



## *4Q22 Results*



### **Video conference**

March 24, 2023

(Simultaneous translation)

10:00 am (Brasilia) / 9:00 am (NY)

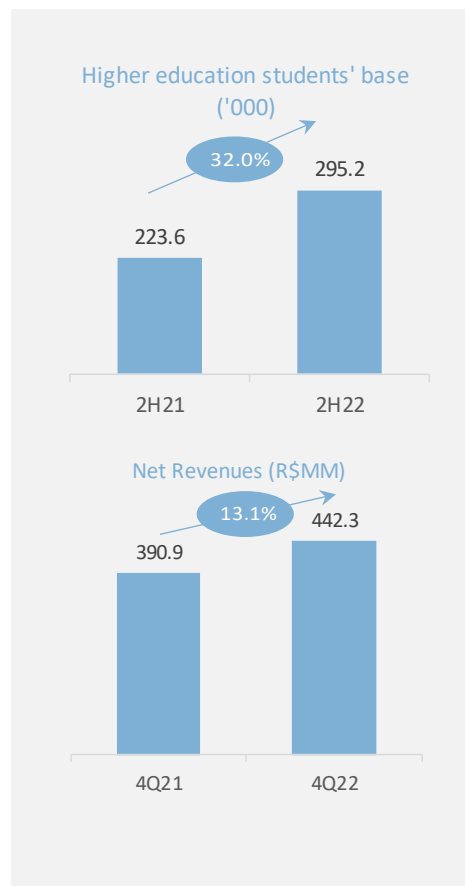
Participants link:

[ri.sereducacional.com](https://ri.sereducacional.com)

**Recife, March 24, 2023** - Ser Educacional S.A. (B3 SEER3), announces the results for the fourth quarter of 2022 (4Q22). The information is presented in compliance with IFRS, consolidated in Brazilian reais (R\$) and comparisons refer to 4Q21, unless otherwise specified. 4Q22 results include the consolidation of UNIFAEL, Plantão Veterinário and Delinea, consolidated in 1Q22. The summary of the results of these acquisitions, as well as Digital Learning, is available in the section entitled "Main indicators by segment".

#### Highlights 4Q22 x 4Q21

- ✦ **32.0% growth in the student base**, which reached 295.2 thousand students, after the consolidation of UNIFAEL acquisition, which took place in January 2022.
- ✦ **13.1% growth in consolidated net revenue** (+4.7% excluding acquisitions in the period).
- ✦ **Operating net cash generation amounted to R\$ 28.2 million**, 111.2% increase versus the same period last year.
- ✦ **Reduction in average net receivable days** proforma from 117 to 110 days.
- ✦ **Adjusted EBITDA reached R\$ 71.3 million in 4Q22**, compared to R\$ 84.4 million in 4Q21, representing a 15.5% drop.
- ✦ Ser Educacional's institutions reported **solid improvement in its quality indicators** with the results of the ENADE (National Student Performance Examination) showing an increase of 11 p.p. in grades 3, 4 and 5 between comparable cycles from 2017 to 2021. IDD 2021 (Indicator of Difference between Observed and Expected Performances), showed the best performance among companies listed on B3, with an index of 88% of grades between 3, 4 and 5 and had 92% of its digital graduation courses re-accredited by MEC with grade 4 or 5.
- ✦ On 01/02/23, the **Ser Educacional completed the acquisition of Centro Universitário 7 de Setembro – UNI7**. One of the most renowned educational institutions in Fortaleza (CE) worth around 1,600 students enrolled.
- ✦ On 01/13/23, the **Extraordinary Shareholders' Meeting**, aiming to simplify its operations and optimize operating costs, approved the merger of the 3 educational institutions in the state of Piauí: Centro de Ensino Superior Piauiense Ltda.; CIESPI-Centro Integrado de Educação Superior do Piauí Ltda. and Sociedade de Ensino Superior Piauiense Ltda.
- ✦ On 01/13/23, the Company ended its **Share Buyback Program**, totaling 386.8 thousand shares repurchased since its opening on 01/13/22, equivalent to 0.73% of the total outstanding shares.



Financial Highlights (R\$ '000)	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
Net Revenue	442,255	390,900	13.1%	1,676,343	1,407,358	19.1%
Adjusted Cash Gross Profit	273,143	262,385	4.1%	1,039,052	942,816	10.2%
Adjusted Cash Gross Margin	61.8%	67.1%	-5.4 p.p.	62.0%	67.0%	-5.0 p.p.
Adjusted EBITDA	71,322	84,448	-15.5%	292,569	317,465	-7.8%
Adjusted EBITDA Margin	16.1%	21.6%	-5.5 p.p.	17.5%	22.6%	-5.1 p.p.
Adjusted Net Income	(441)	30,758	N.M.	835	109,199	-99.2%
Adjusted Net Margin	-0.1%	7.9%	N.M.	0.0%	7.8%	-7.7 p.p.

## Message from Management

2022 was relevant for Ser Educacional, marked by the significant development of three pillars: strategic acquisitions, organic growth, and investments in the development of its continuing education ecosystem. These initiatives enabled a 32% growth in the total student base and 19.1% in net revenue, compared to 2021, due to the balanced collaboration between acquisitions, which accounted for 9.4% of net revenue growth and organic growth, which represented an expansion of 9.7%.

Among the acquisitions made by the Company, the highlight in 2022 was UNIFAEEL integration, one of the largest undergraduate Digital Learning institutions in Brazil, which represented an investment, so far, of R\$ 280.0 million. The transaction allowed Ser Educacional to significantly increase its market share, adding 87,600 students to its total student base at the beginning of the year. The transaction has high strategic value as it allowed the Company to reach the entire national territory, significantly increasing its capillarity and omnichannel offering of undergraduate, graduate, free, extension, and other courses, through strong and recognized regional brands in the labor market.

In the context of organic growth, the Company continues to develop its continuing education ecosystem, which in 2022 showed significant growth compared to the previous year, increasing the Company's ancillary revenues (recorded in other revenues) representation as compared to net revenue and recorded 122.8% growth, now representing 3.4% of net revenue in 2022 compared to 1.8% in 2021.

This evolution shows that these initiatives are gradually gaining significance and are expected to become more relevant in the Company's operations as they evolve. A highlight in 2022 was the solid growth of GoKursos and GoDigital.Edu, which have become increasingly recognized brands in the market for free digital courses, as well as the successful launch of the professional social network Peixe30, which exceeded the mark of 400 thousand users in less than a year of launch, in addition to the inauguration of the veterinary hospital of the DOK network in Maceió (AL), which now has 4 units with high complexity care.

This environment of organic growth combined with acquisitions, was supported by a recovery in demand between the second half of 2021 and the first half of 2022, mainly reflecting the cooling of the effects of Covid-19 pandemic. However, from the second quarter of 2022 onwards, a more challenging scenario was seen, impacted especially by inflation throughout the year and impacted the disposable income of Brazilian families, and therefore the demand for higher education and the Company's cost and expense structure.

Aware of this scenario, Ser Educacional started an operational optimization plan from the third quarter of 2022, which aims to improve the occupancy rate of its campuses, through the return of properties with low utilization, optimization of costs and related operational expenses and increased focus on offering courses with a higher average ticket and better profitability, in addition to hiring consultants to enhance organizational development and increase the automation of its internal processes. Other priority of this plan is reducing financial debt, to lower the impact of financial expenses on results. With this, the Company seeks to recover its operating performance while advancing with the development of its continuing education ecosystem, UNIFAEEL integration and the combined development of its Hybrid and Digital Learning operations.



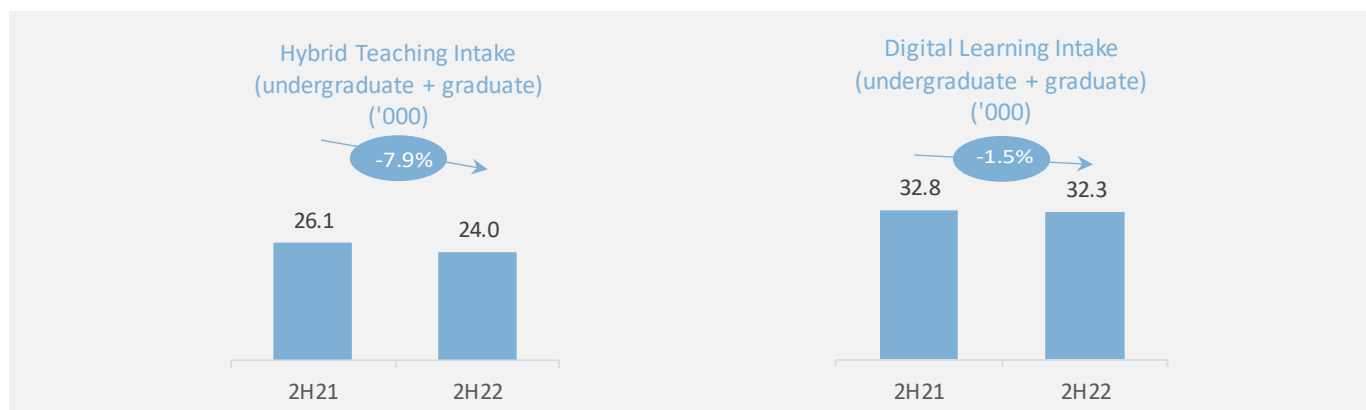
From an academic point of view, Ser Educacional had solid results, showing improvement in ENADE (National Student Performance Examination) indicators, which showed an increase of 11 percentage points in grades 3, 4 and 5 in comparable cycles between 2017 and 2021, from 47% in 2017 to 58% in 2021. IDD 2021 (Indicator of Difference between Observed and Expected Performance), Ser Educacional had the best performance among the companies listed on B3 with an index of 88% of grades between 3, 4 and 5, compared to 80% as compared to the average of market peers. In digital undergraduate segment, results have also been favorable with 92% of the courses reaccredited by MEC with grade 4 or 5, evidencing once again the solid position of the Company in relation to its academic quality.

Ser Educacional's Management thanks its students, teachers, employees, shareholders and service providers for their trust and partnership in the mission of transforming Brazil through education, conveying values such as entrepreneurship, culture and social responsibility to the communities in which their operations are located.

## OPERATIONAL PERFORMANCE

### 2H22 Student Intake Results

Student Enrollment of Continued Education			
Segment	2H22	2H21	% Chg
Hybrid Teaching (undergraduate + graduate)	24.0	26.1	-7.9%
Hybrid Teaching (Ex-Acquisitions)	24.0	24.5	-2.0%
Digital Learning (undergraduate + graduate)	32.3	32.8	-1.5%
Digital Learning (Ex-Acquisitions)	18.8	32.3	-41.8%
<b>Total Enrollment</b>	<b>56.3</b>	<b>58.9</b>	<b>-4.4%</b>
<b>Total Enrollment (Ex-Acquisitions)</b>	<b>42.9</b>	<b>56.8</b>	<b>-24.6%</b>



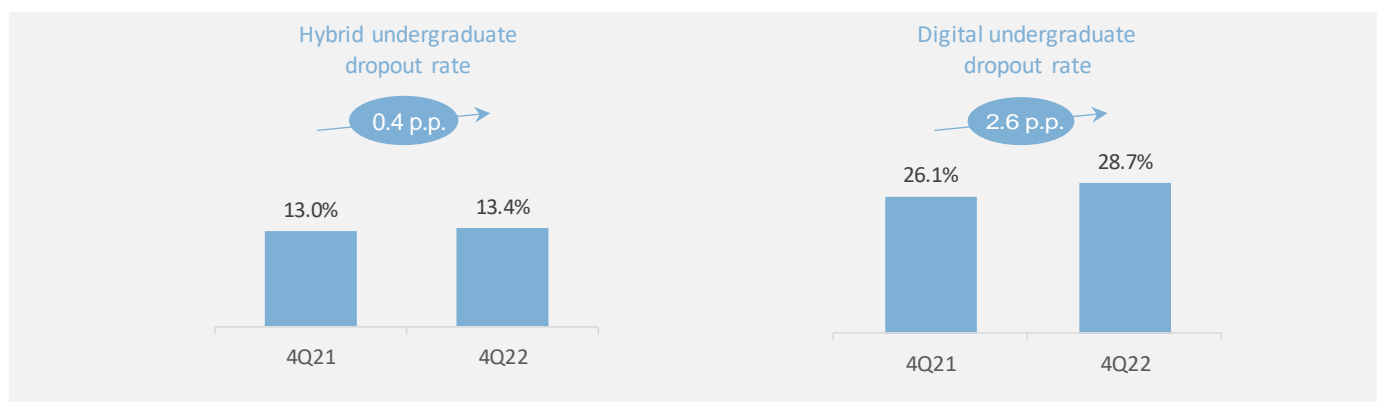
#### Hybrid Learning (on-campus) student intake - 2H22

Hybrid undergraduate intake showed a 7.5% drop when comparing 2H22 and 2H21, mainly due to the effect of the economic scenario that impacted household disposable income, particularly the high inflation, combined with a robust comparison basis of enrollment of students recorded in 2H21, which was a record in the Company's history for a second semester, with 22.6% growth as compared to 2H20 and a more conservative discount policy, aimed at improving the Company's average ticket.

## Digital learning student intake - 2H22

Digital Learning ended 2H22 intake with 1.5% drop. Excluding FAEL, Digital Learning was down 41.8% as 2021 was a year of record intake and with less competition in terms of the portfolio of courses with Hybrid Learning itself, in addition to lack of on-campus theoretical classes in 2021, which has increased the attractiveness for Digital Learning and the stiffer competition especially for 100% online courses. Additionally, the Company adopted a more conservative pricing policy for this segment, especially for 100% online courses, with a view to prioritizing an improvement of the average ticket.

## Dropout Rate<sup>1</sup>



(1) Dropout rate = dropout of the period / enrolled students at the end of the previous semester - graduates + intake + acquisitions)

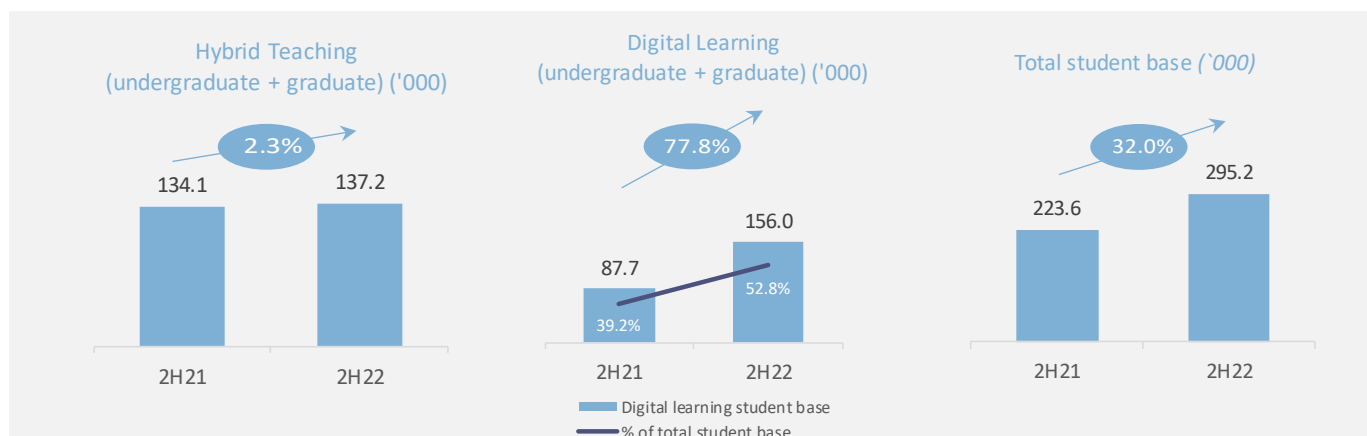
Hybrid Learning undergraduate segment showed a 0.4 p.p. increase in dropout rate, when comparing 2H22 and 2H21, virtually flat versus the same period of the previous year and reflects the improvement of this indicator already identified since 2021.

In digital undergraduate segment, dropout rate was 28.7%, versus 26.1% in 2H21, representing a 2.6 p.p. increase, mainly due to higher financial default in the segment, when comparing the two periods.

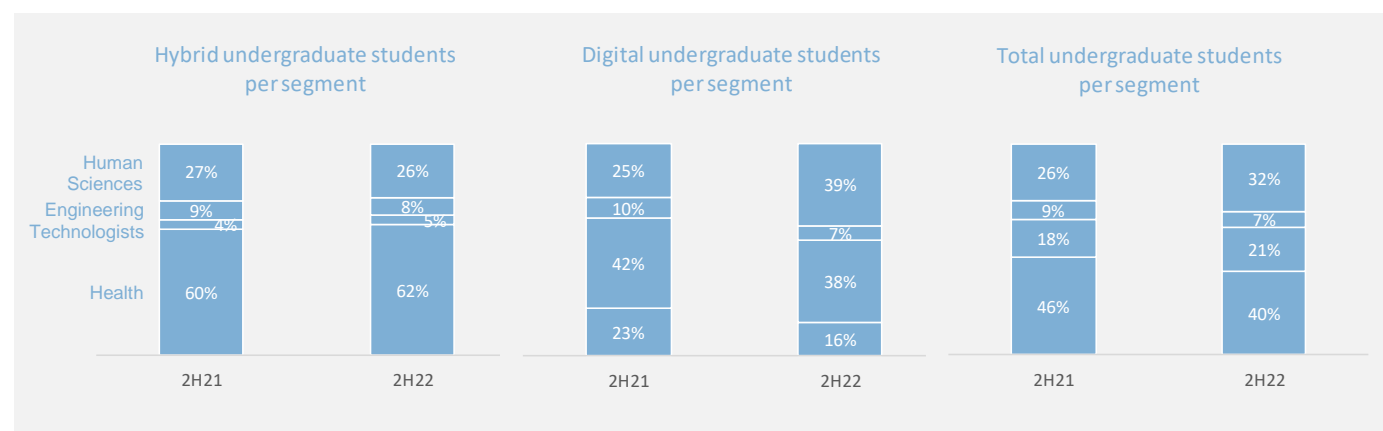
## Evolution of the Student Base

Number of Students	Undergraduate		Graduate		Vocational		Total
2022.2	Hybrid (On Campus)	Digital	On Campus	Digital	On Campus	Digital	Total
<b>Jun22 Base</b>	<b>139,624</b>	<b>153,329</b>	<b>1,181</b>	<b>28,669</b>	<b>1,860</b>	<b>408</b>	<b>325,071</b>
Enrollments	23,761	27,598	271	4,654	401	43	56,728
Acquisition	-	-	-	-	-	-	-
Leavers	(6,152)	(3,724)	(260)	(2,542)	(473)	(2)	(13,153)
Dropouts	(21,133)	(50,854)	(53)	(1,148)	(279)	(17)	(73,484)
<b>Dec22 Base</b>	<b>136,100</b>	<b>126,349</b>	<b>1,139</b>	<b>29,633</b>	<b>1,509</b>	<b>432</b>	<b>295,162</b>
% Dec22 Base / Jun22 Base	-2.5%	-17.6%	-3.6%	3.4%	-18.9%	5.9%	-9.2%
% Dec22 Base / Dec21 Base	2.6%	70.2%	-19.8%	119.9%	-12.6%	0.0%	31.9%
<b>Dec22 Base (Ex-Acquisitions)</b>	<b>136,100</b>	<b>73,793</b>	<b>1,139</b>	<b>13,538</b>	<b>1,509</b>	<b>2</b>	<b>226,081</b>
% Dec22 Base / Dec21 Base	2.6%	-0.6%	-19.8%	0.4%	-12.6%	0.0%	1.1%





The evolution of the student base in the hybrid learning segment was mainly due to the growth in intake and reduction in dropout recorded in the first half of 2022, and partially offset by the decrease in intake and slight increase in the dropout rate in 2H22. In Digital Learning, the growth in the student base is due to FAEL acquisition, completed in January 2022.



## Student Financing

STUDENT LOANS	Dec/21	1Q22	2Q22	3Q22	Dec/22
<b>Hybrid (on campus) Undergraduate Students</b>	<b>132,711</b>	<b>138,397</b>	<b>139,624</b>	<b>135,565</b>	<b>136,100</b>
FIES Students	16,319	10,521	13,399	13,534	14,321
% of FIES Students	12.3%	7.6%	9.6%	10.0%	10.5%
EDUCRED Students	2,885	1,623	2,135	1,488	1,738
% of EDUCRED Students	2.2%	1.2%	1.5%	1.1%	1.3%
PRAVALER Students	356	377	563	777	1,071
% of PRAVALER Students	0.3%	0.3%	0.4%	0.6%	0.8%
<b>Total Students Loans</b>	<b>19,560</b>	<b>12,521</b>	<b>16,097</b>	<b>15,799</b>	<b>17,130</b>
% of Total Students Loans	14.7%	9.0%	11.5%	11.7%	12.6%
<b>Digital Undergraduate Students</b>	<b>74,251</b>	<b>162,017</b>	<b>153,329</b>	<b>137,820</b>	<b>126,349</b>
PROUNI - Hybrid Undergraduate	15,630	13,933	13,430	15,912	12,123
PROUNI - Digital Undergraduate	850	2,135	4,837	7,257	5,196
<b>Total PROUNI Students</b>	<b>16,480</b>	<b>16,068</b>	<b>18,267</b>	<b>23,169</b>	<b>17,319</b>
% of PROUNI Students	8.0%	5.3%	6.2%	8.5%	6.6%

In the 4Q22 FIES represented 10.5% of the hybrid undergraduate base and 4.9% of the total student base. The student base of Educured and PraValer financing programs is still in a downward trend, due to a change in the market dynamics in recent years that has favored discounts over student financing options.

## Average Net Ticket

Average Ticket (R\$)	4Q22	4Q21	% Chg. 4Q22 x 4Q21
Hybrid Teaching (Undergraduate)	839.09	803.02	4.5%
Hybrid Teaching (Undergraduate + graduate)	836.34	799.77	4.6%
Digital Learning (Undergraduate + graduate)	177.13	222.30	-20.3%
Total Net Average Ticket	483.04	567.41	-14.9%

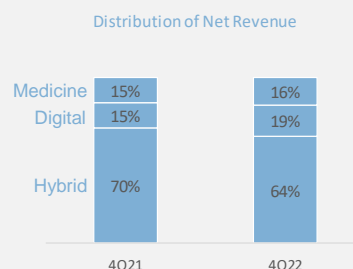
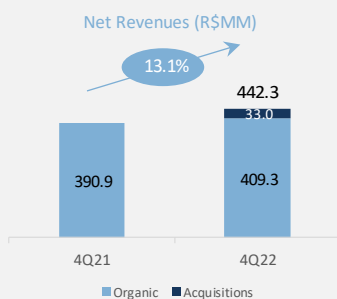
As shown above, average ticket for Hybrid Learning increased 4.6% compared to the same period of the previous year, due to the transfer of prices and the improvement in the course mix. In Digital Learning, the decrease in the average ticket was due to the change in the mix of courses, which increased the student base of 100% online courses as a result of organic intake and UNIFAEL acquisition.

## FINANCIAL PERFORMANCE

### Costs of Services Provided

Gross Revenue - Accounting (R\$ '000)	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>Gross Operating Revenue</b>	<b>833,956</b>	<b>728,579</b>	<b>14.5%</b>	<b>3,428,929</b>	<b>2,804,769</b>	<b>22.3%</b>
Hybrid Teaching Monthly Tuition	708,586	632,723	12.0%	2,824,456	2,469,642	14.4%
Digital Learning Monthly Tuition	109,288	84,471	29.4%	543,162	308,131	76.3%
Others	16,082	11,385	41.3%	61,311	26,996	127.1%
<b>Deductions from Gross Revenue</b>	<b>(391,701)</b>	<b>(337,679)</b>	<b>16.0%</b>	<b>(1,752,586)</b>	<b>(1,397,411)</b>	<b>25.4%</b>
Discounts and Scholarships	(296,786)	(256,944)	15.5%	(1,403,090)	(1,071,515)	30.9%
PROUNI	(78,776)	(65,460)	20.3%	(288,009)	(270,687)	6.4%
FGEDUC And FIES charges	(858)	(2,126)	-59.6%	(2,787)	(7,655)	-63.6%
Taxes	(15,281)	(13,149)	16.2%	(58,700)	(47,554)	23.4%
% Discounts and Scholarships/ Net Oper. Rev.	35.6%	35.3%	0.3 p.p.	40.9%	38.2%	2.7 p.p.
<b>Net Operating Revenue</b>	<b>442,255</b>	<b>390,900</b>	<b>13.1%</b>	<b>1,676,343</b>	<b>1,407,358</b>	<b>19.1%</b>
Hybrid Teaching Monthly Tuition	344,335	321,824	7.0%	1,263,553	1,177,491	7.3%
Digital Learning Revenues	83,115	58,505	42.1%	356,208	204,466	74.2%
Others	14,806	10,571	40.1%	56,582	25,401	122.8%

- The 14.5% increase in gross revenue stems from the consolidation of recent acquisitions, the organic increase in the volume of students enrolled in the hybrid undergraduate program and the annual transfer of monthly tuition fees.
- The 13.1% increase in net revenue was due to the same reasons described above, partially compensated by the 14.9% drop in average ticket, due to the change in the student mix as abovementioned.



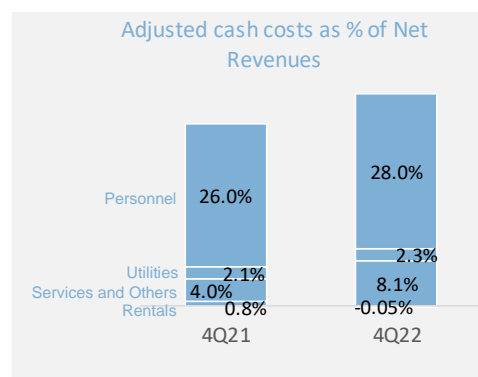
Breakdown of Cost of Services Rendered <sup>1</sup> Accounting (R\$ '000)	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>Cost of Services Rendered</b>	<b>(225,344)</b>	<b>(174,645)</b>	<b>29.0%</b>	<b>(842,844)</b>	<b>(645,916)</b>	<b>30.5%</b>
Payroll and Charges	(127,054)	(102,483)	24.0%	(456,041)	(386,014)	18.1%
Rent	212	(3,071)	N.M.	(15,100)	(13,138)	14.9%
Concessionaires (Electricity, Water and Telephone)	(10,012)	(8,088)	23.8%	(37,245)	(26,534)	40.4%
Third-Party Services and Others	(35,650)	(15,727)	126.7%	(135,690)	(49,066)	176.5%
Depreciation and Amortization	(52,840)	(45,276)	16.7%	(198,768)	(171,164)	16.1%

<sup>1</sup> Excluding depreciation and amortization.

- a) Personnel costs and charges increased 24.0% increase when compared to 4Q21. Excluding personnel costs from acquisitions, personnel and charges increased by 17.4%, ending 4Q22 at R\$ 120.3 million, due to the increase in personnel and collective labor agreement, when comparing the two periods, specially in new units that are still not reached business maturity in their business performances. The Company had non-recurring costs of R\$ 3.4 million in the quarter, mainly due to a provision for INSS – social security tax – over 1/3 vacation salary in comply with the Brazilian Supreme Court decision issued during 1Q23, which can be better analyzed in the managerial table presented below.
- b) Rental costs reached R\$ 0.6 million in 4Q22, versus R\$ 3.1 million in 4Q21, due to the measurement of rents that used to be treated as expenses and were calculated in accordance with IFRS-16 accounting standards, with the effects being, in practice, reclassified to depreciation and interest on lease accounts. The impact on adjusted EBITDA can be seen in the line of minimum rents paid, which, as can be seen in the adjusted EBITDA table, this line shows a 39.0% increase, from R\$ 30.5 million to R\$ 42.3 million, reflecting exactly the reclassification between accounts and the increase in rental cost, which when added together, the net increase is 27.2%. This increase is due to the expected adjustment of agreements in line with inflation, the increase in the leased property base and the return of the leases of several UNINORTE properties that were anticipated in May 2017, classified as "Advantageous Lease Agreement", which were recognized as amortization until May 2022.



- c) The utilities line showed a 23.8% increase, as a result of the gradual resumption of administrative activities and on-campus practical classes resulting from the weakening of the pandemic, in addition to tariff increases in the period and the integration of acquired institutions;
- d) The 126.7% increase in the line of third-party and other services is mainly explained by the commissioning of FAEL learning centers, the increase in the volume of practical classes that were resumed as of the second half of 2021, as well as the growth in the share of digital learning and health courses in the student base. Excluding acquisition costs, the line of third-party services and others was R\$ 21.8 million.



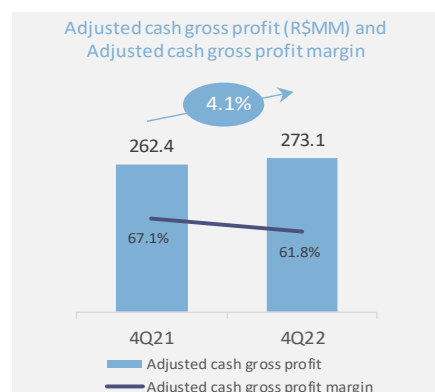
The table below shows managerial operating costs, which are adjusted for non-recurring effects.

Breakdown of Cost of Services Rendered <sup>1</sup> Adjusted (R\$ '000)	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>Cost of Services Rendered</b>	<b>(221,952)</b>	<b>(173,791)</b>	<b>27.7%</b>	<b>(836,059)</b>	<b>(635,706)</b>	<b>31.5%</b>
Payroll and Charges	(123,662)	(101,629)	21.7%	(449,256)	(380,903)	17.9%
Rent	212	(3,071)	N.M.	(15,100)	(8,039)	87.8%
Concessionaires (Electricity, Water and Telephone)	(10,012)	(8,088)	23.8%	(37,245)	(26,534)	40.4%
Third-Party Services and Others	(35,650)	(15,727)	126.7%	(135,690)	(49,066)	176.5%
Depreciation and Amortization	(52,840)	(45,276)	16.7%	(198,768)	(171,164)	16.1%

## Gross Profit

Gross Profit - Accounting (R\$ '000)	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>Net Operating Revenue</b>	<b>442,255</b>	<b>390,900</b>	<b>13.1%</b>	<b>1,676,343</b>	<b>1,407,358</b>	<b>19.1%</b>
Cost of Services Rendered	(225,344)	(174,645)	29.0%	(842,844)	(645,916)	30.5%
<b>Gross Profit</b>	<b>216,911</b>	<b>216,255</b>	<b>0.3%</b>	<b>833,499</b>	<b>761,442</b>	<b>9.5%</b>
Gross Margin	49.0%	55.3%	-6.3 p.p.	49.7%	54.1%	-4.4 p.p.
(-) Depreciation	52,840	45,276	16.7%	198,768	171,164	16.1%
<b>Cash Gross Profit</b>	<b>269,751</b>	<b>261,531</b>	<b>3.1%</b>	<b>1,032,267</b>	<b>932,606</b>	<b>10.7%</b>
Cash Gross Margin	61.0%	66.9%	-5.9 p.p.	61.6%	66.3%	-4.7 p.p.

- a) Gross cash profit growth in the quarter and full year results, reflects the combined effect of increased revenue from the consolidation of recent acquisitions and organic development of regulated courses and the margin decline is mainly due to the return of activities after the weakening of Covid-19 pandemic, the impact of inflation on operating costs and the investment in the continuing education ecosystem expansion.
- b) The 16.7% increase in depreciation and amortization expense was mainly due to the inclusion of PP&E depreciation, amortization of intangible assets identified in acquisitions and right of use, as mentioned in rental costs above. Depreciation and amortization line, ex-acquisitions reached R\$ 50.9 million in 4Q22.



The table below shows the gross cash profit adjusted for the main effects of non-recurring costs.

Gross Profit - Adjusted (R\$ '000)	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>Net Operating Revenue</b>	<b>442,255</b>	<b>390,900</b>	<b>13.1%</b>	<b>1,676,343</b>	<b>1,407,358</b>	<b>19.1%</b>
Cost of Services Rendered	(221,952)	(173,791)	27.7%	(836,059)	(635,706)	31.5%
<b>Adjusted Gross Profit</b>	<b>220,303</b>	<b>217,109</b>	<b>1.5%</b>	<b>840,284</b>	<b>771,652</b>	<b>8.9%</b>
Adjusted Gross Margin	49.8%	55.5%	-5.7 p.p.	50.1%	54.8%	-4.7 p.p.
(-) Depreciation	52,840	45,276	16.7%	198,768	171,164	16.1%
<b>Adjusted Cash Gross Profit</b>	<b>273,143</b>	<b>262,385</b>	<b>4.1%</b>	<b>1,039,052</b>	<b>942,816</b>	<b>10.2%</b>
Adjusted Cash Gross Margin	61.8%	67.1%	-5.4 p.p.	62.0%	67.0%	-5.0 p.p.

## Operating Expenses (Selling, General and Administrative)

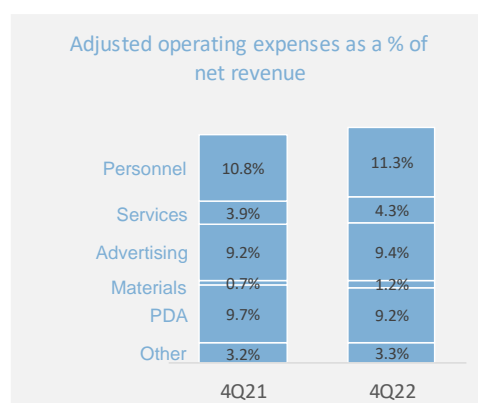
Operating Expenses - Accounting (R\$ '000)	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>General and Administrative Expenses</b>	<b>(179,481)</b>	<b>(154,777)</b>	<b>16.0%</b>	<b>(648,553)</b>	<b>(541,495)</b>	<b>19.8%</b>
Payroll and Charges	(52,569)	(43,676)	20.4%	(209,191)	(167,341)	25.0%
Third-Party Services	(20,726)	(18,867)	9.9%	(74,176)	(62,656)	18.4%
Advertising	(41,675)	(35,924)	16.0%	(162,176)	(130,896)	23.9%
Materials	(5,216)	(2,809)	85.7%	(18,390)	(9,034)	103.6%
PDA	(40,485)	(38,008)	6.5%	(113,270)	(117,823)	-3.9%
Others	(14,795)	(11,922)	24.1%	(55,800)	(40,039)	39.4%
Depreciation and Amortization	(4,015)	(3,571)	12.4%	(15,550)	(13,706)	13.5%
<b>Other Net Operating Expenses/Revenue</b>	<b>(114,000)</b>	<b>(17,983)</b>	<b>533.9%</b>	<b>(209,174)</b>	<b>(42,481)</b>	<b>392.4%</b>
<b>Profit sharing of subsidiaries</b>	<b>-</b>	<b>231</b>	<b>-100.0%</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>
<b>Operating Income</b>	<b>(76,570)</b>	<b>43,726</b>	<b>-275.1%</b>	<b>(24,228)</b>	<b>177,466</b>	<b>-113.7%</b>
<b>General and Administrative Expenses (Ex-Depreciation and Amortization)</b>	<b>(175,466)</b>	<b>(151,206)</b>	<b>16.0%</b>	<b>(633,003)</b>	<b>(527,789)</b>	<b>19.9%</b>

- Personnel expenses and charges showed a 20.4% increase, mainly due to acquisitions and the non-recurring effect of R\$ 2.5 million related to indemnity fines arising from the adjustment of the administrative structure. Excluding personnel expenses of acquired institutions, the increase would have reached 10.9%, when comparing 4Q22 x 4Q21, due to the collective labor agreement and increase in administrative personell.
- Expenses with services rendered increased 9.9% compared to 4Q21, since in 4Q21 there was a non-recurring effect related to the hiring of M&A consultants, which amounted to R\$ 1.5 million. Analyzing this same account, excluding non-recurring effects, the 26.4% increase shown in the managerial table below reflects the growth in the Company's operating activities.
- Advertising expenses increased 16.0% compared to 4Q21 and, as a percentage of net revenue, advertising expenses increased from 9.2% to 9.4% mainly due to the Company's investment in resuming its activities and generating organic growth, specially in the Digital Learning, that requires more investments in marketing
- Expenses with Office and Applied Materials increased 85.7%, from R\$ 2.8 million in 4Q21 to R\$ 5.2 million in 4Q22, due to the Company's resumption of activities after the pandemic and price increases of supplies by inflation;

- e) PDA and Effective Losses increased 6.5% compared to 4Q21, representing, as a percentage of net revenue, 9.2% in 4Q22, versus 9.7% in 4Q21, due to the combined effect of the lower average dropout in the last 3 semesters and improvement in the average payment period of tuition fees;
- f) The Other line increased 24.1% versus 4Q21, basically due to the R\$ 2.9 million increase in travel, conferences, events and other operating activities resulting from the resumption of the Company's activities;
- g) Other Net Operating Revenues (Expenses) recorded R\$ 114.0 million revenue, versus R\$ 18.0 million expense in 4Q21, when comparing 4Q22 x 4Q21, due to the fact that in 4Q21 (i) R\$ 7.9 million were recorded in write-offs of property, plant and equipment and right of use of returned properties, whose operations were discontinued; (ii) "Impairment of assets" of R\$150.8 million in the year (R\$79,2 million in the 4Q22), referring to the write-off of goodwill and intangible assets identified in the acquisition of UNG, CETEBA and Juvêncio Terra, with no cash effect and (iii) write-off of escrow deposits in the amount of R\$24.8 million.

The table below presents managerial view of general and administrative expenses, adjusted for non-recurring effects.

Operating Expenses - Adjusted (R\$ ('000))	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>General and Administrative Expenses</b>	<b>(175,388)</b>	<b>(150,409)</b>	<b>16.6%</b>	<b>(629,189)</b>	<b>(521,319)</b>	<b>20.7%</b>
Payroll and Charges	(50,105)	(42,359)	18.3%	(201,509)	(159,246)	26.5%
Third-Party Services	(19,209)	(15,202)	26.4%	(63,983)	(51,411)	24.5%
Advertising	(41,675)	(35,924)	16.0%	(162,176)	(130,896)	23.9%
Materials	(5,216)	(2,809)	85.7%	(18,390)	(9,034)	103.6%
PDA	(40,485)	(38,008)	6.5%	(113,270)	(117,823)	-3.9%
Others	(14,684)	(12,536)	17.1%	(54,312)	(39,203)	38.5%
Depreciation and Amortization	(4,015)	(3,571)	12.4%	(15,550)	(13,706)	13.5%
<b>Other Net Operating Expenses/Revenue</b>	<b>3,654</b>	<b>(2,339)</b>	<b>-256.2%</b>	<b>(10,118)</b>	<b>(13,743)</b>	<b>-26.4%</b>
<b>Profit sharing of subsidiaries</b>	<b>-</b>	<b>231</b>	<b>-100.0%</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>
<b>Adjusted Operating Income</b>	<b>48,569</b>	<b>64,592</b>	<b>-24.8%</b>	<b>200,976</b>	<b>236,590</b>	<b>-15.1%</b>
<b>General and Administrative Expenses (Ex-Depreciation and Amortization)</b>	<b>(171,373)</b>	<b>(146,838)</b>	<b>16.7%</b>	<b>(613,639)</b>	<b>(507,613)</b>	<b>20.9%</b>



## EBITDA and Adjusted EBITDA

EBITDA (R\$ '000)	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>Operating Income</b>	<b>(76,570)</b>	<b>43,726</b>	<b>N.M.</b>	<b>(24,228)</b>	<b>177,466</b>	<b>N.M.</b>
(+) Depreciation and amortization	56,855	48,847	16.4%	214,318	184,870	15.9%
<b>EBITDA<sup>1</sup></b>	<b>(19,715)</b>	<b>92,573</b>	<b>N.M.</b>	<b>190,090</b>	<b>362,336</b>	<b>-47.5%</b>
EBITDA Margin	-4.5%	23.7%	N.M.	11.3%	25.7%	-14.4 p.p.
(+) Revenue from Interest on Agreements and Others <sup>2</sup>	8,235	1,470	460.2%	24,840	15,003	65.6%
(+) Non-recurring costs and expenses <sup>3</sup>	125,139	20,866	499.7%	225,204	59,124	280.9%
(-) Minimum rent paid <sup>4</sup>	(42,337)	(30,461)	39.0%	(147,565)	(118,998)	24.0%
<b>Adjusted EBITDA<sup>5</sup></b>	<b>71,322</b>	<b>84,448</b>	<b>-15.5%</b>	<b>292,569</b>	<b>317,465</b>	<b>-7.8%</b>
Adjusted EBITDA Margin	16.1%	21.6%	-5.5 p.p.	17.5%	22.6%	-5.1 p.p.

1. EBITDA is not an accounting measure.

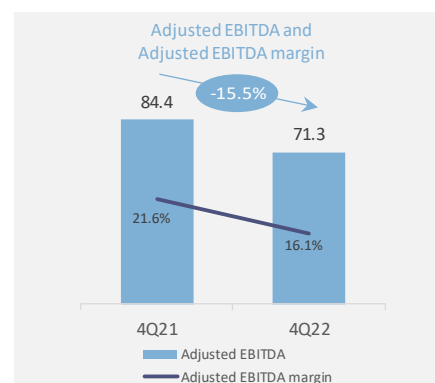
2. Revenue from interest on agreements and others comprises our net financial result arising from revenue from interest and fines on tuitions corresponding to financial charges on renegotiated and overdue tuition fees.

3. Non-recurring costs and expenses are mainly related to expenses related to mergers and acquisitions, severance expenses arising from the workforce optimization process, which would not affect normal cash flow.

4. Minimum rent refers to rental agreements recorded under financial leasing in accordance with IFRS 16. The expenses from such leasing are not recorded under EBITDA, but are part of adjusted EBITDA.

5. Adjusted EBITDA corresponds to EBITDA plus (a) financial revenue from fines and interest on tuition fees, (b) non-recurring costs and expenses, and (c) minimum rent paid.

Adjusted EBITDA dropped 15.5% in the 4Q22 x 4Q21 comparison. Adjusted EBITDA margin was down 5.5 p.p. This decline in adjusted EBITDA and margin is due to the impact of inflation on operating costs and expenses and the investments made by Company to resume growth of its student base, in new businesses aimed at evolve its continuing education ecosystem. It is also worth noting that the Company has not yet reached similar levels of students per class and campus occupancy as in the pre-pandemic levels, which impacts operating margins, especially in Hybrid Learning. Aiming to accelerate this process of recovering operating margins, the Company launched in 3Q22 an operational optimization plan, as described in the Message from Management.



SUMMARY OF NON-RECURRING ITEMS (R\$ '000)	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>Non-Recurring Costs and Expenses Impacting Adjusted EBITDA</b>	<b>125,139</b>	<b>20,866</b>	<b>499.7%</b>	<b>225,204</b>	<b>59,124</b>	<b>280.9%</b>
Rent	-	-	0.0%	-	5,099	-100.0%
Payroll	5,856	2,171	169.7%	14,467	13,206	9.5%
Cost	3,392	854	297.3%	6,785	5,111	32.7%
Expense	2,464	1,317	87.1%	7,682	8,095	-5.1%
Third-Party Services	1,517	3,665	-58.6%	10,193	11,245	-9.4%
Other	117,766	15,030	683.5%	200,544	29,574	578.1%
Tax Expenses	111	-	N.M.	1,488	-	N.M.
Other Expenses	-	(614)	-100.0%	-	836	-100.0%
Loss in Asset Recovery Value	79,161	-	N.M.	150,807	-	N.M.
Others	38,493	15,644	146.1%	48,249	28,738	67.9%
<b>Non-Recurring Costs and Expenses that do not Impact Adjusted EBITDA</b>	<b>(189)</b>	<b>6,398</b>	<b>N.M.</b>	<b>(2,221)</b>	<b>(2,408)</b>	<b>-7.7%</b>
Monetary variation gains	-	7,013	-100.0%	-	-	0.0%
Financial Expenses - Other	2,088	-	N.M.	2,088	-	N.M.
Complementary Income tax and social contribution on Adjusted Net Income*	(2,278)	(614)	270.8%	(4,310)	(2,408)	79.0%
<b>Total Non Recurring Costs and Expenses</b>	<b>124,950</b>	<b>27,264</b>	<b>358.3%</b>	<b>222,983</b>	<b>56,716</b>	<b>293.2%</b>

\* The same Income Tax (IR) calculation base was used on non-recurring results to better reflect adjusted net income.

## Main indicators by segment

Results by Segment (R\$ ('000))	4Q22*					
	Hybrid Teaching	Digital Learning*	New business <sup>(1)</sup>	Consolidated	Medicine	Acquisitions <sup>(2)</sup>
Net Revenue	344,322	84,940	12,993	442,255	72,686	69,794
Adjusted Cash Gross Profit	215,396	52,058	5,689	273,143	60,536	29,043
Adjusted Cash Gross Margin	62.6%	61.3%	43.8%	61.8%	83.3%	41.6%
Adjusted EBITDA	54,777	24,885	(8,340)	71,322	44,259	9,084
Adjusted EBITDA Margin	15.9%	29.3%	-64.2%	16.1%	60.9%	13.0%
Student Base ('000)	138,748	156,414	-	295,162	3,015	69,081

Results by Segment (R\$ ('000))	12M22*					
	Hybrid Teaching	Digital Learning*	New business <sup>(1)</sup>	Consolidated	Medicine	Acquisitions <sup>(2)</sup>
Net Revenue	1,275,038	352,698	48,606	1,676,343	277,534	267,832
Adjusted Cash Gross Profit	798,415	217,682	22,955	1,039,052	227,966	114,472
Adjusted Cash Gross Margin	62.6%	61.7%	47.2%	62.0%	82.1%	42.7%
Adjusted EBITDA	221,406	89,938	(18,775)	292,569	158,958	32,750
Adjusted EBITDA Margin	17.4%	25.5%	-38.6%	17.5%	57.3%	12.2%
Student Base ('000)	138,748	156,414	-	295,162	3,015	69,081

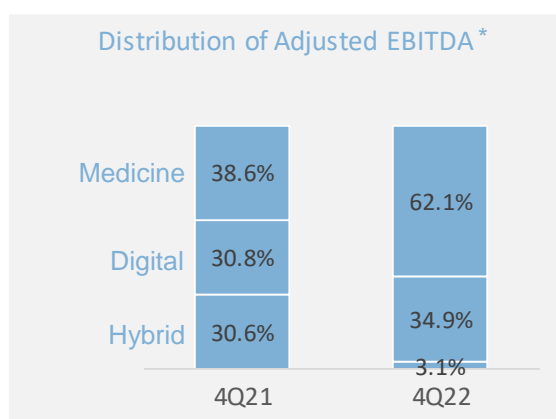
\* Results allocations are unaudited.

\*\* Including only results of the (hybrid) on-campus undergraduate segment.

(1) Comprises edtechs and companies recently incorporated to make up the continuing education ecosystem, in addition to pre-operational units.

(2) Includes the consolidation of UNIFAEL results, acquired in January 2022, and Plantão Veterinário e Delínea, in the second half of 2021.

The table above segregates the results of on-campus units from digital learning activities, which are experiencing an expansion phase in the base of learning centers for which the brands were launched in this segment and FAEL acquisition.



\*Excluding Adjusted EBITDA from new businesses.

New Businesses	KPI	1Q22	2Q22	3Q22	4Q22
Prova Fácil + Delínea	b2b client base	148	158	181	190
Beduka	Unique users (in million)	3	4	4	4
Beduka	Pageviews (in million)	8	14	13	13
Peixe30	User base	17	124	312	401
b.Uni	Client base	11	14	16	22
Veterinary Hospitals	Units	3	3	3	4
Veterinary Hospitals	Complete appointments (in thousands)	2	4	5	6
Veterinary Hospitals	Attendances / Unit (in thousands)	1	1	2	2

\*Due to the implementation of a new operational control system for veterinary hospitals, a new recording methodology was implemented for better operational control as of 4Q22, this information was adjusted to the same methodology in the history of previous quarters.

## Finance Result

Financial Result - Accounting (R\$ '000)	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>(+) Financial Revenue</b>	<b>26,973</b>	<b>8,613</b>	<b>213.2%</b>	<b>126,752</b>	<b>34,302</b>	<b>269.5%</b>
Interest on Agreements and Others	8,235	1,470	460.2%	24,840	15,003	65.6%
Returns on Financial Investments	9,294	6,774	37.2%	25,408	18,820	35.0%
Active exchange variation	9,730	-	N.M.	74,309	-	N.M.
Others	(286)	369	N.M.	2,195	479	358.2%
<b>(-) Financial Expenses</b>	<b>(72,925)</b>	<b>(48,947)</b>	<b>49.0%</b>	<b>(317,435)</b>	<b>(165,470)</b>	<b>91.8%</b>
Interest Expenses	(23,495)	(12,307)	90.9%	(73,571)	(37,767)	94.8%
Interest on Leasing	(19,798)	(16,917)	17.0%	(74,303)	(67,534)	10.0%
Discounts Granted	(6,709)	(7,994)	-16.1%	(49,997)	(41,363)	20.9%
Monetary Variation Expenses	(2,204)	(10,100)	-78.2%	(10,901)	(11,982)	-9.0%
Interest and swap result on loans	(16,790)	-	N.M.	(100,692)	-	N.M.
Others	(3,929)	(1,629)	141.2%	(7,971)	(6,824)	16.8%
<b>Financial Result</b>	<b>(45,952)</b>	<b>(40,334)</b>	<b>13.9%</b>	<b>(190,683)</b>	<b>(131,168)</b>	<b>45.4%</b>

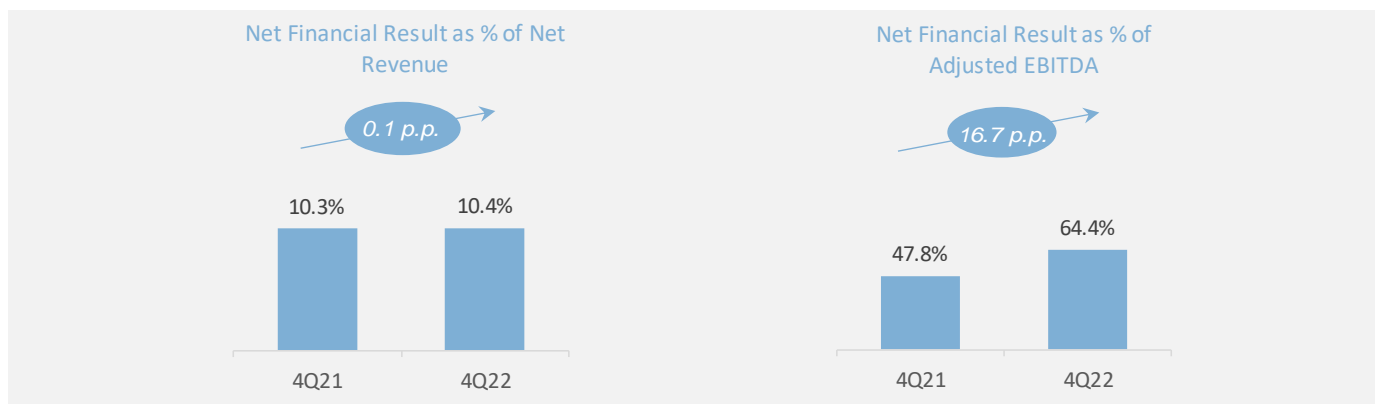
- Financial Revenue was up 213.2% due to the increase in income from financial investments, resulting from the higher CDI (Brazilian Interbank Rate), and the recording in the line of exchange variation on foreign currency loans (with swap) contracted with Banco Itaú, and by the increase in the line of Interest on Agreements and Others;
- Interest on Agreements and Others was R\$ 8.2 million in 4Q22, showing 460.2% growth as compared to 4Q21, when it reached R\$ 1.5 million, mainly due to the growth of the student base when comparing the two periods and increased interest charges on overdue monthly tuition fees;
- Income from Financial Investments increased from R\$ 6.8 million in 4Q21 to R\$ 9.3 million in 4Q22, representing 37.2% increase, as a result of the hike in CDI between the periods, partially offset by the decrease in the average cash balance;
- Financial Expenses reached R\$ 72.9 million in 4Q22, 49.0% higher than 4Q21, at R\$ 48.9 million. Comparing the two periods, this change was mainly due to the increase in the Company's financial indebtedness and the hike in CDI rate between the two periods, as well as the recording of the interest expense on the swap agreement to hedge the loan in foreign currency;



- e) Interest Expenses increased 90.9%, from R\$ 12.3 million in 4Q21 to R\$ 23.5 million in 4Q22, as a result of the increase in the average interest rate (CDI) on financial debt;
- f) Interest on Leases reached R\$ 19.8 million in 4Q22, compared to R\$ 16.9 million in 4Q21, with 17.0% increase, as a result of the re-measurement of leased properties, as mentioned in Rental Costs;
- g) Discounts Granted reached R\$ 6.7 million in 4Q22, versus R\$ 8.0 million in 4Q21, due to the higher volume of financial discounts in agreements for recovery of credits from old tuition fees when comparing the two periods;
- h) In 4Q22, R\$ 16.8 million was recorded in the line of Interest and swap result on loans, resulting from the contracting of a loan with Banco Itaú in foreign currency with swap for CDI;
- i) Other financial expenses increased by 141.2% in the quarter due to non-recurring expenses from structuring discontinued financial operations and interest on the INSS provision on 1/3 of vacations, as mentioned in Personnel Cost.

The table below presents the financial result on a managerial view, adjusting for non-recurring effects of other financial revenues:

Financial Result - Adjusted (R\$ '000)	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>(+) Financial Revenue</b>	<b>26,973</b>	<b>8,613</b>	<b>213.2%</b>	<b>126,752</b>	<b>34,302</b>	<b>269.5%</b>
Interest on Agreements and Others	8,235	1,470	460.2%	24,840	15,003	65.6%
Returns on Financial Investments	9,294	6,774	37.2%	25,408	18,820	35.0%
Active exchange variation	9,730	-	N.M.	74,309	-	N.M.
Others	(286)	369	N.M.	2,195	479	358.2%
<b>(-) Financial Expenses</b>	<b>(70,837)</b>	<b>(41,934)</b>	<b>68.9%</b>	<b>(315,347)</b>	<b>(165,470)</b>	<b>90.6%</b>
Interest Expenses	(23,495)	(12,307)	90.9%	(73,571)	(37,767)	94.8%
Interest on Leasing	(19,798)	(16,917)	17.0%	(74,303)	(67,534)	10.0%
Discounts Granted	(6,709)	(7,994)	-16.1%	(49,997)	(41,363)	20.9%
Monetary Variation Expenses	(2,204)	(3,087)	-28.6%	(10,901)	(11,982)	-9.0%
Interest and swap result on loans	(16,790)	-	N.M.	(100,692)	-	N.M.
Others	(1,841)	(1,629)	13.0%	(5,883)	(6,824)	-13.8%
<b>Financial Result</b>	<b>(43,864)</b>	<b>(33,321)</b>	<b>31.6%</b>	<b>(188,595)</b>	<b>(131,168)</b>	<b>43.8%</b>



## Net Income (Loss)

Net Income - Accounting (R\$ 000)	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>Operating Income</b>	<b>(76,570)</b>	<b>43,726</b>	<b>N.M.</b>	<b>(24,228)</b>	<b>177,466</b>	<b>N.M.</b>
(+) Financial Result	(45,952)	(40,334)	13.9%	(190,683)	(131,168)	45.4%
(+) Income and Soc. Contrib. Taxes	(2,021)	(1,702)	18.7%	(10,363)	(7,253)	42.9%
(+) Deferred Income and Soc. Contrib. Taxes	(848)	1,804	N.M.	3,126	13,438	-76.7%
<b>Net Income (Loss)</b>	<b>(125,391)</b>	<b>3,494</b>	<b>N.M.</b>	<b>(222,148)</b>	<b>52,483</b>	<b>N.M.</b>
Net Margin	-28.4%	0.9%	N.M.	-13.3%	3.7%	N.M.

The table below presents managerial net income (loss), adjusted for non-recurring effects. The Company recorded adjusted net loss of R\$ 0.4 million in 4Q22, versus adjusted net income of R\$ 30.8 million in 4Q21.

Net Income - Adjusted (R\$ 000)	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>Adjusted Operating Income</b>	<b>48,569</b>	<b>64,592</b>	<b>-24.8%</b>	<b>200,976</b>	<b>236,590</b>	<b>-15.1%</b>
(+) Financial Result	(43,864)	(33,321)	31.6%	(188,595)	(131,168)	43.8%
(+) Income and Soc. Contrib. Taxes	(4,299)	(2,316)	85.6%	(14,673)	(9,661)	51.9%
(+) Deferred Income and Soc. Contrib. Taxes	(848)	1,804	N.M.	3,126	13,438	-76.7%
<b>Adjusted Net Income (Loss)</b>	<b>(441)</b>	<b>30,758</b>	<b>N.M.</b>	<b>835</b>	<b>109,199</b>	<b>-99.2%</b>
Adjusted Net Margin	-0.1%	7.9%	N.M.	0.0%	7.8%	-7.7 p.p.

## Reconciliation of adjusted net income excluding IFRS-16 effects

Net Income Adjusted (Ex-IFRS 16) (R\$ ('000))	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>Adjusted Net Income (Loss)</b>	<b>(441)</b>	<b>30,758</b>	<b>N.M.</b>	<b>835</b>	<b>109,199</b>	<b>-99.2%</b>
Adjusted Net Margin	-0.1%	7.9%	N.M.	0.0%	7.8%	-7.7 p.p.
Rent (IFRS 16)	(32,959)	(22,903)	43.9%	(117,342)	(88,770)	32.2%
Depreciation and Amortization (IFRS 16)	19,563	18,785	4.1%	74,794	73,234	2.1%
Interest on Leasing (IFRS 16)	14,391	11,264	27.8%	52,295	44,591	17.3%
Income and Social Contribution Taxes (IFRS 16)	(59)	(210)	-72.0%	(619)	(1,575)	-60.7%
<b>Adjusted Net Income (Loss) - (Ex-IFRS 16)</b>	<b>495</b>	<b>37,694</b>	<b>-98.7%</b>	<b>9,962</b>	<b>136,680</b>	<b>-92.7%</b>
Adjusted Net Margin (Ex-IFRS 16)	0.1%	9.6%	-1.0 p.p.	0.6%	9.7%	-9.1 p.p.

The table above shows the impact of IFRS 16 on the Company's adjusted net income for the purposes of demonstration and comparability with previous years. In 4Q22, excluding IFRS 16 impacts, net income was R\$ 0.5 million.

## Accounts Receivable and Net Receivable Days

Accounts Receivable and Average Receivable Days R\$ ('000)	4Q21	1Q22	2Q22	3Q22	4Q22
<b>Gross Accounts Receivable</b>	<b>737,771</b>	<b>772,657</b>	<b>805,774</b>	<b>770,354</b>	<b>771,674</b>
Monthly tuition fees	391,076	423,487	460,501	414,357	446,309
FIES	91,195	62,194	71,788	56,385	58,737
Negotiated agreements receivable	106,372	117,398	112,255	129,372	102,817
Education credits receivable	128,130	130,830	135,194	141,879	146,643
Credit Card and Others	20,998	38,748	26,036	28,361	17,168
PDA balance	(275,531)	(320,555)	(293,073)	(274,483)	(259,599)
<b>Net Accounts Receivable</b>	<b>462,240</b>	<b>452,102</b>	<b>512,701</b>	<b>495,871</b>	<b>512,075</b>
<b>Net Revenue (Last 12 Months - FIES+Ex-FIES+Pronatec)</b>	<b>1,407,358</b>	<b>1,480,844</b>	<b>1,559,410</b>	<b>1,624,988</b>	<b>1,676,343</b>
Net Receivable Days (FIES+Ex-FIES+Pronatec)	118	110	118	110	110
<b>Net Revenue FIES (Last 12 Months)</b>	<b>170,353</b>	<b>157,873</b>	<b>144,832</b>	<b>136,255</b>	<b>122,112</b>
Net Receivable Days (FIES)	129	75	95	53	52
Net Receivable Days (Monthly tuition fees + Negotiated agreements receivable + Education credits receivable)	111	104	114	108	111

Average net receivable days decreased from 118 to 110 days, since ex-FIES average net receivable days was in line, at 111 days in 4Q22 vs. 4Q21 comparison, and FIES NRD dropped from 129 days in 4Q21 to 52 days in 4Q22.

The table below shows, for managerial and comparability purposes, the average term of accounts receivable considering on a pro forma basis the net revenue from acquisitions made in the last 12 months of each acquisition for the reference period of its consolidation.

Accounts Receivable and Average Receivable Days (R\$ '000)	Proforma with acquisitions	
	4Q21	4Q22
<b>Net Accounts Receivable</b>	<b>462,240</b>	<b>512,075</b>
<b>Net Revenue with acquisitions (Last 12 Months - FIES+Ex-FIES+Pronatec)</b>	<b>1,421,911</b>	<b>1,676,343</b>
Net Receivable Days (FIES+Ex-FIES+Pronatec)	117	110
Net Receivable Days (Monthly tuition fees + Negotiated agreements receivable + Education credits receivable)	109	111

Aging of Monthly tuition fees (R\$ '000)	4Q21	% Chg.	4Q22	% Chg.
Overdue by up to 30 day	43,752	11.2%	57,170	12.8%
Overdue from 31 to 60 days	34,119	8.7%	41,808	9.4%
Overdue from 61 to 90 days	33,985	8.7%	35,662	8.0%
Overdue from 91 to 180 days	44,820	11.5%	51,162	11.5%
Overdue from 181 to 360 days	84,414	21.6%	98,478	22.1%
Overdue from 361 to 540 days	75,860	19.4%	86,373	19.4%
Overdue from 541 to 720 days	74,126	19.0%	75,656	17.0%
<b>TOTAL</b>	<b>391,076</b>	<b>100.0%</b>	<b>446,309</b>	<b>100.0%</b>
<b>% of Gross Accounts Receivable</b>	<b>53.0%</b>		<b>57.8%</b>	

Aging of Negotiated Agreements (R\$ '000)	4Q21	% Chg.	4Q22	% Chg.
Not yet due	23,354	22.0%	17,953	17.5%
Overdue by up to 30 day	8,639	8.1%	7,904	7.7%
Overdue from 31 to 60 days	9,202	8.7%	9,566	9.3%
Overdue from 61 to 90 days	8,081	7.6%	8,092	7.9%
Overdue from 91 to 180 days	12,562	11.8%	11,811	11.5%
Overdue from 181 to 360 days	17,948	16.9%	18,553	18.0%
Overdue from 361 to 540 days	14,748	13.9%	15,602	15.2%
Overdue from 541 to 720 days	11,838	11.1%	13,336	13.0%
<b>TOTAL</b>	<b>106,372</b>	<b>100.0%</b>	<b>102,817</b>	<b>100.0%</b>
<b>% of Gross Accounts Receivable</b>	14.4%		13.3%	

The table below shows the evolution of our PDA from December 31, 2021 to December 31, 2022:

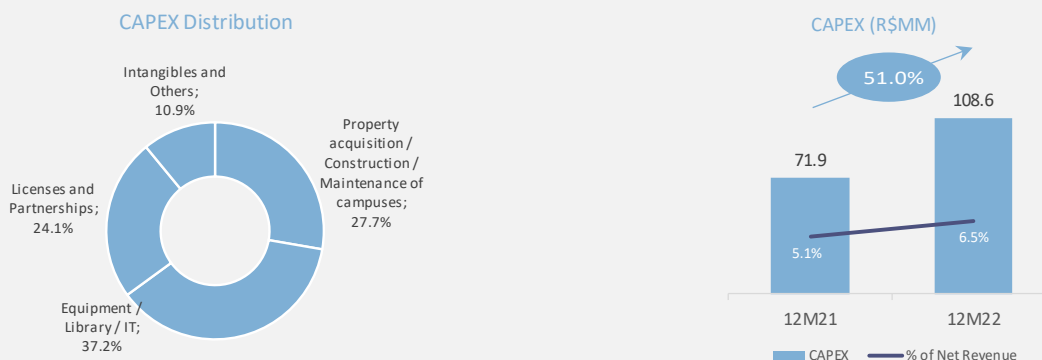
Constitution of Provision for Doubtful Accounts in the Income Statement (R\$ '000)	12/31/2021	Provision for Doubtful Accounts from business combination	Gross Increase in Provision for Doubtful Accounts	Write-off	12/31/2022
Total	275,531	39,676	113,270	(168,878)	259,599

## Investment (CAPEX)

CAPEX (R\$ ('000))	2Q22	% of Total	2Q21	% of Total	12M22	% of Total	12M21	% of Total
<b>CAPEX Total</b>	<b>29,891</b>	<b>100.0%</b>	<b>20,328</b>	<b>100.0%</b>	<b>108,626</b>	<b>100.0%</b>	<b>71,946</b>	<b>100.0%</b>
Property acquisition / Construction / Maintenance of campuses	5,849	19.6%	8,227	40.5%	30,117	27.7%	24,014	33.4%
Equipment / Library / IT	12,669	42.4%	8,483	41.7%	40,436	37.2%	29,309	40.7%
Licenses and Partnerships	8,758	29.3%	3,431	16.9%	26,185	24.1%	16,143	22.4%
Intangibles and Others	2,615	8.7%	187	0.9%	11,888	10.9%	2,480	3.4%
<b>Acquisitions Debt Payment</b>	<b>27,900</b>		<b>24,705</b>		<b>295,210</b>		<b>259,729</b>	
<b>Total CAPEX + Acquisitions Payables</b>	<b>57,791</b>		<b>45,033</b>		<b>403,836</b>		<b>331,675</b>	

In 4Q22, the Company invested R\$ 29.9 million, and investments in refurbishments of campuses, equipment, laboratories, and libraries amounted to R\$ 18.5 million, mainly explained by the resumption of activities due to weakening of the pandemic, with 47.0% increase when compared to 4Q21. Investments in licenses and agreements amounted to R\$ 8.8 million. Investments in intangible assets and other investments amounted to R\$ 2.6 million, mainly due to the development of the digital content of the subjects offered in the Company's courses.

In 2022, Acquisition Debt payments mainly refer to the amounts for the acquisitions of UNESC, UNIFASB, UNIFACIMED, Hospital Plantão Veterinário, CDMV/DOK and UNIFAEL.



## Indebtedness

Indebtedness (R\$ ('000))	12/31/2022	12/31/2021	% Chg. Dec22 x Dec21
<b>Total Cash</b>	<b>383,266</b>	<b>367,277</b>	<b>4.4%</b>
Restricted Cash (Escrow FAEL)	(69,931)	-	N.M.
Judicial deposits	(19,748)	(41,065)	-51.9%
FG-FIES Guarantee Fund	(52,028)	(35,148)	48.0%
<b>Cash, Cash equivalents and Securities</b>	<b>241,559</b>	<b>291,064</b>	<b>-17.0%</b>
Cash and cash equivalents	180,764	213,704	-15.4%
Securities	60,795	77,360	-21.4%
<b>Gross debt</b>	<b>(1,025,449)</b>	<b>(675,658)</b>	<b>51.8%</b>
Loans and financing	(595,566)	(436,065)	36.6%
Short term	(193,950)	(201,307)	-3.7%
Long term	(401,616)	(234,758)	71.1%
Debentures	(210,319)	-	0.0%
Short term	(11,208)	-	0.0%
Long term	(199,111)	-	0.0%
Aquisitions Payables*	(219,564)	(239,593)	-8.4%
<b>Net Debt</b>	<b>(783,890)</b>	<b>(384,594)</b>	<b>103.8%</b>
Net Debt / Adjusted EBITDA (LTM)	(2.68)	(1.21)	

\* Acquisitions payables refer to acquisition scheduled payments

The Company's cash and cash equivalents amounted to R\$ 311.5 million, a 7.0% increase as compared to December 2021. This change is mainly due to the operational cash generation and cash inflow from the 3rd issue of debentures, mitigated by the payment of the acquisitions of FAEL, in January 2022, and UNESC, UNIFASB, CDMV/hospital DOK, Prova Fácil, Delinea, Plantão Veterinário and Pet Shop Kero Kolo, transactions that were completed in February, April, August, September and December 2021, respectively.

Gross debt reached R\$ 1,025.4 million, with 51.8% growth compared to R\$ 675.7 million recorded on December 31, 2021, mainly as a result of the contracting of a R\$ 200.0 million loan with Banco Itaú, under 4131 modality and the acquisitions described above, issue of debentures in the total amount of R\$ 200.0 million, partially offset by the amortization of financial debts, as follows:

- a) Contracting of working capital, as mentioned above, as follows: R\$ 200.0 million with Caixa Econômica Federal, with CDI rate + 0.19% p.m., renewed in March 2022, in the amount of R\$ 156.0 million, for a term of 36 months and CDI rate + 0.14% p.m., with repayment to be made in 12 quarterly installments, with no grace period; R\$ 200.0 million with Itaú Unibanco, with CDI rate + 2.75% p.a., renewed in June 2022, in the amount of R\$ 150.0 million, for a term of 30 months and CDI+2.30% p.a. rate; and R\$ 100.0 million with Banco Santander Brasil, with CDI rate + 2.90% p.a., renewed in June 2022, in the amount of R\$ 90.0 million, for a term of 30 months and a rate of CDI+2.30% p.a.; and
- b) Contracting of a loan in foreign currency (4131 modality) with Itaú BBA International PLC and contracting of a swap with Banco Itaú Unibanco in the amount of R\$ 200.0 million, payable in 5 years, with semi-annual payment, with interest in 10 installments and the principal in 7 installments from the 18th month from the date of contracting and final rate of CDI + 2.70% per year;
- c) On August 15, 2022, the 3rd issue of simple debentures, not convertible into shares, in a single series, of the unsecured type was launched with a unit par value of R\$ 1,000.00, with the total amount of R\$ 200 million on the issue date. Debentures will be amortized semi-annually starting on the 24th month from the issuance date, in 7 installments, with the last installment due on the Maturity Date, yielding CDI+2.00% per year.
- d) In October 2022, due to the completion of the 3rd issue of simple debentures above mentioned and market conditions, the Company decided not to draw down the financing negotiated with IFC on June 15, 2021 and the transaction was cancelled.
- e) Increase in commitments payable as a result of acquisitions: (1) UNESC, which had an installment payment of the acquisition amounts financed by the selling shareholders, producing a balance payable of R\$ 75.1 million, including payment conditioned by the approval of medical seats in Vilhena; (2) UNIFASB, which produced a balance payable of R\$ 80.0 million to be deposited in an escrow account and released to sellers, after deducting liabilities payable by sellers, in 5 successive annual installments, in the amount of R\$ 16.0 million each, with the first installment due on January 31, 2022 and the others on the same date for the subsequent 4 years; (3) CDVM and Hospital Veterinário DOK, whereby, according to the transaction structure, the amount of R\$ 3.6 million will be paid in 5 installments of annual and successive equal amount, with the first installment due on the 1-year anniversary, counted from the closing date, and the others, on the same date of the subsequent 4 years, adjusted by IPCA variation between the closing date and the date of each payment; (4) Delinea, which had a balance of R\$ 2.0 million to be paid up to the 6th anniversary of the closing date, with installments released annually during this period, as set forth in the agreement; (5) Plantão Veterinário Hospital and Pet Shop Kero Kolo, which generated a balance payable of R\$ 5.0 million to be paid as follows: (i) R\$ 1.0 million on the first anniversary of the closing date of the Transaction and (ii) five installments of R\$ 800 thousand in the years following the Transaction's anniversary, adjusted by IPCA;

In 4Q22, the Company had a net debt of R\$ 783.9 million versus a net debt of R\$ 384.6 million in 4Q21. In 4Q22, only the Caixa Econômica Federal “covenant” of the ratio between net financial debt and adjusted EBITDA presented a value above the contractually established limit, on a one-off and extraordinary basis, in the amount of 2.68 and therefore this debt was reclassified to the short term. The Company has already obtained a “Waiver” from the financial institution and the amount of R\$65 million will be reclassified again to long term in 1Q23.



Debt Amortization Schedule (R\$ '000)	Loans and Financing	A.V. (%)	Aquisitions Payables	A.V. (%)	Debentures	A.V. (%)	Total	A.V. (%)
<b>Short Term</b>	<b>193,950</b>	<b>32.6%</b>	<b>60,871</b>	<b>21.0%</b>	<b>11,208</b>	<b>5.3%</b>	<b>266,029</b>	<b>24.3%</b>
<b>Total Long Term</b>	<b>401,616</b>	<b>67.4%</b>	<b>228,624</b>	<b>79.0%</b>	<b>199,111</b>	<b>94.7%</b>	<b>829,351</b>	<b>75.7%</b>
1-2 years	176,673	29.7%	87,726	30.3%	28,323	13.5%	292,722	26.7%
2-3 years	129,478	21.7%	71,548	24.7%	56,895	27.1%	257,921	23.5%
3-4 years	74,419	12.5%	25,119	8.7%	56,895	27.1%	156,433	14.3%
4-5 years	21,046	3.5%	44,231	15.3%	56,998	27.1%	122,275	11.2%
<b>Total Loans, Financing and Acquisitions payables</b>	<b>595,566</b>	<b>100.0%</b>	<b>289,495</b>	<b>100.0%</b>	<b>210,319</b>	<b>100.0%</b>	<b>1,095,380</b>	<b>100.0%</b>
Escrow FAEL	-		(69,931)		-		(69,931)	
<b>Total Loans, Financing and Acquisitions payables (Ex-Escrow FAEL)</b>	<b>595,566</b>		<b>219,564</b>		<b>210,319</b>		<b>1,025,449</b>	

## Cash Flow

Cash Flow (R\$ '000)	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>Cash flow from operating activities</b>						
Net cash from operating activities	28,198	13,349	111.2%	146,767	195,438	-24.9%
(-) Cash flow allocated to investing activities	(57,791)	(44,818)	28.9%	(397,139)	(323,604)	22.7%
(+) / (-) Securities	25,656	(59,750)	N.M.	(25,124)	(75,258)	-66.6%
(+) / (-) Cash flow allocated to financing activities	(41,350)	(85,445)	-51.6%	242,556	(262,805)	N.M.
<b>Decrease in cash and cash equivalents</b>	<b>(45,287)</b>	<b>(176,664)</b>	<b>-74.4%</b>	<b>(32,940)</b>	<b>(466,229)</b>	<b>-92.9%</b>
<b>Net increase in cash and cash equivalents</b>						
Beginning of period	226,051	390,368	-42.1%	213,704	679,933	-68.6%
End of period	180,764	213,704	-15.4%	180,764	213,704	-15.4%
<b>Decrease in cash and cash equivalents</b>	<b>(45,287)</b>	<b>(176,664)</b>	<b>-74.4%</b>	<b>(32,940)</b>	<b>(466,229)</b>	<b>-92.9%</b>
<b>Cash and Securities changes</b>	<b>(62,108)</b>	<b>(116,302)</b>	<b>-46.6%</b>	<b>17,133</b>	<b>(390,045)</b>	<b>N.M.</b>
Beginning of period	373,598	407,366	-8.3%	294,357	681,109	-56.8%
End of period	311,490	291,064	7.0%	311,490	291,064	7.0%

Net operating cash generation increased from R\$ 13.3 million in 4Q21 to R\$ 28.2 million in 4Q22, with 111.2% increase, evidencing that the Company is generating cash, even with the increase in interest expenses, due to increase in net debt.

## ABOUT GRUPO SER EDUCACIONAL

Founded in 2003 and headquartered in Recife, Grupo Ser Educacional (B3 SEER3) is one of the largest private education groups in Brazil and the leader in the Northeast and North regions in terms of number of students enrolled. It offers undergraduate, graduate, vocational and digital learning courses in 26 states and the Federal District, with a consolidated base of approximately 295.2 thousand students. The Company operates under the following brands: UNINASSAU, UNINASSAU – Centro Universitário Maurício de Nassau, UNINABUCO - Centro Universitário Joaquim Nabuco, Faculdades UNINABUCO, Escolas Técnicas Joaquim Nabuco e Maurício de Nassau, UNIVERITAS/UNG, UNAMA – Universidade da Amazônia e Faculdade da Amazônia, UNIVERITAS – Centro Universitário Universus Veritas, Faculdades UNIVERITAS, UNINORTE – Centro Universitário do Norte, Centro Universitário de Ciências Biomédicas de Cacoal – UNIFACIMED, UNIJUAZEIRO - Centro Universitário de Juazeiro do Norte, Sociedade Educacional de Rondônia – UNESC, Centro Universitário São Francisco de Barreiras – UNIFASB, CDMV – Centro de Desenvolvimento da Medicina Veterinária and Centro Universitário da Lapa - UNIFAEL.

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*This release may contain forward-looking statements related to business prospects, estimates of operating and financial results and the growth prospects of Grupo Ser Educacional. These are merely projections, and as such, are solely based on the expectations of Management of Grupo Ser Educacional. Such forward-looking statements are substantially dependent on external factors, in addition to the risks presented in the disclosure documents filed by Grupo Ser Educacional and are therefore subject to change without prior notice.*

## ANNEXES - Income Statement

Income Statement - Accounting R\$ ('000)	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>Gross Operating Revenue</b>	<b>833,956</b>	<b>728,579</b>	<b>14.5%</b>	<b>3,428,929</b>	<b>2,804,769</b>	<b>22.3%</b>
Hybrid Teaching Monthly Tuition	708,586	632,723	12.0%	2,824,456	2,469,642	14.4%
Digital Learning Monthly Tuition	109,288	84,471	29.4%	543,162	308,131	76.3%
Others	16,082	11,385	41.3%	61,311	26,996	127.1%
<b>Deductions from Gross Revenue</b>	<b>(391,701)</b>	<b>(337,679)</b>	<b>16.0%</b>	<b>(1,752,586)</b>	<b>(1,397,411)</b>	<b>25.4%</b>
Discounts and Scholarships	(296,786)	(256,944)	15.5%	(1,403,090)	(1,071,515)	30.9%
PROUNI	(78,776)	(65,460)	20.3%	(288,009)	(270,687)	6.4%
FGEDUC And FIES charges	(858)	(2,126)	-59.6%	(2,787)	(7,655)	-63.6%
Taxes	(15,281)	(13,149)	16.2%	(58,700)	(47,554)	23.4%
<b>Net Operating Revenue</b>	<b>442,255</b>	<b>390,900</b>	<b>13.1%</b>	<b>1,676,343</b>	<b>1,407,358</b>	<b>19.1%</b>
<b>Cash Cost of Services Rendered</b>	<b>(225,344)</b>	<b>(174,645)</b>	<b>29.0%</b>	<b>(842,844)</b>	<b>(645,916)</b>	<b>30.5%</b>
Payroll and Charges	(127,054)	(102,483)	24.0%	(456,041)	(386,014)	18.1%
Rent	212	(3,071)	N.M.	(15,100)	(13,138)	14.9%
Concessionaires (Electricity, Water and Telephone)	(10,012)	(8,088)	23.8%	(37,245)	(26,534)	40.4%
Third-Party Services	(35,650)	(15,727)	126.7%	(135,690)	(49,066)	176.5%
Depreciation and Amortization	(52,840)	(45,276)	16.7%	(198,768)	(171,164)	16.1%
<b>Managerial Gross Profit</b>	<b>216,911</b>	<b>216,255</b>	<b>0.3%</b>	<b>833,499</b>	<b>761,442</b>	<b>9.5%</b>
<i>Gross Margin</i>	<i>49.0%</i>	<i>55.3%</i>	<i>-6.3 p.p.</i>	<i>49.7%</i>	<i>54.1%</i>	<i>-4.4 p.p.</i>
<b>Operating Expenses/Revenue</b>	<b>(293,481)</b>	<b>(172,529)</b>	<b>70.1%</b>	<b>(857,727)</b>	<b>(583,976)</b>	<b>46.9%</b>
General and Administrative Expenses	(179,481)	(154,777)	16.0%	(648,553)	(541,495)	19.8%
Payroll and Charges	(52,569)	(43,676)	20.4%	(209,191)	(167,341)	25.0%
Third-Party Services	(20,726)	(18,867)	9.9%	(74,176)	(62,656)	18.4%
Advertising	(41,675)	(35,924)	16.0%	(162,176)	(130,896)	23.9%
Materials	(5,216)	(2,809)	85.7%	(18,390)	(9,034)	103.6%
PDA	(40,485)	(38,008)	6.5%	(113,270)	(117,823)	-3.9%
Others	(14,795)	(11,922)	24.1%	(55,800)	(40,039)	39.4%
Depreciation and Amortization	(4,015)	(3,571)	12.4%	(15,550)	(13,706)	13.5%
Other Operating Expenses/Revenue	(114,000)	(17,983)	533.9%	(209,174)	(42,481)	392.4%
Profit sharing of subsidiaries	-	231	-100.0%	-	-	-100.0%
<b>Managerial Operating Income</b>	<b>(76,570)</b>	<b>43,726</b>	<b>N.M.</b>	<b>(24,228)</b>	<b>177,466</b>	<b>N.M.</b>
<i>Operating Margin</i>	<i>-17.3%</i>	<i>11.2%</i>	<i>N.M.</i>	<i>-1.4%</i>	<i>12.6%</i>	<i>N.M.</i>
(+) Adjusted Depreciation and Amortization	56,855	48,847	16.4%	214,318	184,870	15.9%
<b>EBITDA</b>	<b>(19,715)</b>	<b>92,573</b>	<b>N.M.</b>	<b>190,090</b>	<b>362,336</b>	<b>-47.5%</b>
<i>EBITDA Margin</i>	<i>-4.5%</i>	<i>23.7%</i>	<i>N.M.</i>	<i>11.3%</i>	<i>25.7%</i>	<i>-14.4 p.p.</i>
(+) Non-recurring costs and expenses	125,139	20,866	499.7%	225,204	59,124	280.9%
(+) Interest on tuition and agreements	8,235	1,470	460.2%	24,840	15,003	65.6%
(-) Minimum rent paid	(42,337)	(30,461)	39.0%	(147,565)	(118,998)	24.0%
<b>Adjusted EBITDA</b>	<b>71,322</b>	<b>84,448</b>	<b>-15.5%</b>	<b>292,569</b>	<b>317,465</b>	<b>-7.8%</b>
<i>Adjusted EBITDA Margin</i>	<i>16.1%</i>	<i>21.6%</i>	<i>-5.5 p.p.</i>	<i>17.5%</i>	<i>22.6%</i>	<i>-5.1 p.p.</i>
(-) Adjusted Depreciation and Amortization	(56,855)	(48,847)	16.4%	(214,318)	(184,870)	15.9%
<b>Adjusted EBIT</b>	<b>14,467</b>	<b>35,601</b>	<b>-59.4%</b>	<b>78,251</b>	<b>132,595</b>	<b>-41.0%</b>
<i>Adjusted EBIT Margin</i>	<i>3.3%</i>	<i>9.1%</i>	<i>-5.8 p.p.</i>	<i>4.7%</i>	<i>9.4%</i>	<i>-4.8 p.p.</i>
Financial Result	(45,952)	(40,334)	13.9%	(190,683)	(131,168)	45.4%
(+) Financial Revenue	26,973	8,613	213.2%	126,752	34,302	269.5%
Interest on Agreements and Others	8,235	1,470	460.2%	24,840	15,003	65.6%
Returns on Financial Investments	9,294	6,774	37.2%	25,408	18,820	35.0%
Active exchange variation	9,730	-	N.M.	74,309	-	N.M.
Others	(286)	369	N.M.	2,195	479	358.2%
(-) Financial Expenses	(72,925)	(48,947)	49.0%	(317,435)	(165,470)	91.8%
Interest Expenses	(23,495)	(12,307)	90.9%	(73,571)	(37,767)	94.8%
Interest on Leasing	(19,798)	(16,917)	17.0%	(74,303)	(67,534)	10.0%
Discounts Granted	(6,709)	(7,994)	-16.1%	(49,997)	(41,363)	20.9%
Interest on Acquisitions Payables	(2,204)	(10,100)	-78.2%	(10,901)	(11,982)	-9.0%
Interest and exchange rate variation on loans (SWAP)	(16,790)	-	N.M.	(100,692)	-	N.M.
Others	(3,929)	(1,629)	141.2%	(7,971)	(6,824)	16.8%
<b>Income Before Income Taxes</b>	<b>(122,522)</b>	<b>3,392</b>	<b>N.M.</b>	<b>(214,911)</b>	<b>46,298</b>	<b>N.M.</b>
Income and Social Contribution Taxes	(2,869)	102	N.M.	(7,237)	6,185	N.M.
Current	(2,021)	(1,702)	18.7%	(10,363)	(7,253)	42.9%
Deferred	(848)	1,804	N.M.	3,126	13,438	-76.7%
<b>Consolidated Net Income (Loss)</b>	<b>(125,391)</b>	<b>3,494</b>	<b>N.M.</b>	<b>(222,148)</b>	<b>52,483</b>	<b>N.M.</b>
<i>Net Margin</i>	<i>-28.4%</i>	<i>0.9%</i>	<i>N.M.</i>	<i>-13.3%</i>	<i>3.7%</i>	<i>N.M.</i>

## Income Statement - Managerial

Income Statement - Adjusted R\$ ('000)	4Q22	4Q21	% Chg. 4Q22 x 4Q21	12M22	12M21	% Chg. 12M22 x 12M21
<b>Gross Operating Revenue</b>	<b>833,956</b>	<b>728,579</b>	<b>14.5%</b>	<b>3,428,929</b>	<b>2,804,769</b>	<b>22.3%</b>
Hybrid Teaching Monthly Tuition	708,586	632,723	12.0%	2,824,456	2,469,642	14.4%
Digital Learning Monthly Tuition	109,288	84,471	29.4%	543,162	308,131	76.3%
Others	16,082	11,385	41.3%	61,311	26,996	127.1%
<b>Deductions from Gross Revenue</b>	<b>(391,701)</b>	<b>(337,679)</b>	<b>16.0%</b>	<b>(1,752,586)</b>	<b>(1,397,411)</b>	<b>25.4%</b>
Discounts and Scholarships	(296,786)	(256,944)	15.5%	(1,403,090)	(1,071,515)	30.9%
PROUNI	(78,776)	(65,460)	20.3%	(288,009)	(270,687)	6.4%
FGEDUC And FIES charges	(858)	(2,126)	-59.6%	(2,787)	(7,655)	-63.6%
Taxes	(15,281)	(13,149)	16.2%	(58,700)	(47,554)	23.4%
<b>Net Operating Revenue</b>	<b>442,255</b>	<b>390,900</b>	<b>13.1%</b>	<b>1,676,343</b>	<b>1,407,358</b>	<b>19.1%</b>
<b>Cash Cost of Services Rendered</b>	<b>(221,952)</b>	<b>(173,791)</b>	<b>27.7%</b>	<b>(836,059)</b>	<b>(635,706)</b>	<b>31.5%</b>
Payroll and Charges	(123,662)	(101,629)	21.7%	(449,256)	(380,903)	17.9%
Rent	212	(3,071)	N.M.	(15,100)	(8,039)	87.8%
Concessionaires (Electricity, Water and Telephone)	(10,012)	(8,088)	23.8%	(37,245)	(26,534)	40.4%
Third-Party Services	(35,650)	(15,727)	126.7%	(135,690)	(49,066)	176.5%
Depreciation and Amortization	(52,840)	(45,276)	16.7%	(198,768)	(171,164)	16.1%
<b>Managerial Gross Profit</b>	<b>220,303</b>	<b>217,109</b>	<b>1.5%</b>	<b>840,284</b>	<b>771,652</b>	<b>8.9%</b>
<i>Managerial Gross Margin</i>	<i>49.8%</i>	<i>55.5%</i>	<i>-5.7 p.p.</i>	<i>50.1%</i>	<i>54.8%</i>	<i>-4.7 p.p.</i>
<b>Operating Expenses/Revenue</b>	<b>(171,734)</b>	<b>(152,517)</b>	<b>12.6%</b>	<b>(639,307)</b>	<b>(535,062)</b>	<b>19.5%</b>
General and Administrative Expenses	(175,388)	(150,409)	16.6%	(629,189)	(521,319)	20.7%
Payroll and Charges	(50,105)	(42,359)	18.3%	(201,509)	(159,246)	26.5%
Third-Party Services	(19,209)	(15,202)	26.4%	(63,983)	(51,411)	24.5%
Advertising	(41,675)	(35,924)	16.0%	(162,176)	(130,896)	23.9%
Materials	(5,216)	(2,809)	85.7%	(18,390)	(9,034)	103.6%
PDA	(40,485)	(38,008)	6.5%	(113,270)	(117,823)	-3.9%
Others	(14,684)	(12,536)	17.1%	(54,312)	(39,203)	38.5%
Depreciation and Amortization	(4,015)	(3,571)	12.4%	(15,550)	(13,706)	13.5%
Other Operating Expenses/Revenue	3,654	(2,339)	N.M.	(10,118)	(13,743)	-26.4%
Profit sharing of subsidiaries	-	231	-100.0%	-	-	-100.0%
<b>Managerial Operating Income</b>	<b>48,569</b>	<b>64,592</b>	<b>-24.8%</b>	<b>200,976</b>	<b>236,590</b>	<b>-15.1%</b>
<i>Managerial Operating Margin</i>	<i>11.0%</i>	<i>16.5%</i>	<i>-5.5 p.p.</i>	<i>12.0%</i>	<i>16.8%</i>	<i>-4.8 p.p.</i>
(+) Depreciation and Amortization	56,855	48,847	16.4%	214,318	184,870	15.9%
(+) Interest on tuition and agreements	8,235	1,470	460.2%	24,840	15,003	65.6%
(-) Minimum rent paid	(42,337)	(30,461)	39.0%	(147,565)	(118,998)	24.0%
<b>Adjusted EBITDA</b>	<b>71,322</b>	<b>84,448</b>	<b>-15.5%</b>	<b>292,569</b>	<b>317,465</b>	<b>-7.8%</b>
<i>Adjusted EBITDA Margin</i>	<i>16.1%</i>	<i>21.6%</i>	<i>-5.5 p.p.</i>	<i>17.5%</i>	<i>22.6%</i>	<i>-5.1 p.p.</i>
(-) Depreciation and Amortization	(56,855)	(48,847)	16.4%	(214,318)	(184,870)	15.9%
<b>Adjusted EBIT</b>	<b>14,467</b>	<b>35,601</b>	<b>-59.4%</b>	<b>78,251</b>	<b>132,595</b>	<b>-41.0%</b>
<i>Adjusted EBIT Margin</i>	<i>3.3%</i>	<i>9.1%</i>	<i>-5.8 p.p.</i>	<i>4.7%</i>	<i>9.4%</i>	<i>-4.8 p.p.</i>
<b>Financial Result</b>	<b>(43,864)</b>	<b>(33,321)</b>	<b>31.6%</b>	<b>(188,595)</b>	<b>(131,168)</b>	<b>43.8%</b>
(+) Financial Revenue	26,973	8,613	213.2%	126,752	34,302	269.5%
Interest on Agreements and Others	8,235	1,470	460.2%	24,840	15,003	65.6%
Returns on Financial Investments	9,294	6,774	37.2%	25,408	18,820	35.0%
Active exchange variation	9,730	-	N.M.	74,309	-	N.M.
Others	(286)	369	N.M.	2,195	479	358.2%
(-) Financial Expenses	(70,837)	(41,934)	68.9%	(315,347)	(165,470)	90.6%
Interest Expenses	(23,495)	(12,307)	90.9%	(73,571)	(37,767)	94.8%
Interest on Leasing	(19,798)	(16,917)	17.0%	(74,303)	(67,534)	10.0%
Discounts Granted	(6,709)	(7,994)	-16.1%	(49,997)	(41,363)	20.9%
Interest on Acquisitions Payables	(2,204)	(3,087)	-28.6%	(10,901)	(11,982)	-9.0%
Interest and exchange rate variation on loans (SWAP)	(16,790)	-	N.M.	(100,692)	-	N.M.
Others	(1,841)	(1,629)	13.0%	(5,883)	(6,824)	-13.8%
<b>Income Before Income Taxes</b>	<b>4,705</b>	<b>31,270</b>	<b>-85.0%</b>	<b>12,382</b>	<b>105,422</b>	<b>-88.3%</b>
Income and Social Contribution Taxes	(5,147)	(512)	904.6%	(11,547)	3,777	N.M.
Current	(4,299)	(2,316)	85.6%	(14,673)	(9,661)	51.9%
Deferred	(848)	1,804	N.M.	3,126	13,438	-76.7%
<b>Adjusted Consolidated Net Income (Loss)</b>	<b>(441)</b>	<b>30,758</b>	<b>N.M.</b>	<b>835</b>	<b>109,199</b>	<b>-99.2%</b>
<i>Adjusted Net Margin</i>	<i>-0.1%</i>	<i>7.9%</i>	<i>N.M.</i>	<i>0.0%</i>	<i>7.8%</i>	<i>-1.0 p.p.</i>

## Balance Sheet

Balance Sheet - ASSETS (R\$ '000)	12/31/2022	12/31/2021	% Chg. Dec22 x Dec21
<b>Total Assets</b>	<b>3,392,077</b>	<b>3,092,589</b>	<b>9.7%</b>
<b>Current Assets</b>	<b>752,637</b>	<b>717,202</b>	<b>4.9%</b>
Cash and cash equivalents	180,764	213,704	-15.4%
Securities	60,251	77,360	-22.1%
Restricted Cash	6,931	-	N.M.
Accounts receivable	438,743	383,031	14.5%
Taxes recoverable	24,922	22,422	11.1%
Related parties	1,952	1,952	0.0%
Other assets	39,074	18,733	108.6%
<b>Non-Current Assets</b>	<b>2,639,440</b>	<b>2,375,387</b>	<b>11.1%</b>
Long-Term Assets	354,598	303,738	16.7%
Accounts receivable	73,332	79,209	-7.4%
Related parties	2,115	4,068	-48.0%
Other assets	21,998	47,639	-53.8%
Indemnifications	115,282	116,282	-0.9%
FG-FIES Guarantee Fund	52,028	31,855	63.3%
Other Accounts receivable	26,843	24,685	8.7%
Restricted Cash	63,000	-	N.M.
Intangible assets	1,203,974	1,063,444	13.2%
Right-of-Use Assets	593,228	517,860	14.6%
Property, plant and equipment	487,640	490,345	-0.6%
Balance Sheet - LIABILITIES (R\$ '000)	12/31/2022	12/31/2021	% Chg. Dec22 x Dec21
<b>Total Liabilities</b>	<b>2,154,546</b>	<b>1,629,512</b>	<b>32.2%</b>
<b>Current Liabilities</b>	<b>552,227</b>	<b>518,740</b>	<b>6.5%</b>
Suppliers	32,255	34,069	-5.3%
Accounts payable	60,871	54,354	12.0%
Loans and financing	180,340	201,307	-10.4%
Loans and financing	13,610	-	N.M.
Debentures	11,208	-	N.M.
Payroll and charges	113,861	100,329	13.5%
Taxes payable	30,105	21,313	41.3%
Leasing	66,913	70,364	-4.9%
Other liabilities	43,064	37,004	16.4%
<b>Non-Current Liabilities</b>	<b>1,602,319</b>	<b>1,110,772</b>	<b>44.3%</b>
Loans and financing	375,280	234,758	59.9%
Loans and financing	26,336	-	N.M.
Debentures	199,111	-	N.M.
Leasing	638,817	556,599	14.8%
Accounts payable	228,624	185,239	23.4%
Taxes payable	2,790	4,804	-41.9%
Provision for contingencies	131,349	129,360	1.5%
Other liabilities	12	12	0.0%
<b>Consolidated Shareholders' Equity</b>	<b>1,237,531</b>	<b>1,463,077</b>	<b>-15.4%</b>
Capital Realized	987,549	987,549	0.0%
Income Reserve	253,380	475,528	-46.7%
Treasury shares	(3,398)	-	N.M.
<b>Total Liabilities and Shareholders' Equity</b>	<b>3,392,077</b>	<b>3,092,589</b>	<b>9.7%</b>

## Cash Flow

Cash Flow Statement (R\$ '000)	12/31/2022	12/31/2021	% Chg. Dec22 x Dec21
<b>Consolidated Net Income for the Period before Income Taxes</b>	<b>(214,911)</b>	<b>46,298</b>	<b>N.M.</b>
Depreciation and amortization	214,318	184,870	15.9%
Provisions	(1,165)	4,687	N.M.
Adjustment present value of accounts receivable	3,577	2,654	34.8%
Adjustment present value of Payables	7,395	2,469	199.5%
Provision for doubtful accounts	113,270	117,823	-3.9%
Sale of Non-Current Assets	181,961	6,787	2581.0%
Income from financial investments	(24,949)	(926)	2594.3%
Interest and exchange variation, net	185,158	117,283	57.9%
<b>Adjusted Net Income</b>	<b>464,654</b>	<b>481,945</b>	<b>-3.6%</b>
<b>Changes in Assets and Liabilities</b>	<b>(181,764)</b>	<b>(155,611)</b>	<b>16.8%</b>
Accounts receivable	(149,510)	(141,353)	5.8%
Taxes recoverable	(287)	(7,290)	-96.1%
Other assets	(34,659)	(3,663)	846.2%
Suppliers	(10,089)	(8,753)	15.3%
Payroll and charges	11,943	2,110	466.0%
Taxes payable	369	(2,469)	N.M.
Other liabilities	469	5,807	-91.9%
<b>Cash generated from operations</b>	<b>282,890</b>	<b>326,334</b>	<b>-13.3%</b>
<b>Other</b>	<b>(136,123)</b>	<b>(130,896)</b>	<b>4.0%</b>
Interest on loans and debentures	(51,850)	(25,810)	100.9%
Interest on leases	(74,303)	(67,534)	10.0%
Interest on acquisition of subsidiaries	(4,398)	(277)	1487.7%
Income and social contribution taxes paid	(5,572)	(37,275)	-85.1%
<b>Net Cash from Operating Activities</b>	<b>146,767</b>	<b>195,438</b>	<b>-24.9%</b>
<b>Net Cash from Investing Activities</b>	<b>(422,263)</b>	<b>(398,862)</b>	<b>5.9%</b>
Securities investments	(883,869)	(403,719)	118.9%
Redemption of securities	858,745	328,461	161.4%
Additions to property, plant and equipment	(70,556)	(53,850)	31.0%
Additions to intangible assets	(38,070)	(18,096)	110.4%
Net cash from business combination	6,697	8,071	-17.0%
Acquisition of subsidiaries Payments	(295,210)	(259,729)	13.7%
<b>Net Cash from Financing Activities</b>	<b>242,556</b>	<b>(262,805)</b>	<b>N.M.</b>
Debentures	198,760	-	N.M.
Amortization of Debentures	-	(50,000)	-100.0%
Loans and financing	281,000	-	N.M.
Amortization of loans and financing	(157,575)	(122,683)	28.4%
Amortization of leasing	(78,184)	(51,464)	51.9%
Related parties	1,953	1,952	0.1%
Treasury Shares	(3,398)	-	N.M.
Dividends	-	(40,610)	-100.0%
<b>Decrease in Cash and Cash Equivalents</b>	<b>(32,940)</b>	<b>(466,229)</b>	<b>-92.9%</b>
Cash and Cash Equivalents at Beginning of Period	213,704	679,933	-68.6%
Cash and Cash Equivalents at End of Period	180,764	213,704	-15.4%
<b>Cash changes and Securities</b>	<b>17,133</b>	<b>(390,045)</b>	<b>N.M.</b>