



YDUQS



PREMIUM

Marina Fontoura, VP

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Índice Brasil 50 **IBRX 50**

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

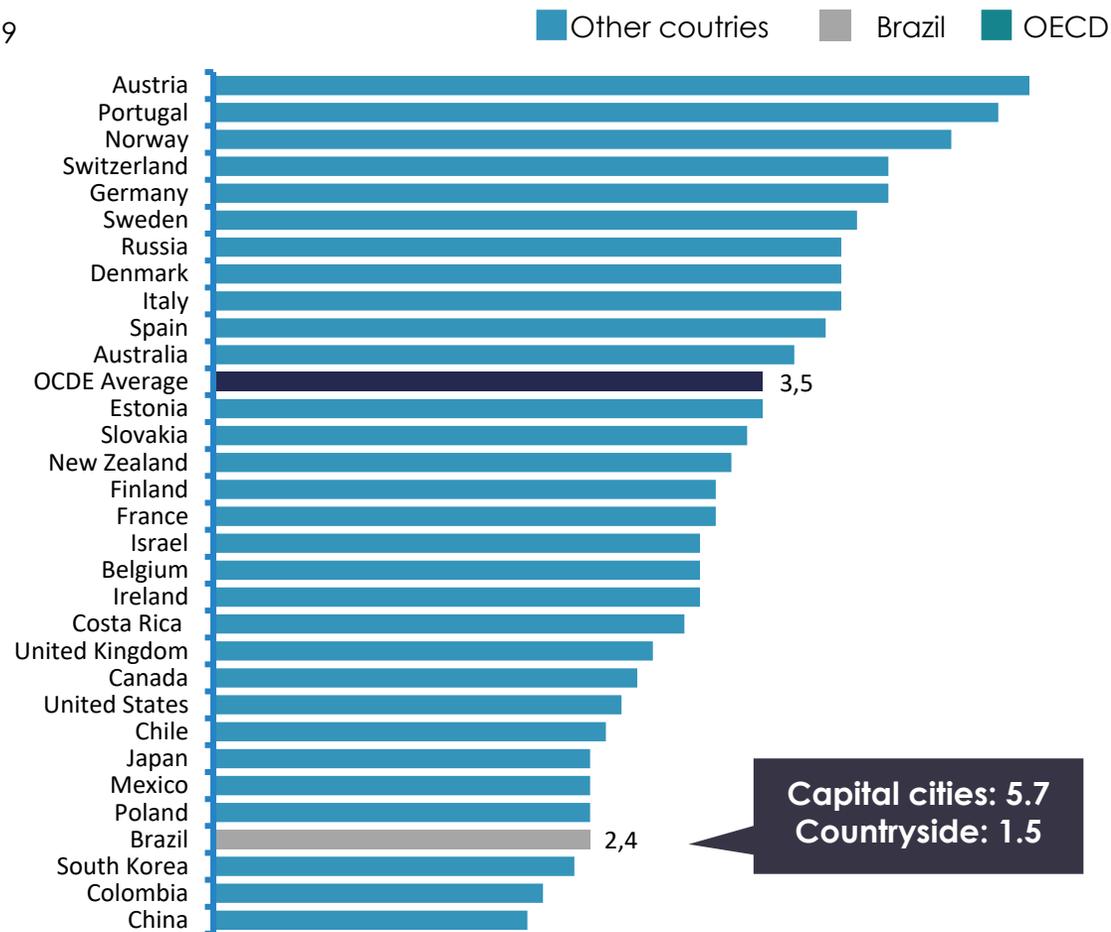
Índice de Ações com Tag Along Diferenciado **ITAG**

Despite increased supply, demand and average ticket shall remain high in Medicine

Brazil is currently a market with a very low physicians/inhabitants' rate, especially in the countryside.

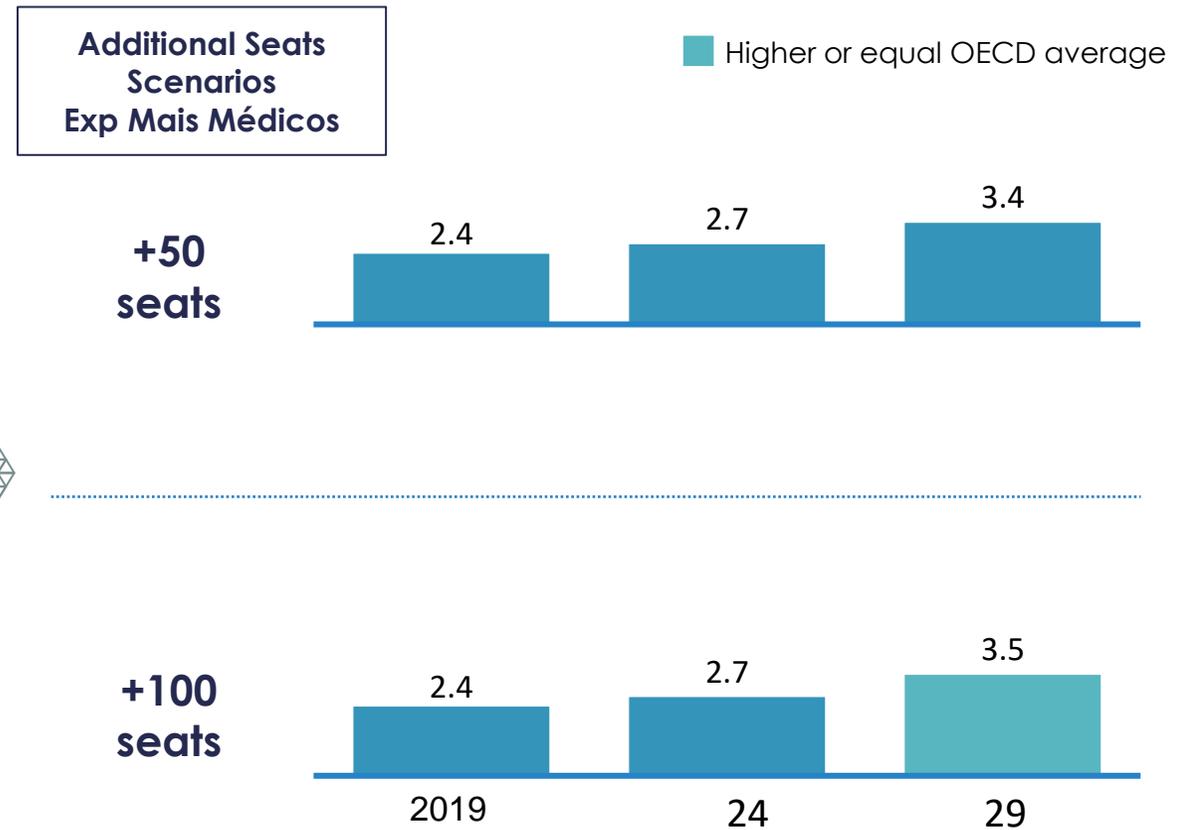
Physicians per 1000 inhabitants

2019



Despite increased supply, the number of physicians will continue relatively low in the mid-term, with most growth in the countryside

Growth1 in physicians/1k inhabitants – through Mais Médicos program



1 Scenario 1: expansion of 50 seats for each *Mais Médicos* authorization; Scenario 2: expansion of 100 seats for each *Mais Médicos* authorization.

Focus on 3 pillars to operate in a more dynamic Medical Education market



Strong organic growth plan

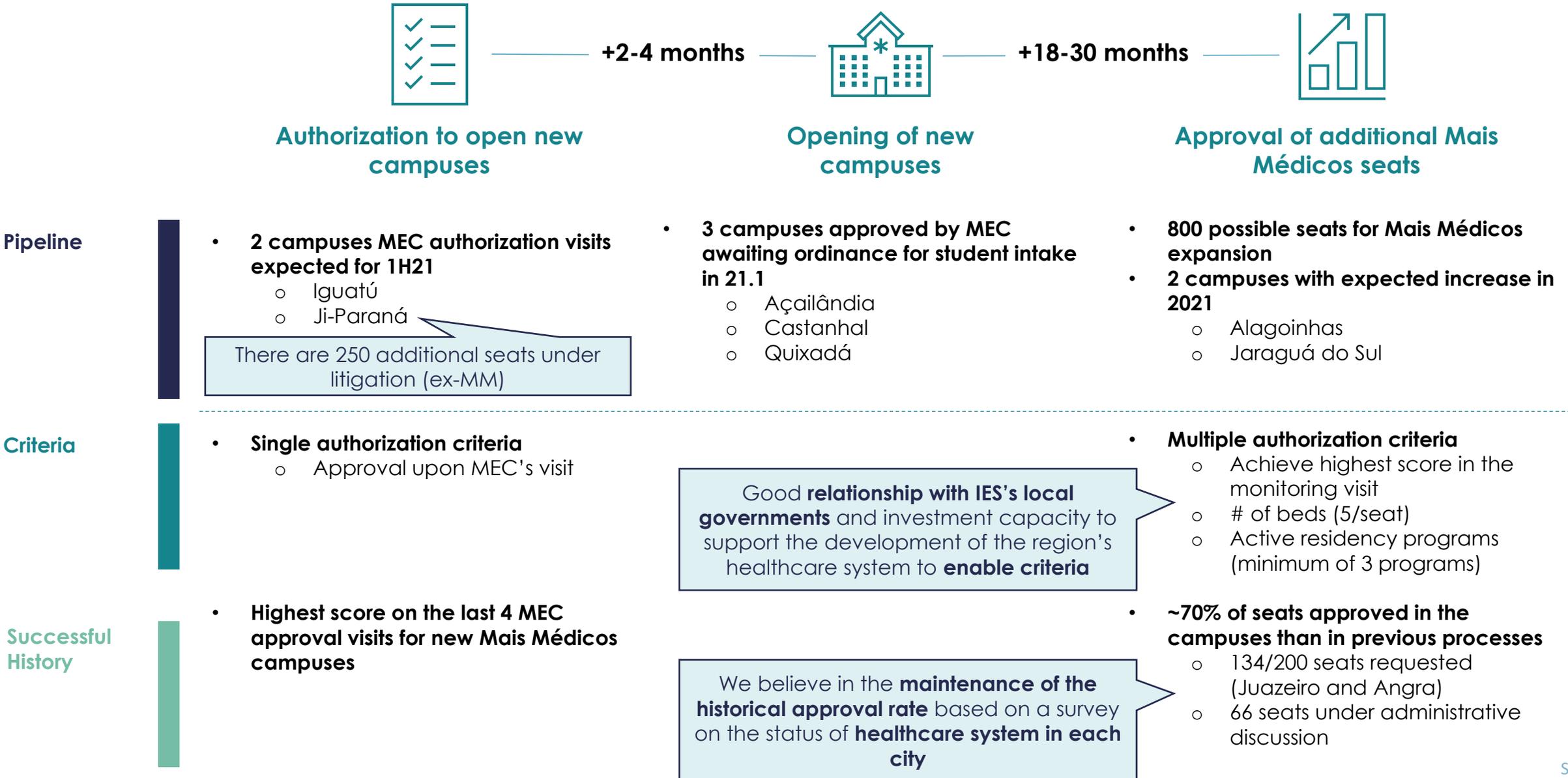


Distinguished value proposal



Expansion to other stages of medical education

We have a well-defined pipeline to grow through new Mais Médicos units and increase in seats



Student growth potential ~2.5x organically

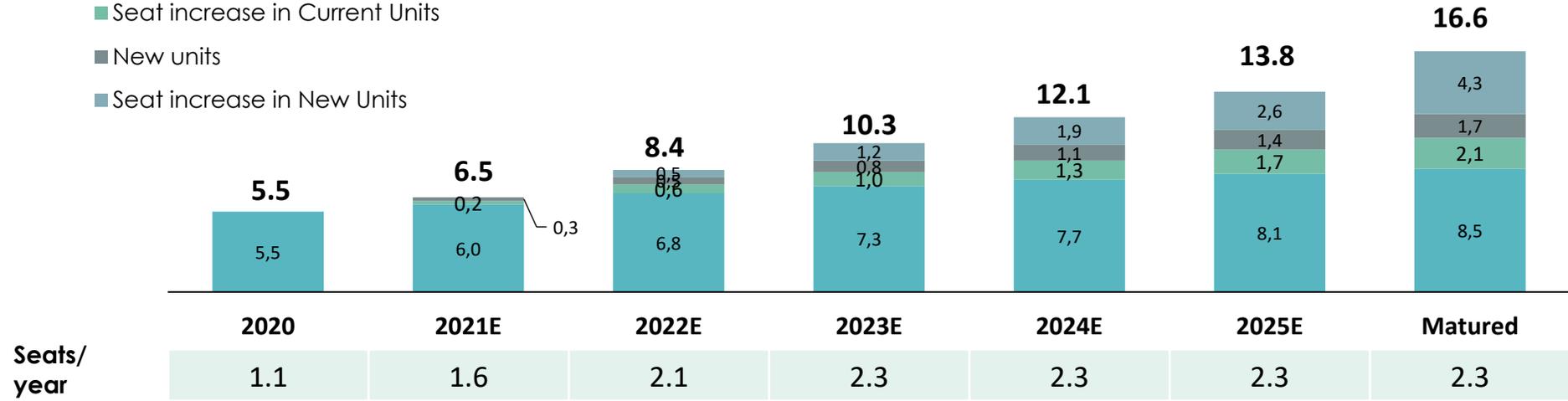
Organic Base's Full and Adjusted Growth Potential

students (k)

- Current Units
- Seat increase in Current Units
- New units
- Seat increase in New Units

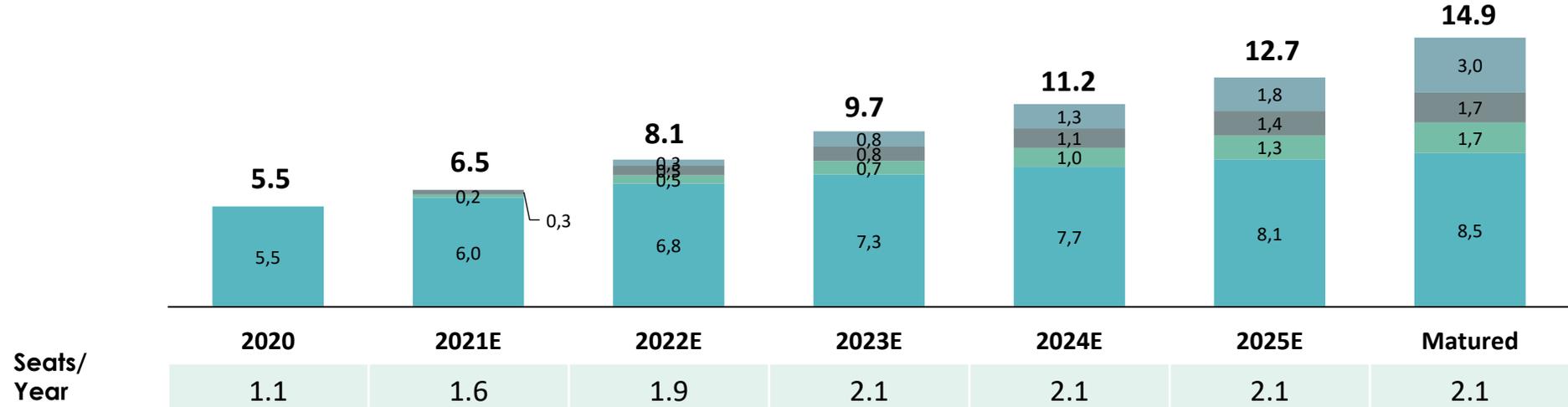
High value creation: CAPEX/ new organic seat 5-7x less than acquired seat and it is even lower in the event of seat increase

Full Potential
(100% of possible seat increase)



Does not include 250 seats under litigation (ex-MM)

Adjusted Potential
(70% seat increase)

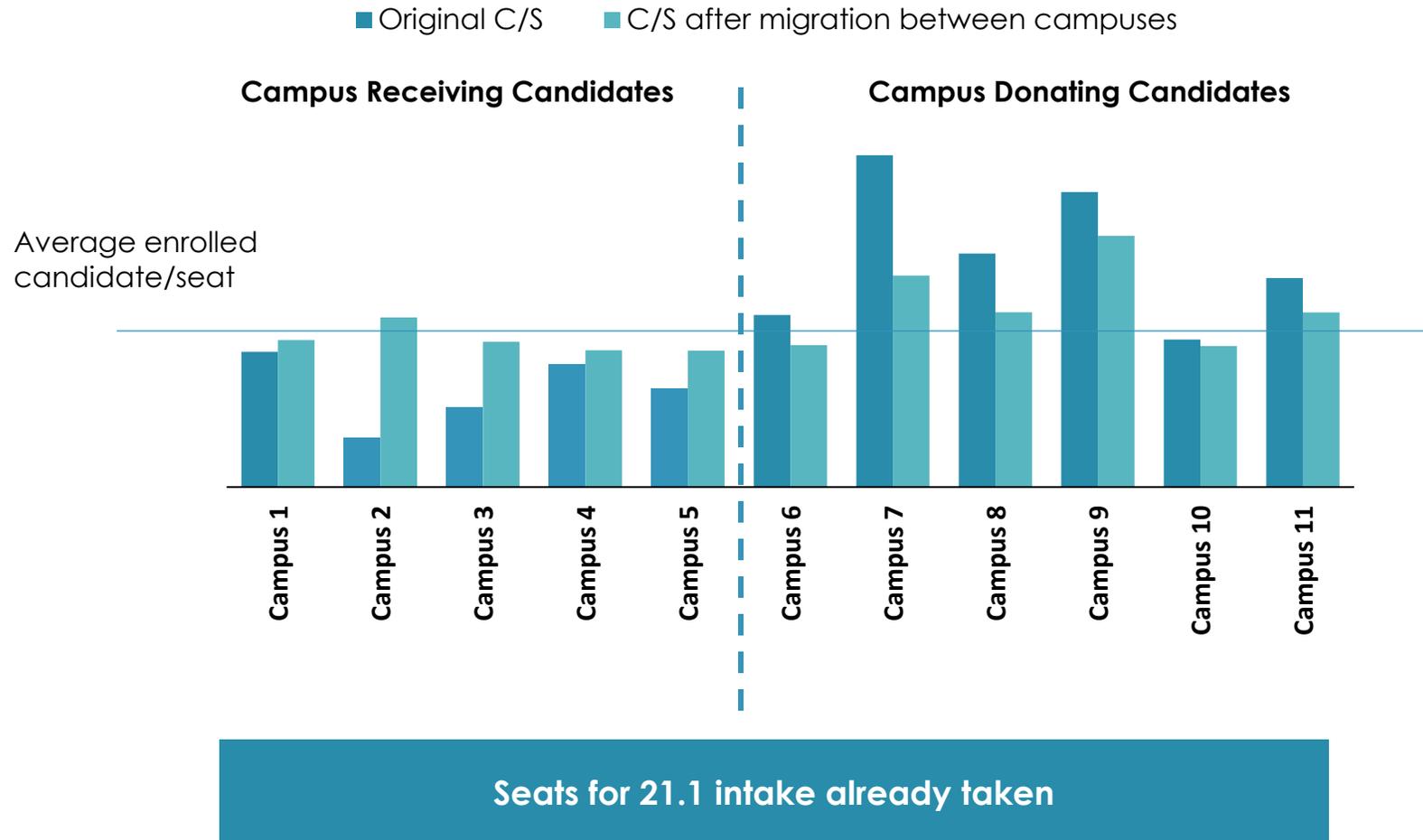


* Includes 10% of FIES seats and 10% of Pronui seats **Does not consider seats under litigation

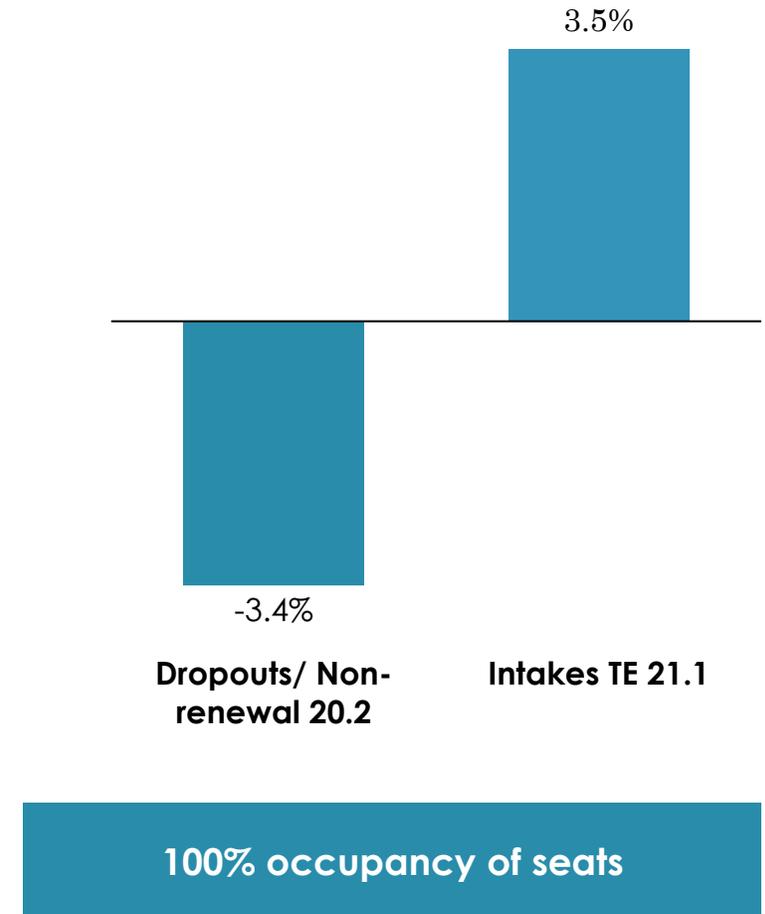
We constantly improving our intake processes

Unified entrance exam significantly improved the funnel at the units with lower candidate/seat ratio with no impact to most competitive units

Renewal Gaps / Dropouts are offset by Transfers



% Base



YDUQS



Use of technology integrated to curriculum

Innovative technologies are defining **the profession for the coming years**

Digital content platform for personalized learning support

Practical simulation robots/technologies

Apps to enhance students journey: monitor students' journey in practical scenarios



Excellence in Medical Agreements

Wide partner network to offer students **experience in the different attention levels**

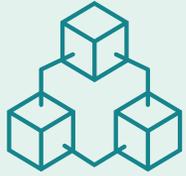
santallydia
FUNDAÇÃO



Pedagogical Methodology

Unified pedagogic project based on **active learning methodology** and wide insertion of **practical activities / scenarios** since the beginning of undergrad

Focus on concept operations, enhancing even further the experience with special elements - Città Case



Investments in improved infrastructure, more attractive to students



Campus fully equipped with technological resources



Capacity to charge a higher ticket, with an increase in candidate search per seat



Citta Campus:

- Exclusive experience
- Wide campus, located in an upscale part of town



Distinguished use of technology at the Citta Campus, i.e.:

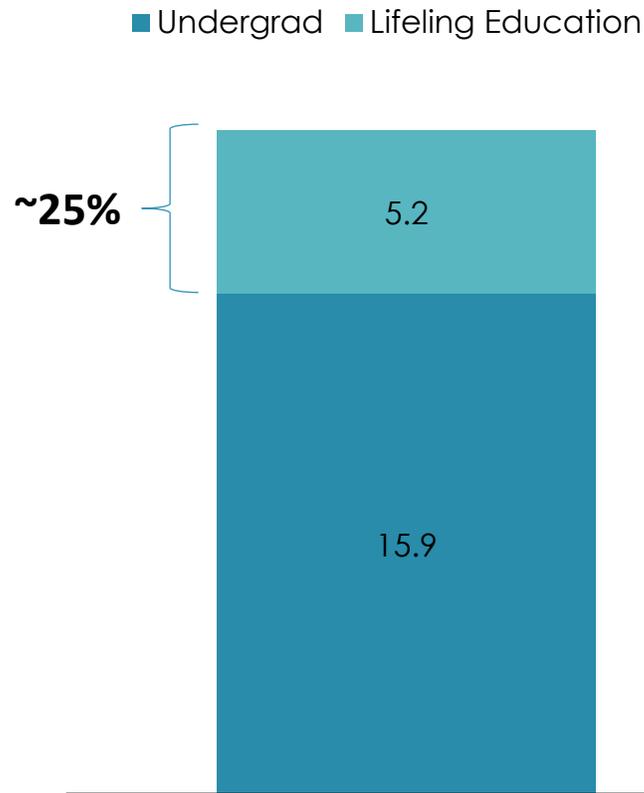
- Virtual reality anatomy lab
- Dissection table and clinical cases

We are expanding our operations to other stages of medical education, reaching a significant market

Lifelong Education represents ~25% of total medical education market

We are investing in restructuring and launching pilots in the Lifelong segment to capture this market

R\$B



Portfolio restructuring



Pilots



Theoretical support
Model medical residency
EnsineMe



Post Grad courses
Emulating Medical Residency



Partnerships



Ibmec as an academic platform for YDUQS with a strong growth plan

IBMEC is strategically important to YDUQS



IBMEC professors teaching on Ensiene.me



Ibmec Hub: attracting start-ups for student development and bringing Yduqs close to the ecosystem



Experimenting with new practices in niches to then scale them

With a strong growth plan



- 4 campuses in operation: 2 RJ, 1 SP, 1 BH
 - 4.8K undergraduate students
 - 1.3K graduate students
- High brand recall >70%
- Academic excellence (mostly ENADE 4+)

IBMEC Campus

- **Expansion in Brasília being planned for 2022**
- **Evaluation of new campuses** for expansion in the coming years

Corp Solutions

- **Well-positioned brand** in the market
- **Expansion** of the offer **portfolio**

Grad School

- **Ibmec Management – Grad branches** in up to 30 cities
- **Expansion of the online grad courses offer**

YDUQS

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