

RESULTS PRESENTATION

4Q21 & 2021

YDUQS



March 15th, 2022

YDUQ
B3 LISTED NM



Índice
Brasil 50 **IBRX 50**

Índice de
Ações com Governança
Corporativa Diferenciada **IGC**

Índice de
Ações com Tag Along
Diferenciado **ITAG**

DISCLAIMER

Rio de Janeiro, March 15th, 2022 - **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 the year of 2021 (4Q21 and 2021)**.

The Company's financial information is presented based on 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), including IFRS-16.

Consolidated results account for Grupo Adtalem Brasil Holding Ltda. as of May 2020, Grupo Athenas Educacional as of August 2020, and Qconcursos as of July 2021, except when stated otherwise.

This document may have forward looking statements that are subject to risks and uncertainties that may 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.

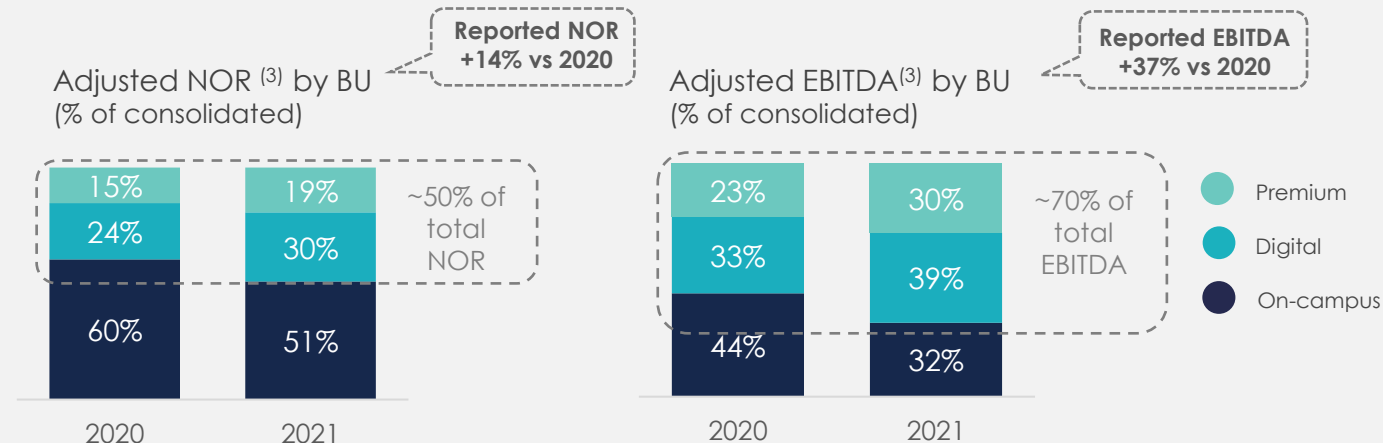


THE USE BY YDUQS Participações S.A. OF ANY MSCI ESG RESEARCH LLC OR ITS AFFILIATES ("MSCI") DATA, AND THE USE OF MSCI LOGOS, TRADEMARKS, SERVICE MARKS OR INDEX NAMES HEREIN, DO NOT CONSTITUTE A SPONSORSHIP, ENDORSEMENT, RECOMMENDATION, OR PROMOTION OF YDUQS Participações S.A. BY MSCI. MSCI SERVICES AND DATA ARE THE PROPERTY OF MSCI OR ITS INFORMATION PROVIDERS, AND ARE PROVIDED 'AS-IS' AND WITHOUT WARRANTY. MSCI NAMES AND LOGOS ARE TRADEMARKS OR SERVICE MARKS OF MSCI.

Improved performance of all business units...

... with emphasis on Premium and Digital gaining more representativeness in YDUQS consolidated

	Average Ticket 4Q21 Reported	Renewal Rate 2H21 ⁽¹⁾	NPS ⁽²⁾ vs 2020
Premium	+27% yoy Medicine	96%	+34 p.p. Medicine
Digital	+1.5% yoy	80%	+19 p.p.
On-campus	+9% yoy ex-semi	84%	+18 p.p.



Non-recurring adjustments on EBITDA were correct in 2020, maintaining low debt and capital discipline

91% Cash conversion
1.8 Bi Cash
1.8x Net Debt/EBITDA

EBITDA Composition	4Q20	4Q21	Δ%	2020	2021	Δ%
Adjusted EBITDA	274	264	-4%	1,350	1,337	-1%
Non-recurring items	-159	-62	-61%	-454	-111	-76%
Reported EBITDA	114	202	+77%	895	1,226	+37%

Significant reduction of non-recurring items

Digital Transformation
keeps moving forward:
Evaluation system: JUCA

A leap in YDUQS's evaluation model
aiming for an increasingly individualized learning program

7.1-7.5k students
Medicine undergraduate base expected at the end of 2022

+200 authorized medicine seats
in February and March, 2022

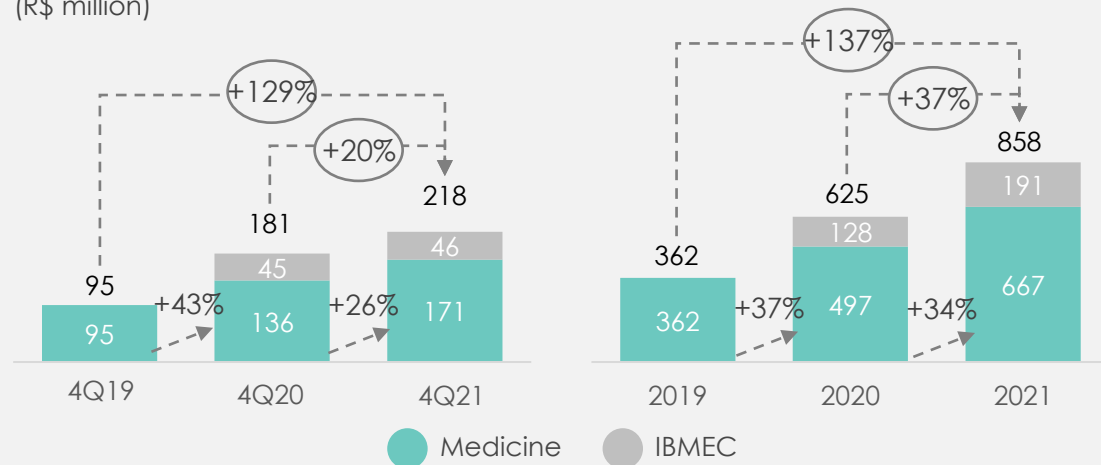
(1) Digital's Renewal rate Only considers students that enrolled in January and July.

(2) On-campus and Digital: Estacio's NPS | Medicine: IDOMED's NPS.

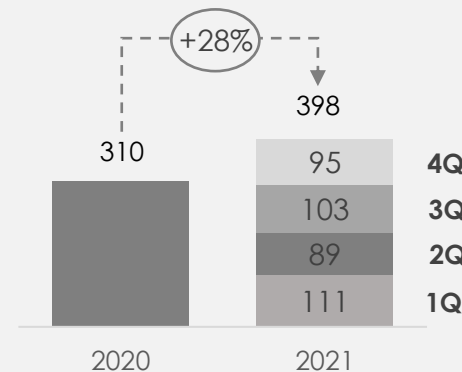
(3) Net revenue adjusted by the effects of laws and court decisions and Athenas Legacy in 4Q21 (more details in the earnings release) | EBITDA adjusted by non-recurring effects



Adjusted Net Revenue⁽¹⁾
(R\$ million)



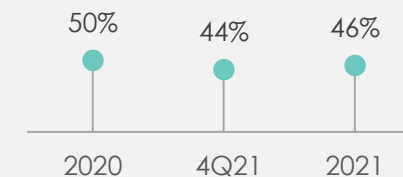
Adjusted EBITDA⁽¹⁾
(R\$ million)



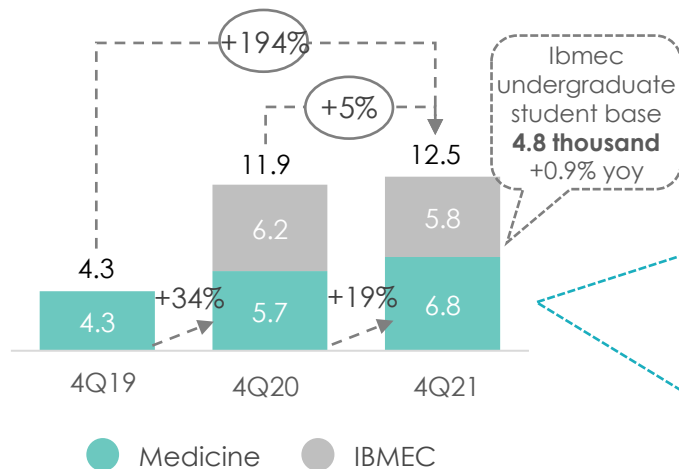
Representativeness in
YDUQS total 2021 EBITDA

30%

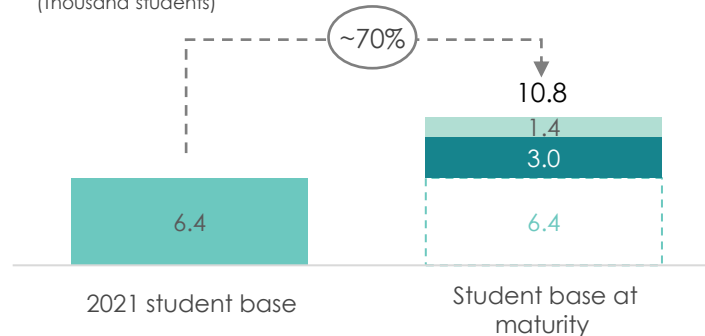
Adjusted EBITDA margin (%)



Student Base
(thousand students)



Medicine undergraduate student base
(maturation only of **seats already authorized**)
(Thousand students)



With the **200 new authorized seats** in 2022, student base at maturity increases in **1.4 thousand students**, which represents a potential total organic growth of ~70%

4Q21 Undergraduate
Average Ticket

	IDOMED Instituto de Educação Médica	Δ%	ibmec	Δ%
Reported (R\$ thousand/month)	8.3	27%	2.7	-0.5%
Adjusted ⁽¹⁾ (R\$ thousand/month)	8.8	4%	2.7	-0.2%



Expansion in the field of
medicine lifelong education

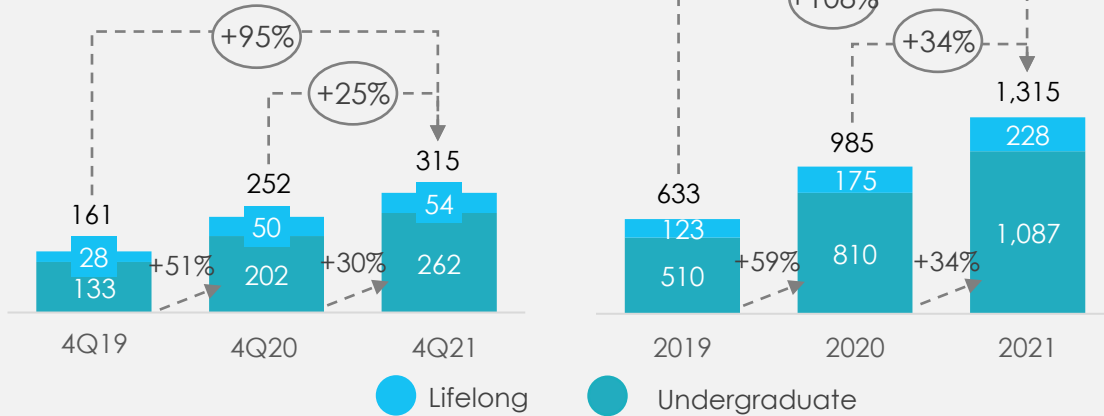
R\$52 million
for the acquisition of 51% share of Hardwork

7 thousand students
Paying student base

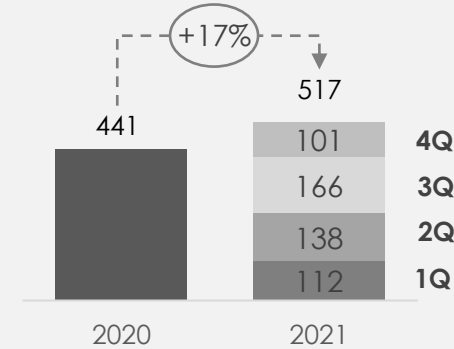
Revenue of R\$ 23 million
(Last 12 months)

⁽¹⁾ Net revenue adjusted by the effects of laws and court decisions and Athenas Legacy in 4Q21 (more details in the earnings release) | EBITDA adjusted by non-recurring effects

Adjusted Net Revenue⁽¹⁾
(R\$ million)



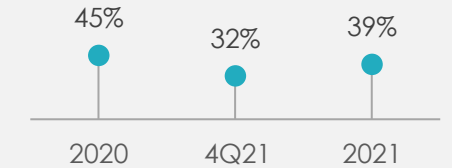
Adjusted EBITDA⁽¹⁾
(R\$ million)



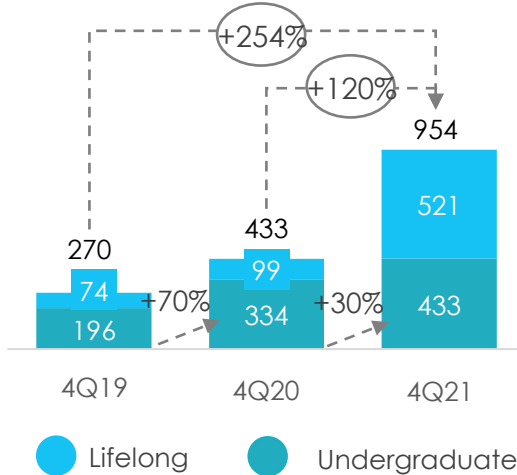
Representativeness in
YDUQS total 2021 EBITDA

39%

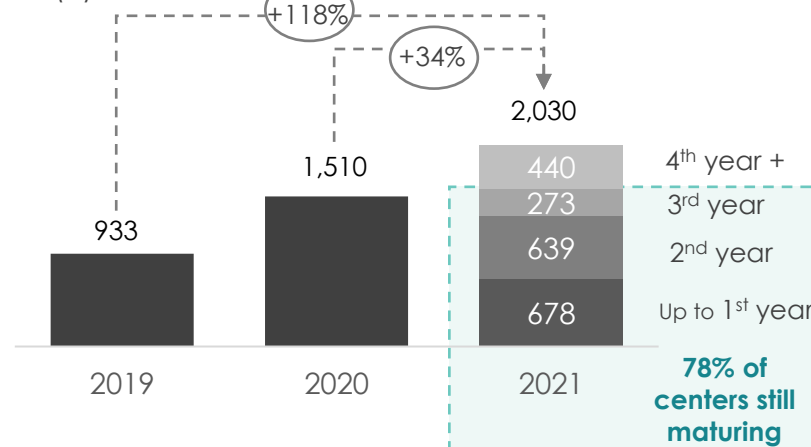
Adjusted EBITDA margin (%)



Paying Student Base
(thousand students)



Number of Centers
(#)



4Q21 Undergraduate
Average Ticket

	Digital	Δ%
Reported (R\$ thousand/month)	201.4	1.5%
Adjusted ⁽¹⁾ (R\$ thousand/month)	201.5	-0.1%



447k
Subscribers
(+20% vs 2020)

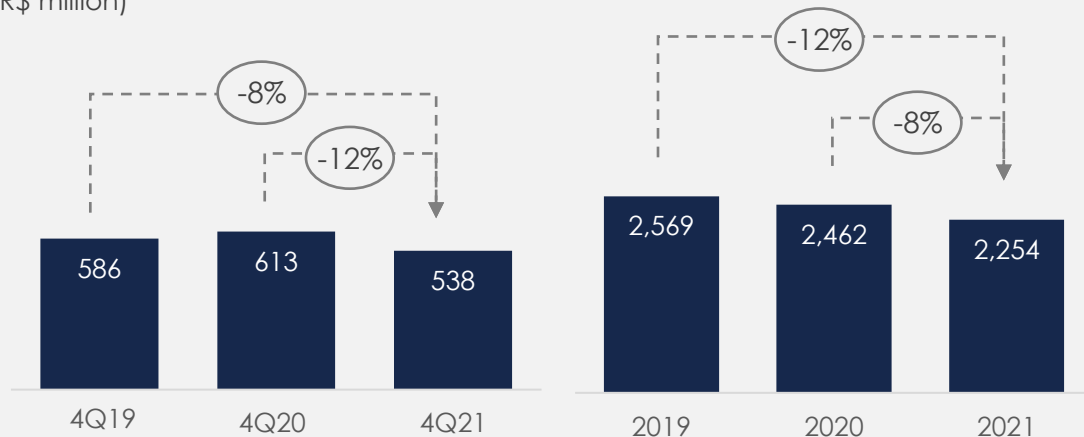
+20% vs 2020
Monthly Recurring Revenue (MRR)

~1.4 million on average
Free engaged users/month
(+46% vs 2020)

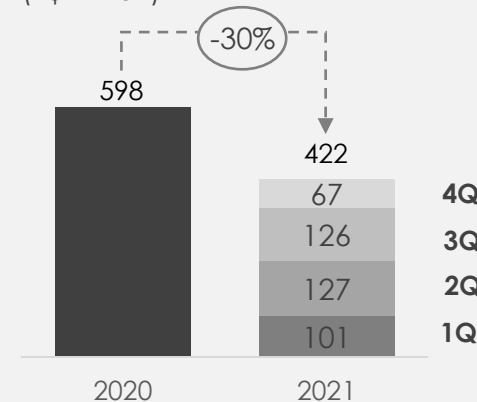


⁽¹⁾ Net revenue adjusted by the effects of laws and court decisions | EBITDA adjusted by non-recurring effects.

Adjusted Net Revenue⁽¹⁾
(R\$ million)



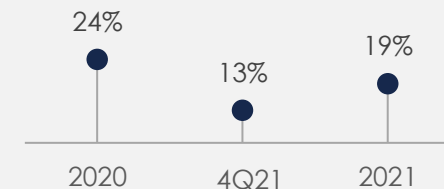
Adjusted EBITDA⁽¹⁾
(R\$ million)



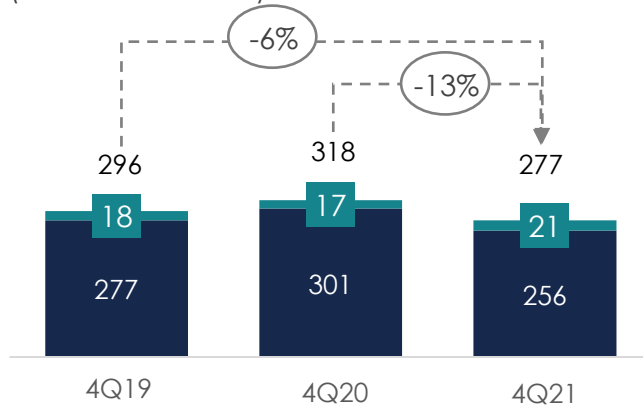
Representativeness in
YDUQS total 2021 EBITDA

32%

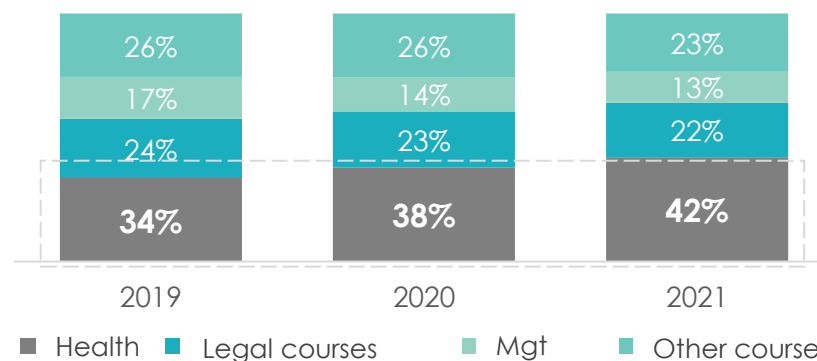
Adjusted EBITDA margin (%)



Student Base
(thousand students)



On-campus student base mix gaining **more representativeness of health courses**, reaching almost half of total base



4Q21 Undergraduate
Average Ticket

	On-campus (ex-semi)	Δ%
Reported (R\$ thousand/month)	651	9%
Adjusted ⁽¹⁾ (R\$ thousand/month)	667	2%



(1) Net revenue adjusted by the effects of laws and court decisions and Athenas Legacy in 4Q21 (more details in the earnings release) | EBITDA adjusted by non-recurring effects.

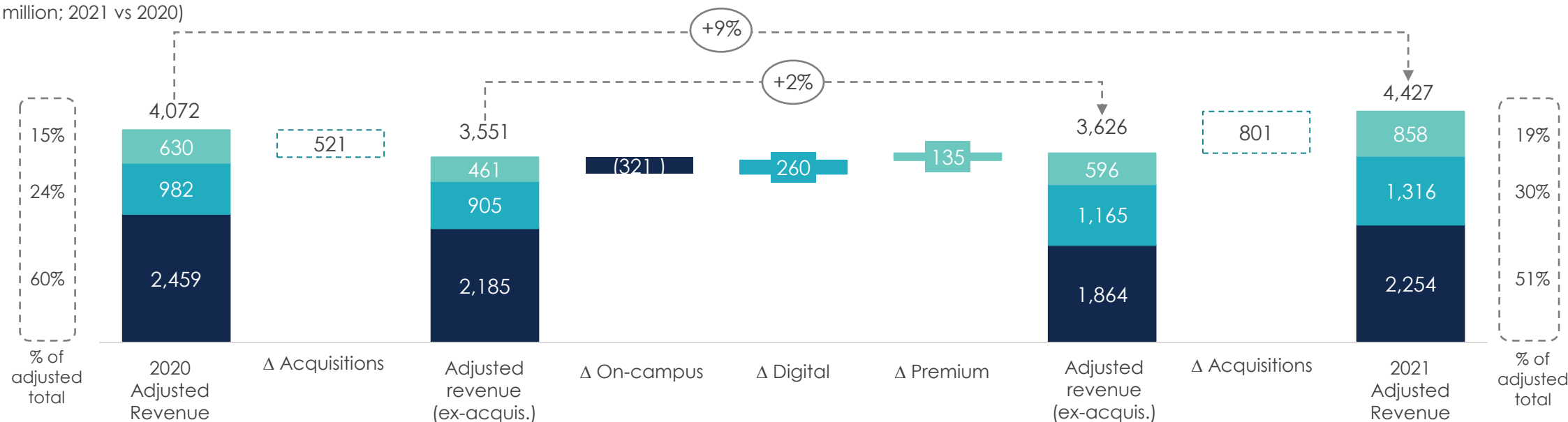
REVENUE: PREMIUM AND DIGITAL ACCOUNT FOR 49% OF TOTAL

4Q21

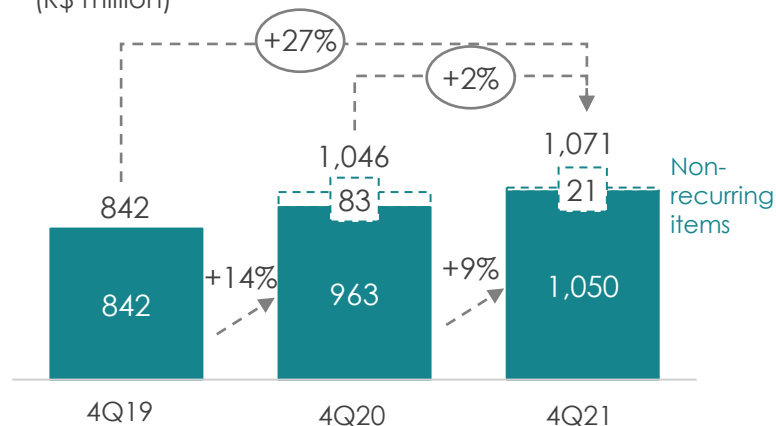
YDUQS

Contribution to total net revenue
(R\$ million; 2021 vs 2020)

● On-campus ● Digital ● Premium



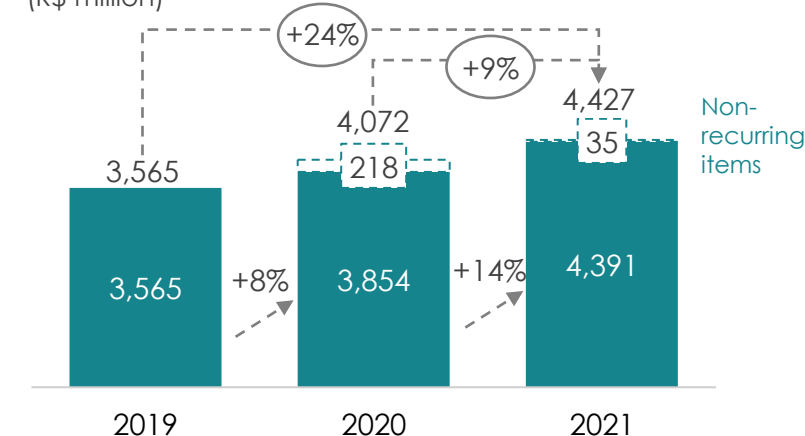
Adjusted Net Revenue⁽¹⁾
(R\$ million)



Reduction on the impact of non-recurring effects

218	-84%	35
million in 2020		million in 2021
83	-75%	21
million in 4Q20		million in 4Q21

Adjusted Net Revenue⁽¹⁾
(R\$ million)

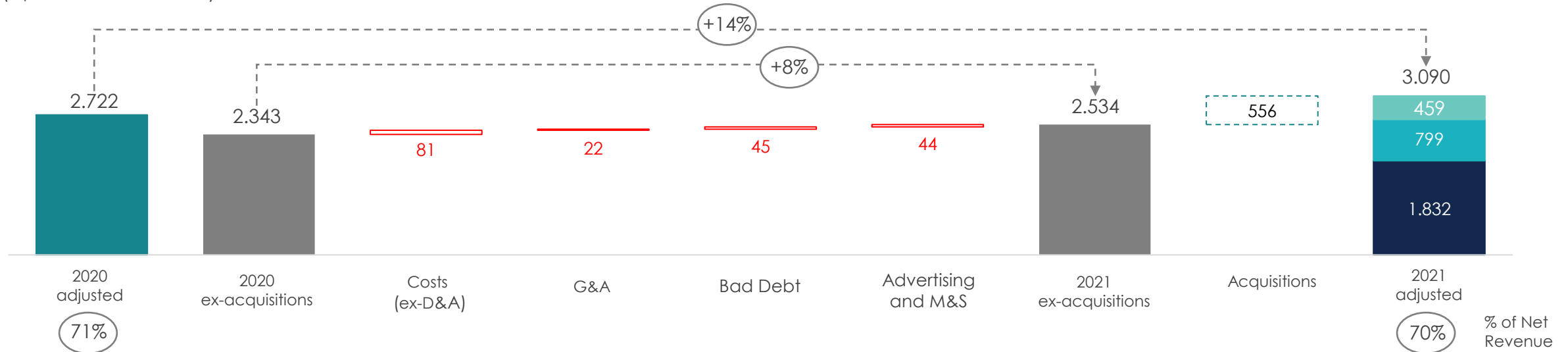


(1) Net revenue adjusted by the effects of laws and court decisions and Athenas Legacy in 4Q21 (more details in the earnings release)

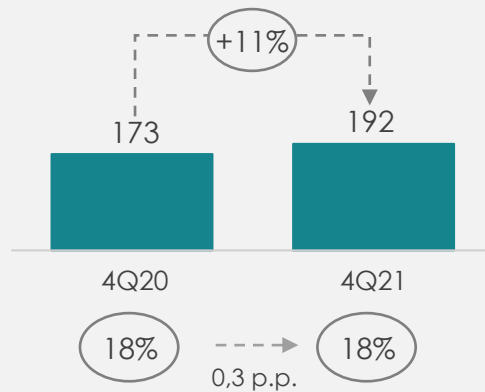
ADJUSTED COSTS AND EXPENSES (ex-D&A)

Composition of costs and expenses
(R\$ million; 2021 vs 2020)

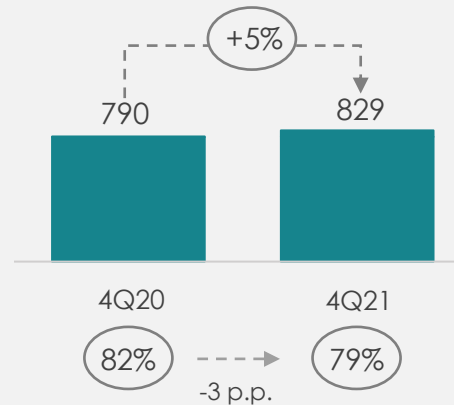
● On-campus ● Digital ● Premium



Bad Debt + Discounts
(R\$ million)



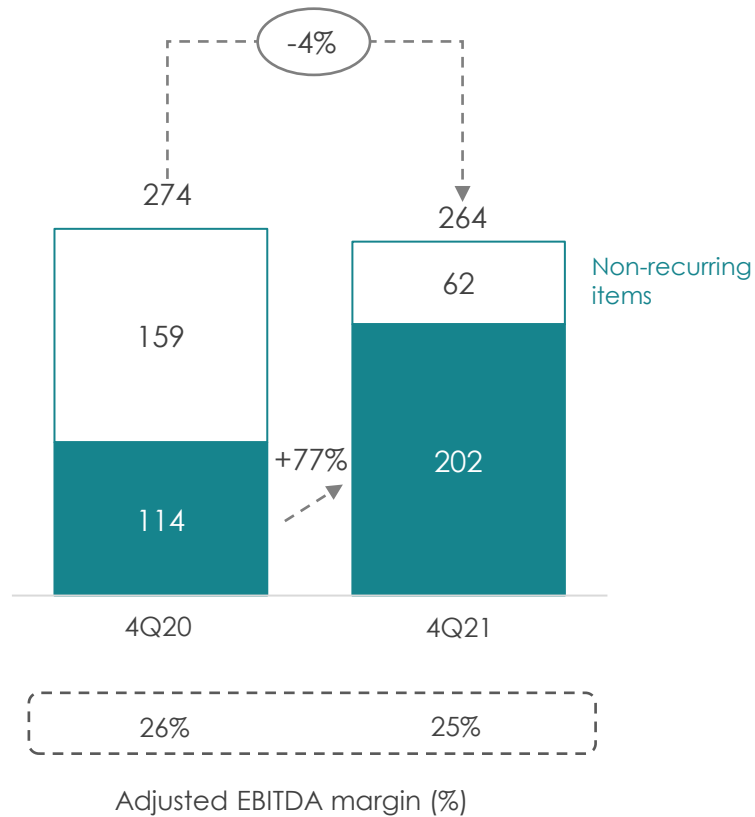
Costs and expenses + Discounts
(R\$ million)



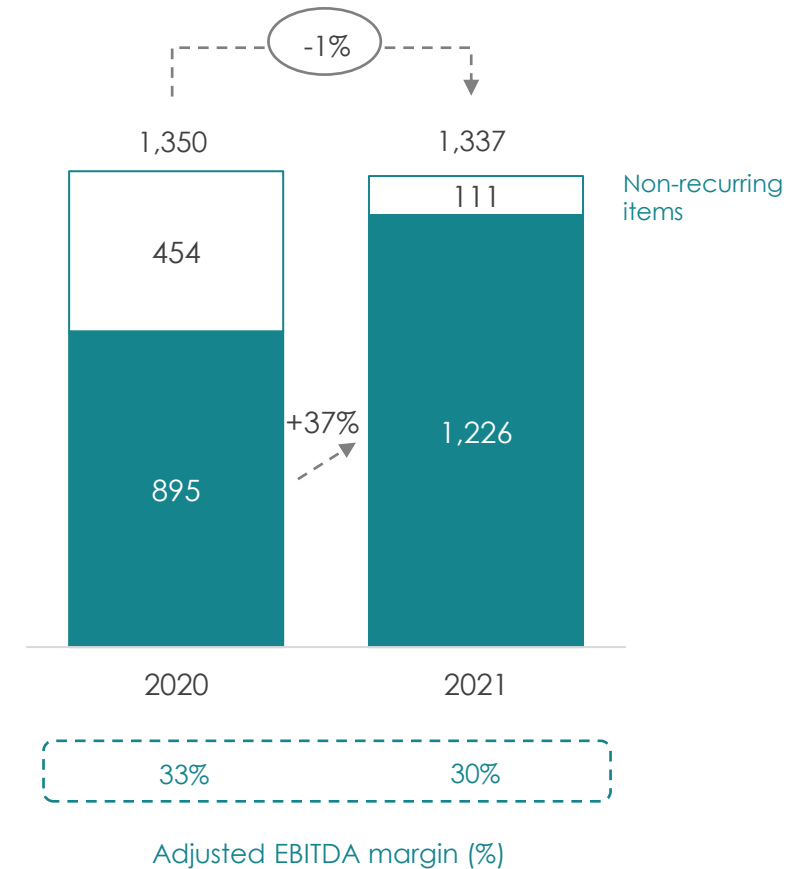
- **Costs +5% vs 4Q20**
Impact of transfer to centers (+38% in 4Q21)
- **Bad Debt + Discounts (% NOR) stable vs 4Q20**
Stable in relation to % of net revenue of the period
- **Advertising and M&S -24% vs 4Q20**
Fall of 2 p.p. as % of Net Revenue (NOR)
- **G&A and others -7% vs 4Q20**
Fall of 4.5 p.p. as % of Net Revenue (NOR)

REPORTED EBITDA INCREASES 77% IN 4Q21

Adjusted EBITDA⁽¹⁾ (Quarter)
(R\$ million)



Adjusted EBITDA⁽¹⁾ (Year)
(R\$ million)

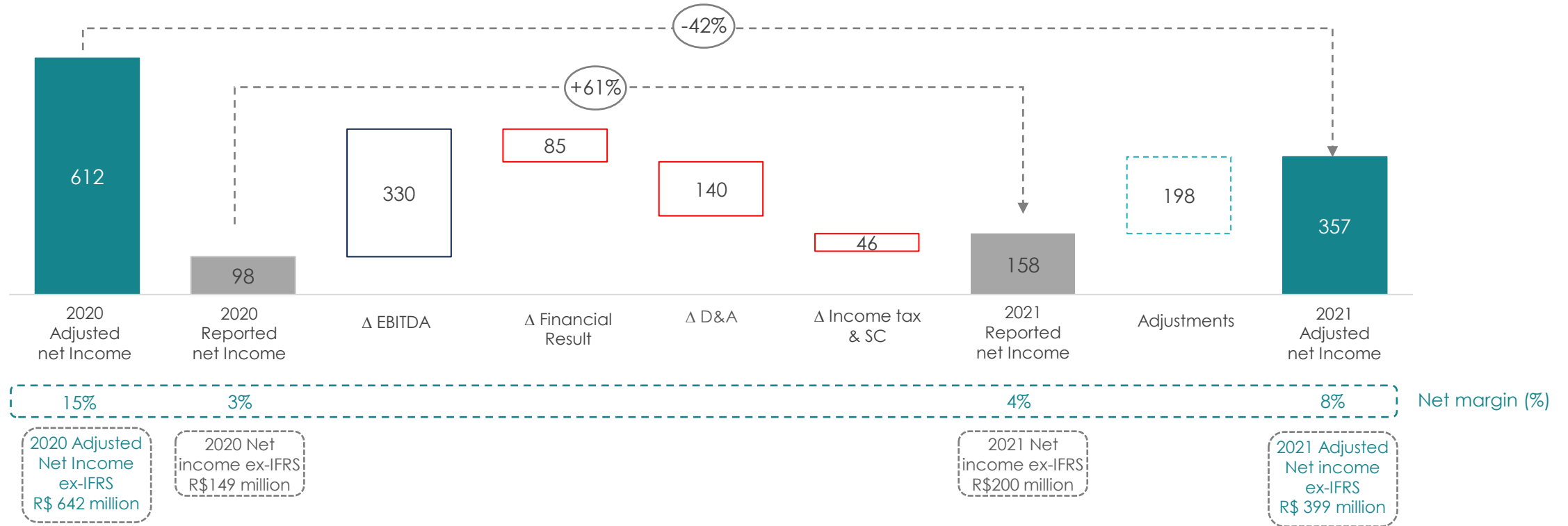


(1) EBITDA adjusted by non-recurring effects.



REPORTED NET INCOME INCREASES 61% VS 2020

Net Income
(R\$ million; 2021 vs 2020)



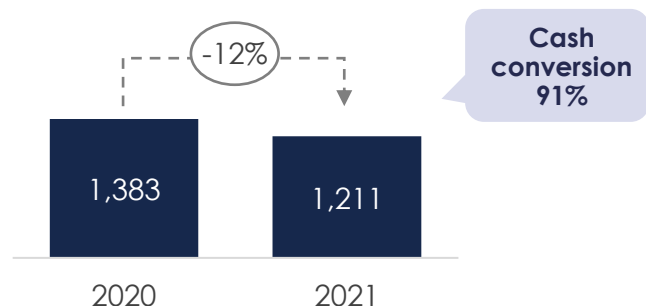
R\$ 37.6 million

Dividend Payment of 2021



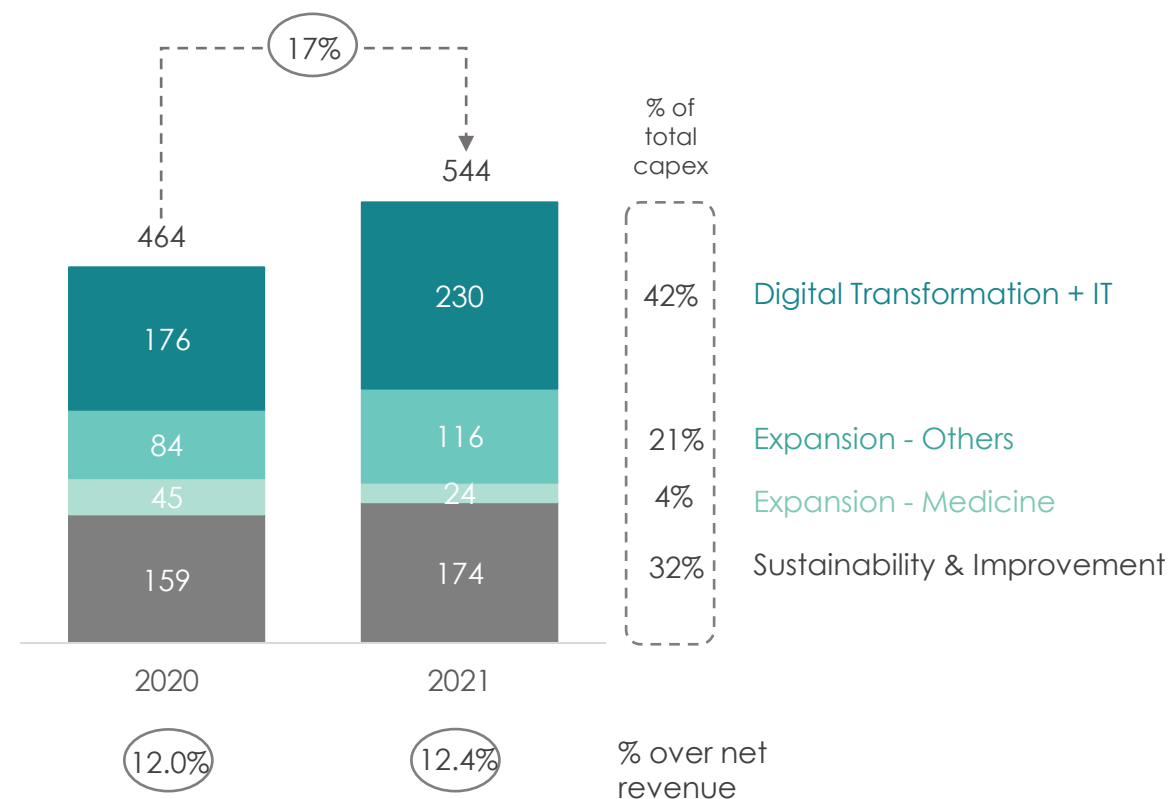
Proposition of minimum payout of 25%: Faced with the current macroeconomic scenario and with the goal of maintaining a solid balance sheet that allows us to seize future opportunities (possible acquisitions and/or share buyback), management recommends minimum dividend payment.

Reconciliation of operating cash flow
(R\$ million, before Capex)



Reconciliation of OCF	2020	2021
Operating cash flow before capex	1,137	707
Income Taxes and Social Contribution paid	49	47
Loans interest paid	81	210
Increase in Judicial deposits	5	(2)
Contract termination fee ⁽¹⁾	0	45
Delay in FIES receivables ⁽²⁾	(136)	0
Non-recurring effects and others ⁽³⁾	246	204
OCF after reconciliation	1,383	1,211

CAPEX
(R\$ million)



(1) In 2021, R\$ 45 million refers to the timely payment of the termination of a rental agreement, an amount provisioned in the past.

(2) In 2020, R\$ 136 million refers to the FIES receivables referring to Dec/19.

(3) Referring to non-recurring effects on EBITDA (Excluding non cash effects in 2020), interest payments, contractual fines and others.

A GREAT TRANSFORMATION JOURNEY

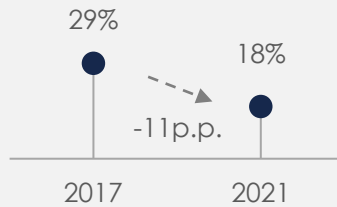
Starting to reap the rewards in 2022



2017-2018

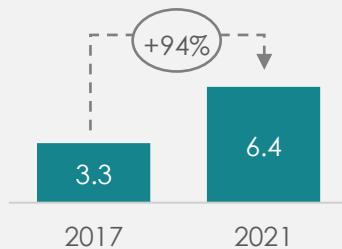
Cost optimization

Faculty Costs/Net Revenue (%)



Mais Médicos Program

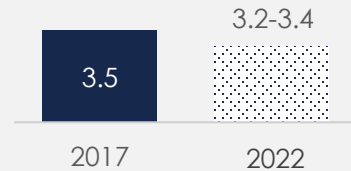
Medicine undergraduate (thousand students)



2019

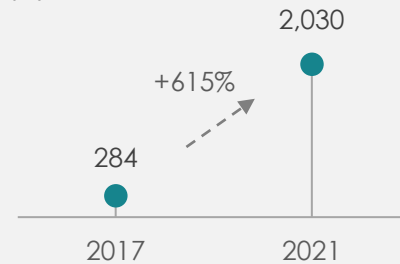
PAR reversion, K12 and Greenfields

Students/Campi (thousand students)



Digital Expansion, Adtalem acquisition

Number of Centers (#)



2020-2021

Fighting the covid effect and Cash preservation



1.8x Net Debt/EBITDA

91% Cash conversion

1.8 Bi Cash

Creation of EnsignMe, DT, QC Acquisition

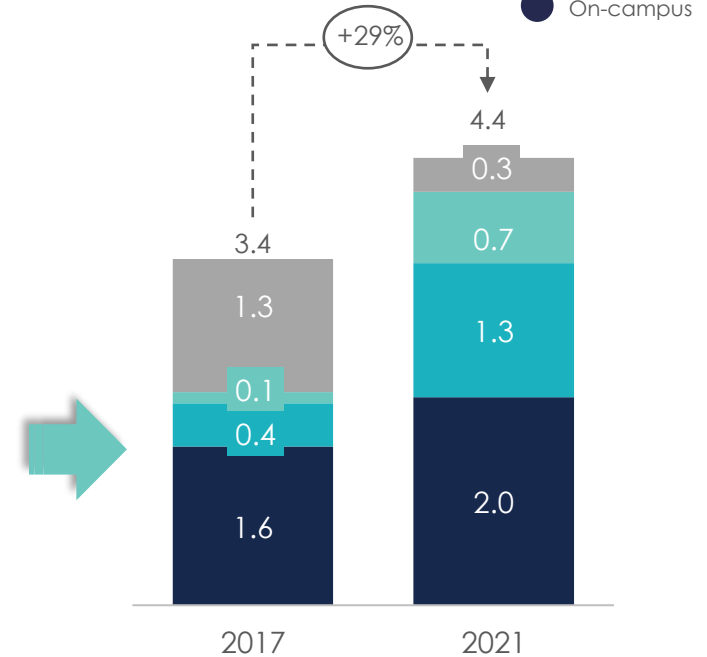
NPS variation vs 2020

Medicine +34 p.p.

Digital +19 p.p.

On-campus +18 p.p.

Reported Net Revenue (R\$ billion)



➤ **Premium:** Potential to reach 2017 FIES revenue with the maturation of all approved (authorized) seats

➤ **Digital:** In 2021 it reached 2017 FIES revenue and still has great growth potential

CLOSING REMARKS

In 2021, we left the effects of the pandemic behind, **recovering** and showing **better results**, with significant **change in YDUQS revenue composition**



Net Revenue +9% vs 2020

Digital +34% vs 2020
Premium +37% vs 2020
On-campus -8% vs 2020



Revenue composition in 2021

Digital 24% in 2020 → 30% in 2021
Premium 15% in 2020 → 19% in 2021
On-campus 60% in 2020 → 51% in 2021



61% in Aura in 2021

Of on-campus base



Non-recurring falling

Significant reduction (-76%) in non-recurring items in 2021

Reinvention of YDUQS's business, maintaining **financial health** and **improving efficiency**, accompanied by increased investments to ensure **future sustainable growth**

2021 ex-FIES Net Revenue

Digital tripled vs 2017
Premium 6x higher vs 2017

Greater operating efficiency

Faculty costs (%NOR) decreased 11p.p. in 2021 compared to 2017

Solid Financial Position

Maintaining low debt and capital discipline

Improved quality perception

DT and IT investments resulted in a double digits NPS increase in all segments

Investments in DT to face future growth, with **expansion and maturation of Premium and Digital**, in addition to recovery of the on-campus student base

2,500 centers

Expectation for 2022

2022 on-campus intake

Returning to pre-pandemic levels (2019)

IBMEC Expansion

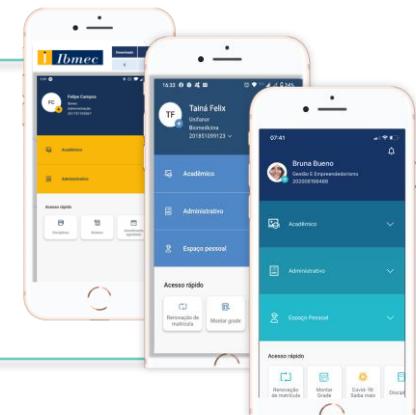
New campus in Brasília (Jan/2022)
New campus in São Paulo (2023)

7.1-7.5k medicine student base

Expectation for 2022 (Undergraduate)

New evaluation system: JUCA

Allows **Artificial Intelligence** application for teaching customization

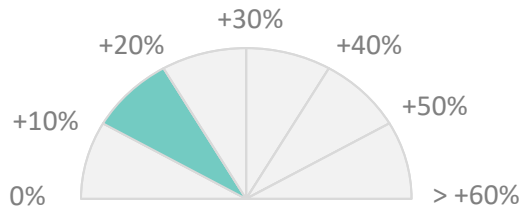


EXPECTATIONS OF INTAKE AND PRICE FOR 1Q22

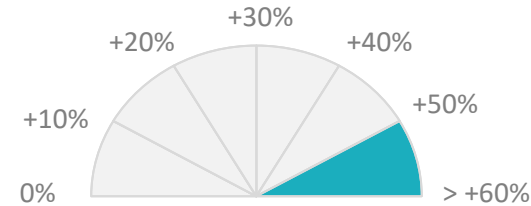
Undergraduate intake and price



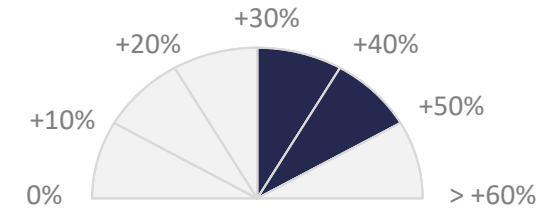
Premium



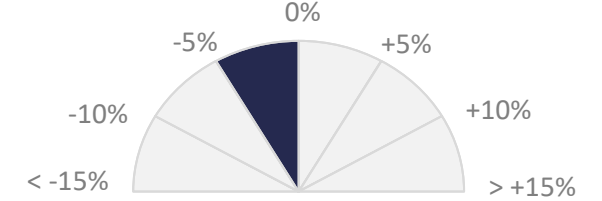
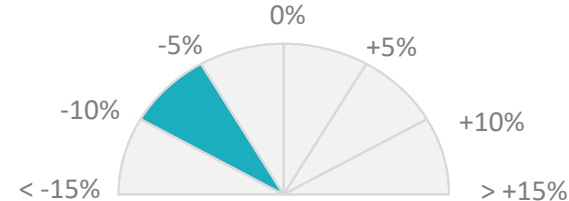
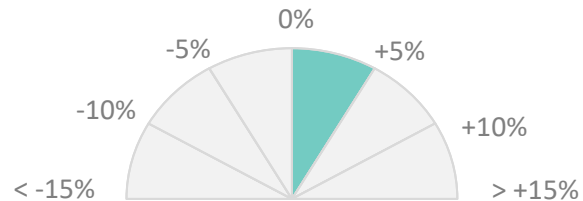
Digital Learning



On-campus



Reported
Average Ticket
(% variation vs the same period of the previous year)



On-campus
(ex-semi on-campus)

NOTICE TO THE MARKET

Changes in Management

YDUQS's Board of Directors received **Eduardo Haiama's resignation from the Chief Financial Officer (CFO) and Investor Relations Officer position**, and elected **Rossano Marques Leandro (current Corporate Operations Executive Director) to replace him** (to be effective on April 18th, 2022)

Eduardo Parente
CEO | At YDUQS since 2018

Adriano Pistore: On-campus Operations | 2018

Alexandre Aguiaras: Digital Content | 2018

Felipe Araújo: People & Management and Integration | 2019

Cláudia Romano: Sustainability and institutional relations | 2004

Marina Fontoura: Premium Operations | 2020

Marcel Desco: Marketing and Sales | 2018

Eduardo Haiama: Finance and IR | 2019

Aroldo Alves: Digital Learning Operations | 2009

Rossano Marques: Corporate Operations | 2018

Digital Transformation and IT
Student Experience
Supply department
SSC

Rossano Marques: Experienced executive in finance, planning and operations fields.

Atento Brasil (~4 years): CFO, Global Corporate Finance Director and CPO

Vale (~3 years): General Manager, FP&A

Santander (~7 year): FP&A Manager

Graduated at PUC-RJ and MIT





YDUQS



APPENDIX

INCOME STATEMENT BY BUSINESS UNIT

4Q21
YDUQS

	Consolidated			Premium			Digital Learning			On-campus		
R\$ million	2020	2021	Δ%	2020	2021	Δ%	2020	2021	Δ%	2020	2021	Δ%
Gross Revenue	7,703.5	8,881.4	15.3%	737.0	1,003.9	36.2%	1,923.0	2,716.6	41.3%	5,043.4	5,161.0	2.3%
Monthly tuition fees	7,703.5	8,881.4	15.3%	737.0	1,003.9	36.2%	1,923.0	2,716.6	41.3%	5,043.4	5,161.0	2.3%
Deductions from Gross Revenue	(3,849.7)	(4,490.1)	16.6%	(177.1)	(174.1)	-1.7%	(950.3)	(1,401.1)	47.4%	(2,722.4)	(2,914.8)	7.1%
Net Operating Revenue	3,853.7	4,391.4	14.0%	559.9	829.8	48.2%	972.8	1,315.5	35.2%	2,321.1	2,246.1	-3.2%
Cost of Services	(1,744.1)	(2,002.3)	14.8%	(244.1)	(370.2)	51.7%	(211.0)	(286.0)	35.5%	(1,289.0)	(1,346.1)	4.4%
Personnel	(1,108.1)	(1,202.0)	8.5%	(190.7)	(283.2)	48.5%	(84.9)	(89.6)	5.5%	(832.5)	(829.2)	-0.4%
Rent, municipal property tax and other	(62.3)	(55.2)	-11.3%	(6.0)	(9.8)	61.2%	(1.1)	0.5	-144.5%	(55.2)	(46.0)	-16.7%
Third-party services and other	(201.2)	(291.1)	44.6%	(7.8)	(11.9)	52.1%	(112.4)	(180.0)	60.2%	(81.0)	(99.2)	22.3%
Depreciation and amortization	(372.5)	(454.0)	21.9%	(39.5)	(65.4)	65.5%	(12.6)	(16.8)	33.2%	(320.4)	(371.8)	16.0%
Gross Profit	2,109.6	2,389.1	13.2%	315.8	459.5	45.5%	761.8	1,029.5	35.1%	1,032.0	900.1	-12.8%
Gross margin (%)	54.7%	54.4%	-0.3 p.p.	56.4%	55.4%	-1.0 p.p.	78.3%	78.3%	0.0 p.p.	44.5%	40.1%	-4.4 p.p.
Selling, G&A and Other Expenses	(1,753.3)	(1,842.5)	5.1%	(150.8)	(195.8)	29.9%	(406.6)	(610.1)	50.0%	(1,195.9)	(1,036.7)	-13.3%
Personnel	(255.9)	(350.9)	37.2%	(33.6)	(52.9)	57.3%	(82.0)	(136.4)	66.3%	(140.2)	(161.6)	15.3%
Advertising	(325.0)	(380.8)	17.2%	(21.8)	(25.9)	18.5%	(85.7)	(128.2)	49.6%	(217.5)	(226.7)	4.2%
Bad Debt	(535.3)	(513.9)	-4.0%	(21.4)	(25.0)	17.0%	(109.1)	(194.0)	77.8%	(404.8)	(294.9)	-27.2%
Other Expenses	(473.1)	(397.5)	-16.0%	(54.4)	(61.1)	12.3%	(78.8)	(79.0)	0.3%	(339.9)	(257.4)	-24.3%
Other Revenue	2.4	25.7	971.9%	0.6	3.2	399.7%	(0.6)	5.2	-924.3%	2.4	17.2	626.6%
Depreciation and amortization	(166.4)	(225.0)	35.2%	(20.2)	(34.2)	69.1%	(50.3)	(77.6)	54.2%	(95.9)	(113.3)	18.1%
(+) Depreciation and amortization	538.9	679.0	26.0%	59.7	99.6	66.7%	62.9	94.4	49.9%	416.3	485.1	16.5%
EBITDA	895.3	1,225.6	36.9%	224.8	363.3	61.6%	418.1	513.8	22.9%	252.4	348.5	38.0%
EBITDA margin (%)	23.2%	27.9%	4.7 p.p.	40.1%	43.8%	3.6 p.p.	43.0%	39.1%	-3.9 p.p.	10.9%	15.5%	4.6 p.p.
Adjusted Net Revenue ⁽¹⁾	4,071.7	4,426.7	8.7%	624.7	857.4	37.2%	983.7	1,315.6	33.7%	2,463.3	2,253.7	-8.5%
Adjusted EBITDA ⁽¹⁾	1,349.9	1,336.6	-1.0%	310.4	398.2	28.3%	441.4	516.8	17.1%	598.1	421.5	-29.5%
Adjusted EBITDA margin (%)	33.2%	30.2%	-3.0 p.p.	49.7%	46.4%	-3.2 p.p.	44.9%	39.3%	-5.6 p.p.	24.3%	18.7%	-5.6 p.p.



(1) Net revenue adjusted by the effects of laws and court decisions | EBITDA adjusted by non-recurring effects

7.1-7.5K

Medicine undergraduate student base expected by the end of 2022

200 medicine authorized seats on Feb/Mar 2022, with up to +786 expansion seats to reach full potential

	Units	State	Authorized Seats (Including the 200 seats approved)	2021	Maturation ⁽¹⁾	Full Potential ⁽²⁾	
				Student Base (thousand)	Student Base (thousand)	Authorized Seats	Student Base (thousand)
	Presidente Vargas	RJ	240	1.65	1.7	240	1.7
	Città	RJ	170	1.07	1.2	170	1.2
	Juazeiro do Norte	CE	100	0.71	0.7	100	0.7
	Ribeirão Preto	SP	76	0.54	0.5	76	0.5
	Teresina	PI	110	0.71	0.8	110	0.8
+100 new seats approved in Feb/2022	Juazeiro	BA	155	0.57	1.1	155	1.1
	Alagoinhas	BA	65	0.30	0.5	165	1.2
	Jaraguá do Sul	SC	150	0.20	1.1	150	1.1
	Angra dos Reis	RJ	89	0.35	0.6	155	1.1
	Canindé	CE	50	0.10	0.4	120	0.9
	Cáceres	MT	50	0.10	0.4	100	0.7
	Castanhal	PA	50	0.05	0.4	150	1.1
	Quixadá	CE	50	0.05	0.4	150	1.1
50 new seats approved in Mar/22	Açailândia	MA	50	0.05	0.4	150	1.1
	Iguatu	CE	50	-	0.4	150	1.1
50 new seats approved in Mar/22	Ji-Paraná	RO	50	-	0.4	150	1.1
Total authorized seats			1,505	6.43	10.8	2,291	16.5
Athenas			-	-	-	200	-

69% of units still maturing



Total student base with potential **organic growth of ~70%** (+ 4.4 thousand students)



(1) Student base at maturity includes ProUni (+10%) and FIES (+10%).

(2) Assuming seat expansion to maximum capacity (+100 seats/year) in all Mais Médicos units. Student base includes ProUni and FIES.

YDUQS

IR Contact

ri@yduqs.com.br

www.yduqs.com.br