

EARNINGS RELEASE

PRESS RELEASE

VIDEOCONFERENCE

August 15th 2025, Friday

02:00 PM (Brasília)

01:00 PM (New York)

06:00 PM (London)



[Watch the webcast in Portuguese](#)



[Watch the webcast in English](#)



2Q
25



42% Expansion in Adjusted Net Earnings for the semester; Conversion of 64% of EBITDA into Free Cash Flow to Equity

1H25 FINANCIAL HIGHLIGHTS



**Net
Revenue**

R\$ 1.4 BI
+8.8%
2Q25 vs. 2Q24



**Adjusted
EBITDA**

R\$ 453 MM
+16.8%
2Q25 vs. 2Q24



**Margin
Adjusted
EBITDA**

32.5%
+224 bps
2Q25 vs. 2Q24



**Adjusted
Net
Earnings**

R\$ 150 MM
+41.6%
2Q25 vs. 2Q24



**Free Cash
Flow to
Equity¹**

R\$ 206 MM
64% of
EBITDA ex IFRS



**Net
Debt**

1.1x*
Adjusted EBITDA
(Ex IFRS-16)

2Q25 STUDENTS BASE HIGHLIGHTS



**On-campus
Undergrad**

+5.8%
2Q25 vs. 2Q24



**Digital
Undergrad**

+17.7%
2Q25 vs. 2Q24



**Medical
Undergrad**

+22.5%
2Q25 vs. 2Q24

¹ Free Cash Flow to Equity = EBITDA ex IFRS 16 (-) Working Capital (-) Taxes (-) Discounts granted (-) Capex (-) Financial Result (cash)/ * Net Financial Debt/EBITDA LTM ex IFRS-16



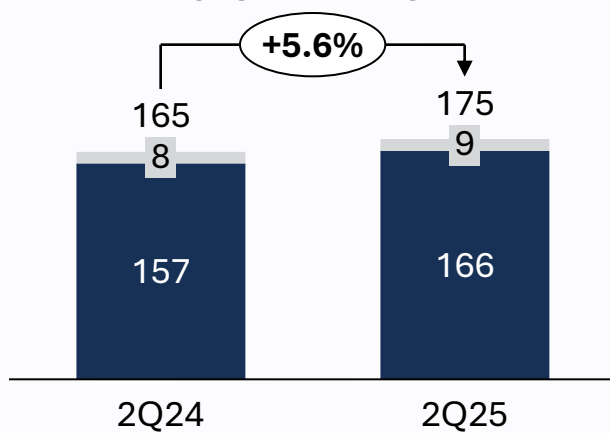
OPERATIONAL PERFORMANCE

2Q25

Consistent expansion of the on-campus student base, driven by intake and improvement in the re-enrollment KPI

ON-CAMPUS

STUDENT BASE

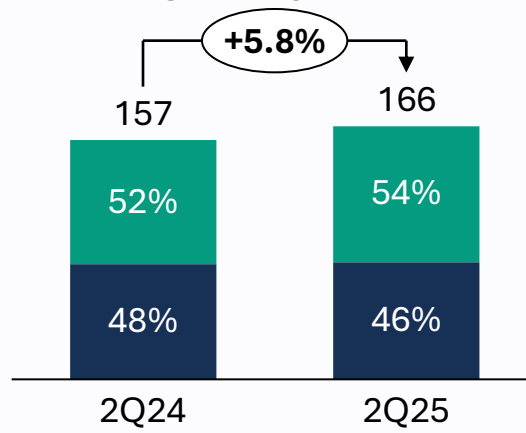


■ Grad School & K12 ■ Undergrad



5.6% growth in the on-campus student base, reaching a total of 175k students. This result is driven by an increase of a 1.5 percentage point in our retention rate, combined with the maintenance of enrollment volume during the period.

UNDERGRAD

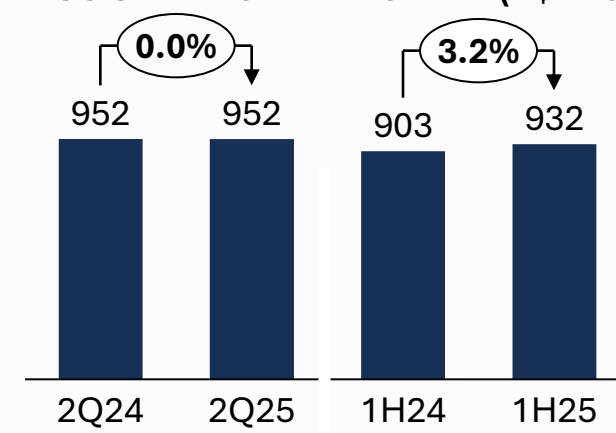


■ Health¹ ■ Others courses



Increased penetration of health students

ON-CAMPUS UNDERGRAD TICKET * (R\$/MONTH)



Ticket stable in 2Q25, despite changes in the course mix. In 2Q24, the student base was more concentrated in courses with higher tuition fees. This quarter, however, there was an increase in the participation of courses with lower tuition fees, reflecting the current dynamics of market demand. Furthermore, the growth in the number of seats in the Medicine program contributed to a higher proportion of freshmen in the base, which traditionally has lower ticket prices.

Ticket = Net Rev./Final Student Base (freshmen + senior) - Managerial numbers, unaudited

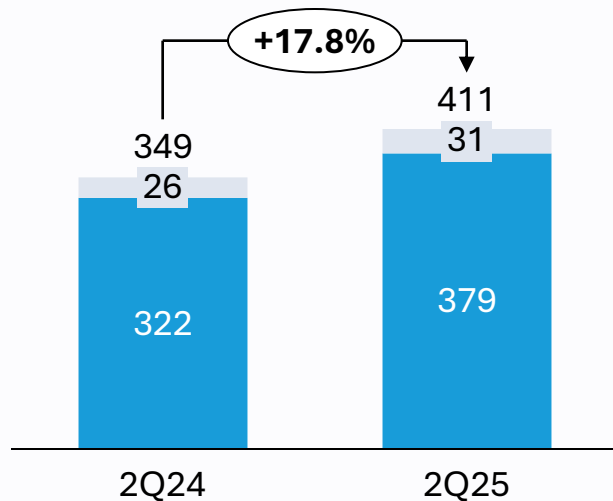
¹ Health: Medicine, Psychology, Biomedicine, Biological Sciences, Physics Ed, Nursing, Pharmacy, Physiotherapy, Speech Therapy, Hospital Management, Veterinary Medicine, Nutrition, Dentistry, Optometry, Radiology and Occupational Therapy

Significant expansion in Digital's student base, resulting from increased intake and improved re-enrollment KPIs



DIGITAL

STUDENT BASE

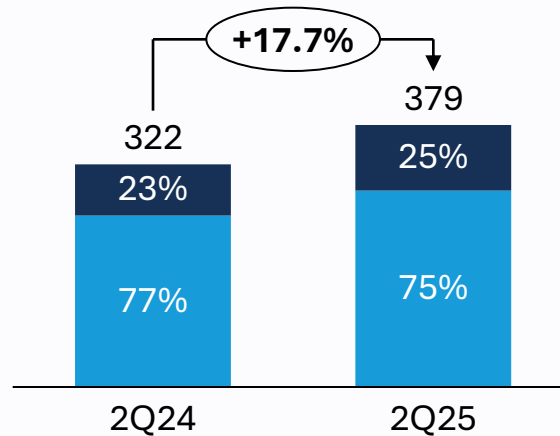


Grad School and K12 Undergrad

★ Important expansion of the student base

★ Improvement of 11% in intake and 0.9 p.p. in re-enrollment KPI

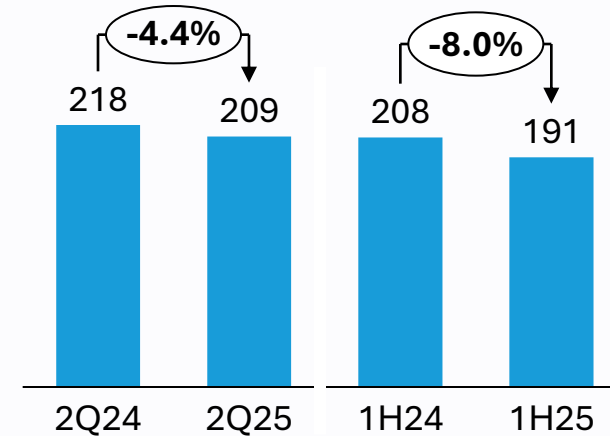
UNDERGRAD



Hybrid Digital

★ Hybrid modality increased 2.1 p.p. of digital student's base share

DIGITAL TICKET * (R\$/MONTH)



★ The impact is represented, mainly, to the greater presence of students with below-average tickets in the mix, acquired in the second half of 2024 during a more aggressive promotional campaign

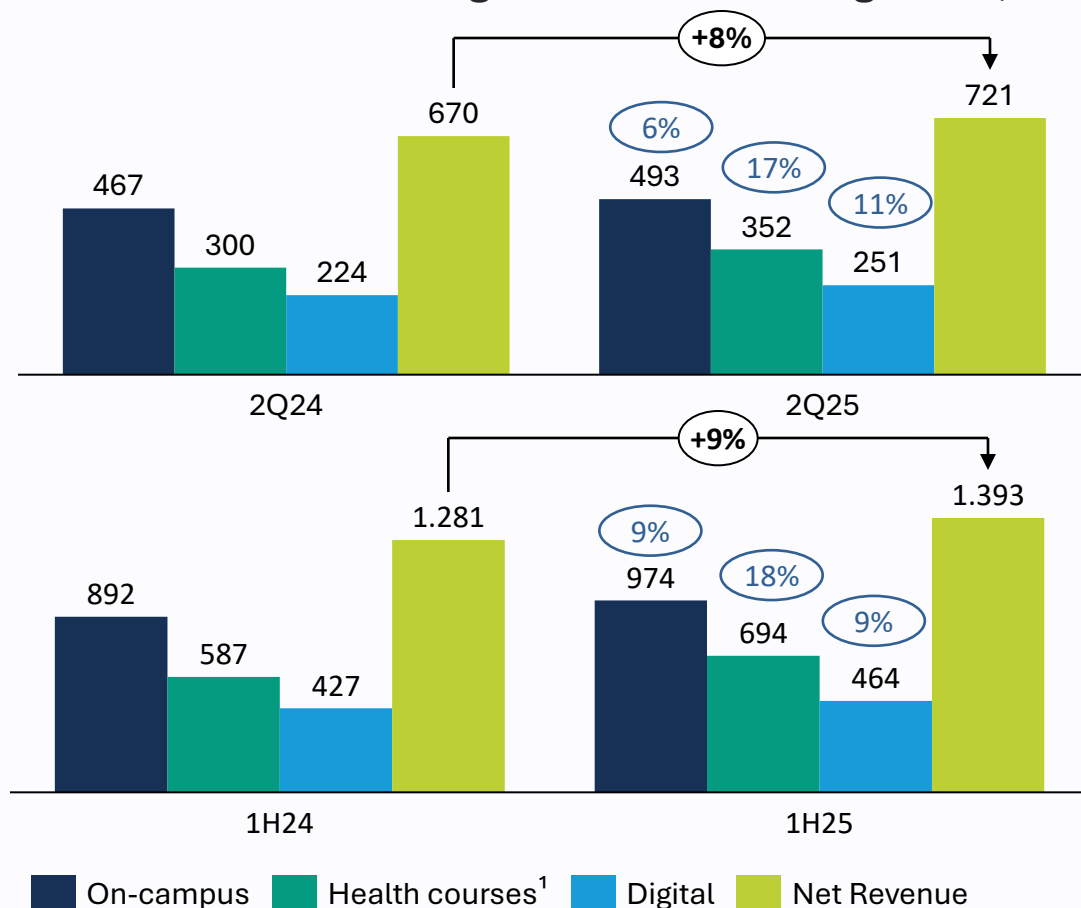
FINANCIAL PERFORMANCE

2Q25



NET REVENUE 2Q25 and 1H25

Consistent net revenue growth across all segments, with emphasis on the Health area and Digital



Consolidated Net Revenue: 8% higher than 2Q24, reflecting the increase in the consolidated student base (+13.9% vs. 2Q24). In the semester, net revenue was R\$ 1.4 billion, 8.8% higher than that recorded in 1H24.



On-campus Net Revenue: +6%, reaching the amount of R\$ 493.2 million, reflecting the larger student base (+5.6% vs. 2Q24). In the semester, growth was 9.2% when compared to the same period of the previous year, reaching R\$ 973.3 million.



Health Net Revenue: +17% in 2Q25, driven by Medicine revenue, resulting from the acquisition of FAPI and new seat authorized (+180 seats) in 2024. In the semester, the expansion was 18.3%, reaching R\$ 693.6 million. These courses represent approximately 71% of on-campus revenue.

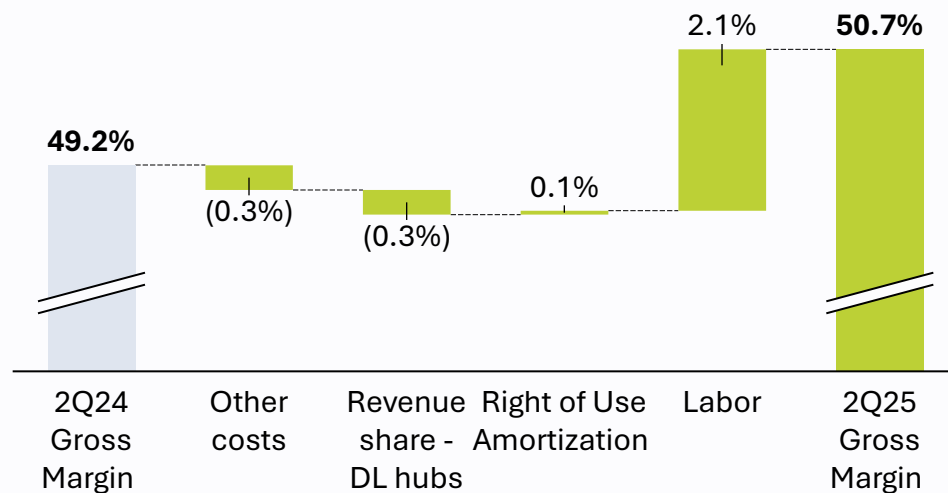


Digital Net Revenue: +12% higher than 2Q24, reaching R\$ 251.3 million, as a result of the larger student base (+17.8% vs. 2Q24) and the decrease in the average ticket (-4.4% vs. 2Q24). In the semester, the expansion was 8.8% vs. 1H24, reaching R\$ 464.1 million.

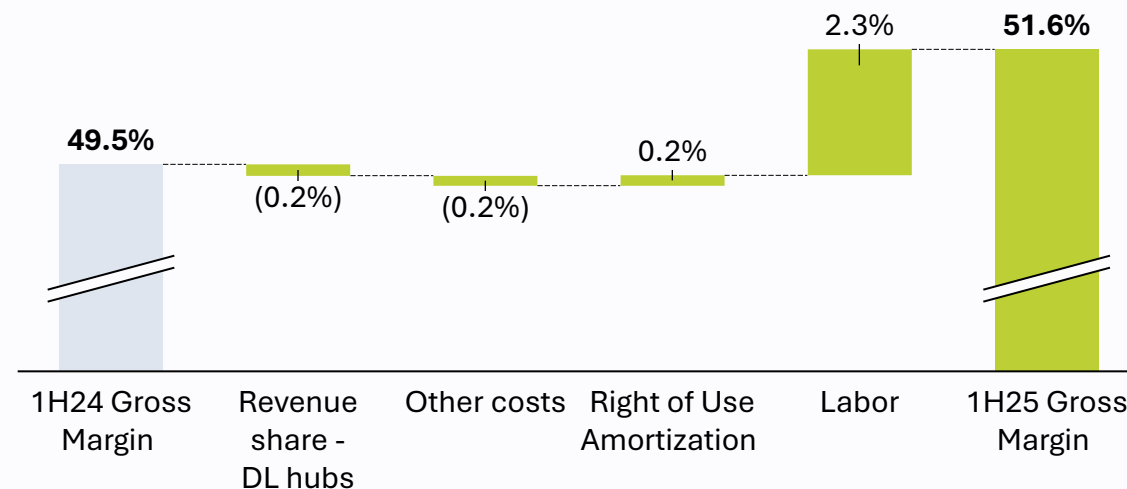
¹ Health: Medicine, Psychology, Biomedicine, Biological Sciences, Physical Education, Nursing, Pharmacy, Physiotherapy, Speech Therapy, Hospital Management, Veterinary Medicine, Nutrition, Dentistry, Optometry, Radiology and Occupational Therapy

GROSS PROFIT 2Q25 and 1H25

Expansion of 1.5 p.p. and 2.1 p.p. in Gross Margin in the quarter and semester, respectively, driven by efficiency gains in the Labor line and the contribution of the growth in the Medical and Digital programs.



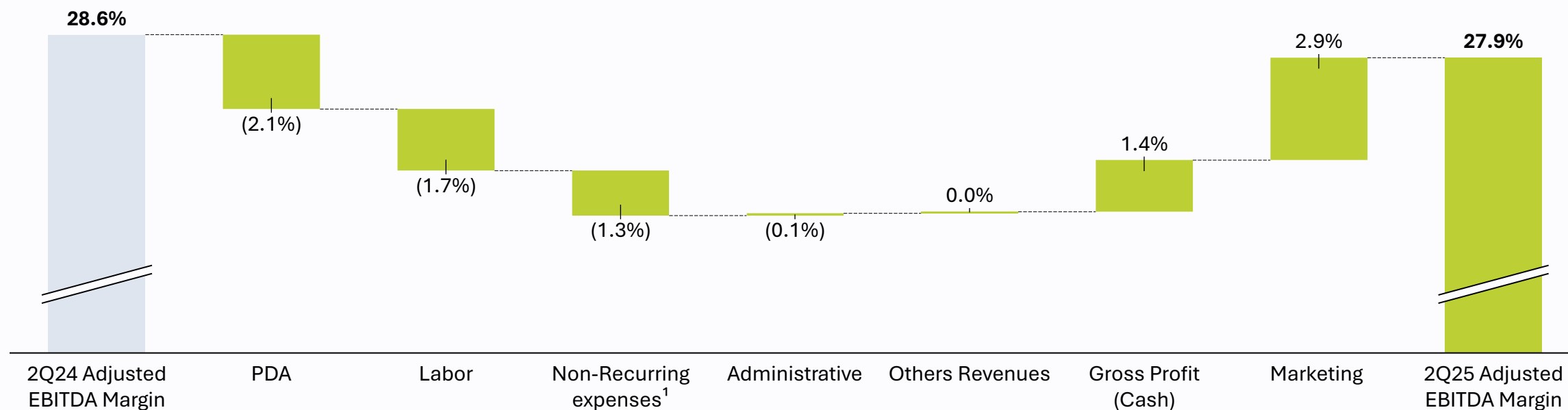
Gross Profit: R\$ 365.5 million; +10,9% vs. 2Q24.



Gross Profit: R\$ 718.6 million; +13,3% vs. 1H24.

ADJUSTED EBITDA 2Q25

5.2% expansion in Adjusted EBITDA in 2Q25, with a 27.9% margin, despite the seasonality of PDA in 2025



Adjusted EBITDA in 2Q25 totaled R\$ 201.3 million, representing an increase of 5.2% compared to 2Q24, with an Adjusted EBITDA margin of 27.9%. PDA grew by 33.1% in 2Q25, representing 10.9% of net revenue, an amount 2.1 p.p. higher than in 2Q24, as a result of the update of delinquency estimates implemented in 4Q24 and the change in intra-quarter seasonality.

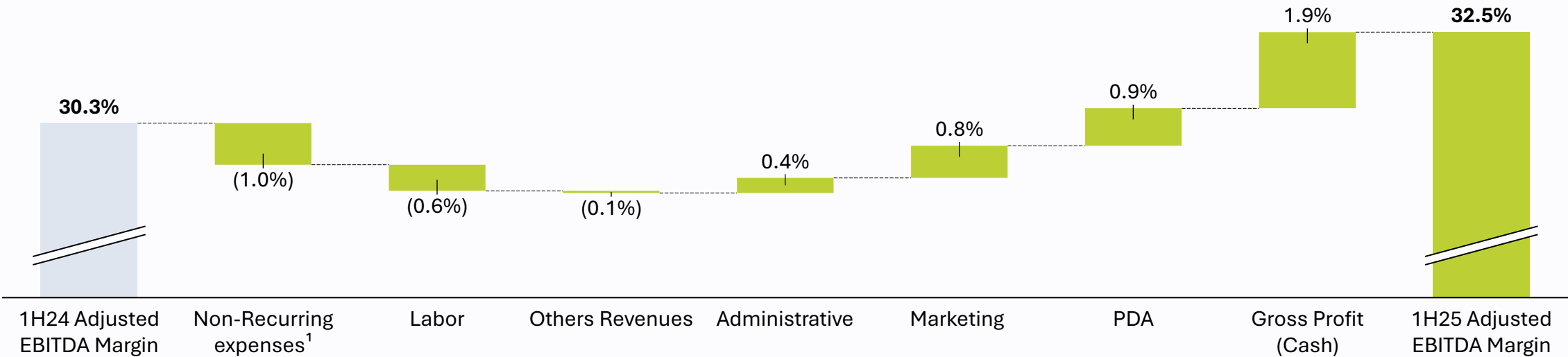


Labor expenses were impacted by the collective bargaining agreement for São Paulo employees and the provisioning of the salary adjustment for the months of February to June 2025. The increase in gross cash margin, combined with the reduction in marketing expense, mitigated part of the impact of the higher PDA and labor expenses in the period.

¹Non-recurring: Project/M&A expenses

ADJUSTED EBITDA 1H25

Adjusted EBITDA Margin Expansion by 2.2 p.p. in 1H25

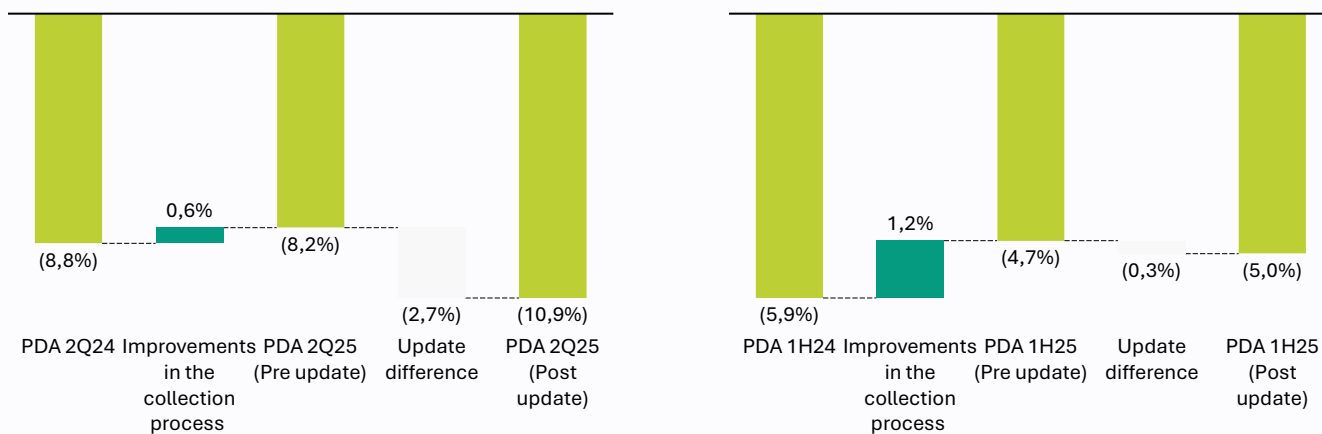


- Adjusted EBITDA in 1H25 totaled R\$ 452.6 million, representing an increase of 16.8% compared to 1H24. Adjusted EBITDA margin reached 32.5%, resulting in an increase of 2.2 p.p. compared to the same period last year. This result reflects the 1.9 p.p. growth in gross cash margin, combined with efficiency gains of 1.2 p.p. in marketing and administrative expenses.
- Additionally, PDA decreased by 8.2% when compared to the first semester of 2024, representing 5.0% of net revenue in 1H25, an improvement of 0.9 p.p. compared to 1H24. The increase in PDA reflects the improvement in credit and collection actions implemented over the last few quarters.

¹Non-recurring: Project/M&A expenses

Update of delinquency estimates

PDA model transition – Pre and Post update of delinquency estimates (%Net Rev.)

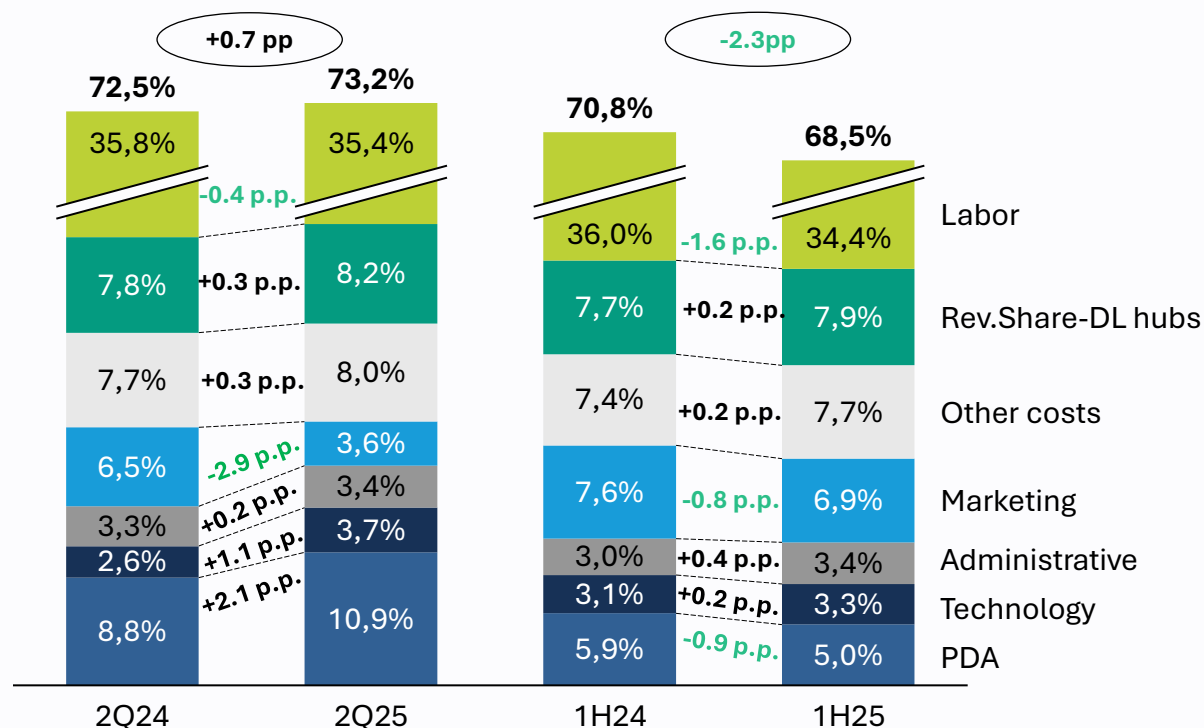


Update effect in EBITDA (pro forma)

R\$ million	2Q24	2Q25 Pre Update	2Q25 - Pos Update	1H24	1H25 - Pre Update	1H25 - Post Update
Net Revenue	670,2	721,1	721,1	1.280,7	1.392,9	1.392,9
PDA	(59,0)	(58,9)	(78,6)	(75,6)	(65,7)	(69,4)
%Net Rev	(8,8%)	(8,2%)	(10,9%)	(5,9%)	(4,7%)	(5,0%)
EBITDA	182,9	221,0	201,3	373,6	455,4	451,7
EBITDA Margin	27,3%	30,6%	27,9%	29,2%	32,7%	32,4%

COSTS AND EXPENSES (% Net Rev)

Efficiency gain of 2.3 p.p. in 1H25



Since 3Q23, the Company has focused on executing technology projects with the aim of providing a better experience for students and bringing greater speed and efficiency to operations. These projects have allowed us to advance in the automation of collection and backoffice processes, reducing operational risks, bringing improvements in governance and important progress in the academic and administrative journey of students.



In 2Q25, costs and expenses (cash effect¹) totaled 73.2% of the Company's Net Revenue, 0.7 p.p. higher than in 2Q24, highlighted by efficiency gains in the Labor and Marketing lines (-3.3 p.p. lower than in 2Q24). It is worth mentioning that the PDA line was impacted by the update of delinquency estimates implemented in 4Q24.

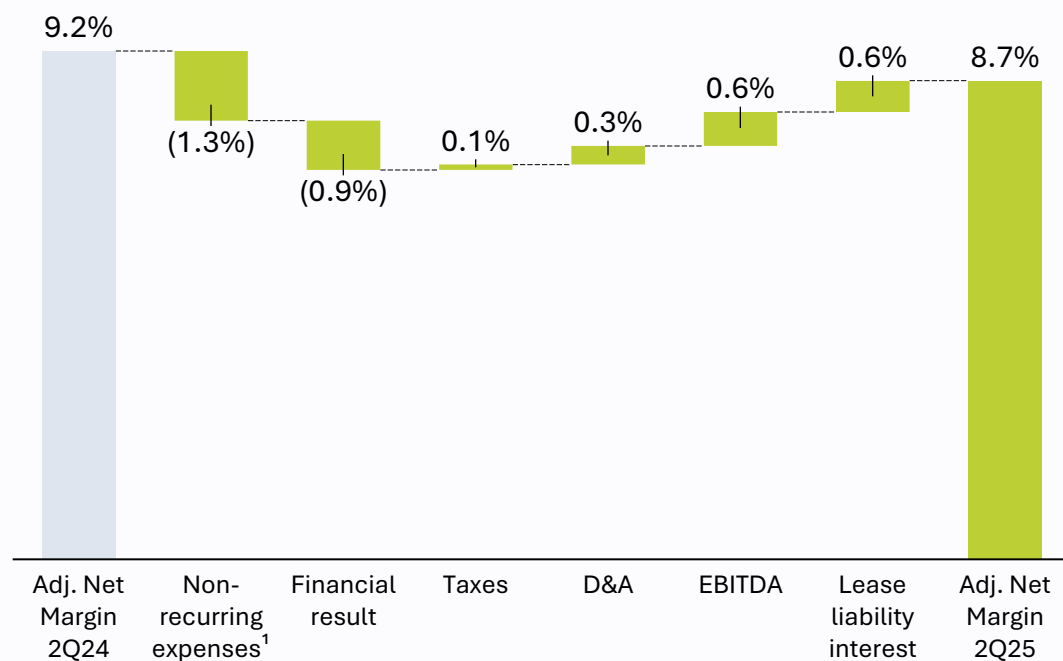


In the semester, costs and expenses totaled 68.5%, representing a reduction of 2.3 p.p. when compared to the same period of the previous year. This result is the result of the improvement in the Labor (-1.6 p.p.), PDA (-0.9 p.p.) and Marketing (-0.8 p.p.) lines compared to the first semester of 2024.

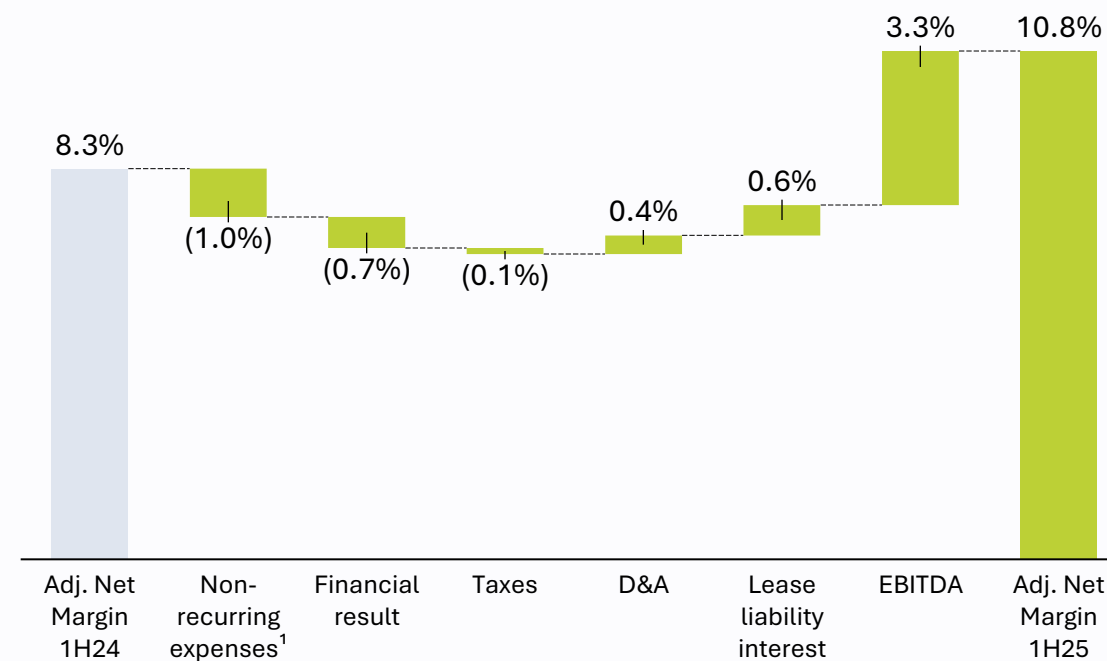
¹Costs and Expenses excluding the effects of depreciation and amortization

ADJUSTED NET EARNINGS 2Q25

Expansion of 1.3% in adjusted Net Earnings in the quarter and 41.6% in the semester



Adjusted Net Earnings in the second quarter was **R\$ 62.7 million**, representing an increase of 1.3% compared to the same period of the previous year.



In the semester, adjusted Net Earnings was **R\$ 150.0 million**, **41.6%** higher than that recorded in 1H24, as a result of the expansion of EBITDA in the period.

*Adjusted Net Earnings: management information /Non-Recurring: Projects/M&A expenses

ACCOUNTS RECEIVABLES 2Q25 (LTM)

Improvement in days receivables vs. 2Q24

R\$ million	2Q25	2Q24	%	1Q25	%
Gross Receivables	526,5	630,6	(16,5%)	474,5	10,9%
AVP	(22,9)	(12,5)	83,6%	(23,1)	(0,6%)
PDA	(247,5)	(334,0)	(25,9%)	(218,6)	13,2%
Net Receivables	256,0	284,1	(9,9%)	232,8	10,0%
Days of Receivables LTM*	35	42	-8 days	32	+3 dias

*Last Twelve Months DoR: Accounts Receivable/Net Revenue for the LTM*365



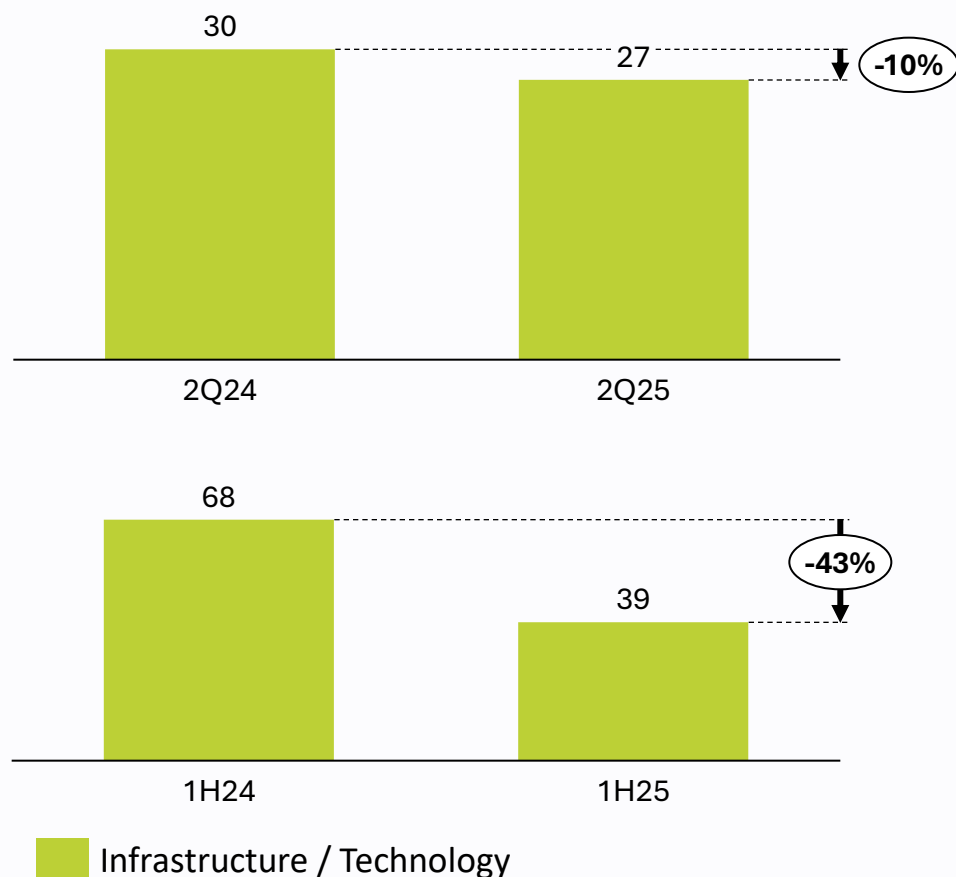
The days of receivables in 2Q25 was 35 days, a reduction of 8 days compared to the same period in the previous year, as a result of several factors, including:

- (i) better management of payment methods (end of own financing, among others);
- (ii) implementation of credit analysis for financing operated by third parties, but with risk from Cruzeiro do Sul;
- (iii) improvement of the collection rule;
- (iv) better remuneration of collection agencies;
- (v) greater effort in recovering credits from inactive students;
- (vi) new technological platform and
- (vii) update of delinquency estimates.

It is important to highlight that the reduction in gross accounts receivable and PDA is due to the write-off of titles starting at 360 days, instead of 720 days, as practiced in 2Q24.

CAPEX* 2Q25 & 1H25

Investments aligned with the budget



Investments in 2Q25 were approximately R\$ 26.9 million, 9.8% lower than in 2Q24.

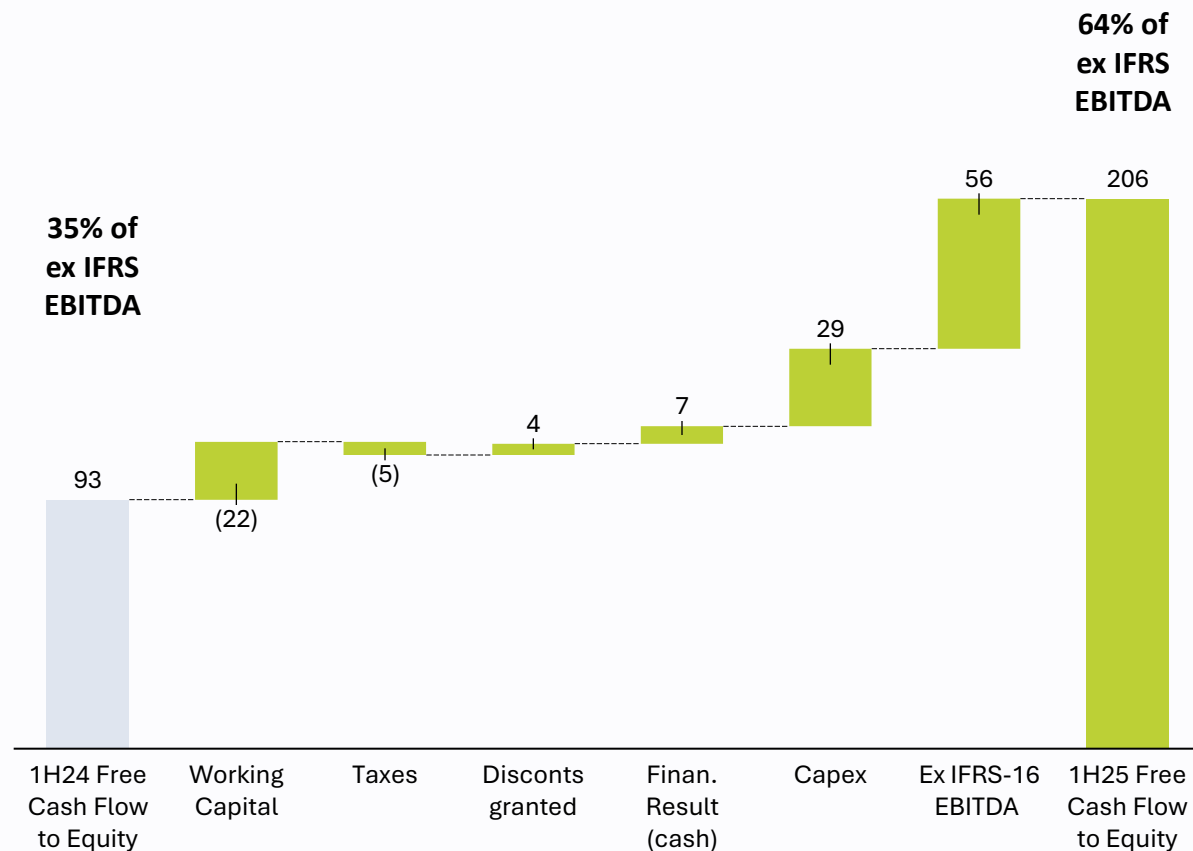
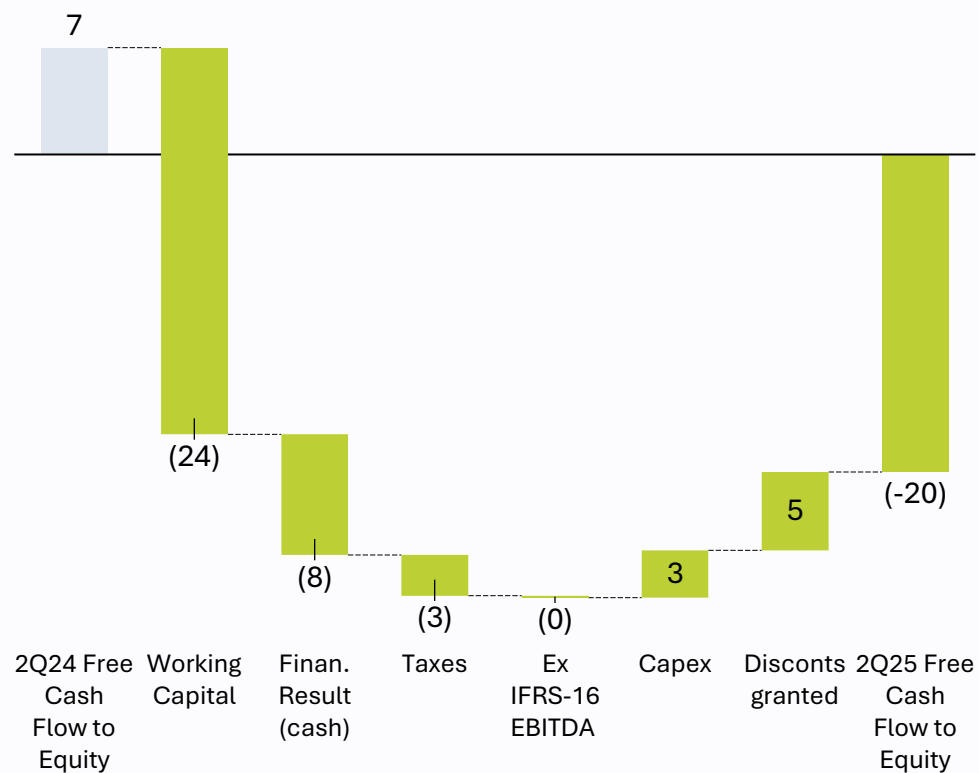


In the first semester of the year, investments totaled R\$ 39.2 million vs. R\$ 68.2 million in the same period last year. It is worth noting that the Company is sticking to its annual investment budget, and that in 2025, we should see a greater concentration in the second half of the year.

*Management information

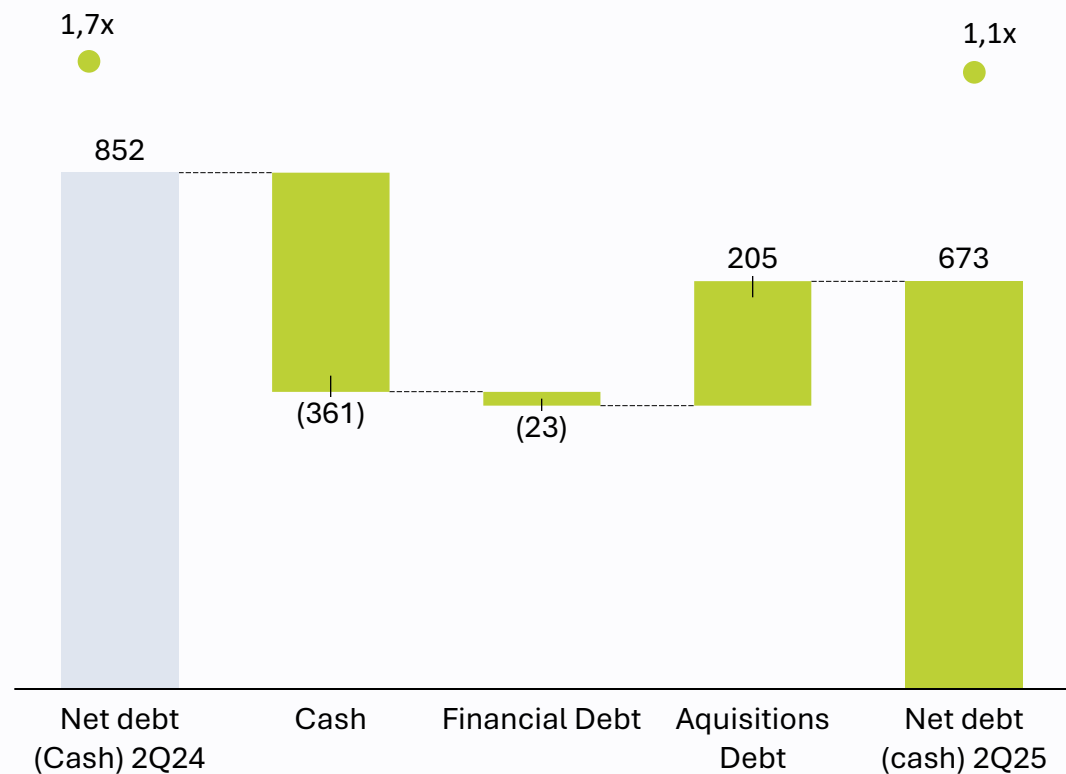
FREE CASH FLOW TO EQUITY 2Q25 & 1H25

Free Cash Flow to Equity with 121% expansion in 1H25

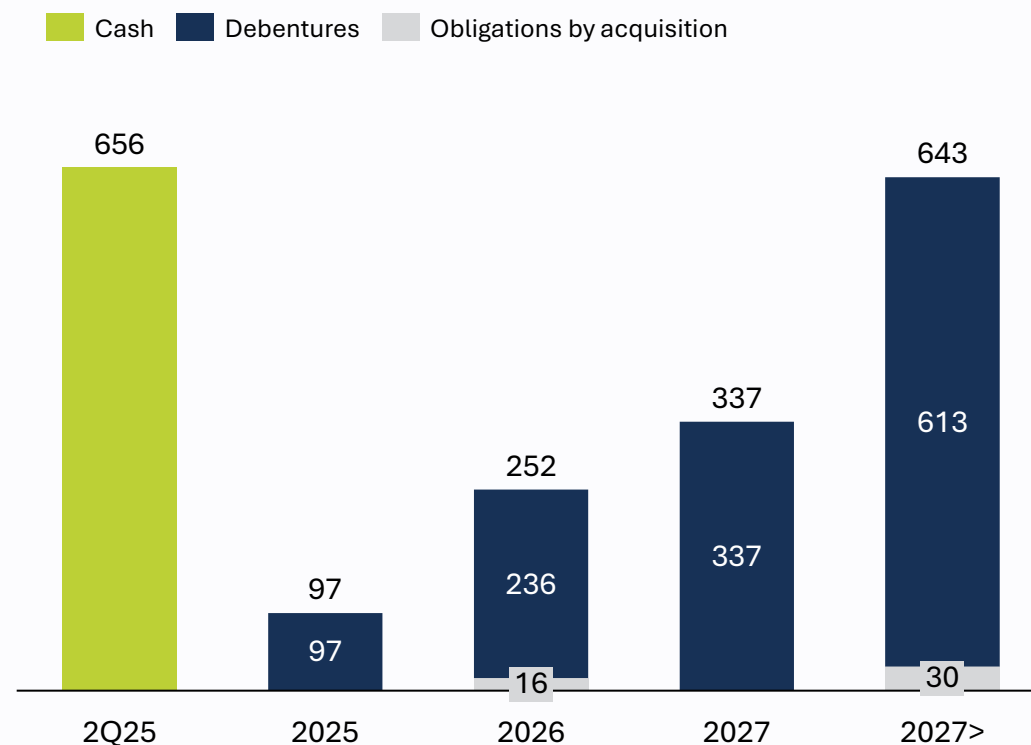


NET DEBT (CASH)

Leverage reduction vs. 2Q24



Debt amortization schedule (R\$ MM)



Q & A



Contact Investor Relations
@cruzeirodosul.edu.br