

Webrock Ventures fintech company Lara partners with Brazil's largest dental association, BR Clin, with over 3,000 independent clinics in its network

Webrock Ventures today announces that its portfolio company Lara has initiated a collaboration with BR Clin to leverage Lara's credit point-of-sale platform. The partnership is expected to generate approximately SEK 175 million in new annual loan volume, corresponding to around SEK 75 million in annual revenues from interest and service fees. Webrock Ventures owns 44.5 percent of Brazil Finance Group, which in turn owns 61 percent of Lara.

On November 20, 2024, Lara entered into a partnership with Odontocompany, Brazil's largest dental franchise chain with over 2,000 clinics. Now, the company is expanding further by partnering with BR Clin, the country's largest network of independent dental clinics, with over 3,000 clinics in its network. These collaborations are expected to generate a combined annual loan volume of SEK 365 million, corresponding to SEK 155 million in annual revenues from interest and service fees.

"These partnerships are a testament to the efficiency in Laras model for scaling up the number of clinics using our point-of-sale credit platform to generate loans for Lara and accelerating our path toward 10,000 clinics by the end of 2025", says Joakim Pops, CEO and co-founder of Webrock Ventures.

With a population of 215 million and over 80,000 dental clinics, Brazil represents one of the world's largest markets for dental care. Through BR Clin network, Lara is rapidly increasing the number of affiliated clinics and boosting lending volumes, while simultaneously enabling clinics to increase sales and strengthen cash flow without assuming credit risks.

"The collaboration agreement with BR Clin is not only significant in number of clinics we can onboard but it is also our first partnership with a large network of independent clinics. With our strong market presence with most of the major franchise groups we will now also be able to expand independent clinics in Brazil", says Pedro Vasquez, CEO of Lara.

About Lara

Lara is a fintech company providing financing solutions within Brazil's healthcare sector via a point-of-sale credit platform. Since its launch in 2021, Lara has facilitated over 18,000 loans totaling SEK 160 million, maintaining credit losses below 10 percent, significantly outperforming the Brazilian industry average for unsecured consumer loans.

About Brazil Finance Group

Brazil Finance Group is a pioneering fintech reshaping financial services in Brazil. Focused on underserved markets, it builds industry-leading companies with robust credit portfolios, delivering superior returns and stable cash flows. By leveraging cutting-edge technology, the Group addresses critical financial needs in healthcare via 61 percent-owned Lara and in the SME sector via wholly owned Qred.

Contacts

Joakim Pops, CEO

Phone: +46 70 713 81 00

Email: joakim@webrockventures.com

About us

Founded in 2018, Webrock Ventures is a venture studio that starts and builds companies in Brazil in partnership with successful Swedish tech companies. Brazil has over 215 million people and is one of the world's largest economies and the population is among the most digitally engaged in the world. Webrock leverages established Swedish companies' proven business models and technology to gain a head start in Brazil's fast-growing digital industry that matures later than in Sweden. By bringing together ideas, capital, resources, and talent, Webrock acts as a co-founder, building growth companies from the ground up. With a 35-60 percent ownership stake in its portfolio companies, Webrock ensures substantial value for a limited initial investment. The company's share WRV is traded on Nasdaq First North Growth Market with Redeye AB as Certified Adviser.

For more information, please visit: <https://webrockventures.com/>