



Estácio
PARTICIPAÇÕES

3Q07
Earnings Release



□ Highlights

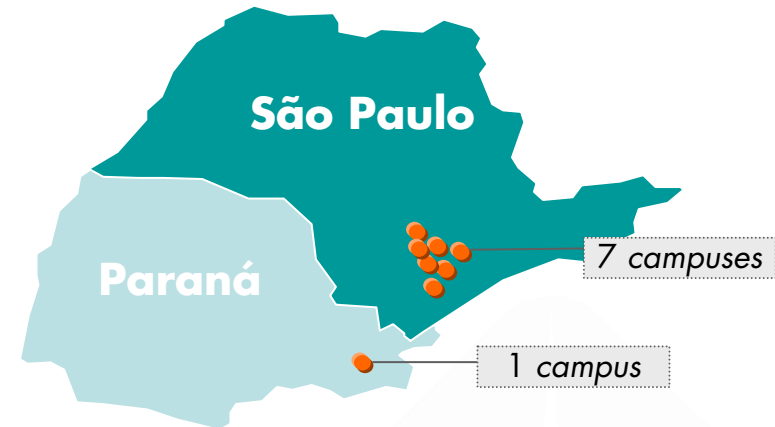
□ 3Q07 Results

- Conclusion of the IPO, resulting in R\$ 252 million net proceeds;
- Entry into the São Paulo Capital and Paraná markets through the acquisition of Radial for R\$ 56 million;
- Increase of 8 units in the quarter, reaching 62 campuses in 12 states;
- EBITDA of R\$ 34 million (ex-severance expenses), with a 15.6% margin in the 3Q07. EBITDA margin ex-rentals was 23.4%;
- EBITDA in the 9M07 reached R\$ 83 million, even after the R\$ 45 million extra tax burden in the year;
- Adjusted Net Income up 58% on the 3Q06, reaching R\$ 28 million;
- Cash generation of R\$ 22 million in the quarter, and a R\$ 264 million cash position;

Company structure

- **Over 40 years of tradition and quality**
- **8 campuses (1 university center since Jan/07)**
 - 6 in São Paulo/Capital
 - 1 in ABC Paulista
 - 1 in Curitiba
- **23 Courses**
 - Technology education
 - Undergraduate education
 - *Lato sensu* post-graduate education

Location



State of São Paulo – #1 Education Market in Brazil

CITY OF SÃO PAULO

- ✓ 9.1% of Brazilian GDP
- ✓ 1.5 million youth (18 to 24 years old)
- ✓ 5.9% of Brazilian population
- ✓ 9.6% of Post-Secondary education market
- ✓ 1.2 million students enrolled (46% introduction)

Students (thousand)

SP

Traditional Undergraduate	4.3
Technology Undergraduate	4.4

PR

College at Curitiba	1.4
Total	10.1



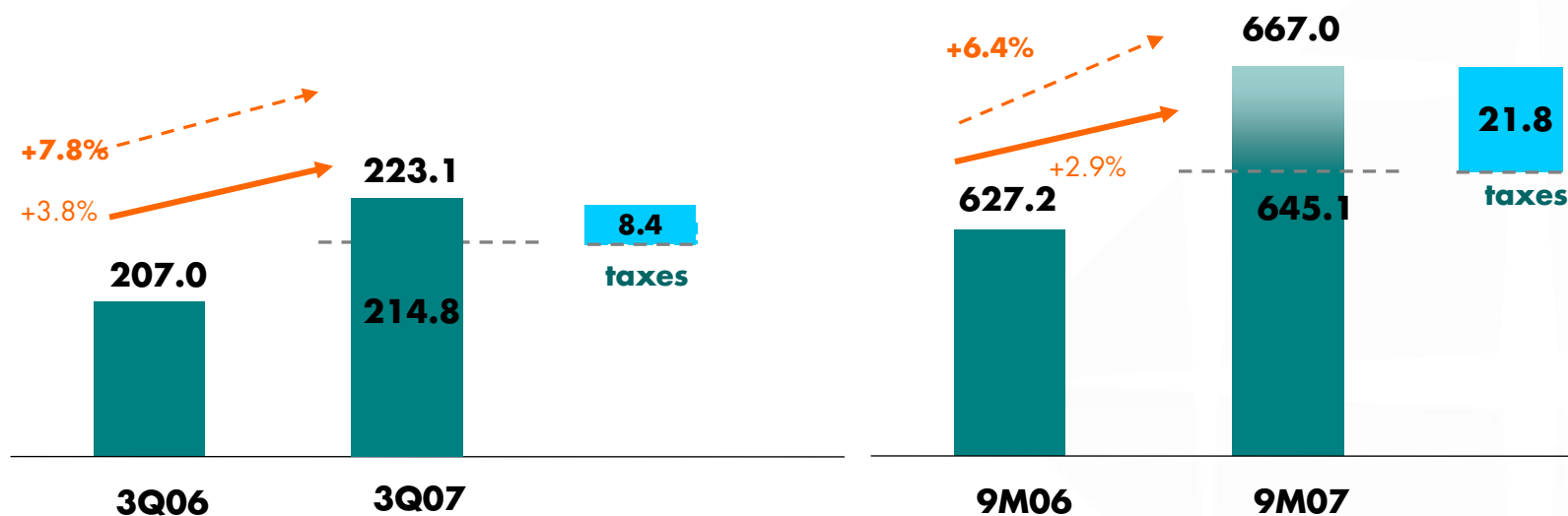
□ Highlights

□ 3Q07 Results

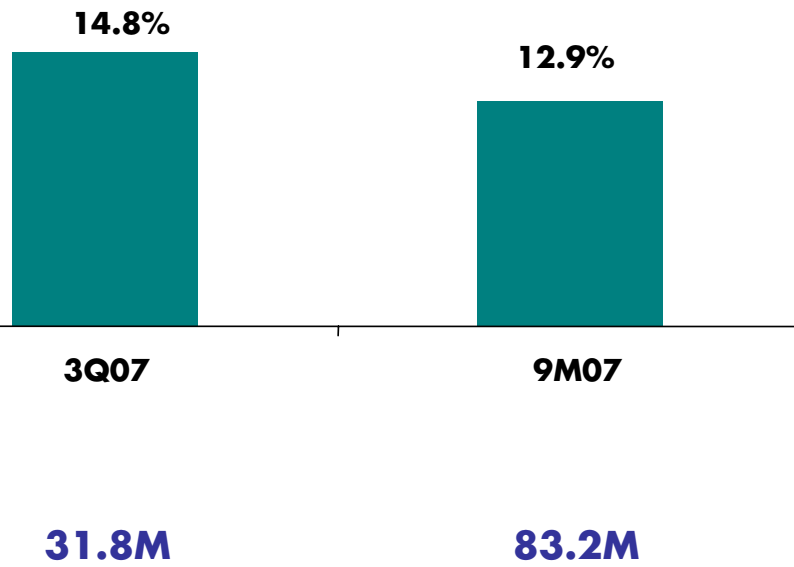
	3Q07	3Q06	Chg.%
Enrolled Students* (thousands)	172.2	172.5	-0.2%
Average Tuition	415.8	400.0	3.9%

* Final de período (inclui UniRadial – set/07)

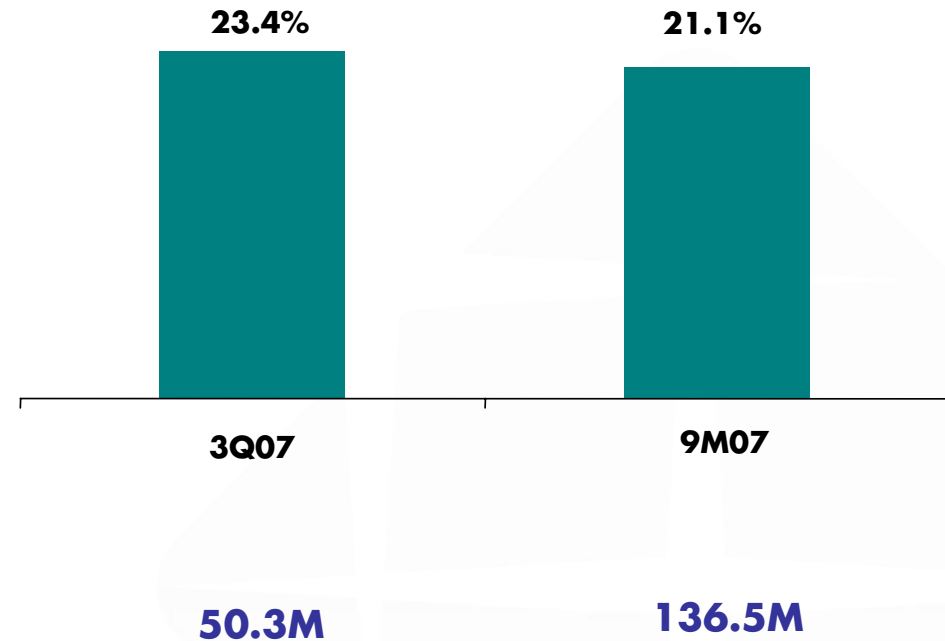
Net Revenue (R\$ million)



EBITDA Margin

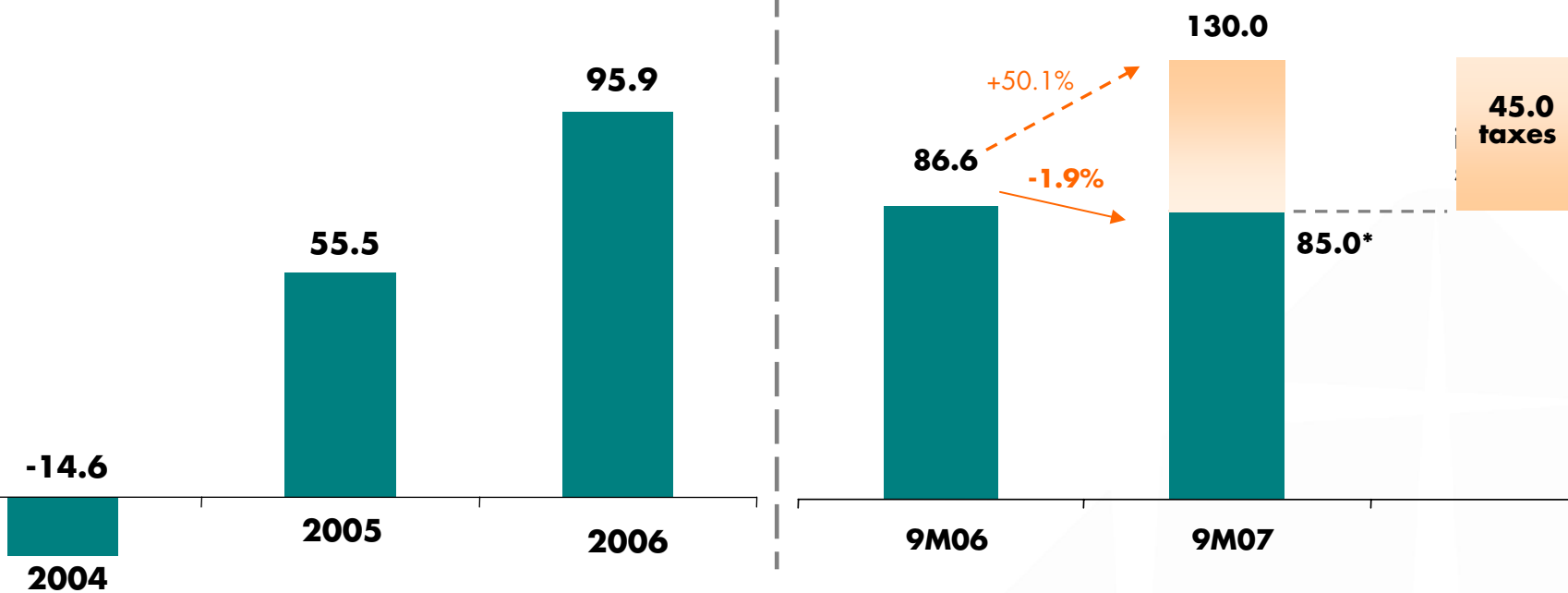


EBITDA Margin: ex-rentals



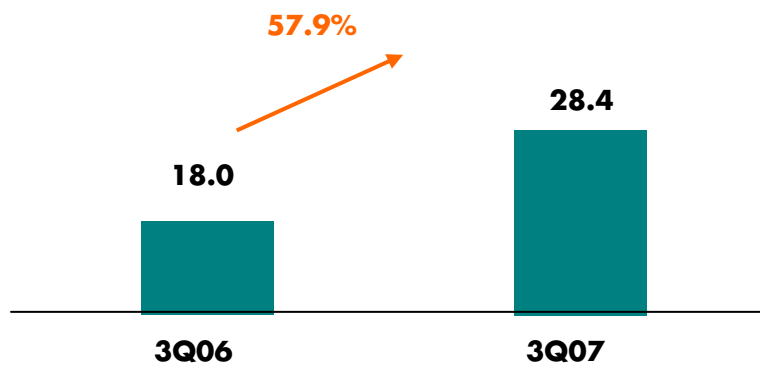


EBITDA (R\$ million)

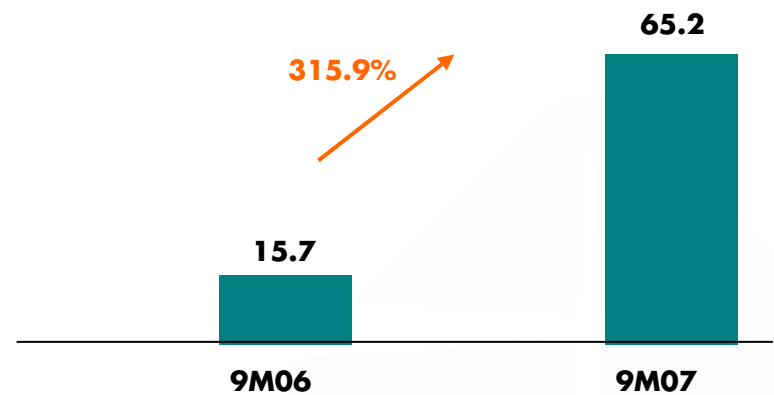


*Including R\$ 1.8M of non recurring expenses

Adjusted Net Income* (R\$ million)



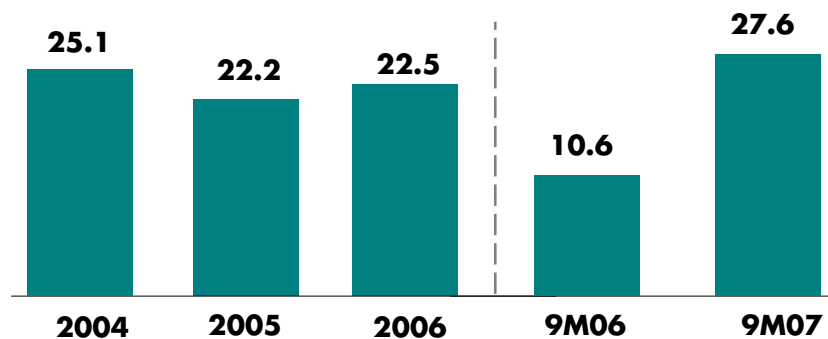
Adjusted Net Income* (R\$ million)



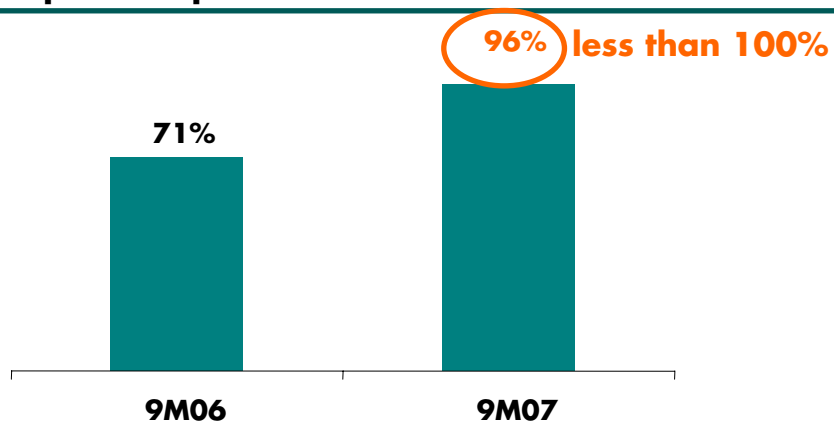
* Excluding the extraordinary IPO expenses (R\$15.5 million in the 3Q07 and R\$17.2 million in the 9M07)



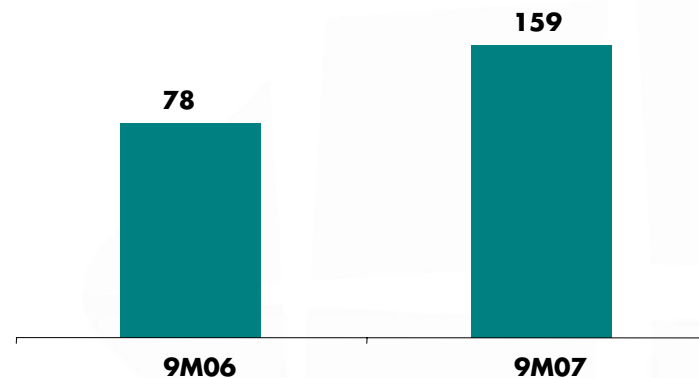
Organic Capex (R\$ million)



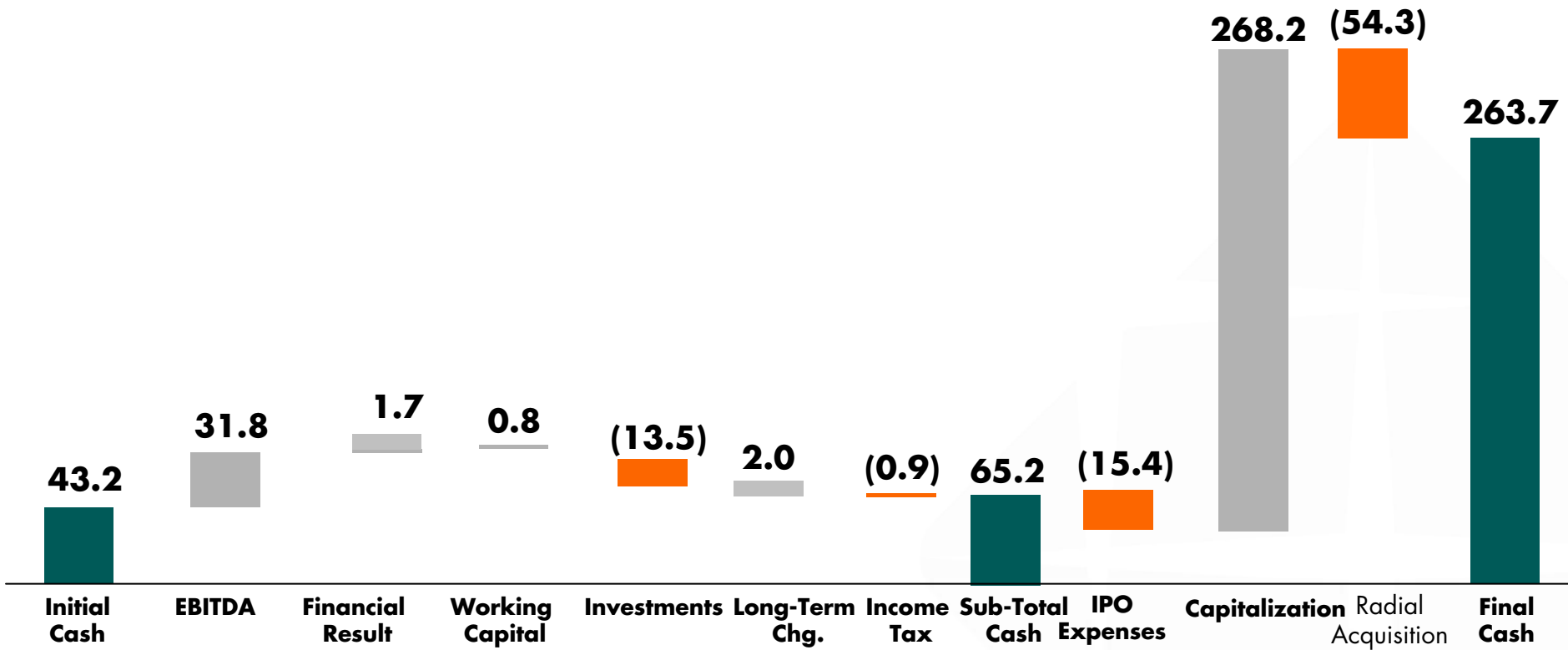
Capex / Depreciation



Capex / Student



Cash Flow (R\$ million)



Following our strategy, we continued committed with

Focus

Synergies

Capture scale gains and synergies between operations

Growing

Organic growth and acquisitions

Excellence

Continuous improvement



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**Questions &
Answers**

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