

YDUQS

SELL SIDE VISIT

YDUQS

April 06th , 2023

Student Ecosystem





Over the last few years, the evolution of our students' learning solutions ecosystem has provided **scale** growth with **experience** and **engagement** as differentials.

With the **intensive use of technology** and the **reformulation of the teaching model**, we transformed how our students study, focusing on boosting their life and career project.

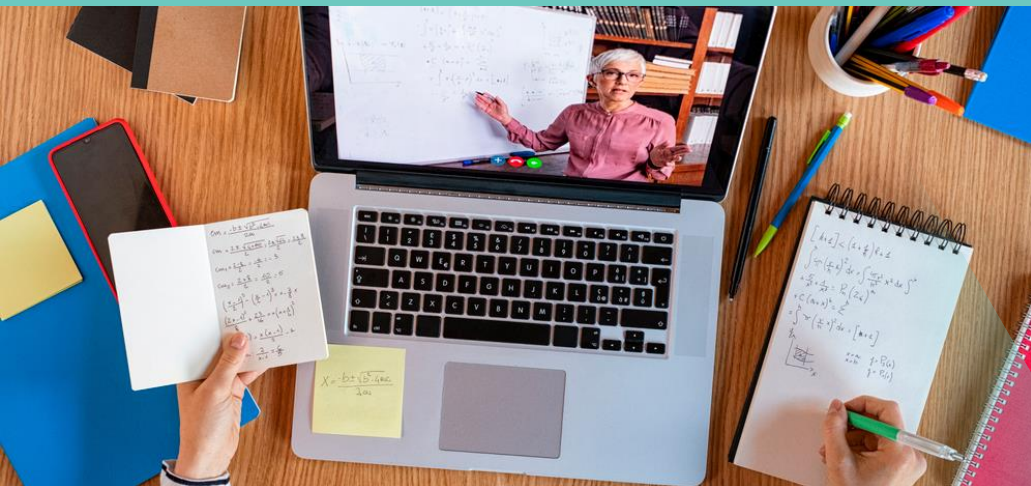


Our digital education has undergone major changes and reached a new level



Beginning of the distance learning

TRADITIONAL DISTANCE LEARNING



- 100% digital and satellite transmission
- Greater need for space and cost at the units
- Little flexibility
- Less scalability for expansion

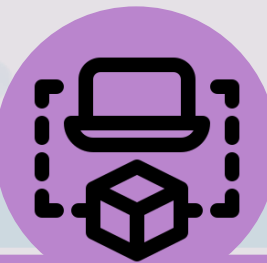


Regulatory change and increase in supply

DISTANCE LEARNING 2.0



- 100% digital
- Time optimization for students
- Greater efficiency for partners
- Focus on accessibility (time, location, price)
- Virtual practical classes



Digital transformation

EnsineMe



- Proprietary Virtual Classroom and integrated App
- Intermediate certifications
- Matrices based on skills
- Focus on workability
- Content quality (centralized production and differentiated curation)



We have created an ecosystem that can be adapted to different futures, delivering experience to ALL our students, regardless of how they choose to study

	Lower attendance				Higher attendance
	Digital	Flex	Live	Semi on-campus	On-campus
Teaching model	100% online, with content and platform designed for the most diverse devices	100% of online classes and practical activities in virtual laboratories	100% live classes. Real-time interaction with professors and classmates	70% on Digital and 30% on On-campus. Access to complete campus infrastructure	3 to 5 days a week of on-campus e activities + digital content. Full campus experience
Characteristics	Students have the flexibility to study wherever and whenever they want to. Multiple and diversified content: videos, debates, games, podcasts, exercises, simulations	Flexibility of the digital model with practical experiences consolidating the theoretical learning	The on-campus class experience from wherever students are. Freedom to study and interact live from anywhere in the world	Freedom to choose the best way to study. Time flexibility without sacrificing the on-campus experience	On-campus networking with full campus experience: laboratories, libraries, qualified faculty with market experience
Student % base	52.3%	9.5%	0.1%	4.5%	33.6%
Number of courses	108	19	18	31	88





Learning Paths



Digital Learning Environments



Student Engagement



Workability

Successful methodology, excellent content, and an efficient model that allow us to deliver a high level of quality to everyone





Learning Paths

+ ACADEMIC CONTENT

High-standard content, developed by the best professors in the market, **focusing on engagement** and **adapted to the student's profile**

+ PORTFOLIO

Expansion of the portfolio based on the modularized production of content, making the creation of new courses easier



+ METHODOLOGY

Academic paths and intermediate certifications defined aimed at **developing skills**

+ ASSESSMENTS AND EXERCISES

More than 500 thousand questions **curated intelligently**, supporting all stages of the learning process

+ RECOGNIZED QUALITY

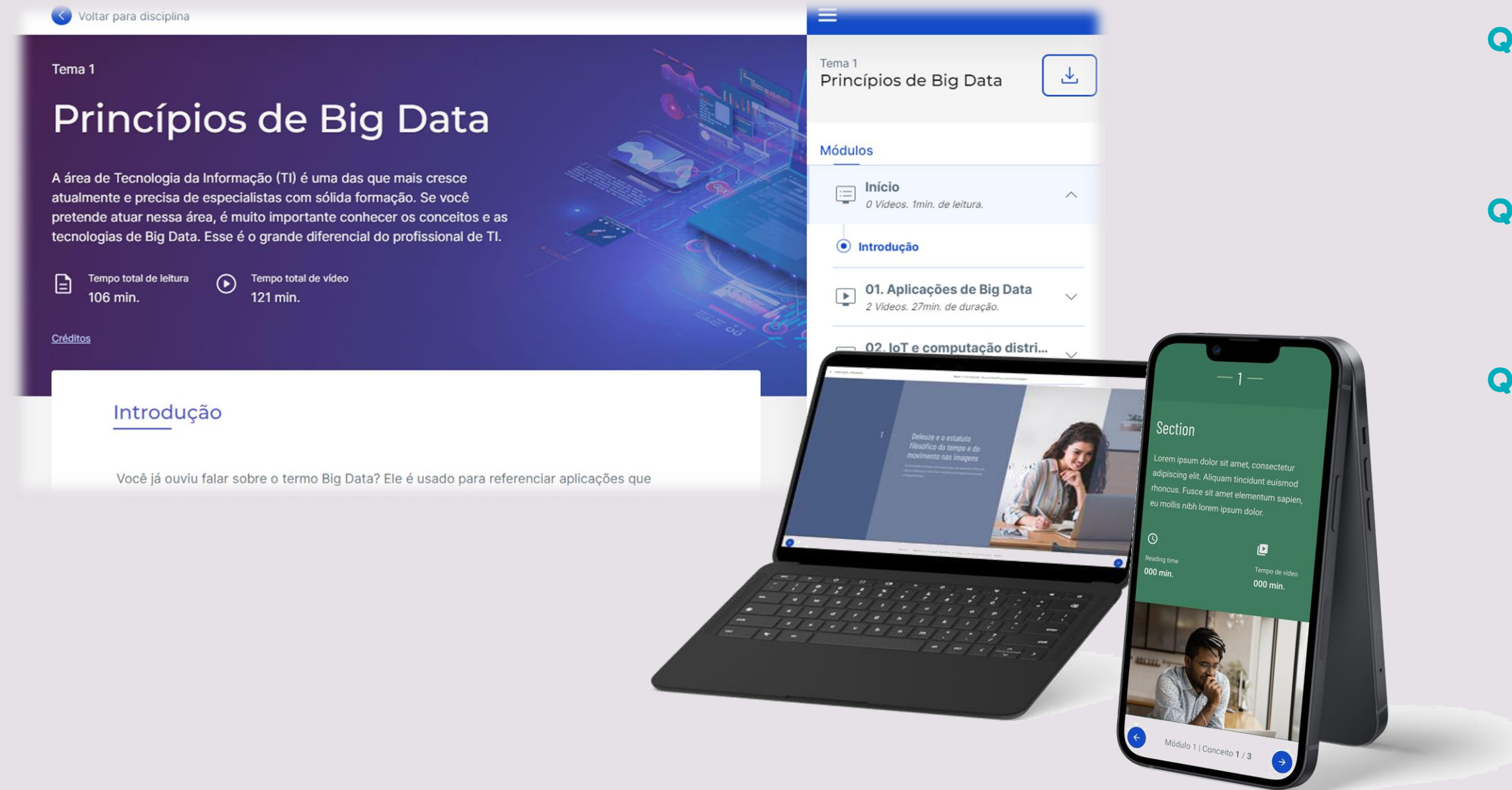
MEC (Ministry of Education) visits with attribution of **grades 4 and 5** and reflection on the **ENADE (National Exam of Students Performance) result**





Learning Paths

Academic Content



+ 30k

videos and podcasts produced

+ 1k

laboratory practical activities

- Q Content in modules, optimizing the updating and creation of new courses
- Q Varied and interactive learning elements, enhancing engagement
- Q +10 types of videos, such as case studies, practices, debates, problem-solving
- Q Involvement of the best specialists in the market in the creation

Same template for all courses



Template by field of knowledge



Template customized by student

WE ARE
HERE



YDUQS



Learning Paths

Assessments and Exercises

+ 500k

questions in a centralized bank to be used in exams, mock tests, or exercises

+ 1 million

exercises prepared by topics, allowing study by questions grouped by subject

+ 5 million

exams and mock tests prepared by disciplines for all modalities

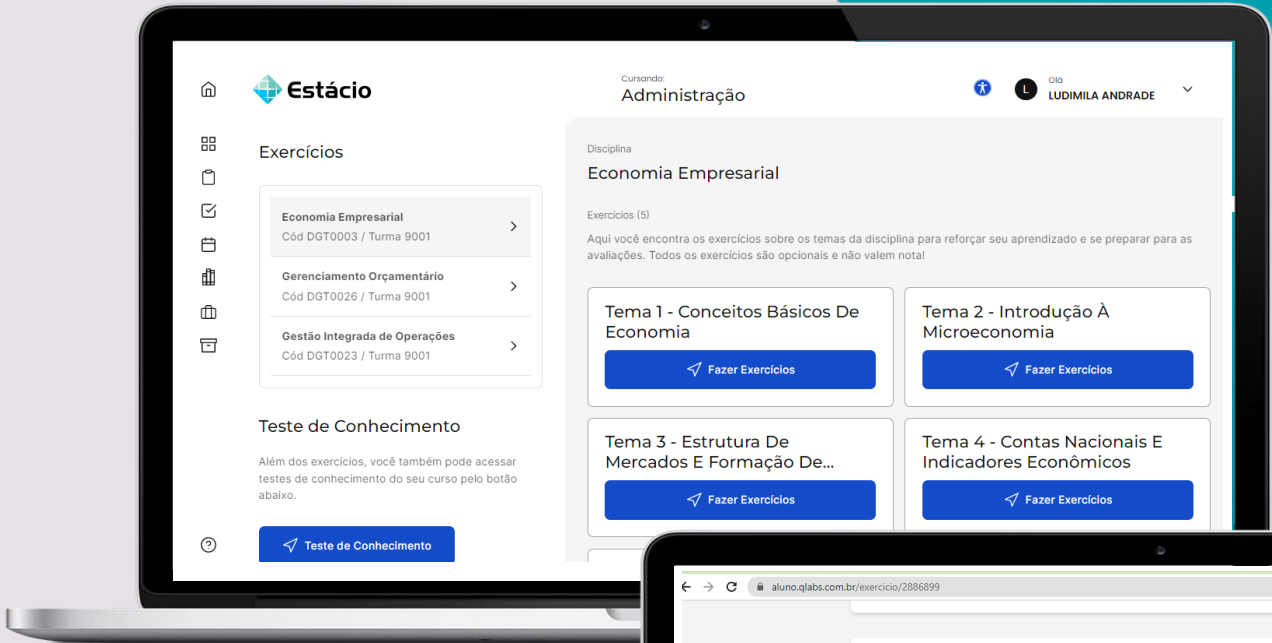
Data, innovation,
and technology



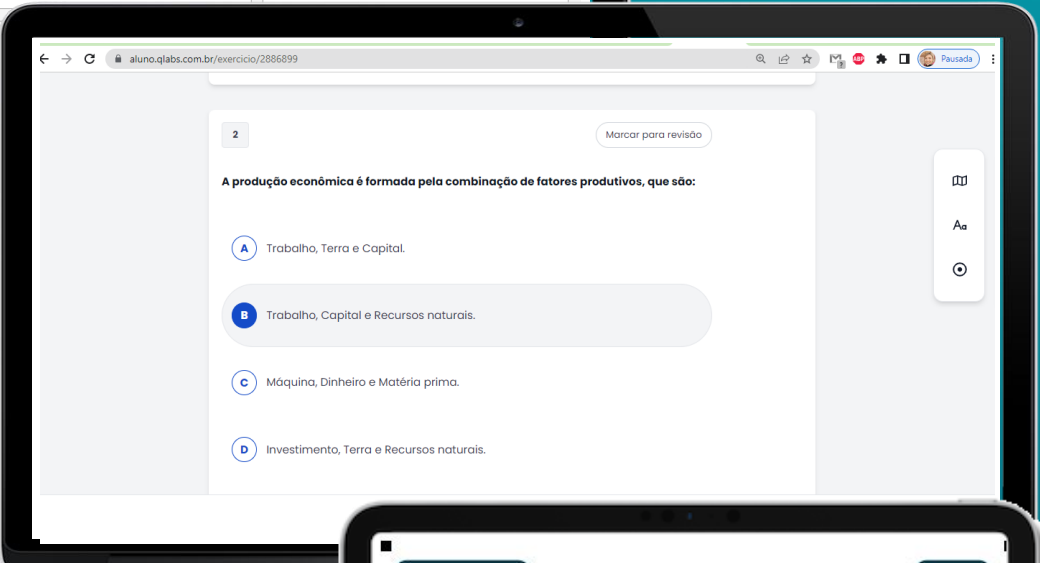
Teaching
customization

- Intelligent curation:** Advanced data analysis indicating the difficulty and quality of the questions + student learning level (Item Response Theory)
- Immediate result:** Digital exams + on-campus exams using a QR Code allow instant feedback on student performance

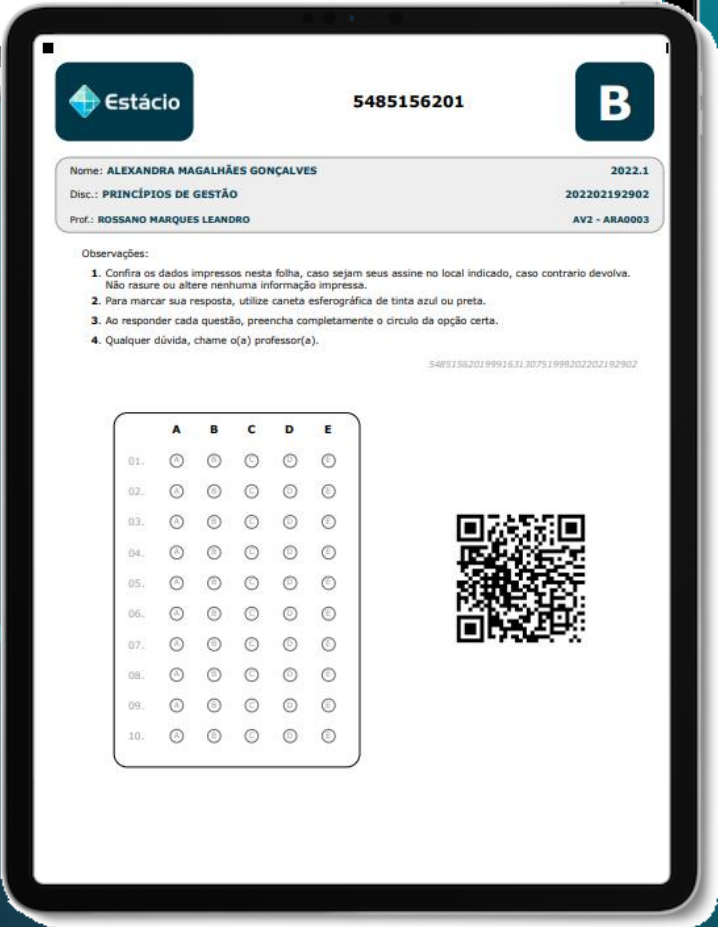
Exercises
by topics



Mock tests
and exams



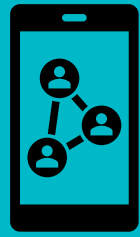
On-campus
exams graded
through a QR
Code



YDUQS



Learning Paths



Digital Learning Environments



Student Engagement

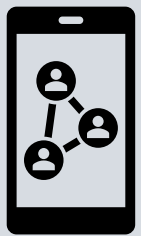


Workability



Mobile and web platform that guides the learning journey, integrating content, exercises, practices, assignments, and exams in a single environment





Digital Learning Environments

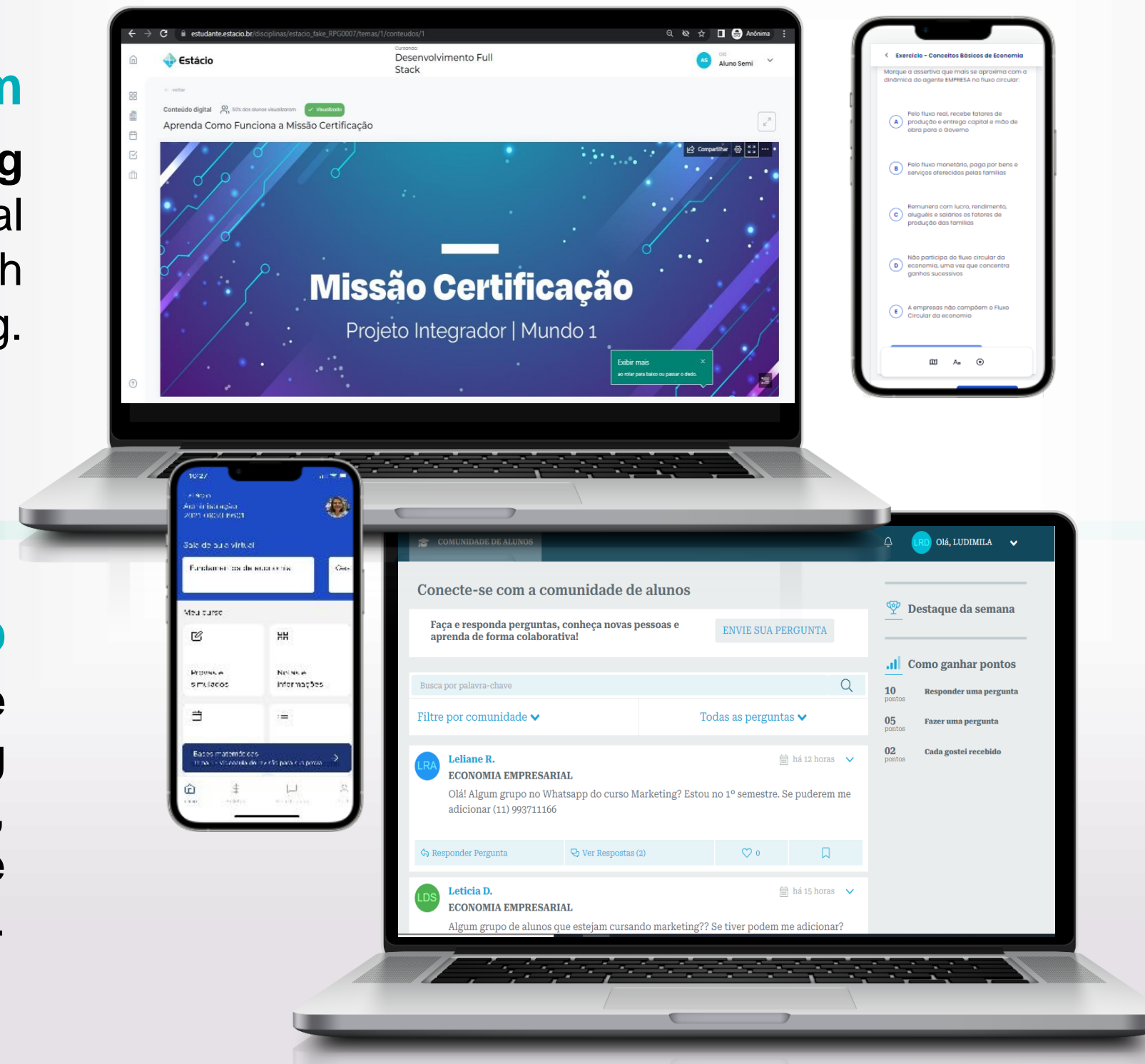
Integrated educational platforms, bringing convenience to learning and providing a fluid and smooth journey for students

SAVA - Virtual Classroom

Digital platform with all learning support features (disciplines, digital content, labs, assignments, etc.) with integrated and smooth browsing.

Student App

The best and most complete application on the market, giving students access to their academic, administrative, and financial life in the palm of their hands.



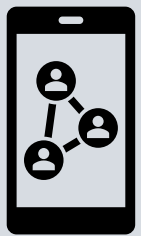
Assessment Environment

Exercises and mock tests organized by topics for student practice. Exams with curated and standardized questions, which allow data analysis.

Tutoring and Student Community

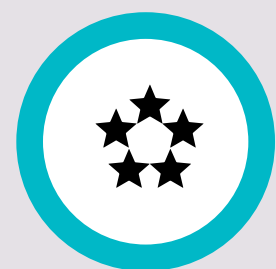
Environment for academic communication; it offers formats such as discussion forums and private messages. Used by students and academic staff for study questions and academic support.





Digital Learning Environments

In the mobile version, the best-rated app on the market



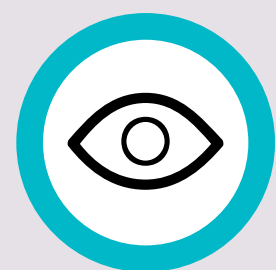
Access and onboarding

Single login for multiple platforms and instructions guide for use



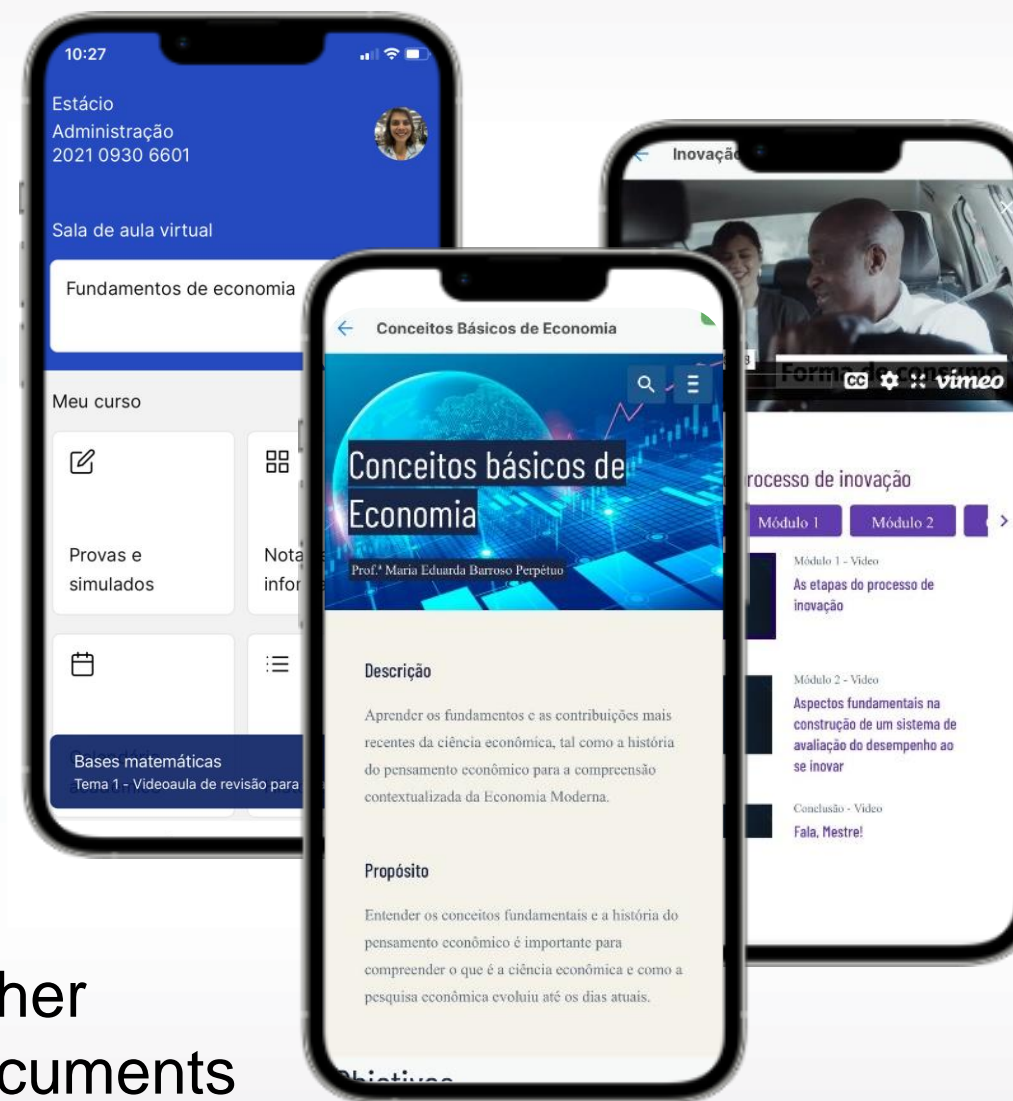
Content and assessment

Access to discipline contents, exercises, mock tests, and assessments



History and progress

Grades, academic records, other information, and academic documents



Customized communication

Banners and notifications with more than 400 customizable filters for assertive communication with each student



Financial

Enrollment renewal and payment of half-yearly invoices, accompanied by Estácio's negotiation program



Requests

Opening and consultation of requests and on-campus assistance

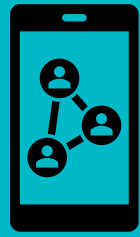
- Q App with the highest rating on the market: 4.7 on the Google Play Store and 4.8 on the Apple Store¹
- Q +770 thousand active students on the App monthly
- Q 70% of the access to the learning platform (SAVA) is made through the App¹

¹ "Minha Estácio" App





Learning Paths



Digital Learning Environments



Student Engagement



Workability

Acting on each student's engagement, with a relationship based on personas and the management of their progress, focusing on welcoming freshmen.





Student Engagement

1

Our onboarding focuses on **WELCOMING FRESHMEN**, prioritizing what is relevant for them to **start studying and not feel misplaced**

Opening class

Practical guide

Centralized communication

~ 33 thousand live students
+ 3 p.p. access to the learning platform
+ 7 p.p. of freshman satisfaction (22,3 vs. 21,3)

2

We provide support and a **HUMANIZED** relationship with our freshmen by means of the **Enchantment Cell**

Monitoring throughout the semester

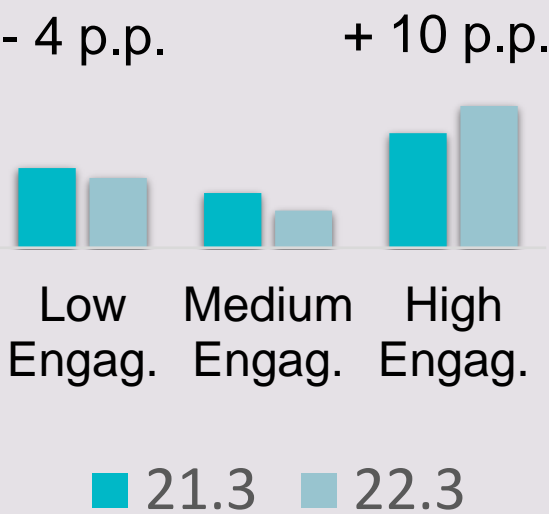
Personalized scripts

+ 6 p.p. of approved students

3

We developed a model of **ENGAGEMENT BY PERSONAS** based on data analytics

Personalized relationships with students



4

We manage **STUDENTS' PROGRESS** from the 1st access to approval and renewal

New learning initiatives

Academic journey behavior

+ 3 p.p. studying
+ 7 p.p. in assessment activities
~ 21 thousand students at Educathon

5

We monitor and improve the delivery of **CONTENT** on the **LEARNING PLATFORM**

Engagement within the platform

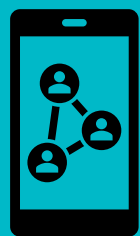
Smooth digital journey

70% of accesses to the SAVA in the App





Learning Paths



Digital Learning Environments



Student Engagement



Workability



We prepare students and facilitate their access to the job market, helping them from finding their first job to those looking to start their own businesses.

76% of former students are working, with an income increase of 53%¹

15% of students indicate that "starting their own business" is their professional goal²



¹ 2021 employment indicator, extracted from the YDUQS Sustainability Report, encompassing all brands and modalities

² Success survey carried out with Estácio On-campus and Online students



Workability



Matrices aimed at developing market skills



Content focused on real-life cases and problem-solving



Intermediate certifications facilitating entry into the job market

We map the skills required by the market



We restructured the curriculum bases and academic content for compatibility

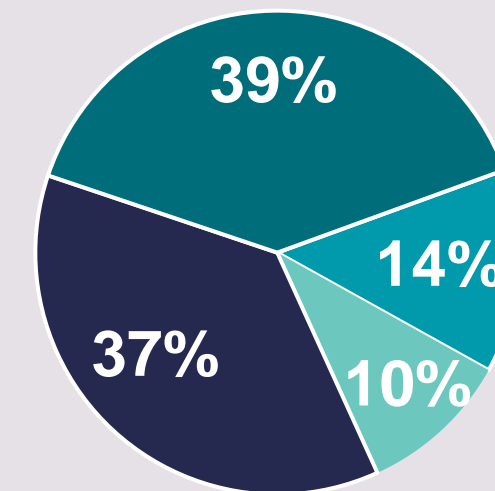


We organize skills by period connecting with the skills needed to enter the job market

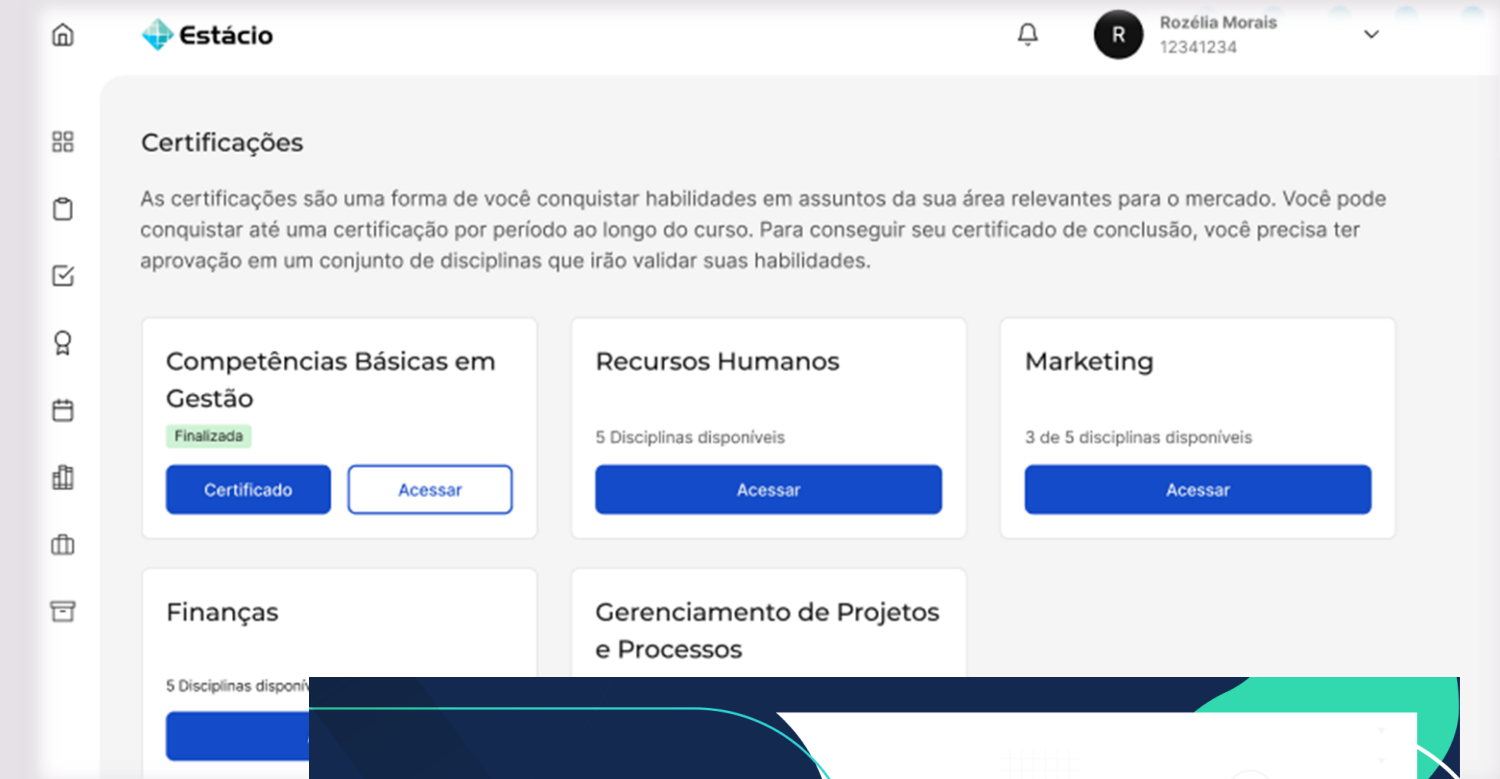


We create intermediate certifications so that students can have access to the market faster

Skills mapped for the Logistics course



■ Storage ■ Purchasing
■ Expedition ■ Transport



+100 courses with revised matrices

+480 intermediate certifications



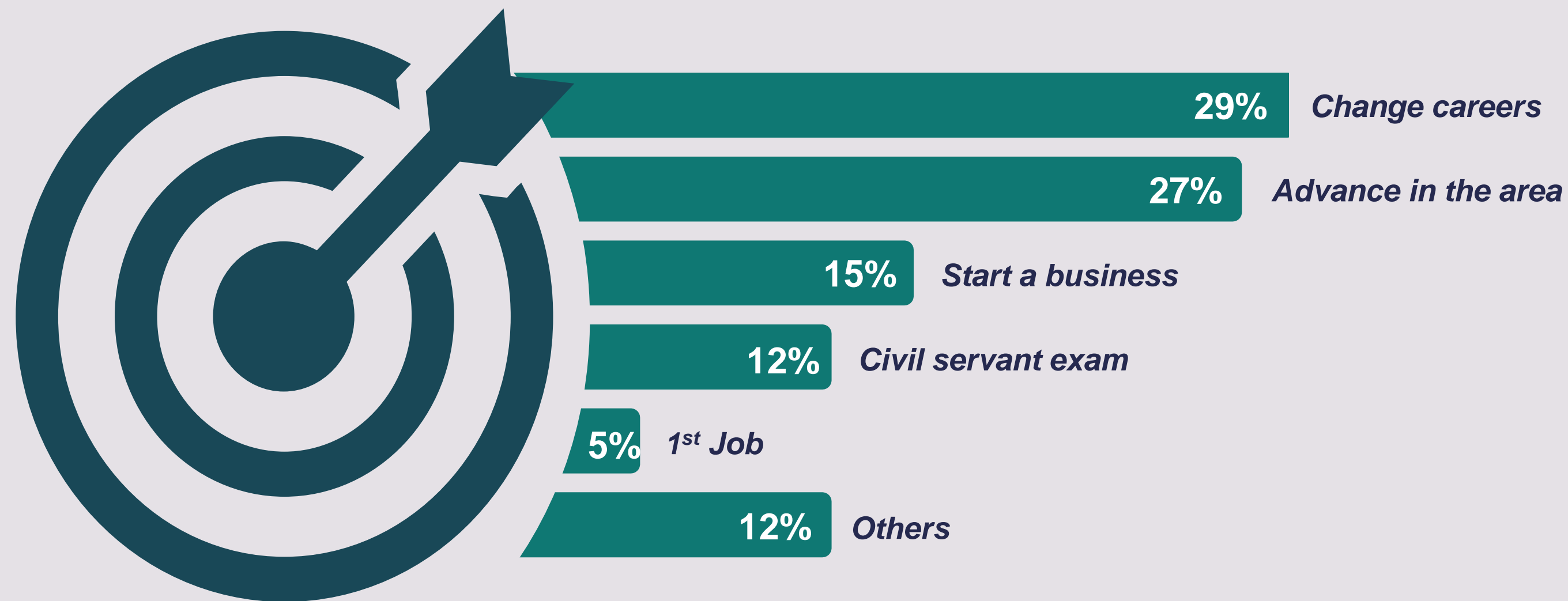
YDUQS



Workability

*We know the professional and personal goals of our students. We are building a new form of relationship, **customized**, based on the **success journey** of each one.*

Success survey carried out with Estácio On-campus and Online students



*We act preparing students for the job market and integrate **upskilling** and **reskilling** initiatives, making each objective viable.*

*With **personalized paths** for each **cluster**, we add **value to students**, delivering what they need at the **right time**.*





Workability

+ 570 thousand
job seats¹

+ 73 thousand
companies served¹

+ 88 thousand
mentored students¹

Job seat portal, internship and
trainee programs

Exclusive and customized
recruitment processes

Virtual
internship and job fair

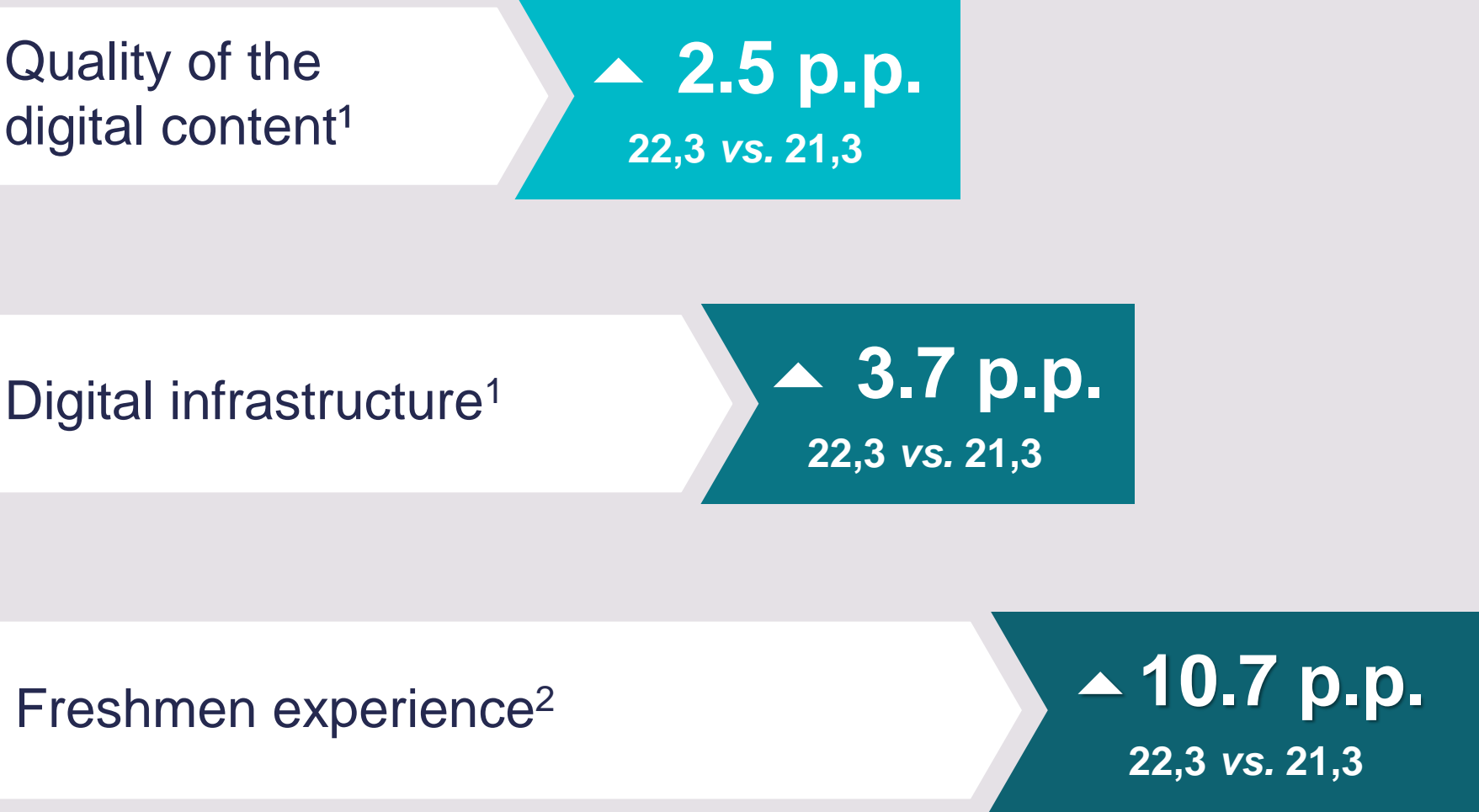
Lives streams, lectures, career month,
and entrepreneurship workshops



¹ Overview 2022 (Estácio and Wyden)

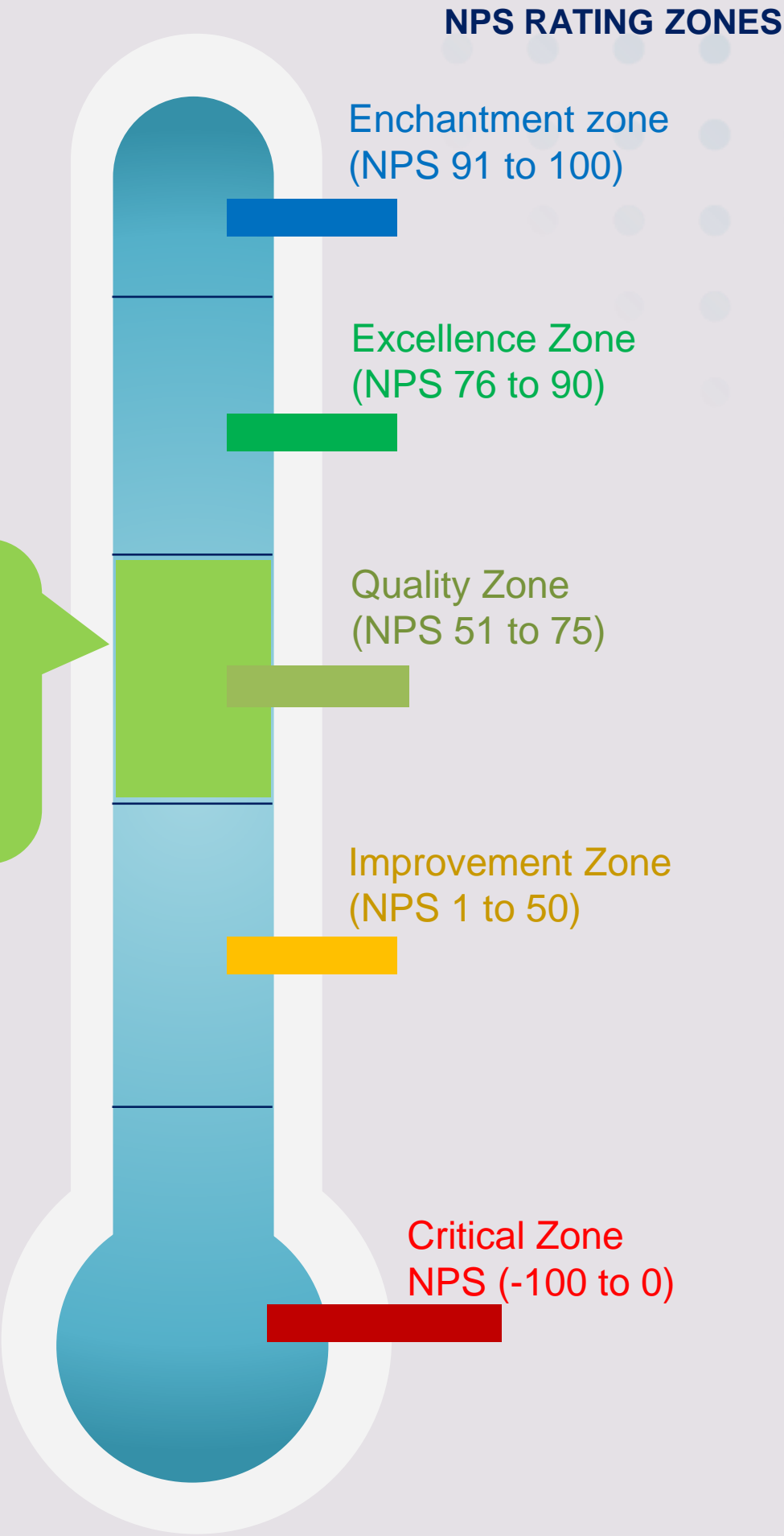


Our ecosystem has been strengthening as a differential for the student choice



¹ % Estácio and Wyden Distance Learning Promoters
² NPS Distance Learning Freshmen - Estácio and Wyden

We reached the Quality Zone² with the freshman experience



And the continuous feedback we receive is a thermometer for the quality of this delivery

First, I would like to say that I am very flattered by all the attention you give to new students!

I have never seen such attention, assistance, support, and hospitality in other institutions!

05:50 p.m.

This is encouraging!

05:51 p.m.

I'm 26 years old. I have a technical degree in work safety and civil firefighter. But it was in the digital environment that I found myself and felt happy professionally. I started working when I was 14 years old, subject to the Consolidation of Labor Laws, but I decided to resign in 2019 and start working as a virtual assistant.

I did not imagine how many opportunities would arise on this path and how much I would find myself.

05:53 p.m.

Hi.

Good afternoon.

Thank you for your message, and I am glad it's not a chatbot.

Well, I am 58 years old, and I am very happy to start my course after a few failed attempts over the years.

And happy to be at Estácio as well.

But I confess that I am a little afraid of not knowing how to use digital tools, even though I am in the digital lol

05:44 p.m.

Hello! Good morning.

11:20 a.m.

My name is Francisca Amélia; I am 40 years old, I have a degree in Pedagogy and a Master's degree in Education, and now I'm taking my second-degree course. I was even taking Languages at another institution but was very unhappy and decided to switch to Estácio.

11:21 a.m.

I am very happy with this contact. At the other institution, I was simply left out.

11:26 a.m.

Good evening! It is a great pleasure to have someone to help.

My name is Cleonice, and I'm 37 years old, married and the mother of a 10-year-old daughter.

I love to read and travel.

I've been working in the human resources area for 15 years. I've tried to acquire knowledge on other occasions, but it was always disappointing.

I joined Estácio by recommendation... and I instantly loved the first contact.

I love this HR area and the personnel department; knowledge is never too much.

I hope this will be an amazing journey full of knowledge. And let the diploma of my dreams come.

08:44 p.m.

Good evening, my name is Juan, I'm very happy with the care you are providing; my name is Eduardo, as you already know, I'm 18 years old, and I'm a volleyball and soccer player, and that's it, I'll do my best to reach my goals.

11:13 p.m.

Conclusion





High-quality and modular content



Learning environments for the entire learning journey



Data analytics to engage and customize the experience



Workability as our success driver



We stand out for the excellence of our **content**, highly qualified **faculty**, and responsive, integrated, and easy-to-use **digital platforms**.

Our focus is to boost the **engagement** and **professional success** of our students, using **data** intelligence, **customization** of the experience, and an inseparable connection between our teaching model and **market requirements**.



Partnership Journey

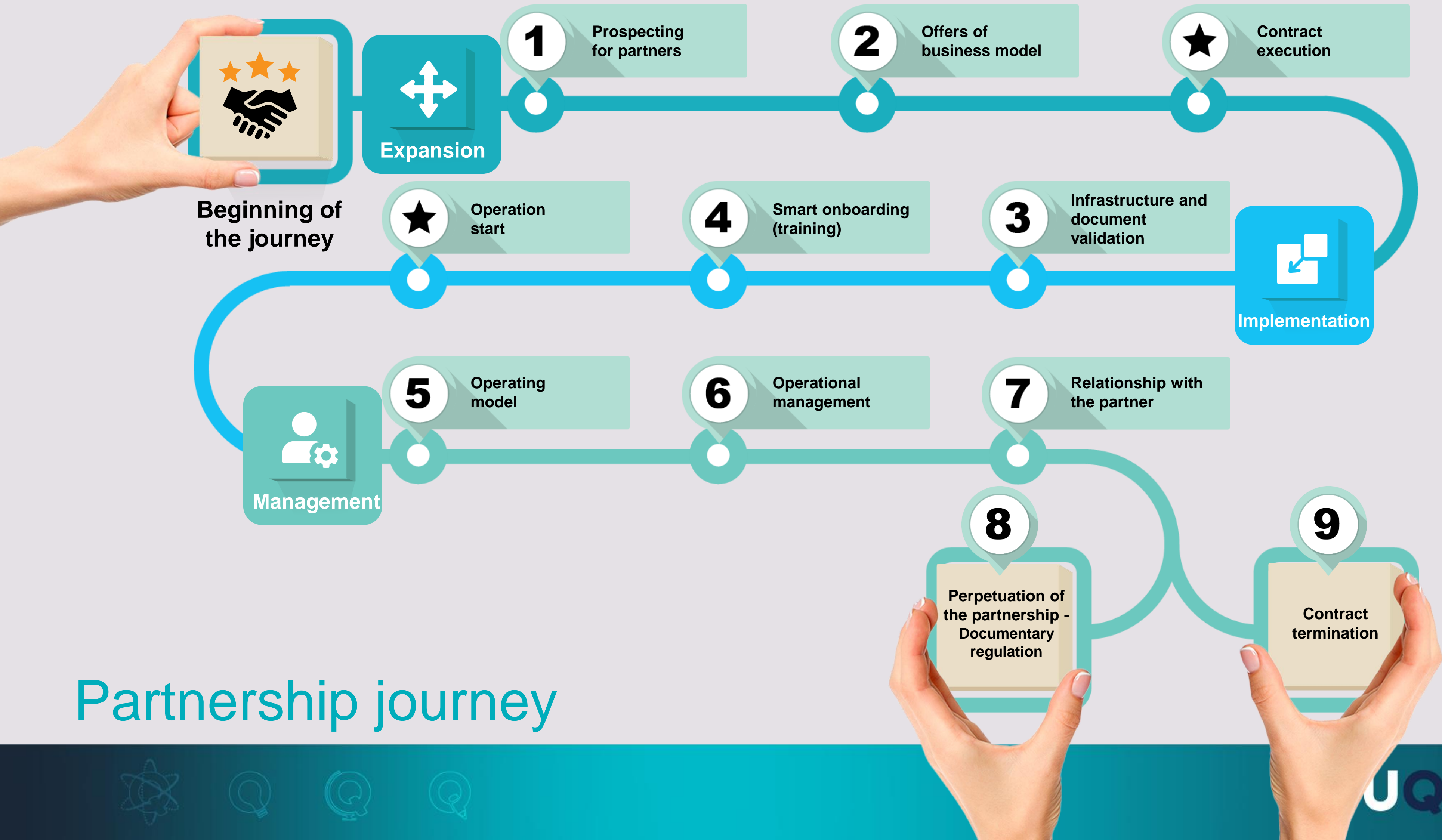
Management of DL Centers





Find out below the **step-by-step** of a partnership journey!





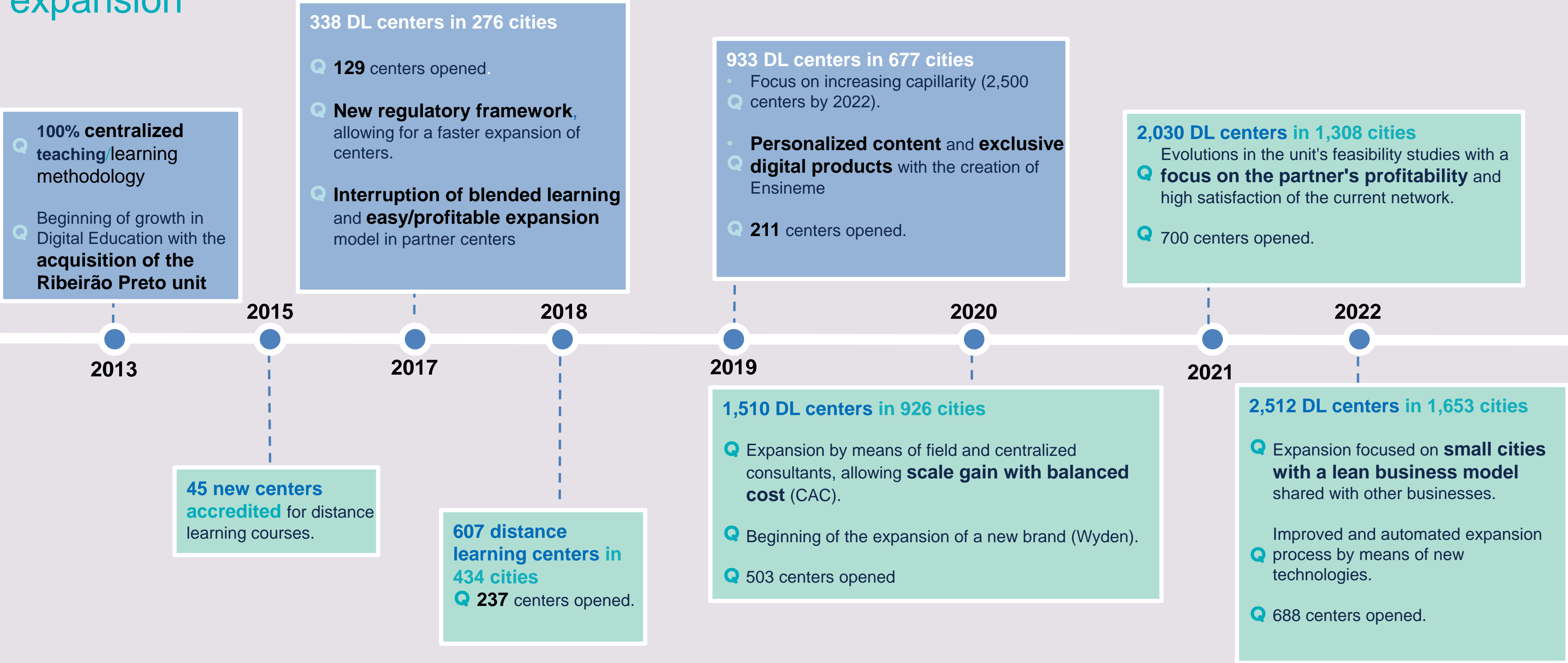
Partnership journey





EXPANSION

Evolution of the Digital Education expansion

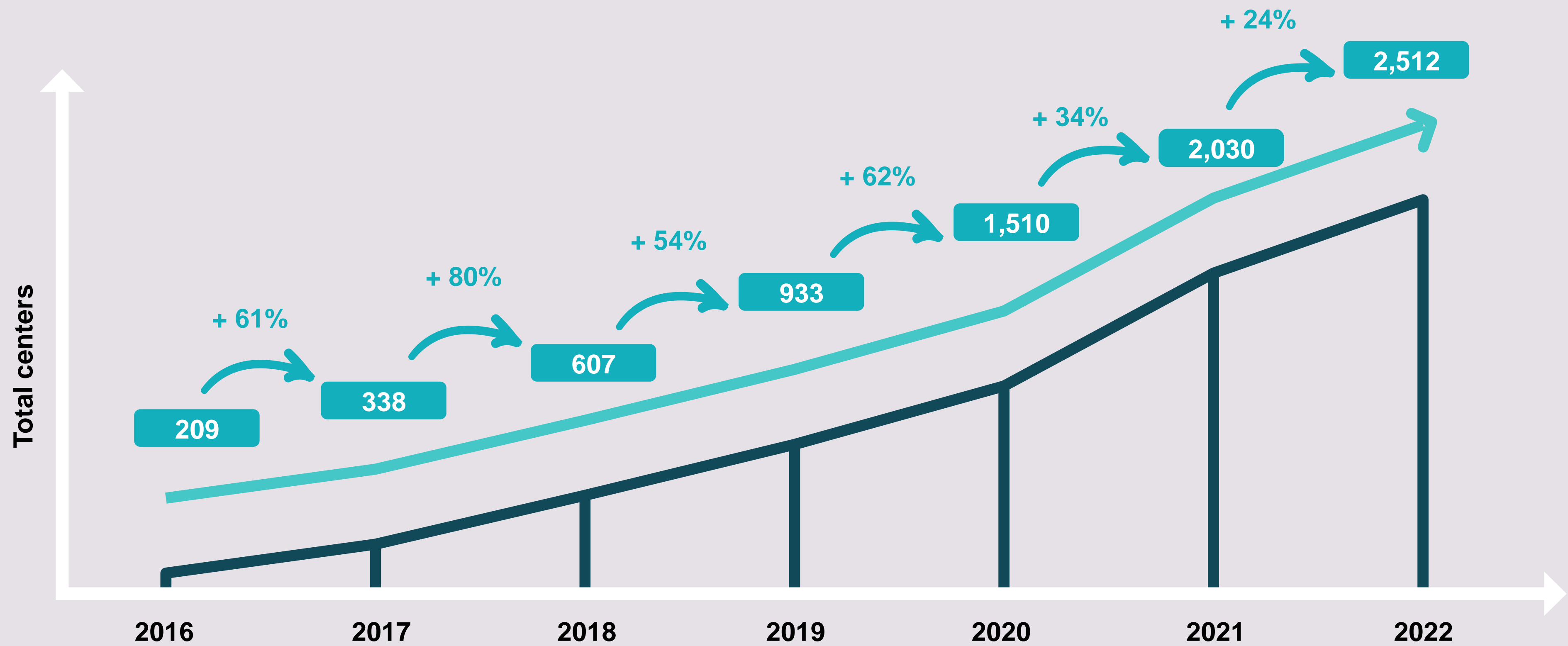


Main milestones



EXPANSION

Even with a tough economic and competitive scenario, we were diligent in the strategy and implementation of the expansion over the years



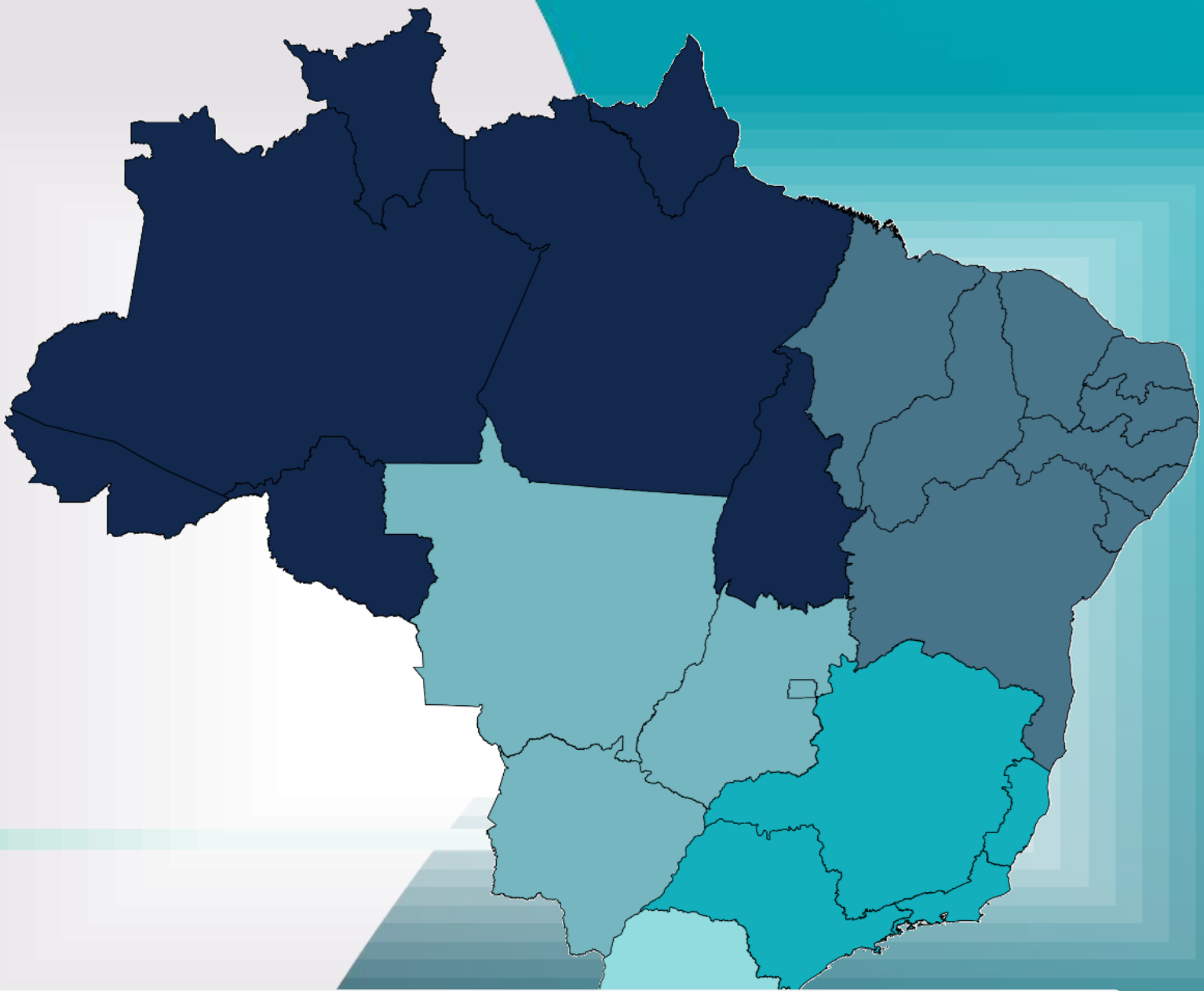
EXPANSION

Increasing our capillarity sustainably and profitably, especially in small cities

CLUSTER	CITIES	PRESENCE %
UP TO 80K INHABITANTS	1,239	24.3%
80 TO 200K INHABITANTS	259	97.7%
200 TO 500K INHABITANTS	106	100%
OVER 500K INHABITANTS	49	100%

REGIONS	CENTERS	CITIES	STUDENT BASE
<div></div> NORTH	234	156	29 thousand
<div></div> NORTHEAST	762	586	94 thousand
<div></div> MIDWEST	236	135	45 thousand
<div></div> SOUTHEAST	968	543	223 thousand
<div></div> SOUTH	312	233	39 thousand
TOTAL	2,512	1,653	430 thousand

Data: Dec/22 closing

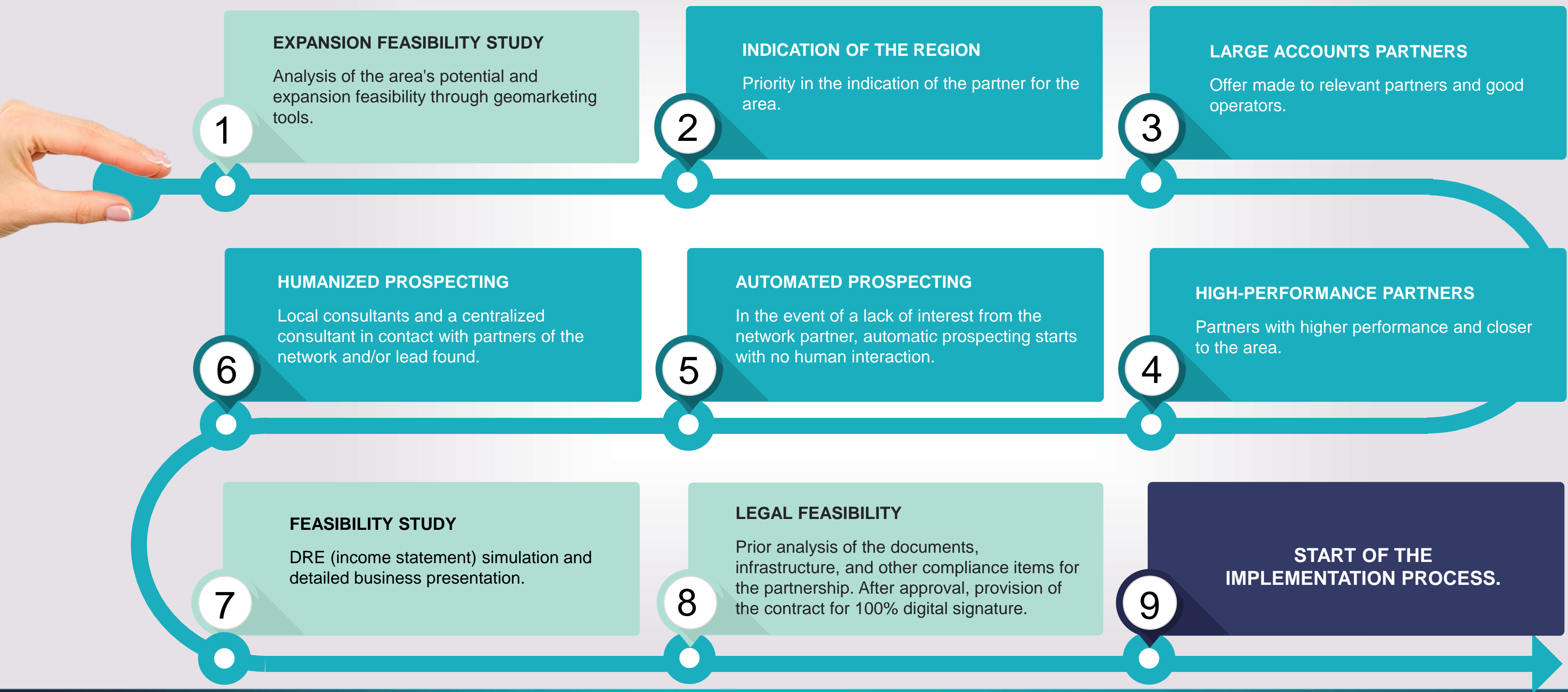


Southeast Region - Student base by State	
State	Number of students
Rio de Janeiro	115 thousand
São Paulo	61 thousand
Minas Gerais	37 thousand
Espírito Santo	10 thousand



1. PROSPECTING FOR PARTNERS

Carefully analyzing the potential of each area and maintaining the business attractiveness for old and new partners of the network



2. OFFERS OF BUSINESS MODEL

With simplified structure models, easy to be implemented, and adapted to the reality of each area

P UNIT: 40–50 m²

UP TO 80 THOUSAND INHABITANTS



IMPLEMENTATION COST:
R\$ 5,000 – 10,000
(SHARED OPERATION)

- 1 Entrance hall
- 2 Computer lab
- 3 Multipurpose room (exams/coordination)
- 4 Accessible restrooms

M UNIT: 60–80 m²

> 80 THOUSAND AND ≤ 500 THOUSAND INHABITANTS



IMPLEMENTATION COST:
R\$ 13,000–17,000
(SHARED OPERATION)
R\$ 65,000–100,000
(DEDICATED OPERATION)

- 1 Entrance hall
- 2 Computer lab
- 3 Multipurpose room (exams/admission test)
- 4 Coordination
- 5 Accessible restroom

G UNIT: 110–130 m²

OVER 500 THOUSAND INHABITANTS



IMPLEMENTATION COST:
R\$ 90,000–138,000
(DEDICATED OPERATION)

- 1 Entrance hall
- 2 Computer lab
- 3 Multipurpose room (exams/admission test)
- 4 Coordination
- 5 Accessible restroom



And with transparency throughout the journey until the unit is operating



BE A PARTNER

Used by the consultant at the first meeting to present the business model and commercial conditions.



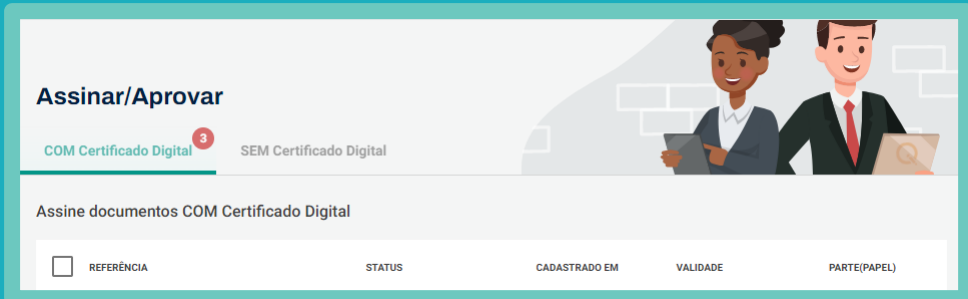
OPERATION GUIDE

Detailed presentation of the business model and the roles and responsibilities of the unit.



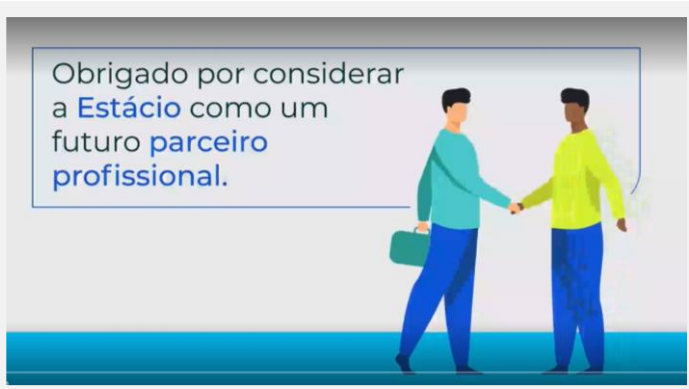
EXPANSION HANDBOOK

Detailed presentation of the entire expansion process until the execution of the partnership contract.



EXECUTION OF THE CONTRACT

Digital platform where the execution process and delivery of documents are carried out.



IMPLEMENTATION VIDEO

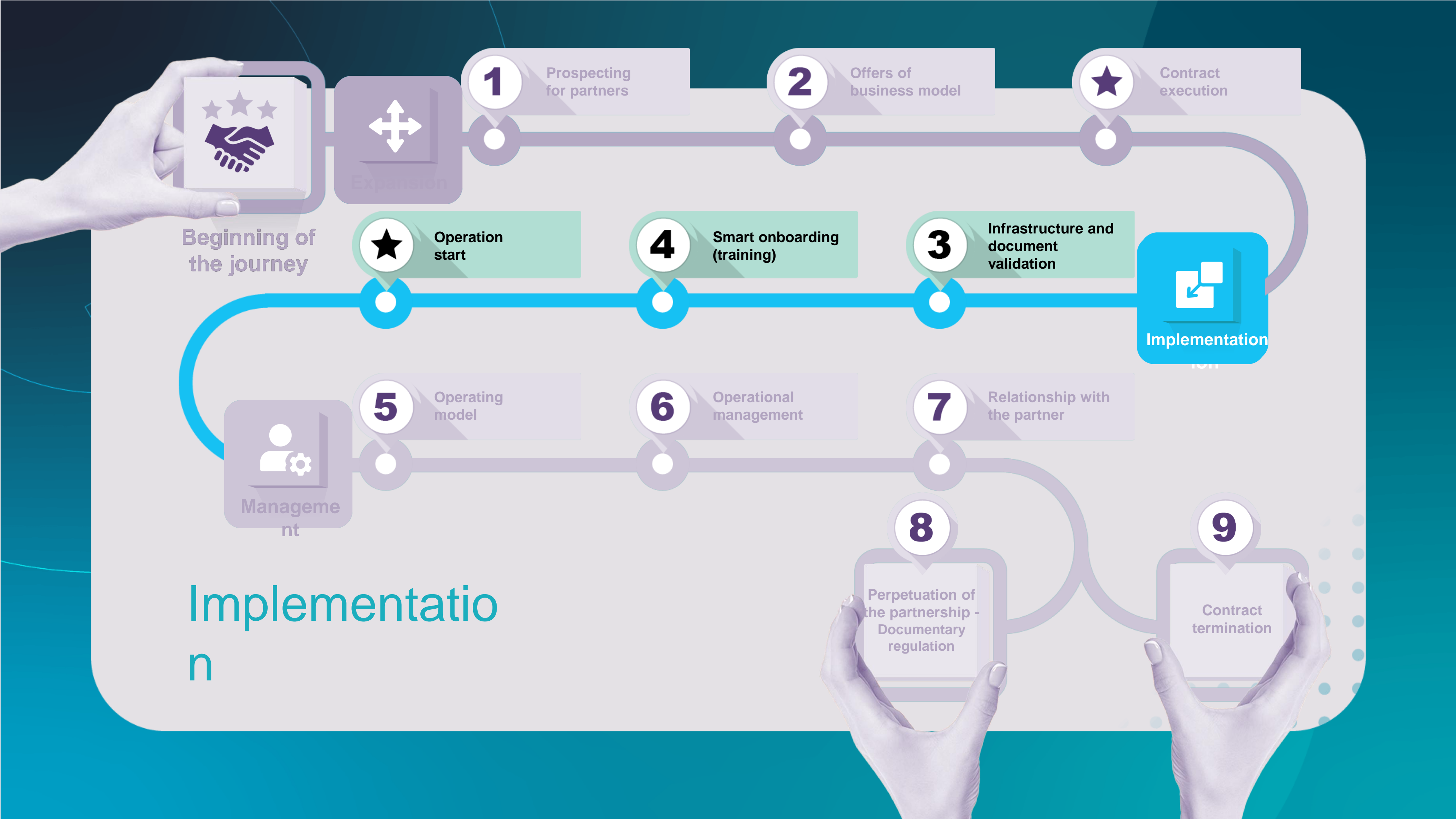
Anticipation to the partner of all flows and processes that the partner will face in the next stage.

Semestre	1º	2º	3º	4º
Graduação				
Ticket Médio	R\$ 181,36	R\$ 181,36	R\$ 181,36	R\$ 181,36
Repassse (%)	50%	50%	30%	30%
Base de alunos	4	13	22	32
Inadimplência	8%	8%	8%	8%
Pós Graduação				
Ticket Médio	R\$ 186,75	R\$ 186,75	R\$ 186,75	R\$ 186,75
Repassse (%)	30%	30%	30%	30%
Base de alunos	1	2	4	6
Inadimplência	8%	8%	8%	8%
Receita Bruta Mensal	R\$ 356,23	R\$ 1.097,80	R\$ 1.391,26	R\$ 1.968,04

EXAMPLE OF DRE (income statement)

Average ticket: ~R\$180 Initial investment:
Cluster: 0 to 80 R\$ ~8,000
thousand inhabitants Break-even:
12 months





4. SMART ONBOARDING (TRAINING)

With synchronous and asynchronous learning and training content

INITIAL OPERATIONS COURSE FOR DISTANCE LEARNING CENTERS

100% online course showing the systems and processes step-by-step, explaining roles and responsibilities, financial management, recruitment, candidate journey, and freshman student journey.

WEEKLY LIVE MEETINGS

Forum for questions dedicated to the Initial Operations Course, in addition to live streams and training sessions to reinforce relevant topics during the week.

COMMUNICATION METHOD

Email and text message exchanges designed to alert about implementation stages and to share good practices, recruitment actions, invitations to live meetings, etc.

100%
OF THE
CENTERS ARE
TRAINED



Implemented centers

Shall we see some examples of implemented centers?



Implemented centers



IMPLEMENTATION

Implemented centers

Name of the Unit:

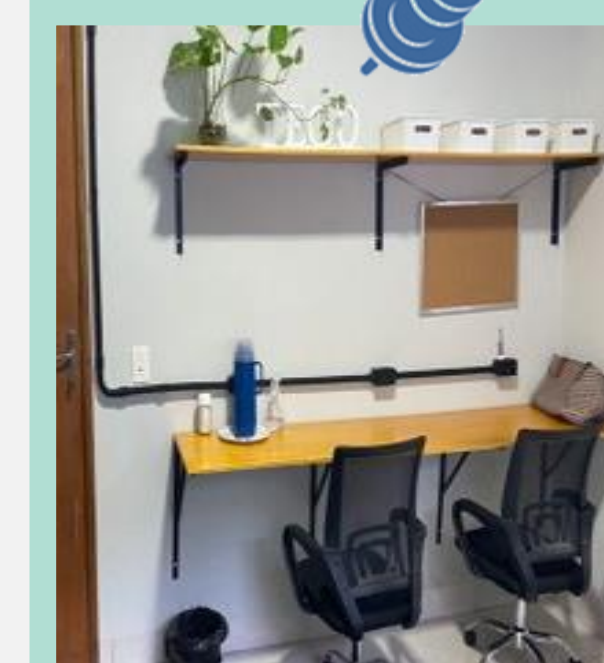
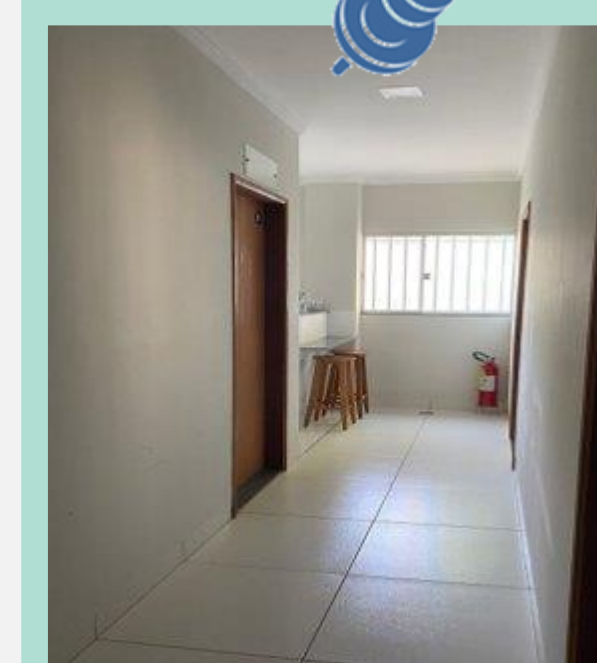
CENTRO CONCEIÇÃO DO
ARAGUAIA UNIT – PA

Population: 48,115

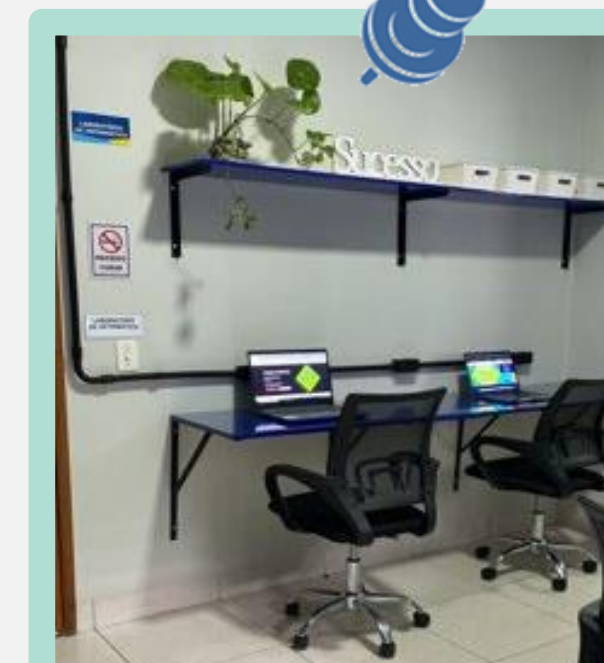
GDP per capita: R\$ 12,955.95

P Unit - Shared

BEFORE



AFTER



Implemented centers



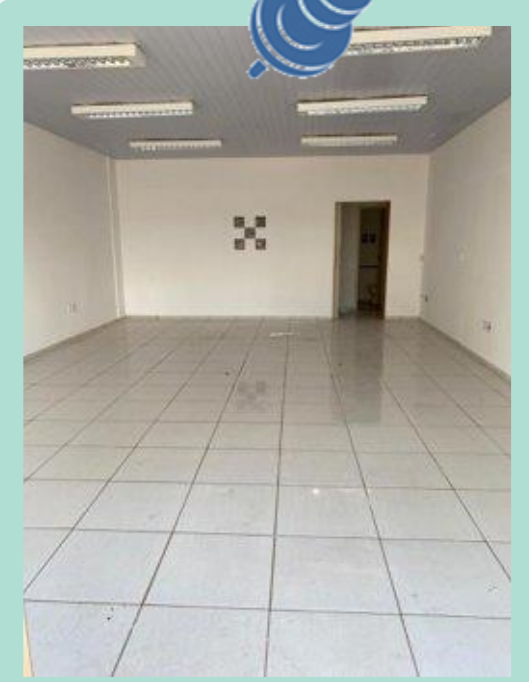
Centro
Toledo Unit - PR



Implemented centers

Name of the Unit:
CENTRO TOLEDO UNIT - PR
Population: 144,601
GDP per capita: R\$ 47,553.44
M Unit (dedicated)

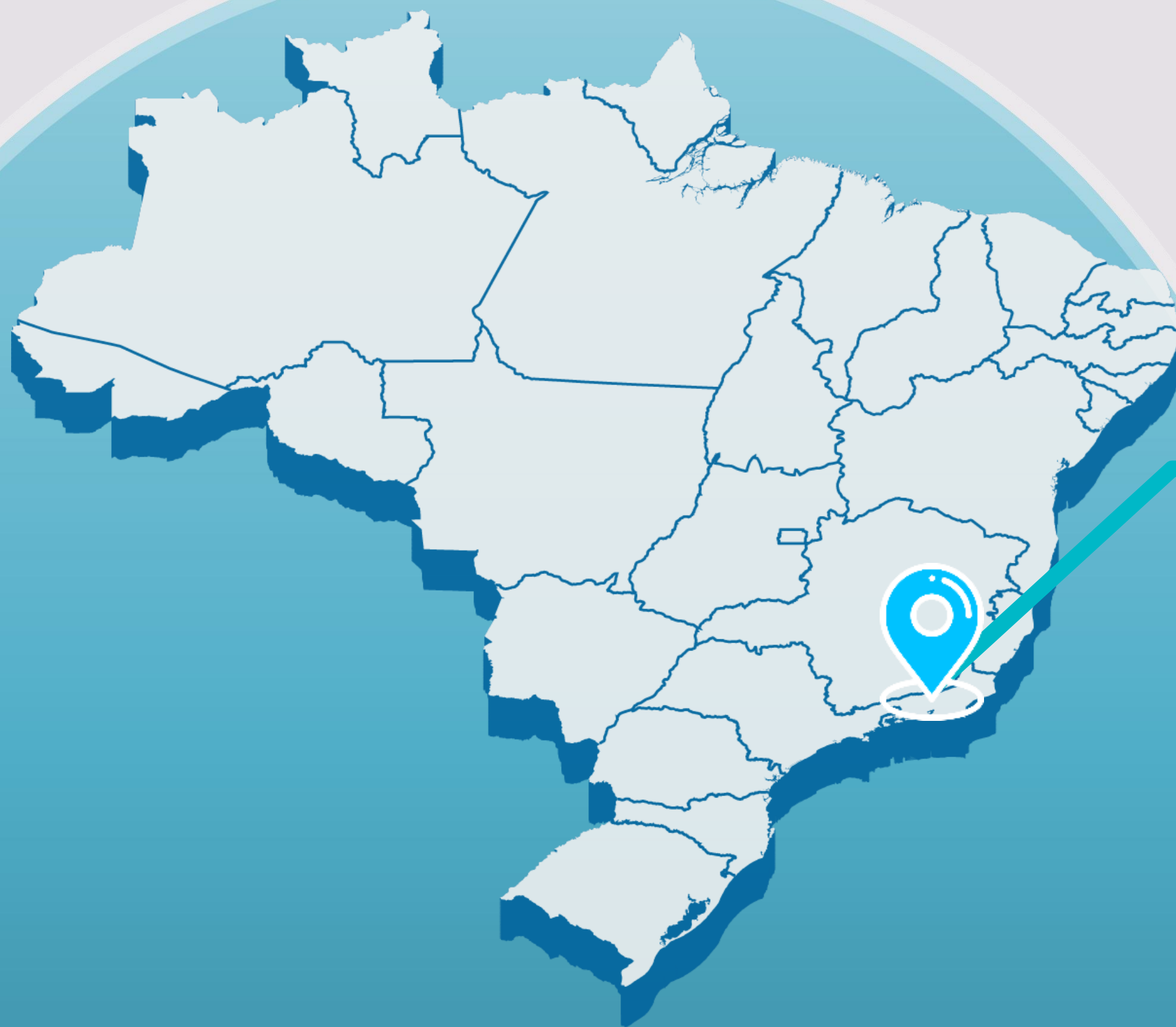
BEFORE



AFTER



Implemented centers



Downtown Barra da
Tijuca Unit - RJ



IMPLEMENTATION

Implemented centers

Name of the Unit:

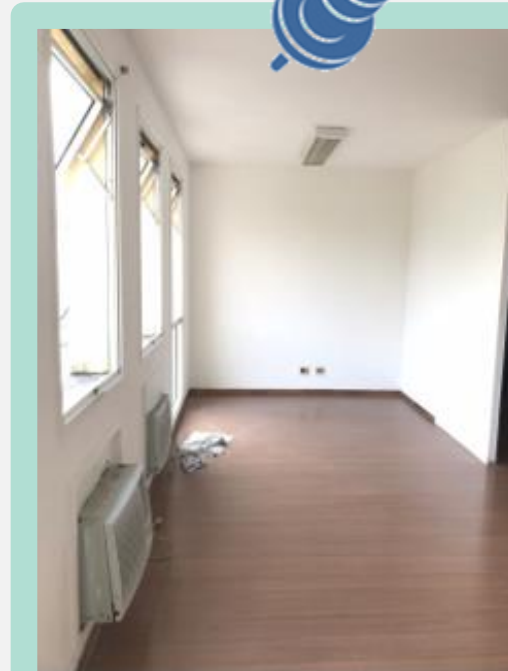
DOWNTOWN BARRA DA TIJUCA
UNIT - RJ

Population: 6,775,561

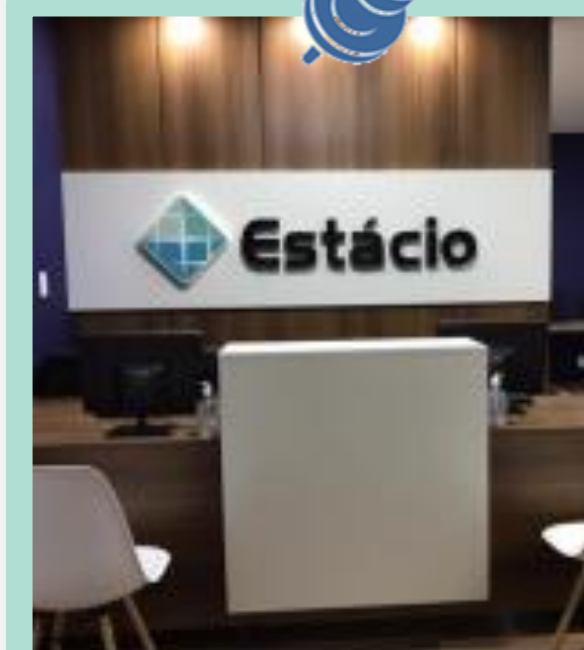
GDP per capita: R\$ 40,094.40

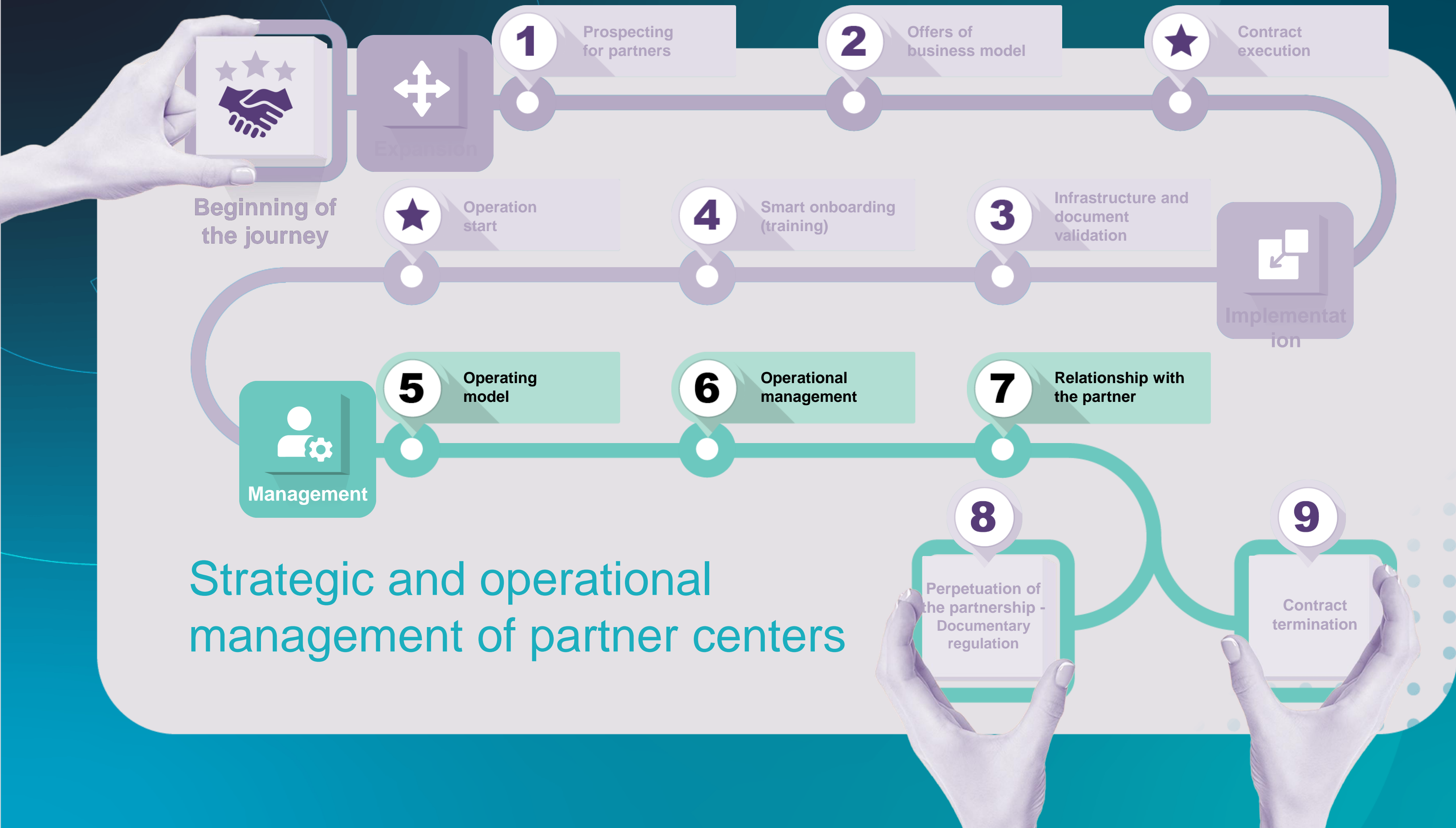
G Unit (Dedicated)

BEFORE



AFTER





Strategic and operational management of partner centers

With the expectations aligned in the previous stages, the main role of the unit is to carry out local activities to recruit and retain students

Teaching and learning methodology operated 100% centralized, reinforcing an easy operation and our commitment to teaching quality.

The Unit is responsible for carrying out **local activities, complementary to those carried out centrally**, in a more optimized (cost) and/or personalized (local service) manner, divided into four main pillars.

RECRUITMENT



ENGAGEMENT
OF STUDENTS



RETENTION

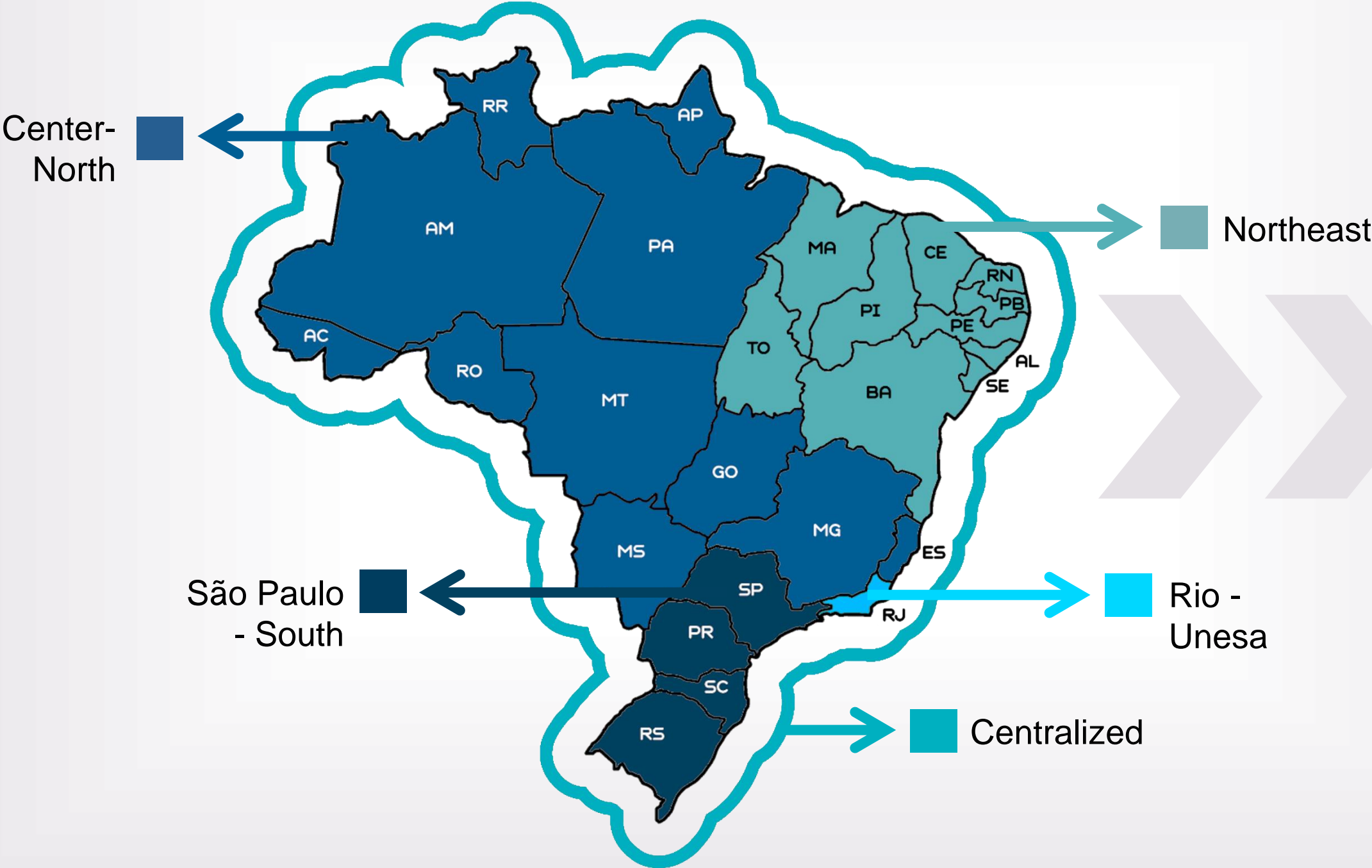


BUSINESS
MANAGEMENT



And, to ensure effective management, we divide the operation into portfolios according to the number of students and the size of the city.

Regionalized structure



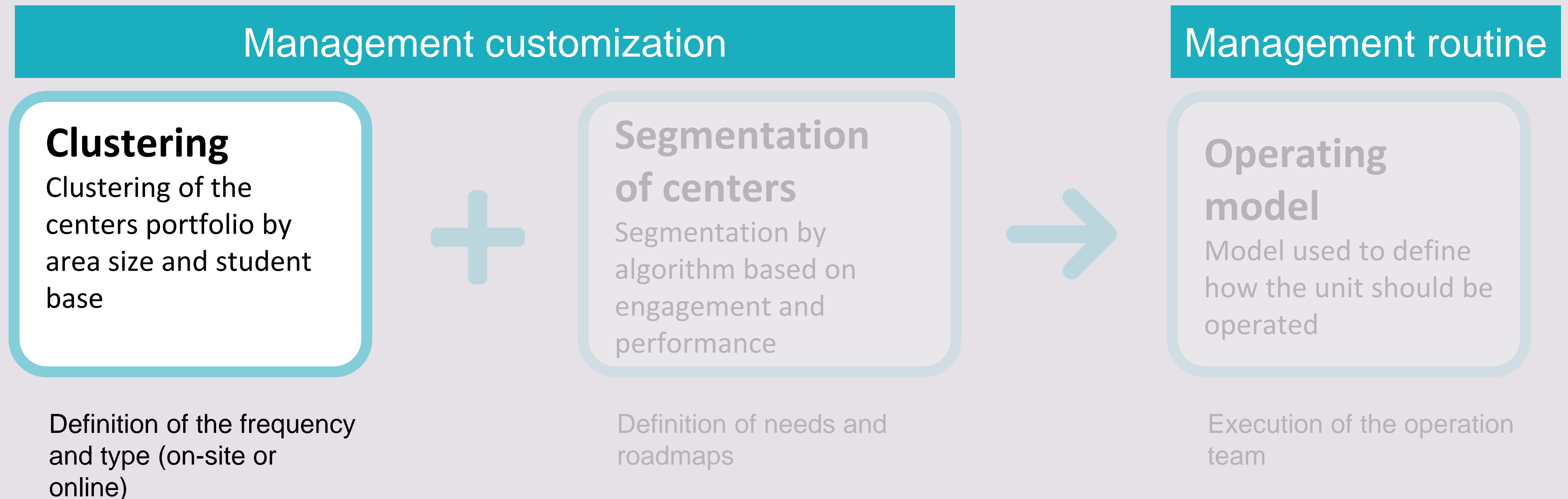
5. OPERATING MODEL

By means of specialized operating models, with well-defined follow-up routines with the partners



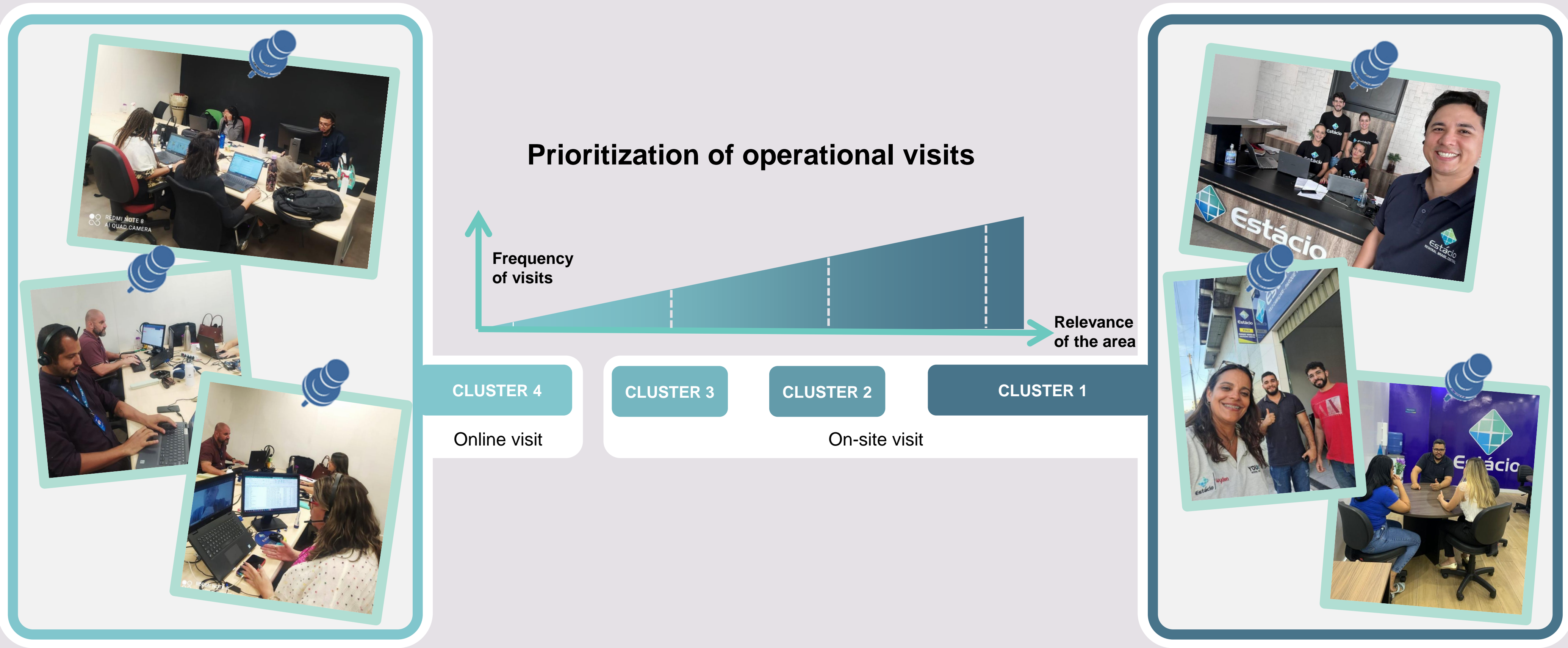
5. OPERATING MODEL

First, we clustered our partner base by relevance and market potential.



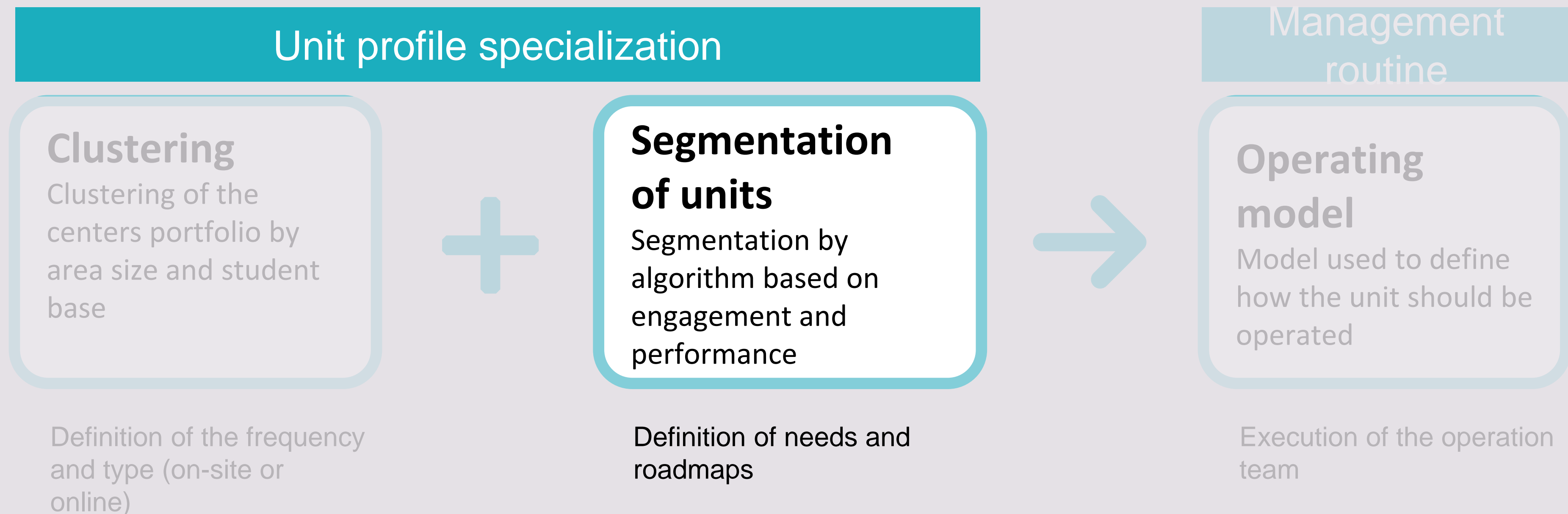
5. OPERATING MODEL

We divided the centers into four different clusters, based on the size of the area and the student base, which generate visit routines according to the potential

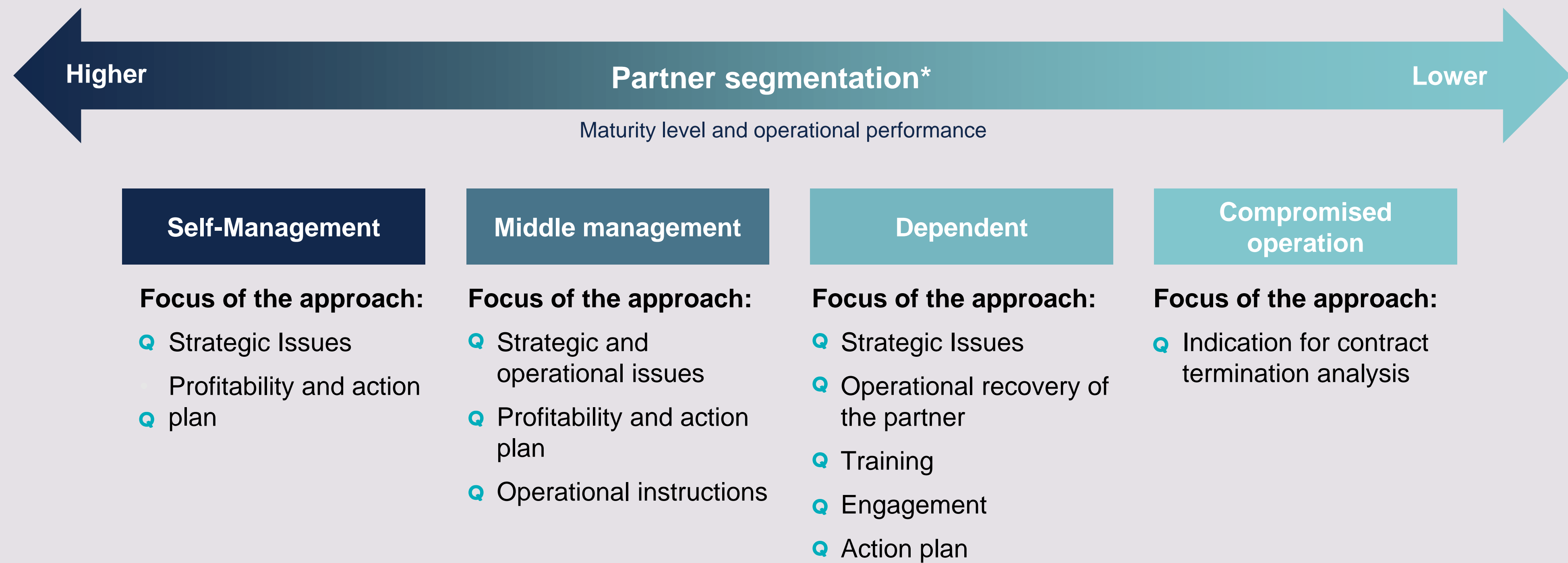


5. OPERATING MODEL

After understanding the network by potential demand and relevance of the area, we segmented the needs of the centers using an AI algorithm



With the result of the segmentation, we classified the centers into four different operational personas



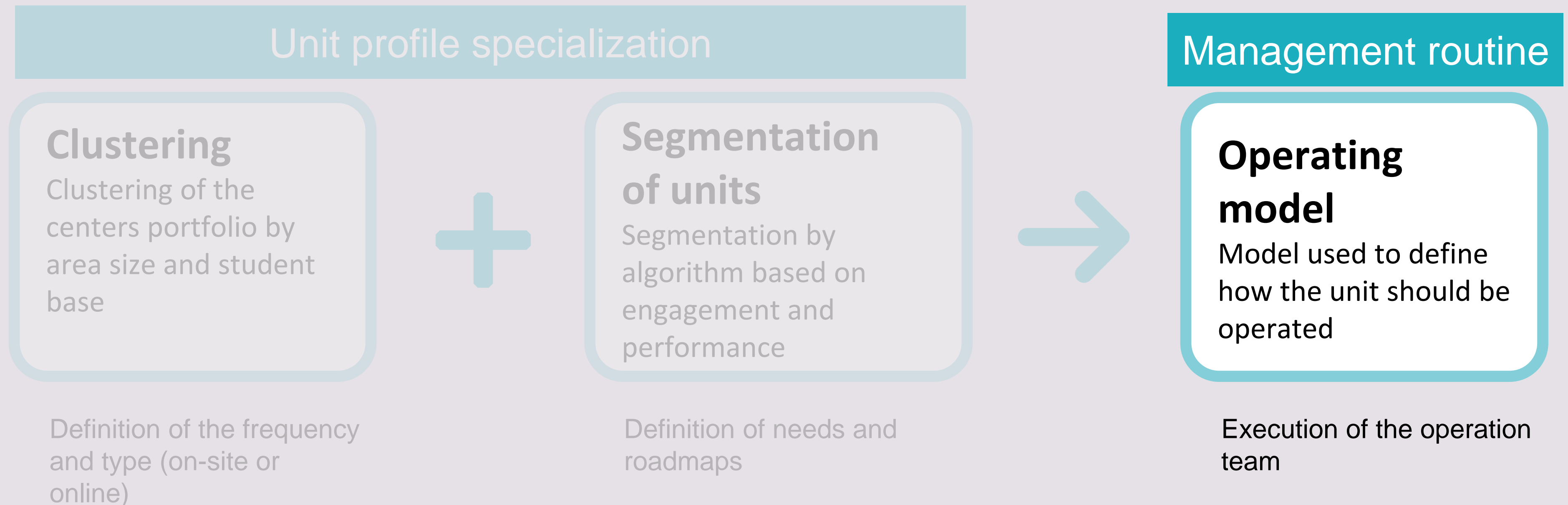
* New centers do not enter the Unit Segmentation process as they have a specific start-up operational roadmap.



5. OPERATING MODEL

Generating different types of action roadmaps, adjusted to the reality and moment of each business

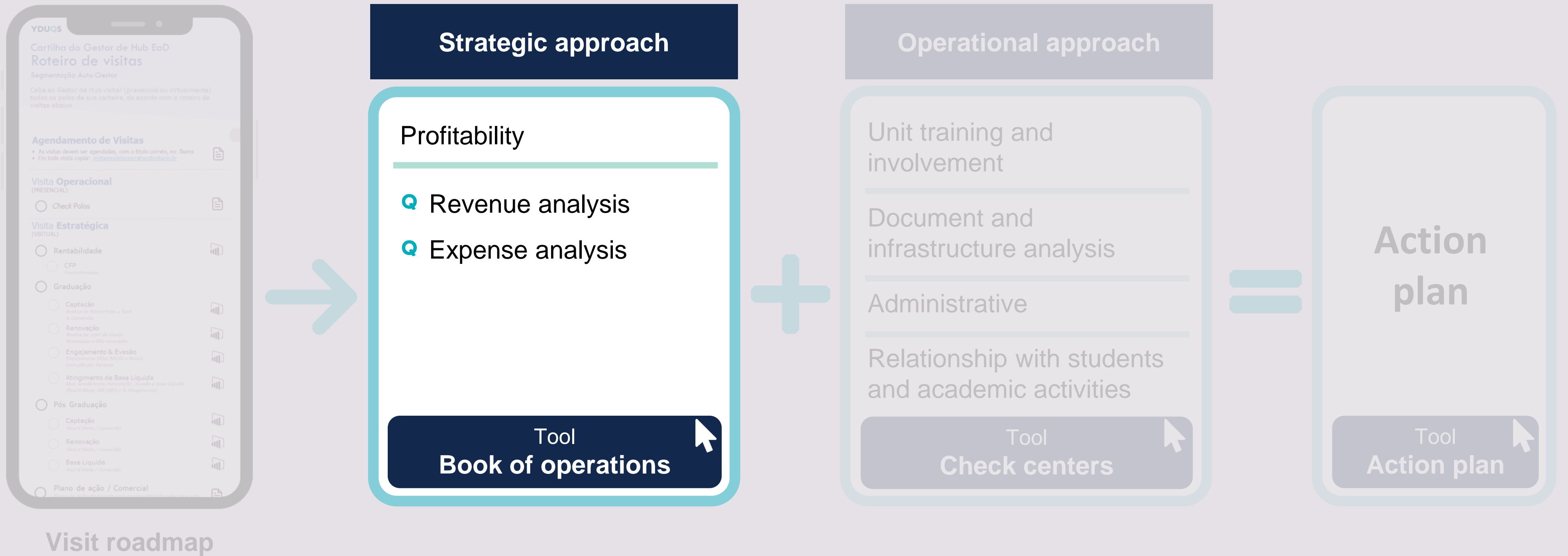
Management pillars



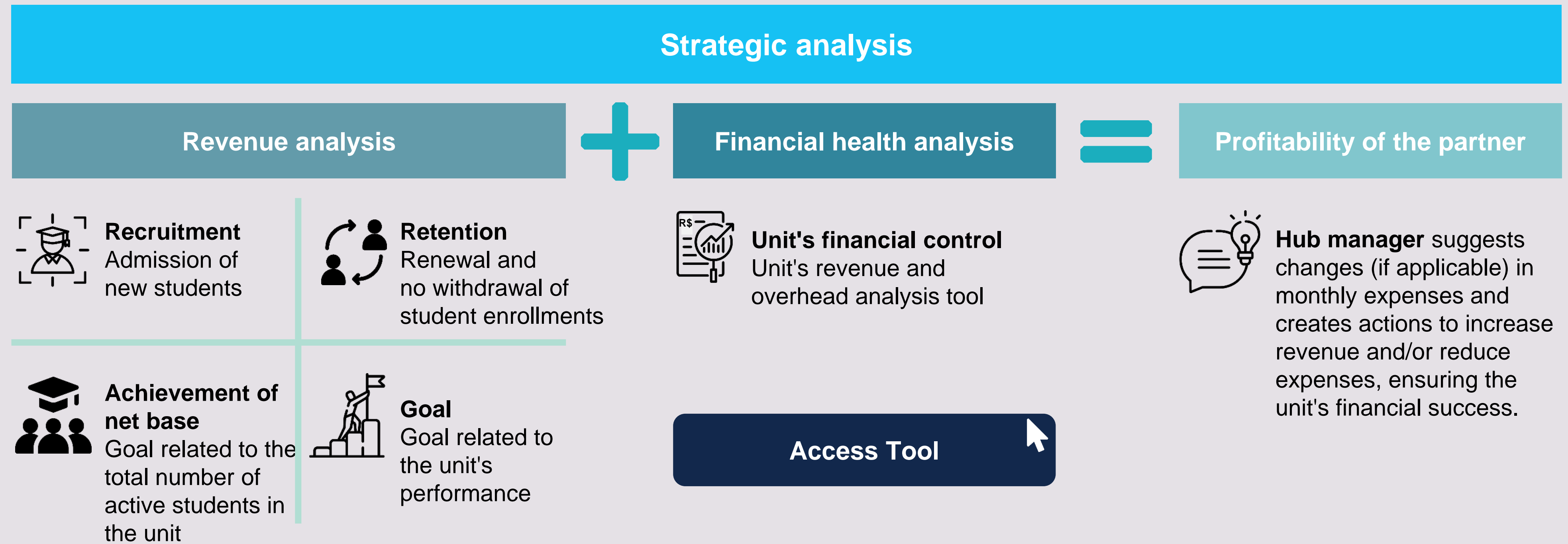
6. OPERATIONAL MANAGEMENT

With managers and management routines clearly defined, we divided the visit roadmap into a strategic and operational approach

Structure of the Visit Roadmap



Strategic analysis consists of evaluating the profitability and performance indicators of the unit, focusing on the partner's financial health



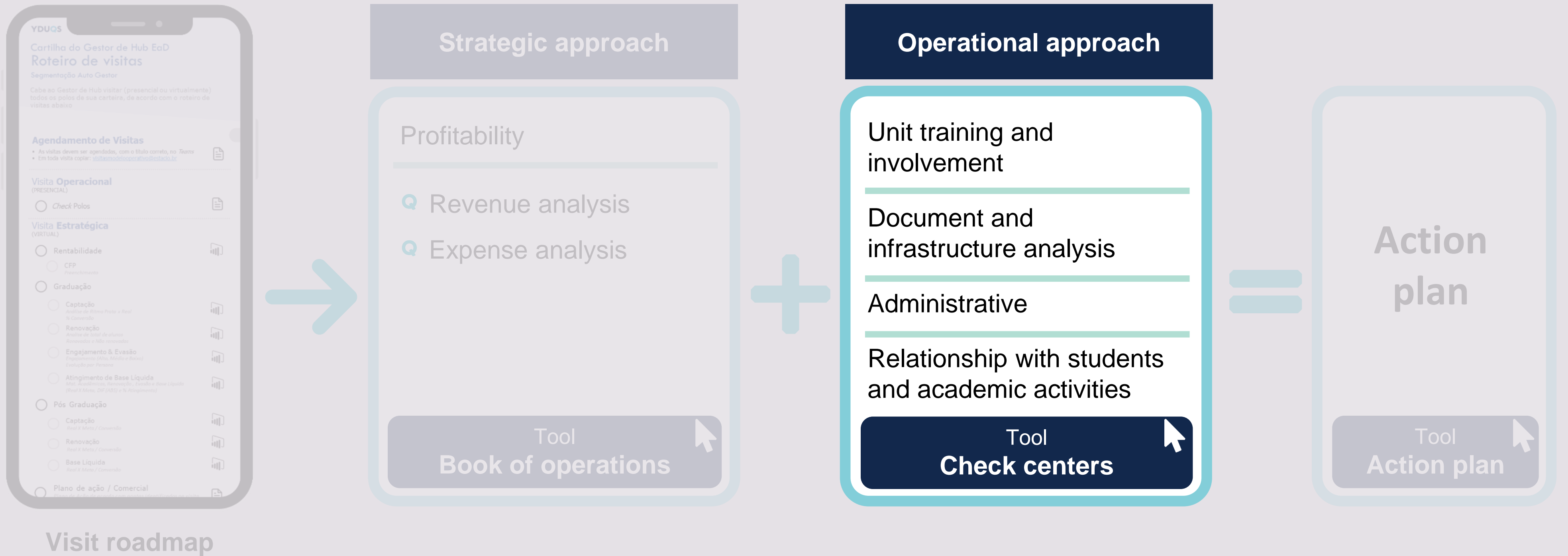
In strategic consulting, the issues discussed include: Is my financial result more affected by income or expenses? What are the opportunities? How do similar centers behave?



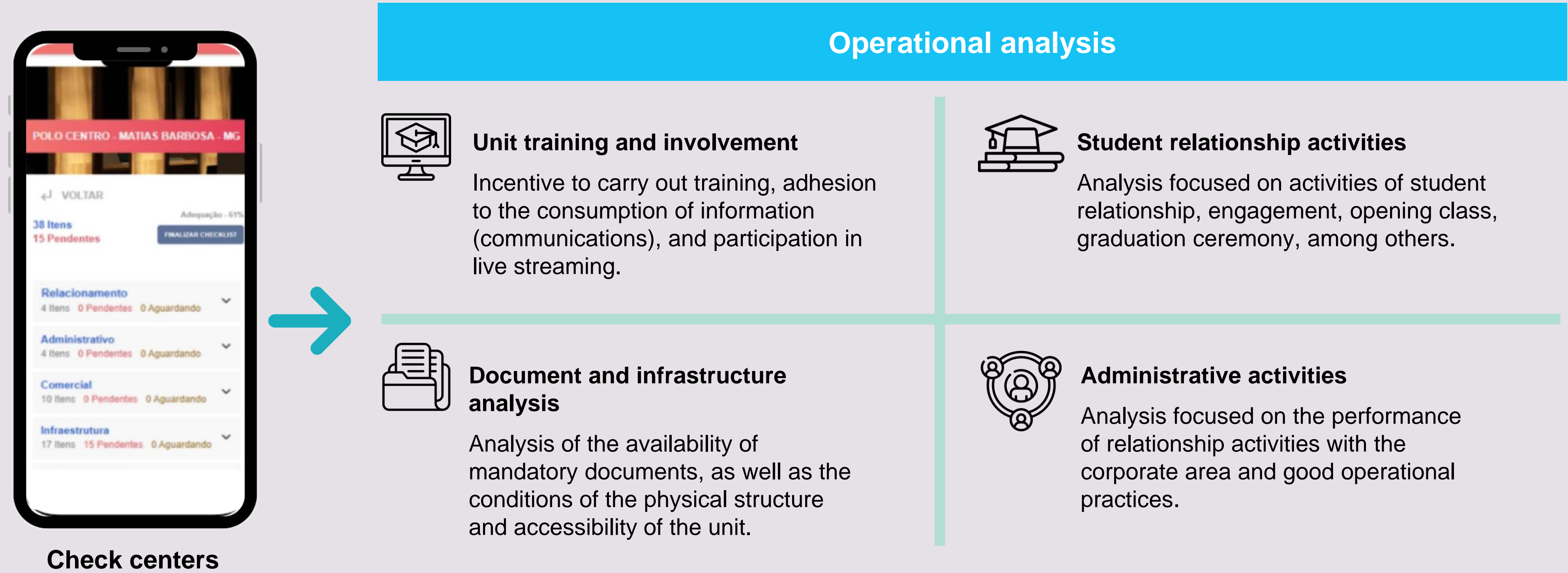
6. OPERATIONAL MANAGEMENT

In parallel, we also carry out actions aimed at the unit's engagement and operation, allowing alignment in the execution

Structure of the Visit Roadmap

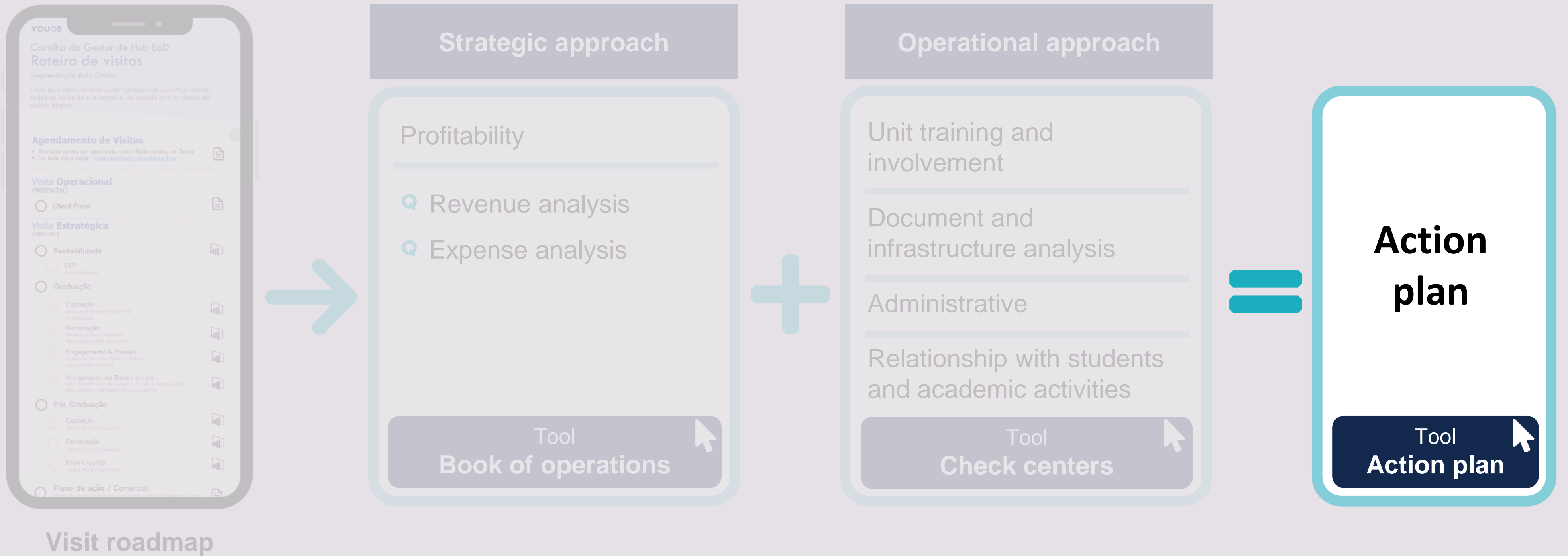


Operational analysis assesses issues ranging from partner engagement with the institution to ensuring document and infrastructure compliance



The outcome of the visit is a solid action plan to redirect the unit's financial and operational strategy

Structure of the Visit Roadmap



6. OPERATIONAL MANAGEMENT

Unfolding in micro-actions and deadlines aligned with the partner at the time of the visit, the performance of which is monitored by the hub manager

Gestor de hub	Data da visita	Polo	Planos de Ação feitos Visita?	Período	Categoria da ação
Ana Paula Florencio	29/jun/22	POLO PENHA - SÃO PAULO - SP	Sim	2022.3	Captação
Ana Paula Florencio	29/jun/22	POLO PENHA - SÃO PAULO - SP	Sim	2022.3	Captação
Ana Paula Florencio	05/jul/22	POLO LIBERDADE - SÃO PAULO - SP	Não	2022.3	Captação
Ana Paula Florencio	05/jul/22	POLO AV. MORUMBI - SÃO PAULO - SP	Não	2022.3	Captação
Ana Paula Florencio	05/jul/22	POLO LIBERDADE - SÃO PAULO - SP	Não	2022.3	Operacional
Ana Paula Florencio	07/jul/22	POLO GUAIANASES - SÃO PAULO - SP	Sim	2022.3	Captação
Ana Paula Florencio	07/jul/22	POLO FARIA LIMA - SÃO PAULO - SP	Sim	2022.3	Captação

- Profitability of the unit
- Business plan and funnel work
- Student engagement & renewal
- Adjustments to documents and infrastructure

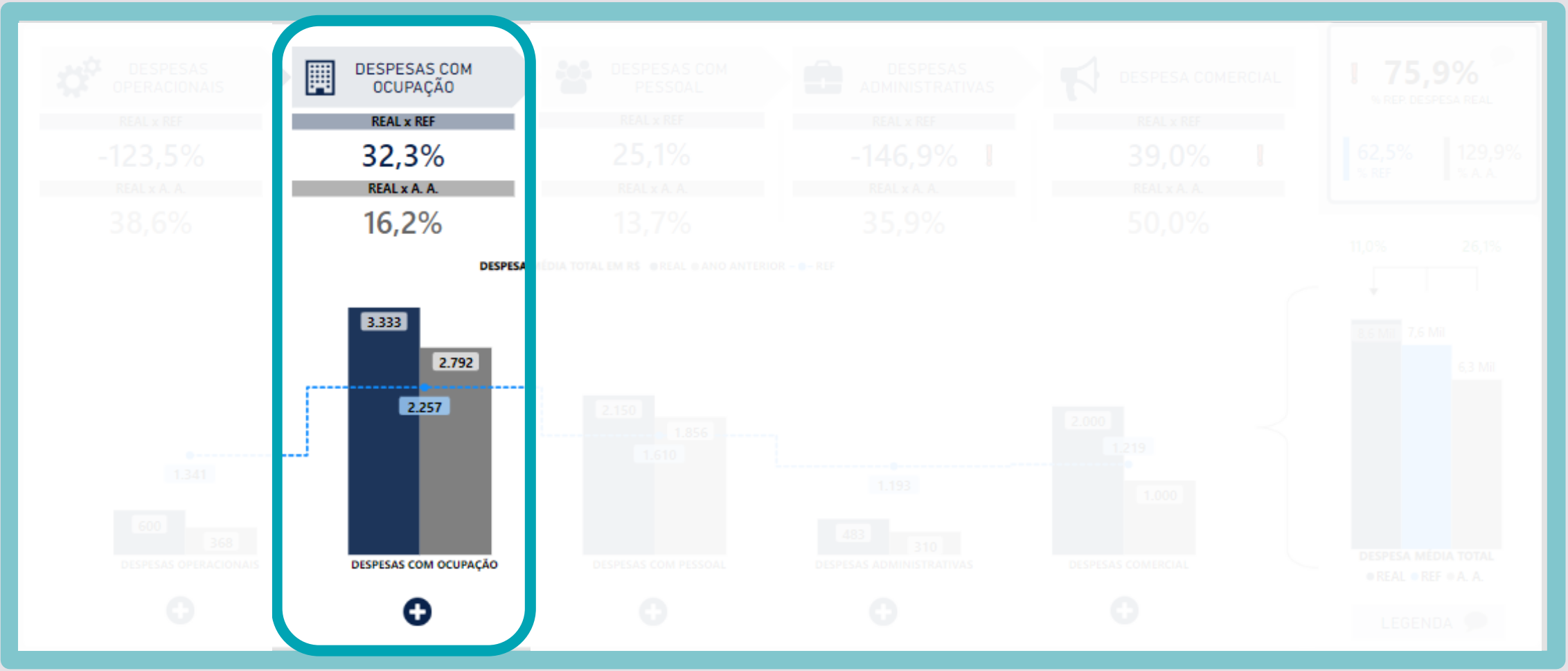


6. OPERATIONAL MANAGEMENT

Unfolding in micro-actions and deadlines aligned with the partner at the time of the visit, the performance of which is monitored by the hub manager

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Ana Paula Florencio	05/jul/22	POLO AV. MORUMBI - SÃO PAULO - SP	Não	2022.3	Captação
Ana Paula Florencio	05/jul/22	POLO LIBERDADE - SÃO PAULO - SP	Não	2022.3	Operacional
Ana Paula Florencio	07/jul/22	POLO GUAIANASES - SÃO PAULO - SP	Sim	2022.3	Captação
Ana Paula Florencio	07/jul/22	POLO FARIA LIMA - SÃO PAULO - SP	Sim	2022.3	Captação

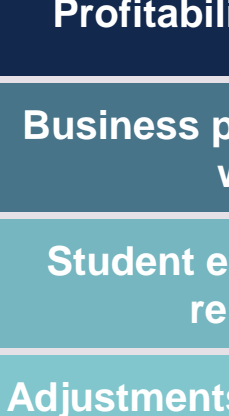
- Profitability of the unit
- Business plan and funnel work
- Student engagement & renewal
- Adjustments to documents and infrastructure



*Negative values = expenses lower than the reference/Positive values = expenses higher than the reference



Unfolding in micro-actions and deadlines aligned with the partner at the time of the visit, the performance of which is monitored by the hub manager



Profitability of the unit

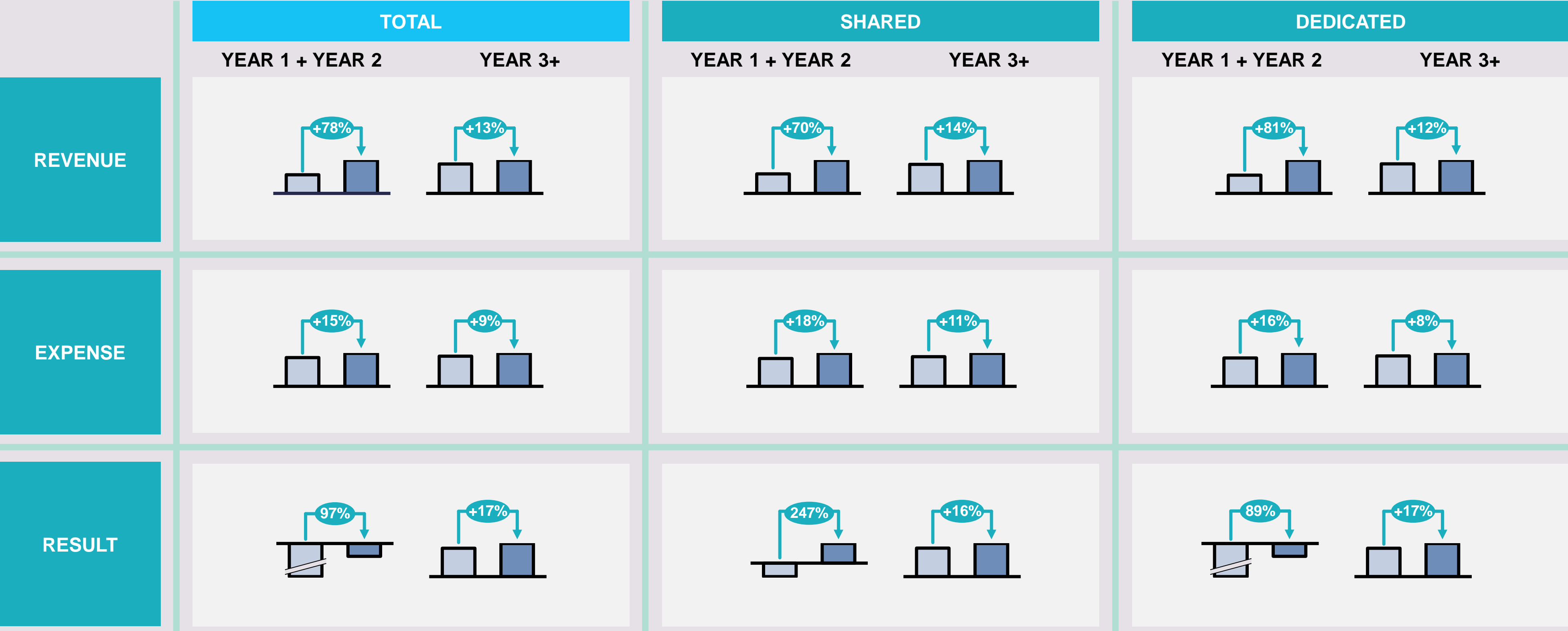
Business plan and funnel work



Student engagement & renewal

Adjustments to documents and infrastructure



Ensuring a profitable and sustainable operation



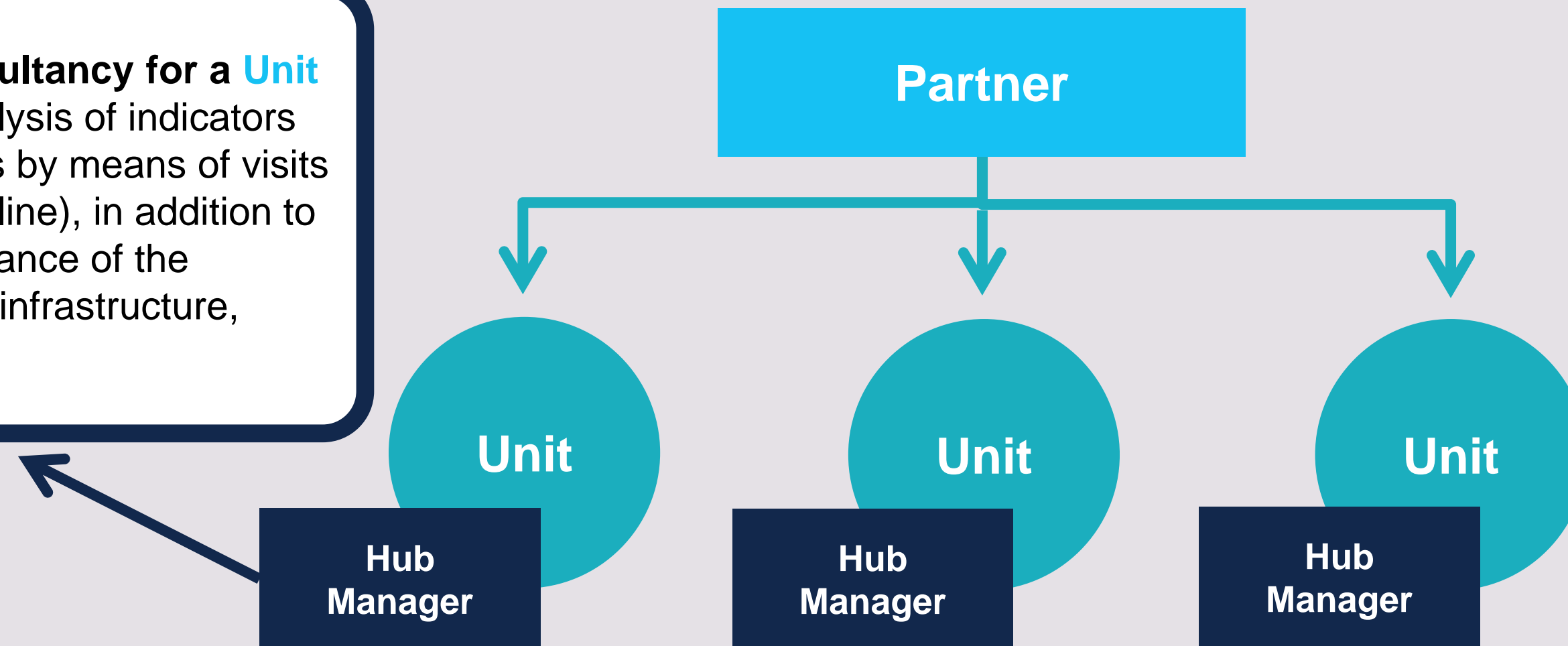
 Provided for in the sales DRE (income statement)  Realized



6. OPERATIONAL MANAGEMENT

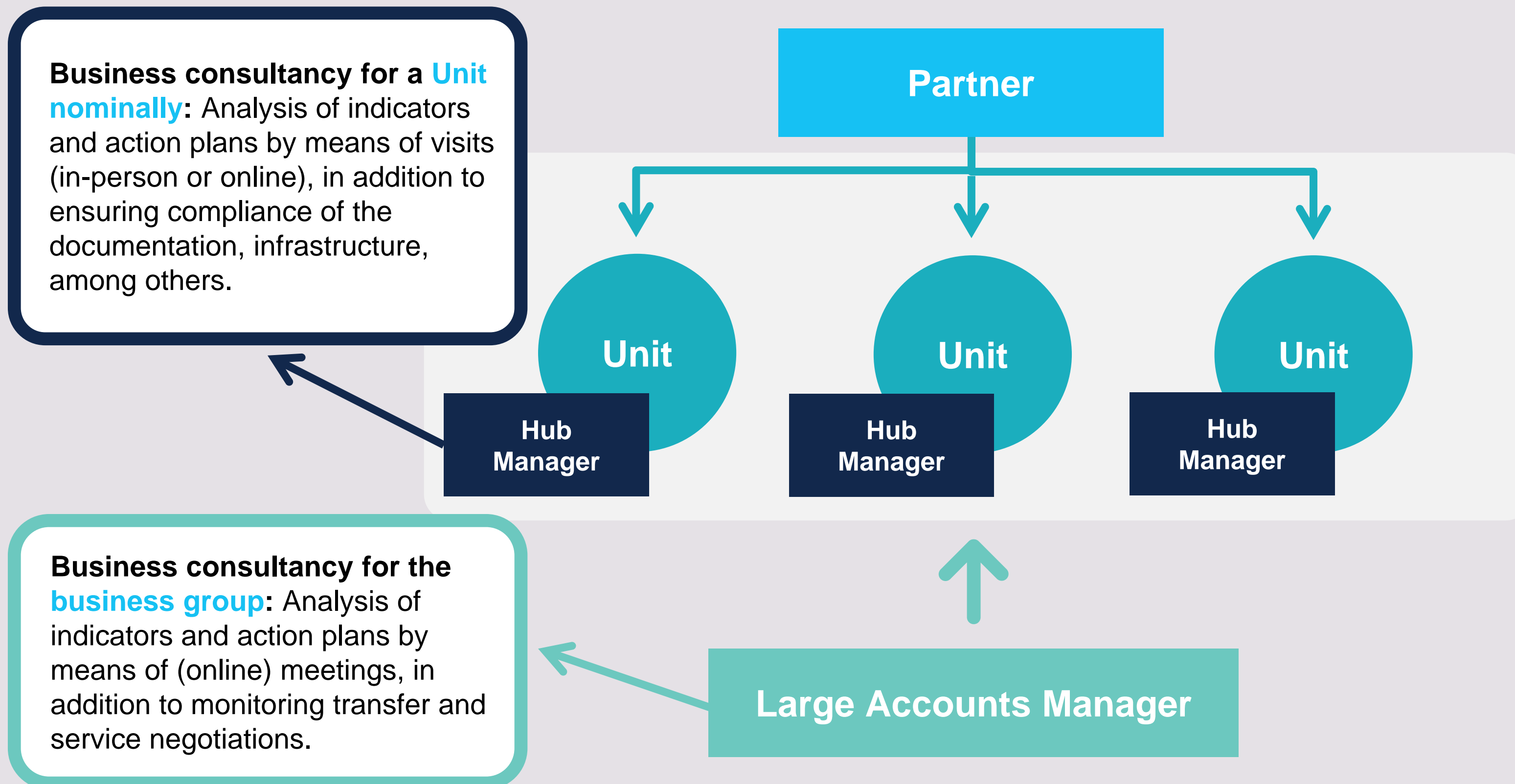
In order to carry out the operation, we have a specialized team offering strategic support to the partners

Business consultancy for a Unit nominally: Analysis of indicators and action plans by means of visits (in-person or online), in addition to ensuring compliance of the documentation, infrastructure, among others.



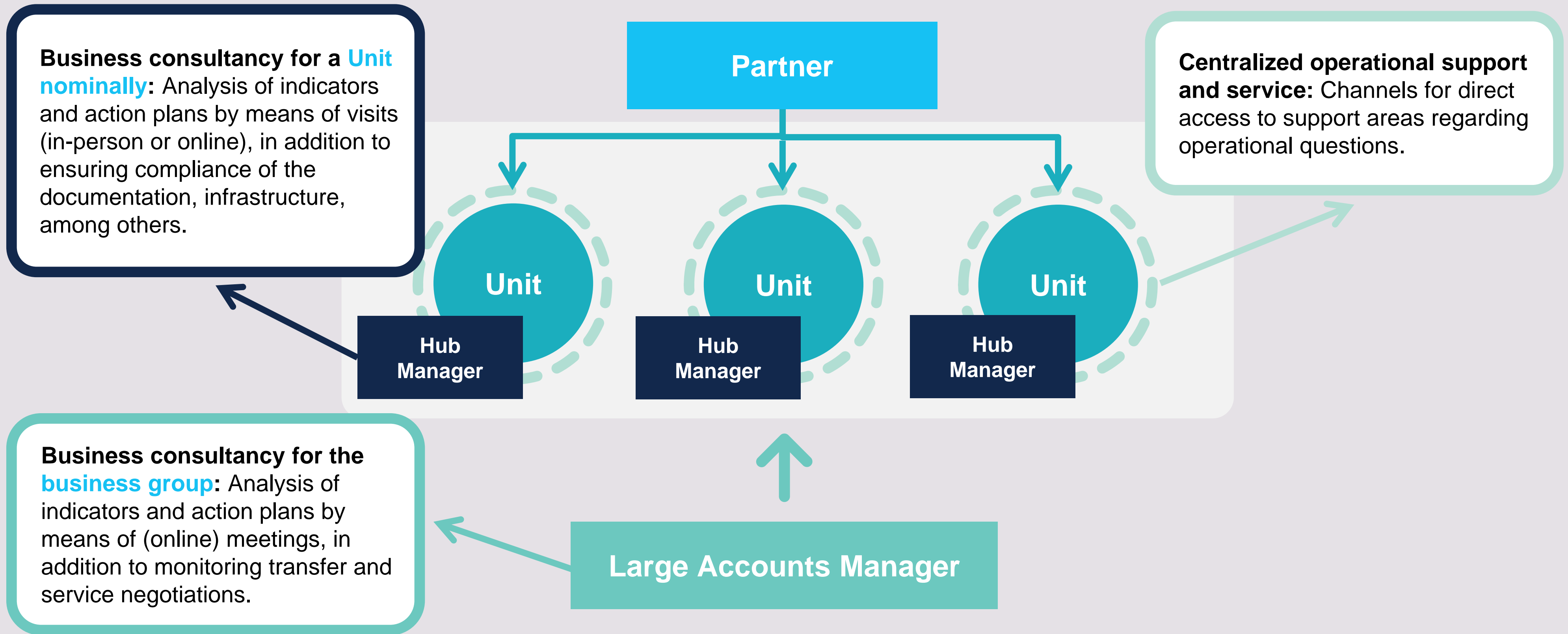
6. OPERATIONAL MANAGEMENT

In addition to individualized guidance given to the unit by the hub manager, we offer premium support for partners that have more representativeness.









6. OPERATIONAL MANAGEMENT

And for day-to-day operational questions, we have self-service technologies, in addition to a centralized area specialized in providing support to the unit and the employees



The main advantages of our business model are linked to the product and operation based on profitability and performance management.

Teaching and operation	Management and performance
<div></div> <div>Simplified infrastructure with a low initial investment</div>	<div></div> <div>Management of the centers' profitability</div>
<div></div> <div>Centralized academic activities</div>	<div></div> <div>Performance-based compensation</div>
<div></div> <div>Quality education</div>	<div></div> <div>Tools for managing and supporting the unit</div>

7. RELATIONSHIP WITH THE PARTNER

Therefore, ensuring not only the financial profitability of the business but also a high level of satisfaction/loyalty of the partners with YDUQS



Data: Dec/22 closing





Conclusion





**Intensive
technology
use**



**Easy and
low-cost
model**



**Customized
management**

**Profitable and scalable
operation**, supported by
technologies, allowing **fast
growth with high levels
of satisfaction.**



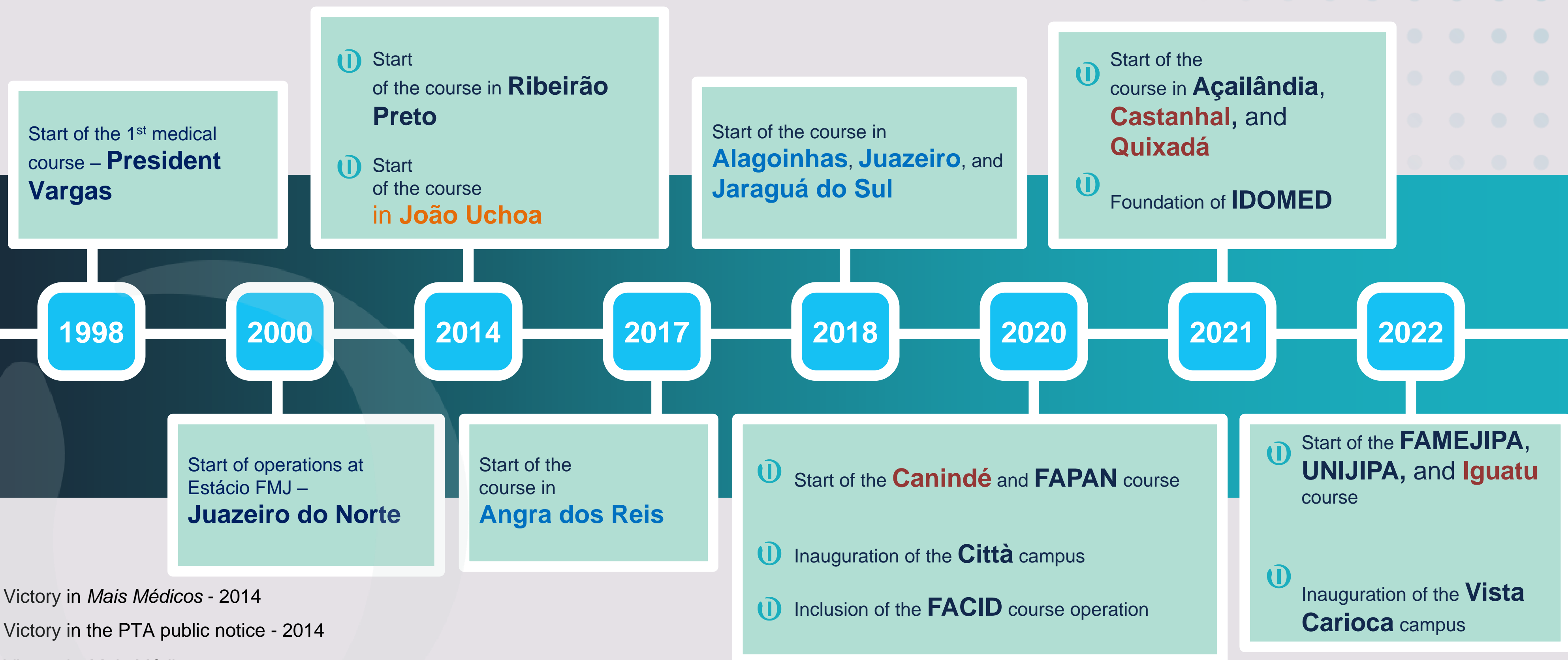
IDOMED

Instituto de Educação Médica



YDUQS

IDOMED's history...





More than 1.6 thousand teachers



30% of matured units



~ 8.0 thousand students

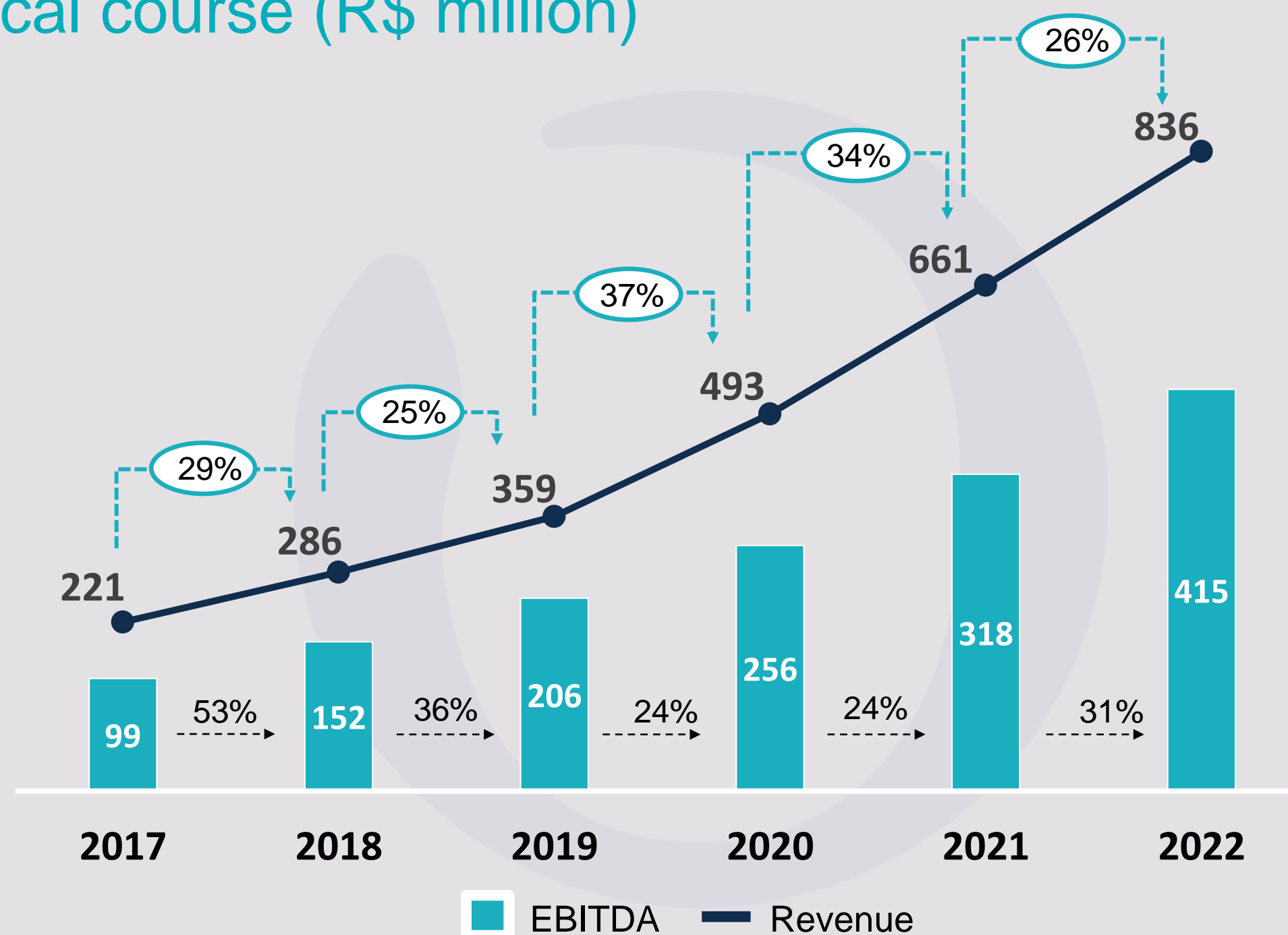


More than 8,000 physicians graduated



Evolution of net revenue and EBITDA from the medical course (R\$ million)

How we are...



Revenue **+278%**

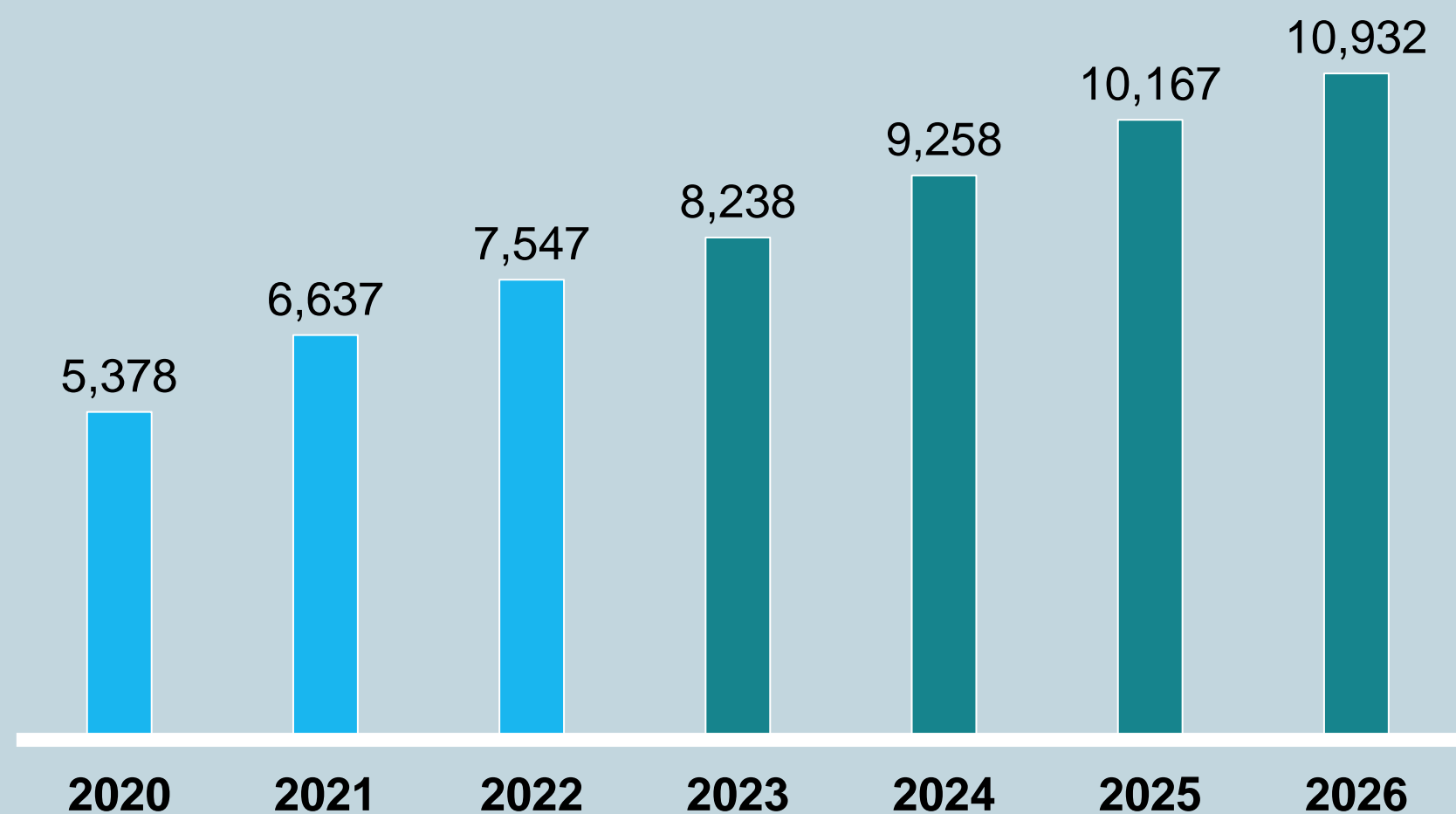
Ebtida **+321%**

Student Base and New Seats

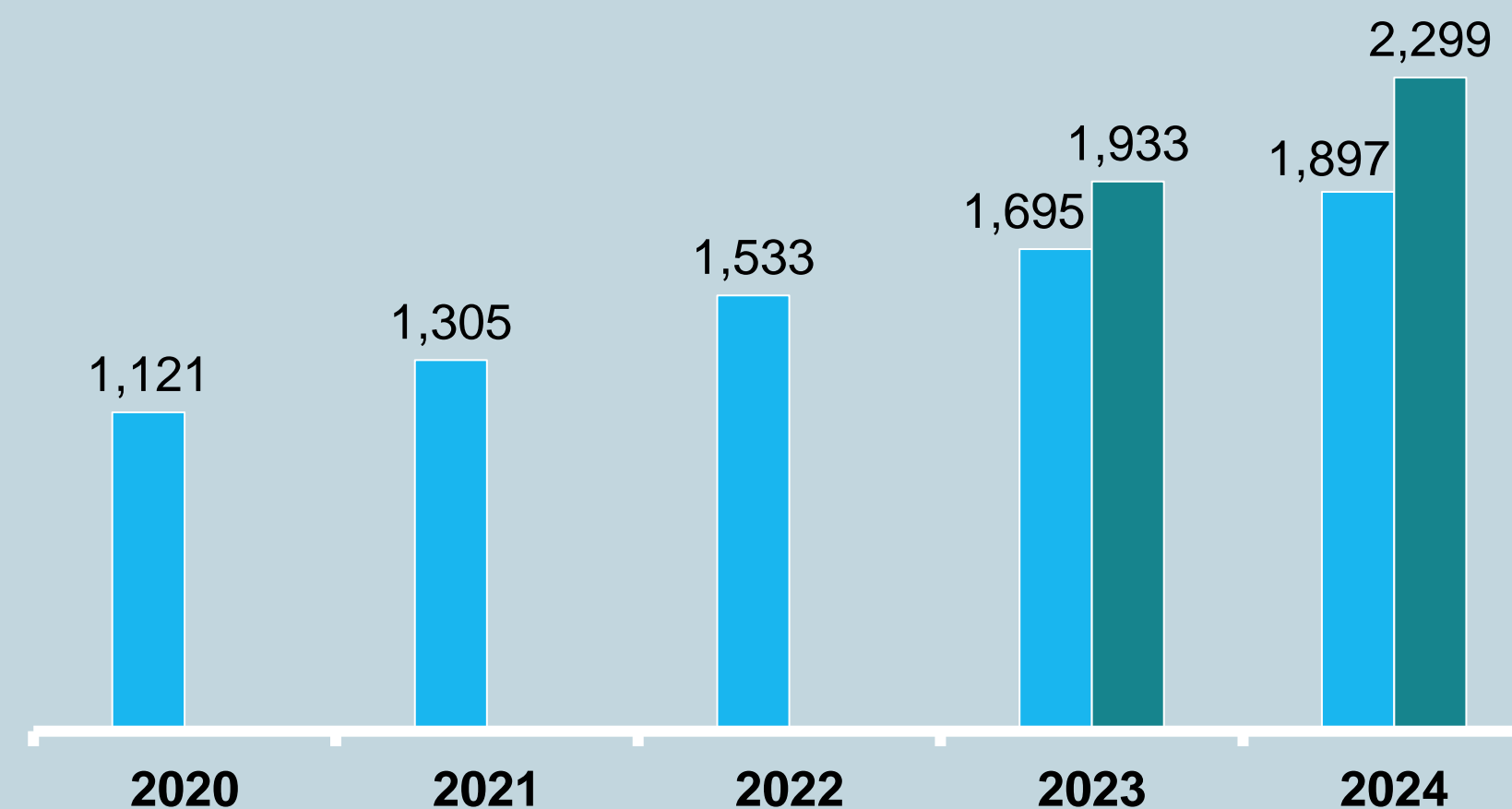
17
units

Evolution of the medical student base
(considering the number of current seats)

New seats estimate in the medical courses
(considering the *Mais Médicos* public notices)



+104%



■ Previsão ■ Full Potential



Unbeatable value proposition



IDOMED Virtual Classroom - SAVA



Internship practices:

- ① Experience diary
- ① Activities script
- ① Continuous feedback



IDOMED iSkills



OpenPBL

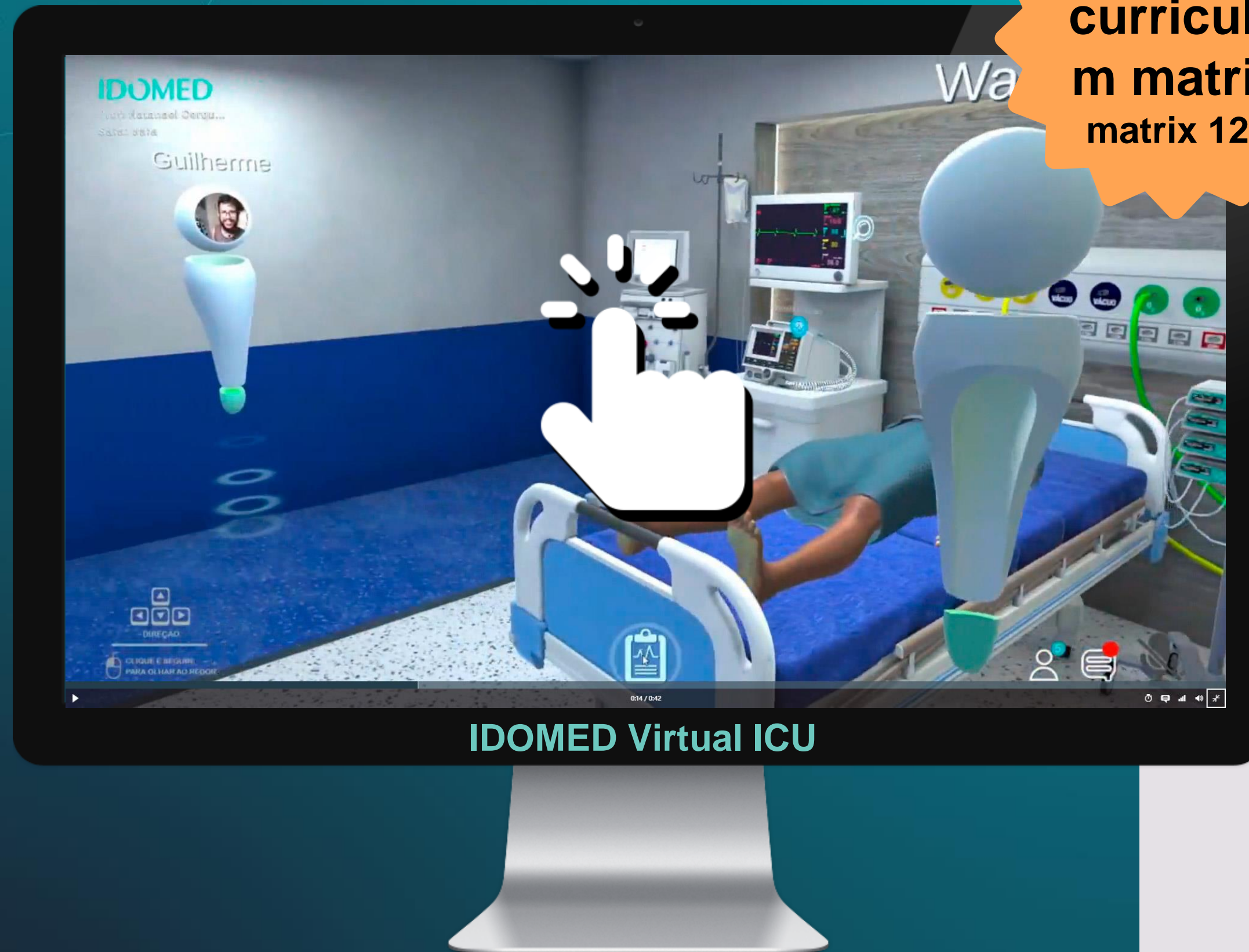


Digital student support content with videos, podcasts, quizzes, and clinical cases



Value Proposition

**New
curriculum
matrix
matrix 123**



- ① Creative **active** teaching **methodologies**.
- ① New mandatory and elective disciplines consistent with the **physician profile** that our society needs.
- ① New axes within the **medical training**: management, research, humanities, organic systems and medical practice, language, teaching and health integration in the community.
- ① **Medical faculty** of a high standard and with scientific publication in their areas of expertise
- ① Diversified scenarios for **student assessment**, respecting skills and competencies.



Best network of health insurance plans...



Municipal Polyclinic of Alagoínhas – Alagoínhas/BA



Miguel Couto Municipal Hospital – Rio de Janeiro/RJ

Education agreements	Unit
10	Açailândia
12	Angra dos Reis
8	Canindé
7	Castanhal
26	Citta
3	Iguatu
18	Jaragua do Sul
5	Ji-paraná
15	Juazeiro (BA)
19	Juazeiro do Norte
6	Quixadá
17	Ribeirão Preto
27	Teresina
29	Vista Carioca

202
Education
agreements



Santa Lydia Hospital – Ribeirão Preto/SP



Cariri Regional Hospital – Juazeiro do Norte/CE



Whole Life Presentation



Specialization Fellowship

- ① Hapvida Fellowship
- ① Subspecialization Fellowship
- ① Fellowship with other partners



Lato sensu postgraduation

- ① Specialization
- ① MBA in management for physicians in partnership with IBMEC



Masters and Doctorate Courses

- ① Professional master's and doctorate programs in family health and dentistry with the highest concept by CAPES



American Heart Association Courses

- ① International training center accredited by the American Heart Association (AHA)

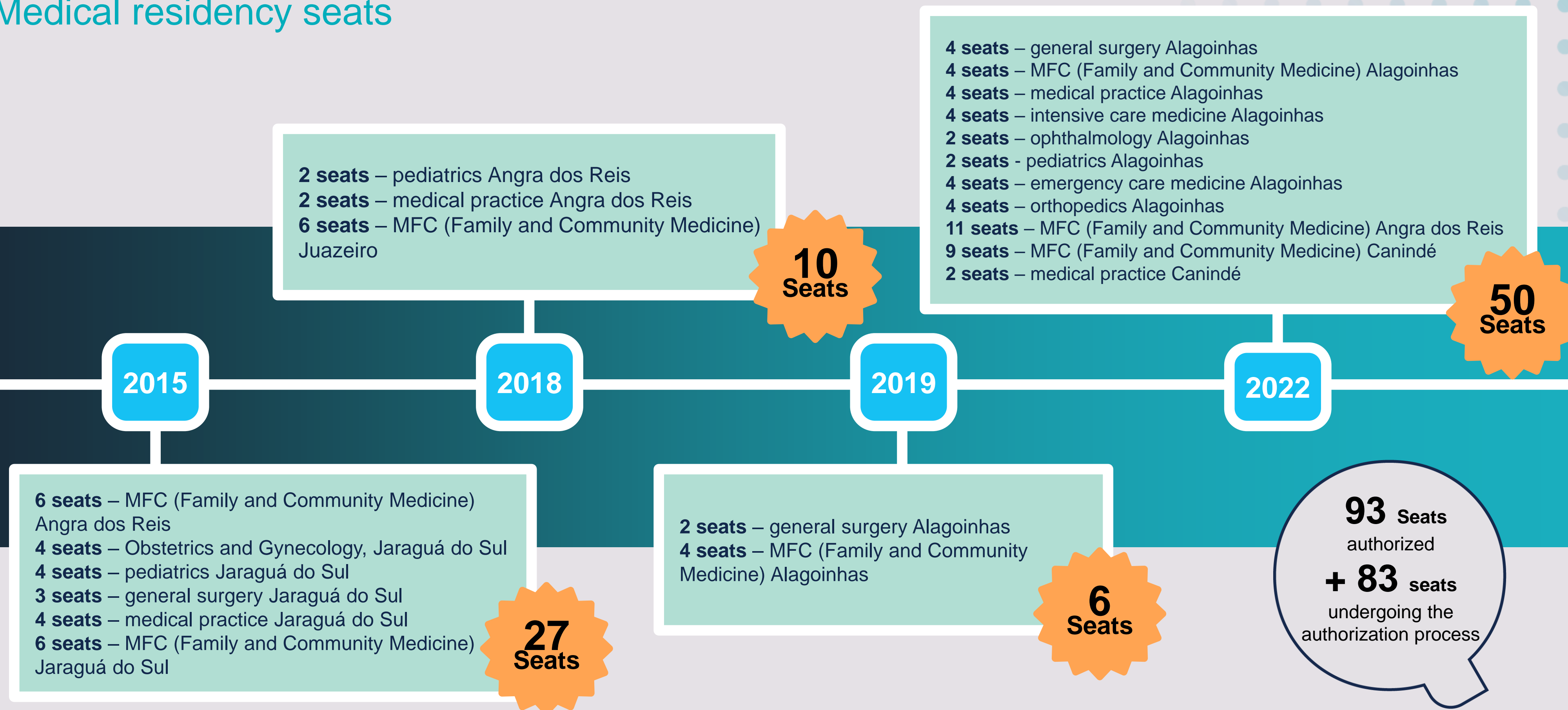


Residency and Preparatory Courses

- ① *e-Residência* - The only streaming service specializing in medical residency
- ① Hardwork Medicine



Medical residency seats



New campus for the medical course in downtown Rio de Janeiro

**Investment of
~ R\$ 30 million**

Capacity

~1,000 people
9 floors
12 thousand m²

Cutting-edge technology

- ① Digital anatomy table
- ① Skill laboratories and realistic simulation
- ① Virtual reality equipment



YDUQS