexico, in the item “franchisor application downloaded for new patients” in March 2023.

- **Top 20 of Franchisor Odonto Excellence “Conversion”** **February 2023**
Position number 13 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in February 2023.
- **Top 20 of Franchisor Odonto Excellence “Application”** **February 2023**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in February 2023.
- **Top 20 of Franchisor Odonto Excellence “Orofacial Harmonization”** **January 2023**
Position number 18 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of treatments sold in the orofacial harmonization specialty” in January 2023.
- **Top 20 of Franchisor Odonto Excellence “Application”** **January 2023**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in January 2023.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **January 2023**
Position number 8 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in January 2023.
- **Top 20 of Franchisor Odonto Excellence “Application”** **December 2022**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in December 2022.
- **Top 20 of Franchisor Odonto Excellence “Application”** **November 2022**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in November 2022.
- **Top 20 of Franchisor Odonto Excellence “Application”** **October 2022**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in October 2022.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **September 2022**
Position number 20 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in September 2022.
- **Top 20 of Franchisor Odonto Excellence “Application”** **September 2022**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in September 2022.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **August 2022**
Position number 19 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in August 2022.
- **Top 20 of Franchisor Odonto Excellence “Application”** **August 2022**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in August 2022.
- **Top 20 of Franchisor Odonto Excellence “Orthodontics”** **July 2022**
Position number 20 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and

Mexico, in the item “number of new orthodontic treatments sold,” in July 2022.

- **Top 20 of Franchisor Odonto Excellence “Application”** **July 2022**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in July 2022.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **July 2022**
Position number 14 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in July 2022.
- **Top 20 of Franchisor Odonto Excellence “Application”** **June 2022**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in June 2022.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **June 2022**
Position number 4 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in June 2022.
- **Top 20 of Franchisor Odonto Excellence “Application”** **April 2022**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in April 2022.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **April 2022**
Position number 20 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in April 2022.
- **Top 20 of Franchisor Odonto Excellence “Application”** **March 2022**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in March 2022.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **March 2022**
Position number 14 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in March 2022.
- **Top 20 of Franchisor Odonto Excellence “Application”** **February 2022**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in February 2022.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **February 2022**
Position number 6 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in February 2022.
- **Top 20 of Franchisor Odonto Excellence “Application”** **January 2022**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in January 2022.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **January 2022**
Position number 8 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in January 2022.
- **Top 20 of Franchisor Odonto Excellence “Application”** **December 2021**
Number 1 position among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in December 2021.

- **Top 20 of Franchisor Odonto Excellence “Conversion”** **December 2021**
Position number 11 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in December 2021.
- **Top 20 of Franchisor Odonto Excellence “Application”** **November 2021**
Position number 10 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in November 2021.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **November 2021**
Position number 12 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in November 2021.
- **Top 20 of Franchisor Odonto Excellence “Application”** **October 2021**
Position number 14 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in October 2021.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **October 2021**
Position number 15 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the “number of new registrations made, through referrals,” in October 2021.
- **Top 20 of Franchisor Odonto Excellence “Application”** **September 2021**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in September 2021.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **September 2021**
Position number 8 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in the month of September 2021.
- **Top 20 of Franchisor Odonto Excellence “Application”** **August 2021**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in August 2021.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **August 2021**
Position number 11 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in August 2021.
- **Top 20 of Franchisor Odonto Excellence “Application”** **July 2021**
Position number 4 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in July 2021.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **July 2021**
Position number 19 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in July 2021.
- **Top 20 of Franchisor Odonto Excellence “Application”** **June 2021**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in June 2021.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **June 2021**
Position number 18 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in June 2021.

- **Top 20 of Franchisor Odonto Excellence “Application”** **May 2021**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application downloaded for new patients” in May 2021.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **May 2021**
Position number 12 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in May 2021.
- **Top 20 of Franchisor Odonto Excellence “Application”** **April 2021**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application, downloaded for new patients” in April 2021.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **April 2021**
Position number 6 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in April 2021.
- **Top 20 of Franchisor Odonto Excellence “Application”** **March 2021**
Position number 16 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application, downloaded for new patients” in March 2021.
- **Top 20 of Franchisor Odonto Excellence “Application”** **February 2021**
Position number 11 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application, downloaded for new patients” in February 2021.
- **Top 20 of Franchisor Odonto Excellence “Conversion”** **February 2021**
Position number 17 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “number of new registrations, made, through referrals,” in February 2021.
- **Top 20 of Franchisor Odonto Excellence “Application”** **January 2021**
Position number 13 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application, downloaded for new patients” in January 2021.
- **Top 20 of Franchisor Odonto Excellence “Application”** **November 2020**
Position number 9 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application, downloaded for new patients” in November 2020.
- **Top 20 of Franchisor Odonto Excellence “Application”** **August 2020**
Position number 7 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application, downloaded for new patients” in August 2020.
- **Top 20 of Franchisor Odonto Excellence “Application”** **July 2020**
Number 1 position among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application, downloaded for new patients” in July 2020.
- **Top 20 of Franchisor Odonto Excellence “Application”** **June 2020**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application, downloaded for new patients” in June 2020.
- **Top 20 of Franchisor Odonto Excellence “Application”** **May 2020**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application, downloaded for new patients” in May 2020.

- **Top 20 of Franchisor Odonto Excellence “Conversion”** **October 2019**
Position number 5 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the “number of new registrations made, through referrals,” in October 2019.
- **Top 20 of Franchisor Odonto Excellence “Application”** **October 2019**
Position number 1 among all Odonto Excellence units in Brazil, Paraguay, Portugal, Angola, and Mexico, in the item “franchisor application, downloaded for new patients” in October 2019.