

# EARNINGS RELEASE

PRESS RELEASE

## **VIDEOCONFERENCE**

May 16<sup>th</sup> 2025, Friday

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1Q 25

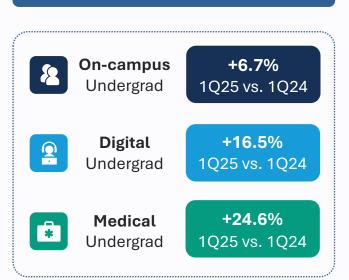
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## SÃO PAULO, May 15th of 2025

Cruzeiro do Sul Educacional ("Cruzeiro do Sul" or "Company") (CSED3) announces today its results for the first quarter of 2025 (1Q25). The consolidated financial statements were prepared in accordance with accounting practices adopted in Brazil and with international accounting standards (IFRS) issued by the International Accounting Standards Board (IASB).

#### 1Q25 FINANCIAL HIGHLIGHTS R\$ 672 MM Net +10.0% Revenue 1Q25 vs. 1Q24 R\$ 252 MM **Adjusted** +28.5% **EBITDA** 1Q25 vs. 1Q24 Margin 37.5% +540 bps **Adjusted EBITDA** 1Q25 vs. 1Q24 **R\$ 87 MM Adjusted** Net +98.1% 1Q25 vs. 1Q24 **Earnings** R\$ 191 MM Free Cash 99% of Flow to EBITDA ex IFRS Equity<sup>1</sup> 1.0x\* Net Adjusted EBITDA Debt (Ex IFRS-16)



**1Q25 STUDENTS BASE HIGHLIGHTS** 

<sup>&</sup>lt;sup>1</sup> Free Cash Flow to Equity = EBITDA ex IFRS 16 (-) Working Capital (-) Taxes (-) Discounts granted (-) Capex (-) Financial Result (cash)

<sup>\*</sup> Net Financial Debt/EBITDA LTM ex IFRS-16



## **DISCLAIMER**

This presentation may contain forward-looking statements Such forward-looking statements merely reflect the expectations of the Company's management regarding future economic conditions, the Company's industry, performance and financial results, among others. The terms "anticipates", "believes", "expects", "forecasts", "intends", "plans", "projects", "aims", "should", as well as other similar terms, are intended to identify such forecasts, which evidently involve risks and uncertainties foreseen or not by the Company and, consequently, are not guarantees of its future results. Therefore, the future results of the Company's operations may differ from current expectations, and the reader should not rely exclusively on the information contained herein. The Company is not obliged to update the presentations and forecasts in light of new information or future developments. The amounts reported for the year 2025, onwards, are estimates or targets. Additionally, the financial and operating information included in this presentation is subject to rounding and, as a consequence, the total amounts presented in the graphs may differ from the direct numerical aggregation of the amounts that precede them. The non-financial information contained in this document, as well as other operating information, were not audited by the independent auditors. No investment decision should be based on the validity, accuracy, or completeness of the information or opinions contained in this presentation.





#### Cruzeiro do Sul Educacional

Is one of the largest quality-focused education group in Brazil, with more than 580k\* students in 28<sup>1</sup> campuses and ~1,590 hubs.







180k\*

28<sup>1</sup>

**CAMPUSES STUDENTS** 

## **DIGITAL**





401k

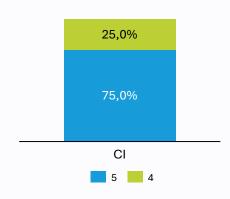
~1.590

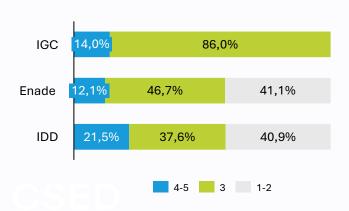
**STUDENTS HUBS** 





## **ACADEMIC QUALITY INDICATORS**





<sup>\*</sup>Includes, approximately, 4 thousand students on primary education on Mar/25.

<sup>&</sup>lt;sup>1</sup> Number of campuses as recorded in the MEC ´s basis.

<sup>\$\</sup>int\_\circ\$ 1,019 Medical school seats in 1Q25.

# MESSAGE FROM MANAGEMENT



#### Highest Adjusted Net Earnings in the Quarter, Reaching R\$ 87 Million

Adjusted net earnings reached R\$ 87 million, an amount 98% higher than that recorded in the same period of the previous year, representing the highest result ever reported by the Company in a first quarter. The discipline and assertiveness in conducting business contributed significantly to this evolution. In addition, while revenue grew 10%, totaling R\$ 672 million, adjusted EBITDA increased 29%, reaching R\$ 252 million, with a margin of 37.5%, 5.4 p.p. above 1Q24.

#### Free Cash Flow to Equity 2.2x higher than 1Q24, reaching R\$ 191 million

We ended 1Q25 with free cash flow to equity of R\$ 191 million, representing a 121% growth compared to 1Q24. This performance reflects an EBITDA conversion ex IFRS-16 of 99%. The high cash flow demonstrates management's focus on financial management, ensuring resources for investments, inorganic expansions and/or dividend distribution.

#### Record number of students enrolled in undergrad and the highest intake in CSED's history

We started 2025 with the largest student base in the Company's history, surpassing 580k students (13% higher than in 1Q24), ranging from K12 to lifelong learning initiatives, which reinforces our ability to attract and retain students. In undergrad, we surpassed 500k students, reaching 539k, as a result of the good performance in intake and re-enrollment, both in the On-campus and Digital. In the On-Campus undergrad, there was a 7% growth in the student base, driven by high re-enrollment rates — which increased by 0.9 p.p. compared to 1Q24 — motivated by the better mix of health students at the base and by the new pricing strategy for courses, which resulted in a 6% increase in the average ticket compared to the same period in the previous year. In the Digital undergrad, the base grew by 17%, with emphasis on the increase in the share of hybrid, which already represent 25% of the base (+2.2 p.p. vs. 1Q24). Retention capacity has also evolved positively, reflecting investments in technology and process automation that aim to facilitate and improve the student experience.

#### Solid financial management and controlled leverage

We ended 1Q25 with financial leverage, measured by the ratio between net debt and EBITDA ex IFRS-16, at 1.0x (vs. 1.3 in 1Q24), even after the disbursement of R\$ 158 million for the acquisition of FAPI and the distribution of R\$ 60 million in dividends.

#### **Important advances in the Health BU in 1Q25**

In the undergrad Medicine program, we reached 5,459 students, distributed among our eight units, which represents a growth of 25% compared to the first quarter of 2024. In April/2025, the medicine program at Universidade Positivo (UP) and UNIPÊ achieved the highest score (5) in the renewal of the course's recognition by the MEC. This achievement reaffirms the excellence of the program, which rigorously met all the criteria established by the Evaluation Committee, demonstrating our commitment to providing high-quality training, aligned with the contemporary demands of the health area. In the lifelong learning pillar, we advanced with the launch of nine post grad schools' courses in the medical area — five on-campus and four online — in addition to eleven on-campus courses in the area of Dentistry. The first classes have already graduated, with emphasis on courses in (i) Sports Medicine, carried out in partnership with the Brazilian Society of Exercise and Sports Medicine, and (ii) Improvement in Dermatology. These initiatives reinforce our dedicated and strategic portfolio for the continued training of healthcare professionals.

Health BU includes undergrad and lifelong learning courses in Medicine and Dentistry





#### 2

#### **ON-CAMPUS**

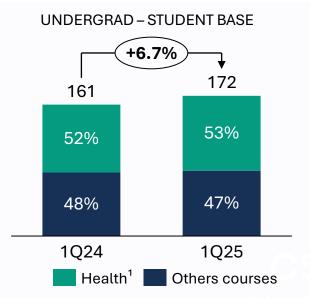
## Consistent expansion in the on-campus student base as a reflection of the growth in intake and re-enrollment

In 1Q25, we recorded 6.3% growth in the on-campus student base, reaching a total of 180k students. The growth mentioned is a result of a 2.4% increase in intake, combined with a 0.9 p.p. increase in the retention rate. More targeted marketing initiatives and early re-enrollment actions were decisive factors in the successful expansion of the on-campus base.

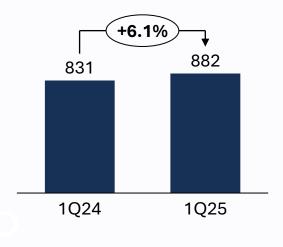
On-campus	1Q25	1Q24	Y/Y
ВоР	159	149	6,6%
Intake	61	59	2,4%
Dropout	(24)	(24)	0,4%
Graduation	(16)	(16)	0,7%
Grad school and K12	(0)	0	-
EoP	180	169	6,3%

#### Rising ticket and increasing relevance of health courses

The average ticket for on-campus undergrad courses grew 6.1% in 1Q25 compared to the same period in the previous year. This performance mainly reflects the increased participation of health area students in the base — especially in Medicine and Dentistry courses — and the 0.9 p.p. improvement in the re-enrollment rate. Additionally, the strategic management of tuition fees by product type, based on analysis of the competition and sales funnel performance, enabled more efficient control of discount levels.







<sup>\*</sup>Ticket = Net Rev./Final Student Base (freshmen + senior) - Managerial numbers, unaudited

<sup>&</sup>lt;sup>1</sup> Health: Medicine, Psychology, Biomedicine, Biological Sciences, Physics Ed, Nursing, Pharmacy, Physiotherapy, Speech Therapy, Hospital Management, Veterinary Medicine, Nutrition, Dentistry, Optometry, Radiology and Occupational Therapy





#### **DIGITAL**

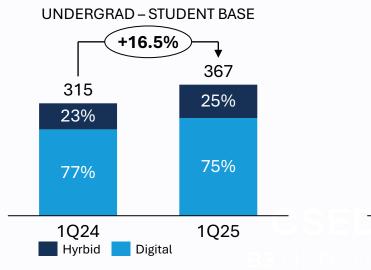
## Significant expansion in Digital's student base, resulting from growth in intake and improvement in the re-enrollment KPI

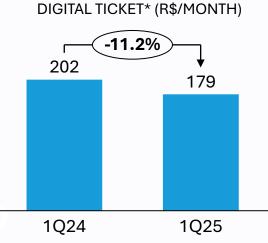
We ended 1Q25 with a student base of 401k, representing a growth of 16.0% compared to the same period of the previous year. The growth is the result of a 13.9% increase in intake, reaching a record 135k students, and the improvement in the re-enrollment KPI (+0.4 p.p. vs. the same period last year). In addition to more targeted marketing initiatives and early re-enrollment actions, the implementation of commercial actions with the Hubs were important factors in expanding the base during the period.

DIGITAL	1Q25	1Q24	Y/Y
ВоР	367	320	14,9%
Intake	135	119	13,9%
Dropout	(87)	(78)	11,0%
Graduation	(21)	(22)	(2,7%)
Grad school and K12	6	7	(8,6%)
EoP	401	345	16,0%

## Ticket impacted by the mix of students in a more aggressive pricing campaign

The average ticket in the quarter fell by 11.2% compared to the same period in the previous year. This reduction is related, 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. Hybrid courses continue to expand and already represent 25% of the Digital base, an increase of 2.2 p.p. compared to 1Q24.





<sup>\*</sup>Ticket = Net Rev./Final Student Base (freshmen + senior) Managerial numbers, unaudited





### **NET REVENUE 1Q25**

FINANCIAL DATA

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

R\$ million	1Q25	1Q24	%
On-campus	480,3	424,9	13,0%
Health courses <sup>1</sup>	342,0	286,2	19,5%
Digital	212,8	203,0	4,9%
Revenue net of scholarships, cancellations and discounts	693,1	627,8	10,4%
Other revenues	3,0	3,3	(8,9%)
Taxes	(24,4)	(20,7)	18,1%
Net Revenue	671,8	610,5	10,0%
Net Revenue ex-acquisition	658,7	610,5	7,9%



#### **CONSOLIDATED NET REVENUE: +10.0%**

Consolidated net revenue in the first quarter reached R\$ 671.8 million, 10.0% higher than in 1Q24, reflecting the increase in the consolidated student base (+12.9% vs. 1Q24).



#### **ON-CAMPUS NET REVENUE: +13.0%**

Net revenue from scholarships, cancellations and discounts in on-campus expanded 13.0%, reaching R\$ 480.3 million, reflecting the larger student base (+6.3% vs. 2023) and ticket (+6.1% vs. 2023).



#### **HEALTH NET REVENUE: +19.5%**

In the on-campus, the net revenue of healthcare courses grew 19.5% in 1Q25, driven by Medicine revenue, resulting from the acquisition of FAPI and new seats authorized in 2024. These courses represent approximately 71% of on-campus revenue.





#### **DIGITAL NET REVENUE: +4.9%**

Net revenue from digital scholarships, cancellations and discounts expanded 4.9% in the first quarter, reaching R\$ 212.8 million, as a result of the larger student base (+16.0% vs. 4Q23) and the drop in the average ticket (-11.2% vs. 1Q24).

<sup>&</sup>lt;sup>1</sup> Health: Medicine, Psychology, Biomedicine, Biological Sciences, Physics Ed, Nursing, Pharmacy, Physiotherapy, Speech Therapy, Hospital Management, Veterinary Medicine, Nutrition, Dentistry, Optometry, Radiology and Occupational Therapy



## **GROSS PROFIT 1Q25**

FINANCIAL DATA

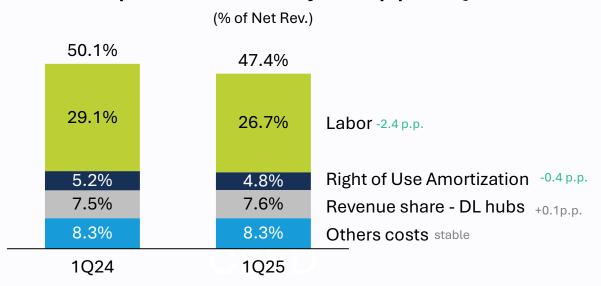
## Expansion of 2.7 p.p. in Gross Margin as a result of efficiency gains in the Labor line

R\$ million	1Q25	1Q24	%
Labor	(179,3)	(177,5)	1,0%
Right of use amortization	(32,4)	(31,6)	2,8%
Revenue share - DL hubs	(51,2)	(46,1)	11,1%
Other costs	(55,7)	(50,6)	10,0%
Gross Profit	353,1	304,7	15,9%
Gross Margin	52,6%	49,9%	+266bps



Gross Profit for the quarter totaled R\$ 353.1 million, representing a growth of 15.9% compared to the same period of the previous year, with a gross margin of 52.6% — an increase of 2.7 p.p. compared to 1Q24. This margin expansion mainly reflects the adjustments made to the workforce and the contribution of the growth in the base in Medicine courses.

#### Gain in operational efficiency of 2.7 p.p. in 1Q25





## **ADJUSTED EBITDA 1Q25**

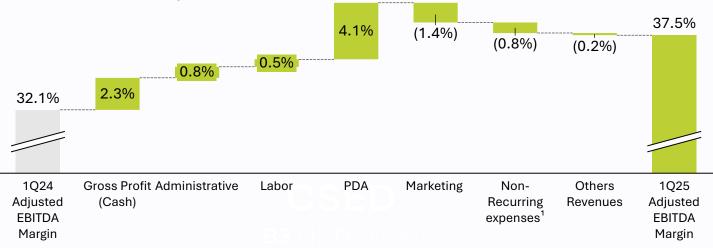
FINANCIAL DATA

#### Adjusted EBITDA Margin expansion of 5.4 p.p.

R\$ million	1Q25	1Q24	%
Gross Profit	353,1	304,7	15,9%
Gross Margin	52,6%	49,9%	+266bps
SG&A	(149,7)	(135,5)	10,5%
Labor	(44,5)	(43,7)	1,7%
Labor/Revenue	(6,6%)	(7,2%)	+54bps
Marketing	(69,4)	(54,4)	27,5%
Marketing/Revenue	(10,3%)	(8,9%)	-142bps
Administratives	(35,9)	(37,4)	(4,2%)
Administratives/Revenue	(5,3%)	(6,1%)	+79bps
PDA	9,2	(16,6)	-
PDA/Revenue	1,4%	(2,7%)	-
D&A	(33,0)	(30,8)	7,3%
Other revenues	6,0	6,4	(6,5%)
EBIT	185,7	128,3	44,7%
D&A	65,5	62,3	5,0%
EBITDA	251,1	190,6	31,7%
EBITDA Margin	37,4%	31,2%	+616bps
EBITDA ex-acquisition	237,9	190,6	24,8%
EBITDA ex-acquisition Margin	36,1%	31,2%	+490bps
Non recurring <sup>1</sup>	0,9	5,5	(83,7%)
Adjusted EBITDA	252,0	196,1	28,5%
Adj. EBITDA Margin	<i>37,</i> 5%	32,1%	+540bps

Adjusted EBITDA in 1Q25 totaled R\$ 252.0 million, representing an increase of 28.5% compared to 1Q24. Adjusted EBITDA margin reached 37.5%, an increase of 5.4 p.p. compared to the same period of the previous year. This result reflects the growth of 2.3 p.p in the gross profit (cash) margin, combined with efficiency gains of 1.3 p.p. in the administrative and labor expenses lines. Additionally, PDA had a positive impact of R\$ 9.2 million in 1Q25,

in contrast to the negative impact of R\$ 16.6 million (2.7% of Net Rev.) recorded in 1Q24, reflecting improvements in credit and collection actions, as well as the result of the update of delinquency estimates implemented in 4Q24. Marketing expenses represented 10.3% of Net Revenue in 1Q25, compared to 8.9% in 1Q24, reflecting efforts directed at intake for the 2025.1 cycle.



<sup>1</sup>Non-recurring: Project/M&A expenses



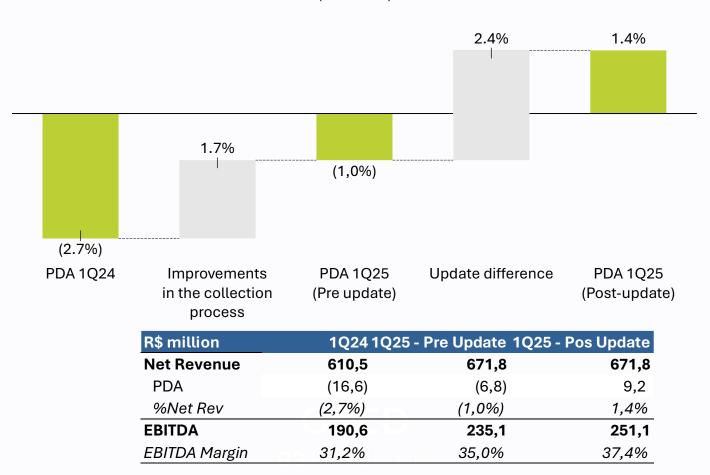
## **Update of delinquency estimates**



As disclosed in 4Q24, throughout 2024, in addition to reviewing processes, the Company updated its receivables portfolio provision model by conducting an analysis that considers a 24-month horizon (Jan/23 – Dec/24). The work was carried out with the aim of establishing greater adherence to the portfolio profile in the post-pandemic period, when there was a faster expansion movement of the Digital student base, which went from 62% in 2020 to 69% in 2024, in relation to the total student base. In addition, the Company revisited its policy for writing off overdue notes in accounts receivable, reducing the term from 720 to 360 days.

Below, we present a graph with a "from to" between the PDA before and after the update in the delinquency estimates and a pro forma table illustrating the effect of the PDA on EBITDA. Due to the PDA update, throughout 2025 we will have temporal differences in relation to the PDA presented throughout 2024, with more accentuated variations throughout the quarters.

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





### **TOTAL COSTS AND EXPENSES (% Net Rev)**

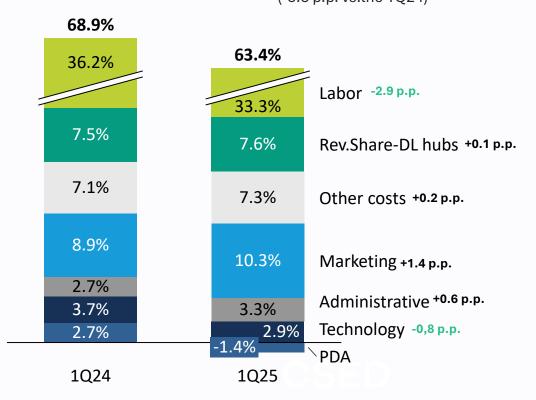
FINANCIAL DATA



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 our students.

In 1Q25, costs and expenses (cash effect<sup>1</sup>) totaled 63.4% of the Company's net revenue, representing a reduction of 5.5 p.p. when compared to 1Q24. The gains in the period came from the improvement in the labor line of 2.9 p.p. and the PDA line, which showed a positive result in the period, reflecting the update of delinquency estimates implemented in 4Q24.

## Efficiency gains in the Labor, Technology and PECLD lines in 1Q25 (-5.5 p.p. vs.the 1Q24)



<sup>&</sup>lt;sup>1</sup>Costs and Expenses excluding the effects of depreciation and amortization



## **NET EARNINGS 1Q25**

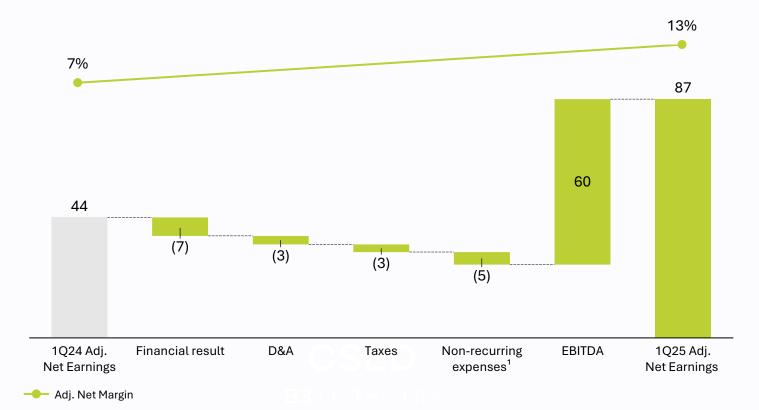
FINANCIAL DATA

### 98% expansion in adjusted net earnings and 5.8 p.p. in net margin in 1Q25

R\$ million	1Q25	1Q24	%
EBITDA	251,1	190,6	31,7%
D&A	(65,5)	(62,3)	5,0%
Financial Result	(64,2)	(55,6)	15,4%
Lease liability interest	(29,6)	(31,4)	(5,6%)
Taxes	(5,4)	(2,7)	104,6%
Net Earnings	86,4	38,6	123,7%
Net Margin	12,9%	6,3%	+654bps
Non recurring expenses	0,9	5,5	(83,7%)
Adj. Net Earnings*	87,3	44,1	98,1%
Adj. Net Margin	13,0%	7,2%	+578bps



Adjusted Net Earnings in the first quarter was R\$ 87.3 million, representing an increase of 98.1% vs. the same period of the previous year, as a result of the expansion of EBITDA in the period.



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



## **ACCOUNTS RECEIVABLES 1Q25**

FINANCIAL DATA

#### Improvement in the Days of Receivables

R\$ million	1Q25	1Q24	%
Gross Receivables	474,5	613,6	(22,7%)
PVA	(23,1)	(14,6)	58,0%
PDA	(218,6)	(321,5)	(32,0%)
Net Receivables	232,8	277,5	(16,1%)
Days of Receivables LTM*	32	43	-10 days



The days of receivables in 1Q25 was 32 days, a reduction of 10 days compared to the same period in the previous year, as a result of several factors, including: (i) better management of payment methods (greater participation of PIX, 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 1Q24.

### **CAPEX\* 1Q25**

FINANCIAL DATA

#### Specific reduction in the quarter vs. last year

R\$ million	1Q25	1Q24	%
Infrastructure / Technology	(12,2)	(38,4)	(68,1%)



Investments in 1Q25 were approximately R\$ 12,2 million, representing a decrease of 68% vs. 1Q24. It is worth noting that the Company continues with its annual investment budget and that in 2025 we should see a greater concentration of disbursements between 2Q25 and 4Q25.

<sup>\*</sup>Last Twelve Months DoR: Accounts Receivable/Net Revenue for the LTM\*365

<sup>\*</sup>Management information



## FREE CASH FLOW 1Q25

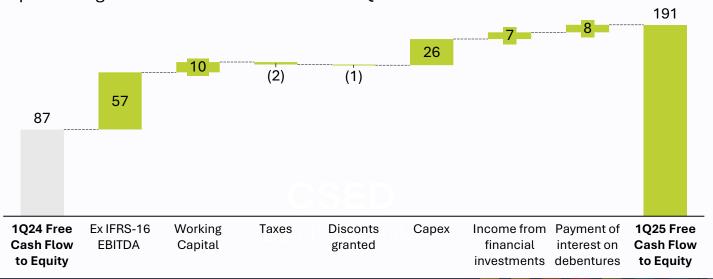
FINANCIAL DATA

#### Free Cash Flow to Equity with 121% expansion in 1Q25

R\$ million	1Q25	1Q24	%
EBITDA	251,1	190,6	31,7%
Rent	(58,1)	(54,8)	6,1%
Ex-IFRS-16 EBITDA	193,0	135,9	42,0%
Working Capital	35,5	25,2	40,8%
Taxes	(3,4)	(1,0)	250,7%
Discounts granted	(25,0)	(24,3)	2,8%
Operating Cash Flow	200,1	135,8	47,3%
OCF/Ex-IFRS EBITDA	103,6%	99,9%	-
Capex	(12,2)	(38,4)	(68,1%)
Free Cash Flow	187,8	97,4	92,8%
FCF/Ex-IFRS EBITDA	97,3%	71,7%	-
Financial Result (cash)	3,5	(10,7)	-
Free Cash Flow to Equity	191,3	86,7	120,7%
CFE/Ex-IFRS EBITDA	99,1%	63,8%	-
Debenture raising	298,5	-	-
Debentures downpayments (principal)	(21,0)	(58,1)	(63,9%)
Acquisitions	(206,5)	(55,1)	274,4%
Payment of tax installments	(5,0)	(5,5)	(9,3%)
Net Cash Flow	66,0	(118,8)	-
Cash at the end of period	812,7	490,8	65,6%



Free Cash Flow in 1Q25 was R\$ 187.8 million, 92.8% higher than in 1Q24. The strong free cash flow in the period reflects the expansion of EBITDA, better management of working capital and reduction in Capex. Free Cash Flow to Equity was R\$ 191.3 million, representing 99.1% of EBITDA ex IFRS-16 in 1Q25.





### **NET DEBT (CASH)**

FINANCIAL DATA

#### Leverage of 1.0x in 1Q25

R\$ million	1Q25 (a)	1Q24 (b)	(a)/(b)	4Q24 (c)	(a)/(c)
Cash	(812,7)	(490,8)	65,6%	(555,3)	46,3%
Financial Debt	1.322,5	787,2	68,0%	1.023,4	29,2%
Acquisition	63,9	376,9	(83,0%)	306,0	(79,1%)
Net Debt (Cash)	573,8	673,3	(14,8%)	774,0	(25,9%)
Net Debt/Adj. EBITDA UDM (Ex IFRS-16)	1,0x	1,3x	(29,1%)	1,4x	(32,3%)
Lease	1.228,3	1.293,7	(5,1%)	1.226,6	0,1%
Net Debt (Cash) after Lease	1.802,1	1.967,0	(8,4%)	2.000,7	(9,9%)

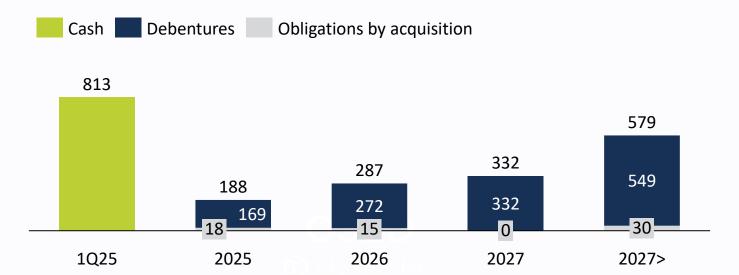


The Company ended 1Q25 with Net Debt (excluding lease liabilities) of R\$ 573.8 million, compared to R\$ 673.3 million in the previous year, representing a decrease of 14.8%, due to the payment of R\$ 60 million as dividends and the disbursement of R\$ 158 million for the acquisition of FAPI, whose EBITDA contributed little to the Company's EBITDA, considering the acquisition date (06/12/2024).



As reported in the previous release, in Feb/2025, we concluded the 2nd Debenture Issuance of Cruzeiro do Sul Educacional, in the amount of R\$ 300 million, to reinforce cash, within the scope of the ordinary management of the business. The interest rates were 100% of the CDI + 1.35% p.y., with a term of 60 months, with the first installment due in February 2028. Also, in 1Q25, we made the payment of R\$ 206 million related to the last installment of the acquisition of Universidade Positivo.

In order to illustrate the Company's debt profile, we present below the amortization schedule segregated by type of debt, highlighting that the current cash level allows all debts to be honored until the end of 2027.



<sup>\*</sup>Net Financial Debt/EBITDA LTM ex IFRS-16





## **STUDENT BASE**

**APPENDIX** 

## STUDENTS BASE - Q/Q MOVEMENT

End of Period	Total	On-campus	Digital
4Q24	526	159	367
Intake	196	61	135
Dropout	(111)	(24)	(87)
Graduation	(37)	(16)	(21)
Grad shool and K12	6	(0)	6
1Q25	580	180	401

## STUDENTS BASE – BY ENROLLMENT TYPE

Students (000)	1Q25	1Q24	YoY
On-campus graduation	166	157	6,2%
Med school	5	4	24,6%
Grad school and K12	8	8	(1,2%)
On-campus	180	169	6,3%
Digital graduation	367	315	16,5%
Hybrid	93	73	27,5%
Grad School and K12	34	30	11,0%
Digital	401	345	16,0%
Total	580	514	12,9%

#### Ų **NUMBER OF MEDICAL SEATS**

Institution	City	Course Concept	Annual Seats	% Portfolio
UNICID	São Paulo (SP)	4	276	27%
POSITIVO	Curitiba (PR)	5	169	17%
FAPI	Pinhais (PR)	4	154	15%
UNIPÊ	João Pessoa (PB)	5	140	14%
UNIFRAN	Franca (SP)	4	100	10%
CEUNSP	Itu (SP)	5	60	6%
FSG	Caxias do Sul (RS)	5	60	6%
CESUCA	Cachoeirinha (RS)	5	60	6%
Total			1019	100%



### **HUBS AND CAMPUSES**

**APPENDIX** 



#### **INFRASTRUCTURE**

EoP	1Q25	1Q24	Δ	%
Digital hubs	1.590	1.713	(123)	(7,2%)
Campuses	28	27	1	3,7%

## IFRS16 EBITDA, PRE-IFRS16 EBITDA & NON-RECURRING

**APPENDIX** 

## ADJUSTED EBITDA

R\$ million	1Q25	1Q24	%
Adjusted EBITDA IFRS-16	252,0	196,1	28,5%
Rents	(58,1)	(54,8)	6,1%
Adjusted EBITDA pre IFRS-16	193,9	141,3	37,2%
Adjusted EBITDA pre IFRS-16 margin	28,9%	23,1%	+571bps

## NON RECURRING

R\$ million	1Q25	1Q24	%
Projects, M&A, Strategic Plan and Restructuring	0,9	5,5	(83,7%)



### P&L APPENDIX

R\$ million	1Q25	1Q24
On-campus	480,3	424,9
Health	342,0	286,2
Digital	212,8	203,0
Revenue net of scholarships, cancellations and discounts	693,1	627,8
Other revenues	3,0	3,3
Taxes	(24,4)	(20,7)
Net Revenue	671,8	610,5
Labor	(179,3)	(177,5)
Right of use amortization	(32,4)	(31,6)
Revenue share - DL hubs	(51,2)	(46,1)
Other costs	(55,7)	(50,6)
COGS	(318,6)	(305,8)
Gross Profit	353,1	304,7
Gross Margin	52,6%	49,9%
SG&A	(149,7)	(135,5)
Labor	(44,5)	(43,7)
Marketing	(69,4)	(54,4)
Administrative	(35,9)	(37,4)
D&A	(33,0)	(30,8)
Provision for doubtful accounts	9,2	(16,6)
Other revenues	6,0	6,4
EBIT	185,7	128,3
D&A	65,5	62,3
EBITDA	251,1	190,6
EBITDA Margin	37,4%	31,2%
COGS - non recurring	-	-
Expenses - non recurring	0,9	5,5
Adjusted EBITDA	252,0	196,1
Adjusted EBITDA Margin	<i>37,</i> 5%	32,1%
Financial results	(93,8)	(87,0)
EBT	91,8	41,3
Taxes	(5,4)	(2,7)
Net Earnings	86,4	38,6
Non recurring expenses	0,9	5,5
Adjusted Net Earnings	87,3	44,1



## **BALANCE SHEET**

**APPENDIX** 

	Mar.25	Mar.24
Fotal Assets	4.806.949	4.478.204
Current Assets	1.098.451	902.161
Cash and Equivalents	812.677	490.786
Accounts Receivables	199.830	252.231
Taxes and Contributions	16.180	37.427
Other Assets	69.764	121.717
Non-current Assets	3.708.498	3.576.043
Long Term Assets	199.584	179.995
Accounts Receivables	32.985	25.244
Judicial Deposits	27.045	24.271
Other Assets	26.981	26.251
Deferred Taxes	112.573	104.229
Investiments	146	146
Property and Equipment	574.676	587.984
Right of Use	999.961	1.090.186
Intangible	1.934.131	1.717.732
	Mar.25	Mar.24
Total Liabilities	3.249.749	3.053.097
Current Liabilities	815.697	1.073.851
Bond (Debentures)	201.162	211.849
Suppliers	117.245	96.780
Related Parties	3.712	3.162
Salaries and Payroll Charges	154.890	153.668
Tax Liabilities	82.674	54.229
Customer Advance	80.930	73.225
Leasing	132.065	110.065
Acquisitions	33.705	362.635
Deferred Revenues	722	722
Others	8.592	7.516
Non-Current Liabilities	2.434.052	1.979.246
Bond (Debentures)	1.121.338	575.367
Salaries and Payroll Charges	2.589	5.008
Tax Liabilities	102.148	112.983
Deferred Taxes	14.702	15.495
Judicial Deposits	55.225	59.709
Leasing	1.096.246	1.183.600
Acquisitions	30.227	14.257
Deferred Revenues	7.883	8.605
Others	3.694	4.222
Shareholder's Equity	1.557.200	1.425.107
Capital	1.203.576	1.203.576
Capital Reserves	102.993	102.993
Earnings Reserves	87.220	79.914
Retained Earnings	86.411	38.624
Proposed dividends	77.000	
Liabilities + Shareholder's Equity	4.806.949	4.478.204



## **CASH FLOW**

#### **APPENDIX**

R\$	1Q25	1Q24
Profit (Loss) before income taxes	91.840	41.277
Depreciation and amortization	32.663	30.758
Right of use amortization	32.788	31.557
Amortization of fund raising costs	412	181
Acquisitions Interests	(264)	10.648
Bonds (debentures) Interests	36.717	24.302
Lease Interests	29.649	31.424
PV Assets and Liabilities	4.798	1.753
Judicial Deposits Provision	335	(638)
Provision for Doubtful Accounts	(9.204)	16.562
PPE and Intangibles	896	396
Asset Sale Deferred Revenues	(180)	(180)
Lease discontinuation	-	(896)
Adjustements to Profit (Loss) before taxes to reconcile		(666)
with the cash flow	220.450	187.144
Changes in assets	_	_
Accounts receivable	(8.705)	(12.376)
Judicial Deposits	(2.112)	300
Taxes Recoverable	(4.049)	(1.060)
Other Credits	(17.419)	(27.007)
Other oredite	(17.413)	(27.007)
Changes in liabilities		40.074
Suppliers	30.182	13.271
Salaries and Payroll Charges	32.505	20.512
Taxes	15.999	(7.936)
Related Parties	291	(4)
Customer Advance	8.125	25.676
Others	363	(188)
	275.630	198.332
Taxes	(3.412)	(973)
Net cash from operating activities	272.218	197.359
Cash flow from investments		
Acquisitions	(206.489)	(55.147)
PPE acquisitions	(6.830)	(19.678)
Intangible acquisitions	(5.412)	(18.697)
Net cash from investing activities	(218.731)	(93.522)
Cash flow from finacing activities		
Debenture raising	298.547	-
Bonds (Debentures) downpayments	(36.584)	(81.214)
Lease downpayments	(58.104)	(54.752)
Net cash from financing activities	203.859	(135.966)
Increase (decrease) of cash and equivalents	257.346	(32.129)
Cash and Equivalents		. ,
At the beginning	555.331	522.915
At the end	812.677	490.786
Increase (decrease) of cash and equivalents	257.346	(32.129)



## **Glossary**

- Y/Y: Acronym for "year-on-year" comparison;
- BU Digital: Digital Business Unit;
- Bps: Refers to Basis Point;
- BU On-campus: On-campus Business Unit;
- · BU Health: Health Business Unit;
- CAPEX: Refers to "Capital Expenditure" which means investment made in the operation;
- CI: Acronym for Conceito Institucional (Institutional Concept)
- CNPq: Acronym for "Conselho Nacional de Desenvolvimento Científico e Tecnológico";
- CSED: Cruzeiro do Sul Educacional;
- D&A: Depreciation and Amortization;
- Digital: Refers to Digital Education;
- EBITDA: Earnings Before Interest, Taxes, Depreciation and Amortization;
- EBIT: Earnings Before Interest and Taxes;
- Enade: Acronym for Exame Nacional de Desempenho dos Estudantes (National Student Performance Exam);
- HEI: Acronym for Higher Education Institutions
- IDD: Indicador de Diferença entre os Desempenhos Observado e Esperado (Indicator of Difference between Observed and Expected Performance)
- IFRS: International Financial Reporting Standards;
- IGC: Acronym for Índice Geral de Cursos (General Course Index);
- Taxes: Taxes;
- K: Acronym for "Thousand";
- KPI: Acronym for Key Performance Indicator;
- MEC: Acronym for "Ministério da Educação";
- MM: Acronym for "Million";
- p.p.: Refers to Percentage(s) Point(s);
- PDA: Provisions for Doubtful Accounts;
- PVA: Present Value Adjustment;
- On-campus: Refers to On-campus Education;
- SG&A: Sales, General and Administratives Expenses;
- LTM: Last Twelve Months;
- Vs.: Acronym for "Versus";
- x: Acronym for "times";
- 1Q24: Refers to the first quarter of 2024;
- 1Q25: Refers to the first quarter of 2025;

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~: Acronym for "Approximately"







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