

YDUQS

EARNINGS RELEASE

4Q22 & 2022

March 15th, 2023

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IBRX100 B3

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Rio de Janeiro, March 15th, 2023 - **YDUQS Participações S.A.**, one of the largest private organizations in Brazil's higher education private sector, presents its **results for the Fourth quarter and year of 2022 (4Q22 and 2022)**.

The Company's financial information is presented based on the consolidated numbers, in Brazilian Reais, in accordance with the Brazilian Corporation Law and the accounting practices adopted in Brazil (BRGAAP), already in accordance with the International Financial Reporting Standards (IFRS).

This document may have forward looking statements that are subject to risks and uncertainties that lead such expectations to not materialize or substantially differ from expectations. These forecasts express the opinion only for the date they were made, and the Company does not undertake to update them in the light of new information.

EARNINGS CONFERENCE

March 16th, 2023, | 9:00 a.m. (BRT) Portuguese with simultaneous translation to English

[Click here for the Webinar](#)

Videoconference in English March 16th, 2023 | 11:00 a.m. (BRT)

[Click for the Webinar](#)

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Visit our website: <https://www.yduqs.com.br>

The robust results achieved by YDUQS in 2022 are grounded on the transformation our business has gone through over the last five years. Figures show a company with enormous resilience and adaptability, thanks to its portfolio — today, Brazil's most varied and up-to-date portfolio and one of the few that can be considered truly national —, its positioning in strategic segments such as Medicine, and the strong cash generation capacity we have maintained. We have created the conditions to have, in 2023, much more autonomy to build YDUQS' future, thanks to our independence from public policies and our privileged position regarding business leverage.

In 2022, we recorded increases in revenue (3% YoY), EBITDA (9%) and EBITDA margin (+2 p.p.). YDUQS' operating cash generation reached almost R\$1 billion in the period (up by 30% versus 2021), with strong 89% cash conversion rate. Reflecting our good capacity to translate quality improvements and our Institutions' reputation into prices, average tickets were up for all segments (8% in Medicine, 10% in DL and 5% in On-Campus, considering average amounts for upperclassmen and versus 2021). Premium (IDOMED and IBMEC) and Digital Learning accounted for more than half of the group's NOR and 72% of consolidated EBITDA, a direct impact of the portfolio diversification strategy on our results.

YDUQS free cash flow more than doubled between 2021 and 2022, reaching R\$505 million by the end of the previous period (+126% YoY). Throughout the year, several initiatives allowed us to maintain our business leverage at 1.96x Net Revenue/EBITDA. We have a good debt profile and an important relative advantage in our industry: the Company's next amortization payments are due only in 2024. This will allow us to make decisions free of short-term pressures regarding debt, which have been significantly impacting the higher education market in recent cycles.

This transformed YDUQS will also be able to freely operate as regards public policies for the sector. In 2022, the Digital Learning segment's revenue was higher than the FIES share back in 2017 (R\$1.3 billion). Premium segment's NOR has already surpassed R\$1 billion. This means that, during this period, the portion of our business that does not depend on public funding has more than doubled its size. We have incorporated the culture of good OPEX management (in 2022, we kept costs and expenses at the same level as in the previous year) and our operations are lean, ready to capture the operational leverage that may come with a new impulse given by a resumption of the supply of financing. To no extent, however, we depend on this. We have built a resilient, efficient business that will grow on its own.

The vectors that drive this growth continue to operate. Our Medical School, the youngest in the market, will organically surpass 8,000 students in 2023. We may have between 130 and 160 additional authorized seats this fiscal year. Our Digital Learning segment relies on a lot of technology and has been demonstrating its capacity to stand out in the market. In all segments and at all institutions, student and faculty satisfaction and engagement levels, as well as academic results, continue to grow, and are always amongst the highest in the market.

Our organization continues to be a benchmark in ESG, with important advances. YDUQS has created an ESG risk management system and, as announced in 2022, the senior management has a target based on the company's ESG rating. We have been included in B3's Carbon Efficient Index, we have begun to report to the Carbon Disclosure Project (CDP) and maintained our A grade on MSCI rating. All diversity and inclusion indicators have recorded progress and initiatives have started to occur spontaneously in the organization, reflecting a new level of engagement with this theme. In April, we will hold the II YDUQS ESG Forum, for detailed accountability of this agenda.

We are confident about the path we have chosen — diversification, quality at scale, technology on the base of everything — and energized by the huge positive impact we help to create. On behalf of our team, I would like to thank you for your support through this journey.

Eduardo Parente
CEO



We maintain our discipline of pricing, control of costs and expenses....

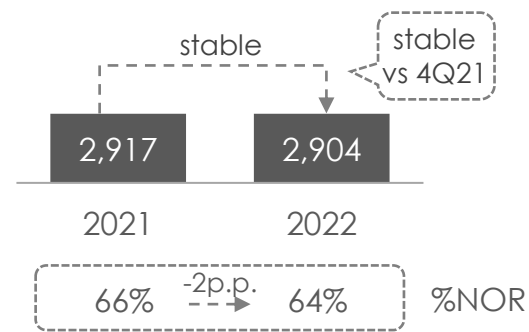
Average Ticket
Upperclassmen of +1 yr

Medicine +8% vs 4Q21

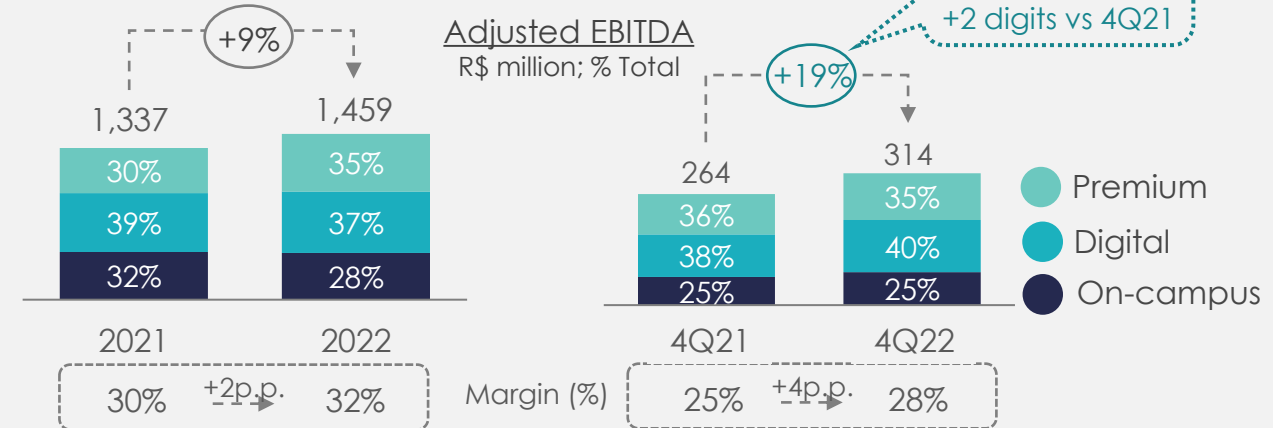
Digital +10% vs 4Q21

On-campus +5% vs 4Q21

Adjusted costs and expenses
R\$ million; ex-D&A; ex-bad debt; ex-IFRS 16

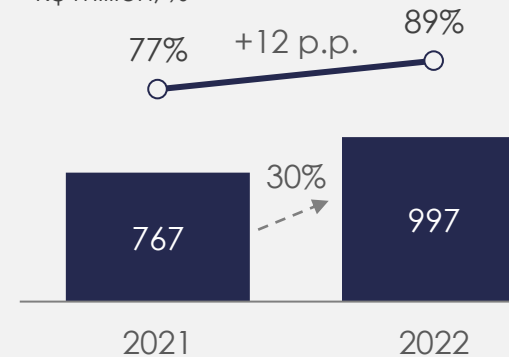


... a robust portfolio, with significant EBITDA growth and margin expansion...

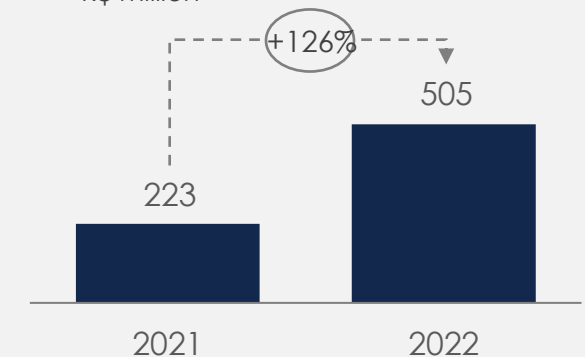


...and a greater cash generation in the year...

OCF and Cash conversion
R\$ million; %



Free Cash Flow
R\$ million



...with no pressure of debt amortization in 2023: **Next debt expiration only in 2024**



Great potential in the medicine business unit

7.5k students in 2022

Guidance achieved!
(7.4-7.5k students)

8.0-8.2k students in 2023

Expected medicine undergraduate student base

4.9 students/seat

Potential for organic growth - up to 7/seat

130-160 new medicine seats

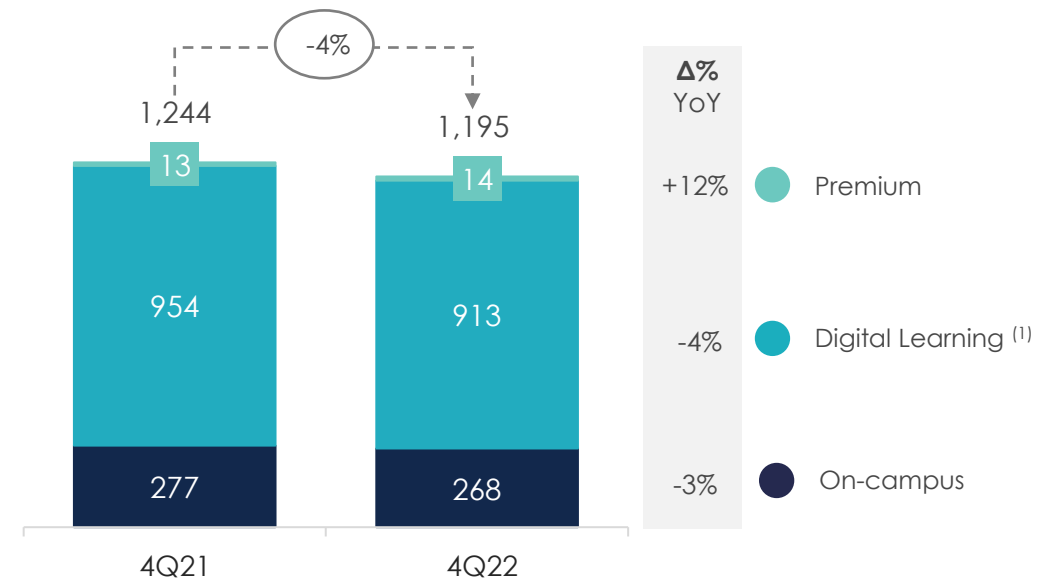
Expected to be authorized in 2023

OPERATIONAL DATA



Total (thousand students)	4Q21	4Q22	Δ %
Total Base	1,243.9	1,194.9	-3.9%
On-campus	277.4	268.0	-3.4%
Digital Learning ⁽¹⁾	953.9	912.8	-4.3%
Premium	12.5	14.1	12.3%
FIES	19.7	14.8	-24.6%
DIS	364.3	359.6	-1.3%
On-campus	101.8	121.1	18.9%
100% online	226.2	199.8	-11.7%
Flex	36.3	38.7	6.4%
PAR	4.3	2.9	-33.9%
Campi (ex-shared) ⁽²⁾	105	103	-1.9%
On-campus	92	87	-5.4%
Premium	19	21	10.5%
Shared with on-campus	6	5	-16.7%
DL Centers	2,030	2,512	23.7%

Total student base
(Thousand students)



(1) Base Includes Qconcurros, for more details [click here](#).

(2) It considers campi with individual management, that is, if there are 2 campi nearby or with complementary, which have the same management, it is considered only on campus.

Student base (thousand students)	4Q21	4Q22	Δ %
Total Premium	12.5	14.1	12.3%
Medicine	6.8	7.9	16.0%
Undergraduate	6.5	7.5	16.5%
FIES	1.1	1.0	-11.8%
Graduate	0.3	0.3	5.4%
IBMEC	5.8	6.2	8.0%
Undergraduate	4.8	4.9	0.7%
FIES	0.3	0.2	-22.9%
Graduate	0.9	1.3	46.6%

Average Ticket ⁽¹⁾ (R\$/month)	4Q21	4Q22	Δ %
Medicine Undergraduate	8,753	9,487	8.4%
IBMEC Undergraduate	2,690	2,983	10.9%

AT of Upperclassmen ⁽²⁾ (R\$/month)	4Q21	4Q22	Δ %
Medicine Undergraduate	8,994	9,724	8.1%
IBMEC Undergraduate	2,780	2,978	7.1%

The **Premium** segment ended 4Q22 with robust results, closing the period with 14.1 thousand students (+12.3% vs. 4Q21).

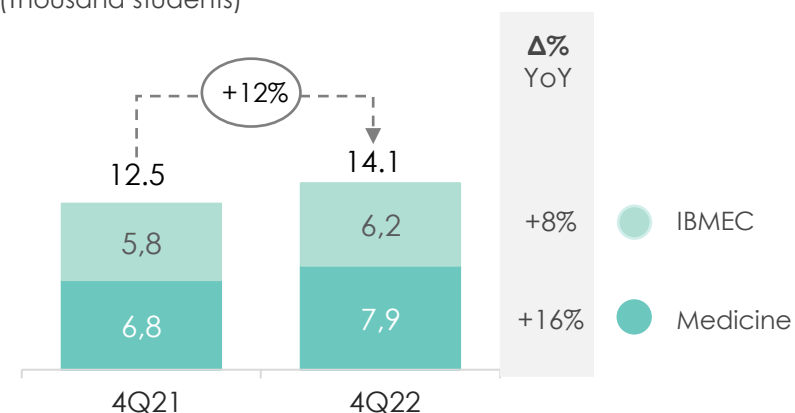
The **Medicine undergraduate** segment recorded **robust growth of 16.5% vs. 4Q21**, ending the year with 7.5 thousand students, according to the estimate disclosed in 3Q22. This growth was boosted by the increase in authorized seats in the beginning of 2022 and the maturation of courses.

The **Medicine undergraduate average ticket** totaled R\$9,487/month, **up by 8.4% vs. 4Q21**, due to higher intake price compared to the same period in the previous year, coupled with an 8.1% readjustment vs. 4Q21 in the average ticket for upperclassmen for more than one year.

IBMEC's student base **grew 8.0% vs. 4Q21**, due to the strong intake cycle, as disclosed in 3Q22, and an increase in the graduate student base, which has been posting a better performance since the beginning of the year.

In 4Q22, **IBMEC undergraduate average ticket increased by 10.9% vs. 4Q21**, totaling R\$2,983/month, due to the good intake performance in São Paulo, where tuition is more expensive, combined with a 7.1% readjustment vs. 4Q21 in the average ticket for upperclassmen for more than one year.

Premium student base
(Thousand students)



(1) Average ticket = Net revenue for the period x 1,000/3/ student base | Net revenue of medicine adjusted for effects of laws and injunctions in court in 2021.

(2) Average ticket for upperclassmen for more than one year.

Student base (thousand students)	4Q21	4Q22	Δ %
Total Digital Learning	953.9	912.8	-4.3%
Undergraduate	432.8	429.8	-0.7%
100% online	365.9	363.8	-0.6%
Flex	66.9	66.0	-1.4%
Lifelong	521.1	483.0	-7.3%
Qconcurso	447.0	443.1	-0.9%
Digital Learning (ex-Qconcurso)	506.9	469.7	-7.3%

Intake (thousand students)	4Q21	4Q22	Δ %
Total Undergraduate	39.2	34.6	-11.9%
100% online Undergraduate	34.7	30.1	-13.3%
Flex Undergraduate	4.5	4.5	-1.0%

Average Ticket ⁽¹⁾ (R\$/month)	4Q21	4Q22	Δ %
Total Undergraduate	201	220	9.1%
100% online Undergraduate	179	195	9.4%
Flex Undergraduate	326	354	8.3%

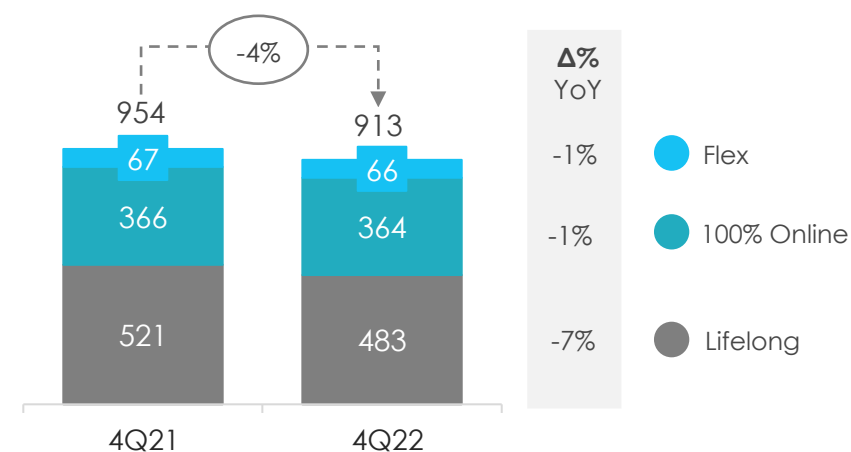
AT of Upperclassmen ⁽²⁾ (R\$/month)	4Q21	4Q22	Δ %
Total Undergraduate	219	241	10.0%

The **Digital Learning** segment, which includes Lifelong, ended 4Q22 down by 4.3% YoY, reaching 912.8 thousand students.

In 4Q22, **undergraduate student base** remained in line with 4Q21, mainly explained by the 11.9% vs. 4Q21 reduction in intake, a result of the challenging macroeconomic scenario, especially in cities where we concentrate our operations and a higher number of graduating students versus 2021. On the other hand, the good renewal performance (+8p.p. vs. 4Q21) of the students entering in the even cycles (April and October), resulted in a stable final undergraduate base.

On the other hand, **digital learning undergraduate average ticket increased by 9.1% vs. 4Q21**, amounting to R\$220/month, stemming from higher intake prices coupled with an increase in average ticket for upperclassmen for more than one year, which was up by 10% vs. 4Q21.

Digital student base
(Thousand students)



(1) Average ticket = Net revenue for the period x 1,000/3/ student base
(2) Average ticket for upperclassmen for more than one year.

Student base (thousand students)	4Q21	4Q22	Δ %
Total On-campus	277.4	268.0	-3.4%
Undergraduate	276.7	265.1	-4.2%
On-campus	255.7	234.2	-8.4%
FIES	18.3	13.6	-25.5%
Semi on-campus	21.1	30.9	46.7%
Masters/Doctorate and others	0.7	2.9	314.1%

Intake (thousand students)	4Q21	4Q22	Δ %
Total Undergraduate	1.8	0.9	-53.2%
On-campus	1.3	0.7	-44.8%
Semi on-campus	0.5	0.1	-76.8%

Average Ticket ⁽¹⁾ (R\$/month)	4Q21	4Q22	Δ %
Total Undergraduate	645	614	-4.7%
On-campus undergraduate	667	645	-3.3%
Semi On-campus undergraduate	366	377	2.9%

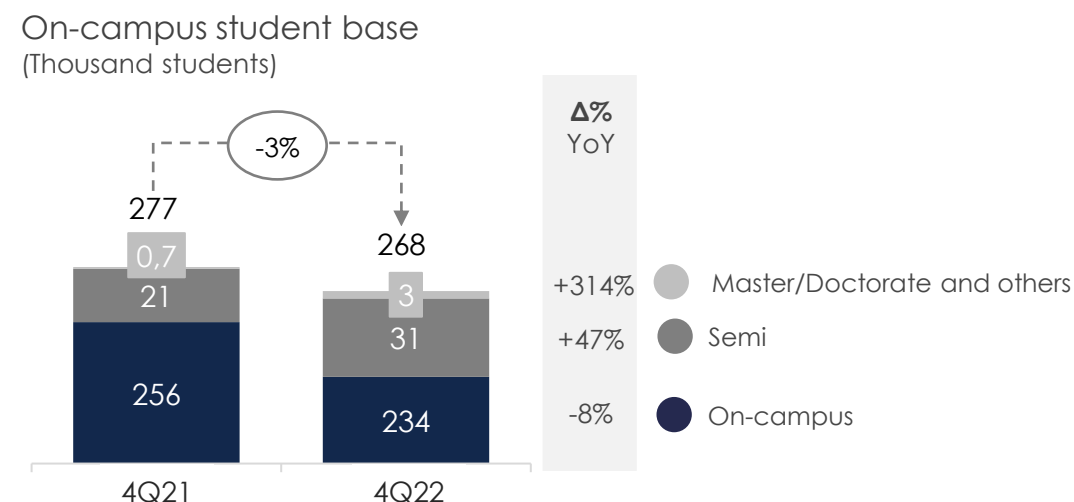
AT of Upperclassmen ⁽²⁾ (R\$/month)	4Q21	4Q22	Δ %
On-campus undergraduate	698	730	4.6%

The **On-Campus** segment ended 4Q22 with 268.0 thousand students, down by 3.4% vs. 4Q21, related to the **total undergraduate** student base, which decreased by 4.2% vs. 4Q21 due to a challenging macroeconomic scenario. It is important to emphasize that intake is not as relevant for the On-Campus segment in 4Q as it is in odd numbered quarters.

On the other hand, the strong 46.7% increase vs. 4Q21 in **Semi on-campus undergraduate** segment, which combines the digital and on-campus segments and has been gaining space in our student base, coupled with the maintenance of **renewal rate at 84% in 4Q22**, played an important role in this result, largely offsetting the reduction in the undergraduate student base.

The **On-Campus undergraduate average ticket** ended the quarter at R\$645/month (-3.3% vs. 4Q21), impacted mainly by a lower intake ticket at the beginning of the year, which impacted net revenue in the segment. It is important to mention that average ticket for upperclassmen for more than one year increased by 4.6% vs. 4Q21, reaching R\$730/month.

Semi on-campus undergraduate average ticket totaled R\$377/month, up by 2.9%, mainly driven by more students looking for courses with higher ticket.

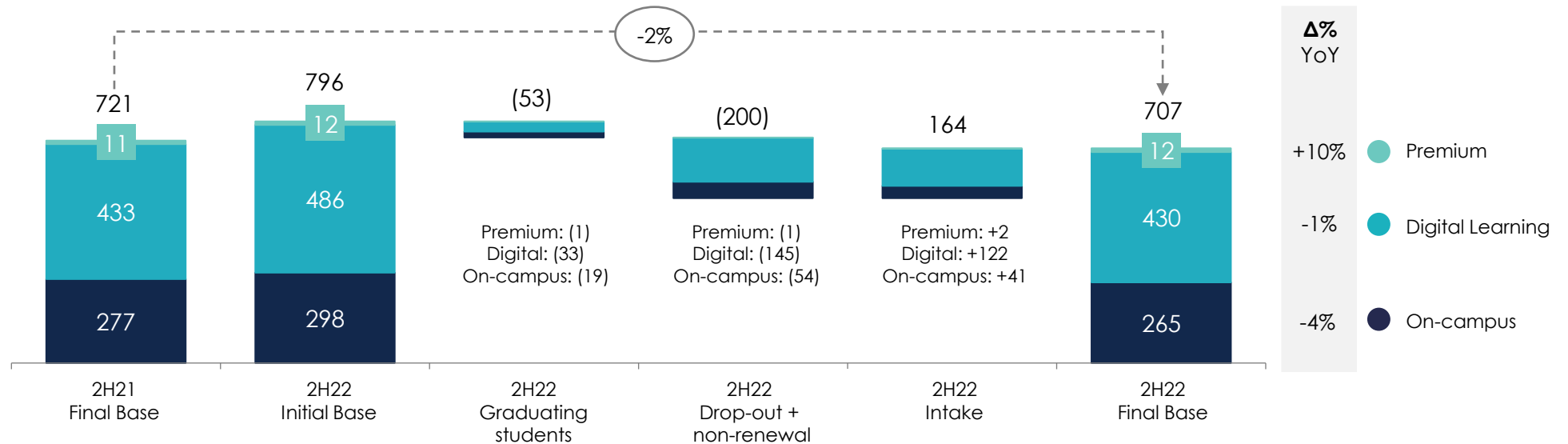


(1) Average ticket = Net revenue for the period x 1,000/3/ student base | Net revenue adjusted for effects of laws and injunctions in court in 2021.

(2) Average ticket for upperclassmen for more than one year.

CHANGES IN THE UNDERGRADUATE BASE 2H22

	Final base 2H21	Initial base 2H22		Graduating students 2H22		Drop-out + non- renewal 2H22		Intake 2H22		Final base 2H22	Δ % 2H22 vs. 2H21
		In thousand	% ⁽¹⁾	In thousand	% ⁽¹⁾	In thousand	% ⁽¹⁾	In thousand	% ⁽¹⁾		
Undergraduate	721	796	100%	(53)	7%	(200)	25%	164	21%	707	-2%
Premium	11	12	2%	(1)	6%	(1)	8%	2	14%	12	10%
Medicine	6	7	1%	(0)	4%	(0)	6%	1	14%	8	17%
IBMEC	5	5	1%	(0)	8%	(1)	11%	1	15%	5	1%
Digital Learning	433	486	61%	(33)	7%	(145)	30%	122	25%	430	-1%
100% Online	366	411	52%	(32)	8%	(120)	29%	105	26%	364	-1%
Flex	67	75	9%	(1)	1%	(25)	34%	17	22%	66	-1%
On-campus	277	298	37%	(19)	7%	(54)	18%	41	14%	265	-4%
On-campus	256	265	33%	(18)	7%	(44)	17%	30	11%	234	-8%
Semi on-campus	21	32	4%	(2)	6%	(10)	31%	10	32%	31	47%



(1) Percentage of the initial base of 2H22.

FINANCIAL DATA



INCOME STATEMENT

(R\$ million)	4Q21	4Q22	Δ %	2021	2022	Δ %
Gross Revenue	2,241.5	2,384.9	6.4%	8,881.4	9,789.7	10.2%
Monthly tuition fees and others	2,241.5	2,384.9	6.4%	8,881.4	9,789.7	10.2%
Deductions from gross revenue	(1,191.1)	(1,283.3)	7.7%	(4,490.1)	(5,224.8)	16.4%
Net Revenue	1,050.3	1,101.6	4.9%	4,391.4	4,564.9	4.0%
Cost of Services	(542.9)	(506.7)	-6.7%	(2,002.3)	(1,982.5)	-1.0%
Gross Profit	507.4	595.0	17.3%	2,389.1	2,582.5	8.1%
<i>Gross margin (%)</i>	48.3%	54.0%	5.7 p.p.	54.4%	56.6%	2.2 p.p.
Selling Expenses	(220.3)	(244.6)	11.0%	(895.0)	(951.0)	6.3%
G&A Expenses	(268.4)	(285.9)	6.5%	(973.2)	(1,041.1)	7.0%
Other operating revenue/ expenses	9.3	9.9	6.9%	25.7	27.1	5.5%
(+) Depreciation and amortization	174.3	182.3	4.6%	679.0	708.5	4.3%
EBITDA	202.3	256.6	26.9%	1,225.6	1,326.0	8.2%
<i>EBITDA margin (%)</i>	19.3%	23.3%	4.0 p.p.	27.9%	29.0%	1.1 p.p.
Financial result	(150.2)	(177.6)	18.2%	(436.0)	(704.6)	61.6%
Depreciation and amortization	(174.3)	(182.3)	4.6%	(679.0)	(708.5)	4.3%
Income tax	34.8	13.8	-60.3%	35.6	23.6	-33.8%
Social contribution	13.0	5.1	-61.0%	11.9	8.2	-31.2%
Net Income	(74.3)	(84.3)	13.4%	158.2	(55.4)	n.a.
<i>Net margin (%)</i>	n.a.	n.a.	n.a.	3.6%	n.a.	n.a.
Adjusted Net Revenue ⁽¹⁾	1,070.9	1,101.6	2.9%	4,426.7	4,564.9	3.1%
Adjusted EBITDA ⁽¹⁾	264.0	313.5	18.8%	1,336.6	1,458.7	9.1%
<i>Adjusted EBITDA margin (%)</i>	24.6%	28.5%	3.8 p.p.	30.2%	32.0%	1.8 p.p.
Adjusted Net Income ⁽¹⁾	2.3	(8.4)	n.a.	356.4	139.3	-60.9%
<i>Adjusted Net Income margin (%)</i>	0.2%	n.a.	n.a.	8.1%	3.1%	-5.0 p.p.

(1) Net revenue adjusted for effects of laws and injunctions in court in 2021 | Adjusted EBITDA for non-recurring items, for more detail [click here](#).

NET REVENUE (1/2)

(R\$ million)	4Q21	4Q22	Δ %	2021	2022	Δ %
Gross Revenue	2,241.5	2,384.9	6.4%	8,881.4	9,789.7	10.2%
Monthly tuition fees	2,205.7	2,341.4	6.2%	8,779.0	9,628.2	9.7%
Other	35.8	43.5	21.5%	102.5	161.6	57.7%
Deductions from Gross Revenue	(1,191.1)	(1,283.3)	7.7%	(4,490.1)	(5,224.8)	16.4%
Discounts and scholarships	(1,152.9)	(1,248.2)	8.3%	(4,320.4)	(5,043.5)	16.7%
Taxes	(40.2)	(39.5)	-1.7%	(161.5)	(173.0)	7.2%
AVP and other deductions	2.0	4.4	118.1%	(8.2)	(8.2)	0.8%
Net Revenue	1,050.3	1,101.6	4.9%	4,391.4	4,564.9	4.0%
Premium	209.6	273.1	30.3%	829.8	1,078.0	29.9%
Medicine	163.2	221.2	35.5%	638.8	856.3	34.0%
IBMEC	46.4	52.0	12.0%	191.0	221.8	16.1%
Digital Learning	315.1	334.1	6.0%	1,315.5	1,402.0	6.6%
100% Online	196.0	213.3	8.8%	829.2	892.0	7.6%
FLEX	65.5	70.1	6.9%	258.1	300.3	16.3%
Lifelong	53.6	50.8	-5.2%	227.9	209.8	-8.0%
On-campus	525.6	494.4	-5.9%	2,246.1	2,084.9	-7.2%
On-campus	502.6	459.5	-8.6%	2,146.9	1,926.3	-10.3%
Semi on-campus	23.1	34.9	51.4%	99.3	158.6	59.8%
Adjusted Net Revenue ⁽¹⁾	1,070.9	1,101.6	2.9%	4,426.7	4,564.9	3.1%
Premium	217.5	273.1	25.6%	857.4	1,078.0	25.7%
Medicine	171.1	221.2	29.2%	666.4	856.3	28.5%
IBMEC	46.4	52.0	12.0%	191.0	221.8	16.1%
Digital Learning	315.3	334.1	6.0%	1,315.6	1,402.0	6.6%
100% Online	196.1	213.3	8.8%	829.3	892.0	7.6%
FLEX	65.6	70.1	6.9%	258.2	300.3	16.3%
Lifelong	53.6	50.8	-5.2%	228.2	209.8	-8.1%
On-campus	538.1	494.4	-8.1%	2,253.7	2,084.9	-7.5%
On-campus	515.0	459.5	-10.8%	2,154.4	1,926.3	-10.6%
Semi on-campus	23.1	34.9	51.0%	99.3	158.6	59.7%

In 4Q22, the company's total **net revenue** was up by 4.9% vs. 4Q21 and by 4.0% in 2022 vs. 2021. The main changes per segment in the period are explained below:

- **Premium Segment:** up by R\$63.5 million vs. 4Q21 and by R\$248.3 million vs. 2021, driven by the following factors: (i) the strong growth in Medicine undergraduate student base (+16.5% vs. 4Q21) stemming from the courses' maturation and the increase in authorized seats; (ii) stronger intake in IBMEC vs. 2021, boosted by the growth in the São Paulo unit, which has a higher average ticket; (iii) combination of price increase both for intake and upperclassmen for more than one year in the Medicine undergraduate segment and IBMEC; (iv) better performance of IBMEC's graduate segment and (v) merger of Hardwork.
- **Digital Learning Segment:** R\$19.0 million upturn vs. 4Q21 and R\$86.5 million vs. 2021, due to the following factors: (i) combination of price increase for both intake and upperclassmen for more than one year, compared to the same period in the previous year, more than offsetting the reduction in intake; and (ii) student base maturation.

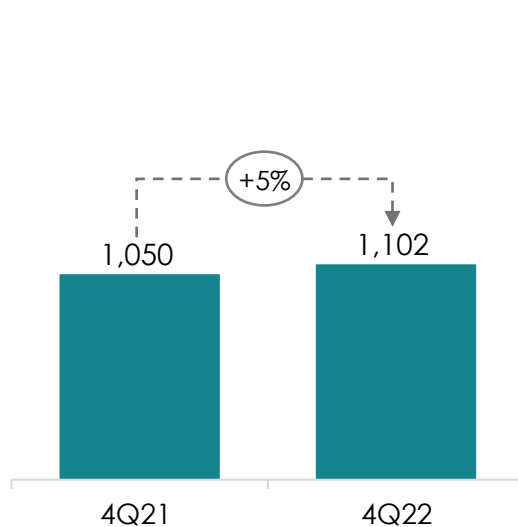
(1) Adjusted by the law and court (individual lawsuits), mainly from medicine school students in 2021.

NET REVENUE (2/2)

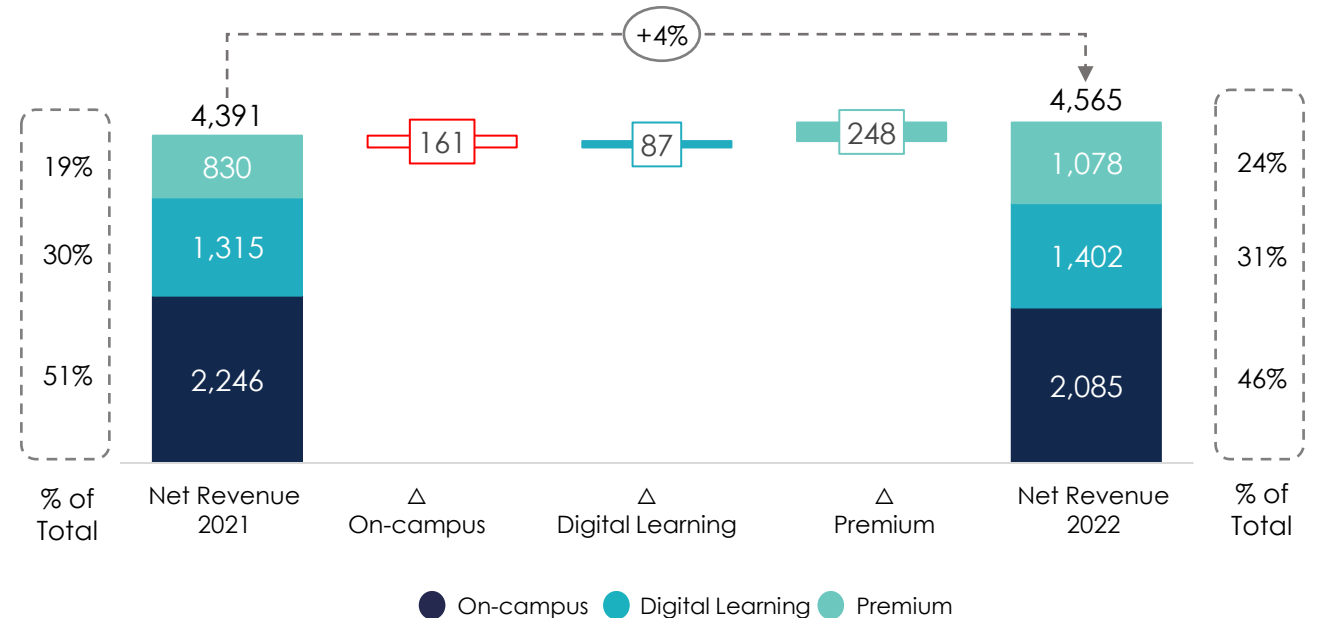
- **On-Campus Segment:** R\$31.3 million decrease vs. 4Q21 and R\$161.2 million vs. 2021, mainly impacted by a lower adhesion to DIS during intake compared to 2021 and the short-term effect of the "Brilho Duplo" campaign in the first semester of 2022 (lower ticket in the initial semester). On the other hand, renewal rate remained stable and, coupled with the increase in average ticket for upperclassmen for more than one year, has partly offset these effects.

It is important to emphasize that the **Premium and Digital Learning** segments remain the company's main growth drivers and, together, **they already account for 54% of the company's total net revenue** for the period (+5 p.p. vs. 2021).

Total net revenue
(R\$ million)



Total net revenue by business unit
(R\$ million)



COST OF SERVICES AND GROSS PROFIT (1/2)

(R\$ million)	4Q21	4Q22	Δ %	2021	2022	Δ %
Cost of Services	(542.9)	(506.7)	-6.7%	(2,002.3)	(1,982.5)	-1.0%
Personnel	(333.4)	(300.9)	-9.8%	(1,201.9)	(1,183.8)	-1.5%
Rent, Municipal Property Tax and Others	(16.7)	(14.6)	-12.6%	(55.2)	(35.7)	-35.4%
Rent	(84.4)	(82.3)	-2.5%	(334.2)	(325.8)	-2.5%
Leasing - right of use of properties (IFRS-16)	82.2	78.8	-4.2%	334.9	333.8	-0.3%
Other	(14.5)	(11.1)	-23.9%	(56.0)	(43.7)	-22.0%
Transfer to Centers (Revenue share)	(51.0)	(57.2)	12.2%	(178.8)	(212.7)	18.9%
Third-party services	(16.2)	(15.7)	-3.0%	(58.2)	(64.5)	10.7%
Utilities	(12.3)	(13.7)	11.3%	(38.9)	(48.9)	25.6%
Other costs	(4.7)	(2.2)	-53.6%	(15.1)	(8.9)	-41.1%
Depreciation and amortization	(108.6)	(102.3)	-5.8%	(454.0)	(428.1)	-5.7%
Leasing - right of use of properties	(63.0)	(59.5)	-5.4%	(254.4)	(255.7)	0.5%
Systems, apps and Software	(5.3)	(2.8)	-47.1%	(18.6)	(8.6)	-53.8%
Improvement to third-party assets	(17.1)	(16.6)	-3.0%	(86.2)	(71.2)	-17.4%
IT equipment	(3.7)	(3.2)	-13.8%	(15.9)	(12.5)	-21.5%
Machinery and equipment	(3.0)	(3.1)	3.2%	(11.5)	(13.5)	16.9%
Other D&A costs	(16.6)	(17.1)	3.3%	(67.4)	(66.6)	-1.2%
Gross profit	507.4	595.0	17.3%	2,389.1	2,582.5	8.1%
Gross margin (%)	48.3%	54.0%	5.7 p.p.	54.4%	56.6%	2.2 p.p.
Adjusted Cost of Services (ex-D&A) ⁽¹⁾	(408.8)	(379.2)	-7.2%	(1,502.4)	(1,495.3)	-0.5%
Adjusted Cost of Personnel ⁽¹⁾	(307.8)	(275.6)	-10.5%	(1,156.1)	(1,124.8)	-2.7%
Premium	(76.5)	(84.3)	10.2%	(281.3)	(321.4)	14.3%
Digital Learning	(31.4)	(15.2)	-51.6%	(89.0)	(64.8)	-27.1%
On-campus	(200.0)	(176.1)	-12.0%	(785.9)	(738.5)	-6.0%

Cost of services was down by 6.7% vs. 4Q21, and by 1.0% vs. 2021. The main changes in costs the period are explained below:

- Personnel costs: dropped by R\$32.5 million vs. 4Q21 and by R\$18.1 million vs. 2021. Excluding the non-recurring effect of R\$25.1 million in 4Q22 and R\$59.1 million in 2022, related to the operating research (OR), which improves class distribution by sharing courses and adopting online content in on-campus programs, **adjusted personnel costs** were down by 10.5% vs. 4Q21 and 2.7% in 2021, largely arising from the Premium and Digital Learning segments that were above the previous quarters' average in 4Q21, which more than offset the Premium segment's increase (10.2% vs. 4Q21 and 14.3% vs. 2021) due to the maturation of the Medicine courses.
- Rent and municipal property taxes: down by R\$2.1 million vs. 4Q21 and by R\$19.5 million vs. 2021, result explained by the company's efforts to optimize and modernize the campuses and recording PIS and COFINS credits (R\$13.3 million in 2022) on rent expenses related to 2022, proportionally to revenue taxed by the non-cumulative regime of these taxes.

(1) Adjusted by non-recurring items, for more detail [click here](#).

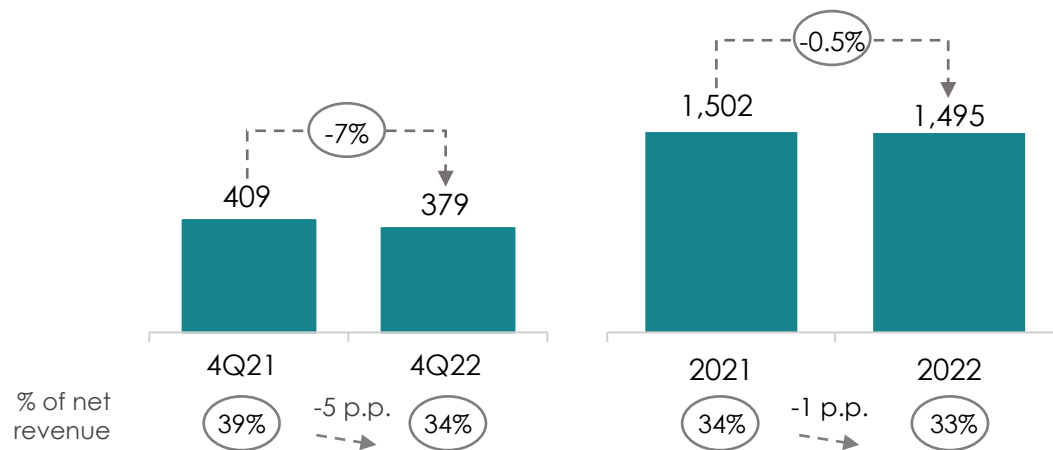
COST OF SERVICES AND GROSS PROFIT (2/2)

- Transfer to centers: up by R\$6.2 million vs. 4Q21 and by R\$33.8 million vs. 2021, due to the increase in Digital Learning via partner centers (+482 centers vs. 2021) and that already account for almost 60% of undergraduate student base.
- Third-party services (security and cleaning), utilities and other costs: R\$1.6 million drop vs. 4Q21 and R\$10.0 million increase vs. 2021, chiefly arising from the resumption of 100% of on-campus classes.
- Depreciation and amortization: down by R\$6.3 million vs. 4Q21, mainly in the “software (systems and applications)” line and the “leasing” line, due to properties returned. In the year, depreciation and amortization dropped by R\$25.9 million vs. 2021, arising from the reduction in the “software (systems and applications)” and “improvements to third-party assets” lines; in 2021, has an exceptional increased by R\$21 million with the return of properties.

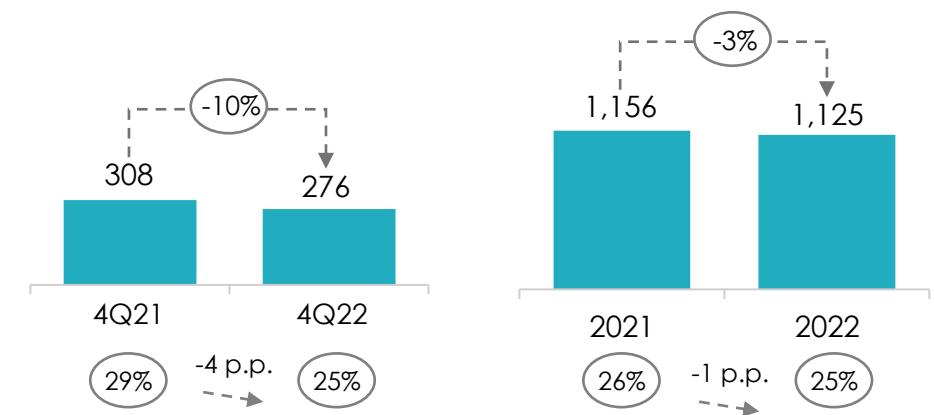
Cost of services (ex-D&A) was impacted by non-recurring effects related to the operational research (OR) amounting to R\$25.1 million in 4Q22 and R\$59.1 million in 2022. Excluding said effects, **adjusted cost of services (ex-D&A)** posted a 7.2% decrease vs. 4Q21 and remained stable vs. 2021, representing 33% of total net revenue, down by 1 p.p. vs. 2021.

In 4Q22, the company's **gross profit** recorded strong growth of 17.3% vs. 4Q21 and gross margin stood at 54.0% (+5, 7p.p vs. 4Q21), due to the Premium segment's robust increase and the company's efforts to control costs. In 2022, gross profit was up by 8.1% vs. 2021 and gross margin stood at 56.6% (+2.2 p.p. vs. 2021).

Adjusted cost of services (ex-D&A) ⁽¹⁾
(R\$ million)



Adjusted Cost of Personnel ⁽¹⁾
(R\$ million)



(1) Adjusted by non-recurring items, for more detail [click here](#)

SELLING EXPENSES (1/2)

(R\$ million)	4Q21	4Q22	Δ %	2021	2022	Δ %
Selling Expenses	(220.3)	(244.6)	11.0%	(895.0)	(951.0)	6.3%
Bad Debt	(170.0)	(180.1)	6.0%	(514.2)	(582.9)	13.4%
Out-of-pocket	(149.5)	(180.5)	20.8%	(350.8)	(449.9)	28.2%
PAR ⁽¹⁾	(4.6)	5.6	n.a.	(24.0)	(10.2)	-57.4%
DIS ⁽¹⁾	(15.8)	(5.1)	-67.6%	(139.4)	(122.9)	-11.9%
Sales and Marketing (M&S)	(50.3)	(64.5)	28.2%	(380.8)	(368.1)	-3.3%
Advertising	(27.4)	(37.6)	37.0%	(282.9)	(251.2)	-11.2%
Other	(22.9)	(26.9)	17.6%	(97.9)	(116.8)	19.4%
Adjusted Bad Debt ⁽²⁾	(170.0)	(151.6)	-10.8%	(514.2)	(540.6)	5.1%
Descontos Concedidos	(21.7)	(17.2)	-20.8%	(101.5)	(91.1)	-10.2%
Adjusted Bad Debt⁽²⁾ + Discounts	(191.6)	(168.8)	-11.9%	(615.7)	(631.7)	2.6%
% of net revenue	18.2%	15.3%	-2.9 p.p.	14.0%	13.8%	-0.2 p.p.
Bad Debt by BU	(170.0)	(180.1)	6.0%	(514.2)	(582.9)	13.4%
Premium	(4.1)	(36.4)	793.5%	(25.1)	(61.9)	147.7%
Digital Learning	(57.5)	(61.1)	6.2%	(194.1)	(235.0)	21.1%
On-campus	(108.3)	(82.7)	-23.7%	(295.0)	(285.8)	-3.1%
Sales and Marketing by BU	(50.3)	(64.5)	28.2%	(380.8)	(368.1)	-3.3%
Premium	(6.3)	(8.2)	30.3%	(25.9)	(32.7)	26.6%
Digital Learning	(16.8)	(22.7)	34.8%	(128.2)	(135.0)	5.3%
On-campus	(27.2)	(33.6)	23.6%	(226.7)	(200.3)	-11.6%

Selling expenses were up by 11.0% vs. 4Q21 and by 6.3% vs. 2021, stemming from the increase in bad debt expenses as explained below:

Bad Debt expenses grew by R\$10.2 million vs. 4Q21 and R\$68.7 vs. 2021, mainly due to the following factors:

- Provision for FIES ceiling for medical school graduates, that is, the provision for the difference between the FIES financing amount and the total amount due by the graduated student, being R\$9.6 million from previous years and R\$8.7 million recurring in 2022.
- Write-off of the difference in accounts receivable from past acquisitions, in the amount of R\$18.9 million, referring to previous years.
- In the year, delinquency from medical school students who have benefited from laws and court decisions during the pandemic amounted to R\$13.8 million, as disclosed in 2Q22.

Excluding non-recurring effects in the amount of R\$28.5 million in 4Q22 and R\$42.3 million in 2022 as explained above, **adjusted Bad Debt expenses** were down by 10.8% vs. 4Q21 and up by 5.1% vs. 2021.

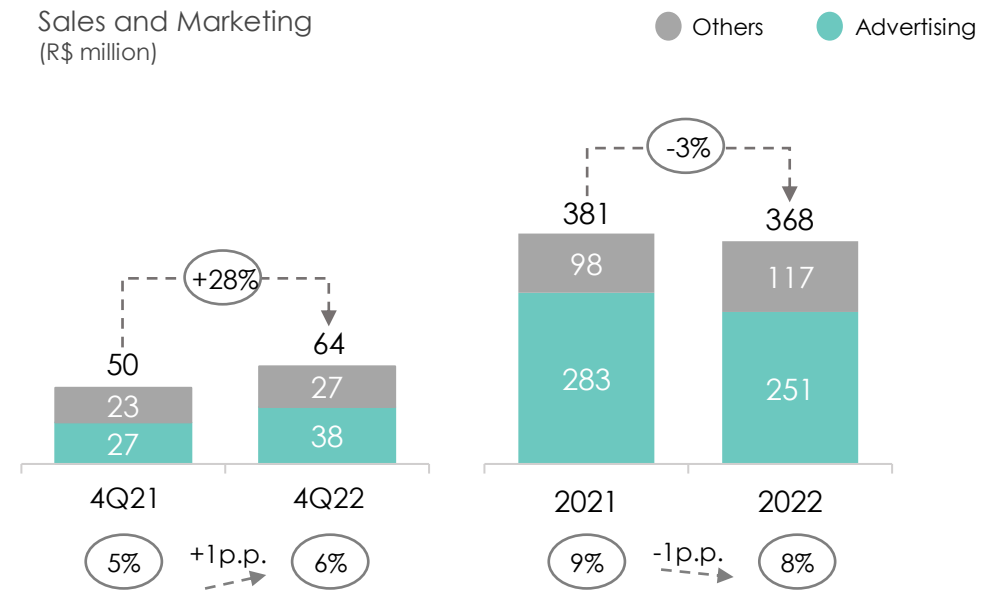
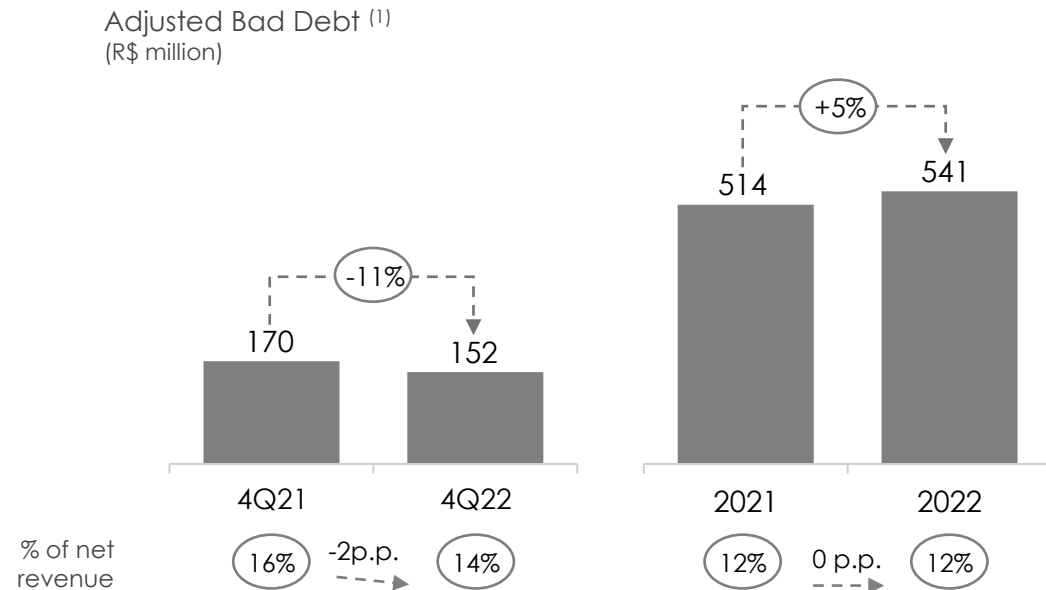
It is important to emphasize that the court decision that allowed delinquent students to renew their enrollment lost is effectiveness in July 2022. The main changes to Bad Debt expenses are presented below:

(1) Considers Bad Debt Drop-out and non-renewal.

(2) Adjusted by non-recurring items, for more detail [click here](#)

- **Premium segment:** R\$32.3 million increase vs. 4Q21 and R\$36.9 million vs. 2021. Excluding the non-recurring effects explained in the previous slide, the Premium segment's adjusted Bad Debt expenses increased by R\$3.8 million vs. 4Q21, representing 2.9% (+1 p.p. vs. 4Q21) of the segment's net revenue. In the year, these expenses dropped by R\$3.9 million vs. 2021, totaling 2.0% (-1 p.p. vs. 2021) of the segment's net revenue.
- **Digital Learning Segment:** R\$3.6 million increase vs. 4Q21 and R\$40.8 million vs. 2021, due to the seasonal effect from the different intake curve (quarterly intake), generating a higher Bad Debt volume in the period. As previously disclosed, this effect from the different intake curve created an increase of about 1 p.p. in the company's consolidated Bad Debt expenses as compared to 2021 figures.
- **On-Campus Segment:** down by R\$25.7 million vs. 4Q21 and R\$9.0 million vs. 2021, this result is explained mainly by the better performance in renewals and collections, in addition to a lower revenue in the period.

Sales & Marketing expenses were up by R\$14.2 million vs. 4Q21, especially because in 4Q21 they were below the previous years' average, due to the seasonality of the other quarters in 2021. In 2022, Sales & Marketing expenses were down by R\$12.7 million vs. 2021, reaching the previously announced guidance, as a result of the company's efforts to control expenses mainly in the On-Campus segment (-R\$26.3 million vs. 2021). As a percentage of total net revenue, these expenses decreased by 1.0 p.p., compared to the same period in the previous year.



(1) Adjusted by non-recurring items, for more detail [click here](#)

GENERAL, ADMINISTRATIVE AND OTHER EXPENSES (1/2)

(R\$ million)	4Q21	4Q22	Δ %	2021	2022	Δ %
G&A Expenses	(268.4)	(285.9)	6.5%	(973.2)	(1,041.1)	7.0%
Personnel	(90.4)	(86.0)	-4.9%	(350.9)	(317.9)	-9.4%
Third-party services	(40.6)	(44.7)	10.3%	(139.5)	(164.0)	17.6%
Provision for contingencies	(8.2)	(24.8)	203.0%	(59.9)	(76.5)	27.7%
Maintenance and repairs	(24.9)	(20.8)	-16.3%	(85.4)	(73.6)	-13.8%
Other	(38.6)	(29.5)	-23.5%	(112.5)	(128.7)	14.4%
Depreciation and amortization	(65.7)	(80.0)	21.7%	(225.0)	(280.5)	24.6%
Goodwill acquisitions	(14.2)	(17.7)	24.2%	(63.7)	(64.8)	1.7%
Systems, applications and software	(36.2)	(44.7)	23.7%	(105.0)	(150.8)	43.7%
Other D&A expenses	(15.3)	(17.6)	14.5%	(56.4)	(64.8)	15.0%
Other revenue/ expenses	9.3	9.9	6.9%	25.7	27.1	5.5%
Adjusted Personnel ⁽¹⁾	(90.4)	(86.0)	-4.9%	(350.3)	(314.9)	-10.1%
Adjusted G&A and other Expenses ⁽¹⁾	(177.9)	(192.8)	8.4%	(692.7)	(702.2)	1.4%
Premium	(27.3)	(52.2)	90.9%	(106.1)	(166.4)	56.9%
Digital Learning	(57.1)	(53.0)	-7.1%	(206.6)	(212.5)	2.8%
On-Campus	(93.6)	(87.6)	-6.4%	(380.0)	(323.3)	-14.9%

General and administrative expenses were up by 6.5% vs. 4Q21 and by 7.0% vs. 2021. The main changes in expenses in period are presented below:

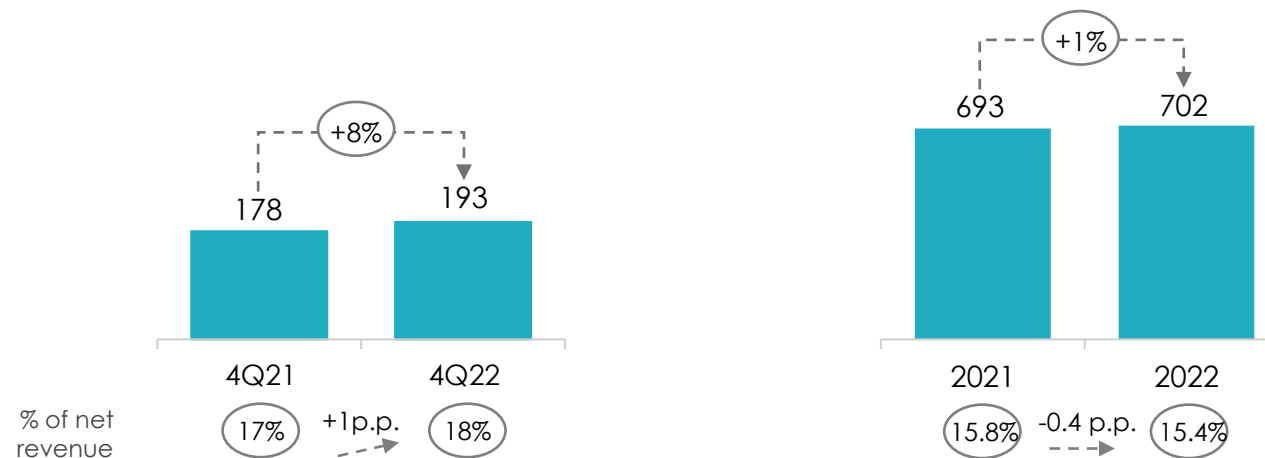
- Personnel expenses: down by R\$4.4 million vs. 4Q21 and by R\$33.1 million vs. 2021, mainly due to a lower realization of variable remuneration and administrative restructuring. Excluding the non-recurring effects from the restructuring of the administrative staff, in the amount of R\$3.0 million in 2022, adjusted personnel expenses were down by 10.1% vs. 2021.
- Third-party services, maintenance and repairs: in line with 4Q21 figures and up by R\$12.7 million vs. 2021, chiefly related to IT, law firms' fees and maintenance of the units' equipment.
- Provision for contingencies: R\$16.6 million increase for the quarter and year, compared to the same period last year, mainly due to a reversal of provision in 2021, there was an extraordinary reversal of the provision, resulting from the negotiation of agreements in strategic processes (civil and labor ones).

GENERAL, ADMINISTRATIVE AND OTHER EXPENSES (2/2)

- Other expenses: down by R\$9.1 million vs. 4Q21, chiefly because there were no expenses with contractual fines in the period due to the handover of properties of on-campus units. In 2022, these expenses grew by R\$16.2 million vs. 2021, mostly stemming from: (i) higher expenses with education agreements ⁽²⁾ and (ii) travel and accommodation expenses due to the resumption of on-campus activities.
- Depreciation and amortization: up by R\$14.2 million vs. 4Q21 and R\$55.4 million vs. 2021, mainly due to the amortization of systems, applications and software related to investments in digital transformation and technology over the last years, which have shorter than average depreciation and amortization periods.

Non-recurring effects impacted general, administrative and other expenses (ex-D&A) amounting to R\$3.2 million in 4Q22 and R\$31.3 million in 2022, related to the administrative restructuring, contract fines from the handover of properties in 2022, legal consulting and services related to M&A, and other expenses. Excluding such non-recurring effects, **adjusted general, administrative and other expenses (ex-D&A)** would have increased by 8.4% vs. 4Q21 and by 1.4% vs. 2021, remaining stable as a percentage of net revenue in 2022, compared to the same period in the previous year.

Adjusted G&A and other expenses (ex-D&A) ⁽¹⁾
(R\$ million)



(1) Adjusted by non-recurring items, for more detail [click here](#).

(2) Partnerships between our educational institutions and institutions capable of receiving our students for their practical classes, internships or residency.

NON-RECURRING EFFECTS

Classification	Account	Description	4Q21	4Q22	2021	2022
Pandemic	Revenue	Discounts by laws and injunctions and impact of the Athenas legacy	20.6	-	35.3	-
Operational Efficiency	Cost	Restructuring of faculty	25.6	25.1	45.8	59.1
	Expenses	Restructuring of corporate	-	-	0.7	3.0
Bad Debt	Selling	Provision delinquency for medical school students in 2Q22	-	-	-	13.8
		FIES ceiling for medical school graduates in 4Q22	-	9.6	-	9.6
		Write-off of the difference in accounts receivable from past acquisitions	-	18.9	-	18.9
M&A and Others	Selling	Contractual fines due to the delivery of real estate	9.2	-	9.2	11.8
		M&A and other expenses	6.3	3.2	20.0	16.6
NEGATIVE IMPACT ON EBITDA (R\$ million)			61.7	56.9	111.0	132.7

EBITDA AND MARGIN (1/2)

(R\$ million)	4Q21	4Q22	Δ %	2021	2022	Δ %
Net Revenue	1,050.3	1,101.6	4.9%	4,391.4	4,564.9	4.0%
Costs and Expenses	(1,022.3)	(1,027.2)	0.5%	(3,844.8)	(3,947.5)	2.7%
(+) Depreciation and amortization	174.3	182.3	4.6%	679.0	708.5	4.3%
EBITDA	202.3	256.6	26.9%	1,225.6	1,326.0	8.2%
EBITDA margin (%)	19.3%	23.3%	4.0 p.p.	27.9%	29.0%	1.1 p.p.
Non-recurring items	61.7	56.9	-7.8%	111.0	132.7	19.6%
Revenue (Pandemic and Legacy Athenas)	20.6	-	n.a.	35.3	-	n.a.
Restructuring of faculty	25.6	25.1	-1.8%	45.8	59.1	28.9%
Restructuring of corporate	-	-	n.a.	0.7	3.0	358.6%
Bad Debt	-	28.5	n.a.	-	42.3	n.a.
Contractual fines real estate, M&A and other	15.5	3.2	-79.3%	29.2	28.3	-2.9%
Adjusted EBITDA	264.0	313.5	18.8%	1,336.6	1,458.7	9.1%
Adjusted EBITDA margin(%)	24.6%	28.5%	3.8 p.p.	30.2%	32.0%	1.8 p.p.
Premium	95.3	110.9	16.3%	398.2	506.0	27.1%
EBITDA margin(%)	43.8%	40.6%	-3.2 p.p.	46.4%	46.9%	0.5 p.p.
Digital Learning	101.3	124.4	22.8%	516.8	541.2	4.7%
EBITDA margin(%)	32.1%	37.2%	5.1 p.p.	39.3%	38.6%	-0.7 p.p.
On-Campus	67.3	78.2	16.2%	421.5	411.5	-2.4%
EBITDA margin(%)	12.5%	15.8%	3.3 p.p.	18.7%	19.7%	1.0 p.p.
IFRS 16 Effect	83.7	79.8	-4.6%	340.6	338.8	-0.5%
Adjusted EBITDA ex-IFRS 16	180.3	233.7	29.6%	996.0	1,119.9	12.4%
Adjusted EBITDA margin(%)	16.8%	21.2%	4.4 p.p.	22.5%	24.5%	2.0 p.p.
EBITDA ex-IFRS 16	118.6	176.8	49.1%	885.0	987.2	11.6%
EBITDA margin (%)	11.3%	16.1%	4.8 p.p.	20.2%	21.6%	1.5 p.p.

In 4Q22, the company's **EBITDA** increased by 26.9% vs. 4Q21 and EBITDA margin stood at 23.3% (+4 p.p. vs. 4Q21). In the full year, EBITDA was up by 8.2% and EBITDA margin stood at 29.0% in(+1.1 p.p. vs. 2021).

The company's EBITDA was impacted by non-recurring effects in the amount of R\$56.9 million in 4Q22 and R\$132.7 million in 2022, related to the restructuring of faculty (operational research), restructuring of corporate staff, contractual fines, bad debt, M&A and other expenses, as explained in previous sections.

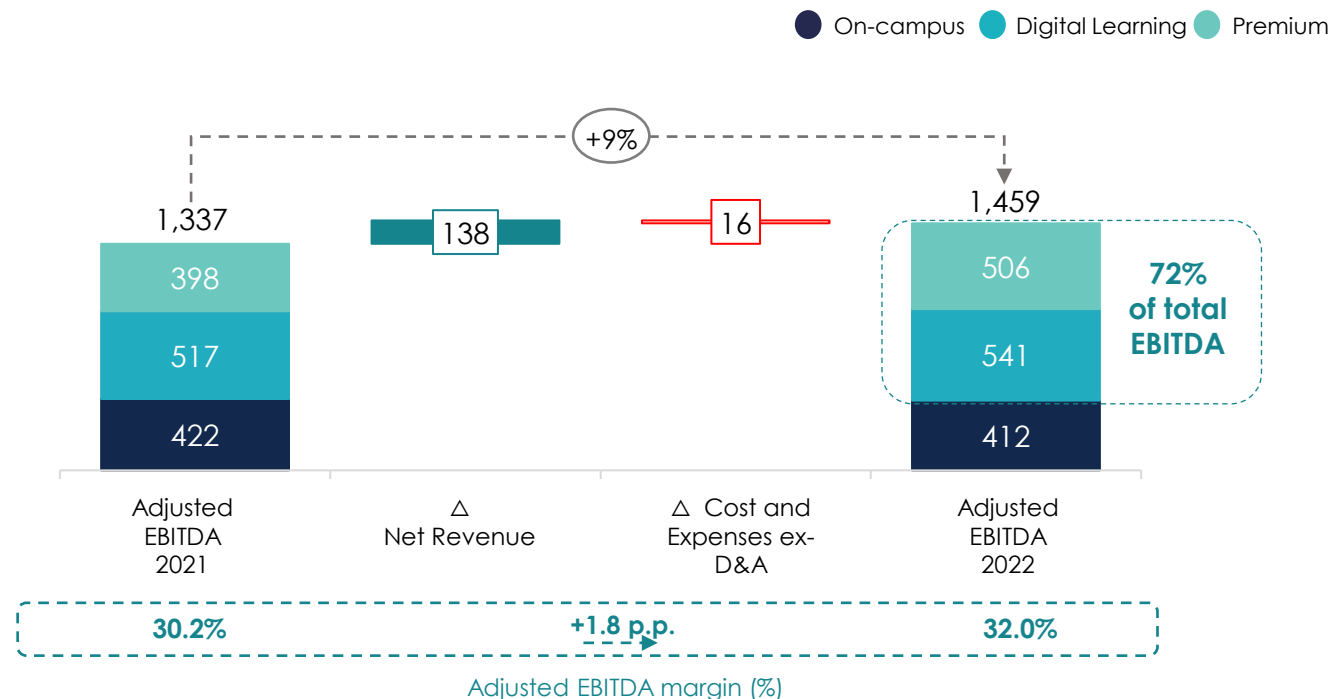
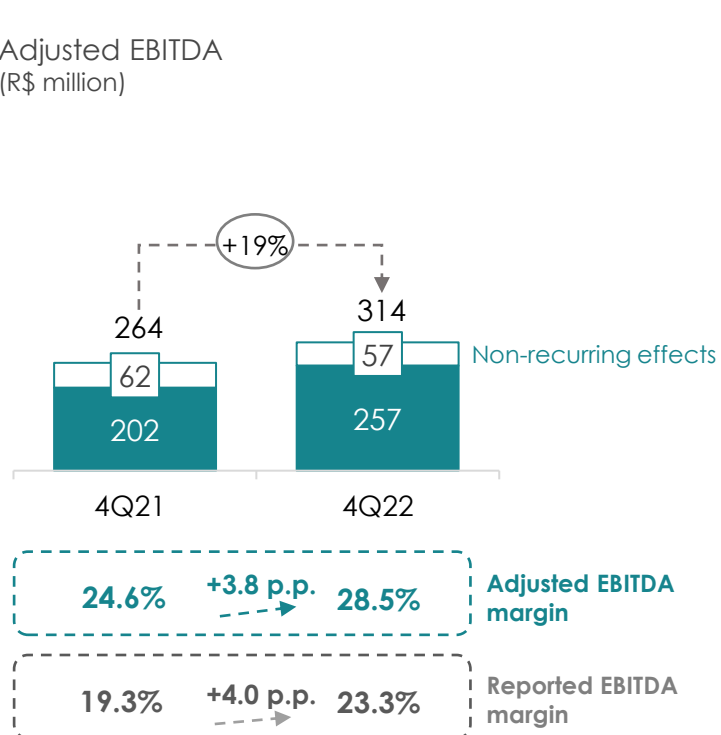
Excluding these effects, the company's **adjusted EBITDA** totaled **R\$313.5 million** (+18.8% vs. 4Q21) and adjusted EBITDA margin stood at 28.5% (+3.8 p.p. vs. 4Q21) In 2022, adjusted EBITDA increased by 9.1% vs. 9M21 and adjusted EBITDA margin came to 32.0% (+1.8% vs. 2021). The main changes to adjusted EBITDA in period are presented below:

- **Net Revenue:** Up by R\$30.7 million vs. 4Q21 and by R\$138.2 million vs. 2021, due to the strong growth of the Premium (+R\$55.6 million vs. 4Q21 and R\$220.7 million vs. 2021) and Digital Learning (+R\$18.9 million vs. 4Q21 and R\$86.4 million vs. 2021) segments, which more than offset the decrease in the On-Campus segment (-R\$43.7 million vs. 4Q21 and -R\$168.8 million vs. 2021), impacted by a lower adhesion to DIS and the "Brilho Duplo" campaign's short-term effect.

- **Adjusted costs and expenses (ex-D&A):** down by R\$18.9 million vs. 4Q21, which represents a 3.8 p.p. drop as a share of total net revenue for the period, result of the strict cost and expense control. In 2022, this line was up by R\$16.2 million vs. 2021, due to the following factors explained in the previous sections: (i) increase in transfer to partner centers; (ii) increase in bad debt expenses and (iii) other expenses related to the resumption of 100% of on-campus and corporate offices activities.

Adjusted costs and expenses (ex-D&A) were slightly up by 0.5% vs. 2021, well below LTM accumulated inflation (IPCA (1) 5.79%), totaling 68% of the company's total net revenue, down by 1.8 p.p. vs. 2021. This is due to the company's efforts to reduce costs and expenses during the year, mainly in the On-Campus segment (-R\$158.8 million vs. 2021), which largely offset the increase in the Premium and Digital Learning segments that are still maturing. With this result, the **Premium and Digital Learning segments reached 72% of the company's total adjusted EBITDA (+3 p.p. vs. 2021), leading to an adjusted EBITDA margin of 32% (+1.8 p.p. vs. 2021).**

Adjusted EBITDA
(R\$ million)



FINANCIAL RESULT AND NET INCOME (1/2)

(R\$ million)	4Q21	4Q22	Δ %	2021	2022	Δ %
EBITDA	202.3	256.6	26.9%	1,225.6	1,326.0	8.2%
Financial Result	(150.2)	(177.6)	18.2%	(436.0)	(704.6)	61.6%
Financial Revenue	26.5	44.6	68.7%	136.1	209.8	54.2%
Fines and interest charged	7.4	8.8	19.6%	40.4	53.8	33.2%
Financial Investments	35.5	44.2	24.5%	85.1	183.4	115.5%
Inflation adjustments	(16.3)	(5.3)	-67.6%	(21.8)	(29.2)	33.9%
(-) PIS and COFINS ⁽¹⁾	(1.6)	(3.7)	132.0%	26.4	(1.3)	n.a.
Others	1.4	0.6	-58.0%	5.9	3.0	-49.3%
Financial Expenses	(171.1)	(226.8)	32.6%	(564.9)	(915.9)	62.1%
Interest and financial charges	(95.3)	(152.9)	60.6%	(260.2)	(588.5)	126.2%
Financial discounts	(21.7)	(17.2)	-20.8%	(101.5)	(91.1)	-10.2%
Bank expenses	(2.7)	(2.9)	7.7%	(10.1)	(12.1)	20.6%
Interest on leasing	(30.5)	(33.3)	9.0%	(124.1)	(143.4)	15.5%
Others	(21.0)	(20.6)	-1.7%	(69.1)	(80.8)	16.8%
Swap Net Effect	(5.6)	4.7	n.a.	(7.1)	1.5	n.a.
Depreciation and amortization	(174.3)	(182.3)	4.6%	(679.0)	(708.5)	4.3%
Profit before taxes	(122.2)	(103.2)	-15.5%	110.6	(87.2)	n.a.
Income tax	34.8	13.8	-60.3%	35.6	23.6	-33.8%
Social Contribution	13.0	5.1	-61.0%	11.9	8.2	-31.2%
Net Income	(74.3)	(84.3)	13.4%	158.2	(55.4)	n.a.
Net margin (%)	n.a.	n.a.	n.a.	3.6%	n.a.	n.a.
Net Income ex-IFRS 16	(63.6)	(70.7)	11.2%	199.9	8.1	-96.0%
Net margin (%)	n.a.	n.a.	n.a.	4.6%	0.2%	-4.4 p.p.
Adjusted Net Income ⁽²⁾	2.3	(8.4)	n.a.	356.4	139.3	-60.9%
Adjusted net margin (%)	0.2%	n.a.	n.a.	8.1%	3.1%	-5.0 p.p.
Adjusted Net Income ⁽²⁾ ex-IFRS 16	13.1	5.2	-60.1%	398.1	202.8	-49.0%
Adjusted net margin (%)	1.2%	0.5%	-0.7 p.p.	9.0%	4.4%	-4.5 p.p.

The company's **financial result** was worse by R\$27.4 million vs. 4Q21 and by R\$268.7 million vs. 2021. Below are the main drivers of this result:

Financial Revenue: up by R\$18.2 million vs. 4Q21 and by R\$73.7 million vs. 2021, chiefly due to:

- Fines, interest rates charged on overdue amounts and earnings from financial investments (+R\$10.1 million vs. 4Q21 and +R\$111.8 million vs. 2021), due to the interest rate increase.
- PIS and COFINS on financial transactions (-R\$11.0 million vs. 4Q21), due to the difference of seasonality of interest on equity (IoE) payment, which was paid in 4Q21 in 2021 and, as of 2022, became a monthly payment. In 2022, this amount increased by R\$7.4 million vs. 2021.
- Inflation adjustment (PAR and DIS) and others (+R\$3.0 million vs. 4Q21 and -R\$30.6 million vs. 2021), due to the restatement of lower accounts receivable amount from these products.

Financial Expenses: up by R\$55.8 million vs. 4Q21 and by R\$35.1 million vs. 2021, due to:

- Increase in interest and charges (R\$57.7 million vs. 4Q21 and R\$328.4 million vs. 2021), due to the increase in the company's debt, higher amount of 4131 operations compared to 2021 and interest rate.
- Reduction in financial discounts (R\$4.5 million vs. 4Q21 and R\$10.3 million vs. 2021), arising from opportunities identified during renewal campaigns, enabling more qualified discounts that promote more efficiency.

(1) It refers to charges on financial income and JCP (Interest on Equity).

(2) Adjusted for detailed non-recurring effects on the next slide.

FINANCIAL RESULT AND NET INCOME (2/2)

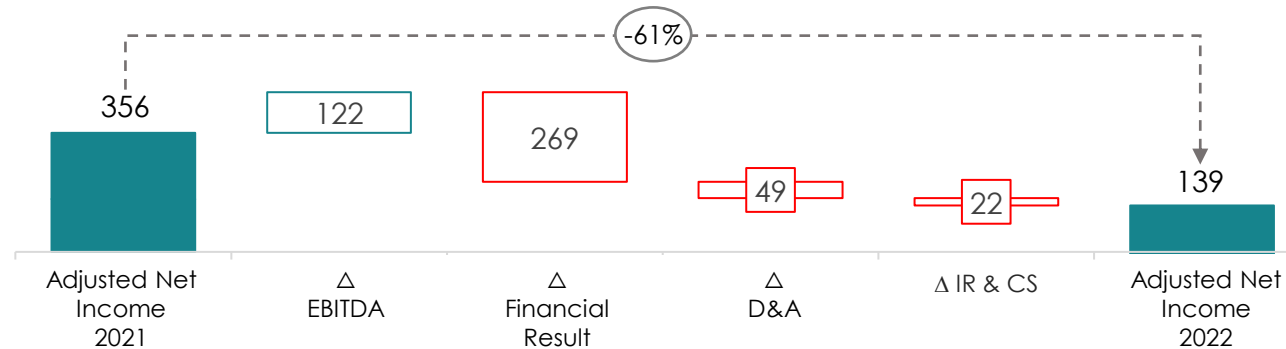
- Higher interest on leases (R\$2.7 million vs. 4Q21 and R\$19.3 million vs. 2021), due to new agreements, contract renewals and interest rate increase compared to the previous year. More details can be found in note 12 to the Financial Statements.
- Increase in other expenses (R\$11.6 million vs. 2021), mostly from the financial update of contingencies and financial update of the acquisition price payable.

Due to the worsening in financial result, the company recorded negative net result of R\$84.3 million in 4Q22 and of R\$55.4 million in 2022. The main changes are presented below.

- EBITDA increase of R\$54.3 million vs. 4Q21 and of R\$100.4 million vs. 2021, due to the growth of the Premium and Digital Learning segments coupled with the company's strict cost and expense control, especially in the On-Campus segment.
- Financial result worsening of R\$27.4 million vs. 4Q21 and R\$268.7 million vs. 2021, as explained in the previous slide.
- Depreciation and amortization increase of R\$8.0 million vs. 4Q21 and R\$29.5 million vs. 2021, mainly due to the amortization of systems, applications and software related to investments in digital transformation and technology over the last years, which have shorter than average depreciation and amortization periods.
- Reduction of R\$28.9 million vs. 4Q21 and of R\$15.8 million vs. 2021 from Income Tax and Social Contribution, stemming from the reduction in the period's result, higher tax incentives due to a better POEB rate and non-recognition of tax loss, mainly in the parent company. More details can be found in note 29 to the Financial Statements.

The company's net income was also impacted by non-recurring effects amounting to R\$75.9 million in 4Q22 and R\$194.8 million in 2022, namely: (i) EBITDA of R\$56.9 million in 4Q22 and R\$132.7 million in 2022; (ii) goodwill amortization ⁽²⁾ of R\$17.7 million in 4Q22 and R\$64.8 million; and (iii) Income Tax and Social Contribution of R\$1.4 million in 4Q22 and -R\$2.8 million in 2022. Excluding said effects, net income was negative R\$8.4 million in 4Q22. In 2022, **adjusted net income** reached R\$139.3 million (-60.9% vs. 2021) and adjusted net margin stood at 3.1% (-5.0 p.p. vs. 2021).

Adjusted Net Income ⁽¹⁾
(R\$ million)



(1) Adjusted for non-recurring effects detailed in the text above.

(2) Goodwill related to the acquisitions made from 2020.

(R\$ million)	4Q21	3Q22	4Q22
Monthly tuition fees received	1,422.3	1,390.6	1,450.0
Out-of-Pocket	916.5	864.1	1,065.5
PAR	114.5	94.6	57.3
DIS	391.3	432.0	327.1
Exchange Deals	23.8	37.6	44.2
FIES	108.4	121.5	88.6
Other	275.2	387.9	354.5
Credit Cards to be received	131.0	178.0	160.1
Agreements	144.2	209.9	194.3
Gross Accounts Receivable	1,829.6	1,937.6	1,937.2
Bad Debt	(559.2)	(630.0)	(684.3)
Out-of-Pocket ⁽¹⁾	(451.2)	(530.2)	(615.9)
PAR (50%)	(51.7)	(43.0)	(24.1)
DIS (15%)	(56.3)	(56.8)	(44.4)
Amounts to be identified	(9.2)	(5.0)	(5.9)
Adjustment to present value (APV) ⁽²⁾	(29.8)	(42.4)	(38.1)
Net Accounts Receivable	1,231.4	1,260.2	1,208.9

In 4Q22, the company's **gross accounts receivable** were up by R\$107.6 million vs. 4T21, mainly stemming from the increase in settlements receivable and credit card receivables due to the higher negotiation volume during the enrollment renewal period, in addition to the consolidation of acquired companies (Qconcursos and Hardwork), whose receivables are mostly via credit card.

Net accounts receivable ended 4Q22 down by R\$22.4 million YoY.

⁽¹⁾ Includes short-term DIS and PAR installments and student balance dropout and non-renewal DIS/PAR.

⁽²⁾ Correction of installments based on IPCA and brought to present value on NTN-B-2024.

AVERAGE TERM OF RECEIVABLES

(R\$ million)	4Q21	3Q22	4Q22	Δ% vs. 4Q21	Δ% vs. 3Q22
Net accounts receivables	1,231.4	1,260.2	1,208.9	-1.8%	-4.1%
Net Revenue Annualized	4,440.0	4,531.4	4,575.4	3.0%	1.0%
Average Term of Receivables ATR (days)	100	100	95	-5.0%	-5.0%
FIES accounts receivable	108.4	121.5	88.6	-18.3%	-27.1%
FIES Revenue (12M)	367.7	286.7	270.8	-26.3%	-5.5%
FGEDUC Deductions (12M)	(34.0)	(26.7)	(27.0)	-20.6%	1.1%
Taxes (12M)	(13.3)	(10.5)	(9.9)	-25.5%	-5.1%
FIES Net Revenue (12M)	320.4	249.5	233.9	-27.0%	-6.3%
FIES ATR (days)	122	175	136	11.5%	-22.3%
Ex-FIES accounts receivable	1,122.9	1,138.7	1,120.4	-0.2%	-1.6%
Ex-FIES net revenue (12M)	4,119.6	4,281.9	4,341.5	5.4%	1.4%
Ex-FIES ATR (days)	98	96	93	-5.1%	-3.1%

In 4Q22, the company's consolidated average term of receivables (ATR) decreased by 5 days vs. 4Q21, mainly due to:

- **FIES ATR:** was up by 14 days vs. 4Q21, mainly due to the lower net revenue (-27% vs. 4Q21) and the mismatched contract amendment period (2022.1 x 2021.1), resulting in the postponement of transfers.
- **ex-FIES ATR:** down by 5 days vs. 4Q21, due to a higher collection efficiency in the period.

Aging of Total Gross Accounts Receivable ⁽¹⁾

Vertical Analysis

(R\$ million)	4Q21	4Q22	Δ%	4Q21 (%)	4Q22 (%)
FIES	108.4	88.6	-18.3%	6%	5%
Not yet due	754.6	747.0	-1.0%	41%	39%
Overdue up to 30 days	210.5	219.9	4.5%	12%	11%
Overdue from 31 to 60 days	117.0	143.7	22.8%	6%	7%
Overdue from 61 to 90 days	106.9	95.1	-11.0%	6%	5%
Overdue from 91 to 179 days	181.1	179.8	-0.7%	10%	9%
Overdue more than 180 days	351.1	463.2	31.9%	19%	24%
Gross accounts receivables	1,829.6	1,937.2	5.9%	100%	100%

Aging of Agreements Receivable ⁽²⁾

Vertical Analysis

(R\$ million)	4Q21	4Q22	Δ%	4Q21 (%)	4Q22 (%)
Not yet due	53.9	78.2	45.0%	37%	40%
Overdue up to 30 days	12.6	15.0	18.9%	9%	8%
Overdue from 31 to 60 days	13.0	15.9	22.4%	9%	8%
Overdue from 61 to 90 days	12.8	15.8	23.0%	9%	8%
Overdue from 91 to 179 days	21.4	28.7	34.5%	15%	15%
Overdue more than 180 days	30.5	40.8	33.8%	21%	21%
Agreements receivable	144.2	194.3	34.8%	100%	100%

FIES: Changes in Accounts Receivable

(R\$ million)	4Q21	4Q22	Δ%
Opening balance	133.3	121.5	-8.9%
FIES revenue	74.4	58.3	-21.7%
Payment of Taxes	(8.0)	(8.5)	6.1%
Buyback FIES	(91.4)	(82.7)	-9.4%
Closing balance	108.4	88.6	-18.3%

(1) Amounts overdue for more than 360 days are written off from Accounts Receivable up to the limit of the allowance for doubtful accounts.

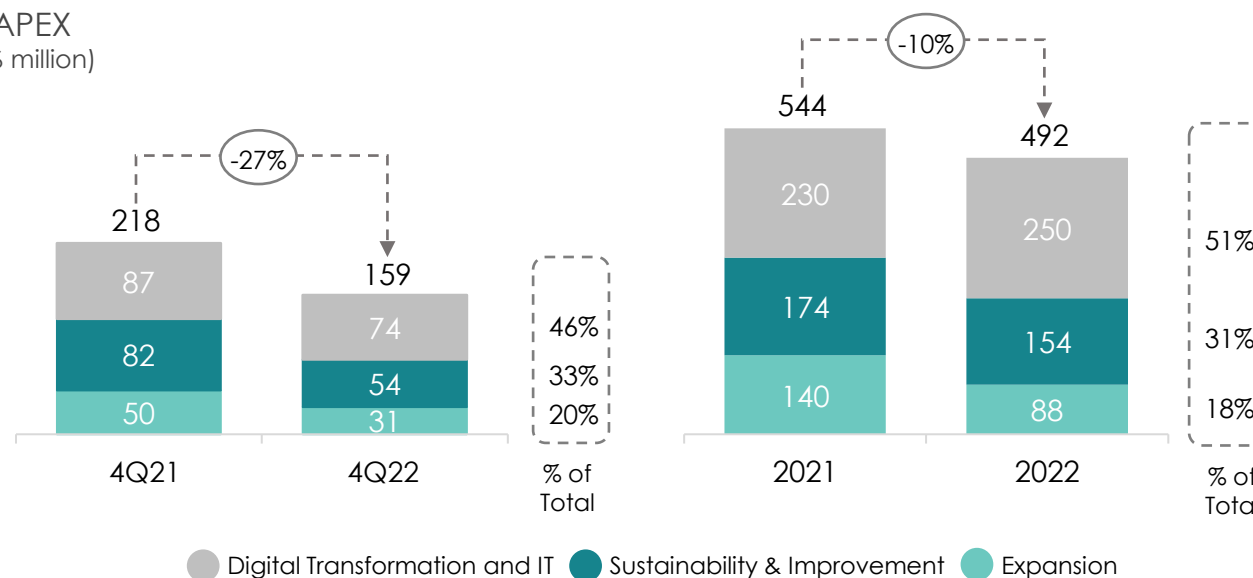
(2) Excludes credit card agreements.

(R\$ million)	4Q21	4Q22	Δ %	2021	2022	Δ %
Total Capex	218.4	159.1	-27.1%	543.8	491.7	-9.6%
Digital Transformation and IT	86.6	73.6	-15.0%	229.8	249.9	8.8%
Sustainability & Improvement	81.8	54.4	-33.5%	173.7	153.7	-11.5%
Expansion	50.0	31.1	-37.7%	140.3	88.0	-37.3%

% of Net Revenue

Total Capex	20.8%	14.4%	-6.3 p.p.	12.4%	10.8%	-1.6 p.p.
Digital Transformation and IT	8.2%	6.7%	-1.6 p.p.	5.2%	5.5%	0.2 p.p.
Sustainability & Improvement	7.8%	4.9%	-2.8 p.p.	4.0%	3.4%	-0.6 p.p.
Expansion	4.8%	2.8%	-1.9 p.p.	3.2%	1.9%	-1.3 p.p.

CAPEX (R\$ million)



The company's **total Capex** was down by R\$59.3 million vs. 4Q21 and by R\$52.2 million vs. 2021. The main changes are presented below:

- **Digital transformation and technology:** down by R\$13.0 million vs. 4Q21. In the full year, investments in digital transformation and technology were up by R\$20.1 million vs. 2021, due to the company's strategy to offer increasingly modern and innovative educational services.
- **Sustainability & Improvement investments:** dropped by R\$27.4 million vs. 4Q21 and by R\$20.0 million vs. 2021, chiefly due to a lower volume of projects related to the sustainability & improvement of the company's business and asset sale related to the handover of properties.
- Investments in **expansion:** down by R\$18.9 million vs. 4Q21 and by R\$52.3 million vs. 2021, due to smaller investments in new courses and maturation of existing ones.

The company ended the year with **total Capex of R\$491.7 million**, reaching the guidance previously announced, **totaling 10.8% of the company's total net revenue**.

CASH FLOW STATEMENT

(R\$ million)	4Q21	4Q22	Δ %	2021	2022	Δ %
Adjusted EBITDA ex IFRS 16	180.2	233.7	29.7%	995.9	1,119.9	12.4%
Working capital variation	(68.9)	(29.3)	-57.4%	(182.1)	(100.7)	-44.7%
receivables	58.6	53.8	-8.1%	(105.6)	24.7	n.a.
accounts payable	(144.0)	(99.0)	-31.3%	(88.3)	(142.7)	61.6%
others	16.5	15.8	-4.1%	11.8	17.4	47.4%
Taxes (IT/SC)	(13.0)	(0.9)	-93.2%	(46.9)	(22.2)	-52.7%
Operating Cash Flow (OCF)	98.3	203.5	106.9%	766.9	997.0	30.0%
Capex	(218.1)	(158.9)	-27.1%	(543.6)	(491.7)	-9.6%
Acquisition of property and equipment	(97.3)	(53.8)	-44.7%	(218.2)	(145.8)	-33.2%
Acquisition of intangible assets	(120.8)	(105.1)	-13.0%	(325.4)	(345.9)	6.3%
(=) Free Cash Flow	(119.8)	44.6	n.a.	223.3	505.4	126.3%
Interest ex IFRS 16	(82.3)	(134.2)	63.0%	(261.2)	(497.3)	90.4%
(=) Shareholder cash flow	(202.1)	(89.7)	-55.6%	(37.9)	8.1	n.a.
Capitation / debt amortization	351.7	(598.7)	n.a.	668.9	(578.8)	n.a.
M&A	(29.3)	(14.9)	-49.2%	(199.2)	(86.8)	-56.4%
Dividends paid	(141.7)	(37.6)	-73.5%	(141.7)	(37.6)	-73.5%
Others	(62.2)	(56.8)	-8.6%	(109.1)	(333.3)	205.5%
(=) Net cash generation	(83.7)	(797.7)	853.1%	181.0	(1,028.4)	n.a.
Cash at the beginning of the year	1,897.9	1,583.5	-16.6%	1,633.3	1,814.2	11.1%
Cash at the end of the year	1,814.2	785.8	-56.7%	1,814.2	785.8	-56.7%
OCF/Adjusted EBITDA ex-IFRS 16	54.6%	87.1%	32.5 p.p.	77.0%	89.0%	12.0 p.p.

The company's **operating cash flow (OCF)** was up by R\$105.2 million vs. 4Q21, mainly stemming from a higher adjusted EBITDA ex-IFRS16 (R\$53.4 million vs. 4Q21), ending the quarter with a cash conversion rate of 87.1% (+32.5 p.p. vs. 4Q21).

In 2022, OFC **increased by R\$230.1 million vs. 2021**, chiefly due to a higher adjusted EBITDA ex-IFRS16 (R\$124.0 million vs. 2021) and a decrease in working capital (R\$81.5 million vs. 2021) due to a better performance of ex-IFRS collection, ending the period with **a cash conversion rate of 89.0% (+12.0 p.p. vs. 2021)**.

Net cash generation was negative R\$797.7 million in 4Q22 and R\$1,028.4 million in 2022. The main changes are presented below:

- Interest (ex-IFRS 16): up by R\$51.9 million vs. 4Q21 and R\$236.1 vs. 2021, due to higher debt interest expenses, related to an increase in interest rate.
- Debt funding and amortization: negative impact of R\$950.4 million vs. 4Q21 due to the settlement of debts with Banco Itaú (R\$150 million in October 22) and Citibank (USD80 million/ R\$447.6 million in December 22). It is important to mention that in January 2023, the company issued a new 4143 debt instrument in the same dollar amount, with the same financial institution at a smaller cost, extending its total debt average term and recomposing its cash balance (R\$1.2 billion), as per minutes of board of directors' meeting published in January 2023.
- Other: reduced by R\$5.4 million vs. 4Q21 and R\$224.2 million vs. 2021, related to the share buyback program and non-recurring effects.

CASH POSITION

(R\$ million)	4Q21	4Q22	Δ %
(-) Cash and cash equivalents [a]	(1,814.2)	(785.8)	-56.7%
Gross Debt [b]	5,653.3	5,152.0	-8.9%
Bank loans ⁽²⁾	4,062.2	3,529.4	-13.1%
Leasing	1,444.9	1,511.1	4.6%
Commitments payable (M&A)	146.2	111.5	-23.8%
Net Debt [a+b]	3,839.1	4,366.1	13.7%
Net debt (Ex-IFRS 16)/ adjusted EBITDA (LTM)⁽¹⁾	1.79x	1.96x	

In 4Q22, the company's **cash and cash equivalents amounted to R\$785.8 million**, due to debt settlements with Banco Itaú and the renegotiation of 4131 debt instrument with Citibank, as explained in the previous slide. It is important to mention that, in January 2023, the company recomposed its cash balance (R\$1.2 billion).

Thus, **net debt** (excluding leases) ended the period at **R\$2,855.1 million**, with a **net debt/ (LTM) adjusted EBITDA ratio at 1.96x**, maintaining a healthy leverage and capital discipline.

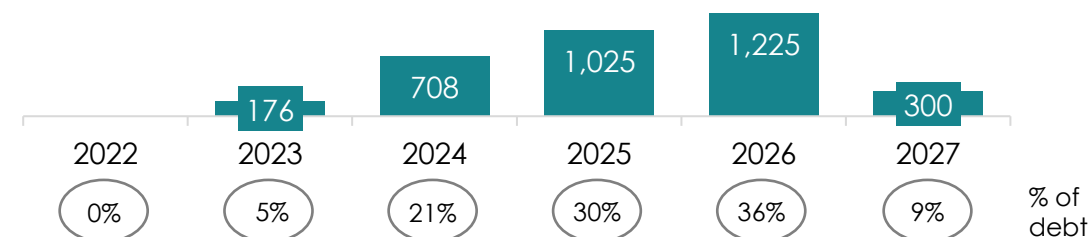
The net debt/ (LTM) reported EBITDA ratio ended the period at 2.15x.

DEBT

Debt Type (R\$ million)	Average term (in years)	Cost	Balance payable (principal + interest)	% of total
FINEP	1.0	TJLP + 0.5%	0.7	0%
Credit Notes	1.4	CDI + 2.18%	224.7	6%
4131	1.0	CDI + 1.20%	238.5	7%
5 th Debenture (2 nd series)	0.6	CDI + 0.79%	368.4	10%
6 th Debenture (unique)	2.6	CDI + 2.50%	1,883.9	53%
7 th Debenture (unique)	2.4	CDI + 1.65%	304.0	9%
8 th Debenture (unique)	4.3	CDI + 1.50%	519.4	15%
Bank Loans in 4Q22		CDI + 1.99%	3,539.6	100%

Considering the settlement of the 4131 debt instrument renegotiated on December 26, 2022, which was contracted again on January 6, 2023, the company's total average cost of debt stood at **CDI + 1.91%**.

Debt amortization schedule
(R\$ million; principal amount ⁽³⁾)



(1) Excluding IFRS 16 leasing amounts from gross debt; adjusted EBITDA for non-recurring items, accumulated in the last twelve months.

(2) Total loans include short- and long-term issuance and swap spending.

(3) The difference between the presented in the chart and the ITR is related to the discount rate, swap and interest.

APPENDIX



MEDICAL SEATS OFFERING BY UNIT (Undergraduate)

Units	State	Authorized Seats	4Q22	Full Potential ⁽¹⁾	
			Student Base (thousand)	Authorized Seats	Student Base (thousand)
Vista Carioca (Presidente Vargas)	RJ	240	1.6	240	1.7
Città	RJ	170	1.1	170	1.2
Juazeiro do Norte	CE	100	0.7	100	0.7
Ribeirão Preto	SP	76	0.5	76	0.5
Teresina	PI	110	0.8	110	0.8
Alagoinhas	BA	65	0.4	165	1.2
Jaraguá do Sul	SC	150	0.4	150	1.1
Juazeiro	BA	155	0.8	155	1.1
Angra dos Reis	RJ	89	0.5	155	1.1
Canindé	CE	50	0.2	150	1.1
Cáceres	MT	50	0.2	50	0.4
Castanhal	PA	50	0.1	150	1.1
Quixadá	CE	50	0.1	150	1.1
Açailândia	MA	50	0.1	150	1.1
Iguatu	CE	50	0.05	150	1.1
Ji-Paraná	RO	50	0.05	150	1.1
Unijipa	RO	28	0.03	28	0.2
Total		1,533	7.5	2,299	16.5

(1) Considers the expansion to the maximum capacity of granted seats (+100 seats/years) in all Mais Médicos units. Student base includes ProUni and FIES.

INCOME STATEMENT BY BUSINESS UNIT: NEW BREAKDOWN

	Consolidated			Premium			Digital Learning			On-campus		
(R\$ million)	4Q21	4Q22	Δ%	4Q21	4Q22	Δ%	4Q21	4Q22	Δ%	4Q21	4Q22	Δ%
Gross Revenue	2,241	2,385	6%	253	321	27%	713	783	10%	1,276	1,281	0%
Monthly tuition fees	2,241	2,385	6%	253	321	27%	713	783	10%	1,276	1,281	0%
Deductions from Gross Revenue	(1,191)	(1,283)	8%	(43)	(48)	10%	(398)	(449)	13%	(750)	(787)	5%
Net Operating Revenue	1,050	1,102	5%	210	273	30%	315	334	6%	526	494	-6%
Cost of Services	(543)	(507)	-7%	(103)	(113)	10%	(88)	(80)	-9%	(351)	(313)	-11%
Personnel	(333)	(301)	-10%	(78)	(86)	10%	(33)	(16)	-52%	(223)	(200)	-10%
Rent, municipal property tax and other	(17)	(15)	-13%	(5)	(3)	-32%	(0)	(0)	715%	(12)	(11)	-7%
Third-party services and other	(84)	(89)	5%	(3)	(6)	97%	(51)	(57)	12%	(30)	(25)	-15%
Depreciation and amortization	(109)	(102)	-6%	(17)	(18)	7%	(4)	(7)	58%	(87)	(77)	-11%
Gross Profit	507	595	17%	106	160	50%	227	254	12%	174	181	4%
Gross margin (%)	48%	54%	6 p.p.	51%	58%	8 p.p.	72%	76%	4 p.p.	33%	37%	4 p.p.
Selling, G&A and Other Expenses	(479)	(521)	9%	(49)	(115)	133%	(156)	(163)	4%	(274)	(243)	-11%
Personnel	(90)	(86)	-5%	(17)	(20)	20%	(38)	(35)	-9%	(36)	(32)	-13%
Advertising	(50)	(64)	28%	(6)	(8)	30%	(17)	(23)	35%	(27)	(34)	24%
Bad Debt	(170)	(180)	6%	(4)	(36)	799%	(57)	(61)	6%	(108)	(83)	-24%
Other Expenses	(112)	(120)	7%	(13)	(31)	147%	(22)	(23)	4%	(77)	(66)	-15%
Other Revenue	9	10	7%	0	(2)	n.a.	1	4	281%	8	8	5%
Depreciation and amortization	(66)	(80)	22%	(10)	(17)	66%	(23)	(25)	12%	(33)	(38)	14%
(+) Depreciation and amortization	174	182	5%	27	36	29%	27	32	20%	120	115	-4%
EBITDA	202	257	27%	85	80	-5%	98	123	26%	20	53	165%
EBITDA margin (%)	19%	23%	4 p.p.	40%	29%	-11 p.p.	31%	37%	6 p.p.	4%	11%	7 p.p.
Adjusted Net Revenue ⁽¹⁾	1,071	1,102	3%	218	273	26%	315	334	6%	538	494	-8%
Adjusted EBITDA ⁽¹⁾	264	314	19%	95	111	16%	101	124	23%	67	78	16%
Adjusted EBITDA margin (%)	25%	28%	4 p.p.	44%	41%	-3 p.p.	32%	37%	5 p.p.	13%	16%	3 p.p.

(1) Revenue: adjusted by laws and court decisions (individual actions) in 2021 | EBITDA: Adjusted by non-recurring items, for more detail [click here](#).

INCOME STATEMENT BY BUSINESS UNIT: NEW BREAKDOWN (YTD)

	Consolidated			Premium			Digital Learning			On-campus		
(R\$ million)	2021	2022	Δ%	2021	2022	Δ%	2021	2022	Δ%	2021	2022	Δ%
Gross Revenue	8,881	9,790	10%	1,004	1,266	26%	2,717	3,227	19%	5,161	5,297	3%
Monthly tuition fees	8,881	9,790	10%	1,004	1,266	26%	2,717	3,227	19%	5,161	5,297	3%
Deductions from Gross Revenue	(4,490)	(5,225)	16%	(174)	(188)	8%	(1,401)	(1,825)	30%	(2,915)	(3,212)	10%
Net Operating Revenue	4,391	4,565	4%	830	1,078	30%	1,315	1,402	7%	2,246	2,085	-7%
Cost of Services	(2,002)	(1,983)	-1%	(370)	(427)	15%	(286)	(309)	8%	(1,346)	(1,246)	-7%
Personnel	(1,202)	(1,184)	-2%	(283)	(325)	15%	(90)	(71)	-21%	(829)	(788)	-5%
Rent, municipal property tax and other	(55)	(36)	-35%	(10)	(10)	6%	0	(0)	n.a.	(46)	(25)	-46%
Third-party services and other	(291)	(335)	15%	(12)	(20)	68%	(180)	(214)	19%	(99)	(101)	2%
Depreciation and amortization	(454)	(428)	-6%	(65)	(72)	10%	(17)	(25)	47%	(372)	(332)	-11%
Gross Profit	2,389	2,582	8%	460	651	42%	1,030	1,093	6%	900	839	-7%
Gross margin (%)	54%	57%	2 p.p.	55%	60%	5 p.p.	78%	78%	0 p.p.	40%	40%	0 p.p.
Selling, G&A and Other Expenses	(1,843)	(1,965)	7%	(196)	(323)	65%	(610)	(677)	11%	(1,037)	(965)	-7%
Personnel	(351)	(319)	-9%	(53)	(67)	26%	(136)	(133)	-3%	(162)	(119)	-27%
Advertising	(381)	(368)	-3%	(26)	(33)	27%	(128)	(135)	5%	(227)	(200)	-12%
Bad Debt	(514)	(583)	13%	(25)	(62)	148%	(194)	(235)	21%	(295)	(286)	-3%
Other Expenses	(398)	(442)	11%	(61)	(106)	74%	(79)	(92)	17%	(257)	(244)	-5%
Other Revenue	26	27	6%	3	2	-40%	5	6	23%	17	19	9%
Depreciation and amortization	(225)	(280)	25%	(34)	(57)	67%	(78)	(88)	14%	(113)	(135)	19%
(+) Depreciation and amortization	679	709	4%	100	129	30%	94	113	19%	485	467	-4%
EBITDA	1,226	1,326	8%	363	457	26%	514	529	3%	348	341	-2%
EBITDA margin (%)	28%	29%	1 p.p.	44%	42%	-1 p.p.	39%	38%	-1 p.p.	16%	16%	1 p.p.
Adjusted Net Revenue ⁽¹⁾	4,427	4,565	3%	857	1,078	26%	1,316	1,402	7%	2,254	2,085	-7%
Adjusted EBITDA ⁽¹⁾	1,337	1,459	9%	398	506	27%	517	541	5%	422	412	-2%
Adjusted EBITDA margin (%)	30%	32%	2 p.p.	46%	47%	0 p.p.	39%	39%	-1 p.p.	19%	20%	1 p.p.

(1) Revenue: adjusted by laws and court decisions (individual actions) in 2021 | EBITDA: Adjusted by non-recurring items, for more detail [click here](#).

(R\$ million)	4Q21	4Q22	Δ %	2021	2022	Δ %
Net Revenue	1,050.3	1,101.6	4.9%	4,391.4	4,564.9	4.0%
(-) Taxes	40.2	39.5	-1.7%	161.5	173.0	7.2%
(+) Bad Debt	(170.0)	(180.1)	6.0%	(514.2)	(582.9)	13.4%
(+) Financial discounts/ fines	(14.3)	(8.3)	-41.6%	(61.1)	(37.3)	-38.9%
(+) Inflation adjustments DIS/PAR	(3.4)	(7.4)	115.4%	21.3	(18.3)	n.a.
Total Generation of accounts receivable	902.8	945.3	4.7%	3,998.9	4,099.4	2.5%
Total collection	961.4	980.1	1.9%	3,893.3	4,103.2	5.4%
FIES Net Revenue	74.4	58.3	-21.7%	333.7	243.8	-26.9%
FIES collection	90.9	51.5	-43.3%	378.4	225.1	-40.5%
Net revenue ex-FIES	975.9	1,043.3	6.9%	4,057.7	4,321.1	6.5%
Generation of accounts receivable ex-FIES	828.4	887.0	7.1%	3,665.2	3,855.6	5.2%
Collection ex-FIES	870.5	928.6	6.7%	3,514.9	3,878.1	10.3%
% Collection/Generation of accounts receivable (ex-FIES)	105.1%	104.7%	-0.4 p.p.	95.9%	100.6%	4.7 p.p.

BALANCE SHEET

(R\$ million)	4Q21	3Q22	4Q22
Current Assets	2,973.6	2,871.7	2,100.5
Cash and cash equivalents	905.5	894.4	401.0
Securities	908.8	689.2	384.8
Accounts receivable	957.7	1,049.1	1,055.9
Inventory	2.4	3.4	3.3
Advancements to employees/third parties	11.0	12.2	11.7
Prepaid expenses	10.1	18.4	19.4
Taxes and contributions	163.7	196.9	216.4
Other	14.4	8.3	7.9
Non-Current Assets	6,924.2	7,062.5	6,948.7
Long-term assets	880.4	853.9	801.1
LT accounts receivable	273.6	211.2	153.0
LT prepaid expenses	8.0	6.7	6.6
LT Judicial deposits	100.6	89.6	89.1
LT taxes and contributions	129.1	147.9	141.6
LT deferred taxes	356.1	385.9	398.1
Other LT items	12.9	12.7	12.7
Permanent assets	6,043.9	6,208.6	6,147.6
Investments	0.3	0.3	0.3
Property and equipment	2,535.0	2,602.5	2,514.2
Intangible assets	3,508.6	3,605.8	3,633.0
Total Assets	9,897.8	9,934.2	9,049.2

(R\$ million)	4Q21	3Q22	4Q22
Current Liabilities	1,865.9	1,389.0	1,107.6
Loans and financing	969.0	417.8	277.4
Leasing	221.6	236.2	232.0
Suppliers	183.5	211.7	227.6
Swap payable	3.8	6.9	2.3
Salaries and payroll charges	206.1	239.3	137.8
Tax liabilities	105.6	71.2	69.4
Prepaid monthly tuition fees	76.4	74.2	76.7
Advancement of current agreement	5.0	5.0	5.0
Taxes paid in installments	4.4	4.5	4.5
Acquisition price payable	49.1	79.4	67.3
Dividends payable	37.6	37.6	0.1
Other liabilities	3.8	5.0	7.6
Long-term liabilities	4,790.3	5,507.1	4,981.5
LT Loans and financing	3,089.4	3,697.2	3,249.7
Contingencies	221.5	217.4	220.4
LT leasing	1,223.3	1,365.3	1,279.0
Agreement advances	36.1	32.4	31.1
LT taxes paid in installments	10.1	8.2	7.5
Provision for asset demobilization	91.0	86.7	92.7
LT acquisition price payable	97.1	43.1	44.2
Financial Liabilities - Options	-	55.9	55.9
Other LT items	21.7	0.9	0.9
Shareholders' Equity	3,241.6	3,038.1	2,960.1
Capital stock	1,139.9	1,139.9	1,139.9
Share issuance costs	(26.9)	(26.9)	(26.9)
Capital reserves	702.7	714.6	716.0
Earnings reserves	1,586.4	1,586.4	1,586.4
Income for the period	-	27.0	(58.2)
Treasury Shares	(160.5)	(361.0)	(355.0)
Equity Valuation Adjustment	-	(55.9)	(55.9)
Participation of Non-Controlling Shareholders	-	14.0	13.8
Total Liabilities and Shareholders' Equity	9,897.8	9,934.2	9,049.2

The logo for YDUQS is centered on a dark teal background. The letters 'YDU' are white, while 'QS' is a dark navy blue. The 'Q' has a unique design with a small tail that loops back. In the background, there are faint, light blue concentric circles and a larger, irregular shape resembling a stylized 'Q' or a speech bubble.

YDUQS

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