

EARNINGS RELEASE 2Q24 & 1H24

August 8th, 2024

YDUQS

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IBRX100 B3

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IGC B3

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Rio de Janeiro, August 8, 2024 — **YDUQS Participações S.A.**, one of the largest private organizations in the higher education sector in Brazil, presents its **profits/losses for the second quarter of 2024 (2Q24)**.

The Company's financial information is presented based on consolidated figures, in reais, in accordance with Brazilian Corporate Law and accounting practices adopted in Brazil (BRGAAP), in compliance with international accounting standards (IFRS), including the IFRS-16 rules.

This document may contain forecasts about future events, which are subject to risks and uncertainties that may cause such expectations not to be realized or to be substantially different from what was expected. These forecasts express an opinion only on the date they were made, and the Company is not required to update them should any new information arise.



RESULTS VIDEO CONFERENCE

August 8th, 2024 | 9:00 a.m. (BRT) Portuguese with simultaneous translation to English

[Click here for the Webinar](#)

August 8th, 2024 | 11:00 a.m. (BRT) Video conference in English

[Click here for the Webinar](#)

IR Contact

ri@yduqs.com.br

Visit our website: <https://www.yduqs.com.br>

A well-done homework makes all the difference. Despite an external environment pressured by variables we don't control, the second quarter of 2024 reaffirmed our ability to deliver what was planned and announced for the period. With important shield coming from the portfolio (especially the contribution from premium businesses), improving efficiency and quality and a very solid financial situation, we remain in a sound position to meet our guidance for the year, which will involve building a second half of significant net earnings.

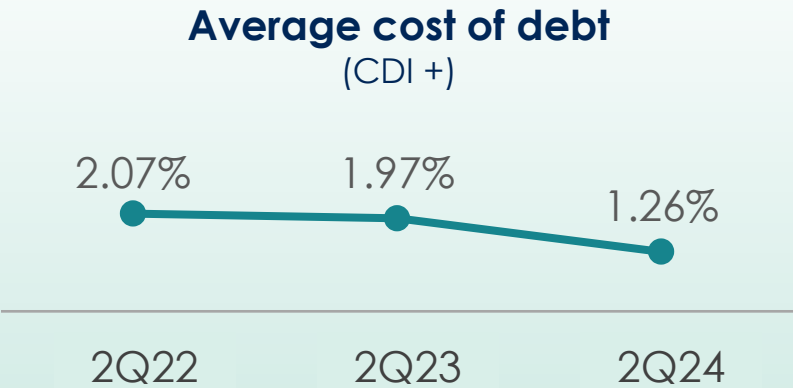
We continue to find room to grow. In the first half of the year, we delivered increases in NOR (+6.3%), adjusted EBITDA (+4.4%) and adjusted net income (+10.7%), compared to 1H23. This is an important growth, but what is most encouraging are the developments in the financial scenario. The average cost of debt continues to fall and, at CDI + 1.26%, is at an excellent level, even if we extrapolate this beyond the limits of the education sector. We have lengthened the debt term period. The Net Debt/EBITDA ratio at the end of 2Q24 was 1.69x, and would have been 1.64x without the effect of the early payment of R\$ 80 million in dividends (another sign of our confidence in Yduqs' profitability in 2024). CAPEX continues to converge towards the level we have projected and communicated, between 7% and 8% of NOR. We ended 2Q24 with investments at 7.5% of net revenue, with R\$ 210 million in the semester, 4% lower than in the same period last year.

We have additional drivers for the second half of the year. The costs of transfers to the centers and bad debt will converge to lower levels, with the dilution of the effects of the record intake in 2023. On the cost front, we will return to historical levels in Sales and Marketing expenses, and our overhead efficiency program projects a significant reduction compared to 2023. Our financial result will be bolstered by the lower CDI rate (y/y) and the reduction in our debt spread. We are in a great position for a strong second half in terms of profitability, and for a 2024 in line with our medium-term planning.

On the ESG front, our social impact initiatives have been expanded or have borne relevant fruit. The Literacy Program ("*Programa de Alfabetização*") and the "Rede de Valor" program (Value Network program), two Yduqs initiatives, have grown in scope – the "Rede de Valor" has reached eight IDOMED units in the Northeast Region. Our partnership of over 15 years with the Brazilian Olympic and Paralympic Committees, to help high-performance athletes in their development and career transition, saw its importance highlighted by the Paris Games. Our students and former students make up almost 15% of Team Brazil, considering both Games. Through the Yduqs Institute, we have been working in grassroots sports, in communities and in the high-performance segment, which is crucial for generating value, social inclusion and the well-being of thousands of people.

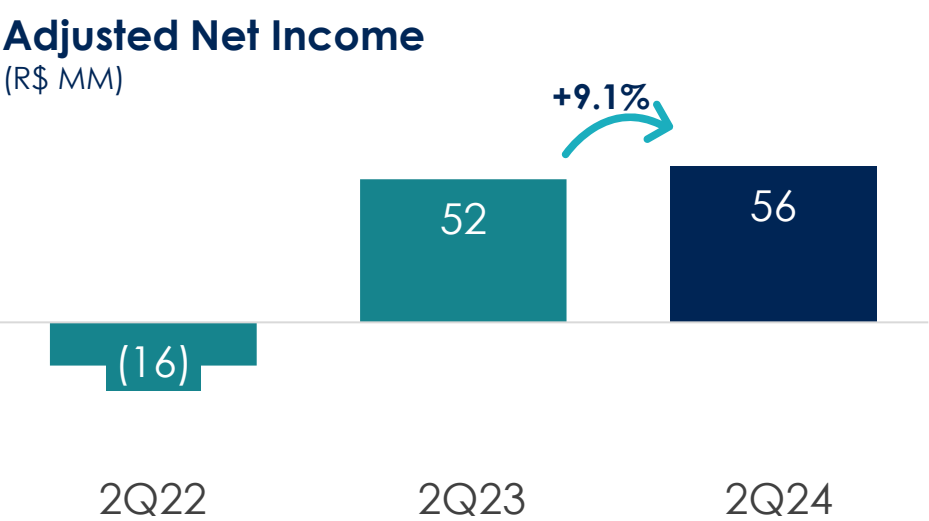
Eduardo Parente
CEO

2Q24 on track, paving the way for a strong 2H24



Strong cash position
and low leverage

Dividend Payment
R\$80 MM



Premium
+27% vs. 1H23
Adjusted EBITDA

Digital
40% Margin
2Q24
+4 p.p. vs. 1Q24

On-campus
+16%
Intake
+2%
Student base

Guidance 2024
Adjusted Net Income per share of R\$1.6 – 1.9

OPERATIONAL
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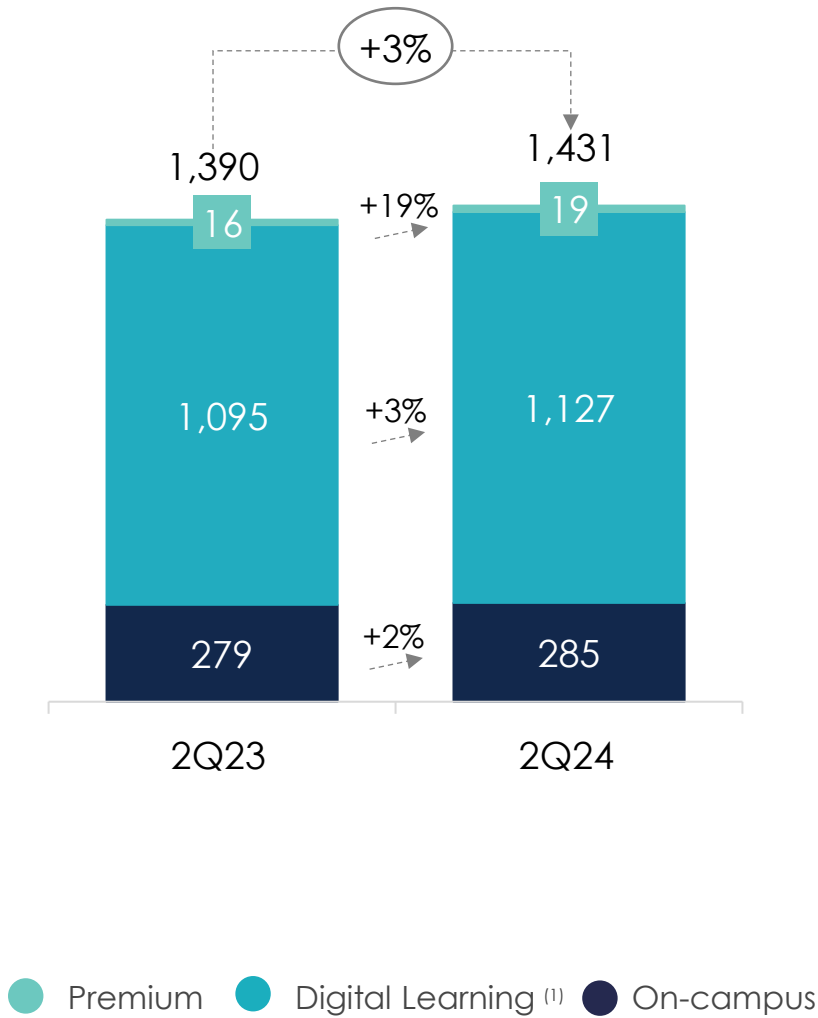
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Total (thousand students)	2Q23	2Q24	Δ %
Total Base	1,390.0	1,430.8	2.9%
On-campus	279.5	285.2	2.0%
Digital Learning ⁽¹⁾	1,094.9	1,127.0	2.9%
Premium	15.6	18.6	19.2%
FIES	12.8	10.2	-20.6%
DIS	455.3	467.5	2.7%
Digital Learning	326.2	336.1	3.0%
On-campus	129.1	131.4	1.8%
PAR	1.9	0.5	-71.1%
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	2,447	2,458	0.4%

Total (thousand students)	1H23	1H24	Δ %
Total Intake	362.4	354.4	-2.2%
Premium	3.5	3.6	2.6%
Digital Learning	275.9	254.9	-7.6%
DIS	174.7	171.6	-1.8%
On-campus	83.0	96.0	15.5%
DIS	44.7	53.1	18.8%

Total Student base
(Thousand students)



(1) Base includes Qconcursos, for more details [click here](#).

(2) It considers campi with individual management, that is, if there are 2 campi nearby or with complementary operations, which have the same management, it is considered only one campus.

Student base (thousand students)	2Q23	2Q24	Δ %
Total Premium	15.6	18.6	19.2%
Medicine	8.5	9.3	9.8%
Undergraduate	8.2	9.0	10.0%
FIES	1.0	1.0	0.9%
Graduate	0.3	0.4	3.7%
IBMEC	7.1	9.3	30.5%
Undergraduate	5.6	6.2	10.8%
FIES	0.2	0.1	-27.3%
Graduate	1.5	3.1	101.6%

Average Ticket ⁽¹⁾ (R\$/month)	2Q23	2Q24	Δ %
Medicine Undergraduate	9,179	10,415	13.5%
IBMEC Undergraduate	3,293	3,330	1.1%

AT of Upperclassmen ⁽²⁾ (R\$/month)	2Q23	2Q24	Δ %
Medicine Undergraduate	10,593	11,269	6.4%
IBMEC Undergraduate	3,355	3,595	7.2%

Intake (thousand students)	1H23	1H24	Δ %
Total Undergraduate	3.5	3.6	2.6%
Medicine Undergraduate	1.6	1.7	10.2%
IBMEC Undergraduate	1.9	1.8	-3.8%

The **Medicine undergraduate course** continues to show consistent performance, ending the quarter with **a growth in the student base of 10.0% vs. 2Q23**, due to the maturing of courses and a strong first-year student intake cycle in 1H24 (+10.2% vs. 1H23).

The **Medicine undergraduate average ticket** ended the quarter with a growth of 13.5% vs. 2Q23. It is important to highlight that in 2023, the average ticket was impacted by the review of the FG-FIES (student loan) retention percentage; disregarding this effect in 2023, the growth would be ~6% vs. 1H23.

IBMEC's undergraduate courses presented **a growth in the student base of 10.8% vs. 2Q23**, highlighting the increase of more than 200% in of the Faria Lima unit's base, opened in São Paulo at the beginning of 2023. This was followed by growth of 15% in the base at IBMEC Barra, in Rio de Janeiro.

The variation in the graduation base (+101.6% compared to 2Q23) is impacted by the migration of the IBMEC Online base (~1.9 thousand students), previously accounted for in Lifelong (Digital Segment).

The **IBMEC Undergraduate average ticket** in the half-yearly view had an increase of 5% compared to 1H23. Differences in quarterly Revenue recognition between years led to the +1.1% figure compared to 2Q23, which does not represent the actual trend of the indicator.

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

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

Student base (thousand students)	2Q23	2Q24	Δ %
Total Digital Learning	1,094.9	1,127.0	2.9%
Undergraduate	551.6	561.6	1.8%
Digital	467.9	476.4	1.8%
Flex	83.7	85.2	1.8%
Lifelong	543.3	565.4	4.1%
Qconcurso	491.8	519.5	5.6%
Digital Learning (ex-Qconcurso)	603.2	607.5	0.7%

Average Ticket ⁽¹⁾ (R\$/month)	2Q23	2Q24	Δ %
Total Undergraduate	239	230	-3.7%
Digital Undergraduate	210	199	-5.3%
Flex Undergraduate	402	405	0.9%

AT of Upperclassmen ⁽²⁾ (R\$/month)	2Q23	2Q24	Δ %
Total Undergraduate	266	248	-6.7%

Intake (thousand students)	2Q23	2Q24	Δ %
Total Undergraduate	87.9	78.1	-11.1%
Digital Undergraduate	76.6	66.7	-12.9%
Flex Undergraduate	11.3	11.4	0.9%

The **Digital Learning segment**, which includes Lifelong, ended the quarter with **1,127.0 thousand students**. Growth of 2.9% compared to 2Q23.

The **undergraduate base** growth rate was affected by the **intake result**, which in the quarter presented a reduction of 11.1% compared to 2Q23.

The **undergraduate average ticket** ended the quarter with a reduction of 3.7% compared to 2Q23, impacted by the drop in intake (intake ticket benefits from the DIS effect). Furthermore, as commented above, the 2023 intake campaigns, with greater penetration of constant ticket models throughout the course, led to lower upperclassmen ticket in 2024.

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

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

Student base (thousand students)	2Q23	2Q24	Δ %
Total On-campus	279.5	285.2	2.0%
Undergraduate	276.3	280.6	1.6%
On-campus	235.1	219.6	-6.6%
FIES	11.6	9.0	-22.4%
Semi on-campus	41.2	61.0	48.0%
Masters/Doctorate and others	3.2	4.6	42.6%

Average Ticket ⁽¹⁾ (R\$/month)	2Q23	2Q24	Δ %
Total Undergraduate	663	606	-8.7%
On-campus undergraduate	700	655	-6.5%
Semi On-campus undergraduate	453	428	-5.5%

AT of Upperclassmen ⁽²⁾ (R\$/month)	2Q23	2Q24	Δ %
On-campus undergraduate	786	780	-0.8%

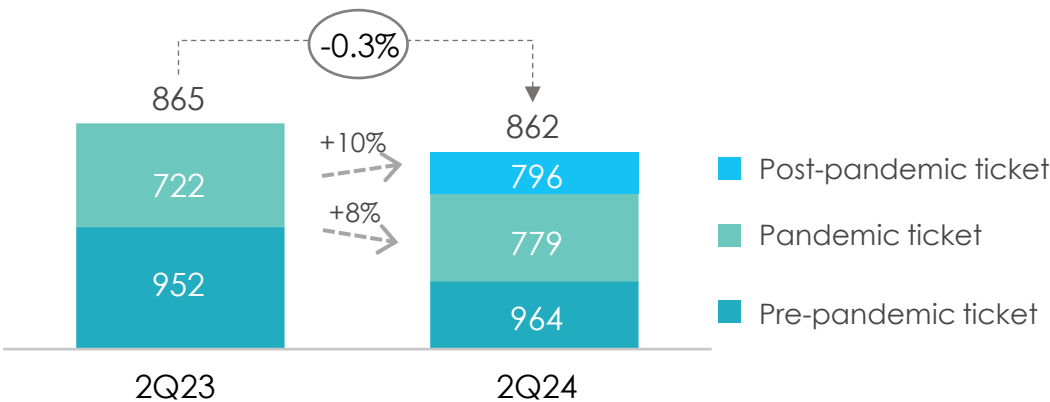
Intake (thousand students)	1H23	1H24	Δ %
Total Undergraduate	83.0	96.0	15.5%
On-campus undergraduate	62.0	66.2	6.8%
Semi On-campus undergraduate	21.1	29.8	41.3%

After consecutive periods of reduction, the student base in the **On-campus segment** records the second consecutive quarter of base growth (+2.0% vs. 2Q23) due to the strong first-year cycle carried out in the semester and the maintenance of renewal rates (83%).

Intake in the semester showed **significant growth of 15.5% vs. 1H23**, with the resumption of growth in the On-campus modality (+6.8% vs. 1H23). The Semi On-campus preserved its strong growth (+41.3% vs. 1H23), due to the high demand for this segment and the Company's strategy to expand this product.

The **On-campus undergraduate average ticket** ended the quarter with a reduction of 8.7% compared to 2Q23. However, all intake cycles, individually, saw increases in line with or above inflation throughout the semester. The quarterly decline indicator is generated mainly by two factors: (i) mismatch of the impact of FG-Fies between 1Q and 2Q23, affecting the comparative basis, and (ii) maturation of "pre-pandemic" intake cycles, which had higher tickets than the current ones, and consequent increase in the levels originated during the pandemic (with lower tickets), as shown in the graph below.

Impact of intake cycles ⁽³⁾
(R\$/month | AT of out-of-pocket upperclassmen)



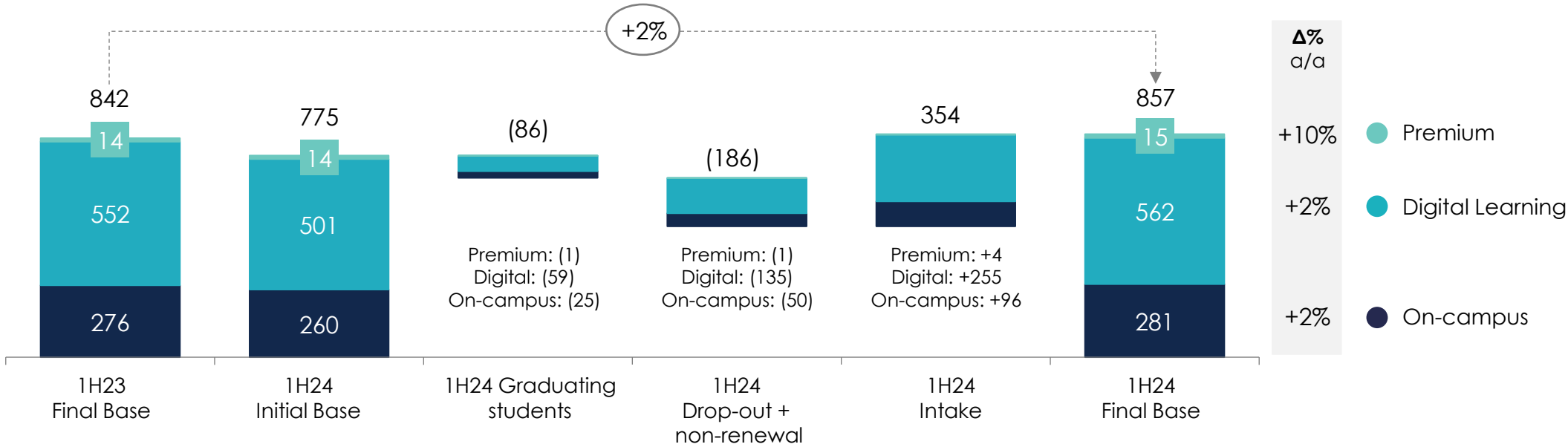
(1) Average ticket = Net revenue for the period x 1,000/3/ student base.

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

(3) The charts bars represent the volume of students per cycle.

CHANGES IN THE UNDERGRADUATE BASE 1H24

(thousand students)	Final Base 1H23	Initial Base 1H24		Graduating students 1H24		Drop-out + non-renewal 1H24		Intake 1H24		Final Base 1H24	Δ % 1H24 vs. 1H23
		In thousand	%*	In thousand	%*	In thousand	%*	In thousand	%*		
Undergraduate	842	775	100%	(86)	11%	(186)	24%	354	46%	857	2%
Premium	14	14	2%	(1)	8%	(1)	9%	4	26%	15	10%
Medicine	8	8	1%	(1)	7%	(1)	7%	2	21%	9	10%
IBMEC	6	6	1%	(0)	9%	(1)	13%	2	33%	6	11%
Digital Learning	552	501	65%	(59)	12%	(135)	27%	255	51%	562	2%
Digital	468	426	55%	(53)	12%	(114)	27%	217	51%	476	2%
Flex	84	75	10%	(7)	9%	(21)	28%	38	50%	85	2%
On-campus	276	260	34%	(25)	10%	(50)	19%	96	37%	281	2%
On-campus	235	211	27%	(18)	9%	(40)	19%	66	31%	220	-7%
Semi on-campus	41	49	6%	(7)	15%	(10)	21%	30	61%	61	48%



* Percentage of the initial base.

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INCOME STATEMENT

(R\$MM)	2Q23	2Q24	Δ %	1H23	1H24	Δ %
Gross Revenue	2,879.5	2,971.5	3.2%	5,553.3	5,856.1	5.5%
Monthly tuition fees and others	2,879.5	2,971.5	3.2%	5,553.3	5,856.1	5.5%
Deductions from gross revenue	(1,571.5)	(1,655.9)	5.4%	(2,932.0)	(3,076.1)	4.9%
Net Revenue	1,308.0	1,315.6	0.6%	2,621.3	2,779.9	6.1%
Cost of Services	(550.3)	(562.9)	2.3%	(1,029.8)	(1,065.8)	3.5%
Gross Profit	757.6	752.7	-0.7%	1,591.4	1,714.1	7.7%
<i>Gross margin (%)</i>	<i>57.9%</i>	<i>57.2%</i>	<i>-0.7 p.p.</i>	<i>60.7%</i>	<i>61.7%</i>	<i>0.9 p.p.</i>
Selling Expenses	(230.7)	(260.5)	12.9%	(488.2)	(590.7)	21.0%
G&A Expenses	(319.6)	(303.9)	-4.9%	(611.8)	(644.9)	5.4%
Other operating revenue/ expenses	5.7	14.9	161.5%	30.8	22.4	-27.4%
(+) Depreciation and amortization	202.2	210.8	4.3%	387.3	421.9	8.9%
EBITDA	415.2	413.8	-0.3%	909.6	922.9	1.5%
<i>EBITDA margin (%)</i>	<i>31.7%</i>	<i>31.5%</i>	<i>-0.3 p.p.</i>	<i>34.7%</i>	<i>33.2%</i>	<i>-1.5 p.p.</i>
Financial result	(175.9)	(183.9)	4.5%	(347.7)	(344.0)	-1.1%
Depreciation and amortization	(202.2)	(210.8)	4.3%	(387.3)	(421.9)	8.9%
Income tax	(3.7)	2.4	n.a.	5.2	12.2	136.3%
Social contribution	(1.4)	3.2	n.a.	1.8	6.4	254.2%
Net Income	32.0	24.8	-22.5%	181.5	175.5	-3.3%
<i>Net margin (%)</i>	<i>2.5%</i>	<i>1.9%</i>	<i>-0.6 p.p.</i>	<i>6.9%</i>	<i>6.3%</i>	<i>-0.6 p.p.</i>
Adjusted Net Revenue ⁽¹⁾	1,308.0	1,321.3	1.0%	2,621.3	2,785.6	6.3%
Adjusted EBITDA ⁽¹⁾	417.9	424.7	1.6%	902.3	941.9	4.4%
<i>Adjusted EBITDA margin (%)</i>	<i>32.0%</i>	<i>32.1%</i>	<i>0.2 p.p.</i>	<i>34.4%</i>	<i>33.8%</i>	<i>-0.6 p.p.</i>
Adjusted Net Income ⁽¹⁾	51.6	56.2	9.1%	207.5	229.7	10.7%
<i>Adjusted Net Income margin (%)</i>	<i>3.9%</i>	<i>4.3%</i>	<i>0.3 p.p.</i>	<i>7.9%</i>	<i>8.2%</i>	<i>0.3 p.p.</i>

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

NET REVENUE (1/2)

(R\$MM)	2Q23	2Q24	Δ %	1H23	1H24	Δ %
Gross Revenue	2,879.5	2,971.5	3.2%	5,553.3	5,856.1	5.5%
Monthly tuition fees	2,829.7	2,915.6	3.0%	5,456.0	5,747.9	5.4%
Other	49.8	56.0	12.3%	97.3	108.2	11.2%
Deductions from Gross Revenue	(1,571.5)	(1,655.9)	5.4%	(2,932.0)	(3,076.1)	4.9%
Discounts and scholarships	(1,525.0)	(1,615.5)	5.9%	(2,817.4)	(2,966.3)	5.3%
Taxes	(49.8)	(49.6)	-0.5%	(96.7)	(101.8)	5.3%
AVP and other deductions	3.3	9.2	181.4%	(17.9)	(8.0)	-55.6%
Net Revenue	1,308.0	1,315.6	0.6%	2,621.3	2,779.9	6.1%
Non-recurring	-	5.7	n.a.	-	5.7	n.a.
Adjusted Net Revenue	1,308.0	1,321.3	1.0%	2,621.3	2,785.6	6.3%
Premium	296.5	362.5	22.3%	618.5	727.8	17.7%
Medicine	231.1	287.4	24.4%	488.1	573.4	17.5%
IBMEC	65.4	75.0	14.8%	130.4	154.4	18.5%
Digital Learning	454.7	442.3	-2.7%	909.2	946.1	4.1%
Digital	295.2	284.5	-3.6%	589.9	619.1	4.9%
FLEX	100.9	103.6	2.7%	202.9	217.4	7.1%
Lifelong	58.6	54.1	-7.6%	116.4	109.7	-5.8%
On-campus	556.8	516.5	-7.2%	1,093.6	1,111.7	1.7%
On-campus	500.8	438.2	-12.5%	975.4	932.9	-4.4%
Semi on-campus	56.0	78.3	39.9%	118.2	178.8	51.3%
DIS Net Revenue	82.3	69.8	-15.2%	321.4	360.0	12.0%
Digital undergraduate	69.4	65.5	-5.6%	204.5	219.5	7.4%
On-campus undergraduate	12.9	4.3	-66.8%	116.9	140.5	20.2%
DIS Net Revenue (% of NOR)	6.3%	5.3%	-1.0 p.p.	12.3%	13.0%	0.7 p.p.

In the year to date, the Company's **net revenue** grew by 6.3% vs. 1H23, **due to the performance of all segments: Premium** (+17.7% vs. 1H23), **Digital Learning** (+4.1% vs. 1H23) and **On-campus** (+1.7% vs. 1H23). The quarterly performance (+1.0% vs. 2Q23) was impacted by the results of the On-campus and Digital Learning segments and by one-off effects during the period, as detailed below.

- Due to the floods that devastated the state of Rio Grande do Sul in April of this year, the Company offered a month's tuition waiver to students in the region. The gesture of supporting students negatively impacted the Company's revenue by BRL 5.7 million in the quarter, classified here as non-recurring. The transfer to centers also considered the adjusted revenue.
- In 2023, adjustments to the FG-Fies deduction allocation between 1Q23 and 2Q23 resulted in an increase in revenue from the On-campus segment of ~BRL 10 million in 2Q23, with the opposite effect on Premium.

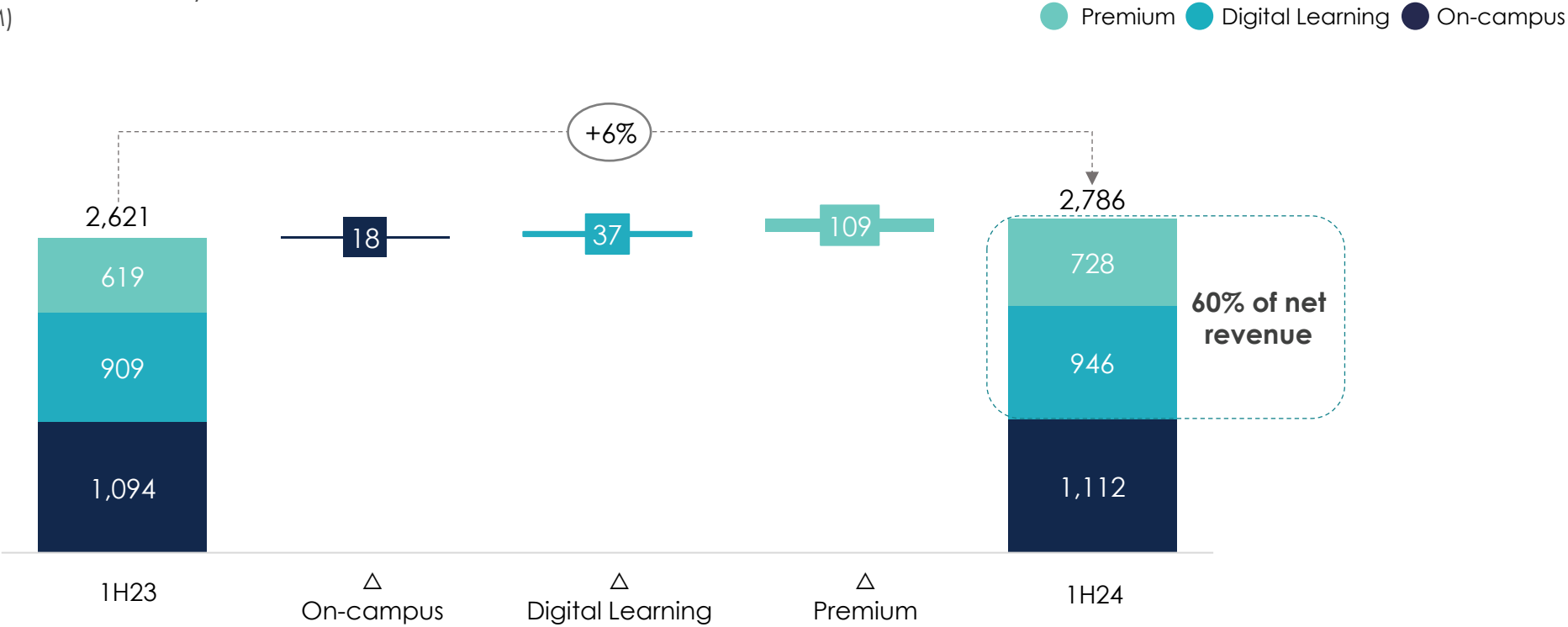
DIS net revenue decreased 15.2% vs. 2Q23, especially due to the drop in On-campus intake at the end of the first semester cycle. It is worth noting that, in 2Q23, DIS net revenue rose 55% vs. 2Q22.

Premium segment revenue was a key highlight in 2Q24, up 22.3% vs. 2Q23, driven by the ticket increase, both in intake and price adjustments for upperclassmen, in addition to the positive variation in the undergraduate base. The segment's performance was also a highlight in the semester, surpassing 1H23 by 17.7%. It is worth mentioning that, in 1H23, the Premium segment revenue was impacted by a higher FG-Fies deduction. Even adjusting for this effect, the segment revenue would continue to demonstrate strong growth, of ~14%, compared to 1H23.

In the **Digital Learning segment**, the slight reduction of 2.7% vs. 2Q23 can be explained by the drop in intake during the period.

The 7.2% reduction vs. 2Q23, in the **On-campus segment**, has as main factors the deduction of FG-Fies in 2Q23 (~+\$ 10 million in 2Q23) and the greater pressure on the ticket in the period (as detailed on [page 9](#)). It is worth noting that, despite these impacts in the quarter, the segment's revenue grew 1.6% vs. 1H23.

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



COST OF SERVICES AND GROSS PROFIT

(R\$MM)	2Q23	2Q24	Δ %	1H23	1H24	Δ %
Cost of Services	(550.3)	(562.9)	2.3%	(1,029.8)	(1,065.8)	3.5%
Personnel	(330.8)	(334.1)	1.0%	(607.1)	(615.4)	1.4%
Rent. Municipal Property Tax and Others	(9.5)	(12.2)	28.5%	(23.6)	(23.0)	-2.4%
Rent	(84.9)	(92.8)	9.2%	(166.6)	(184.4)	10.7%
Leasing - right of use of properties (IFRS-16)	86.7	92.4	6.6%	170.9	184.9	8.1%
Other	(11.1)	(11.9)	6.9%	(27.7)	(23.3)	-16.1%
Transfer to Centers (Revenue share)	(68.4)	(71.2)	4.1%	(123.7)	(140.4)	13.5%
Third-party services	(16.1)	(16.6)	2.9%	(31.1)	(32.2)	3.6%
Utilities	(15.1)	(15.9)	5.1%	(25.2)	(27.0)	7.3%
Other costs	(5.4)	(5.1)	-6.2%	(7.1)	(9.4)	33.3%
Depreciation and amortization	(105.0)	(107.8)	2.7%	(212.1)	(218.3)	2.9%
Leasing - right of use of properties	(61.8)	(62.0)	0.3%	(123.8)	(126.3)	2.0%
Systems, apps and Software	(2.2)	(1.7)	-23.7%	(4.4)	(3.4)	-24.3%
Improvement to third-party assets	(18.4)	(17.5)	-5.2%	(38.6)	(34.8)	-9.8%
IT equipment	(3.1)	(3.0)	-2.5%	(6.2)	(6.0)	-2.6%
Machinery and equipment	(3.0)	(3.0)	-1.0%	(6.0)	(5.9)	-1.4%
Other D&A costs	(16.4)	(20.7)	25.9%	(33.1)	(41.9)	26.6%
Gross profit	757.6	752.7	-0.7%	1,591.4	1,714.1	7.7%
Gross margin (%)	57.9%	57.2%	-0.7 p.p.	60.7%	61.7%	0.9 p.p.
Non-recurring Cost ⁽¹⁾	1.5	2.5	68.5%	6.3	3.9	-37.9%
Adjusted Cost of Services (ex-D&A) ⁽¹⁾	(443.9)	(452.6)	2.0%	(811.5)	(843.6)	4.0%
% of net revenue	33.9%	34.3%	0.3 p.p.	31.0%	30.3%	-0.7 p.p.
Premium	(105.4)	(126.8)	20.3%	(199.9)	(234.6)	17.4%
Digital Learning	(88.9)	(96.4)	8.4%	(158.6)	(183.6)	15.7%
On-campus	(249.6)	(229.4)	-8.1%	(452.9)	(425.4)	-6.1%
Adjusted Cost of Personnel ⁽¹⁾	(329.4)	(333.1)	1.1%	(600.9)	(612.9)	2.0%
% of net revenue	25.2%	25.2%	0.0 p.p.	22.9%	22.0%	-0.9 p.p.

The **adjusted cost of services** exhibited an increase of 2.0% vs. 2Q23, representing a small evolution in relation to net revenue (+0.3 p.p. vs. 2Q23).

The ratio between the **adjusted personnel** line and revenue remained in line with 2Q23, due to the restructuring actions that were implemented over the last few cycles, mainly in the On-campus segment.

The **Leasing** line presented an increase of 9% compared to 2Q23, impacted by new contracts (Premium segment) and end of grace periods.

The line of **transfers to centers** (revenue share), as mentioned in the previous quarter, shows signs of slowing down after the impact in 1Q24 of a high percentage of transfers generated by the excellent results of 2023. This trend intensifies in 2H24, considering the drop in intake seen during this semester (1H).

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

SELLING EXPENSES

(R\$MM)	2Q23	2Q24	Δ %	1H23	1H24	Δ %
Selling Expenses	(230.7)	(260.5)	12.9%	(488.2)	(590.7)	21.0%
Bad Debt	(166.6)	(184.6)	10.8%	(294.9)	(358.0)	21.4%
Out-of-pocket	(98.4)	(134.7)	36.9%	(158.7)	(207.5)	30.8%
PAR ⁽¹⁾	(24.8)	(27.9)	12.4%	(37.1)	(44.2)	19.0%
DIS ⁽¹⁾	(0.9)	3.1	n.a.	(1.1)	1.0	n.a.
Marketing and Sales (M&S)	(42.5)	(25.0)	-41.1%	(97.9)	(107.4)	9.6%
Advertising	(64.0)	(76.0)	18.6%	(193.3)	(232.6)	20.3%
Other	(45.9)	(53.7)	17.0%	(150.1)	(181.7)	21.0%
Selling Expenses	(18.1)	(22.2)	22.5%	(43.2)	(50.9)	17.8%
Selling Expenses	(230.7)	(260.5)	12.9%	(488.2)	(590.7)	21.0%
% of net revenue	17.6%	19.7%	2.1 p.p.	18.6%	21.2%	2.6 p.p.
Bad Debt	(166.6)	(184.6)	10.8%	(294.9)	(358.0)	21.4%
% of net revenue	12.7%	14.0%	1.2 p.p.	11.2%	12.9%	1.6 p.p.
Financial discounts	(13.6)	(20.5)	51.3%	(33.5)	(47.9)	43.2%
Bad Debt + Discounts	(180.2)	(205.1)	13.8%	(328.3)	(406.0)	23.6%
% of net revenue	13.8%	15.5%	1.7 p.p.	12.5%	14.6%	2.0 p.p.
Bad Debt by BU	(166.6)	(184.6)	10.8%	(294.9)	(358.0)	21.4%
Premium	(17.1)	(15.7)	-7.7%	(25.8)	(20.2)	-21.7%
Digital Learning	(74.8)	(81.8)	9.4%	(138.2)	(178.7)	29.3%
On-campus	(74.9)	(87.0)	16.2%	(130.9)	(159.2)	21.6%
Bad Debt by BU (% of net revenue)	12.7%	14.0%	1.3 p.p.	11.2%	12.9%	1.6 p.p.
Premium	5.8%	4.3%	-1.4 p.p.	4.2%	2.8%	-1.4 p.p.
Digital Learning	16.4%	18.5%	2.0 p.p.	15.2%	18.9%	3.7 p.p.
On-campus	13.4%	16.9%	3.4 p.p.	12.0%	14.3%	2.4 p.p.

In 2Q24, **selling expenses** increased by 12.9% vs. 2Q23, mainly impacted by the 18.6% increase in Marketing and Sales expenses in the same period.

The increase in **expenses with Bad Debt** (+10.8% vs. 2Q23) can be explained by the strong intake cycle in 2023. However, the impact in this quarter is already declined compared to 1Q24 (+2.1 p.p. in 1Q24), due to lower intake and good recovery of inactive debts.

The good performance of Premium is worth mentioning, contributing to margin expansion by 1.4 p.p., a consequence of a favorable renewal scenario.

This quarter, the Company will open the Bad Debt line related to debt renegotiation agreements. This value was previously reported within the “out-of-pocket students” line. The variation in the line is strongly related to efforts to renew a strong freshman base, recruited in 2023.

The growth of 18.6% compared to 2Q23 in **Marketing and Sales expenses** is in line with the Company's strategy after two years of significant efficiency. As a percentage of Net Revenue, there was an expansion of 0.9 p.p., concentrated in the Digital and On-campus segments.

(1) Considers the bad debt of active and inactive students.

GENERAL, ADMINISTRATIVE AND OTHER EXPENSES

(R\$MM)	2Q23	2Q24	Δ %	1H23	1H24	Δ %
G&A Expenses	(319.6)	(303.9)	-4.9%	(611.8)	(644.9)	5.4%
Personnel	(112.0)	(76.5)	-31.7%	(204.4)	(177.9)	-13.0%
Third-party services	(41.5)	(43.5)	4.9%	(84.0)	(85.6)	1.9%
Provision for contingencies	(11.3)	(16.3)	43.7%	(31.1)	(41.4)	32.9%
Maintenance and repairs	(21.8)	(26.5)	21.8%	(43.8)	(56.0)	27.8%
Other	(35.8)	(38.2)	6.7%	(73.2)	(80.4)	9.7%
Depreciation and amortization	(97.2)	(102.9)	5.9%	(175.2)	(203.7)	16.2%
Capital gain	(16.4)	(15.6)	-4.9%	(33.0)	(31.6)	-4.2%
Systems, applications and software	(64.7)	(66.4)	2.6%	(109.3)	(129.9)	18.9%
Other D&A expenses	(16.2)	(21.0)	30.0%	(32.9)	(42.1)	27.9%
Other revenue/ expenses	5.7	14.9	161.5%	30.8	22.4	-27.4%
Non-recurring G&A and other ⁽¹⁾	1.3	2.7	110.2%	(13.5)	9.3	n.a.
Adjusted G&A and other Expenses ⁽¹⁾	(215.5)	(183.5)	-14.8%	(419.3)	(409.5)	-2.3%
<i>% of net revenue</i>	<i>16.5%</i>	<i>13.9%</i>	<i>-2.6 p.p.</i>	<i>16.0%</i>	<i>14.7%</i>	<i>-1.3 p.p.</i>
Premium	(54.7)	(49.9)	-8.6%	(105.5)	(110.2)	4.5%
Digital Learning	(73.8)	(56.6)	-23.2%	(143.0)	(128.8)	-9.9%
On-Campus	(87.0)	(76.9)	-11.6%	(170.8)	(170.5)	-0.2%

Adjusted General, Administrative and other expenses (ex-D&A) showed a reduction of 14.8% compared to 2Q23, thus contributing to the margin expansion by 2.6 p.p. in the period.

The main contribution comes from the **personnel** line (-31.7% compared to 2Q23) due to the lower impact of variable compensation and structural efficiencies.

Depreciation and amortization line still present a negative result compared to the previous period, but it is at the end of this curve after a significant reduction in Capex over the last few years. The time to reduce depreciation expenses is slightly longer due to the concentration of new investments in technology assets, which have a shorter depreciation period than traditional physical assets.

The **other revenues/expenses** line had a positive impact in the quarter (+BRL 9.2 million), mainly due to the one-off effect, with no cash influence, of the termination of a lease agreement.

Non-recurring effects totaled BRL 2.7 million in the quarter and are detailed on [page 18](#).

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

NON-RECURRING EFFECTS

Classification	Account	Line	Description	2Q23	2Q24	1H23	1H24
Rio Grande do Sul	Revenue	Deductions	Exemption from monthly fees for one month	-	5.7	-	5.7
	Cost	Transfer to Centers	Transfer to centers regarding the monthly fees exempted for one month	-	0.6	-	0.6
Operational Efficiency	Cost	Personnel	Faculty restructuring	1.5	1.1	6.3	2.5
	G&A	Personnel	Restructuring of corporate	0.4	0.0	0.4	-
	Cost	Rent. Municipal Property Tax and Others	Other costs	-	0.8	-	0.8
	G&A	Others G&A	Contractual fines due to the return of properties and others	0.8	2.7	11.9	9.3
M&A	G&A	Other revenue/expenses	Write-off of amounts payable from past acquisitions	-	-	(25.9)	-
NEGATIVE IMPACT ON EBITDA (R\$ MM)				2.7	10.9	(7.2)	19.0
Financial Result	-		Write-off of agreements receivable from acquired companies	-	5.0	-	5.0
D&A	-		Capital gain from acquisitions	16.4	15.6	33.0	31.6
Tax	-		Income tax and social contribution	0.4	0.0	0.2	(1.4)
INEGATIVE IMPACT ON NET INCOME (R\$ MM)				19.5	31.4	26.0	54.2

EBITDA AND MARGIN (1/2)

(R\$MM)	2Q23	2Q24	Δ %	1H23	1H24	Δ %
Net Revenue	1,308.0	1,315.6	0.6%	2,621.3	2,779.9	6.1%
Costs and Expenses	(1,094.9)	(1,112.5)	1.6%	(2,099.0)	(2,278.9)	8.6%
(+) Depreciation and amortization	202.2	210.8	4.3%	387.3	421.9	8.9%
EBITDA	415.2	413.8	-0.3%	909.6	922.9	1.5%
EBITDA margin (%)	31.7%	31.5%	-0.3 p.p.	34.7%	33.2%	-1.5 p.p.
Non-recurring items	2.7	10.9	296.9%	(7.2)	19.0	n.a.
Net revenue	-	5.7	n.a.	-	5.7	n.a.
Faculty restructuring and others	1.5	2.5	68.5%	6.3	3.9	-37.9%
Restructuring of corporate	0.4	-	n.a.	0.4	-	n.a.
Contractual fines real estate, M&A and other	0.8	2.7	218.3%	(14.0)	9.3	n.a.
Adjusted EBITDA	417.9	424.7	1.6%	902.3	941.9	4.4%
Adjusted EBITDA margin(%)	32.0%	32.1%	0.2 p.p.	34.4%	33.8%	-0.6 p.p.
Premium	110.5	159.1	44.0%	268.7	340.9	26.9%
Adjusted EBITDA margin(%)	37.3%	43.9%	6.6 p.p.	43.4%	46.8%	3.4 p.p.
Digital Learning	192.4	177.5	-7.8%	389.8	358.3	-8.1%
Adjusted EBITDA margin(%)	42.3%	40.1%	-2.2 p.p.	42.9%	37.9%	-5.0 p.p.
On-Campus	115.0	88.1	-23.3%	243.8	242.7	-0.5%
Adjusted EBITDA margin(%)	20.6%	17.1%	-3.6 p.p.	22.3%	21.8%	-0.5 p.p.
IFRS 16 Effect	88.0	93.9	6.7%	173.7	187.9	8.1%
Adjusted EBITDA ex-IFRS 16	329.9	330.8	0.3%	728.6	754.0	3.5%
Adjusted EBITDA margin(%)	25.2%	25.0%	-0.2 p.p.	27.8%	27.1%	-0.7 p.p.
EBITDA ex-IFRS 16	327.1	319.9	-2.2%	735.9	735.1	-0.1%
EBITDA margin (%)	25.0%	24.3%	-0.7 p.p.	28.1%	26.4%	-1.6 p.p.

In 2Q24, adjusted EBITDA increase was 1.6% vs. 2Q23, while the margin remained in line with last year (32%). In the half-yearly view, there was an increase of 4.4% compared to 1H23, with a slight reduction in the margin (-0.6 p.p. vs. 1H23).

The positive margin performance in the quarter (compared to a negative first quarter) is associated with lower cost pressure with transfer to centers, marketing and sales expenses and bad debt.

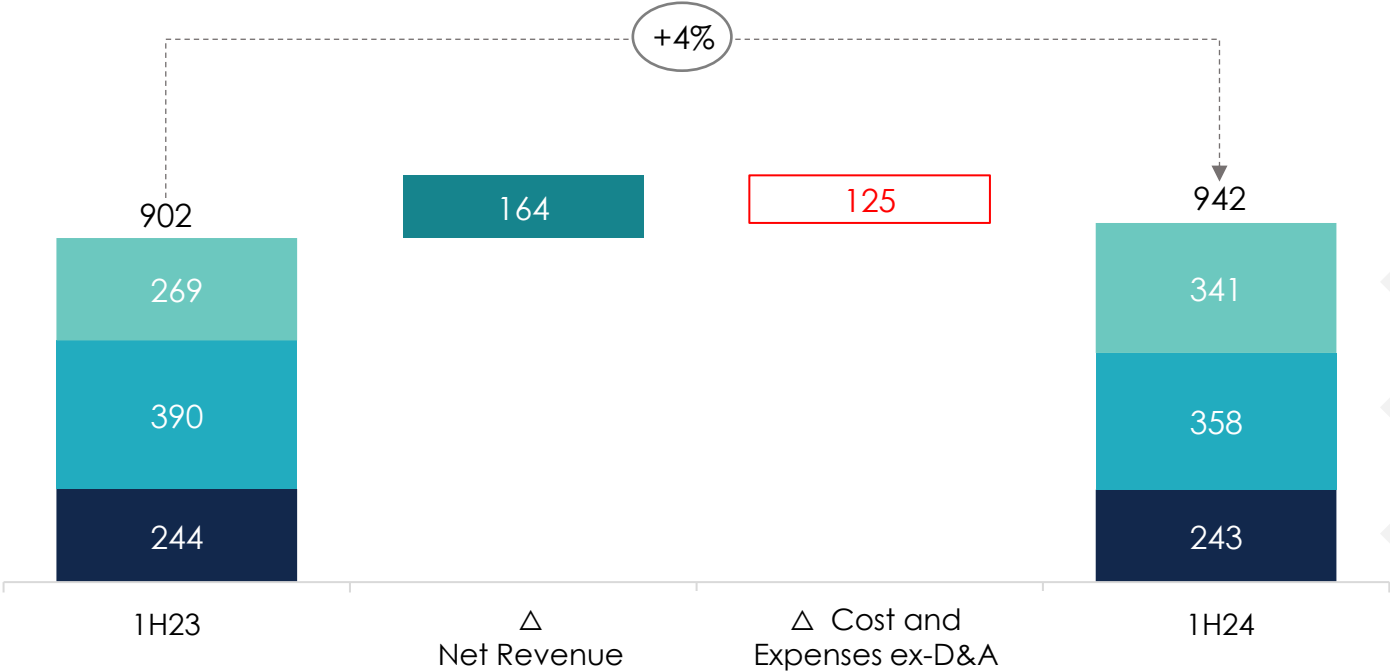
In the segment view:

- **Premium:** reported a strong margin expansion (+6.6 p.p. vs. 2Q23), benefiting from the reduction in personnel lines and a better performance in the bad debt, in addition to the effect of a greater retention of FG-Fies in 2Q23, impacting the margin in the segment at the time.
- **Digital Learning:** the reduction in pressure on the transfer to centers and bad debt lines led to a recovery in the segment's margin, which reached 40.1% in 2Q24 (-2.2 p.p. vs. 2Q23), while in 1Q24 the margin was 7.5 p.p. lower than in 1Q23.
- **On-campus:** the drop in intake (which is exposed to the high ticket of DIS) and the maturing of pre-pandemic intake cycles (see [page 9](#)) reduced the quarterly revenue, pressuring the margin. In addition, one-off variations in M&S, Bad Debt and contingency expenses had a negative impact in the quarter, leading to a margin decline of -3.6 p.p. in 2Q24 and -0.5 p.p. in 1H24 vs. 2023. In addition, adjustments in the allocation of the FG-Fies retention between quarters brought a positive positively on the segment of ~BRL 10 million in 2Q23.

EBITDA AND MARGIN (2/2)

Adjusted EBITDA
(R\$ MM)

Premium Digital Learning On-campus



Adjusted Margin (%)

	2Q23	2Q24	Δ%	1H23	1H24	Δ%
Consolidated	32%	32%	+0.2 p.p.	34%	34%	-0.6 p.p.
Premium	37%	44%	+6.6 p.p.	43%	47%	+3.4 p.p.
Digital	42%	40%	-2.2 p.p.	43%	38%	-5.0 p.p.
On-campus	21%	17%	-3.6 p.p.	22%	22%	-0.5 p.p.

FINANCIAL RESULT

2Q24
YDUQS

In 2Q24, the Company's financial result was negative by 4.5% compared to 2Q23, mainly due to the impact of debt SWAP ("interest and charges" line) and lower Financial Income, due to the lower cash position.

The cash position was impacted by the payment of dividends (BRL 80 million) and the payment of variable compensation to administrative employees for 2023 (BRL 108 million), both in 2Q24, resulting in a variation of -BRL 492 million compared to 2Q23.

In financial expenses:

- Interest and financial charges: Impact of marking to market of our derivatives (SWAP), mainly due to the interest rate curve opening (-BRL 15 million in the quarter). Furthermore, the early settlement of our 6th issue of Debentures generated a one-off negative impact in the quarter (-BRL 12 million).
- Increase in financial discounts (-BRL 6.9 million), mainly due to the write-off of agreements receivable from acquired companies (-BRL 5 million) classified by us as non-recurring.
- Increase in expenses with Private Financing, resulting from the greater penetration of these products in our student base and the maturation of the base of financed students, which increases the payment term and consequently the financial cost. Starting this quarter, we will open this line in our materials, making the topic more transparent. Previously, these values were grouped in the Interest and financial charges line.

(R\$MM)	2Q23	2Q24	Δ %	1H23	1H24	Δ %
EBITDA	415.2	413.8	-0.3%	909.6	922.9	1.5%
Financial Result	(175.9)	(183.9)	4.5%	(347.7)	(344.0)	-1.1%
Financial Revenue	39.5	32.8	-16.8%	103.1	76.3	-26.0%
Fines and interest charged	9.7	9.2	-5.4%	29.0	30.0	3.2%
Financial Investments	34.3	18.8	-45.1%	69.0	40.0	-42.0%
Inflation adjustments	(6.3)	(1.7)	-72.6%	(15.9)	(9.6)	-39.5%
(-) PIS and COFINS ⁽¹⁾	1.3	5.9	348.6%	20.0	14.3	-28.4%
Others	0.6	0.7	28.4%	1.0	1.7	67.5%
Financial Expenses	(215.5)	(262.2)	21.7%	(438.3)	(458.9)	4.7%
Interest and financial charges	(136.8)	(164.2)	20.0%	(280.4)	(261.5)	-6.8%
Financial discounts	(13.6)	(20.5)	51.3%	(33.5)	(47.9)	43.2%
Bank expenses	(2.5)	(1.5)	-39.5%	(5.4)	(3.1)	-42.7%
Interest on leasing	(38.5)	(39.5)	2.6%	(73.9)	(81.9)	10.8%
Private Financing Expenses	(6.6)	(10.8)	63.1%	(12.0)	(21.1)	75.1%
Others	(17.4)	(25.6)	46.9%	(33.1)	(43.5)	31.4%
Swap Net Effect	0.1	45.5	45017.0%	(12.4)	38.6	n.a.

(1) It refers to charges on financial income and JCP (Interest on Equity).

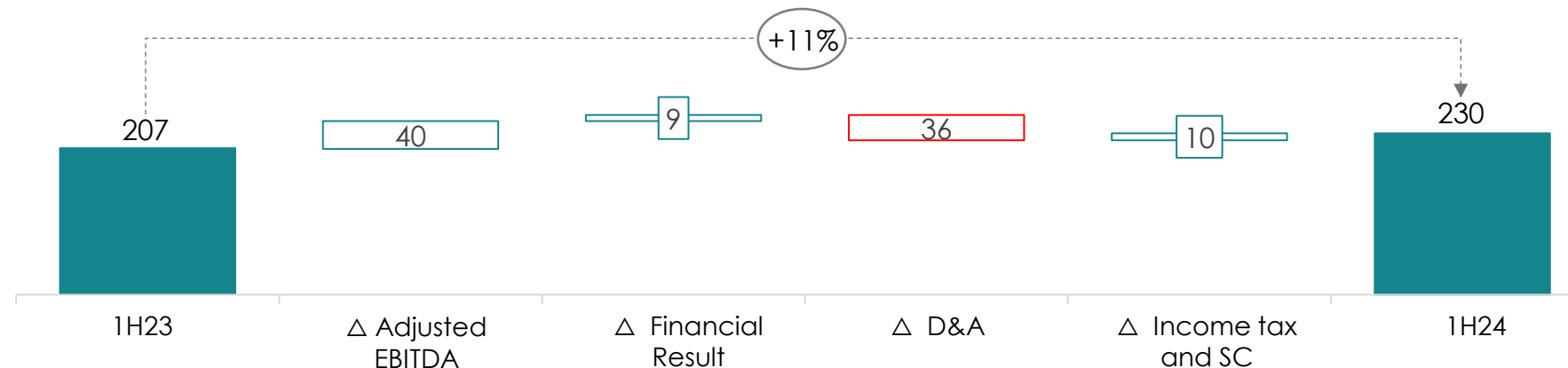
NET INCOME

2Q24
YDUQS

(R\$MM)	2Q23	2Q24	Δ %	1H23	1H24	Δ %
EBITDA	415.2	413.8	-0.3%	909.6	922.9	1.5%
Financial Result	(175.9)	(183.9)	4.5%	(347.7)	(344.0)	-1.1%
Depreciation and amortization	(202.2)	(210.8)	4.3%	(387.3)	(421.9)	8.9%
Profit before taxes	37.1	19.2	-48.2%	174.6	157.0	-10.1%
Income tax	(3.7)	2.4	n.a.	5.2	12.2	136.3%
Social Contribution	(1.4)	3.2	n.a.	1.8	6.4	254.2%
Net Income	32.0	24.8	-22.5%	181.5	175.5	-3.3%
Net margin (%)	2.5%	1.9%	-0.6 p.p.	6.9%	6.3%	-0.6 p.p.
Net Income ex-IFRS 16	44.1	32.8	-25.6%	206.0	196.6	-4.6%
Net margin (%)	3.4%	2.5%	-0.9 p.p.	7.9%	7.1%	-0.8 p.p.
Adjusted Net Income ⁽¹⁾	51.6	56.2	9.1%	207.5	229.7	10.7%
Adjusted net margin (%)	3.9%	4.3%	0.3 p.p.	7.9%	8.2%	0.3 p.p.
Adjusted Net Income ⁽¹⁾ ex-IFRS 16	63.6	64.2	1.0%	232.0	250.8	8.1%
Adjusted net margin (%)	4.9%	4.9%	0.0 p.p.	8.8%	9.0%	0.2 p.p.
EPS (R\$) ⁽²⁾	0.18	0.19	8.4%	0.71	0.79	10.0%

Disregarding the non-recurring effects on EBITDA (listed on [page 18](#)), **adjusted net income** recorded an increase of 9.1% compared to 2Q23, in line with the Company's estimates. In the half-yearly period, the **increase was 10.7% vs. 1H23**, with a net margin of 8.2% (stable vs. 1H23).

Adjusted Net Income ⁽¹⁾
(R\$ MM)



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

(2) EPS: (Adjusted Net Income)/(Number of shares outstanding).

ACCOUNTS RECEIVABLE

2Q24
YDUQS

(R\$MM)	2Q23	1Q24	2Q24	Δ% vs. 2Q23	Δ% vs. 1Q24
Monthly tuition fees received	1,594.8	1,803.9	1,800.6	12.9%	-0.2%
Out-of-Pocket	1,107.5	1,145.9	1,199.4	8.3%	4.7%
DIS (Inactive)	205.2	238.1	277.5	35.2%	16.6%
PAR	59.1	38.7	37.7	-36.2%	-2.6%
DIS	428.2	619.3	563.6	31.6%	-9.0%
Exchange Deals	31.6	31.7	46.3	46.3%	46.0%
FIES	82.9	77.0	80.7	-2.6%	4.8%
Other	390.3	487.7	435.4	11.6%	-10.7%
Credit Cards to be received	190.2	228.4	197.6	3.9%	-13.5%
Agreements	200.1	259.2	237.8	18.9%	-8.3%
Gross Accounts Receivable	2,099.6	2,400.3	2,363.0	12.5%	-1.6%
Bad Debt	(623.9)	(815.0)	(790.9)	26.8%	-3.0%
Out-of-Pocket ⁽¹⁾	(521.2)	(680.2)	(670.1)	28.6%	-1.5%
DIS (Inactive)	(144.9)	(186.4)	(188.6)	30.2%	1.2%
Agreements	(63.9)	(83.9)	(94.7)	48.1%	12.9%
PAR (50%)	(24.9)	(16.7)	(16.2)	-34.8%	-2.7%
DIS (20%)	(77.8)	(118.1)	(104.6)	34.5%	-11.4%
Amounts to be identified	(8.3)	(1.2)	(4.6)	-45.0%	269.1%
Adjustment to present value (APV) ⁽²⁾	(56.0)	(64.2)	(49.6)	-11.3%	-22.7%
DIS APV	(39.0)	(53.5)	(44.4)	13.9%	-17.0%
Net Accounts Receivable	1,411.4	1,519.8	1,517.9	7.5%	-0.1%

In 2Q24, **gross accounts receivable** increased by 12.5% vs. 2Q23, growth mainly associated with the increase in DIS revenue in the period.

The increase in the **DIS (Inactive)** line is driven by the strong intake in 2023, considering that the highest dropout rate of this intake cycle occurs between 4Q23 and 1Q24, moving the accounts receivable status from Active to Inactive.

The increase in the **DIS (Active)** line, +31.6% vs. 2Q23, is generated by the growth in DIS Revenue over 2H23 and 1H24, due to the greater penetration of this product during the intake in 2023.

This quarter, the company started opening the account receivable line related to its debt renegotiation Agreements. This amount was previously reported within the "out-of-pocket" line. The variation in the line is strongly related to the efforts to renew a robust freshman base, recruited in 2023.

Net accounts receivable ended 2Q24 with an increase of 7.5% vs. 2Q23, mainly due to the greater penetration of DIS in our intake cycle.

(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.

DAYS SALES OUTSTANDING

(R\$MM)	2Q23	1Q24	2Q24	Δ% vs. 2Q23	Δ% vs. 1Q24
Net accounts receivables	1,411.4	1,519.8	1,517.9	7.5%	-0.1%
Net Revenue Annualized	4,833.3	5,271.0	5,306.2	9.8%	0.7%
Days Sales Outstanding DSO (days)	105	104	103	-2.0%	-0.8%
FIES net accounts receivable	82.9	77.0	80.7	-2.6%	4.8%
FIES Revenue (12M)	245.2	229.8	218.9	-10.7%	-4.8%
FGEDUC Deductions (12M)	(66.4)	(67.3)	(66.6)	0.2%	-1.0%
Taxes (12M)	(8.7)	(8.3)	(7.9)	-9.5%	-5.6%
FIES Net Revenue (12M)	170.0	154.2	144.4	-15.1%	-6.3%
FIES DSO (days)	176	180	201	14.7%	11.9%
Ex-FIES net accounts receivable	1,328.5	1,442.8	1,437.1	8.2%	-0.4%
Ex-FIES net revenue (12M)	4,663.3	5,116.8	5,161.8	10.7%	0.9%
Ex-FIES DSO (days)	103	102	100	-2.3%	-1.3%

In 2Q24, the Company's consolidated PMR exhibited a reduction of 2 days vs. 2Q23 due to the following factors:

Ex-FIES DSO: 3-day reduction vs. 2Q23, mainly due to the Company's efforts to recover amounts owed from other periods, considered inactive.

FIES DSO: the increase of 26 days vs. 2Q23 is mainly the result of a reduction in revenue (-15.1% vs. 2Q23) to a greater extent when compared to the reduction in FIES accounts receivable (-2.6% vs. 2Q23), associated with the slowdown of the program. This is a recurring movement in FIES due to the seasonality effect of transfer receipts. Despite the increase, FIES accounts receivable represent only 5% of the total.

AGING AND CHANGES IN ACCOUNTS RECEIVABLE

Aging of Total Gross Accounts Receivable ⁽¹⁾

(R\$MM)	2Q23	2Q24	Δ%	Vertical Analysis	
				2Q23 (%)	2Q24 (%)
FIES	82.9	80.7	-2.6%	4%	3%
Not yet due	879.8	956.7	8.7%	42%	40%
Overdue up to 30 days	252.5	285.2	13.0%	12%	12%
Overdue from 31 to 60 days	164.7	166.3	1.0%	8%	7%
Overdue from 61 to 90 days	129.7	148.0	14.1%	6%	6%
Overdue from 91 to 180 days	182.3	244.3	34.0%	9%	10%
Overdue more than 180 days	407.6	481.7	18.2%	19%	20%
Gross accounts receivables	2,099.6	2,363.0	12.5%	100%	100%

Aging of Agreements Receivable ⁽²⁾

(R\$MM)	2Q23	2Q24	Δ%	Vertical Analysis	
				2Q23 (%)	2Q24 (%)
Not yet due	70.4	86.8	23.2%	35%	36%
Overdue up to 30 days	20.9	17.9	-14.0%	10%	8%
Overdue from 31 to 60 days	18.2	20.3	11.4%	9%	9%
Overdue from 61 to 90 days	16.2	21.2	31.0%	8%	9%
Overdue from 91 to 180 days	30.3	37.6	23.8%	15%	16%
Overdue more than 180 days	44.1	54.1	22.6%	22%	23%
Agreements receivable	200.1	237.8	18.9%	100%	100%

FIES: Changes in Accounts Receivable

(R\$MM)	2Q23	2Q24	Δ%
Opening balance	63.8	77.0	20.8%
FIES revenue	46.1	35.5	-22.9%
Payment of Taxes	(3.3)	(0.1)	-97.2%
Buyback FIES	(23.7)	(31.7)	33.8%
Closing balance	82.9	80.7	-2.6%

(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.

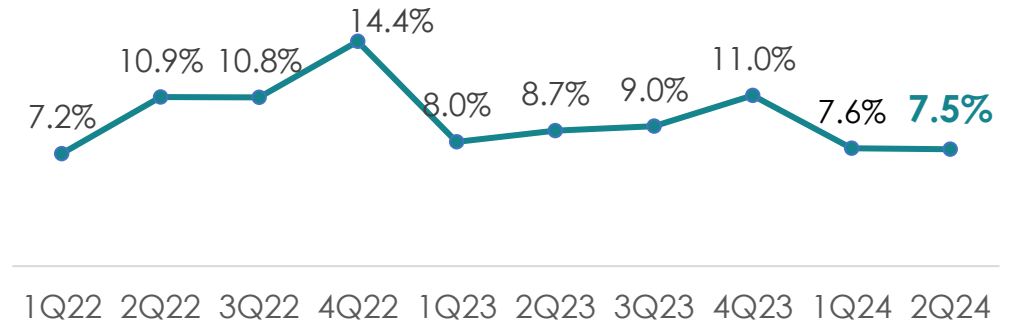
(R\$MM)	2Q23	2Q24	Δ %	1H23	1H24	Δ %
Total Capex	113.9	98.9	-13.2%	218.9	209.7	-4.2%
Digital Transformation + IT	76.0	60.9	-19.8%	143.5	142.6	-0.6%
Maintenance and Efficiency	28.6	29.4	3.0%	50.1	50.0	-0.3%
Expansion	9.3	8.5	-8.9%	25.2	17.1	-32.2%

% of Net Revenue						
Total Capex	8.7%	7.5%	-1.2 p.p.	8.3%	7.5%	-0.8 p.p.
Digital Transformation + IT	5.8%	4.6%	-1.2 p.p.	5.5%	5.1%	-0.4 p.p.
Maintenance and Efficiency	2.2%	2.2%	0.0 p.p.	1.9%	1.8%	-0.1 p.p.
Expansion	0.7%	0.6%	-0.1 p.p.	1.0%	0.6%	-0.3 p.p.

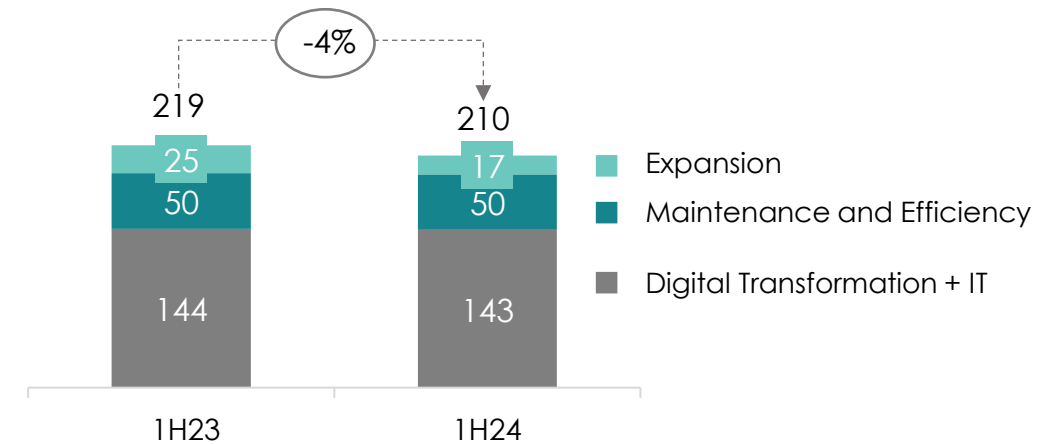
Total Capex ended 2Q24 with **a reduction of 1.2 p.p. vs. 2Q23 in relation to net revenue, reaching 7.5%**, the lowest level in relation to revenue since 1Q22. We reinforce our view of ending the year with a total of BRL 470 million, in line with last year. In addition, we maintain our vision of stabilizing Capex as a percentage of Revenue between 7-8% in the medium term.

- **Digital Transformation + IT:** these are investments related to the evolution of products and digital strategy, and structural and IT support investments, in addition to content production.
- **Maintenance and Efficiency:** represent investments associated with operational efficiency and maintenance of the business's physical structures.
- **Expansion:** investments related to revenue expansion such as those required for course maturation, launching new courses and expanding physical space.

CAPEX
(evolution as a % of revenue)



CAPEX
(R\$MM)



CASH FLOW STATEMENT

(R\$MM)	2Q23	2Q24	Δ %	1H23	1H24	Δ %
Adjusted EBITDA ex IFRS 16	329.9	330.8	0.3%	728.6	754.0	3.5%
Non-recurring	(2.7)	(10.9)	296.9%	7.2	(19.0)	n.a.
EBITDA ex-IFRS 16	327.1	319.9	-2.2%	735.9	735.1	-0.1%
Working capital variation	(72.0)	(171.1)	137.7%	(101.8)	(236.4)	132.3%
receivables	(104.7)	(29.9)	-71.4%	(218.9)	(138.1)	-36.9%
accounts payable	38.3	(76.2)	n.a.	133.3	(31.2)	n.a.
others	(5.6)	(64.9)	1066.7%	(16.1)	(67.1)	315.7%
Taxes (IT/SC)	(16.7)	(18.2)	9.1%	(27.8)	(30.2)	9.0%
Operating Cash Flow (OCF)	238.5	130.6	-45.2%	606.3	468.4	-22.7%
Capex	(113.9)	(98.9)	-13.2%	(218.9)	(209.7)	-4.2%
Acquisition of property and equipment	(27.4)	(30.3)	10.6%	(55.6)	(51.2)	-8.0%
Acquisition of intangible assets	(86.5)	(68.6)	-20.8%	(163.3)	(158.5)	-2.9%
(=) Free Cash Flow	124.6	31.8	-74.5%	387.5	258.8	-33.2%
Interest ex IFRS 16	(96.2)	(104.1)	8.2%	(250.5)	(245.6)	-1.9%
(=) Free cash flow to equity (FCFE)	28.3	(72.3)	n.a.	137.0	13.1	-90.4%
Capitation / debt amortization	(0.1)	(10.3)	10893.4%	247.7	31.5	-87.3%
M&A	(1.3)	(0.2)	-83.5%	(16.0)	(1.3)	-91.6%
Dividends paid	(0.7)	(79.9)	11929.8%	(0.7)	(80.0)	11840.6%
Buyback and Others	(0.0)	(0.0)	477.8%	0.3	(0.0)	n.a.
(=) Net cash generation	26.3	(162.7)	n.a.	368.2	(36.7)	n.a.
Cash at the beginning of the year	1,127.8	824.5	-26.9%	785.8	698.4	-11.1%
Cash at the end of the year	1,154.1	661.7	-42.7%	1,154.1	661.7	-42.7%
OCF/ EBITDA ex-IFRS 16	72.9%	40.8%	-32.1 p.p.	82.4%	63.7%	-18.7 p.p.

Operating Cash Flow (OCF) totaled **BRL 130.6 million** in the quarter (-45.2% vs. a.a.), with a cash conversion of 40.8% (-32.1 p.p. vs. a.a.).

The main factor impacting this result was the payment of variable remuneration to administrative employees ⁽¹⁾ for 2023, made in April this year (BRL 108 million).

Free cash flow to equity (FCFE) benefited from the 13% reduction in capex, but this effect was partially offset by the negative impact of the financial result in the period, the main factors of which were:

- Reduction in financial investments, resulting from a lower cash position (impact of -BRL 15.5 million).
- Fees and costs related to the prepayment of the 6th debenture issue in April (impact of -BRL 12 million).

Additionally, in 2Q24, the Company brought forward the payment of BRL 80 million in dividends related to the 2023 result, leading to a negative **net cash generation** of BRL 162.7 million.

(1) More than 8 thousand employees.

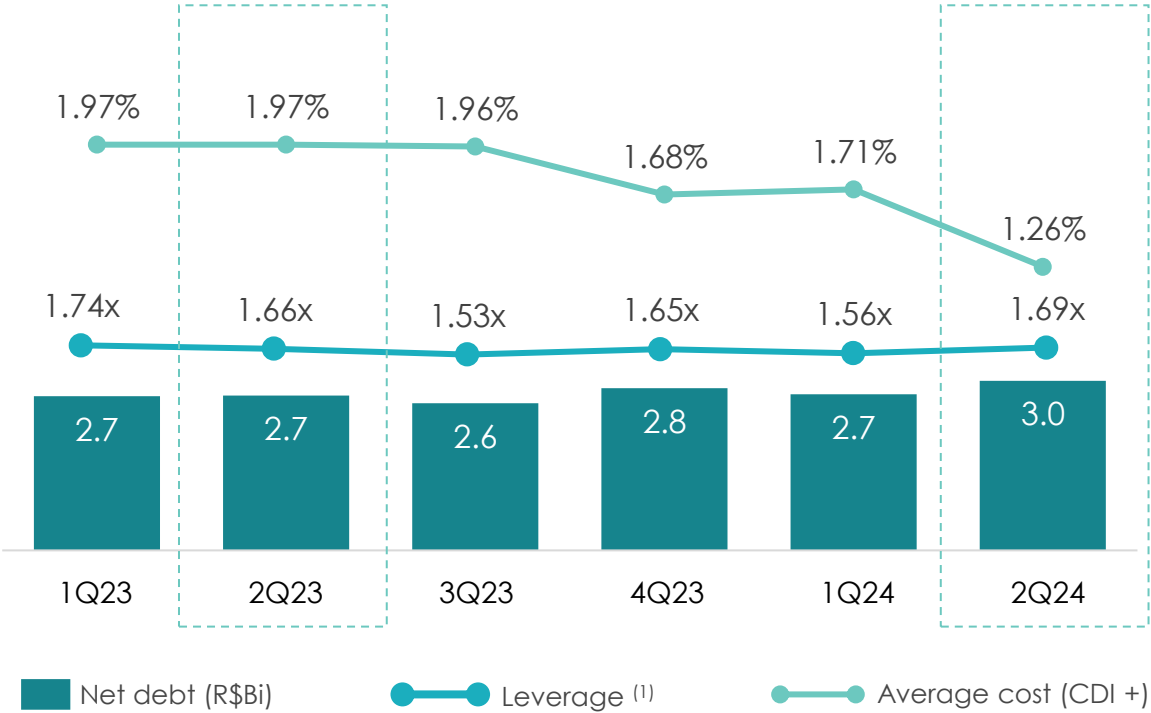
CASH POSITION & CAPITAL STRUCTURE

(R\$MM)	2Q23	2Q24	Δ %
Gross Debt [b]	5,480.8	5,281.6	-3.6%
Bank loans ⁽²⁾	3,795.4	3,564.8	-6.1%
Leasing	1,625.3	1,660.9	2.2%
Commitments payable (M&A)	60.1	56.0	-6.9%
(-) Cash and cash equivalents [a]	(1,154.1)	(661.7)	-42.7%
Net Debt [a+b]	4,326.7	4,619.9	6.8%
Net Debt (ex-IFRS 16) [a+b-c]	2,701.4	2,959.1	9.5%
Net debt (Ex-IFRS 16)/ adjusted EBITDA (LTM)⁽¹⁾	1.66x	1.69x	0.02x
Adjusted EBITDA LTM	1,623.8	1,753.6	8.0%

In 2Q24, the **cash and cash equivalents position** totaled BRL 661.7 million, 42.7% below 2Q23, mainly due to the payment of variable compensation to the Company's employees (BRL 108 million) and dividends (BRL 80 million) related to the 2023 result.

At the period's end, the **net debt/adjusted EBITDA ratio was 1.69x**. Disregarding the payment of dividends, the net debt/adjusted EBITDA ratio would be 1.64x, reinforcing the company's deleveraging path towards our goal of 1x Net Debt/EBITDA.

Throughout 2023 and 2024, the Company carried out important liability management operations, namely: (i) the 9th debenture issue in the amount of BRL 700 million, for partial amortization of the 6th debenture issue which had an average cost of CDI + 2.50%; (ii) extension of debt with Citibank in the amount of USD44 million (BRL 237 million); (iii) extension of the CCB of BRL 200 million; and (iv) the 10th issue of debentures in the amount of BRL 1.1 billion, which allowed the early redemption of the 6th issue. These combined operations increased the average term of total debt by 1.2 years and reduced the average cost to 1.26% at the end of 2Q24.



(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.

DEBT AMORTIZATION SCHEDULE

Debt Type (R\$MM)	Average term (in years)	Cost	Balance payable (principal + interest)	% of total
FINEP	0.3	TJLP + 0.5%	0.2	0%
Credit Notes	1.9	CDI + 2.18%	202.0	6%
4131	1.2	CDI + 1.33%	675.1	19%
6 th Debenture (unique)	0.9	CDI + 1.65%	302.9	9%
7 th Debenture (unique)	2.8	CDI + 1.50%	515.3	15%
8 th Debenture (unique)	4.3	CDI + 0.82%	286.7	8%
9 th Debenture (1 st series)	3.8	CDI + 0.90%	321.3	9%
9 th Debenture (2 nd series)	5.8	CDI + 0.98%	110.0	3%
10 th Debenture (unique)	4.3	CDI + 1.25%	1,124.2	32%
Bank loans in 2Q24		CDI + 1.26%	3,537.8	100%



Rating AAA (S&P)

Rated with the lowest risk level by S&P



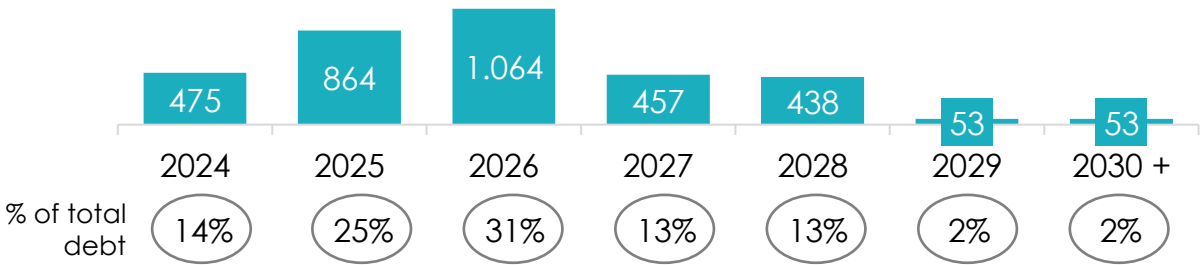
Cost of Debt

Lower cost of debt since 2Q20

BEFORE 4Q23

Cost of debt CDI+ : 1168%

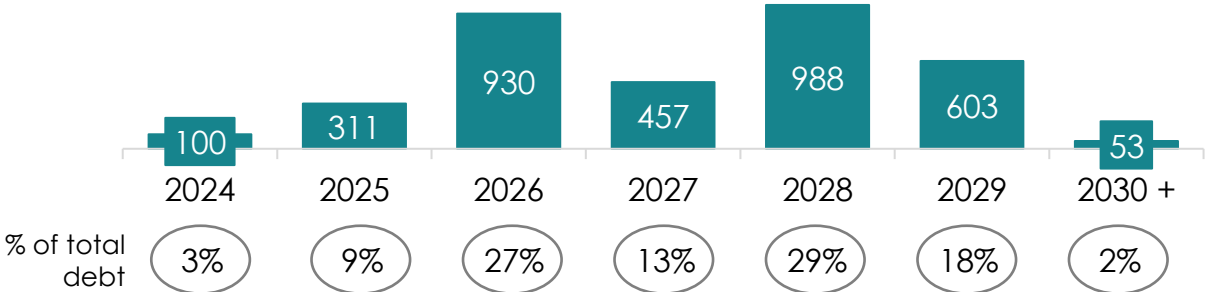
Average Term: 2.4 years



AFTER 2Q24

Cost of debt CDI+ : 1.26%

Average Term: 3.2 years



Note: The difference between the presented in the chart and the ITR is related to the discount rate, swap and interest.

APPENDIX

YDUQS



MEDICINE SEATS OFFERING BY UNIT (Undergraduate)

2Q24				Full Potential ⁽¹⁾	
Units	State	Authorized Seats	Student Base (thousand)	Authorized Seats	Student Base (thousand)
Vista Carioca (Presidente Vargas)	RJ	240	1.53	240	1.7
Città	RJ	170	1.18	170	1.2
Juazeiro do Norte	CE	100	0.71	100	0.7
Ribeirão Preto	SP	76	0.51	76	0.5
Teresina	PI	110	0.79	110	0.8
Alagoinhas	BA	118	0.56	118	0.8
Jaraguá do Sul	SC	150	0.63	150	1.1
Juazeiro	BA	155	1.02	155	1.1
Angra dos Reis	RJ	89	0.47	89	0.6
Canindé	CE	50	0.28	52	0.4
Cáceres	MT	50	0.24	50	0.4
Castanhal	PA	50	0.23	150	1.1
Quixadá	CE	150	0.24	150	1.1
Açailândia	MA	90	0.23	90	0.6
Iguatu	CE	50	0.16	132	0.9
Ji-Paraná	RO	50	0.14	50	0.4
Unijipa	RO	28	0.06	28	0.2
Total		1,726	9.0	1,910	13.7

In line with the increases in seats already approved and what was announced at YDUQS Day in May, the Company is updating, this quarter, the potential for annual seats and the student base for medical courses.

Considering the current scenario of 1,726 seats/year and the potential of four more units — *Castanhal* (+100), *Iguatu* (+82), *Canindé* (+3), and *Ji-Paraná* (without increase in seats), the Company has a total **potential of 1,910 seats/year**, after due approvals, **reaching approximately 14 thousand students in maturation**. This represents an **increase of over 50% over the 2Q24 student base**.

(1) Considers the increases in seats already approved, and the potential announced at YDUQS Day of an additional 185 seats/year. Student base Includes ProUni and FIES.

INCOME STATEMENT BY BUSINESS UNIT - Quarter

2Q24
YDUQS

	Consolidated			Premium			Digital Learning			On-campus		
(R\$ million)	2Q23	2Q24	Δ%	2Q23	2Q24	Δ%	2Q23	2Q24	Δ%	2Q23	2Q24	Δ%
Gross Revenue	2,880	2,972	3%	373	443	19%	1,026	1,079	5%	1,481	1,450	-2%
Monthly tuition fees	2,880	2,972	3%	373	443	19%	1,026	1,079	5%	1,481	1,450	-2%
Deductions from Gross Revenue	(1,572)	(1,656)	5%	(77)	(80)	5%	(571)	(641)	12%	(924)	(935)	1%
Net Operating Revenue	1,308	1,316	1%	296	362	22%	455	438	-4%	557	515	-8%
Cost of Services	(551)	(563)	2%	(130)	(151)	16%	(96)	(105)	9%	(325)	(308)	-5%
Personnel	(331)	(334)	1%	(97)	(117)	21%	(18)	(24)	38%	(217)	(193)	-11%
Rent, municipal property tax and other	(10)	(12)	29%	(3)	(3)	16%	(0)	(0)	76%	(7)	(9)	34%
Third-party services and other	(105)	(109)	4%	(6)	(7)	13%	(71)	(73)	2%	(28)	(29)	6%
Depreciation and amortization	(105)	(108)	2%	(24)	(24)	-3%	(7)	(8)	7%	(74)	(77)	3%
Gross Profit	758	753	-1%	167	212	27%	359	334	-7%	232	207	-11%
Gross margin (%)	58%	57%	-1 p.p.	56%	58%	2 p.p.	79%	76%	-3 p.p.	42%	40%	-1 p.p.
Selling, G&A and Other Expenses	(544)	(550)	1%	(100)	(104)	4%	(205)	(201)	-2%	(239)	(244)	2%
Personnel	(112)	(76)	-32%	(25)	(14)	-44%	(49)	(32)	-35%	(38)	(30)	-20%
Advertising	(64)	(76)	19%	(9)	(11)	22%	(25)	(30)	21%	(30)	(35)	16%
Bad Debt	(167)	(185)	11%	(17)	(16)	-8%	(75)	(82)	9%	(75)	(87)	16%
Other Expenses	(110)	(125)	13%	(32)	(39)	23%	(27)	(26)	-3%	(52)	(59)	15%
Third-party services	(41)	(44)	5%	(10)	(13)	31%	(13)	(13)	-2%	(19)	(18)	-4%
Maintenance and repairs	(22)	(27)	22%	(4)	(6)	45%	(5)	(6)	31%	(13)	(14)	10%
Provision for contingencies	(11)	(16)	44%	0	1	352%	(5)	(3)	-41%	(7)	(15)	110%
Other	(36)	(38)	7%	(18)	(21)	16%	(4)	(4)	-2%	(13)	(13)	-3%
Other Revenue	6	15	161%	2	2	-15%	2	1	-7%	2	12	427%
Depreciation and amortization	(97)	(103)	7%	(19)	(26)	34%	(31)	(33)	5%	(46)	(44)	-4%
(+) Depreciation and amortization	202	211	4%	44	49	13%	38	40	6%	120	121	1%
EBITDA	415	414	0%	110	157	43%	192	173	-10%	113	84	-26%
EBITDA margin (%)	32%	31%	0 p.p.	37%	43%	6 p.p.	42%	39%	-3 p.p.	20%	16%	-4 p.p.
Adjusted EBITDA ⁽¹⁾	418	425	2%	111	159	44%	192	177	-8%	115	88	-23%
Adjusted EBITDA margin (%)	32%	32%	0 p.p.	37%	44%	7 p.p.	42%	40%	-2 p.p.	21%	17%	-4 p.p.

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

INCOME STATEMENT BY BUSINESS UNIT - Half

2Q24
YDUQS

	Consolidated			Premium			Digital Learning			On-campus		
(R\$ million)	1H23	1H24	Δ%	1H23	1H24	Δ%	1H23	1H24	Δ%	1H23	1H24	Δ%
Gross Revenue	5,553	5,856	5%	757	885	17%	1,946	2,116	9%	2,850	2,855	0%
Monthly tuition fees	5,553	5,856	5%	757	885	17%	1,946	2,116	9%	2,850	2,855	0%
Deductions from Gross Revenue	(2,932)	(3,076)	5%	(138)	(157)	14%	(1,037)	(1,173)	13%	(1,756)	(1,745)	-1%
Net Operating Revenue	2,621	2,780	6%	619	728	18%	909	942	4%	1,094	1,110	1%
Cost of Services	(1,030)	(1,066)	3%	(249)	(284)	14%	(173)	(200)	15%	(608)	(583)	-4%
Personnel	(607)	(615)	1%	(184)	(216)	18%	(33)	(41)	24%	(391)	(359)	-8%
Rent, municipal property tax and other	(24)	(23)	-2%	(6)	(6)	3%	0	(0)	-15383%	(18)	(17)	-5%
Third-party services and other	(187)	(209)	12%	(11)	(13)	16%	(127)	(143)	13%	(49)	(53)	7%
Depreciation and amortization	(213)	(218)	3%	(48)	(48)	0%	(14)	(15)	9%	(150)	(154)	3%
Gross Profit	1,591	1,714	8%	369	444	20%	736	742	1%	486	527	9%
Gross margin (%)	61%	62%	1 p.p.	60%	61%	1 p.p.	81%	79%	-2 p.p.	44%	48%	3 p.p.
Selling, G&A and Other Expenses	(1,069)	(1,213)	14%	(182)	(203)	11%	(409)	(471)	15%	(477)	(540)	13%
Personnel	(204)	(178)	-13%	(46)	(38)	-18%	(91)	(75)	-17%	(67)	(65)	-4%
Advertising	(193)	(233)	20%	(19)	(22)	18%	(80)	(97)	21%	(95)	(114)	20%
Bad Debt	(295)	(358)	21%	(26)	(20)	-22%	(138)	(179)	29%	(131)	(159)	22%
Other Expenses	(232)	(263)	13%	(63)	(76)	21%	(55)	(56)	3%	(115)	(131)	14%
Third-party services	(84)	(86)	2%	(21)	(24)	15%	(27)	(27)	0%	(37)	(35)	-4%
Maintenance and repairs	(44)	(56)	28%	(9)	(13)	58%	(12)	(14)	19%	(23)	(28)	21%
Provision for contingencies	(31)	(41)	33%	(0)	1	-418%	(7)	(7)	-8%	(24)	(36)	52%
Other	(73)	(80)	10%	(33)	(40)	20%	(9)	(9)	0%	(31)	(31)	1%
Other Revenue	31	22	-27%	8	2	-70%	11	2	-82%	12	18	55%
Depreciation and amortization	(175)	(204)	17%	(36)	(49)	34%	(57)	(66)	15%	(81)	(89)	10%
(+) Depreciation and amortization	387	422	9%	85	97	15%	71	81	14%	231	243	5%
EBITDA	910	923	1%	272	339	24%	398	353	-11%	239	231	-4%
EBITDA margin (%)	35%	33%	-1 p.p.	44%	47%	3 p.p.	44%	37%	-6 p.p.	22%	21%	-1 p.p.
Adjusted EBITDA ⁽¹⁾	902	942	4%	269	341	27%	390	358	-8%	244	243	0%
Adjusted EBITDA margin (%)	34%	34%	-1 p.p.	43%	47%	3 p.p.	43%	38%	-5 p.p.	22%	22%	0 p.p.

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

COLLECTION / ACCOUNTS RECEIVABLE

(R\$MM)	2Q23	2Q24	Δ %	1H23	1H24	Δ %
Net Revenue	1,308.0	1,315.6	0.6%	2,621.3	2,779.9	6.1%
(-) Taxes	49.8	49.6	-0.5%	96.7	101.8	5.3%
(+) Bad Debt	(166.6)	(183.4)	10.1%	(294.9)	(356.1)	20.8%
(+) Financial discounts/ fines	(3.9)	(11.4)	192.1%	(4.5)	(18.0)	297.9%
(+) Inflation adjustments DIS/PAR	(4.5)	1.9	n.a.	4.9	7.1	44.3%
Total Generation of accounts receivable	1,182.7	1,172.3	-0.9%	2,423.5	2,514.8	3.8%
Total collection	1,078.1	1,267.1	17.5%	2,204.6	2,707.9	22.8%
FIES Net Revenue	45.8	36.2	-20.9%	69.8	72.4	3.8%
FIES collection	27.0	31.8	17.9%	75.8	74.2	-2.2%
Net revenue ex-FIES	1,262.2	1,279.4	1.4%	2,551.5	2,707.5	6.1%
Generation of accounts receivable ex-FIES	1,136.9	1,136.1	-0.1%	2,353.7	2,442.4	3.8%
Collection ex-FIES	1,051.1	1,235.3	17.5%	2,128.8	2,633.7	23.7%
% Collection/Generation of accounts receivable (ex-FIES)	92.4%	108.7%	16.3 p.p.	90.4%	107.8%	17.4 p.p.

BALANCE SHEET

(R\$MM)	2Q23	1Q24	2Q24
Current Assets	2,576.9	2,303.8	2,215.9
Cash and cash equivalents	813.8	623.5	427.0
Securities	340.3	201.0	234.7
Accounts receivable	1,186.6	1,237.2	1,269.0
Inventory	3.7	3.7	3.5
Advancements to employees/third parties	6.8	5.2	9.3
Prepaid expenses	24.9	56.3	31.4
Taxes and contributions	195.0	166.8	183.8
Swap differential receivable	-	-	42.5
Other	5.8	10.1	14.8
Non-Current Assets	7,146.0	7,295.7	7,179.5
Long-term assets	948.0	1,148.3	1,123.5
LT accounts receivable	224.8	282.6	248.9
LT prepaid expenses	6.0	5.6	5.9
LT Judicial deposits	88.3	77.2	86.7
LT taxes and contributions	176.7	228.4	231.6
LT deferred taxes	439.6	537.1	534.3
Other LT items	12.6	17.5	16.1
Permanent assets	6,198.0	6,147.4	6,056.0
Investments	0.3	0.3	0.3
Property and equipment	2,584.6	2,562.0	2,504.7
Intangible assets	3,613.1	3,585.1	3,550.9
Total Assets	9,722.9	9,599.5	9,395.4

(R\$MM)	2Q23	1Q24	2Q24
Current Liabilities	1,654.4	1,561.3	1,294.5
Loans and financing	714.6	548.9	433.9
Leasing	229.4	248.7	251.0
Suppliers	239.2	210.6	199.7
Swap payable	14.7	26.4	20.4
Salaries and payroll charges	286.1	319.8	247.0
Tax liabilities	80.0	89.5	60.2
Prepaid monthly tuition fees	60.2	83.9	52.0
Advancement of current agreement	5.0	5.0	5.0
Taxes paid in installments	4.5	3.7	3.3
Acquisition price payable	13.8	13.9	14.7
Dividends payable	0.2	0.1	0.1
Other liabilities	6.7	10.9	7.1
Long-term liabilities	4,916.5	4,826.2	4,942.8
LT Loans and financing	3,066.0	2,916.8	3,110.5
Contingencies	223.7	231.7	198.7
LT leasing	1,395.9	1,454.1	1,409.8
Agreement advances	28.6	24.8	23.6
LT taxes paid in installments	6.1	4.7	4.3
Provision for asset demobilization	92.9	94.3	95.6
LT acquisition price payable	46.4	41.0	41.3
Financial Liabilities - Options	55.9	57.9	57.9
Other LT items	1.0	1.0	1.0
Shareholders' Equity	3,152.1	3,212.1	3,158.1
Capital stock	1,139.9	1,139.9	1,139.9
Share issuance costs	(26.9)	(26.9)	(26.9)
Capital reserves	722.6	729.4	715.8
Earnings reserves	1,528.1	1,520.5	1,520.5
Income for the period	180.8	150.5	174.8
Dividends above the mandatory minimum	-	80.0	-
Treasury Shares	(349.7)	(338.3)	(323.6)
Equity Valuation Adjustment	(55.9)	(57.9)	(57.9)
Participation of Non-Controlling Shareholders	13.2	15.0	15.5
Total Liabilities and Shareholders' Equity	9,722.9	9,599.5	9,395.4

The logo for YDUQS features the letters 'YDUQS' in a bold, sans-serif font. The 'Y', 'D', 'U', and 'S' are dark blue, while the 'Q' is a lighter teal color. The logo is centered on a background of overlapping teal and light blue circles. A thick dark blue L-shaped line is in the top-left corner, and a thin dark blue L-shaped line is in the bottom-right corner.

YDUQS

IR Contact
ri@yduqs.com.br
www.yduqs.com.br