1Q12 RESULTS

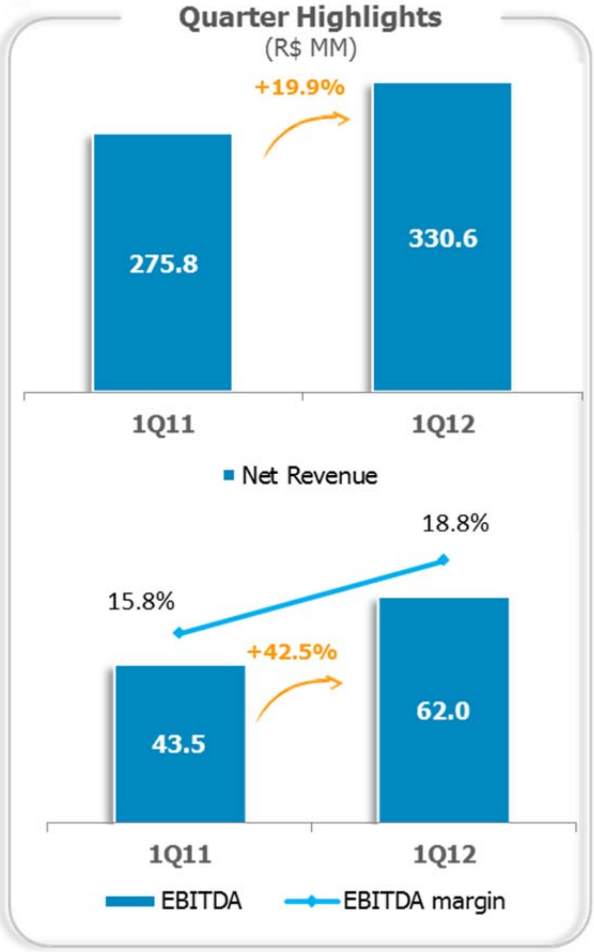
Growing with Sustainability

42.5% EBITDA growth and 3 p.p margin gain

Rio de Janeiro, May 10, 2012 – **Estácio Participações S.A.** – "Estácio" or "Company" (BM&FBovespa: ESTC3; Bloomberg: ESTC3.BZ; Reuters: ESTC3.SA) – announces its results for the first quarter of 2012 (1Q12) in comparison with the same period of the previous year (1Q11). Except where stated otherwise, the following financial and operating information is presented in accordance with International Financial Reporting Standards ("IFRS") and on a consolidated basis.

Highlights

- Estácio ended 1Q12's intake and renewal cycle with a student base of **278,600 students,** 15.4% higher than in 1Q11, of which 228,400 students were enrolled in on-campus programs (12.1% up on 1Q11, excluding acquisitions in 2011) and 50,200 in distance learning programs (62.5% more than in 1Q11).
- **Net operating revenue** came to R$330.6 million in 1Q12, an increase of 19.9% year-on-year, due to the growth of the student base and average ticket.
- Consolidated **EBITDA** reached R$62.0 million in 1Q12, up 42.5% year-over-year, with a margin increase of 3 p.p. over 1Q11.
- **Net income** totaled R$39.9 million in 1Q12, up 39.0% over 1Q11. **Earnings per share** came to R$0.49, a 40% increase in comparison with 1Q11.
- **Operating cash flow** in the period was R$13.5 million.
- At the end of 1Q12, Estácio had **cash and cash equivalents** of R$182.7 million.



ESTC3
(on 05/09/2012)

Price: R$25.00 /share
Number of Shares: 82,434,559
Market Cap: R$2.1 billion
Free Float: 80%

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Key Indicators in the Quarter

	Consolidated			Excluding Acquisitions		
Financial Highlights	**1Q11**	**1Q12**	**Change**	**1Q11**	**1Q12**	**Change**
Net Revenue (R$ million)	275.8	330.6	19.9%	271.3	316.3	16.6%
Gross Profit (R$ milllion)	95.8	131.0	36.7%	94.7	124.7	31.7%
Gross Profit margin	*34.7%*	*39.6%*	*4.9 p.p.*	*34.9%*	*39.4%*	*4.5 p.p.*
EBIT (R$ million)	28.4	46.3	63.0%	28.1	40.9	45.6%
EBIT Margin	*10.3%*	*14.0%*	*3.7 p.p.*	*10.4%*	*12.9%*	*2.5 p.p.*
EBITDA (R$ million)	43.5	62.0	42.5%	43.0	56.2	30.7%
EBITDA Margin	*15.8%*	*18.8%*	*3.0 p.p.*	*15.8%*	*17.8%*	*2.0 p.p.*
Net Income (R$ milllion)	28.7	39.9	39.0%	28.7	34.9	21.6%
Net Income Margin	*10.4%*	*12.1%*	*1.7 p.p.*	*10.6%*	*11.0%*	*0.4 p.p.*

Note: Adjusted EBITDA with the addition of the Operating Financial Result (Revenue from Fines and Interest over Monthly Fees).

Message from the Management

It took us three years of hard work, from 2008 to mid-2011, to build a new Estácio based on solid pillars that sustain any company designed for longevity: excellent **products**, organized and standardized **processes** and well-prepared, motivated **people,** who seek grand objectives.

It is in this context that we present our results for 1Q12, which confirm the trend of recovery in organic growth, with growth in revenue and average ticket, significant efficiency gains and a substantial increase in margin - all this followed by another positive result in our internal climate and student satisfaction surveys, as well as better results in our evaluations by the Ministry of Education (MEC), and, once again, by the adoption of rigorous criteria for negotiating with students debtors.

As announced during the quarter, we began the year with a record high enrollment, for the fourth cycle in a row. This time, we had 94,300 new on-campus and distance learning undergraduate students enrolled, up 29.5% over 1Q11. Altogether, there were more than 278,000 post-secondary students enrolled in our undergraduate and graduate courses, 15.4% more than in the same quarter last year.

The distance learning student base grew 62.5%, totaling 50,200 students at the end of 1Q12, also as the result of the quality of our educational platform, built 100% within Estácio and fully integrated with the Academic Model of our on-campus courses, using the same principles of autonomy, mobility, transparency and digital inclusion. This platform applies, in a highly efficient manner, the most modern teaching tools to provide content via online classes and broadcasting, with plenty of interaction and follow-up by our professors and tutors. It also invests onan increasing development of applications for devices such as tablets and smartphones, in line with the demands of the 21st century student.

As expected, the 1Q12 results were substantially driven by the increase in the student base and by our capacity to pass on the inflation effect to our prices. Estácio's net revenue this quarter was R$330.6 million, an increase of 19.9% year-on-year. The quality of our product, our facilities and our rapidly improving customer service are a few factors that enable us to increase our prices while continuing to expand our student base significantly.

At the same time, Estácio's management model once more proved to be sustainable and, with the help of tools such as matrix budgeting and planning and control of faculty costs, together with revenue growth and theimplementation of our Academic Model, allowed us to increase our operational efficiency and thus deliver an EBITDA of R$62.0 million, with an EBITDA margin gain of 3.0 p.p. over 1Q11. This operational efficiency is visible in processes that are fundamental to the business, such as more adequate class sizing and the consequent increase in the average classroom occupancy, and also the dilution of costs and expenses which are relatively fixed due to the increase in revenue. All this founded on a culture completely focused on results and meritocracy, which ensures that our people put in consistent efforts in the same direction planned for the Institution.

The gains seen in COGS and G&A were partially offset by the increase in the provision for doubtful accounts this quarter, which, as a ratio to net revenue, varied 2.3 p.p. over the same period in 2011. This result was directly impacted by the increase in delinquency throughout the second half of 2011, which, in the absence of payments or negotiation with debtors, ends up being automatically provisioned for after 180 days. Once again, here at Estácio we decided to preserve our values and think about the medium and long terms, preferring not to renew enrollments of students that chose not to negotiate under the terms offered or to take loans such as FIES. This policy is corroborated by the amount shown under the item “Aging og Agreements Receivables”, which remained practically stable in nominal terms (and 5 p.p. lower in relative terms) when compared with 1Q11. Besides this, the beginning of provisioning for FIES receivables, detailed in the “Accounts Receivable” section, caused an increase in this account, since it anticipates the provision for these students, as our standard provision criteria would normally wait 180 days to build the provision.

Our net income was R$39.9 million, up 39.0% year-on-year, mainly due to the 42.5% growth in EBITDA, which offset the increase in financial expenses related to the servicing of debt taken out during 2011. With that, our “Earnings per Share” grew from R$0.35 in 1Q11 to R$0.49 in 1Q12, up 40% on 1Q11, reflecting our capacity to generate good returns with limited invested capital.

The Operational Cash Flow already started showing the effects of our measures and action plans focused on Cash generation and closed the quarter with a R$13.5 million gain, compared to a R$6 million loss in 1Q11, which means a R$20 million increase compared to 1Q11. Note that the cash generation in the period was favored by the fact that our ex-FIES receivables remained practically in the same levels they were at the end of last year, despite the increase in revenue. The increase over 1Q11 was mainly due to the increase in FIES receivables, which practically doubled, and the increase in credit cards and checks receivables.

On April 16, we held Estácio Day at the Tom Jobim Campus in Rio de Janeiro. The goal of the event was to show, in a more tangible manner, the solid tools and fundamentals resulting from the efforts made by the Company over the past four years. Besides reinforcing the outlook for our 2014 vision, we showed that more than just projections, goals and dreams, we have a team with the quality, tools, systems and internal controls that sustain our strategy.

The real value of the achievements this quarter is much greater than the numbers. It is clear proof that our business model is fundamentally solid and that we are building a strong structure that will ensure our sustainable growth, in a way completely aligned with our shareholders’ interests. We are fully confident in our business model, because we believe that the value of a higher education degree is growing at this time of transition to the knowledge economy and that the aspirations of young, working professionals looking for a higher education degree are not fully met in Brazil. We know that the quality of Estácio's Academic Model, combined with aspects such as innovation, convenience, accessibility and unbeatable cost-benefit, make our business plan ideal for meeting this growing demand. Thus, we have a ready and prepared company, streamlined processes and the best available product, at the right moment for a market which has been showing concrete signs of a growth rebound.

Student base

Estácio ended the 1Q12 intake and renewal process with a **student base** of 278,600 (up 15.4% on 1Q11), of which 228,400 were enrolled in on-campus programs and 50,200 in distance learning ones, including the acquisitions of Atual, FAL and FATERN. Excluding the acquisitions made in 1Q11, the student base under the 'same shops' concept grew 18.8% year-on-year. We shall also consider the 2,800 students from the acquisition of SEAMA, announced in February and which will still be consolidated in our results.

Table 1 – Total Student Base

'000	1Q11	2Q11	3Q11	4Q11	1Q12	Change
On-Campus	**210.5**	**204.7**	**207.2**	**200.6**	**228.4**	**8.5%**
Undergraduate	200.5	191.6	196.9	189.9	219.4	9.4%
Graduate	10.0	13.1	10.3	10.7	9.0	-10.0%
Distance Learning	**30.9**	**34.0**	**40.6**	**39.4**	**50.2**	**62.5%**
Undergraduate	28.2	31.4	37.4	37.5	46.3	64.2%
Graduate	2.7	2.6	3.2	1.9	3.9	44.4%
Total Student Base	**241.4**	**238.7**	**247.8**	**240.0**	**278.6**	**15.4%**
# Campi	70	72	69	68	69	-1.4%
On-Campus Students per Campus	**3,007**	**2,843**	**3,003**	**2,950**	**3,311**	**10.1%**
# Distance Learning Centers	52	52	52	52	52	0.0%
Distance Learning Students per Center	**594**	**654**	**781**	**758**	**965**	**62.5%**

Note: The acquisitions made in 2011 have already been incorporated into the total student base for on-campus undergraduate students.

At the end of 1Q12 intake and renewal cycle, Estácio's **on-campus undergraduate base** totaled 219,400 students, 9.4% more than in 1Q11, resuming the trend of organic growth of the student base after a new cycle of record high enrollments. It is important to note that we lost around 3,000 students after the sale of our unit in Paraguay, as disclosed in 3Q11. Excluding this sale and the acquisitions made in 2011, Estácio's growth under the 'same-shops' concept would have been 8.3%.

Table 2 – Evolution of On-Campus Student Base (undergraduate)

'000	1Q11	1Q12	Change
Students - Starting balance	**173.1**	**189.9**	**9.7%**
(-) Acquisitions in 2011	-	(10.0)	N.A.
(-) Operation in Paraguay	(3.0)	-	N.A.
(-) Graduates	(14.2)	(14.7)	3.8%
Renewable Base	**155.9**	**165.2**	**5.9%**
(+) Enrollments	61.3	73.0	19.2%
(-) Not Renewed	(26.6)	(31.8)	19.5%
Students - same shops	**190.6**	**206.4**	**8.3%**
(+) Operation in Paraguay	3.0	-	N.A.
Students - ex-acquisitions	**193.7**	**206.4**	**6.6%**
(+) Acquisitions in 2011	6.8	10.0	47.0%
(+) 2011 Acquisitions' Enrollments	-	3.0	N.A.
Students - Ending balance	**200.5**	**219.4**	**9.4%**

At the end of the enrollment cycle, our student base using FIES loans totaled 23,000, which corresponds to 10.5% of our on-campus undergraduate student base. We also had approximately 12,000 students in ProUni, which represents 99.3% of utilization to the slots offered according to the Ministry of Education rules.

Table 3 – Evolution of FIES Student Base

'000	1Q11	2Q11	3Q11	4Q11	1Q12	Change
FIES Student Base	**8.3**	**10.2**	**13.0**	**15.2**	**23.0**	**177.1%**

Our **distance learning undergraduate student** base grew 64.2% year-over-year to reach 46,300 students, reflecting the excellent enrollment levels in 1Q12 and demonstrating, once again, the tendency for significant growth in Estácio's distance learning segment. It is worth noting that enrollments for the 2nd distance learning intake have already begun and are showing strong rate, keeping the good pace seen during the 1st intake (the process is expected to end in early June).

Table 4 – Evolution of Distance Learning Student Base (undergraduate)

'000	1Q11	1Q12	Change
Students - Starting Balance	**23.7**	**37.5**	**58.0%**
(-) Graduates	-	(0.5)	N.A.
(+) Enrollments	11.5	18.3	58.5%
(-) Dropouts	(7.1)	(9.0)	26.8%
Students - Ending Balance	**28.2**	**46.3**	**64.2%**

Operating Revenue

Net operating revenue totaled R$330.6 million in 1Q12, up 19.9% over 1Q11, due to the 15.4% growth in the student base and the increase in the average ticket.

Table 5 – Operating Revenue

R$ MM	1Q11	1Q12	Change
Gross Operating Revenue	**398.2**	**481.2**	**20.8%**
Monthly Tuition Fees	394.5	476.9	20.9%
Others	3.8	4.3	13.2%
Gross Revenue Deductions	**(122.4)**	**(150.6)**	**23.0%**
Scholarships and Discounts	(111.0)	(135.8)	22.3%
Taxes	(11.4)	(14.8)	29.8%
% Scholarships and Discounts/ Gross Operating Revenue	*27.9%*	*28.2%*	*0.3 p.p.*
Net Operating Revenue	**275.8**	**330.6**	**19.9%**

The **on-campus average ticket** increased by 8.3%, reflecting the increase in tuition due to the pass-through of inflation during the period. Note that the calculation of average ticket will adopt the concept of revenue generating base, as shown in the table below; that is, excluding from the base students that were not included in any class and those who already dropped out during the quarter.

Table 6 – Calculation of Average Ticket – On-Campus

'000	1Q11	1Q12	Change
On-Campus Undergraduate Student Base	**200.5**	**219.4**	**9.4%**
(-) Students not enrolled in class	-	(5.1)	N.A.
(-) Dropouts	(7.4)	(5.5)	-25.6%
(=) Revenue Generating On-Campus Undergraduate Student Base	**193.1**	**208.9**	**8.2%**
(+) On-Campus Graduate Student Base	**10.0**	**9.0**	**-10.0%**
(=) Revenue Generating On-Campus Student Base	**203.1**	**217.9**	**7.3%**
On-Campus Gross Revenue	**375.8**	**440.6**	**17.2%**
On-Campus Deductions	(115.2)	(137.8)	19.7%
On-Campus Net Revenue (R$ million)	**260.6**	**302.8**	**16.2%**
On-Campus Average Ticket (R$)	**427.7**	**463.2**	**8.3%**

The **average ticket from distance learning** went up 0.5%, mainly due to the discounts offered during the enrollment process, which were offset by the increase in tuition fees according to the inflation during the period.

Table 7 – Calculation of Average Ticket – Distance Learning

'000	1Q11	1Q12	Change
Distance Learning Undergraduate Student Base	**28.2**	**46.3**	**64.2%**
(-) Students not enrolled in class	(1.0)	(0.9)	-5.6%
(-) Dropouts	(0.4)	(1.0)	156.0%
(=) Revenue Generating Distance Learning Undergraduate Student Base	**26.8**	**44.3**	**65.4%**
(+) Distance Learning Graduate Student Base	**2.7**	**3.9**	**44.4%**
(=) Revenue Generating Distance Learning Student Base	**29.5**	**48.2**	**63.5%**
Distance Learning Gross Revenue	**22.4**	**37.5**	**67.4%**
Distance Learning Deductions	(7.2)	(12.4)	71.1%
Distance Learning Net Revenue (R$ million)	**15.2**	**24.9**	**64.4%**
Distance Learning Average Ticket (R$)	**171.5**	**172.4**	**0.5%**

Cost of Services

In 1Q12, the **ratio of cash cost to net revenue** registered a margin gain of 5.2 p.p. over 1Q11, mostly due to the significant reduction in personnel costs (4.6 p.p. gain), reflecting the increasing efficiency in the control of faculty costs, and in INSS (1.2 p.p. gain), thanks to the end of the INSS (labour tax) step-up, which more than offset the already expected increase in textbook material costs (-0.6 p.p.).

Table 8 – Cost of Services

R$ MM	1Q11	1Q12	Change
Cost of Services	**(174.5)**	**(191.9)**	**10.0%**
Personnel	(136.0)	(143.9)	5.8%
Salaries and Payroll Charges	(111.2)	(117.9)	6.0%
Brazilian Social Security Institute (INSS)	(24.8)	(25.9)	4.4%
Rentals / Real Estate Taxes Expenses	(25.1)	(29.9)	19.1%
Textbooks Materials	(3.1)	(5.5)	77.4%
Third-Party Services and Others	(10.3)	(12.6)	22.3%

Table 9 – Vertical Analysis of Costs of Services

% of Net Operating Revenue	1Q11	1Q12	Change
Cost of Services	**-63.2%**	**-58.0%**	***5.2 p.p.***
Personnel	-49.3%	-43.5%	*5.8 p.p.*
Salaries and Payroll Charges	-40.3%	-35.7%	*4.6 p.p.*
Brazilian Social Security Institute (INSS)	-9.0%	-7.8%	*1.2 p.p.*
Rentals / Real Estate Taxes Expenses	-9.1%	-9.0%	*0.1 p.p.*
Textbooks Materials	-1.1%	-1.7%	*-0.6 p.p.*
Third-Party Services and Others	-3.7%	-3.8%	*-0.1 p.p.*

Table 10 – Reconciliation of Cost

R$ MM	1Q11	1Q12	Change
Cash Cost of Services	**(174.5)**	**(191.9)**	**10.0%**
(+) Depreciation	(5.5)	(7.6)	38.2%
Cost of Services	**(180.0)**	**(199.6)**	**10.9%**

Gross Income

Table 11 – Statement of Gross Income

R$ MM	1Q11	1Q12	Change
Net Operating Revenue	275.8	330.6	19.9%
Cost of Services	(180.0)	(199.6)	10.9%
Gross Profit	**95.8**	**131.0**	**36.7%**
(-) Depreciation	5.5	7.6	38.2%
Cash Gross Profit	**101.3**	**138.6**	**36.8%**
Cash Gross Margin	*36.7%*	*41.9%*	*5.2 p.p.*

Selling, General and Administrative Expenses

In the first quarter of 2012, **general and administrative expenses** represented 13.1% of net revenue, with a margin loss of 0.5 p.p., mainly due to: (i) the rise of 0.8 p.p. in personnel expenses, due to the increase in the concession of some additional benefits to our workforce (healthcare plan, meal tickets) and beginning of provision for yearly variable compensation; and (ii) the increase of 1.7 p.p. in the provision for contingencies line, which last year was benefited by a reversion due to the sale of our operation in Uruguay (the “Escuela”), as well as another reversion in the amount of R$1 million.

Selling expenses represented 11.3% of the net revenue in 1Q12, causing a reduction in the margin (-0.8 p.p.) over 1Q11, mostly due to the 2.3 p.p. increase in the ratio of PDA to net revenue, reflecting the scenario of delinquency verified throughout last year and captured through our strict and transparent criteria for provisioning. Besides this, the beginning of provisioning for FIES receivables, detailed in the “Accounts Receivable” section, caused an increase in this account, since it anticipates the provision for these students, as our standard provision criteria would wait 180 days to constitute provisions for these students.

On the other hand, the 1.5 p.p. gain in **marketing expenses** is worth to mention, as it results in an extremely competitive cost per enrollment in our segment. It also represents a strategy to spread a little more our marketing expenses throughout the year, aiming a significant intake cycle in the second semester.

Table 12 – Selling, General and Administrative Expenses

R$ MM	1Q11	1Q12	Change
Selling, General and Administrative Cash Expenses	**(63.7)**	**(80.6)**	**26.5%**
Selling Expenses	**(29.0)**	**(37.3)**	**28.6%**
Provisions for Doubtful Debts	(5.2)	(14.0)	169.2%
Marketing	(23.7)	(23.3)	-1.7%
General and Administrative Expenses	**(34.7)**	**(43.3)**	**24.8%**
Personnel	(16.3)	(20.9)	28.2%
Salaries and Payroll Charges	(12.7)	(18.0)	41.7%
Brazilian Social Security Institute (INSS)	(3.5)	(2.9)	-17.1%
Others	(18.5)	(22.4)	21.1%
Third-Party Services	(10.3)	(12.2)	18.4%
Machinery rentals and leasing	(1.1)	(0.6)	-45.5%
Consumable Material	(0.3)	(0.3)	0.0%
Provision for Contingencies	3.2	(1.7)	N.A.
Other Operating Renevue (expenses)	1.7	2.5	47.1%
Others	(11.7)	(10.1)	-13.7%
Depreciation	**(3.7)**	**(4.0)**	**8.1%**

Table 13 – Vertical Analysis of Selling, General and Administrative Expenses

% of Net Operating Revenue	1Q11	1Q12	Change
Selling, General and Administrative Cash Expenses	**-23.1%**	**-24.4%**	***-1.3 p.p.***
Selling Expenses	**-10.5%**	**-11.3%**	***-0.8 p.p.***
Provisions for Doubtful Debts	-1.9%	-4.2%	*-2.3 p.p.*
Marketing	-8.6%	-7.1%	*1.5 p.p.*
General and Administrative Expenses	**-12.6%**	**-13.1%**	***-0.5 p.p.***
Personnel	-5.9%	-6.3%	*-0.4 p.p.*
Salaries and Payroll Charges	-4.6%	-5.4%	*-0.8 p.p.*
Brazilian Social Security Institute (INSS)	-1.3%	-0.9%	*0.4 p.p.*
Others	-6.7%	-6.8%	*-0.1 p.p.*
Third-Party Services	-3.7%	-3.7%	*0.0 p.p.*
Machinery rentals and leasing	-0.4%	-0.2%	*0.2 p.p.*
Consumable Material	-0.1%	-0.1%	*0.0 p.p.*
Provision for Contingencies	1.2%	-0.5%	*-1.7 p.p.*
Other Operating Renevue (expenses)	0.6%	0.8%	*0.2 p.p.*
Others	-4.2%	-3.1%	*1.1 p.p.*
Depreciation	**-1.3%**	**-1.2%**	***0.1 p.p.***

EBITDA

In 1Q12, **EBITDA** totaled R$62.0 million, 42.5% above 1Q11, with an EBITDA margin of 18.8%, representing a gain of 3.0 p.p. over the previous year, mainly as the result of better personnel cost and expenses management, which offset the increase in textbooks costs and PDA expenses.

Table 14 – Statement of Earnings before Interest, Taxes, Depreciation and Amortization (EBITDA)

R$ MM	1Q11	1Q12	Change
Net Revenue	**275.8**	**330.6**	**19.9%**
(-) Cash Cost of Services	(174.5)	(191.9)	10.0%
(-) Selling, General and Administrative Cash Expenses	(63.7)	(80.6)	26.5%
(+) Operating Financial Result	5.8	4.0	-31.0%
EBITDA	**43.5**	**62.0**	**42.5%**
EBITDA Margin	*15.8%*	*18.8%*	*3.0 p.p.*

Excluding the acquisitions made in 2011, EBITDA under the 'same-shops' concept came to R$56.2 million in 1Q12, an increase of 30.6%, with a margin gain of 2.0 p.p. over 1Q11. This result is explained by the successful integration of the acquisitions made last year and also shows that they are substantially contributing to our margin gains.

Table 15 – Statement of Earnings before Interest, Taxes, Depreciation and Amortization (EBITDA) – same shop concept

R$ MM	1Q11 ex-acquisitions	1Q12 ex-acquisitions	Change
Net Revenue	**271.3**	**316.3**	**16.6%**
(-) Cash Cost of Services	(171.1)	(184.2)	7.7%
(-) Selling, General and Administrative Cash Expenses	(63.0)	(79.8)	26.7%
(+) Operating Financial Result	5.8	3.9	-32.6%
EBITDA	**43.0**	**56.2**	**30.6%**
EBITDA Margin	*15.8%*	*17.8%*	*2.0 p.p.*

Acquired Companies

The following chart shows the results of the companies acquired in 2011. We will provide these details up to 12 months from the date of acquisition to enable follow-up of the Company's performance under the 'same shops' concept. After this period, the results of acquired companies will be included in the consolidated data.

Table 16 – Key Indicators of Acquired Companies in 1Q12

R$ million	Atual	FAL	FATERN	Academia do Concurso
Net Revenue	6.0	3.6	2.9	2.7
Gross Profit	2.8	1.7	0.9	1.5
Gross Margin	*46.7%*	*47.2%*	*31.0%*	*55.6%*
EBITDA	2.9	1.6	1.1	0.7
EBITDA Margin	*48.3%*	*44.4%*	*37.2%*	*25.9%*
Net Income	2.7	1.5	0.9	0.4
Income Margin	*45.0%*	*41.7%*	*31.0%*	*14.8%*

As shown above, the acquired companies once again delivered excellent results and their margins are already contributing significantly to Estácio's consolidated results after their successful integration. The acquisitions made in Natal, Estácio-FAL and Estácio-Fatern, contributed positively in 1Q12, with EBITDA margins of 44.4% and 37.2%, respectively. Both Units are benefitting from the creation of the "Natal Cluster" together with our original Unit in the city, gaining synergies and economies of scale, thus leveraging their margins.

It is important to highlight that the acquisitions in Natal were crucial to repositioning Estácio in this important city in northeast Brazil. In 1Q11, when we had only the original operation in Natal and were only one month into the consolidation of FAL, our EBITDA was approximately R$0.06 million. In 1Q12, adding the two acquisitions to our original operation in Natal, which has also improved significantly throughout the year, EBITDA of the "Natal Cluster" was more than R$3.0 million, demonstrating the quick generation of value from our acquisitions, regardless of their sizes.

Estácio-Atual, our first acquisition in 2011 and the most advanced in terms of integration, delivered an EBITDA margin of 48.3% in 1Q12, once again proving its excellent performance and the success of the acquisition, performing significantly better than the business plan that justified this business. It is worth noting the increase in the Student Satisfaction Survey (PESA) at Atual, further backing up the success of the integration and the strong student acceptance of the new Academic Model at the new Units acquired.

Academia do Concurso managed to reverse the results from the past quarters and registered a positive performance after the adjustments made in 2011. It continues to structure its platform for distance learning courses and to prepare to market a platform of non-regulated courses, offering, for example, Estácio's successful PrOAB (preparatory course for the Bar exam) to the public in general, which will help to generate revenues, thus increasing its margins and expanding its growth prospects.

Financial Result

Table 17 – Breakdown of the Financial Result

R$ MM	1Q11	1Q12	Change
Financial Revenue	**9.5**	**8.6**	**-9.5%**
Fines and interest charged	5.8	4.0	-31.0%
Income of financial applications	3.3	4.2	27.3%
Other	0.4	0.4	0.0%
Financial Expenses	**(7.8)**	**(12.7)**	**62.8%**
Bank charges	(1.1)	(2.3)	109.1%
Interest and fianancial charges	(0.5)	(7.8)	1460.0%
Debt relief	(3.3)	-	N.A.
Financial Discounts	(1.6)	(0.9)	-43.8%
Other	(1.3)	(1.6)	23.1%
Financial Result	**1.6**	**(4.1)**	**N.A.**

In 1Q12, the **financial result** was negative by R$4.1 million, as the result of the R$4.9 million increase in financial expenses. This result is mainly due to the increase of R$7.3 million in interest and financial expenses relating to the servicing of debt taken in 2011, in particular the credit line from the IFC and the issuance of bonds.

Net Income

Table 18 – Reconciliation of EBITDA and Net Income

R$ MM	1Q11	1Q12	Change
EBITDA	**43.5**	**62.0**	**42.5%**
Operating Financial Result	(5.8)	(4.0)	-31.0%
Financial Result	1.6	(4.1)	-356.3%
Depreciation	(9.2)	(11.6)	26.1%
Non-operating result	0.2	-	-100.0%
Social Contribution	(0.4)	(0.6)	50.0%
Income Tax	(1.1)	(1.7)	54.5%
Net Income	**28.7**	**39.9**	**39.0%**

In the first quarter of 2012, **net income** came to R$39.9 million, increasing 39.0% year-on-year, mostly due to the 19.9% increase in net revenue and the efficiency gains in cost lines, resulting in the 42.5% growth of EBITDA, which more than offset the losses in our financial results.

In 1Q12, our **earnings per share** was R$0.49, up 40% in comparison with the R$0.35 recorded in 1Q11.

Accounts Receivable and Average Receivable Days

The number of **days receivables from students** (tuitions and agreements) came to 67 days in 1Q12. Disregarding the acquisitions in 2011, this figure was 65 days, stable in comparison with 4Q11, but with a clear increase in the credit cards and checks receivables mix, which is healthier in the medium term.

Table 19 – Accounts Receivable and Average Receivable Days

Accounts Receivable (R$ MM)	1Q11	2Q11	3Q11	4Q11	1Q12	1Q12 ex-acquisitions
Gross Accounts Receivable	**234.4**	**273.1**	**283.2**	**320.8**	**358.5**	**329.8**
FIES	21.2	25.4	31.0	36.5	55.4	55.3
Tuition monthly fees	164.6	198.7	195.0	241.4	246.6	220.5
Credit Cards receivable	12.8	10.8	16.4	12.2	21.9	21.3
Renegotiation receivables	31.7	32.4	35.5	26.4	33.7	31.8
Fees receivables	4.1	5.7	5.3	4.4	0.8	0.8
Credits to identify	(5.5)	(6.8)	(5.2)	(7.4)	(6.1)	(6.1)
Provision for bad debts	(49.9)	(55.8)	(56.0)	(69.3)	(73.9)	(62.4)
Net Accounts Receivable	**179.0**	**210.5**	**221.9**	**244.1**	**278.5**	**261.3**
(-) FIES	(21.2)	(25.4)	(31.0)	(36.5)	(55.4)	(55.3)
Net Accounts Receivable Ex. FIES	**157.8**	**185.0**	**190.9**	**207.6**	**223.0**	**206.0**
Net Revenue (last twelve months)	**1,288.4**	**1,119.3**	**1,106.5**	**1,148.4**	**1,203.2**	**1,147.8**
Days Receivables Ex. FIES	**44**	**60**	**62**	**65**	**67**	**65**

Following with our commitment to transparency in the disclosure of results, we once again publish the calculation of the average days of receivables of FIES and the calculation of the gross average receivables, which uses gross accounts receivables (including FIES and without discounting PDA), given that this indicator has a direct impact on the working capital and operating cash generation by the Company.

Table 20 – Accounts Receivable and Average FIES Receivable Days

FIES Average Days Receivables	1Q11	2Q11	3Q11	4Q11	1Q12
FIES Receivables	21.2	25.4	31.0	36.5	55.4
Carry-Forward Credits	22.6	18.2	9.7	16.7	11.0
FIES Net Revenue (last twelve months)	49.8	67.6	82.7	101.4	117.7
FIES Days Receivables	**317**	**233**	**177**	**189**	**203**

FIES accounts receivable stood at R$55.4 million, a R$18.9 million increase over 4Q11, basically due to the increased number of FIES students in our base (23,000 students at the end of 1Q12) and to the delay in the conclusion of the contracts' amendment process, which ended up contributing to the increase of FIES days receivables. On the other hand, throughout the quarter we managed to improve the processes to use the certificates already issued, which allowed us to end the period with R$11.0 million in FIES carry-forward credits, R$5.7 million less than we had in 4Q11. Despite not having delinquency risk on FIES receivables, their increase impacts on our working capital and for this reason we continue our efforts to shorten the FIES days receivables as much as possible. In April, we received new FIES certificates totaling R$26.1 million, as well as managed to release R$6.1 million of the old FIES which were in our accounts receivable. From this amount, we have already used around R$11.7 million for the payment of INSS and had R$16.3 million repurchased in auctions, indicating a recovery in relation to previous periods. At the same time, we continue with our policy to use this financing instrument as part of our efforts to retain students, directing FIES, as much as possible, to students with a history or tendency of payment difficulties.

The **provisioning for eventual delinquency of FIES students** will be as follows: (i) 2.25% for students with a guarantor and (ii) 7% for students who are part of the FIES Guarantee Fund. The provisioning for FIES students was carried out retroactively and also for the 1Q12 balance, which ended up increasing PDA of 1Q12 in R$2.2 million. As a matter of fact, at this time our PDA was negatively affected by this new criteria, because we make the provision along with the invoicing, thus anticipating a provision that would normally wait 180 days under Estácio's regular criteria.

Gross accounts receivable, presented in the table below, takes both FIES and gross accounts receivable into consideration, without discounting PDA. As shown, this amount is higher than the days receivables usually presented (as indicated in Table 20 – Accounts Receivable and Average Receivable Days), as PDA balance is not discounted and FIES receivables are also included.

Table 21 – Gross Accounts Receivable and Average Receivable Days

Average Days Receivables	1Q11	2Q11	3Q11	4Q11	1Q12
Gross Accounts Receivable	234.4	273.1	283.2	320.8	358.5
Net Revenue (last twelve months)*	1,288.4	1,119.3	1,106.5	1,148.4	1,203.2
Gross Days Receivables	**65**	**88**	**92**	**101**	**107**
Gross Days Receivables Ex. FIES	**60**	**80**	**82**	**89**	**91**

The increase of 6 days in the gross average days receivables when compared to 4Q11 is mainly related to the higher penetration of FIES in the student base, as the FIES days receivables are still much higher than Estácio's average.

Table 22 – Gross Total Aging of Accounts Receivable

Breakdown of Accounts Receivable by Age (R$ million)	1Q11	%	1Q12	%
FIES	21.2	9%	55.4	15%
Not yet due	68.7	29%	101.4	28%
Overdue up to 30 days	40.2	17%	52.9	15%
Overdue from 31 to 60 days	18.5	8%	20.8	6%
Overdue from 61 to 90 days	5.8	2%	6.9	2%
Overdue from 91 to 179 days	30.2	13%	47.2	13%
Overdue more than 180 days	49.9	21%	73.9	21%
TOTAL	**234.4**	**100%**	**358.5**	**100%**

Table 23 – Aging of Agreements Receivable

Breakdown of Agreements by Age (R$ million)	1Q11	%	1Q12	%
Not yet due	23.1	73%	19.5	58%
Overdue up to 30 days	1.9	6%	2.5	7%
Overdue from 31 to 60 days	0.8	3%	1.2	4%
Overdue from 61 to 90 days	0.7	2%	1.3	4%
Overdue from 91 to 179 days	2.0	6%	4.1	12%
Overdue more than 180 days	3.2	10%	5.1	15%
TOTAL	**31.7**	**100%**	**33.7**	**100%**
% over Accounts Receivable	**14%**		**9%**	

On the other hand, our accounts receivable remains healthy. Thanks to the rigorous policies that we adopted for debt renegotiation, in 1Q12 only 9% of total receivables came from agreements with students. In addition, the percentage of receivables overdue more than 60 days represents 31% of all agreements, or 2.9% of our accounts receivable.

Our criteria remain strict, clear and objective, as we provision for 100% of receivables overdue for more than 180 days. The tables 24 and 25 demonstrate how our PDA is recorded, and reconciles the balance with the amounts that pass through the result.

Table 24 – Constitution of Provision for Doubtful Accounts in the P&L

R$ MM	12/31/2011	Gross increase in the provision for deliquency	Deliquency recover	Net provision effect	Write off	3/31/2012
Tuitions and fees	56.8	28.8	(14.4)	14.3	(8.8)	62.4
Acquired Companies	12.5	3.5	(4.5)	(1.0)	-	11.5
TOTAL	**69.3**	**32.2**	**(18.9)**	**13.3**	**(8.8)**	**73.9**

Table 25 – Reconciliation of the Provision for Doubtful Balances in the Balance Sheet

	3/31/2012
Additional Provision	13.3
Credit Risk - FIES	2.2
Write off of charges and unidentified deposits	(1.5)
Total	**14.0**

Investments (CAPEX and Acquisitions)

Table 26 – CAPEX Breakdown

R$ million	1Q11	1Q12	Change
Total CAPEX	**53.7**	**24.8**	**-53.9%**
Maintenance	**6.6**	**8.4**	**27.3%**
Discretionary, Expansion and Acquisitions	**47.1**	**16.4**	**-65.3%**
Academic Model	3.3	4.0	**21.7%**
New IT Architecture	0.8	4.5	467.9%
Tablet Project	-	3.6	N.A.
Computers	9.9	-	N.A.
Expansion	5.9	4.2	-28.8%
Acquisitions	27.2	-	N.A.

Total CAPEX in 1Q12 fell by 54%, mainly because there were no acquisition expenditure recorded this quarter (against R$27.2 million in 1Q11) and also because in 2011 we replaced our entire computer network, a “one-time” investment.

Maintenance CAPEX totaled R$8.4 million in 1Q12, allocated mainly to the upgrade of sotware and hardware, equipment acquisition, libraries and laboratories in our units. This quarter, maintenance CAPEX went up due to the leasing of air-conditioning equipment in the amount of R$3.8 million.

Approximately R$4.0 million was also invested in the **Academic Model** (building of content and development and production of distance-learning products); R$3.6 million in the ‘Tablet Project’; and R$4.5 million to acquire hardware and licenses for the development of our IT architechture revamp project, which aims to replace our legacy academic systems and also to enable our network to deal with the growth forecast for Estácio.

Investments in expansion projects, revitalizations and improvements of units totaled R$4.2 million in 1Q12 and include the investments made at our new campus Via Brasil, which saw its operation begin this quarter, besides the other units to be launched in 2012.

Capitalization and Cash

Table 27 – Capitalization and Cash

R$ MM	03/31/2011	12/31/2011	03/31/2012
Shareholders' Equity	**614.2**	**618.9**	**659.6**
Cash & Cash Equivalents	**128.2**	**169.4**	**182.7**
Total Gross Debt	**(21.6)**	**(264.4)**	**(273.9)**
Loans and Financing	(11.3)	(254.4)	(265.3)
Short Term	(4.4)	(6.5)	(15.5)
Long Term	(6.9)	(247.8)	(249.8)
Commitments to Pay	(4.9)	(5.4)	(4.1)
Taxes Paid in Installments	(5.4)	(4.6)	(4.5)
Cash / Net Debt	**106.5**	**(95.0)**	**(91.2)**

At the end of 1Q12, **cash** totaled R$182.7 million, which was conservatively invested in fixed-income instruments pegged to the CDI rate, in government bonds and in certificates of deposits at first class Brazilian banks.

The **debt** balance of R$265.3 million corresponds to the Company's first local bond issuance amounting to R$200 million, the R$48.5 million loan taken from the IFC and the capitalization of equipment leasing expenses in accordance with Federal Law 11,638. We have also included the commitments for future payments related to acquisitions already made, of around R$4.1 million, as well as taxes payable in installments, to determine our **gross debt**, which totaled R$273.9 million at the end of 1Q12.

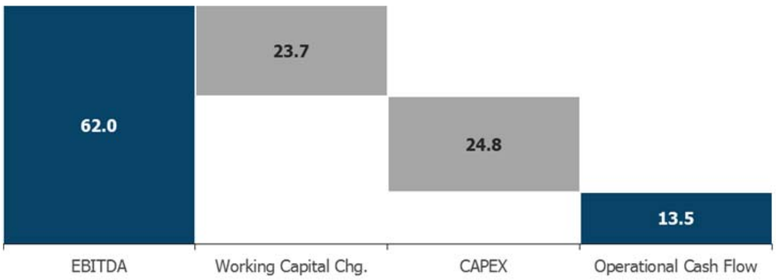
Thus, the Company's **net debt** at the end of 1Q12 stood at R$91.2 million.

Cash Flow

In 1Q12, the working capital of R$23.7 million and the R$24.8 million CAPEX, consumed R$48.5 million of our EBITDA, generating a **positive operational cash flow** of R$13.5 million, in comparison with the negative operational cash flow of R$6 million in 1Q11.

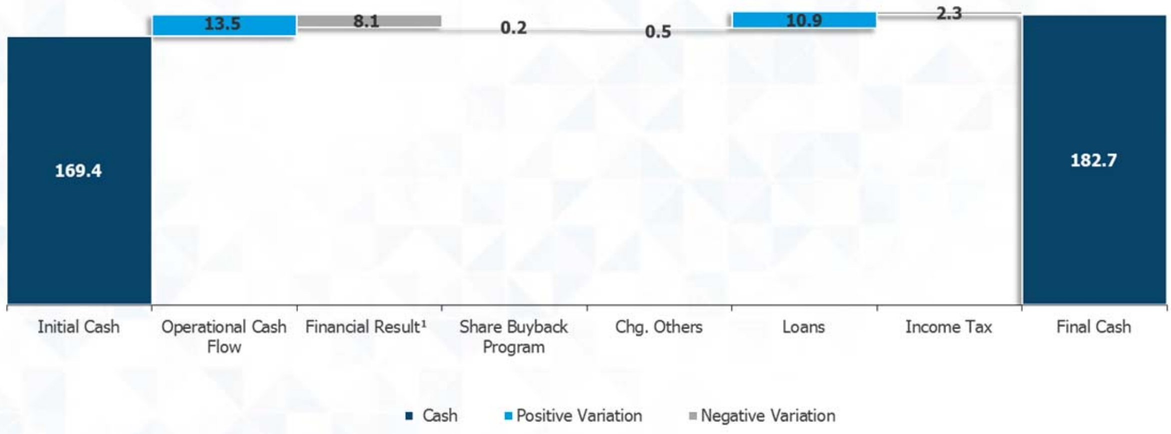
The **working capital change** is explained basically by the increase in accounts receivable (R$34.4 million). It is important to highlight that the change in accounts receivable was mostly affected by the R$19.0 million increase in FIES receivables, whose balance totaled R$55.4 million at the end of 1Q12, which directly impacted our operational cash flow, although it does not present a credit risk.

Graph 1 – Operational Cash Flow (R$ million) - Quarter



In 1Q12, the positive operating cash flow more than offset the negative financial result (R$8.1 million) and the variations in other accounts, contributing to an increase of R$13.3 million in our cash position, which closed the quarter with a balance of R$182.7 million. We must remember that at the end of the quarter we had in our hands R$11.0 million FIES certificates already issued, not included under cash and equivalents in our reports, that are already being used for tax payment or sold at buyback auctions, besides the R$55.4 million of FIES receivables still awaiting the issuance of certificates.

Graph 2 – Cash Flow (R$ million) - Quarter



¹Financial Result excluding the Operating Financial Result

Key Material Facts in 1Q12

Estácio Day in Rio de Janeiro

Picture: Paula Caleffi, Eduardo Alcalay, João Barroso, Rogério Melzi, Pedro Graça, Miguel de Paula, Gilberto Castro e Virgílio Gibbon (from left to right).

In an effort to strengthen our relations with investors and to demonstrate in detail Estácio's model and structure, we held the first Estácio Day in Brazil on April 16th. The event, held at the Tom Jobim Campus in Rio de Janeiro, brought together around 100 investors, shareholders and analysts interested in knowing more about the history of the institution and its prospects over the coming years.

The event marked the first public presentation by the whole Board of Executive Officers of Estácio Participações at an event for capital markets, besides other officers and corporate managers who were also present. Estácio Day was opened with speeches by the Chairman of Estácio's Board of Directors, Eduardo Alcalay, and our Chief Executive Officer, Rogério Melzi, followed by the other Executive Officers. During the lunch break, we presented two successful case studies of our management model: Kesi Sodré, Director at the 'Núcleo Recife', and Ana Flavia Chaves, Director at the 'Núcleo Fortaleza', presening the case study "Growing with Estácio". Kesi, who entered the Company through the Trainee program, which began 3 years ago, talked about his experience at the Company, highlighting the pillars of training, retention of talents and growth by meritocracy.

The event was organized so those present could live, in practice, all the work developed here over the last years. In the afternoon, four rooms were set to demonstrate the following subjects: Distance Learning, Market Dynamic, Management and Efficiency Systems and Shared Services Center (SSC). In the rooms, the investors and analysts could experiment and get to know the operational aspects of all areas, and were able to "taste" the quality of our distance learning classes and observe the differential of our control of faculty costs, among other experiences.

"I can affirm that all of those present will leave impressed with Estácio as for the first time they were able to visualize and in some cases to touch what Alcalay, Flavia, and myself, have been trying to describe for some years" explained Rogério Melzi, Estácio's CEO.

Acquisition of SEAMA

On February 6th, Estácio announced the acquisition of Associação Educacional da Amazônia (ASSEAMA), which maintains Faculdade SEAMA, institution with headquarters and campus in the city of Macapá, Amapá state. The total amount invested was R$21.7 million. SEAMA has around 2,800 students enrolled in its courses and an average ticket of approximately R$630. The consolidation of activities in Macapá will allow the Company to further expand in a market in which it already operates, becoming the largest private post-secondary Higher Education provider in the city. The transaction also complements the portfolio of courses that now covers all the main segments with high demand in the job market, focusing particularly on health courses. The operation in the city will allow important gains to be explored for academic quality, efficiency and scale.

Demonstrating Estácio's commitment to the Units it acquired and to strengthen our culture, only in the period between the closing of the acquisition and the disclosure of this release, the Chief Operating Officer, the Human Resources Officer (twice) and Estácio's CEO, as well as other employees from several areas, went to SEAMA to talk with students, professors and administrative employees, showing with complete transparency the advantages of "being Estácio".

University Centers

We also informed that Faculdade Estácio do Ceará (Estácio FIC) and Faculdade Estácio de Sá de Santa Catarina (FESSC) had their applications for accreditation as Universities (Centros Universitários) unanimously approved by the National Education Council (CNE), on April 10th and 12th, 2012, respectively, after going through all the levels of quality measurement of a higher education institution. This means that the quality of the institutions was certified by the Ministry of Education (MEC) at its highest instance so that, with the ratification of the approval and the publication of the respective Ministerial Decree, the institutions will enjoy the autonomy of a "Centro Universitário", which includes increasing the seats for courses, as well as creating new courses and opening new units in its respective cities merely on resolutions of the institutions themselves, regardless the authorization from MEC.

Work Environment Survey

For the third consecutive year, the 2012 Work Environment Survey, concluded in February, was favorable, with a 65% approval rating from employees throughout Brazil, compared to a 62% approval rate in the previous year. 6,740 collaborators participated, representing 71 % of our functional workforce. This result shows the effective involvement of professors and other employees in Estácio's business model, allowing us to seek efficiency and reduce faculty costs at the same time that we win the respect and satisfaction of our employees, which has direct impact in the attraction and retention of our students and, consequently, in our results as well.

2011 Annual Report

Guided by the principles of ethics and transparency, Estácio disclosed its 2nd Annual Report at the end of April. The publication details all the work carried out by the Company and also the achievements in 2011 for our shareholders, employees, suppliers and the community in general. We presented 2011's results, allowing for the continued evaluation of the excellent work by Estácio's Management, as well as outlining the challenges ahead in 2012.

Besides showing the achievements of the Company as a whole, the Annual Report also details the main awards and achievements of our professors and students. To check out the document, go to our Investor Relations site: www.estacioparticipacoes.com.br.

Conference Calls Relating to Results

Conference Call (in Portuguese)	Conference Call (in English)
Date: May 11, 2012 (Friday)	Date: May 11, 2012 (Friday)
Time: 10 a.m. (Brasília) / 9 a.m. (U.S. ET)	Time: 12 p.m. (Brasília) / 11 a.m. (U.S. ET)
Connection Dial-in: +55 (11) 2188 0155	Connection Dial-in: +1 (412) 317-6776
Access Code: Estácio	Access Code: Estácio
Webcast: www.estacioparticipacoes.com.br/ri	Webcast: www.estacioparticipacoes.com.br/ir
Replay: available until May 18, 2012	Replay: available until May 20, 2012
Access Dial-in: +55 (11) 2188 0155	Access Dial-in: +1 (412) 317-0088
Access Code: Estácio	Access Code: 10013185

The statements included in this report related to the prospects of the business, estimates of operating and financial results, as well as those relating to Estácio's growth prospects, are merely projections and as such are based exclusively on the Management's expectations regarding the future of the business. These statements depend substantially on changes in market conditions and the performance of the Brazilian economy, the industry and international markets and therefore are subject to changes without prior notice.

Income Statement in IFRS

	Consolidated			Excluding Acquisitions		
R$ MM	**1Q11**	**1Q12**	**Change**	**1Q11**	**1Q12**	**Change**
Gross Operating Revenue	**398.2**	**481.2**	**20.8%**	**392.0**	**462.5**	**18.0%**
Monthly Tuition Fees	394.5	476.9	20.9%	388.3	461.4	18.8%
Others	3.8	4.3	13.2%	3.8	1.1	-71.1%
Gross Revenue Deductions	**(122.4)**	**(150.6)**	**23.0%**	**(120.8)**	**(146.3)**	**21.1%**
Scholarships and Discounts	(111.0)	(135.8)	22.3%	(109.7)	(132.5)	20.8%
Taxes	(11.4)	(14.8)	29.8%	(11.1)	(13.8)	24.3%
Net Operating Revenue	**275.8**	**330.6**	**19.9%**	**271.3**	**316.3**	**16.6%**
Cost of Services	**(180.0)**	**(199.6)**	**10.9%**	**(176.5)**	**(191.6)**	**8.6%**
Personnel	(136.0)	(143.9)	5.8%	(133.1)	(137.8)	3.5%
Rentals / Real Estate Taxes Expenses	(25.1)	(29.9)	19.1%	(24.8)	(29.0)	16.9%
Textbooks Materials	(3.1)	(5.5)	77.4%	(3.1)	(5.5)	77.4%
Third-Party Services and Others	(10.3)	(12.6)	22.3%	(10.1)	(11.9)	17.4%
Depreciation	(5.5)	(7.6)	38.2%	(5.4)	(7.4)	37.0%
Gross Profit	**95.8**	**131.0**	**36.7%**	**94.7**	**124.7**	**31.7%**
Gross Margin	***34.7%***	***39.6%***	***4.9 p.p.***	***34.9%***	***39.4%***	***4.5 p.p.***
Selling, General and Administrative Expenses	**(67.4)**	**(84.6)**	**25.5%**	**(66.7)**	**(83.8)**	**25.6%**
Selling Expenses	**(29.0)**	**(37.3)**	**28.6%**	**(28.7)**	**(37.4)**	**30.3%**
Provisions for Doubtful Debts	(5.2)	(14.0)	169.2%	(5.0)	(14.3)	186.0%
Marketing	(23.7)	(23.3)	-1.7%	(23.7)	(23.1)	-2.5%
General and Administrative Expenses	**(34.7)**	**(43.3)**	**24.8%**	**(34.3)**	**(42.4)**	**23.6%**
Personnel	(16.3)	(20.9)	28.2%	(16.2)	(20.6)	26.8%
Others	(18.5)	(22.4)	21.1%	(18.0)	(21.8)	21.1%
Depreciation	**(3.7)**	**(4.0)**	**8.1%**	**(3.7)**	**(4.0)**	**8.1%**
EBIT	**28.4**	**46.3**	**63.0%**	**28.1**	**40.9**	**45.6%**
EBIT Margin	***10.3%***	***14.0%***	***3.7 p.p.***	***10.4%***	***12.9%***	***2.5 p.p.***
(+) Depreciation	9.2	11.6	26.1%	9.1	11.4	25.3%
(+) Operating Financial Result	5.8	4.0	-31.0%	5.8	3.9	-32.8%
EBITDA	**43.5**	**62.0**	**42.5%**	**43.0**	**56.2**	**30.7%**
EBITDA Margin	***15.8%***	***18.8%***	***3.0 p.p.***	***15.8%***	***17.8%***	***2.0 p.p.***
Operating Financial Result	(5.8)	(4.0)	-31.0%	(5.8)	(3.9)	-32.8%
Financial Result	1.6	(4.1)	-356.3%	2.1	(4.0)	-290.5%
Depreciation and Amortization	(9.2)	(11.6)	26.1%	(9.1)	(11.4)	25.3%
Non-operating result	0.2	-	N.A.	0.2	(0.0)	N.A.
Social Contribution	(0.4)	(0.6)	50.0%	(0.4)	(0.5)	25.0%
Income Tax	(1.1)	(1.7)	54.5%	(1.2)	(1.5)	25.0%
Net Income	**28.7**	**39.9**	**39.0%**	**28.7**	**34.9**	**21.6%**
Net Income Margin	***10.4%***	***12.1%***	***1.7 p.p.***	***10.6%***	***11.0%***	***0.4 p.p.***

Balance Sheet in IFRS

R$ MM	03/31/2011	12/31/2011	03/31/2012
Short-Term Assets	**378.6**	**497.7**	**545.1**
Cash & Cash Equivalents	38.8	21.9	6.7
Short-Term Investments	89.4	147.6	176.0
Accounts Receivable	179.0	244.1	278.5
Carry-Forwards Credits	22.6	16.7	11.0
Advance to Employees / Third-Parties	4.2	17.5	14.8
Related Parties	0.3	0.3	0.3
Prepaid Expenses	16.2	10.3	19.1
Taxes and contributions	-	18.3	16.9
Others	28.1	21.2	21.9
Long-Term Assets	**460.8**	**571.0**	**591.9**
Non-Current Assets	**61.0**	**79.1**	**86.8**
Prepaid Expenses	1.5	0.7	0.7
Related Parties	-	-	-
Judicial Deposits	43.2	63.6	69.9
Deferred Taxes	16.3	14.9	16.2
Permanent Assets	**399.8**	**491.9**	**505.0**
Investments	0.2	0.2	0.2
Fixed Assets	228.3	263.8	269.2
Intangible	171.3	227.9	235.6
Total Assets	**839.4**	**1068.7**	**1137.0**
Short-Term Liabilities	**146.0**	**134.7**	**159.7**
Loans and Financing	4.4	6.5	15.5
Suppliers	15.6	18.2	18.2
Salaries and Payroll Charges	81.0	57.5	78.7
Taxes Payable	12.2	15.6	14.8
Prepaid Monthly Tuition Fees	5.3	9.0	5.3
Advances under Partnership Agreement	-	2.9	2.9
Taxes Paid in Installments	0.3	0.2	0.2
Dividends Payable	19.2	16.7	16.7
Commitments Payable	4.9	5.4	4.1
Others	3.1	2.7	3.3
Long-Term Liabilities	**79.2**	**315.1**	**317.7**
Loans and Financing	6.9	247.8	249.8
Provisions for Contingencies	34.3	32.4	33.3
Advances under Partnership Agreement	20.0	14.9	14.2
Taxes Paid in Installments	5.1	4.4	4.3
Provision for asset retirement obligations	12.9	13.7	13.9
Deferred Taxes	-	1.8	2.3
Others	0.1	-	-
Shareholders' Equity	**614.2**	**618.9**	**659.6**
Capital	360.1	364.4	364.4
Share Issuance Expenses	-	(2.8)	(2.8)
Capital Reserves	107.2	109.8	110.7
Earnings Reserves	100.5	153.9	153.9
Retained Earnings	28.7	-	39.9
Addicional Proposed Dividend	19.2	-	-
Retained Translation Adjustments	(0.1)	-	-
Treasury Stocks	(1.3)	(6.3)	(6.5)
Total Liabilities and Shareholders' Equity	**839.4**	**1068.7**	**1137.0**

About Estácio

Estácio is one of the largest **private sector post-secondary educational institutions** in Brazil in number of students enrolled, with a nationwide presence, in the country's major cities. Its student base has a highly diversified profile and includes mostly young working adults from the middle and lower-middle income brackets. Its growth and market leadership are due to the quality of its programs, the strategic location of its units, its competitive prices and its solid financial position.

Estácio's strengths are:

Strong Positioning to Explore the Market's Growth Potential

- Nationwide presence, with units in the country's largest urban centers
- Broad portfolio of academic programs
- Managerial and financial capacity to innovate and improve the academic programs
- The broad recognition of the "Estácio" brand

High Quality Learning Experience

- Nationally integrated syllabi
- Unique teaching methodology
- Highly qualified faculty

Professional and Integrated Operational Management

- Result oriented management model
- Focus on educational quality

Scalable Business Model

- Growth with profitability
- Organic expansion and through acquisitions

Financial Solidity

- Strong cash reserve
- Capacity to generate and raise funds
- Control of working capital

At the end of first quarter of 2012, Estácio had 278,600 students enrolled in its undergraduate, graduate and distance learning education network with nationwide coverage, as the map shows: