



EARNINGS RELEASE 3Q23 & 9M23

November 13th, 2023

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IBRX100 B3

ITAG B3
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IDIVERSA B3



DISCLAIMER

YDUQ3

Rio de Janeiro, November 13th, 2023 - **YDUQS Participações S.A.**, one of the largest private organizations in Brazil's higher education private sector, presents its **results for the third quarter of 2023 (3Q23)**.

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

November 14th, 2023 | 9:00 a.m. (BRT) Portuguese with simultaneous translation to English

[Click here for the Webinar](#)

November 14th, 2023 | 11:00 a.m. (BRT) Videoconference in English

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MESSAGE FROM THE MANAGEMENT

Another chapter in a story of consistency and solidity. In the third quarter of 2023, for the fourth consecutive quarter, Yduqs demonstrates significant improvement in its key indicators. Once again, in this quarter, we have achieved or surpassed the fundraising and EBITDA guidance, increased average ticket sizes in all segments, and expanded revenue (14%), EBITDA (14%), and net profit (83%) compared to 3Q22. The analysis of the first nine months reveals the same growth pattern. In 9M23, operating cash flow was almost R\$1 billion (+39% versus 9M22) and adjusted net income came to R\$331 million (+124% versus 9M22). The company's financial health is robust, with an excellent debt profile and average cost, as well as R\$ 1.2 billion in cash and cash equivalents. A significant highlight of the period was the reduction in operational leverage, now at 1.53x Net Debt/EBITDA. There is not any further amortization this year.

As we have demonstrated in recent cycles, the combination of a diversified portfolio and execution discipline generates one of two strengths for Yduqs: great resilience in times of crises or strong operating leverage in times of economic recovery. This strategy also leads to consistent long-term growth. The company's revenue grew at a compound rate (CAGR) of 9% from 2019 to date. LTM Adjusted EBITDA rose from R\$1.34 billion at the end of 2020 to R\$1.68 billion in 3Q23, with EBITDA margin moving up from 30% in 2021, at the peak of the pandemic, to 34% in 3Q23 on an LTM basis (36% in the quarter). Operating cash flow, according to the same criteria, practically doubled between 2021 and today: it was up from R\$656 million in 4Q21 to R\$1.15 billion today. Following a tradition started with the IPO in 2007, once again Yduqs will pay dividends, in the amount of R\$80 million, in December.

Our ability to generate value has been tested in every possible way over the past few years. Quarter after quarter, the numbers demonstrated how we are consistently growing with quality and using technology to increasingly focus on the needs of the people who entrust their future to us.

As regards value and the future, Yduqs has just been internationally recognized for its ESG agenda. On October 25, the company became the only higher education organization in the world with a AA rating and the title of "ESG leader" according to MSCI, a US agency that analyzes the practices of thousands of publicly traded companies across the globe, assesses an organization's ability to manage ESG risks compared to its peers, and offers investors a view that traditional market methodologies may not capture. Therefore, the Company's rating was upgraded by the most respected international rating firm, which shines a brighter light on this quarterly release.

The numbers for the fourth quarter of the year are already coming in, and they are very good. We expect a 10% to 20% increase in student intake for digital learning, as well as a 5% to 15% increase in EBITDA, compared to 4Q22.

Once again, we thank you for your trust and support in this journey of transformation and growth.

Eduardo Parente
CEO

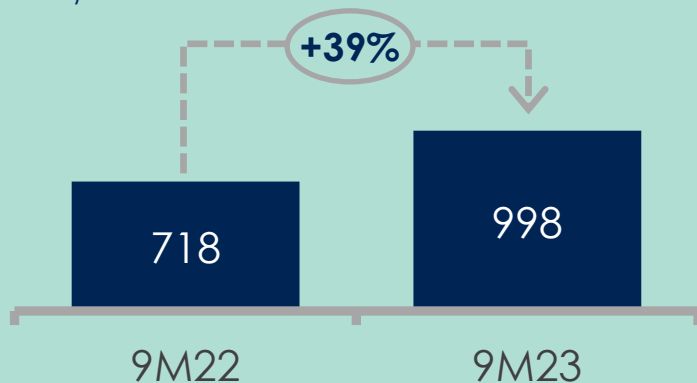


HIGHLIGHTS

Strong results leading to **new EBITDA margin level** and **strong cash generation**

Adjusted Net Income
R\$331 MM + 124% vs. 9M22

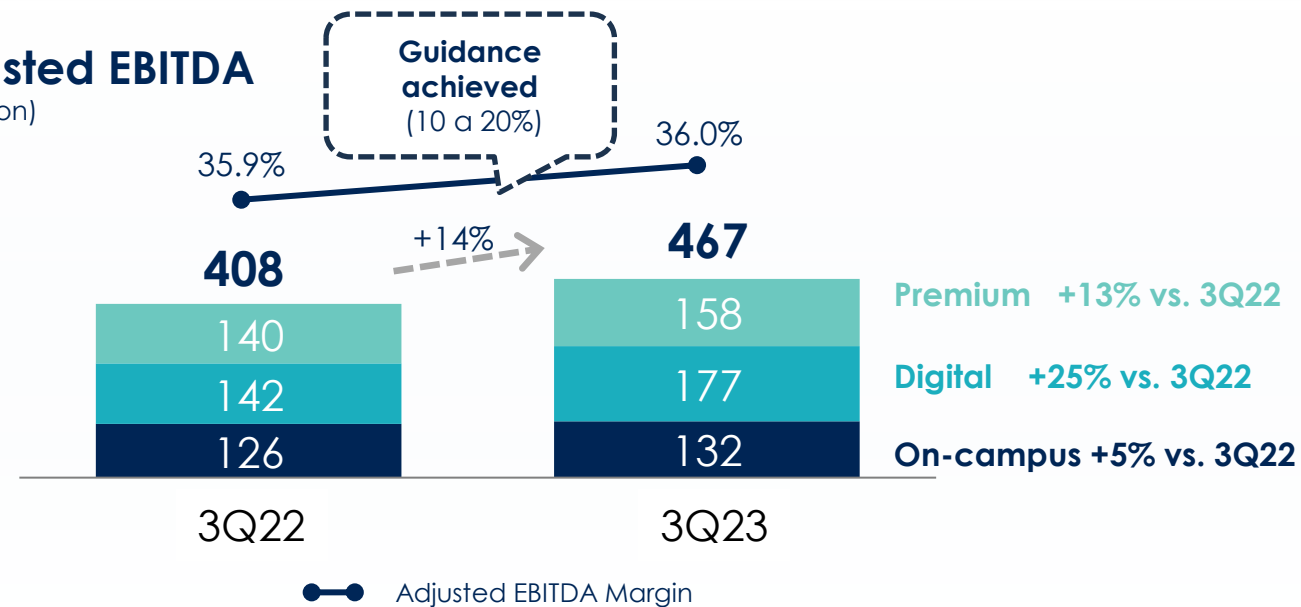
Operating cash flow (OCF)
(R\$ million)



Q EBITDA ex-IFRS16 grows by +35% vs. 9M22, reaching R\$ 1.1 Billion in 9M23

1.53x leverage ratio
-0.43x vs. 4Q22

Adjusted EBITDA
(R\$ million)



Guidance for intake achieved

Digital +26% vs. 3Q22
Guidance: between 10% and 20% vs. 3Q22

On-campus +32% vs. 3Q22
Guidance: between 25% and 35%

Average Ticket

Upperclassmen of +1 year

Medicine +10% vs. 3Q22

Digital +8% vs. 3Q22

On-campus +6% vs. 3Q22

OPERATIONAL DATA



STUDENT BASE: Overview

Total (thousand students)	3Q22	3Q23	Δ %
Total Base	1,216.4	1,347.8	10.8%
On-campus	270.1	264.6	-2.0%
Digital Learning ⁽¹⁾	932.1	1,067.3	14.5%
Premium	14.2	15.8	11.2%

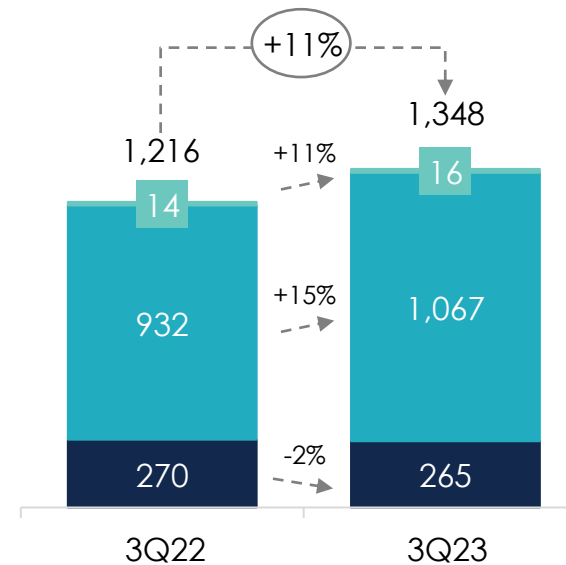
FIES	14.0	12.2	-13.0%
DIS	365.5	426.7	16.8%
Digital	244.9	306.0	25.0%
On-campus	120.6	120.7	0.1%
PAR	2.6	1.2	-54.6%

Campi (ex-shared) ⁽²⁾	103	103	0.0%
On-campus	87	87	0.0%
Premium	21	21	0.0%
Shared with on-campus	5	5	0.0%
DL Centers	2,381	2,504	5.2%

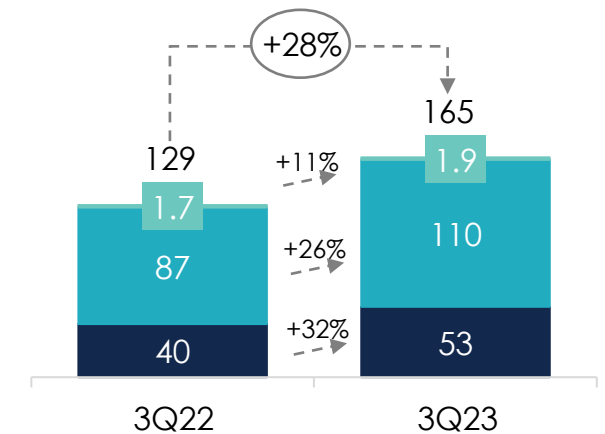
Total (thousand students)	3Q22	3Q23	Δ %
Total Intake	128.9	164.6	27.7%
Premium	1.7	1.9	11.3%
Digital Learning	87.3	109.9	25.9%
DIS	47.4	66.8	41.0%
On-campus	39.9	52.8	32.3%
DIS	24.0	27.2	13.2%

● Premium ● Digital Learning ⁽¹⁾ ● On-campus

Total Student base
(Thousand students)



Intake Undergraduate
(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.

BUSINESS UNIT: Premium

Student base (thousand students)	3Q22	3Q23	Δ %
Total Premium	14.2	15.8	11.2%

Medicine	7.9	8.8	10.8%
Undergraduate	7.5	8.4	11.5%
FIES	0.9	1.0	8.2%
Graduate	0.4	0.4	-3.5%

IBMEC	6.3	7.1	11.6%
Undergraduate	4.9	5.6	13.6%
FIES	0.2	0.2	-12.3%
Graduate	1.4	1.5	4.7%

Intake (thousand students)	3Q22	3Q23	Δ %
Total Undergraduate	1.7	1.9	11.3%
Medicine Undergraduate	1.0	1.1	7.0%
IBMEC Undergraduate	0.7	0.9	17.3%

Average Ticket ⁽¹⁾ (R\$/month)	3Q22	3Q23	Δ %
Medicine Undergraduate	9,499	9,937	4.6%
IBMEC Undergraduate	3,003	3,264	8.7%

AT of Upperclassmen ⁽²⁾ (R\$/month)	3Q22	3Q23	Δ %
Medicine Undergraduate	9,727	10,711	10.1%
IBMEC Undergraduate	2,963	3,311	11.7%

The **Premium** segment recorded robust results in 3Q23, closing the quarter with **15.8 thousand students (+11.2% vs. 3Q22)**, mainly stemming from the increase in undergraduate programs.

The **Medicine undergraduate** segment maintains consistent positive performance, closing 3Q23 with 8.4 thousand students (+11.5% vs. 3Q22), thus exceeding the expectations for year-end (8.2 – 8.3 thousand students), due to the courses' maturation and stronger intake.

The **Medicine undergraduate average ticket** ended the quarter at R\$9,937/month, up by 4.6% YoY, due to a stronger intake cycle (+7.0% vs. 3Q22), with higher intake prices and price adjustments above inflation. It is important to highlight that average ticket was impacted by a review in FG-FIES percentage deduction. Excluding this effect, average ticket would have increased ~8% vs. 3Q22. Average ticket for upperclassmen for more than one year ended the quarter at R\$10,711/moth, up by 10.1% vs. 3Q22.

In 3Q23, **IBMEC total student base** increased by 11.6% YoY, due to a stronger intake (+17.3% vs. 3Q22), mainly in São Paulo where a new unit was opened (Faria Lima), in addition to the good performance of graduate programs (+4.7% vs. 3Q22).

IBMEC undergraduate average ticket totaled R\$3,264/month, up by 8.7% vs. 3Q22, stemming from price increases for both intake and upperclassmen for over 1 year, with price adjustments above inflation (+11.7% vs. 3Q22), in addition to a bigger share from the São Paulo unit.

(1) Average ticket = Net revenue for the period x 1,000/3/ student base.

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

BUSINESS UNIT: Digital Learning

Student base (thousand students)	3Q22	3Q23	Δ %
Total Digital Learning	932.1	1,067.3	14.5%
Undergraduate	437.9	517.9	18.2%
100% online	372.1	442.0	18.8%
Flex	65.8	75.8	15.2%
Lifelong	494.1	549.5	11.2%
Qconcurcos	445.5	504.5	13.2%
Digital Learning (ex-Qconcurcos)	486.6	562.8	15.7%

Intake (thousand students)	3Q22	3Q23	Δ %
Total Undergraduate	87.3	109.9	25.9%
100% online Undergraduate	75.1	95.6	27.4%
Flex Undergraduate	12.2	14.3	17.2%

Average Ticket ⁽¹⁾ (R\$/month)	3Q22	3Q23	Δ %
Total Undergraduate	226	242	7.2%
100% online Undergraduate	199	214	7.5%
Flex Undergraduate	375	404	7.7%

AT of Upperclassmen ⁽²⁾ (R\$/month)	3Q22	3Q23	Δ %
Total Undergraduate	237	256	8.0%

The **Digital Learning student base**, which includes Lifelong Learning, increased by 14.5% in 3Q23 vs. 3Q22, **totaling 1,067.3 thousand students**, boosted by the excellent performance of both undergraduate programs and Qconcurcos.

In 3Q23, **undergraduate student base** was up by 18.2% YoY, driven by the substantial increase in intake in the period (+25.9% vs. 3Q22), 5.9 p.p. above the guidance ceiling (10% to 20%). A stable renewal rate (73%) of students who enrolled in even numbered cycles (January and July) also contributed positively to this figure.

Digital undergraduate average ticket was up by 7.2% vs. 3Q22, reaching R\$242/month. This result can be explained by the following factors: (i) price increase for upperclassmen for more than one year, which grew 8.0% vs. 3Q22, fueled by a bigger share of Flex students, especially engineering and health programs, coupled with price adjustments above inflation; (ii) higher intake volume; and (iii) stronger adhesion to DIS.

The **Lifelong Learning** segment ended the quarter with 549.5 thousand students (+11.2% vs. 3Q22), due to the increase in paying students (+13.2% YoY) from Qconcurcos, mainly arising from the resumption of the public service exams market.

(1) Average ticket = Net revenue for the period x 1,000/3/ student base.

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

BUSINESS UNIT: On-campus

Student base (thousand students)	3Q22	3Q23	Δ %
Total On-campus	270.1	264.6	-2.0%
Undergraduate	265.9	261.4	-1.7%
On-campus	234.4	211.6	-9.7%
FIES	12.9	11.0	-14.6%
Semi on-campus	31.4	49.8	58.4%
Masters/Doctorate and others	4.2	3.2	-22.9%

Intake (thousand students)	3Q22	3Q23	Δ %
Total Undergraduate	39.9	52.8	32.3%
On-campus	29.7	31.3	5.2%
Semi on-campus	10.2	21.5	111.3%

Average Ticket ⁽¹⁾ (R\$/month)	3Q22	3Q23	Δ %
Total Undergraduate	627	675	7.7%
On-campus undergraduate	651	711	9.2%
Semi On-campus undergraduate	449	524	16.8%

AT of Upperclassmen ⁽²⁾ (R\$/month)	3Q22	3Q23	Δ %
On-campus undergraduate	700	740	5.7%

The **On-campus segment** ended 3Q23 with **264.6 thousand students**, slightly down by 2.0% vs. 3Q22. This result shows a downward trend in student base drops and is related to the good intake performance, which recorded a strong increase of 32.3% vs. 3Q22. It should be highlighted the remarkable increase of intake in the semi on-campus segment (+111.3% vs. 3Q22) coupled with the increase in the on-campus segment (+5.2% vs. 3Q22).

The **Semi on-campus student base** surged 58.4% vs. 3Q22 due to the strong intake cycle in the quarter. This increase, coupled with a solid 82% renewal rate contributed to the overall On-campus undergraduate base performance, which slightly decreased by 1.7% YoY.

On-campus undergraduate average ticket ended 3Q23 at R\$711/month, up by 9.2% YoY, stemming from the combination of price increase for both intake and upperclassmen for more than one year (+5.7% vs. 3Q22), which has been adjusted above inflation.

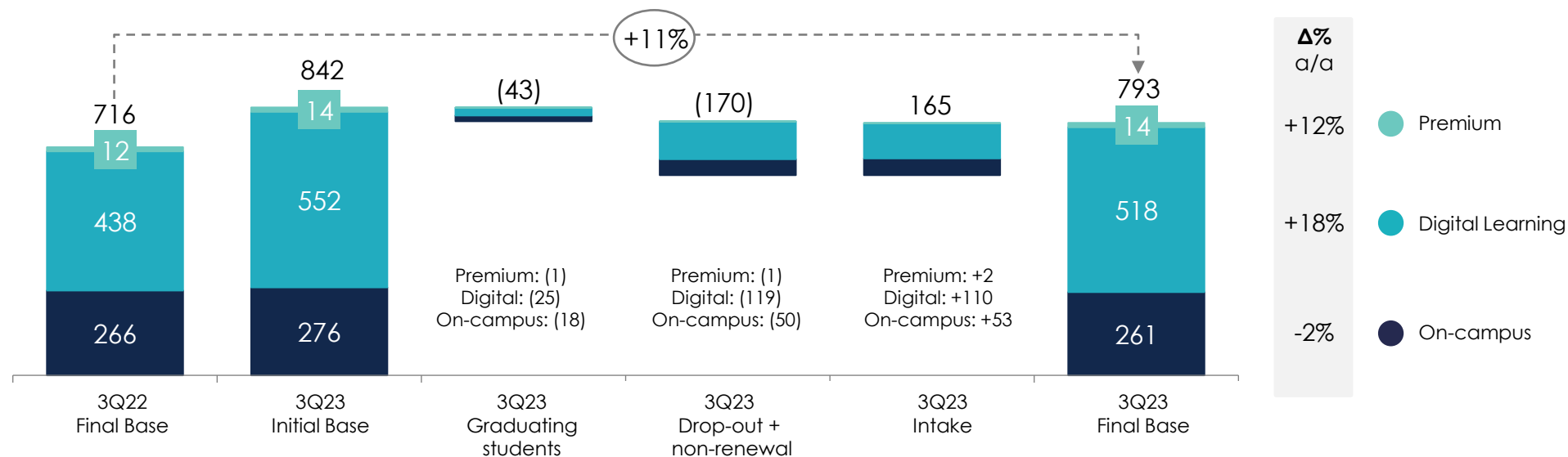
Semi on-campus undergraduate average ticket was up by 16.8% vs. 3Q22, amounting to R\$524/month, driven by growing market demand for our product, the revision of the courses' pricing format and the positive influence from health courses' mix.

(1) Average ticket = Net revenue for the period x 1,000/3/ student base.

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

CHANGES IN THE UNDERGRADUATE BASE 3Q23

	(thousand students)	Final Base 3Q22	Initial Base 3Q23		Graduating students 3Q23		Drop-out + non-renewal 3Q23		Intake 3Q23		Final Base 3Q23	Δ % 3Q23 vs. 3Q22
			In thousand	% ⁽¹⁾	In thousand	% ⁽¹⁾	In thousand	% ⁽¹⁾	In thousand	% ⁽¹⁾		
Undergraduate		716	842	100%	(43)	5%	(170)	20%	165	20%	793	11%
Premium		12	14	2%	(1)	5%	(1)	7%	2	14%	14	12%
Medicine		8	8	1%	(0)	5%	(0)	5%	1	13%	8	12%
IBMEC		5	6	1%	(0)	6%	(0)	9%	1	15%	6	14%
Digital Learning		438	552	66%	(25)	5%	(119)	21%	110	20%	518	18%
100% Online		372	468	56%	(24)	5%	(98)	21%	96	20%	442	19%
Flex		66	84	10%	(1)	2%	(21)	25%	14	17%	76	15%
On-campus		266	276	33%	(18)	6%	(50)	18%	53	19%	261	-2%
On-campus		234	235	28%	(16)	7%	(39)	16%	31	13%	212	-10%
Semi on-campus		31	41	5%	(1)	3%	(12)	28%	22	52%	50	58%



(1) Percentage of the initial base.

FINANCIAL DATA



INCOME STATEMENT

3Q23

(R\$ million)	3Q22	3Q23	Δ %	9M22	9M23	Δ %
Gross Revenue	2,375.9	2,672.4	12.5%	7,404.8	8,225.7	11.1%
Monthly tuition fees and others	2,375.9	2,672.4	12.5%	7,404.8	8,225.7	11.1%
Deductions from gross revenue	(1,240.4)	(1,375.8)	10.9%	(3,941.5)	(4,307.8)	9.3%
Net Revenue	1,135.5	1,296.6	14.2%	3,463.3	3,917.9	13.1%
Cost of Services	(478.5)	(507.2)	6.0%	(1,475.8)	(1,537.0)	4.1%
Gross Profit	657.0	789.4	20.2%	1,987.5	2,380.9	19.8%
<i>Gross margin (%)</i>	<i>57.9%</i>	<i>60.9%</i>	<i>3.0 p.p.</i>	<i>57.4%</i>	<i>60.8%</i>	<i>3.4 p.p.</i>
Selling Expenses	(190.9)	(206.1)	7.9%	(706.4)	(694.3)	-1.7%
G&A Expenses	(273.0)	(326.2)	19.5%	(755.2)	(938.0)	24.2%
Other operating revenue/ expenses	4.6	1.3	-72.4%	17.2	32.1	86.8%
(+) Depreciation and amortization	170.7	194.9	14.2%	526.3	582.2	10.6%
EBITDA	368.2	453.3	23.1%	1,069.3	1,362.9	27.5%
<i>EBITDA margin (%)</i>	<i>32.4%</i>	<i>35.0%</i>	<i>2.5 p.p.</i>	<i>30.9%</i>	<i>34.8%</i>	<i>3.9 p.p.</i>
Financial result	(193.8)	(172.8)	-10.8%	(527.1)	(520.5)	-1.2%
Depreciation and amortization	(170.7)	(194.9)	14.2%	(526.3)	(582.2)	10.6%
Income tax	9.2	5.9	-36.5%	9.7	11.0	12.9%
Social contribution	3.2	1.9	-39.8%	3.2	3.7	17.7%
Net Income	16.1	93.3	478.2%	28.8	274.9	852.9%
<i>Net margin (%)</i>	<i>1.4%</i>	<i>7.2%</i>	<i>5.8 p.p.</i>	<i>0.8%</i>	<i>7.0%</i>	<i>6.2 p.p.</i>
Adjusted EBITDA ⁽¹⁾	408.0	466.8	14.4%	1,145.2	1,369.1	19.6%
<i>Adjusted EBITDA margin (%)</i>	<i>35.9%</i>	<i>36.0%</i>	<i>0.1 p.p.</i>	<i>33.1%</i>	<i>34.9%</i>	<i>1.9 p.p.</i>
Adjusted Net Income ⁽²⁾	67.2	123.3	83.4%	147.7	330.8	123.9%
<i>Adjusted Net Income margin (%)</i>	<i>5.9%</i>	<i>9.5%</i>	<i>3.6 p.p.</i>	<i>4.3%</i>	<i>8.4%</i>	<i>4.2 p.p.</i>

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

(2) Adjusted Net income for non-recurring items, for more details [click here](#).

NET REVENUE (1/2)

(R\$ million)	3Q22	3Q23	Δ %	9M22	9M23	Δ %
Gross Revenue	2,375.9	2,672.4	12.5%	7,404.8	8,225.7	11.1%
Monthly tuition fees	2,331.2	2,625.9	12.6%	7,286.7	8,081.8	10.9%
Other	44.7	46.5	4.2%	118.1	143.8	21.8%
Deductions from Gross Revenue	(1,240.4)	(1,375.8)	10.9%	(3,941.5)	(4,307.8)	9.3%
Discounts and scholarships	(1,187.5)	(1,323.2)	11.4%	(3,795.3)	(4,140.6)	9.1%
Taxes	(44.3)	(47.0)	6.1%	(133.5)	(143.6)	7.6%
AVP and other deductions	(8.6)	(5.6)	-34.8%	(12.6)	(23.5)	86.6%
Net Revenue	1,135.5	1,296.6	14.2%	3,463.3	3,917.9	13.1%
Premium	278.5	331.1	18.9%	804.9	949.6	18.0%
Medicine	222.2	258.3	16.2%	635.1	746.5	17.5%
IBMEC	56.2	72.8	29.4%	169.8	203.1	19.6%
Digital Learning	350.2	429.5	22.6%	1,067.9	1,338.7	25.4%
100% Online	222.2	283.6	27.6%	678.7	873.5	28.7%
FLEX	74.1	92.0	24.2%	230.2	294.9	28.1%
Lifelong	53.9	53.9	0.0%	159.0	170.3	7.1%
On-campus	506.8	536.0	5.8%	1,590.5	1,629.6	2.5%
On-campus	464.5	457.8	-1.5%	1,466.8	1,433.2	-2.3%
Semi on-campus	42.3	78.3	85.0%	123.7	196.4	58.8%
DIS Net Revenue	93.1	137.4	47.6%	329.5	458.8	39.2%
Digital undergraduate	48.2	74.1	53.8%	173.7	278.6	60.4%
On-campus undergraduate	44.9	63.3	40.9%	155.8	180.2	15.7%
DIS Net Revenue (% of NOR)	8.2%	10.6%	2.4 p.p.	9.5%	11.7%	2.2 p.p.

In 3Q23, the Company's **net revenue** recorded a **substantial increase of 14.2% vs. 3Q22** (+R\$161.1 million) and grew by 13.1% in 9M23 vs. 9M22 (+R\$454.6 million).

The main changes per segment in the period are presented below:

- **Premium Segment:** increase of R\$52.6 million vs. 3Q22 and of R\$144.7 million vs. 9M22, stemming from: (i) continued increase in Medicine undergraduate and IBMEC student base; and (ii) price increase for upperclassmen for more than one year in the Medicine undergraduate segment and IBMEC.
- **Digital Learning segment:** up by R\$79.3 million vs. 3Q22 and by R\$270.8 million vs. 9M22. This result can be explained by (i) strong intake cycle; (ii) increase in DIS revenue; (iii) price increase for upperclassmen for more than one year; and (iv) student base maturation supported by a consistent renewal rate.
- **On-campus segment:** growth of R\$29.2 million vs. 3Q22 and R\$39.1 million vs. 9M22, the second consecutive quarter of recovery. This result is due to (i) higher intake and upperclassmen tickets; (ii) better intake cycle; and (iii) increase in revenue from DIS.

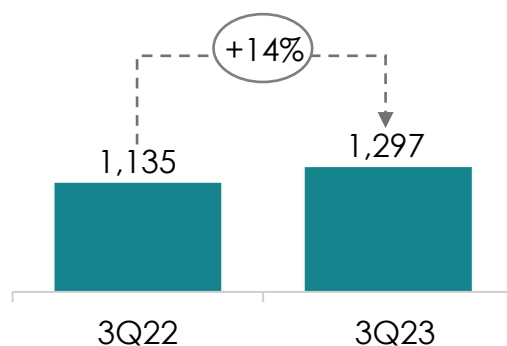


NET REVENUE (2/2)

The **Premium and Digital Learning segments accounted for 58% of the company's net revenue**, up by 4 p.p. vs. 9M22. This result shows the robustness of our portfolio and the importance of these segments to the company's revenue mix.

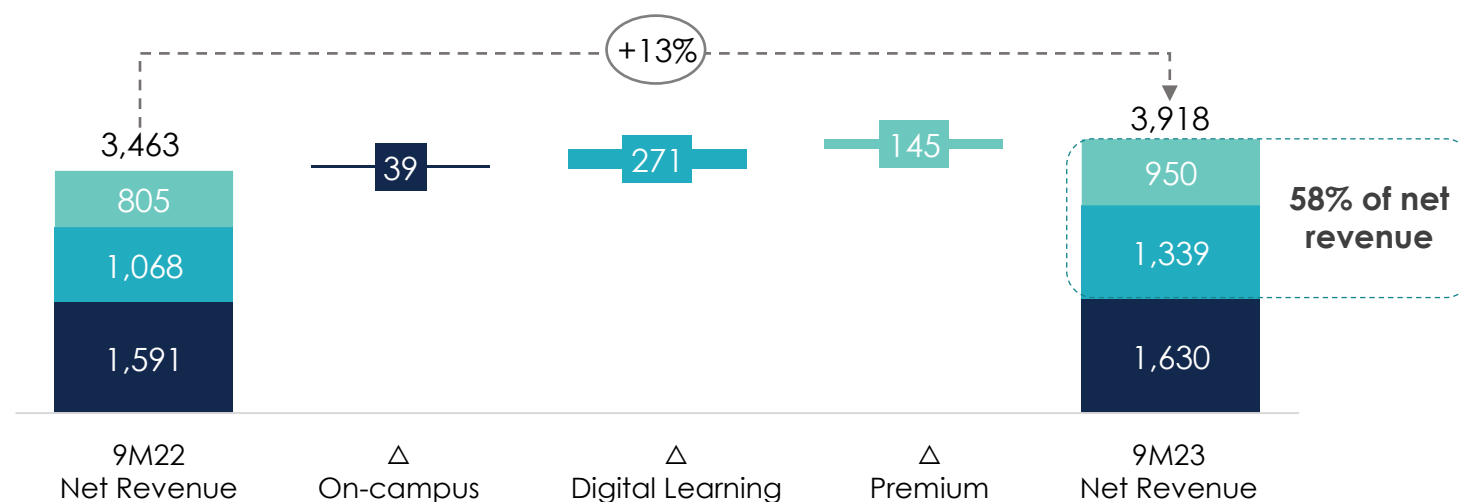
Net revenue from DIS was up by R\$44.3 million vs. 3Q22 (+2.4 p.p. of 3Q23 net revenue) and R\$129.3 million vs. 9M22 (+2.2 p.p. of 9M23 net revenue). These figures stem from the increase in intake and a stronger adhesion to DIS.

Total Net Revenue
(R\$ million)



Total Net Revenue by business unit
(R\$ million)

Premium Digital Learning On-campus



COST OF SERVICES AND GROSS PROFIT (1/2)

(R\$ million)	3Q22	3Q23	Δ %	9M22	9M23	Δ %
Cost of Services	(478.5)	(507.2)	6.0%	(1,475.8)	(1,537.0)	4.1%
Personnel	(290.0)	(296.5)	2.2%	(882.9)	(903.6)	2.3%
Rent, Municipal Property Tax and Others	(1.4)	(8.3)	510.7%	(21.1)	(31.9)	51.2%
Rent	(73.4)	(89.8)	22.2%	(243.5)	(256.3)	5.3%
Leasing - right of use of properties (IFRS-16)	83.3	92.8	11.4%	255.0	263.8	3.4%
Other	(11.3)	(11.2)	-0.6%	(32.6)	(38.9)	19.3%
Transfer to Centers (Revenue share)	(55.7)	(66.4)	19.2%	(155.4)	(190.1)	22.3%
Third-party services	(16.0)	(16.3)	2.0%	(48.7)	(47.4)	-2.7%
Utilities	(11.1)	(11.7)	4.9%	(35.2)	(36.9)	4.7%
Other costs	(1.8)	(4.3)	131.7%	(6.7)	(11.3)	68.4%
Depreciation and amortization	(102.4)	(103.8)	1.3%	(325.7)	(315.8)	-3.0%
Leasing - right of use of properties	(62.6)	(62.3)	-0.5%	(196.2)	(186.1)	-5.1%
Systems, apps and Software	(2.0)	(2.2)	7.8%	(5.8)	(6.6)	13.9%
Improvement to third-party assets	(16.4)	(16.8)	2.3%	(54.6)	(55.4)	1.4%
IT equipment	(3.1)	(3.0)	-1.4%	(9.3)	(9.2)	-1.1%
Machinery and equipment	(3.1)	(3.0)	-5.1%	(10.4)	(9.0)	-13.4%
Other D&A costs	(15.2)	(16.5)	8.5%	(49.5)	(49.6)	0.1%
Gross profit	657.0	789.4	20.2%	1,987.5	2,380.9	19.8%
Gross margin (%)	57.9%	60.9%	3.0 p.p.	57.4%	60.8%	3.4 p.p.
Non-recurring Cost ⁽¹⁾	24.8	9.9	-60.0%	33.9	16.2	-52.2%
Adjusted Cost of Services (ex-D&A) ⁽¹⁾	(351.3)	(393.5)	12.0%	(1,116.1)	(1,205.0)	8.0%
Premium	(85.1)	(102.3)	20.1%	(257.7)	(302.2)	17.3%
Digital Learning	(69.7)	(83.7)	20.1%	(206.0)	(242.4)	17.6%
On-campus	(196.4)	(207.5)	5.6%	(652.5)	(660.4)	1.2%
Adjusted Cost of Personnel ⁽¹⁾	(265.5)	(286.6)	7.9%	(849.2)	(887.4)	4.5%

Cost of services increased by 6.0% vs. 3Q22 and by 4.1% vs. 9M22, mainly due to the “**transfers to partner centers**” and “**personnel costs**” lines.

The main changes in the period are explained below:

- **Personnel costs:** up by R\$6.4 million vs. 3Q22 and R\$20.7 million vs. 9M22, due to a higher accounting of variable compensation for the units' support team. The variation in variable compensation generated an impact of R\$7 million vs. 3Q22 and R\$35 million vs. 9M22. Excluding the effect from higher accounting of variable compensation, personnel costs would be in line with 3Q22 figures and would decrease by ~2% versus 9M23, due to improvements in scheduling (OR).
- **Rent and municipal property taxes:** up by R\$6.9 million vs. 3Q22 and by R\$10.8 million vs. 9M22, due to the payment of PIS and COFINS credits in the amount of R\$10.5 million in 2022 related to rental expenses, as published in 3Q22.

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

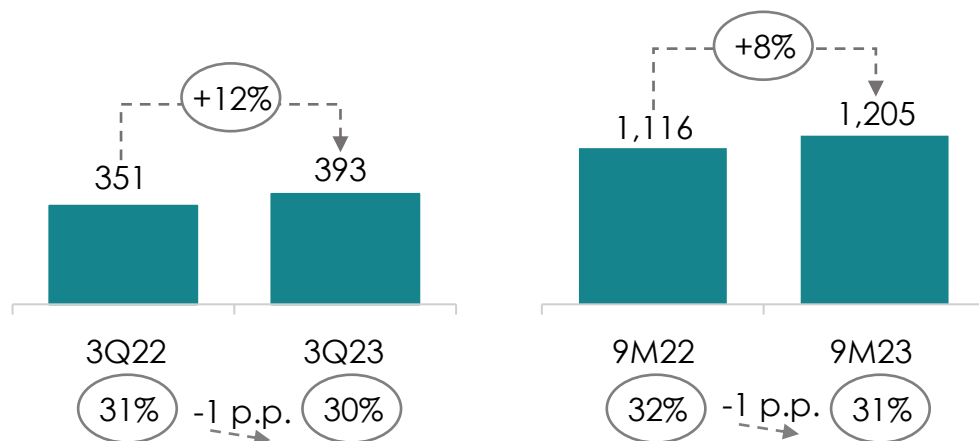
COST OF SERVICES AND GROSS PROFIT (2/2)

- **Transfer to centers:** up by R\$10.7 million vs. 3Q22 and by R\$34.7 million vs. 9M22 from the increase in Digital Learning net revenue related to better intake and the maturation of centers.
- **Third-party services (security and cleaning), utilities and other costs:** up by R\$3.3 million vs. 3Q22 and R\$4.9 million vs. 9M22, mainly arising from the reclassification of Qconcursos expenses (R\$2 million in 3Q23 and R\$5 million in 9M23), which were previously recorded in G&A, and increase in water and sewage costs due to a reversal of provision in 2022.

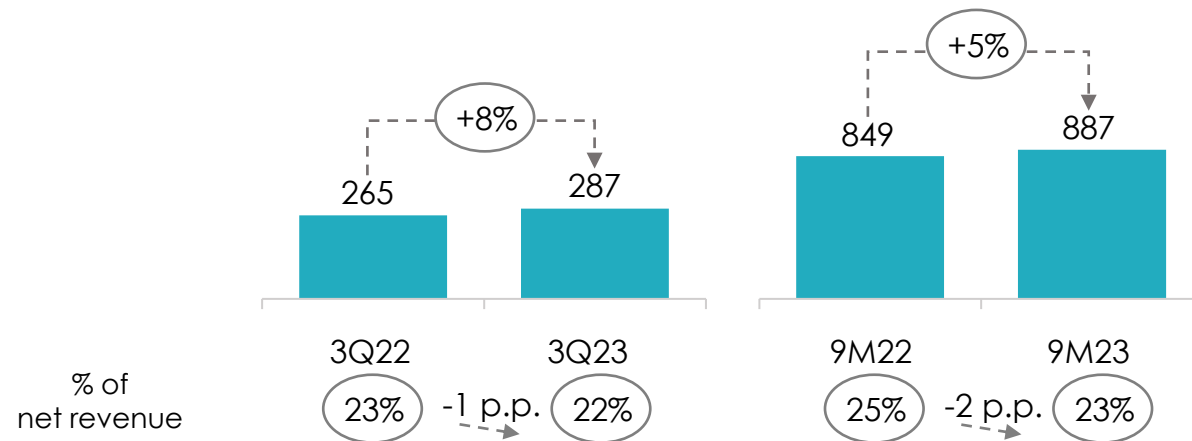
Cost of services (ex-D&A) was impacted by the non-recurring effect related the operating research (OR) amounting to R\$9.9 million in 3Q23 and R\$16.2 million in 9M23. Excluding said effect, **adjusted cost of services (ex-D&A)** was up by 12.0% vs. 3Q22 and by 8.0% vs. 9M22, representing 31% of the company's total net revenue in the period, down by 1 p.p. vs. 9M22.

Gross profit was up by R\$132.4 million vs. 3Q22 and by R\$393.3 million vs. 9M22, and gross margin stood at 60.9% (+3.0 p.p. vs. 3Q22) and 60.8% (+3.4 p.p. vs. 9M22), stemming from revenue increase in all segments and the company's efforts to control costs.

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)	3Q22	3Q23	Δ %	9M22	9M23	Δ %
Selling Expenses	(190.9)	(206.1)	7.9%	(706.4)	(694.3)	-1.7%
Bad Debt	(99.8)	(131.0)	31.2%	(402.8)	(425.8)	5.7%
Out-of-pocket	(63.6)	(78.7)	23.8%	(269.3)	(274.5)	1.9%
PAR ⁽¹⁾	(4.4)	1.4	n.a.	(15.8)	0.3	n.a.
DIS ⁽¹⁾	(31.9)	(53.7)	68.3%	(117.7)	(151.6)	28.8%
Marketing and Sales (M&S)	(91.1)	(75.1)	-17.5%	(303.6)	(268.5)	-11.6%
Advertising	(61.7)	(55.2)	-10.5%	(213.7)	(205.3)	-3.9%
Other	(29.4)	(19.9)	-32.2%	(89.9)	(63.2)	-29.8%
Non-recurring expenses ⁽²⁾	-	1.6	n.a.	13.8	1.6	-88.2%
Adjusted Bad Debt ⁽²⁾	(99.8)	(129.3)	29.5%	(389.0)	(424.2)	9.0%
% of net revenue	8.8%	10.0%	1.2 p.p.	11.2%	10.8%	-0.4 p.p.
Financial discounts	(23.9)	(21.2)	-11.6%	(73.9)	(54.6)	-26.1%
Adjusted Bad Debt ⁽²⁾ + Discounts	(123.8)	(150.5)	21.6%	(462.9)	(478.8)	3.4%
% of net revenue	10.9%	11.6%	0.7 p.p.	13.4%	12.2%	-1.1 p.p.
Bad Debt by BU	(99.8)	(131.0)	31.2%	(402.8)	(425.8)	5.7%
Premium	(1.3)	(2.1)	56.0%	(25.6)	(27.9)	9.0%
Digital Learning	(50.6)	(68.3)	34.8%	(173.9)	(206.4)	18.7%
On-campus	(47.9)	(60.6)	26.5%	(203.2)	(191.5)	-5.7%
Bad Debt by BU (% of net revenue)	8.8%	10.1%	1.3 p.p.	11.6%	10.9%	-0.8 p.p.
Premium	0.5%	0.6%	0.1 p.p.	3.2%	2.9%	-0.2 p.p.
Digital Learning	14.5%	15.9%	1.4 p.p.	16.3%	15.4%	-0.9 p.p.
On-campus	9.5%	11.3%	1.9 p.p.	12.8%	11.8%	-1.0 p.p.

In 3Q23, **selling expenses** increased by 7.9% vs. 3Q22 and decreased by 1.7% vs. 9M22. The main changes in the period are explained below:

Non-recurring effects amounted to R\$1.6 million in 3Q23 and 9M23, related to the write-off of difference in accounts receivable from past acquisitions.

Adjusted Bad Debt expenses were up by 29.5% vs. 3Q22 and 9.0% vs. 9M22. In 3Q23, Bad Debt expenses as a percentage of Net Revenue was up by only 1.3 p.p. , due to a better intake cycle, a bigger share of DIS in total revenue and a revision in the provision percentage for revenue from DIS since 2Q23. In 9M23, adjusted Bad Debt expenses were stable at 10.8%. The maintenance of Bad Debt expenses/Net Revenue levels was only possible due to the maintenance of retention/renewal rates coupled with a positive credit recovery performance.

The main variations in Bad Debt, broken down by Business Unit, are presented below:

- Premium Segment: increase of R\$0.7 million vs. 3Q22 and of R\$2.3 million vs. 9M22, remaining stable as a percentage of the segment's net revenue.
- Digital Learning segment: up by R\$17.6 million vs. 3Q22 and by R\$32.5 million vs. 9M22, mainly due to a stronger intake cycle and higher revenue from DIS.

(1) Considers Bad Debt Drop-out and non-renewal.
 (2) Adjusted by non-recurring items, for more detail [click here](#).

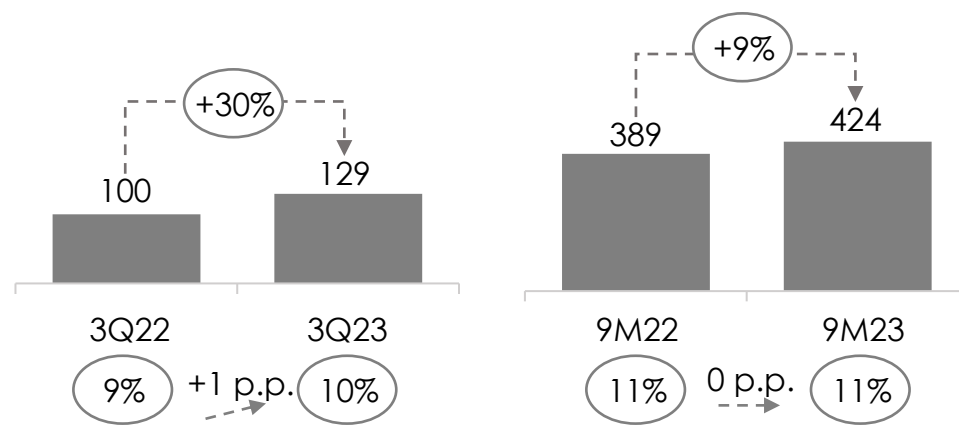
SELLING EXPENSES (2/2)

- On-Campus segment: up by R\$12.7 million vs. 3Q22 mainly stemming from higher intake and revenue from DIS. In 9M23, it was down by R\$11.6 million YoY, due to lower delinquency from the upperclassmen student base and maintenance of renewal rate.

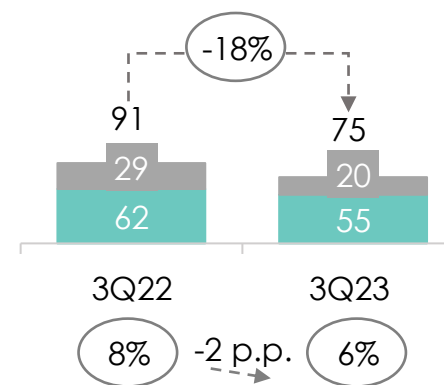
Marketing & Sales expenses (M&S) decreased by R\$16.0 million vs. 3Q22 and by R\$35.2 million vs. 9M22, as a result of greater efficiency of our intake campaigns coupled with reclassification of expenses in 2023. Call center expenses are now recorded under "third-party services, software maintenance and others" line in G&A. Considering the same allocation criteria for these expenses in 3Q22 (R\$9.2 million) and in 9M22 (R\$27.5 million), Marketing and Sales expenses would have decreased by R\$6.7 million vs. 3Q22 and R\$7.3 million vs. 9M22.

In the quarter and nine-month period, Marketing and Sales expenses were down by 2 p.p. as a percentage of total net revenue.

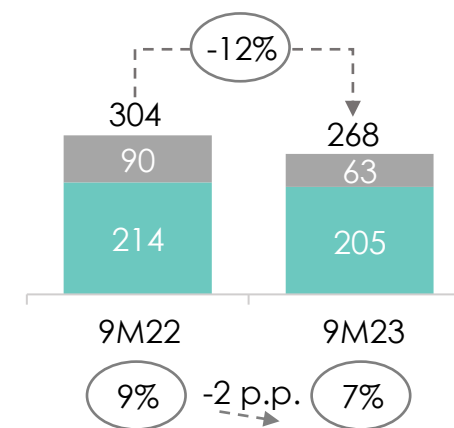
Adjusted Bad Debt ⁽¹⁾
(R\$ million)



Sales and Marketing
(R\$ million)



● Others ● Advertising



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

(2) The DIS (Solidarity Dilution) is a payment modality in the amount of R\$49.00 in the first monthly fees, and the dilution of the difference for the full amount of the fees until the end of the course.

GENERAL, ADMINISTRATIVE AND OTHER EXPENSES (1/2)

(R\$ million)	3Q22	3Q23	Δ %	9M22	9M23	Δ %
G&A Expenses	(273.0)	(326.2)	19.5%	(755.2)	(938.0)	24.2%
Personnel	(81.9)	(100.2)	22.4%	(231.9)	(304.6)	31.4%
Third-party services	(46.1)	(41.7)	-9.6%	(119.3)	(125.7)	5.4%
Provision for contingencies	(27.7)	(27.7)	0.0%	(51.6)	(58.9)	14.0%
Maintenance and repairs	(20.0)	(25.2)	26.3%	(52.8)	(69.0)	30.9%
Other	(29.1)	(40.2)	37.8%	(99.2)	(113.4)	14.3%
Depreciation and amortization	(68.2)	(91.2)	33.7%	(200.5)	(266.4)	32.8%
Goodwill acquisitions	(15.7)	(16.1)	2.4%	(47.1)	(49.1)	4.1%
Systems, applications and software	(36.2)	(57.4)	58.5%	(106.1)	(166.7)	57.1%
Other D&A expenses	(16.3)	(17.7)	8.6%	(47.3)	(50.6)	7.1%
Other revenue/ expenses	4.6	1.3	-72.4%	17.2	32.1	86.8%
Non-recurring G&A and other ⁽¹⁾	14.9	1.9	-87.2%	28.1	(11.6)	n.a.
Adjusted G&A and other Expenses ⁽¹⁾	(185.3)	(231.8)	25.1%	(509.4)	(651.1)	27.8%
Premium	(43.6)	(58.8)	34.9%	(114.3)	(164.3)	43.8%
Digital Learning	(53.9)	(73.1)	35.6%	(159.5)	(216.0)	35.4%
On-Campus	(87.8)	(100.0)	13.8%	(235.7)	(270.8)	14.9%
Adjusted Personnel ⁽¹⁾	(80.9)	(100.2)	23.9%	(228.9)	(304.2)	32.9%

General and administrative expenses were up by 19.5% vs. 3Q22 and by 24.2% vs. 9M22. The main changes in expenses in period are presented below:

- **Personnel:** up by R\$18.3 million vs. 3Q22 and R\$72.7 million vs. 9M22, mainly driven by the following factors: (i) accounting of variable compensation arising from the positive income, totaling a variation of R\$10 million vs. 3Q22 and R\$51 million vs. 9M22; (ii) greater impact from vacation pay; and (iii) IT service insourcing (previously accounted for in other G&A lines).
- **Third-party services:** down by R\$4.4 million vs. 3Q22 mainly stemming from lower expenses with consulting services due to IT services insourcing. In 9M23, these expenses moved up by R\$6.4 million vs. 9M22, mainly due to the reallocation of call center expenses, as detailed in the previous slide.
- **Provision for contingencies:** in line with 3Q22 figures and up by R\$7.2 million vs. 9M22. This variation arises from the court decision that determined a restatement index at a percentage lower than the one used before.

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

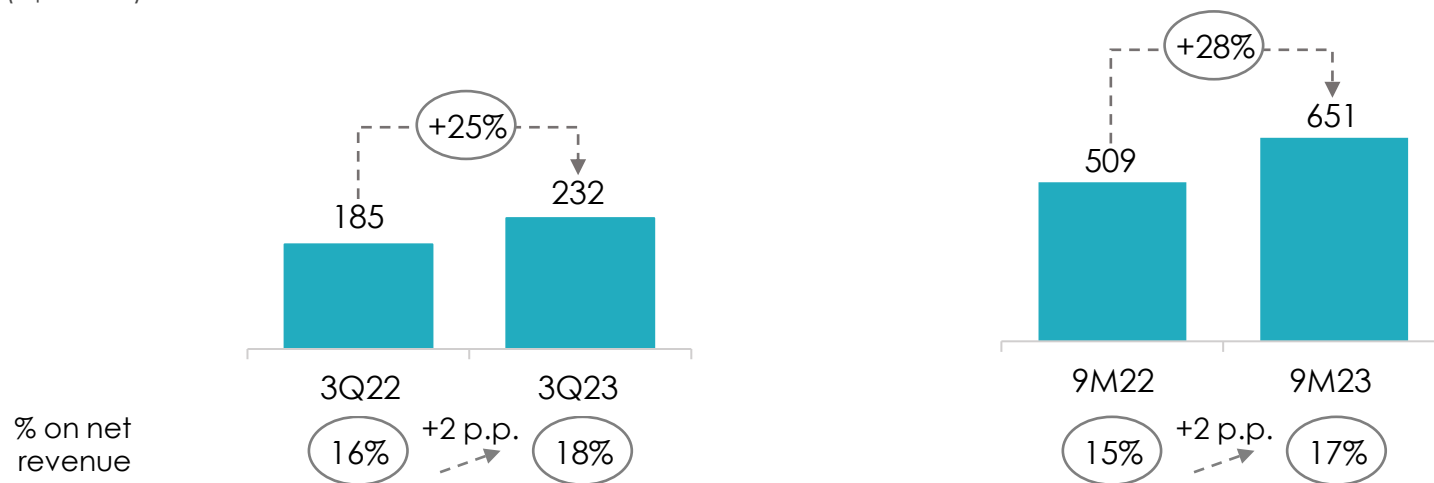
GENERAL, ADMINISTRATIVE AND OTHER EXPENSES (2/2)

- **Maintenance repairs:** up by R\$5.3 million vs. 3Q22 and by R\$16.3 million vs. 9M22, mainly due to increased expenditures with maintenance of the units' equipment and the reallocation of call center expenses as detailed on slide 18.
- **Other expenses:** increase of R\$11.0 million vs. 3Q22 and R\$14.2 million vs. 9M22, chiefly from travel and lodging expenses and higher expenses with education agreements related to the maturation of medicine courses and other health programs.
- **Depreciation and amortization:** up by R\$23.0 million vs. 3Q22 and by R\$65.9 million vs. 9M22, related to the amortization of systems, applications and software due to investments in digital transformation and technology over the past few years. These assets have a shorter-than-average depreciation and amortization term.

The other revenue/expenses line was up by R\$14.9 million vs. 9M22, mainly related to the write-off of amounts payable for acquisitions in previous years.

General, administrative and other expenses (ex-D&A) were impacted by non-recurring effects in the amount of R\$1.9 million in 3Q23 and -R\$11.6 million in 9M23, related to M&A and other expenses. Excluding such effects, **adjusted general, administrative and other expenses (ex-D&A)** would have increased by 25.1% vs. 3Q22 and by 27.8% vs. 9M22, representing 17% of total net revenue (+2 p.p. vs. 9M22).

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



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

NON-RECURRING EFFECTS

Classification	Account	Description	3Q22	3Q23	9M22	9M23
Operational Efficiency	Cost	Faculty restructuring	24.8	9.9	33.9	16.2
	G&A	Restructuring of corporate	1.0	-	3.0	0.4
Bad Debt	Selling expenses	Provision delinquency for medical school students in 2Q22	-	-	13.8	-
		Write-off of the difference in accounts receivable from past acquisitions	-	1.6	-	1.6
M&A e outros	G&A and other expenses	Contractual fines due to the delivery of real estate and others	13.9	1.9	25.1	13.9
		Write-off of amounts payable from past acquisitions	-	-	-	(25.9)
NEGATIVE IMPACT ON EBITDA (R\$ million)			39.7	13.5	75.9	6.2



EBITDA AND MARGIN (1/2)

(R\$ million)	3Q22	3Q23	Δ %	9M22	9M23	Δ %
Net Revenue	1,135.5	1,296.6	14.2%	3,463.3	3,917.9	13.1%
Costs and Expenses	(937.9)	(1,038.2)	10.7%	(2,920.3)	(3,137.2)	7.4%
(+) Depreciation and amortization	170.7	194.9	14.2%	526.3	582.2	10.6%
EBITDA	368.2	453.3	23.1%	1,069.3	1,362.9	27.5%
EBITDA margin (%)	32.4%	35.0%	2.5 p.p.	30.9%	34.8%	3.9 p.p.
Non-recurring items	39.7	13.5	-66.1%	75.9	6.2	-91.8%
Restructuring of faculty	24.8	9.9	-60.0%	33.9	16.2	-52.2%
Restructuring of corporate	1.0	-	n.a.	3.0	0.4	-85.7%
Bad Debt	-	1.6	n.a.	13.8	1.6	-88.2%
Contractual fines real estate, M&A and other	13.9	1.9	-86.2%	25.1	(12.0)	n.a.
Adjusted EBITDA	408.0	466.8	14.4%	1,145.2	1,369.1	19.6%
Adjusted EBITDA margin(%)	35.9%	36.0%	0.1 p.p.	33.1%	34.9%	1.9 p.p.
Premium	140.1	158.0	12.8%	395.1	426.7	8.0%
Adjusted EBITDA margin(%)	50.3%	47.7%	-2.6 p.p.	49.1%	44.9%	-4.2 p.p.
Digital Learning	142.2	177.1	24.6%	416.7	566.9	36.0%
Adjusted EBITDA margin(%)	40.6%	41.2%	0.6 p.p.	39.0%	42.3%	3.3 p.p.
On-Campus	125.7	131.8	4.8%	333.3	375.5	12.7%
Adjusted EBITDA margin(%)	24.8%	24.6%	-0.2 p.p.	21.0%	23.0%	2.1 p.p.
IFRS 16 Effect	85.0	94.1	10.7%	259.0	267.8	3.4%
Adjusted EBITDA ex-IFRS 16	323.0	372.7	15.4%	886.2	1,101.3	24.3%
Adjusted EBITDA margin(%)	28.4%	28.7%	0.3 p.p.	25.6%	28.1%	2.5 p.p.
EBITDA ex-IFRS 16	283.3	359.3	26.8%	810.3	1,095.1	35.1%
EBITDA margin (%)	24.9%	27.7%	2.8 p.p.	23.4%	28.0%	4.6 p.p.

The company's **EBITDA** was **R\$453.3 million in 3Q23** (+23.1% vs. 3Q22) and EBITDA margin stood at 35.0% (+2.5 p.p. vs. 3Q22). In 9M23, EBITDA increased by 27.5% vs. 9M22, amounting to R\$1,362.9 million and EBITDA margin stood at 34.8% (+3.9 p.p. YoY).

Non-recurring effects amounted to R\$13.5 million in 3Q23 and R\$6.2 million in 9M23, related the faculty restructuring (OR), contractual fines, write-off of amounts payable from past acquisitions, Bad Debt, M&A and other expenses, as detailed in the previous slide.

Excluding said affects, **adjusted EBITDA totaled R\$466.8 million in 3Q23** (+14.4% vs. 3Q22) and **adjusted EBITDA margin stood at 36.0%** (+2.3 p.p. vs. 2Q22), due to **a strong operating leverage**. Year to date, adjusted EBITDA increased by 19.6% vs. 9M22, amounting to R\$1,369.1 million, and adjusted EBITDA margin stood at 34.9% (+1.9 p.p. vs. 9M22).

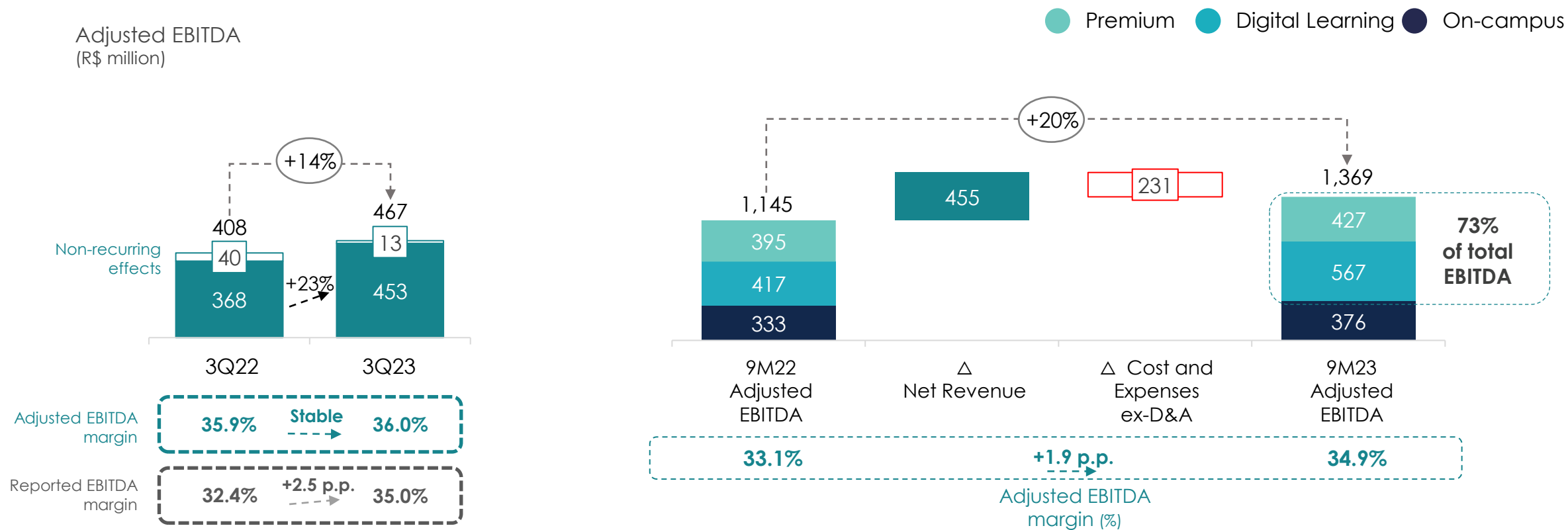
The main changes in the period are explained below.

- **Net revenue:** increase of R\$161.1 million vs. 3Q22 and R\$454.6 million vs. 9M22, due to the growth in all segments: Premium (+R\$52.6 million vs. 3Q22 and R\$144.7 million vs. 9M22), Digital Learning (+R\$79.3 million vs. 3Q22 and R\$270.8 million vs. 9M22) and On-Campus (+R\$29.2 million vs. 3Q22 and R\$39.1 million vs. 9M22).



EBITDA AND MARGIN (2/2)

- Adjusted costs and expenses (ex-D&A):** up by R\$102.3 million vs. 3Q22 and R\$230.6 million vs. 9M22, mainly explained by the following factors, as detailed in previous slides: (i) higher accounting of variable compensation due to the positive income (variation of R\$17 million vs. 3Q22 and R\$86 million vs. 9M22); (ii) increase in transfer to partner centers, related to Digital Learning undergraduate programs' growth; and (iii) higher Bad Debt expenses. As a percentage of net revenue, **adjusted costs and expenses (ex-D&A) totaled 65%, down by 1.9 p.p. vs. 9M22.**



FINANCIAL RESULT AND NET INCOME (1/2)

(R\$ million)	3Q22	3Q23	Δ %	9M22	9M23	Δ %
EBITDA	368.2	453.3	23.1%	1,069.3	1,362.9	27.5%
Financial Result	(193.8)	(172.8)	-10.8%	(527.1)	(520.5)	-1.2%
Financial Revenue	56.2	57.7	2.6%	165.2	160.7	-2.7%
Fines and interest charged	19.3	17.7	-8.1%	45.0	46.7	3.8%
Financial Investments	48.0	38.4	-20.0%	139.2	107.4	-22.9%
Inflation adjustments	(5.5)	(4.9)	-12.2%	(24.0)	(20.8)	-13.3%
(-) PIS and COFINS ⁽¹⁾	(6.1)	5.5	n.a.	2.5	25.5	934.0%
Others	0.6	0.9	64.7%	2.4	1.9	-19.2%
Financial Expenses	(250.0)	(237.2)	-5.1%	(689.1)	(675.5)	-2.0%
Interest and financial charges	(170.2)	(154.9)	-9.0%	(435.6)	(447.3)	2.7%
Financial discounts	(23.9)	(21.2)	-11.6%	(73.9)	(54.6)	-26.1%
Bank expenses	(3.3)	(2.0)	-37.5%	(9.3)	(7.5)	-19.6%
Interest on leasing	(34.8)	(38.8)	11.3%	(110.1)	(112.7)	2.3%
Others	(17.9)	(20.4)	13.9%	(60.2)	(53.5)	-11.2%
Swap Net Effect	(0.0)	6.7	n.a.	(3.1)	(5.7)	82.3%
Depreciation and amortization	(170.7)	(194.9)	14.2%	(526.3)	(582.2)	10.6%
Profit before taxes	3.7	85.6	2183.5%	16.0	260.1	1531.0%
Income tax	9.2	5.9	-36.5%	9.7	11.0	12.9%
Social Contribution	3.2	1.9	-39.8%	3.2	3.7	17.7%
Net Income	16.1	93.3	478.2%	28.8	274.9	852.9%
Net margin (%)	1.4%	7.2%	5.8 p.p.	0.8%	7.0%	6.2 p.p.
Net Income ex-IFRS 16	29.8	100.5	237.3%	78.7	306.5	289.3%
Net margin (%)	2.6%	7.8%	5.1 p.p.	2.3%	7.8%	5.6 p.p.
Adjusted Net Income ⁽²⁾	67.2	123.3	83.4%	147.7	330.8	123.9%
Adjusted net margin (%)	5.9%	9.5%	3.6 p.p.	4.3%	8.4%	4.2 p.p.
Adjusted Net Income ⁽²⁾ ex-IFRS 16	80.9	130.5	61.3%	197.6	362.4	83.4%
Adjusted net margin (%)	7.1%	10.1%	2.9 p.p.	5.7%	9.3%	3.5 p.p.

The company's **financial result** improved by R\$21.0 million vs. 3Q22 and by R\$6.5 million vs. 9M22. Below are the main drivers of this result:

Financial Revenue: up by R\$1.4 million vs. 3Q22 and down by R\$4.4 million vs. 9M22, chiefly due to:

- Fines and interest rates charged on overdue amounts: down by R\$1.6 million vs. 3Q22 due to a higher volume of receivables within the deadline. In 9M23, this line increased by R\$1.7 million vs. 9M22.
- Financial investments: down by R\$9.6 million vs. 3Q22 and R\$31.9 million vs. 9M22, related to a smaller cash position (-R\$401.9 million) versus 3Q22.
- Inflation adjustment (PAR and DIS) and others: up by R\$12.0 million vs. 3Q22 and R\$22.6 million vs. 9M22, due to the restatement (IPCA) of higher accounts receivable amount from DIS vs. 2Q23.

Financial Expenses: down by R\$12.9 million vs. 3Q22 and by R\$13.6 million vs. 9M22, due to:

- Interest and charges: down by R\$15.3 million vs. 3Q22 from the decrease in interest rates. In 9M23, interest and charges increased by R\$11.7 million vs. 9M22.
- Financial discounts: decrease of R\$2.8 million vs. 3Q22 and R\$19.3 million vs. 9M22, arising from opportunities identified during renewal campaigns, enabling reduced discounts.

(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)

- Other expenses: down by R\$6.7 million vs. 9M22 chiefly related to a reduction in the acquisition price payable for past acquisitions (write-off of amounts disclosed in 1Q23).

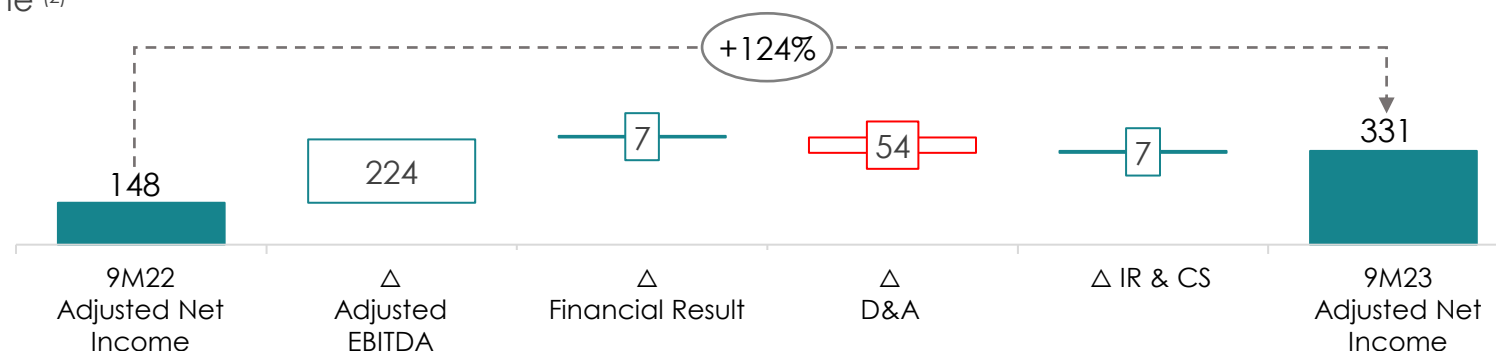
Swap net effect: positive variation of R\$6.7 million vs. 3Q23 due to the mark-to-market of 4,131 debt instruments. It is important to emphasize that the swap effect tends to zero in the debt settlement. More details can be found in note 26 to quarterly Financial Statements (ITR).

The company's **net income** amounted to R\$93.3 million in 3Q23 (+R\$77.2 million vs. 3Q22) and R\$274.9 million in 9M23 (+R\$246.0 million vs. 9M22). The main changes are presented below.

- Increase in EBITDA of R\$85.1 million vs. 3Q22 and R\$293.6 million vs. 9M22, as explained on slide 22.
- Financial result improvement of R\$21.0 million vs. 3Q22 and of R\$6.5 million vs. 9M22, as explained on the previous slide.
- Depreciation and amortization, increase of R\$24.3 million vs. 3Q22 and R\$56.0 million vs. 9M22, as explained on the costs, and administrative expenses slides.
- Income tax and social contribution, down by R\$4.6 million vs. 3Q22 mainly arising from the non-recording of asset on tax loss assessed in the period. In 9M23, it increased by R\$1.8 million vs. 9M22.

The company's net income was impacted by non-recurring effects in the amount of R\$29.9 million in 3Q23 and R\$55.9 million in 9M23, as follows: (i) EBITDA, as explained on slide 21; (ii) R\$16.1 million in 3Q23 and R\$49.1 million in 9M23 of goodwill amortization⁽¹⁾; and (iii) R\$0.4 million in 2Q23 and R\$0.6 million in 9M23 in income tax and social contribution. Excluding these effects, **adjusted net income totaled R\$123.3 million in 3Q23 and R\$330.8 million in 9M23.**

Adjusted Net Income ⁽²⁾
(R\$ million)



(1) Goodwill related to the acquisitions made from 2020.
(2) Adjusted for non-recurring effects detailed in the text above.

ACCOUNTS RECEIVABLE

(R\$ million)	3Q22	2Q23	3Q23	Δ% vs. 3Q22	Δ% vs. 2Q23
Monthly tuition fees received	1,390.6	1,594.8	1,603.2	15.3%	0.5%
Out-of-Pocket	864.1	1,107.5	1,007.8	16.6%	-9.0%
DIS (Inactive)	203.1	205.2	198.9	-2.1%	-3.1%
PAR	94.6	59.1	57.0	-39.7%	-3.5%
DIS	432.0	428.2	538.4	24.6%	25.7%
Exchange Deals	37.6	31.6	33.2	-11.7%	5.0%
FIES	121.5	82.9	70.4	-42.0%	-15.1%
Other	387.9	390.3	466.8	20.3%	19.6%
Credit Cards to be received	178.0	190.2	214.7	20.6%	12.9%
Agreements	209.9	200.1	252.1	20.1%	26.0%
Gross Accounts Receivable	1,937.6	2,099.6	2,173.5	12.2%	3.5%
Bad Debt	(630.0)	(623.9)	(673.1)	6.9%	7.9%
Out-of-Pocket ⁽¹⁾	(530.2)	(521.2)	(549.0)	3.5%	5.3%
DIS (Inactive)	(173.6)	(144.9)	(168.5)	-3.0%	16.3%
PAR (50%)	(43.0)	(24.9)	(24.5)	-43.1%	-1.7%
DIS (20%)	(56.8)	(77.8)	(99.7)	75.6%	28.1%
Amounts to be identified	(5.0)	(8.3)	(8.1)	61.8%	-3.4%
Adjustment to present value (APV) ⁽²⁾	(42.4)	(56.0)	(61.6)	45.2%	10.0%
DIS APV	(30.0)	(39.0)	(46.0)	53.0%	17.9%
Net Accounts Receivable	1,260.2	1,411.4	1,430.8	13.5%	1.4%

In 3Q23, **gross accounts receivable** were up by 12.2% vs 3Q22, as explained below.

- R\$143.7 million increase vs. 3Q22 in the monthly tuition line, related to the revenue increase.
- R\$106.4 million increase vs. 3Q22 in Active DIS as a result of the higher intake volume and revenue from DIS, compared to 2Q22.
- R\$78.8 million increase vs. 3Q22 in others, related to: (i) increase in the agreements line, which follows the positive revenue performance; and (ii) increase in credit card receivables, notably boosted by the Qconcursos and Hardwork acquisitions, whose receivables are mainly via credit card.
- Reduction of R\$88.6 million vs. 3Q22 in PAR and FIES, arising from the decrease in student base that benefits from these financings.

Net accounts receivable ended 3Q23 up by 13.5% vs. 3Q22, driven by the revenue increase in the period.

In the quarter, we began to disclose the DIS (Inactive) line both in Accounts Receivable and in Bad Debt expenses. It is important to note that DIS (Inactive) has always been included in the "Out-of-Pocket students" line and refers to the entries of DIS students who dropped out. When students drop out, both the accounts receivable and the balance of Bad Debt expenses of these students migrate from the DIS (Active) lines to the DIS (Inactive) lines.

(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-2026.

AVERAGE TERM OF RECEIVABLES

(R\$ million)	3Q22	2Q23	3Q23	Δ% vs. 3Q22	Δ% vs. 2Q23
Net accounts receivables	1,260.2	1,411.4	1,430.8	13.5%	1.4%
Net Revenue Annualized	4,531.4	4,833.3	5,012.0	10.6%	3.7%
Average Term of Receivables ATR (days)	100	105	103	2.6%	-2.2%
FIES net accounts receivable	121.5	82.9	70.4	-42.0%	-15.1%
FIES Revenue (12M)	286.7	245.2	240.9	-16.0%	-1.7%
FGEDUC Deductions (12M)	(26.7)	(66.4)	(80.3)	200.6%	20.9%
Taxes (12M)	(10.5)	(8.7)	(8.3)	-20.2%	-4.0%
FIES Net Revenue (12M)	249.5	170.0	152.2	-39.0%	-10.5%
FIES ATR (days)	175	176	166	-5.0%	-5.1%
Ex-FIES net accounts receivable	1,138.7	1,328.5	1,360.4	19.5%	2.4%
Ex-FIES net revenue (12M)	4,281.9	4,663.3	4,859.8	13.5%	4.2%
Ex-FIES ATR (days)	96	103	101	5.3%	-1.7%

In 3Q23, the company's consolidated average term of receivables (ATR) increased by 3 days vs. 3Q22, mainly due to:

- **FIES ATR:** the reduction of 9 days vs. 3Q22 is due to the restatement of percentage of contribution to the New Fies Guarantee Fund ("FG-Fies"), and a 42.0% drop in accounts receivable vs. 3Q22.
- **ex-FIES ATR:** increase of 5 days vs. 3Q22 due to the increase in revenue from DIS and higher volume of settlements and credit card payments.



AGING AND CHANGES IN ACCOUNTS RECEIVABLE

Aging of Total Gross Accounts Receivable ⁽¹⁾

(R\$ million)	3Q22	3Q23	Δ%	Vertical Analysis	
				3Q22 (%)	3Q23 (%)
FIES	121.5	70.4	-42.0%	6%	3%
Not yet due	926.5	1,146.0	23.7%	48%	53%
Overdue up to 30 days	149.9	174.9	16.7%	8%	8%
Overdue from 31 to 60 days	112.9	110.3	-2.2%	6%	5%
Overdue from 61 to 90 days	10.2	51.9	409.1%	1%	2%
Overdue from 91 to 179 days	271.0	313.9	15.8%	14%	14%
Overdue more than 180 days	345.6	306.0	-11.5%	18%	14%
Gross accounts receivables	1,937.6	2,173.5	12.2%	100%	100%

Aging of Agreements Receivable ⁽²⁾

(R\$ million)	3Q22	3Q23	Δ%	Vertical Analysis	
				3Q22 (%)	3Q23 (%)
Not yet due	112.0	138.9	24.1%	53%	55%
Overdue up to 30 days	18.2	22.2	22.1%	9%	9%
Overdue from 31 to 60 days	11.1	13.7	23.7%	5%	5%
Overdue from 61 to 90 days	6.7	8.4	24.2%	3%	3%
Overdue from 91 to 179 days	22.6	26.2	16.1%	11%	10%
Overdue more than 180 days	39.4	42.7	8.4%	19%	17%
Agreements receivable	209.9	252.1	20.1%	100%	100%

FIES: Changes in Accounts Receivable

(R\$ million)	3Q22	3Q23	Δ%
Opening balance	129.8	82.9	-36.1%
FIES revenue	50.6	32.5	-35.7%
Payment of Taxes	(11.1)	(1.4)	-87.1%
Buyback FIES	(47.7)	(43.6)	-8.7%
Closing balance	121.5	70.4	-42.0%

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

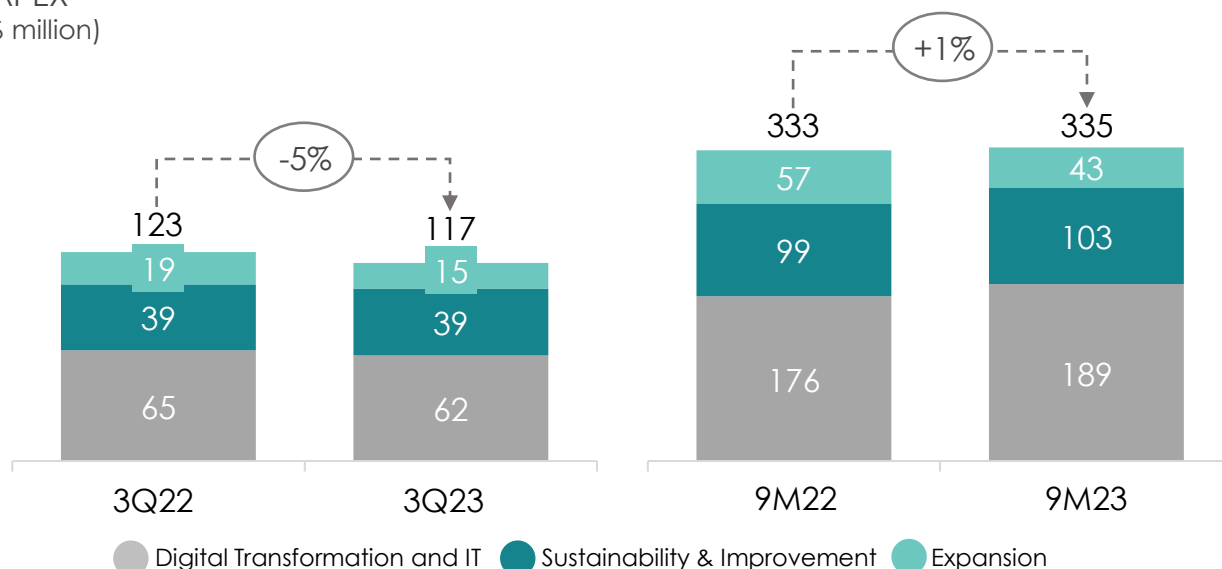
(2) Excludes credit card agreements.

(R\$ million)	3Q22	3Q23	Δ %	9M22	9M23	Δ %
Total Capex	123.0	116.5	-5.3%	332.5	335.4	0.9%
Digital Transformation and IT	65.2	62.3	-4.5%	176.3	189.2	7.3%
Sustainability & Improvement	38.7	39.3	1.5%	99.3	103.4	4.1%
Expansion	19.1	15.0	-21.4%	56.8	42.8	-24.7%

% of Net Revenue

Total Capex	10.8%	9.0%	-1.8 p.p.	9.6%	8.6%	-1.0 p.p.
Digital Transformation and IT	5.7%	4.8%	-0.9 p.p.	5.1%	4.8%	-0.3 p.p.
Sustainability & Improvement	3.4%	3.0%	-0.4 p.p.	2.9%	2.6%	-0.2 p.p.
Expansion	1.7%	1.2%	-0.5 p.p.	1.6%	1.1%	-0.5 p.p.

CAPEX
(R\$ million)



In 3Q23, the company's **total Capex** decreased by R\$6.5 million vs. 3Q22, representing 9.0% of net revenue (-1.8 p.p YoY), and increased by R\$2.9 million in 9M23 vs. 9M22, reaching 8.6% of net revenue (-1.0 p.p. vs. 9M22).

The main changes are presented below:

- **Digital transformation and technology:** down by R\$3.0 million vs. 3Q22. In 9M23, investments in digital transformation and technology increased by R\$12.9 million YoY, due to the company's strategy to offer increasingly innovative educational services, and investments in Artificial Intelligence (AI).
- **Sustainability & Improvement:** stable vs. 3Q22. In 9M23, these investments increased by R\$4.1 million YoY, due to improvements to the units' structure and other projects related to business sustainability.
- Investments in **expansion:** dropped by R\$4.1 million vs. 3Q22 and R\$14.1 million vs. 9M22 due to smaller investments in projects focused on changing and adapting the campuses to reduce idleness.

For 2023, the company estimates **Capex of R\$470 million.**



CASH FLOW STATEMENT

(R\$ million)	3Q22	3Q23	Δ %	9M22	9M23	Δ %
Adjusted EBITDA ex IFRS 16	323.0	372.8	15.4%	886.2	1,101.4	24.3%
Non-recurring	(39.7)	(13.5)	-66.1%	(75.9)	(6.2)	-91.8%
EBITDA ex-IFRS 16	283.3	359.3	26.8%	810.3	1,095.1	35.1%
Working capital variation	71.4	46.0	-35.5%	(71.3)	(55.7)	-21.9%
receivables	53.7	10.8	-79.8%	(29.1)	(208.1)	614.2%
accounts payable	4.1	22.2	445.2%	(43.8)	155.5	n.a.
others	13.6	13.0	-4.6%	1.6	(3.2)	n.a.
Taxes (IT/SC)	(1.1)	(13.7)	1190.0%	(21.3)	(41.5)	94.5%
Operating Cash Flow (OCF)	353.6	391.6	10.8%	717.7	997.9	39.1%
Capex	(123.2)	(116.5)	-5.4%	(332.7)	(335.4)	0.8%
Acquisition of property and equipment	(36.1)	(34.4)	-4.7%	(92.0)	(90.0)	-2.1%
Acquisition of intangible assets	(87.0)	(82.1)	-5.7%	(240.8)	(245.4)	1.9%
(=) Free Cash Flow	230.4	275.1	19.4%	384.9	662.5	72.1%
Interest ex IFRS 16	(147.2)	(167.3)	13.6%	(363.1)	(417.8)	15.1%
(=) Free cash flow to equity (FCFE)	83.2	107.8	29.6%	21.9	244.8	1019.4%
Capitation / debt amortization	137.1	(71.7)	n.a.	19.9	176.0	783.8%
M&A	(28.0)	(8.5)	-69.7%	(71.9)	(24.4)	-66.0%
Dividends paid	(0.0)	(0.1)	4900.0%	(0.0)	(0.8)	38378.3%
Buyback and Others	(76.2)	(0.0)	-100.0%	(200.6)	0.3	n.a.
(=) Net cash generation	116.1	27.5	-76.3%	(230.7)	395.8	n.a.
Cash at the beginning of the year	1,467.4	1,154.1	-21.4%	1,814.2	785.8	-56.7%
Cash at the end of the year	1,583.5	1,181.6	-25.4%	1,583.5	1,181.6	-25.4%
OCF/ EBITDA ex-IFRS 16	124.8%	109.0%	-15.8 p.p.	88.6%	91.1%	2.6 p.p.

In 3Q23, the company's **operating cash flow (OCF)** moved up by R\$38.0 million from 3Q22, mainly due to the higher EBITDA ex-IFRS 16. It is important to emphasize that OCF increased despite a lower working capital variation, mainly due to a reduction in the 'receivables' line, as a result of an increase in long-term accounts receivable.

In 9M23, OCF was **up by R\$280.3 million vs. 9M22** with a cash **conversion rate of 91.1% (+2.6 p.p. vs. 9M22)**, due to a higher EBITDA ex-IFRS 16 and lower working capital variation.

Free cash flow to equity (FCFE) amounted to **R\$107.8 million in 3Q23** (+R\$24.6 million vs. 3Q22). **Year to date**, FCFE was up by R\$222.9 million vs. 9M22, amounting to **R\$244.8 million**.

Net cash generation was **positive by R\$27.5 million in 3Q23** and by **R\$395.8 million in 9M23**.

In July, the Board of Directors approved the optional acquisition related to the 6th debenture issue in the amount of R\$73 million, equivalent to 71,564 debentures. The debentures acquired were subsequently canceled on July 27, 2023.



CASH POSITION

(R\$ million)	3Q22	3Q23	Δ %
(-) Cash and cash equivalents [a]	(1,583.5)	(1,181.6)	-25.4%
Gross Debt [b]	5,846.0	5,397.9	-7.7%
Bank loans ⁽²⁾	4,122.0	3,694.6	-10.4%
Leasing	1,601.5	1,650.1	3.0%
Commitments payable (M&A)	122.5	53.3	-56.5%
Net Debt [a+b]	4,262.4	4,216.3	-1.1%
Net Debt (ex-IFRS 16) [a+b-c]	2,661.0	2,566.2	-3.6%
Net debt (Ex-IFRS 16)/ adjusted EBITDA (LTM)⁽¹⁾	1.89x	1.53x	-0.36x
Adjusted EBITDA LTM	1,409.1	1,682.6	19.4%

In 3Q23, the company's **cash and cash equivalents amounted to R\$1,181.6 million**. In 9M23, the main achievements related to debt and cash equivalents management were: i) issue of a new 4,131 debt instrument in the amount of US\$80 million (Jan/23); ii) amortization of the 1st installment of the second series of the 5th debenture issue (Feb/23); and iii) optional acquisition of the 6th debenture issue, in the amount of R\$73 million.

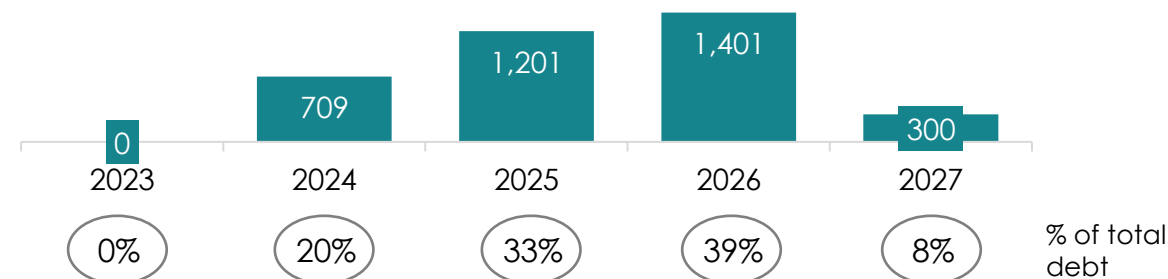
Thus, **net debt (ex-IFRS16)** ended the period at R\$2,566.2 million, leading to **net Debt/ (LTM) adjusted EBITDA ratio of 1.53x**. This shows that the company maintains healthy leverage and capital discipline.

The net debt (ex-IFRS 16)/ (LTM) reported EBITDA ratio ended the period at 1.58x.

DEBT

Debt Type (R\$ million)	Average term (in years)	Cost	Balance payable (principal + interest)	% of total
FINEP	0.7	TJLP + 0.5%	0.5	0%
Credit Notes	0.7	CDI + 2.18%	217.7	6%
4131	1.3	CDI + 1.23%	674.8	18%
5 th Debenture (2 nd series)	0.4	CDI + 0.79%	177.9	5%
6 th Debenture (unique)	1.9	CDI + 2.50%	1,808.8	49%
7 th Debenture (unique)	1.7	CDI + 1.65%	315.1	9%
8 th Debenture (unique)	3.6	CDI + 1.50%	501.1	14%
Bank loans in 3Q23		CDI + 1.96%	3,695.9	100%

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



In August, the Board of Directors approved the 9th debenture issue, in the amount of **R\$700 million**, maturing in 5 years (1st and 2nd series) and 7 years (3rd series), linked to the issue of real estate receivables certificates (CRI) to extend and reduce cost of the debt.

(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 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)

8.2-8.3 K

Expectation for 2023 of
the student base in
undergraduate medicine

Units	State	Authorized Seats	3Q23	Full Potential ⁽¹⁾	
			Student Base (thousand)	Authorized Seats	Student Base (thousand)
Vista Carioca (Presidente Vargas)	RJ	240	1.55	240	1.7
Città	RJ	170	1.14	170	1.2
Juazeiro do Norte	CE	100	0.72	100	0.7
Ribeirão Preto	SP	76	0.54	76	0.5
Teresina	PI	110	0.78	110	0.8
Alagoinhas	BA	118	0.51	165	1.2
Jaraguá do Sul	SC	150	0.55	150	1.1
Juazeiro	BA	155	0.97	155	1.1
Angra dos Reis	RJ	89	0.47	155	1.1
Canindé	CE	50	0.25	150	1.1
Cáceres	MT	50	0.19	50	0.4
Castanhal	PA	50	0.16	150	1.1
Quixadá	CE	50	0.16	150	1.1
Açailândia	MA	50	0.17	150	1.1
Iguatu	CE	50	0.12	150	1.1
Ji-Paraná	RO	50	0.10	150	1.1
Unijipa	RO	28	0.06	28	0.2
Total		1,586	8.4	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 - Quarter

	Consolidated			Premium			Digital Learning			On-campus		
(R\$ million)	3Q22	3Q23	Δ %	3Q22	3Q23	Δ %	3Q22	3Q23	Δ %	3Q22	3Q23	Δ %
Gross Revenue	2,376	2,672	12%	327	401	23%	784	938	20%	1,265	1,333	5%
Monthly tuition fees	2,376	2,672	12%	327	401	23%	784	938	20%	1,265	1,333	5%
Deductions from Gross Revenue	(1,240)	(1,376)	11%	(48)	(70)	45%	(434)	(509)	17%	(758)	(797)	5%
Net Operating Revenue	1,135	1,297	14%	278	331	19%	350	429	23%	507	536	6%
Cost of Services	(479)	(507)	6%	(105)	(125)	20%	(77)	(92)	19%	(297)	(291)	-2%
Personnel	(290)	(296)	2%	(80)	(94)	18%	(17)	(16)	-1%	(193)	(186)	-4%
Rent, municipal property tax and other	(1)	(8)	511%	(2)	(2)	-4%	0	0	-30%	1	(6)	n.a.
Third-party services and other	(85)	(99)	17%	(5)	(6)	30%	(56)	(68)	22%	(24)	(24)	1%
Depreciation and amortization	(102)	(104)	1%	(17)	(22)	28%	(5)	(7)	42%	(80)	(75)	-7%
Gross Profit	657	789	20%	174	206	18%	273	338	24%	210	245	17%
Gross margin (%)	58%	61%	3 p.p.	62%	62%	0 p.p.	78%	79%	1 p.p.	41%	46%	4 p.p.
Selling, G&A and Other Expenses	(459)	(531)	16%	(70)	(92)	31%	(161)	(200)	24%	(228)	(239)	5%
Personnel	(82)	(100)	22%	(18)	(24)	27%	(33)	(43)	31%	(31)	(34)	11%
Advertising	(91)	(75)	-18%	(8)	(10)	19%	(34)	(29)	-14%	(49)	(36)	-26%
Bad Debt	(100)	(131)	31%	(1)	(2)	59%	(51)	(68)	35%	(48)	(61)	27%
Other Expenses	(123)	(135)	10%	(28)	(35)	27%	(24)	(31)	30%	(71)	(68)	-4%
Third-party services	(46)	(42)	-10%	(12)	(11)	-2%	(14)	(13)	-6%	(21)	(17)	-16%
Maintenance and repairs	(20)	(25)	26%	(4)	(5)	45%	(5)	(7)	41%	(11)	(13)	14%
Provision for contingencies	(28)	(28)	0%	(1)	1	-196%	(3)	(6)	97%	(24)	(22)	-7%
Other	(29)	(40)	38%	(12)	(19)	62%	(3)	(6)	115%	(15)	(15)	5%
Other Revenue	5	1	-72%	0	(0)	n.a.	(0)	0	n.a.	4	1	-64%
Depreciation and amortization	(68)	(91)	34%	(15)	(21)	40%	(20)	(29)	42%	(33)	(42)	26%
(+) Depreciation and amortization	171	195	14%	32	43	34%	25	36	42%	113	116	3%
EBITDA	368	453	23%	136	157	16%	137	174	27%	96	122	28%
EBITDA margin (%)	32%	35%	3 p.p.	49%	47%	-1 p.p.	39%	41%	1 p.p.	19%	23%	4 p.p.
Adjusted EBITDA ⁽¹⁾	408	467	14%	140	158	13%	142	177	25%	126	132	5%
Adjusted EBITDA margin (%)	36%	36%	0 p.p.	50%	48%	-3 p.p.	41%	41%	1 p.p.	25%	25%	0 p.p.

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

INCOME STATEMENT BY BUSINESS UNIT - YTD

	Consolidated			Premium			Digital Learning			On-campus		
(R\$ million)	9M22	9M23	Δ%	9M22	9M23	Δ%	9M22	9M23	Δ%	9M22	9M23	Δ%
Gross Revenue	7,405	8,226	11%	945	1,157	22%	2,444	2,885	18%	4,016	4,183	4%
Monthly tuition fees	7,405	8,226	11%	945	1,157	22%	2,444	2,885	18%	4,016	4,183	4%
Deductions from Gross Revenue	(3,941)	(4,308)	9%	(140)	(208)	48%	(1,376)	(1,546)	12%	(2,425)	(2,554)	5%
Net Operating Revenue	3,463	3,918	13%	805	950	18%	1,068	1,339	25%	1,591	1,630	2%
Cost of Services	(1,476)	(1,538)	4%	(314)	(374)	19%	(229)	(265)	16%	(933)	(899)	-4%
Personnel	(883)	(904)	2%	(240)	(278)	16%	(55)	(49)	-10%	(588)	(577)	-2%
Rent, municipal property tax and other	(21)	(32)	51%	(7)	(8)	20%	(0)	0	n.a.	(14)	(24)	69%
Third-party services and other	(246)	(286)	16%	(14)	(17)	26%	(156)	(195)	25%	(76)	(74)	-3%
Depreciation and amortization	(326)	(316)	-3%	(53)	(70)	32%	(18)	(21)	18%	(254)	(225)	-12%
Gross Profit	1,987	2,380	20%	491	576	17%	839	1,074	28%	658	731	11%
Gross margin (%)	57%	61%	3 p.p.	61%	61%	0 p.p.	79%	80%	2 p.p.	41%	45%	4 p.p.
Selling, G&A and Other Expenses	(1,444)	(1,600)	11%	(208)	(274)	32%	(514)	(609)	18%	(722)	(717)	-1%
Personnel	(233)	(305)	31%	(47)	(70)	49%	(98)	(133)	36%	(87)	(101)	16%
Advertising	(304)	(268)	-12%	(25)	(28)	16%	(112)	(109)	-3%	(167)	(131)	-21%
Bad Debt	(403)	(426)	6%	(26)	(28)	9%	(174)	(206)	19%	(203)	(192)	-6%
Other Expenses	(322)	(367)	14%	(75)	(98)	30%	(69)	(86)	24%	(178)	(183)	3%
Third-party services	(119)	(126)	5%	(28)	(32)	16%	(36)	(39)	10%	(56)	(54)	-3%
Maintenance and repairs	(53)	(69)	31%	(9)	(14)	62%	(13)	(19)	39%	(31)	(36)	18%
Provision for contingencies	(52)	(59)	14%	(2)	0	n.a.	(7)	(13)	82%	(42)	(46)	9%
Other	(99)	(113)	14%	(37)	(52)	41%	(12)	(14)	17%	(50)	(47)	-6%
Other Revenue	17	32	87%	4	8	78%	2	11	396%	11	13	24%
Depreciation and amortization	(200)	(266)	33%	(40)	(57)	42%	(63)	(86)	37%	(98)	(122)	25%
(+) Depreciation and amortization	526	582	11%	93	127	36%	81	108	33%	352	347	-1%
EBITDA	1,069	1,363	27%	376	429	14%	406	572	41%	287	361	26%
EBITDA margin (%)	31%	35%	4 p.p.	47%	45%	-2 p.p.	38%	43%	5 p.p.	18%	22%	4 p.p.
Adjusted EBITDA ⁽¹⁾	1,145	1,369	20%	395	427	8%	417	567	36%	333	376	13%
Adjusted EBITDA margin (%)	33%	35%	2 p.p.	49%	45%	-4 p.p.	39%	42%	3 p.p.	21%	23%	2 p.p.

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

(R\$ million)	3Q22	3Q23	Δ%	9M22	9M23	Δ%
Net Revenue	1,135.5	1,296.6	14.2%	3,463.3	3,917.9	13.1%
(-) Taxes	44.3	47.0	6.1%	133.5	143.6	7.6%
(+) Bad Debt	(99.8)	(131.0)	31.2%	(402.8)	(425.8)	5.7%
(+) Financial discounts/ fines	(4.7)	(3.4)	-26.3%	(29.0)	(8.0)	-72.5%
(+) Inflation adjustments DIS/PAR	(10.4)	0.8	n.a.	(10.9)	5.8	n.a.
Total Generation of accounts receivable	1,064.9	1,210.0	13.6%	3,154.2	3,633.5	15.2%
Total collection	1,119.4	1,220.9	9.1%	3,123.0	3,425.5	9.7%
FIES Net Revenue	50.6	32.5	-35.8%	185.5	102.3	-44.9%
FIES collection	59.7	45.0	-24.6%	173.6	120.8	-30.4%
Net revenue ex-FIES	1,084.9	1,264.1	16.5%	3,277.8	3,815.6	16.4%
Generation of accounts receivable ex-FIES	1,014.3	1,177.5	16.1%	2,968.7	3,531.2	19.0%
Collection ex-FIES	1,059.7	1,175.9	11.0%	2,949.5	3,304.6	12.0%
% Collection/Generation of accounts receivable (ex-FIES)	104.5%	99.9%	-4.6 p.p.	99.4%	93.6%	-5.8 p.p.



BALANCE SHEET

(R\$ million)	3Q22	2Q23	3Q23
Current Assets	2,871.7	2,576.9	2,561.1
Cash and cash equivalents	894.4	813.8	887.1
Securities	689.2	340.3	294.6
Accounts receivable	1,049.1	1,186.6	1,178.7
Inventory	3.4	3.7	3.3
Advancements to employees/third parties	12.2	6.8	18.8
Prepaid expenses	18.4	24.9	20.0
Taxes and contributions	196.9	195.0	149.8
Other	8.3	5.8	8.7
Non-Current Assets	7,062.5	7,146.0	7,237.2
Long-term assets	853.9	948.0	1,034.6
LT accounts receivable	211.2	224.8	252.1
LT prepaid expenses	6.7	6.0	5.6
LT Judicial deposits	89.6	88.3	82.0
LT taxes and contributions	147.9	176.7	208.4
LT deferred taxes	385.9	439.6	474.0
Other LT items	12.7	12.6	12.6
Permanent assets	6,208.6	6,198.0	6,202.6
Investments	0.3	0.3	0.3
Property and equipment	2,602.5	2,584.6	2,598.0
Intangible assets	3,605.8	3,613.1	3,604.2
Total Assets	9,934.2	9,722.9	9,798.2

(R\$ million)	3Q22	2Q23	3Q23
Current Liabilities	1,389.0	1,654.4	1,690.3
Loans and financing	417.8	714.6	691.2
Leasing	236.2	229.4	233.8
Suppliers	211.7	239.2	229.1
Swap payable	6.9	14.7	8.0
Salaries and payroll charges	239.3	286.1	326.5
Tax liabilities	71.2	80.0	72.1
Prepaid monthly tuition fees	74.2	60.2	90.4
Advancement of current agreement	5.0	5.0	5.0
Taxes paid in installments	4.5	4.5	4.5
Acquisition price payable	79.4	13.8	14.3
Dividends payable	37.6	0.2	0.1
Other liabilities	5.0	6.7	15.3
Long-term liabilities	5,507.1	4,916.5	4,854.9
LT Loans and financing	3,697.2	3,066.0	2,995.3
Contingencies	217.4	223.7	222.2
LT leasing	1,365.3	1,395.9	1,416.3
Agreement advances	32.4	28.6	27.3
LT taxes paid in installments	8.2	6.1	5.4
Provision for asset demobilization	86.7	92.9	92.4
LT acquisition price payable	43.1	46.4	39.1
Financial Liabilities - Options	55.9	55.9	55.9
Other LT items	0.9	1.0	1.0
Shareholders' Equity	3,038.1	3,152.1	3,253.1
Capital stock	1,139.9	1,139.9	1,139.9
Share issuance costs	(26.9)	(26.9)	(26.9)
Capital reserves	714.6	722.6	724.7
Earnings reserves	1,586.4	1,528.1	1,528.1
Income for the period	27.0	180.8	273.3
Treasury Shares	(361.0)	(349.7)	(344.2)
Equity Valuation Adjustment	(55.9)	(55.9)	(55.9)
Participation of Non-Controlling Shareholders	14.0	13.2	14.1
Total Liabilities and Shareholders' Equity	9,934.2	9,722.9	9,798.2

3Q23





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