



Earnings

4Q23



**Video conference**

March 26, 2024

(Simultaneous translation)

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

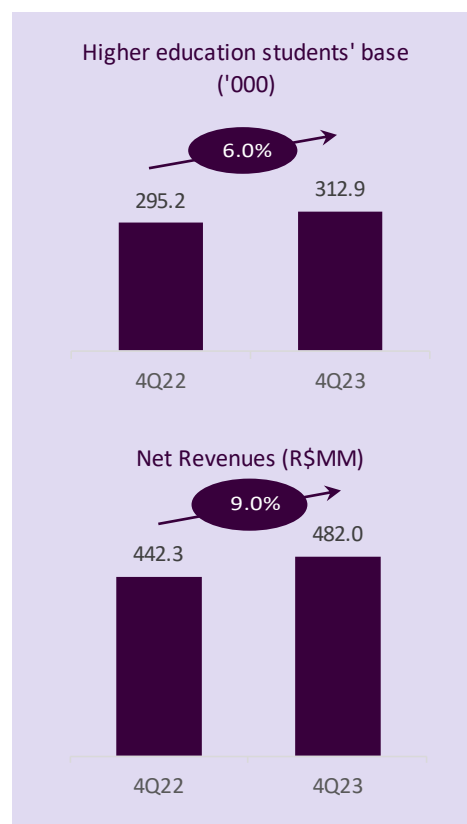
Participants link:

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

**Recife, March 25, 2024** - Ser Educacional S.A. (B3 SEER3), announces the results for the fourth quarter of 2023 (4Q23). The information is presented in IFRS, consolidated in Brazilian reais (R\$) and comparisons refer to the fourth quarter of 2022, unless otherwise specified. 4Q23 results include UNI7, consolidated in 1Q23.

## Highlights 4Q23 x 4Q22

- ✦ **Intake at Hybrid Learning undergraduates grew 10.5% in 4Q23**, reaching 26.5 thousand enrollments, while **Digital Learning increased 61.8%** and totaled 52.2 thousand enrollments in the same period.
- ✦ **6.0% growth in student base**, which reached the mark of 312.9 thousand students.
- ✦ **9.0% increase in net revenue**, due to the combined effect of the increase in the student base and increased share of health courses in the portfolio.
- ✦ **Adjusted EBITDA reached R\$ 103.6 million**, 45.2% growth when comparing 4Q23 x 4Q22, with **Adjusted EBITDA margin** reaching **21.5%**, expansion of 5.4 percentage points.
- ✦ **Net Receivable Days (PMR) ex-FIES** dropped from 111 to 95 days, the Company's best mark since 2019, mainly due to the sale of EduCred portfolio to Pravalier in March 2023.
- ✦ The Company recorded **Adjusted Net Income of R\$ 18.0 million**, with **adjusted net margin** of **3.7%** in 4Q23, reversing the adjusted loss recorded in 4Q22.
- ✦ On October 2, 2023, Ser Educacional announced its **4th issue of simple debentures**, non-convertible into shares, unsecured, in a single series, with 5-year maturity, in the amount of **R\$ 200.0 million**, with a term of 5 years, yielding CDI+2.00% per year. The proceeds from the issue will be used by the Company to extend debt (liability management).



Financial Highlights (R\$ '000)	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
Net Revenue	482,047	442,255	9.0%	1,830,934	1,676,343	9.2%
Adjusted Cash Gross Profit	309,133	273,143	13.2%	1,161,594	1,039,052	11.8%
Adjusted Cash Gross Margin	64.1%	61.8%	2.4 p.p.	63.4%	62.0%	1.5 p.p.
Adjusted EBITDA	103,583	71,322	45.2%	364,688	292,569	24.7%
Adjusted EBITDA Margin	21.5%	16.1%	5.4 p.p.	19.9%	17.5%	2.5 p.p.
Adjusted Net Income	18,011	(441)	N.M.	20,085	835	2305.3%
Adjusted Net Margin	3.7%	-0.1%	3.8 p.p.	1.1%	0.0%	1.0 p.p.

## Message from Management

In 2023, Ser Educacional celebrated 20 years of a history dedicated to the social transformation of its students through quality higher education, in a journey of remarkable progress that symbolize its commitment to social development in Brazil.

Since its origins in 2003, when the first UNINASSAU unit was opened in Recife, the Company has grown sustainably, based on a strategy that combined organic development and acquisitions, to become the supporting entity of a portfolio of relevant brands: UNINASSAU, UNAMA, UNG, UNINORTE, UNIFAEEL, UNIFASB, UNIFACIMED, UNESC and UNI7. As a result, the company has gained national reach, with a solid role in transforming the societies in which it operates through the promotion of quality education associated with social and inclusive initiatives, to the extent that in 2017 UNINASSAU became the only Brazilian institution to have a seat at the UN, thanks to innovative projects such as Praia Sem Barreiras (*Beaches without barriers*), Mães Esperança (*Mother Hope*), Faculdade na Comunidade (*College in the Community*) and others.

Over the last 4 years, the Company has also diversified its business and brand portfolio by acquiring edtechs, content, such as Starline and Delínea, and veterinary hospitals, such as DOK and Plantão Veterinário, and with the creation of Gokursos, a marketplace for non-regulated courses, b.Uni, a fintech for accounts and digital financial businesses, and human health polyclinics. In addition to serving the Group's ecosystem, these businesses are expandable for relationships with the market (B2B and B2B2C).

In 2023, the company achieved results in line with its planning for the year, with the main goals of: improving its operational and financial performance by organically expanding its student base; generating synergies from the acquisitions made in recent years; and reducing its net debt indicators. To achieve these goals defined during the fourth quarter of 2022, the Company focused on executing activities aligned with 3 fundamental pillars:

- (i) Reorganization of the course portfolio, so as to prioritize the offering of health and engineering courses in Hybrid Learning, while in Digital Learning UNIFAEEL integration process was completed and currently has investments in expanding the portfolio of partner learning centers, aiming for a mix of courses also prioritizing the areas of health and engineering;
- (ii) Review of the structure of operating costs and expenses, which enabled the optimization of the leased real estate stock and which resulted in a significant reduction in property rental and maintenance costs, as well as an improvement in the occupancy rates of academic spaces and class formation; and
- (iii) Improvement in financial debt indicators, which ended 2023 with the net debt to adjusted EBITDA ratio at 2.17x, compared to 2.68x at the end of 2022.

In the same period, the acquisition by CENESUP - Centro Nacional de Ensino Superior Ltda. of 100% of the shares representing the share capital of Sete de Setembro Ensino Superior Ltda. was completed. Operating for over 20 years in Brazilian higher education, UNI7 is one of Fortaleza's most renowned and traditional educational institutions, with around 1,600 students, thereby accelerating the company's strategic positioning in the city.

Fiscal year 2023 was also marked by the first year of UNIFAEEL consolidation, which has allowed Ser Educacional to go forward on its path of growth and high profitability in Digital Learning, providing higher education with a nationwide reach and solid capillarity.

Academic quality indicators showed progress in 2023. According to the information regarding ENADE (National Student Performance Exam) published by INEP (National Institute of Studies and Research) in October 2023, in 2022 Ser Educacional's educational institutions showed progress in the ENADE, going from 63% of the courses evaluated in the 2018 cycle with grades from 3 to 5, to 65% of the courses with grades from 3 to 5, in the comparable cycle of 2022.

Management wishes to express its profound gratitude to students, teachers, employees, shareholders and service providers for their trust and partnership, reiterating Ser Educacional's commitment to contributing to the building of a more education, entrepreneurial and socially responsible Brazil.

## OPERATIONAL PERFORMANCE

### 2H23 Student Intake Results

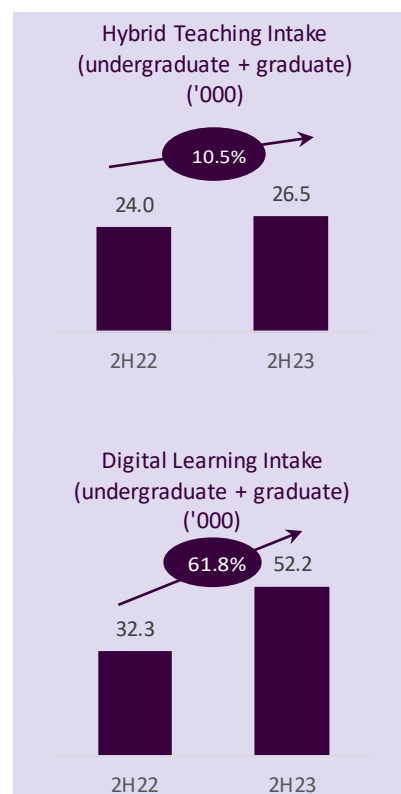
Student Enrollment of Continued Education			
Segment	2H23	2H22	% Chg
Hybrid Teaching (undergraduate + graduate)	26.5	24.0	10.5%
Hybrid Teaching (Ex-Acquisitions)	26.1	24.0	8.7%
Digital Learning (undergraduate + graduate)	52.2	32.3	61.8%
<b>Total Enrollment</b>	<b>78.7</b>	<b>56.3</b>	<b>39.9%</b>
<b>Total Enrollment (Ex-Acquisitions)</b>	<b>78.2</b>	<b>56.3</b>	<b>39.0%</b>

#### Hybrid learning student intake - 2H23

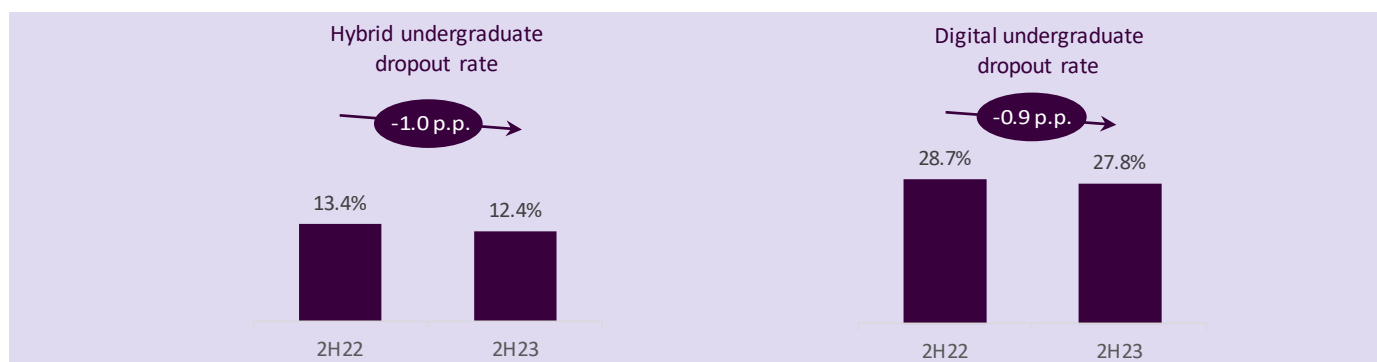
Intake recorded 10.5% growth when comparing 2H23 versus 2H22, mainly due to the Company's strategy of focusing its efforts on offering health and engineering courses, which represent a higher average ticket, aiming to better capitalize on its differentials regarding the structure of laboratories, clinics, and recognition of its regional brands.

#### Digital learning student intake - 2H23

Intake in Digital Learning segment grew 61.8%, when comparing 2H23 x 2H22, mainly due to the commercial synergies related to UNIFAEL integration, which completed its first year in January 2023 and enabled the integration of systems and business strategies, as well as training and connection between partner learning centers and units. These initiatives promoted an increase in the capillarity of the offer of health and engineering courses, in addition to the increase in the number of students in technology courses, which remain with solid demand in Digital Learning, especially due to the transfer of the offer of these courses from Hybrid Learning to Digital Learning.



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



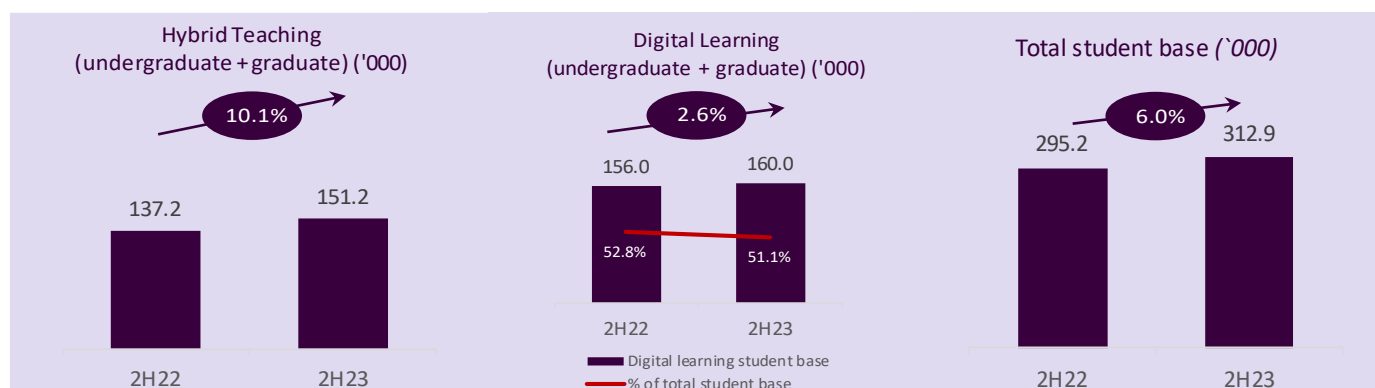
(1) Dropout rate = dropout of the period / (enrolled students at the end of the previous semester - graduates + intake + acquisitions)

Dropout rate in Hybrid undergraduate segment was 12.4% in 2H23, with 1.0 p.p. drop when compared to 2H22, at 13.4%, due to the lessening of the effects of the pandemic and its impacts on the daily lives of students, as well as the result of activities implemented by the Company, such as the creation of experience mentors, implementation of the monthly payment plan via credit card and PIX, among others.

In digital undergraduate, dropout rate was 27.8%, versus 28.7% in 2H22, representing a 0.9 p.p. drop, mainly due to the integration of systems and processes with UNIFAEI, which enabled improvement of end-to-end activities, as well as the lower impacts of the pandemic on students' daily lives.

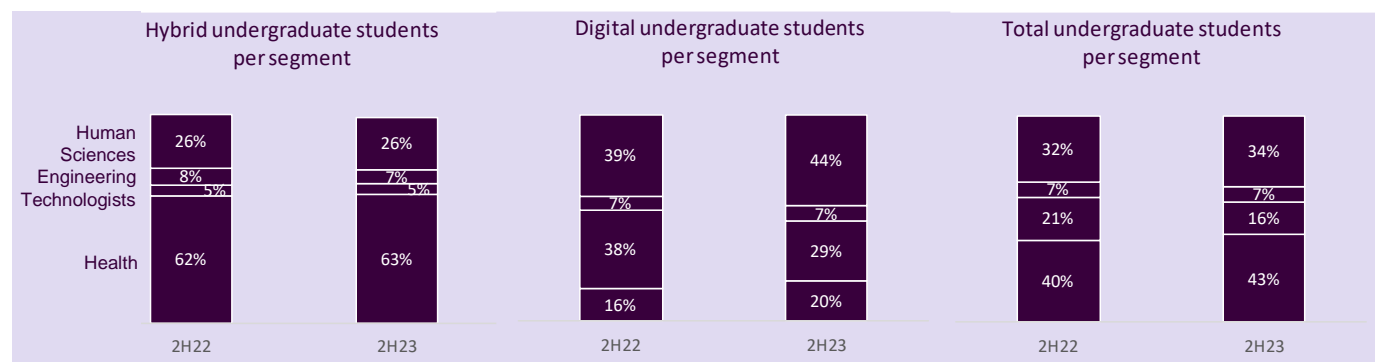
## Evolution of the Student Base

Number of Students	Undergraduate		Graduate		Vocational		Total
2023.2	Hybrid (On Campus)	Digital	On Campus	Digital	On Campus	Digital	Total
<b>Jun23 Base</b>	<b>150,344</b>	<b>146,560</b>	<b>1,555</b>	<b>29,170</b>	<b>1,248</b>	<b>404</b>	<b>329,281</b>
Enrollments	26,226	40,711	318	11,473	464	17	79,209
Acquisition	-	-	-	-	-	-	-
Leavers	(5,618)	(8,167)	(455)	(7,693)	(212)	(2)	(22,147)
Dropouts	(21,135)	(49,786)	(69)	(2,293)	(151)	(11)	(73,445)
<b>Dec23 Base</b>	<b>149,817</b>	<b>129,318</b>	<b>1,349</b>	<b>30,657</b>	<b>1,349</b>	<b>408</b>	<b>312,898</b>
% Dec23 Base / Jun23 Base	-0.4%	-11.8%	-13.2%	5.1%	8.1%	1.0%	-5.0%
% Dec23 Base / Dec22 Base	10.1%	2.3%	18.4%	3.5%	-10.6%	-5.6%	6.0%
<b>Dec23 Base (Ex-Acquisitions)</b>	<b>148,492</b>	<b>129,232</b>	<b>1,094</b>	<b>30,622</b>	<b>1,349</b>	<b>408</b>	<b>311,197</b>
% Dec23 Base / Dec22 Base	9.1%	2.3%	-4.0%	3.3%	-10.6%	-5.6%	5.4%



The 10.1% increase in the student base in Hybrid Learning segment was due to the Company's focus on offering a leaner portfolio of courses dedicated to the areas of knowledge in health and engineering, aiming to maximize the Company's competitive advantages in terms of its distinctive structure of laboratories and clinics, as well as the privileged location of its units and brand positioning in the cities where it operates. As a result, the increase in the health student base stands out again, now accounting for 63% of the Hybrid Learning undergraduate student base and 43% of the total undergraduate base.

In Digital Learning, health courses increased their share by 4 percentage points, from 16% to 20% of the undergraduate student base, reflecting the results of the company's strategy of increasing its investment in laboratories and the integration of training systems at the partner learning centers between the original regional brands and UNIFAEI.



Operational Data	4Q23	4Q22	% Chg. 4Q23 x 4Q22
Medicine vacancies	521	521	0.0%
Medical students	3,228	3,015	7.1%
Operational campuses	58	62	-6.5%
Operational Centers	863	948	-9.0%

The lower number of partner Campuses and Learning Centers in operation is due to the Company's strategy to improve its operational performance, closing activities in underperforming units and learning centers, which includes the reduction of the leased real estate, even when the units themselves are not closed and remain operating with leaner, more up to date spaces in line with modern academic practices, which provide a distinctive and truly hybrid educational experience for students. It is worth noting that even with the inclusion of the UNI7 Campus, whose acquisition was completed in January 2023, the number of campuses fell from 62 to 58 in the quarterly comparison.

## Student Financing

STUDENT LOANS	Dec/22	1Q23	2Q23	3Q23	Dec/23
<b>Hybrid (on campus) Undergraduate Students</b>	<b>136,100</b>	<b>149,226</b>	<b>150,344</b>	<b>149,163</b>	<b>149,817</b>
FIES Students	14,321	12,907	15,477	16,050	14,393
% of FIES Students	10.5%	8.6%	10.3%	10.8%	9.6%
EDUCRED Students	1,738	1,037	1,007	66	60
% of EDUCRED Students	1.3%	0.7%	0.7%	0.0%	0.0%
PRAVALER Students	1,071	991	1,303	1,874	2,406
% of PRAVALER Students	0.8%	0.7%	0.9%	1.3%	1.6%
<b>Total Students Loans</b>	<b>17,130</b>	<b>14,935</b>	<b>17,787</b>	<b>17,990</b>	<b>16,859</b>
% of Total Students Loans	12.6%	10.0%	11.8%	12.1%	11.3%
<b>Digital Undergraduate Students</b>	<b>126,349</b>	<b>163,229</b>	<b>146,560</b>	<b>147,236</b>	<b>129,318</b>
PROUNI - Hybrid Undergraduate	12,123	16,220	16,184	16,049	15,893
PROUNI - Digital Undergraduate	5,196	5,678	8,117	6,889	6,860
<b>Total PROUNI Students</b>	<b>17,319</b>	<b>21,898</b>	<b>24,301</b>	<b>22,938</b>	<b>22,753</b>
% of PROUNI Students	6.6%	7.0%	8.2%	7.7%	8.2%

PROUNI student base showed growth in its share of hybrid undergraduate student base, mainly due to the increase in student intake from these programs in 4Q23, once the schedules of this program showed a better fit to the intake cycle of this quarter, compared to 2022, which still had the effects of COVID-19 pandemic period.

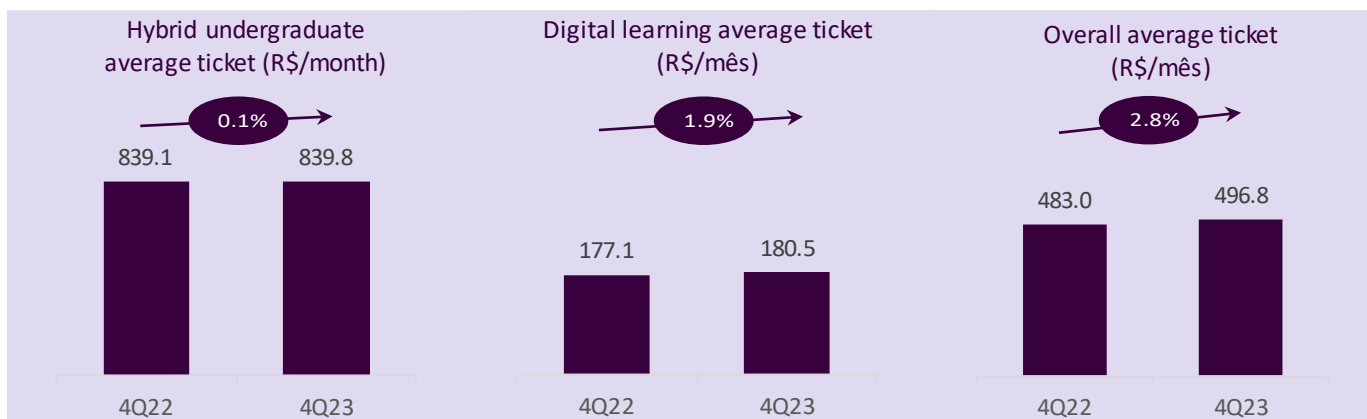
## Average Net Ticket

Average Ticket (R\$)	4Q23	4Q22	% Chg. 4Q23 x 4Q22
Hybrid Teaching (Undergraduate)	839.82	839.09	0.1%
Hybrid Teaching (Undergraduate + graduate)	835.95	836.34	0.0%
Digital Learning (Undergraduate + graduate)	180.48	177.13	1.9%
Total Net Average Ticket	496.77	483.04	2.8%



Average undergraduate ticket for Hybrid Learning in 4Q23 was in line with 4Q22 , mainly due to the PROUNI student base, which increased 31.1% when comparing the two periods. Average ticket ex-PROUNI, increased around 2% when comparing the two periods, mainly due to the transfer of prices and the increased share of health courses in the Hybrid Learning student base.

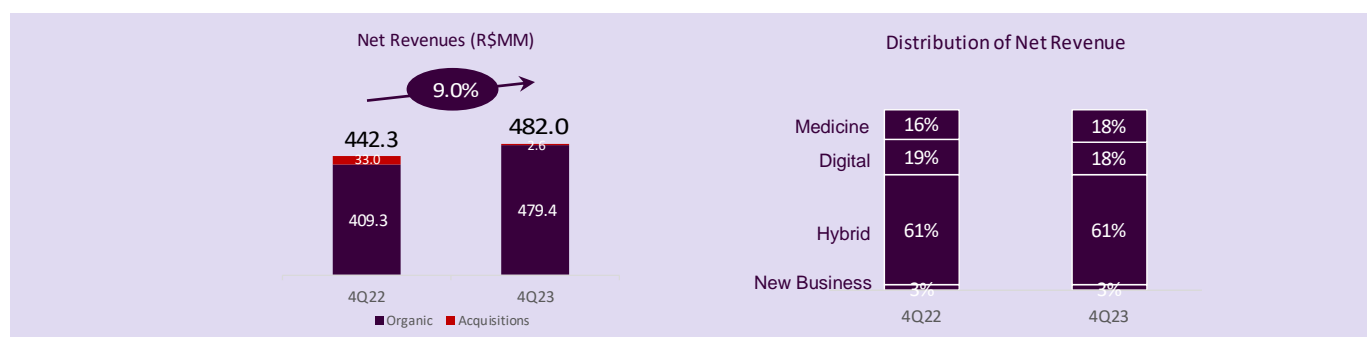
In Digital Learning, average ticket increased 1.9% compared to 4Q22, also due to higher share of PROUNI student base, which increased 32.0% between 4Q23 and 4Q22.



## FINANCIAL PERFORMANCE

### Costs of Services Provided

Gross Revenue - Accounting (R\$ '000)	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>Gross Operating Revenue</b>	<b>995,783</b>	<b>833,956</b>	<b>19.4%</b>	<b>3,971,348</b>	<b>3,428,929</b>	<b>15.8%</b>
Hybrid Teaching Monthly Tuition	867,505	708,586	22.4%	3,437,987	2,824,456	21.7%
Digital Learning Monthly Tuition	110,252	109,288	0.9%	466,008	543,162	-14.2%
Others	18,026	16,082	12.1%	67,353	61,311	9.9%
<b>Deductions from Gross Revenue</b>	<b>(513,736)</b>	<b>(391,701)</b>	<b>31.2%</b>	<b>(2,140,414)</b>	<b>(1,752,586)</b>	<b>22.1%</b>
Discounts and Scholarships	(405,309)	(296,786)	36.6%	(1,722,710)	(1,403,090)	22.8%
PROUNI	(90,194)	(78,776)	14.5%	(348,910)	(288,009)	21.1%
FGEDUC And FIES charges	(670)	(858)	-21.9%	(2,825)	(2,787)	1.4%
Taxes	(17,563)	(15,281)	14.9%	(65,969)	(58,700)	12.4%
% Discounts and Scholarships/ Net Oper. Rev.	40.7%	35.6%	5.1 p.p.	43.4%	40.9%	2.5 p.p.
<b>Net Operating Revenue</b>	<b>482,047</b>	<b>442,255</b>	<b>9.0%</b>	<b>1,830,934</b>	<b>1,676,343</b>	<b>9.2%</b>
Hybrid Teaching Monthly Tuition	379,101	344,335	10.1%	1,398,351	1,263,553	10.7%
Digital Learning Revenues	86,838	83,115	4.5%	371,460	356,208	4.3%
Others	16,107	14,806	8.8%	61,122	56,582	8.0%



- a) The 19.4% increase in gross revenue is due to (i) the higher volume of students enrolled in hybrid and digital undergraduate, due to the improvement in intake and dropout rates; (ii) growth in the student base of the Medicine course; and (iii) the passing on of inflation.
- b) The 9.0% increase in net revenue is explained by the same reasons described above, offset by the 36.6% growth in discounts and scholarships and PROUNI discounts, which were 14.5% higher.

## Costs of Services Provided

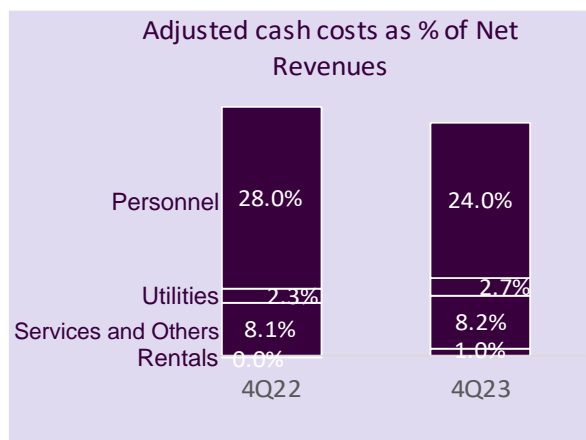
Breakdown of Cost of Services Rendered Accounting (R\$ '000)	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>Cost of Services Rendered</b>	<b>(219,129)</b>	<b>(225,344)</b>	<b>-2.8%</b>	<b>(881,561)</b>	<b>(842,844)</b>	<b>4.6%</b>
Payroll and Charges	(115,933)	(127,054)	-8.8%	(472,197)	(456,041)	3.5%
Rent	(5,083)	212	N.M.	(21,158)	(15,100)	40.1%
Concessionaires (Electricity, Water and Telephone)	(12,929)	(10,012)	29.1%	(43,157)	(37,245)	15.9%
Third-Party Services and Others	(39,408)	(35,650)	10.5%	(139,687)	(135,690)	2.9%
Depreciation and Amortization	(45,776)	(52,840)	-13.4%	(205,362)	(198,768)	3.3%

- a) Personnel costs and charges dropped 8.8% compared to 4Q22, including non-recurring costs of R\$ 0.3 million in the quarter. Excluding this effect, the drop in costs and charges was 6.5%, mainly due to the increase in the average number of students per class, progress of the Ubíqua academic model, partially offset by the collective bargaining agreement and UNI7 acquisition.
- b) Rental costs reached R\$ 5.1 million in 4Q23, versus a positive R\$ 0.2 million in 4Q22, due to (i) effects related to the remeasurement of leases under IFRS 16, which reclassified costs to the line of minimum rents paid in 2022; (ii) an increase in the volume of rental agreements that do not fall under the IFRS 16 rule; and (iii) a non-recurring effect of R\$ 0.1 million related to fines for the return of leased properties in line with the ongoing real estate adjustment plan. The impact on adjusted EBITDA can be seen when we add rental costs above and the line of minimum rents paid presented in adjusted EBITDA table. As a result, we have a 6.8% drop in total rents paid between the two periods, from R\$ 42.1 million in 4Q22 to R\$ 39.2 million in 4Q23. This drop was due to the lower rented property stock that occurred during the first half of the year, partially offset by the pass-through of inflation and the inclusion of UNI7 property;
- c) The line of utilities increased 29.1%, due to the inflation in the period, increase of on-campus student base, specially in health sciences that have a higher practical classes workload, when comparing 4Q23 and 4Q22 results, and the acquisition of UNI7;
- d) The third-party and other services line showed 10.5% growth when comparing 4Q23 to 4Q22, mainly due to the increase in the student base and especially in the health segment, which generates variable costs with software licenses and preceptorship costs in practical classes.

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

Breakdown of Cost of Services Rendered Adjusted (R\$ '000)	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>Cost of Services Rendered</b>	<b>(225,205)</b>	<b>(221,952)</b>	<b>1.5%</b>	<b>(881,217)</b>	<b>(836,059)</b>	<b>5.4%</b>
Payroll and Charges	(115,584)	(123,662)	-6.5%	(466,893)	(449,256)	3.9%
Rent	(4,993)	212	N.M.	(19,637)	(15,100)	30.0%
Concessionaires (Electricity, Water and Telephone)	(12,929)	(10,012)	29.1%	(43,157)	(37,245)	15.9%
Third-Party Services and Others	(39,408)	(35,650)	10.5%	(139,653)	(135,690)	2.9%
Depreciation and Amortization	(52,291)	(52,840)	-1.0%	(211,877)	(198,768)	6.6%





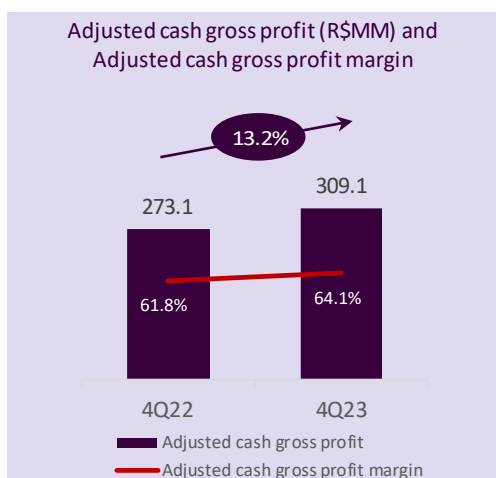
## Gross Profit

Gross Profit - Accounting (R\$ '000)	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>Net Operating Revenue</b>	<b>482,047</b>	<b>442,255</b>	<b>9.0%</b>	<b>1,830,934</b>	<b>1,676,343</b>	<b>9.2%</b>
Cost of Services Rendered	(219,129)	(225,344)	-2.8%	(881,561)	(842,844)	4.6%
<b>Gross Profit</b>	<b>262,918</b>	<b>216,911</b>	<b>21.2%</b>	<b>949,373</b>	<b>833,499</b>	<b>13.9%</b>
Gross Margin	54.5%	49.0%	5.5 p.p.	51.9%	49.7%	2.1 p.p.
(-) Depreciation	45,776	52,840	-13.4%	205,362	198,768	3.3%
<b>Cash Gross Profit</b>	<b>308,694</b>	<b>269,751</b>	<b>14.4%</b>	<b>1,154,735</b>	<b>1,032,267</b>	<b>11.9%</b>
Cash Gross Margin	64.0%	61.0%	3.0 p.p.	63.1%	61.6%	1.5 p.p.

- a) The growth in gross cash profit and margin reflects the combined effect of the increase in revenue, as a result of the organic development of Hybrid and Digital Learning, and the increase in costs at a slower pace than the growth in net revenue, due to the operational optimization plan implemented by the Company;
- b) Depreciation and amortization dropped 13.4%, due to the lower rented property stock occurred during the first half of the year, partially offset by the remeasurement of old agreements and new right of use agreements, inclusion of UNI7 and investments in property, plant and equipment in the period. Furthermore, there was a non-recurring and non-cash effect, which reduced the depreciation and amortization cost by R\$6.5 million due to the adjustment in the assumptions of the incremental rate versus the cost of capital.

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

Gross Profit - Adjusted (R\$ '000)	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>Net Operating Revenue</b>	<b>482,047</b>	<b>442,255</b>	<b>9.0%</b>	<b>1,830,934</b>	<b>1,676,343</b>	<b>9.2%</b>
Cost of Services Rendered	(225,205)	(221,952)	1.5%	(881,217)	(836,059)	5.4%
<b>Adjusted Gross Profit</b>	<b>256,842</b>	<b>220,303</b>	<b>16.6%</b>	<b>949,717</b>	<b>840,284</b>	<b>13.0%</b>
Adjusted Gross Margin	53.3%	49.8%	3.5 p.p.	51.9%	50.1%	1.7 p.p.
(-) Depreciation	52,291	52,840	-1.0%	211,877	198,768	6.6%
<b>Adjusted Cash Gross Profit</b>	<b>309,133</b>	<b>273,143</b>	<b>13.2%</b>	<b>1,161,594</b>	<b>1,039,052</b>	<b>11.8%</b>
Adjusted Cash Gross Margin	64.1%	61.8%	2.4 p.p.	63.4%	62.0%	1.5 p.p.



## Operating Expenses (Selling, General and Administrative);

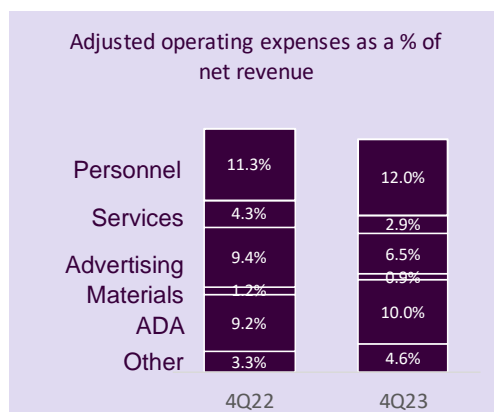
Operating Expenses - Accounting (R\$ '000)	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>General and Administrative Expenses</b>	<b>(190,972)</b>	<b>(179,481)</b>	<b>6.4%</b>	<b>(715,956)</b>	<b>(648,553)</b>	<b>10.4%</b>
Payroll and Charges	(60,680)	(52,569)	15.4%	(237,925)	(209,191)	13.7%
Third-Party Services	(17,207)	(20,726)	-17.0%	(71,440)	(74,176)	-3.7%
Advertising	(31,373)	(41,675)	-24.7%	(138,566)	(162,176)	-14.6%
Materials	(4,535)	(5,216)	-13.1%	(16,515)	(18,390)	-10.2%
PDA	(48,277)	(40,485)	19.2%	(160,486)	(113,270)	41.7%
Others	(23,735)	(14,795)	60.4%	(70,523)	(55,800)	26.4%
Depreciation and Amortization	(5,165)	(4,015)	28.6%	(20,501)	(15,550)	31.8%
<b>Other Net Operating Expenses/Revenue</b>	<b>(10,497)</b>	<b>(114,000)</b>	<b>-90.8%</b>	<b>(26,136)</b>	<b>(209,174)</b>	<b>-87.5%</b>
<b>Operating Income</b>	<b>61,449</b>	<b>(76,570)</b>	<b>N.M.</b>	<b>207,281</b>	<b>(24,228)</b>	<b>N.M.</b>
<b>General and Administrative Expenses (Ex-Depreciation and Amortization)</b>	<b>(185,807)</b>	<b>(175,466)</b>	<b>5.9%</b>	<b>(695,455)</b>	<b>(633,003)</b>	<b>9.9%</b>

- Personnel expenses and charges showed 15.4% increase, due to the collective bargaining agreement, an increase in the provisioning for Profit Sharing (PLR) and for the Share Grant Plan and internalization of some outsourced activities. There was also a non-recurring expense of R\$ 2.7 million related to compensation fines related to the adjustment of the administrative structure to accommodate the Company's current student base. Excluding non-recurring effects between the two periods, the increase was 15.8%;
- Expenses with services provided dropped 17.0% compared to 4Q22. Excluding non-recurring effects between the two periods, which can be seen in the management table below, the drop in these expenses was 26.2%, mainly due to the company's efforts to increase its operational efficiency and the internalization of some outsourced activities and discontinuation of less efficient units and learning centers;
- Advertising expenses dropped 24.7% versus 4Q22. As a percentage of net revenue, dropped from 9.4% to 6.5%, showing an improvement in the Company's commercial efficiency, mainly as a result of the measures adopted to improve operational efficiency and focus on improving the portfolio of courses offered in the Hybrid and Digital Learning segments;

- d) PDA and Effective Losses were up 19.2% compared to 4Q22, representing 9.2% as a percentage of net revenue in 4Q23, compared to 10.0% in 4Q22, mainly due to the increase in the net revenue base in recent quarters in Hybrid Learning and the dropout rate at Digital Learning, combined with the drop in 2021 bills, from the pandemic period, which completed the 2-year period with lower recoverability and higher provisioning;
- e) The line of Others recorded a 60.4% increase in 4Q23 compared to 4Q22, basically due to higher travel costs, accreditation and re-accreditation visits for courses, congresses, and other activities; and
- f) Other Net Operating Income (Expenses) line was 86.2% lower when compared to 4Q22 (86.2% drop, excluding non-recurring items, as per the adjusted table below). In 4Q22, this line was impacted by the following non-cash effect events: (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 versus R\$ 79.2 million in 4Q22, referring to the write-off of goodwill and intangible assets identified in the acquisition of UNG, CETEBA and Juvêncio Terra 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))	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>General and Administrative Expenses</b>	<b>(183,655)</b>	<b>(175,388)</b>	<b>4.7%</b>	<b>(682,803)</b>	<b>(629,189)</b>	<b>8.5%</b>
Payroll and Charges	(58,019)	(50,105)	15.8%	(221,587)	(201,509)	10.0%
Third-Party Services	(14,169)	(19,209)	-26.2%	(58,715)	(63,983)	-8.2%
Advertising	(31,173)	(41,675)	-25.2%	(138,278)	(162,176)	-14.7%
Materials	(4,535)	(5,216)	-13.1%	(16,515)	(18,390)	-10.2%
PDA	(48,277)	(40,485)	19.2%	(160,486)	(113,270)	41.7%
Others	(22,317)	(14,684)	52.0%	(66,721)	(54,312)	22.8%
Depreciation and Amortization	(5,165)	(4,015)	28.6%	(20,501)	(15,550)	31.8%
<b>Other Net Operating Expenses/Revenue</b>	<b>505</b>	<b>3,654</b>	<b>-86.2%</b>	<b>(10,972)</b>	<b>(10,118)</b>	<b>8.4%</b>
<b>Adjusted Operating Income</b>	<b>73,692</b>	<b>48,569</b>	<b>51.7%</b>	<b>255,942</b>	<b>200,976</b>	<b>27.3%</b>
<b>General and Administrative Expenses (Ex-Depreciation and Amortization)</b>	<b>(178,490)</b>	<b>(171,373)</b>	<b>4.2%</b>	<b>(662,302)</b>	<b>(613,639)</b>	<b>7.9%</b>



## EBITDA and Adjusted EBITDA

EBITDA (R\$ '000)	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>Operating Income</b>	<b>61,449</b>	<b>(76,570)</b>	<b>N.M.</b>	<b>207,281</b>	<b>(24,228)</b>	<b>N.M.</b>
(+) Depreciation and amortization	50,941	56,855	-10.4%	225,863	214,318	5.4%
<b>EBITDA<sup>1</sup></b>	<b>112,390</b>	<b>(19,715)</b>	<b>N.M.</b>	<b>433,144</b>	<b>190,090</b>	<b>127.9%</b>
EBITDA Margin	23.3%	-4.5%	27.8 p.p.	23.7%	11.3%	12.3 p.p.
(+) Revenue from Interest on Agreements and Others <sup>2</sup>	6,593	8,235	-19.9%	24,076	24,840	-3.1%
(+) Non-recurring costs and expenses <sup>3</sup>	18,758	125,139	-85.0%	55,176	225,204	-75.5%
(-) Minimum rent paid <sup>4</sup>	(34,158)	(42,337)	-19.3%	(147,708)	(147,565)	0.1%
<b>Adjusted EBITDA<sup>5</sup></b>	<b>103,583</b>	<b>71,322</b>	<b>45.2%</b>	<b>364,688</b>	<b>292,569</b>	<b>24.7%</b>
Adjusted EBITDA Margin	21.5%	16.1%	5.4 p.p.	19.9%	17.5%	2.5 p.p.

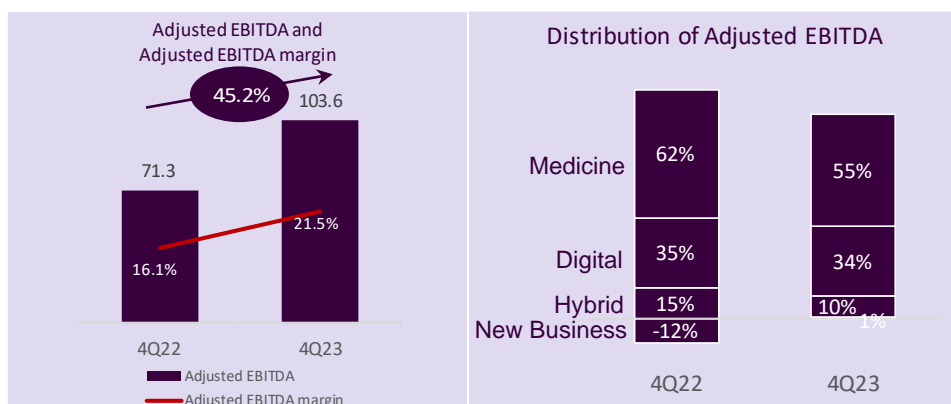
1. EBITDA is not an accounting measure.

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 of companies, 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.



The increase in Adjusted EBITDA when comparing 4Q23 x 4Q22 was due to the growth in net revenue in 4Q23, resulting from the increase in hybrid and digital undergraduate student base, which provided a more consistent pace of net revenue growth in 2023, while the success in executing the operational optimization plan so far allowed the pace of growth in costs and expenses to slow down and enabled an increase in adjusted EBITDA margin in 4Q23 of 5.4 percentage points compared to 4Q22.

SUMMARY OF NON-RECURRING ITEMS (R\$ '000)	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>Non-Recurring Costs and Expenses Impacting Adjusted EBITDA</b>	<b>18,758</b>	<b>125,139</b>	<b>-85.0%</b>	<b>55,176</b>	<b>225,204</b>	<b>-75.5%</b>
Rent	90	-	N.M.	1,521	-	N.M.
Payroll	3,009	5,856	-48.6%	21,642	14,467	49.6%
Cost	349	3,392	-89.7%	5,304	6,785	-21.8%
Expense	2,661	2,464	8.0%	16,338	7,682	112.7%
Third-Party Services	3,038	1,517	100.3%	12,759	10,193	25.2%
Cost	-	-	0.0%	34	-	N.M.
Expense	3,038	1,517	100.3%	12,725	10,193	24.8%
Advertising	200	-	N.M.	288	-	N.M.
Other	12,420	117,766	-89.5%	18,966	200,544	-90.5%
Tax Expenses	394	111	253.8%	724	1,488	-51.3%
Other Expenses	1,023	-	N.M.	3,078	-	N.M.
Loss/gain in Asset Recovery Value and Real State Write-Off	10,791	79,161	-86.4%	9,474	150,807	-93.7%
Others	211	38,493	-99.5%	5,690	48,249	-88.2%
<b>Non-Recurring Costs and Expenses that do not Impact Adjusted EBITDA</b>	<b>(6,439)</b>	<b>(189)</b>	<b>3299.3%</b>	<b>(7,046)</b>	<b>(2,221)</b>	<b>217.2%</b>
Depreciation - Write-off	(6,515)	-	N.M.	(6,515)	-	N.M.
Financial Expenses - Other	-	2,088	-100.0%	2,259	2,088	8.2%
Financial Expenses - Interest on Leasing	(4,557)	-	N.M.	(4,557)	-	N.M.
Interest and exchange rate variation on loans (SWAP)	7,606	-	N.M.	7,606	-	N.M.
Complementary Income tax and social contribution on Adjusted Net Income*	(2,973)	(2,278)	30.5%	(5,840)	(4,310)	35.5%
<b>Total Non Recurring Costs and Expenses</b>	<b>12,319</b>	<b>124,950</b>	<b>-90.1%</b>	<b>48,130</b>	<b>222,983</b>	<b>-78.4%</b>

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

## Main indicators by segment and offer format

Results by Segment (R\$ ('000))	4Q23*				
	Hybrid Teaching	Digital Learning*	New business <sup>(1)</sup>	Consolidated	Medicine
Net Revenue	380,680	86,923	14,445	482,047	86,405
Adjusted Cash Gross Profit	242,292	56,205	10,636	309,133	74,881
Adjusted Cash Gross Margin	63.6%	64.7%	73.6%	64.1%	86.7%
Adjusted EBITDA	67,394	35,430	758	103,583	56,928
Adjusted EBITDA Margin	17.7%	40.8%	5.2%	21.5%	65.9%
Student Base ('000)	152,515	160,383	-	312,898	3,228

Results by Segment (R\$ ('000))	12M23*				
	Hybrid Teaching	Digital Learning*	New business <sup>(1)</sup>	Consolidated	Medicine
Net Revenue	1,405,874	370,390	54,670	1,830,934	333,274
Adjusted Cash Gross Profit	901,042	241,166	19,386	1,161,594	282,355
Adjusted Cash Gross Margin	64.1%	65.1%	35.5%	63.4%	84.7%
Adjusted EBITDA	280,574	106,341	(22,228)	364,688	212,877
Adjusted EBITDA Margin	20.0%	28.7%	-40.7%	19.9%	63.9%
Student Base ('000)	152,515	160,383	-	312,898	3,228

\* Results allocations are unaudited.

\*\* Includes revenue from student monthly tuitions and auxiliary revenue included in Other Revenues line in Revenue from Services Provided section.

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

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 UNIFAEEL acquisition.

New Businesses	KPI	4Q22	1Q23	2Q23	3Q23	4Q23
Prova Fácil + Delínea	b2b client base	190	206	188	227	232
Peixe30	User base	401	475	526	586	695
b.Uni	Client base	22	25	26	28	29
Veterinary Hospitals	Units	4	4	5	5	5
Veterinary Hospitals	Complete appointments (in thousands)	6	7	7	7	8
Veterinary Hospitals	Attendances / Unit (in thousands)	2	2	1	1	1

\*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. Thus, this information was adjusted for the same methodology in the history of previous quarters.

## Financial result

Financial Result - Accounting (R\$ '000)	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>(+) Financial Revenue</b>	<b>14,976</b>	<b>26,973</b>	<b>-44.5%</b>	<b>65,880</b>	<b>126,752</b>	<b>-48.0%</b>
Interest on Agreements and Others	6,593	8,235	-19.9%	24,076	24,840	-3.1%
Returns on Financial Investments	8,326	9,294	-10.4%	26,011	25,408	2.4%
Active exchange variation	231	9,730	-97.6%	16,871	74,309	-77.3%
Others	(174)	(286)	-39.2%	(1,078)	2,195	N.M.
<b>(-) Financial Expenses</b>	<b>(68,811)</b>	<b>(72,925)</b>	<b>-5.6%</b>	<b>(296,821)</b>	<b>(317,435)</b>	<b>-6.5%</b>
Interest Expenses	(22,940)	(23,495)	-2.4%	(87,487)	(73,571)	18.9%
Interest on Leasing	(15,444)	(19,798)	-22.0%	(76,790)	(74,303)	3.3%
Discounts Granted	(11,127)	(6,709)	65.9%	(57,815)	(49,997)	15.6%
Interest on Aquisitions Payables	(1,213)	(2,204)	-45.0%	(7,141)	(10,901)	-34.5%
Mark-to-market adjustment	(7,606)	-	N.M.	(7,606)	-	N.M.
Interest and swap result on loans	(6,576)	(16,790)	-60.8%	(44,117)	(100,692)	-56.2%
Others	(3,905)	(3,929)	-0.6%	(15,865)	(7,971)	99.0%
<b>Financial Result</b>	<b>(53,835)</b>	<b>(45,952)</b>	<b>17.2%</b>	<b>(230,941)</b>	<b>(190,683)</b>	<b>21.1%</b>

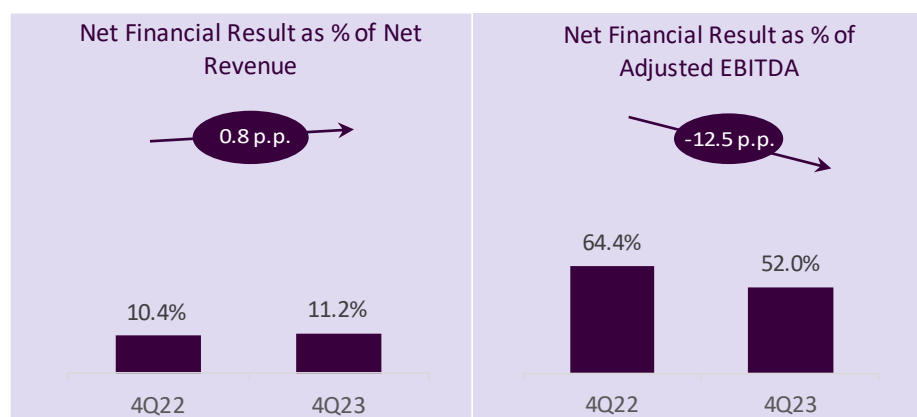
- Financial Revenues were down 44.5%, mainly due to the 97.6% decrease in the exchange variation on loans in foreign currency (with swap) contracted with Banco Itaú;
- Interest on Agreements and Others was R\$ 6.6 million in 4Q23, representing a 19.9% drop compared to 4Q22, when it reached R\$ 8.2 million, due to the lower interest charges from students in the comparison between the two periods;
- Income from Financial Investments dropped 10.4%, from R\$ 9.3 million in 4Q22 to R\$ 8.3 million in 4Q23, as a result of the fall in CDI between the two periods;
- The sum of Foreign Exchange Gains and Interest Financial Expense and Swap Result on Loans, referring to the contracting of the credit facility in modality 4131 with Banco Itaú, showed a 10.1% drop in the combined financial expense, from R\$ 7.1 million in 4Q22 to R\$ 6.3 million in 4Q23;
- Financial Expenses reached R\$ 68.8 million in 4Q23, compared to R\$ 72.9 million in 4Q22, representing a 5.6% reduction when comparing the two periods, mainly due to the lower gross debt, including the reduction in swap (commented above) and discounts granted, offset by expenses related to the execution of financial transactions;
- Interest Expenses decreased 2.4%, from R\$ 23.5 million in 4Q22 to R\$ 22.9 million in 4Q23, due to the drop in CDI between the two periods;



- g) Interest on Leases reached R\$ 20.2 million in 4Q23, compared to R\$ 15.4 million in 4Q22, with 22,0% decrease, because of the remeasurement of leased properties, offset by the return of properties as mentioned in Rental Costs. Furthermore, there was a non-recurring and non-cash effect, which reduced the Interest on Leases expenses by R\$4.5 million due to the adjustment in the assumptions of the incremental rate versus the cost of capital;
- h) Discounts Granted reached R\$ 11.1 million in 4Q23, versus R\$ 6.7 million in 4Q22, due to the higher volume of agreements to recover old tuition fees, specially aging between 361 to 720 days, when comparing the two periods;
- i) Mark-to-market of derivatives began to be recorded by the Company in 4Q23, as provided for in CPC 46, representing an accounting effect, with no cash effect and therefore was treated as a non-recurring impact;
- j) The line of Others in financial expenses ended 4Q23 at R\$ 3.9 million, versus R\$ 3.4 million recorded in 4Q22, mainly due to the non-recurring effect of R\$ 2.3 million related to the execution of financial transactions in the period.

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)	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>(+) Financial Revenue</b>	<b>14,976</b>	<b>26,973</b>	<b>-44.5%</b>	<b>65,880</b>	<b>126,752</b>	<b>-48.0%</b>
Interest on Agreements and Others	6,593	8,235	-19.9%	24,076	24,840	-3.1%
Returns on Financial Investments	8,326	9,294	-10.4%	26,011	25,408	2.4%
Active exchange variation	231	9,730	-97.6%	16,871	74,309	-77.3%
Others	(174)	(286)	-39.2%	(1,078)	2,195	N.M.
<b>(-) Financial Expenses</b>	<b>(65,762)</b>	<b>(70,837)</b>	<b>-7.2%</b>	<b>(291,513)</b>	<b>(315,347)</b>	<b>-7.6%</b>
Interest Expenses	(22,940)	(23,495)	-2.4%	(87,487)	(73,571)	18.9%
Interest on Leasing	(20,001)	(19,798)	1.0%	(81,347)	(74,303)	9.5%
Discounts Granted	(11,127)	(6,709)	65.9%	(57,815)	(49,997)	15.6%
Interest on Aquisitions Payables	(1,213)	(2,204)	-45.0%	(7,141)	(10,901)	-34.5%
Mark-to-market adjustment	-	-	0.0%	-	-	0.0%
Interest and swap result on loans	(6,576)	(16,790)	-60.8%	(44,117)	(100,692)	-56.2%
Others	(3,905)	(1,841)	112.1%	(13,606)	(5,883)	131.3%
<b>Financial Result</b>	<b>(50,786)</b>	<b>(43,864)</b>	<b>15.8%</b>	<b>(225,633)</b>	<b>(188,595)</b>	<b>19.6%</b>



## Net Income (Loss)

Net Income (Loss) - Accounting (R\$ 000)	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>Operating Income</b>	<b>61,449</b>	<b>(76,570)</b>	<b>N.M.</b>	<b>207,281</b>	<b>(24,228)</b>	<b>N.M.</b>
(+) Financial Result	(53,835)	(45,952)	17.2%	(230,941)	(190,683)	21.1%
(+) Income and Soc. Contrib. Taxes	(1,780)	(2,021)	-11.9%	(6,497)	(10,363)	-37.3%
(+) Deferred Income and Soc. Contrib. Taxes	(142)	(848)	-83.3%	2,113	3,126	-32.4%
<b>Consolidated Net Income (Loss)</b>	<b>5,692</b>	<b>(125,391)</b>	<b>N.M.</b>	<b>(28,044)</b>	<b>(222,148)</b>	<b>-87.4%</b>
Net Margin	1.2%	-28.4%	29.5 p.p.	-1.5%	-13.3%	11.7 p.p.

The table below presents managerial net income (loss), adjusted for non-recurring effects. In 4Q23, the Company recorded an adjusted profit of R\$ 18.0 million, versus an adjusted loss of R\$ 0.4 million recorded in 4Q22, mainly due to the recovery of the Hybrid Learning revenue base, combined with the beginning of synergies generated by the execution of the operational optimization plan started from the end of 2022. These effects were partially offset by net financial expenses, mainly due to the impact of interest on the Company's current level of debt. In 4Q23, IR/CSLL represented a net expense of R\$ 1.9 million, mainly due to the aggregate profit of part of the Group's companies.

Adjusted Net Income (R\$ 000)	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>Adjusted Operating Income</b>	<b>73,692</b>	<b>48,569</b>	<b>51.7%</b>	<b>255,942</b>	<b>200,976</b>	<b>27.3%</b>
(+) Financial Result	(50,786)	(43,864)	15.8%	(225,633)	(188,595)	19.6%
(+) Income and Soc. Contrib. Taxes	(4,753)	(4,299)	10.6%	(12,337)	(14,673)	-15.9%
(+) Deferred Income and Soc. Contrib. Taxes	(142)	(848)	-83.3%	2,113	3,126	-32.4%
<b>Adjusted Net Income (Loss)</b>	<b>18,011</b>	<b>(441)</b>	<b>N.M.</b>	<b>20,085</b>	<b>835</b>	<b>2305.3%</b>
Adjusted Net Margin	3.7%	-0.1%	3.8 p.p.	1.1%	0.0%	1.0 p.p.

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

Adjusted Net Income (Ex-IFRS 16) (R\$ ('000))	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>Adjusted Net Income</b>	<b>18,011</b>	<b>(441)</b>	<b>N.M.</b>	<b>20,085</b>	<b>835</b>	<b>2305.3%</b>
Adjusted Net Margin	3.7%	-0.1%	3.8 p.p.	1.1%	0.0%	1.0 p.p.
Rent (IFRS 16)	(27,934)	(32,959)	-15.2%	(118,812)	(117,342)	1.3%
Depreciation and Amortization (IFRS 16)	13,016	19,563	-33.5%	74,721	74,794	-0.1%
Interest on Leasing (IFRS 16)	15,928	14,391	10.7%	61,455	52,295	17.5%
Income and Social Contribution Taxes (IFRS 16)	(187)	(59)	217.2%	(1,107)	(619)	78.8%
<b>Adjusted Net Income - (Ex-IFRS 16)</b>	<b>18,833</b>	<b>495</b>	<b>3708.5%</b>	<b>36,342</b>	<b>9,962</b>	<b>264.8%</b>
Adjusted Net Margin (Ex-IFRS 16)	3.9%	0.1%	3.8 p.p.	2.0%	0.6%	1.4 p.p.

The table above shows the impact of IFRS 16 on the Company's adjusted net income (loss) for the purposes of demonstration and comparability with previous years. In 4Q23, excluding IFRS 16 impacts, net income was R\$ 18.8 million.

## Accounts Receivable and Net Receivable Days

Accounts Receivable and Average Receivable Days R\$ ('000)	4Q22	1Q23	2Q23	3Q23	4Q23
<b>Gross Accounts Receivable</b>	<b>771,674</b>	<b>694,905</b>	<b>762,972</b>	<b>748,801</b>	<b>770,748</b>
Monthly tuition fees	446,309	429,999	485,925	445,889	494,882
FIES	58,737	66,090	84,906	73,630	94,571
Negotiated agreements receivable	102,817	109,251	102,167	106,817	96,716
Education credits receivable	146,643	66,536	63,825	64,307	64,952
Credit Card and Others	17,168	23,029	26,149	58,158	19,627
PDA balance	(259,599)	(247,286)	(235,115)	(255,628)	(249,208)
<b>Net Accounts Receivable</b>	<b>512,075</b>	<b>447,619</b>	<b>527,857</b>	<b>493,173</b>	<b>521,540</b>
<b>Net Revenue (Last 12 Months - FIES+Ex-FIES+Pronatec)</b>	<b>1,676,343</b>	<b>1,720,680</b>	<b>1,762,512</b>	<b>1,791,142</b>	<b>1,830,934</b>
Net Receivable Days (FIES+Ex-FIES+Pronatec)	110	94	108	99	103
<b>Net Revenue FIES (Last 12 Months)</b>	<b>122,112</b>	<b>121,221</b>	<b>121,641</b>	<b>124,554</b>	<b>126,044</b>
Net Receivable Days (FIES)	52	67	122	87	145
Net Receivable Days (Monthly tuition fees + Negotiated agreements receivable + Education credits receivable)	111	90	101	87	95

Average net receivable days, ex-FIES, dropped from 111 to 95 days, mainly due to the sale of part of Educured's portfolio of receivables to PraValer, which reduced Educured's gross balance of accounts receivable. Details of the transaction are described in the [Material Fact released on 03/22/2023](#).

Aging of Monthly tuition fees (R\$ '000)	4Q22	% Chg.	4Q23	% Chg.
Not yet due	-	0.0%	39,363	8.0%
Overdue from 1 to 90 days	134,640	30.2%	142,377	28.8%
Overdue from 91 to 180 days	51,162	11.5%	55,380	11.2%
Overdue from 181 to 360 days	98,478	22.1%	103,079	20.8%
Overdue from 361 to 540 days	86,373	19.4%	74,662	15.1%
Overdue from 541 to 720 days	75,656	17.0%	80,021	16.2%
<b>TOTAL</b>	<b>446,309</b>	<b>100.0%</b>	<b>494,882</b>	<b>100.0%</b>
<b>% of Gross Accounts Receivable</b>	<b>57.8%</b>		<b>64.2%</b>	

Aging of Negotiated Agreements (R\$ '000)	4Q22	% Chg.	4Q23	% Chg.
Not yet due	17,953	17.5%	17,276	17.9%
Overdue from 1 to 90 days	25,562	24.9%	22,720	23.5%
Overdue from 91 to 180 days	11,811	11.5%	11,214	11.6%
Overdue from 181 to 360 days	18,553	18.0%	16,531	17.1%
Overdue from 361 to 540 days	15,602	15.2%	15,088	15.6%
Overdue from 541 to 720 days	13,336	13.0%	13,887	14.4%
<b>TOTAL</b>	<b>102,817</b>	<b>100.0%</b>	<b>96,716</b>	<b>100.0%</b>
<b>% of Gross Accounts Receivable</b>	<b>13.3%</b>		<b>12.5%</b>	

The table below shows the evolution of our ADA from December 31, 2022 to December 31, 2023:

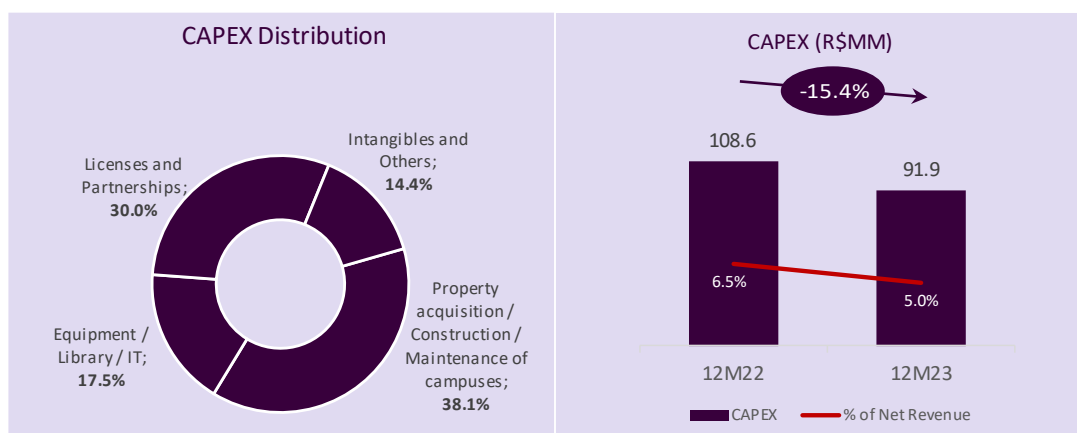
Constitution of Provision for Doubtful Accounts in the Income Statement (R\$ '000)	12/31/2022	Write-off due to sale of receivables	Gross Increase in Provision for Doubtful	Write-off	12/31/2023
Total	259,599	(13,288)	160,486	(157,589)	249,208

## Investment (CAPEX)

CAPEX (R\$ ('000))	4Q23	% of Total	4Q22	% of Total	12M23	% of Total	12M22	% of Total
<b>CAPEX Total</b>	<b>26,305</b>	<b>100.0%</b>	<b>29,891</b>	<b>100.0%</b>	<b>91,876</b>	<b>100.0%</b>	<b>108,626</b>	<b>100.0%</b>
Property acquisition / Construction / Maintenance of campuses	11,944	45.4%	5,849	19.6%	35,040	38.1%	30,117	27.7%
Equipment / Library / IT	3,919	14.9%	12,669	42.4%	16,056	17.5%	40,436	37.2%
Licenses and Partnerships	7,047	26.8%	8,758	29.3%	27,550	30.0%	26,185	24.1%
Intangibles and Others	3,395	12.9%	2,615	8.7%	13,230	14.4%	11,888	10.9%
<b>Acquisitions Debt Payment</b>	<b>3,919</b>		<b>27,900</b>		<b>52,070</b>		<b>295,210</b>	
<b>Total CAPEX + Acquisitions Payables</b>	<b>30,224</b>		<b>57,791</b>		<b>143,946</b>		<b>403,836</b>	

In 4Q23, the Company invested R\$ 26.3 million, and investments in refurbishments of campuses and equipment, laboratories and libraries amounted to R\$ 15.9 million, down 14.3% versus 4Q22. Investments in licenses and agreements amounted to R\$ 7.0 million. Investments in intangible assets and other investments amounted to R\$ 3.4 million, mainly due to the development of the digital content of the subjects offered in the Company's courses.

In 4Q23, debt payments from acquisitions mainly refer to the amounts of edtech acquisitions.



## Indebtedness

<b>Indebtedness (R\$ ('000))</b>	<b>12/31/2023</b>	<b>12/31/2022</b>	<b>% Chg. Dec23 x Dec22</b>
<b>Total Cash</b>	<b>474,316</b>	<b>383,266</b>	<b>23.8%</b>
Restricted Cash (Escrow FAEL)	(65,343)	(69,931)	-6.6%
Judicial deposits	(27,230)	(19,748)	37.9%
FG-FIES Guarantee Fund	(87,423)	(52,028)	68.0%
<b>Cash, Cash equivalents and Securities</b>	<b>294,320</b>	<b>241,559</b>	<b>21.8%</b>
Cash and cash equivalents	215,267	180,764	19.1%
Securities	79,053	60,795	30.0%
<b>Gross debt</b>	<b>(1,086,789)</b>	<b>(1,025,449)</b>	<b>6.0%</b>
Loans and financing	(493,475)	(595,566)	-17.1%
Short term	(212,241)	(193,950)	9.4%
Long term	(281,234)	(401,616)	-30.0%
Debentures	(413,645)	(210,319)	96.7%
Short term	(43,724)	(11,208)	290.1%
Long term	(369,921)	(199,111)	85.8%
Aquisitions Payables*	(179,669)	(219,564)	-18.2%
<b>Net Debt</b>	<b>(792,469)</b>	<b>(783,890)</b>	<b>1.1%</b>
Net Debt / Adjusted EBITDA (LTM)	(2.17)	(2.68)	
* Acquisitions payables refer to acquisition scheduled payments and not yet settled, net of escrow on the purchase of FAEL.			

The Company's cash and cash equivalents amounted to R\$ 294.3 million, a 21.8% increase as compared to December 2022. This change is mainly due to the improvement in operational cash generation during the year and the sale of Educured portfolio to PraValer in March 2023.

<b>Debt Amortization Schedule (R\$ '000)</b>	<b>Loans and Financing</b>	<b>A.V. (%)</b>	<b>Aquisitions Payables</b>	<b>A.V. (%)</b>	<b>Debentures</b>	<b>A.V. (%)</b>	<b>Total</b>	<b>A.V. (%)</b>
<b>Short Term</b>	<b>212,241</b>	<b>43.0%</b>	<b>80,327</b>	<b>32.8%</b>	<b>43,724</b>	<b>10.6%</b>	<b>336,292</b>	<b>29.2%</b>
<b>Total Long Term</b>	<b>281,234</b>	<b>57.0%</b>	<b>164,685</b>	<b>67.2%</b>	<b>369,921</b>	<b>89.4%</b>	<b>815,840</b>	<b>70.8%</b>
1-2 years	167,441	33.9%	90,076	36.8%	106,669	25.8%	364,186	31.6%
2-3 years	84,129	17.0%	29,335	12.0%	106,669	25.8%	220,133	19.1%
3-4 years	29,664	6.0%	36,443	14.9%	106,772	25.8%	172,879	15.0%
4-5 years	-	0.0%	8,831	3.6%	49,811	12.0%	58,642	5.1%
<b>Total Loans, Financing and Acquisitions payables</b>	<b>493,475</b>	<b>100.0%</b>	<b>245,012</b>	<b>100.0%</b>	<b>413,645</b>	<b>100.0%</b>	<b>1,152,132</b>	<b>100.0%</b>
Escrow FAEL	-		(65,343)		-		(65,343)	
<b>Total Loans, Financing and Acquisitions payables (Ex-Escrow FAEL)</b>	<b>493,475</b>		<b>179,669</b>		<b>413,645</b>		<b>1,086,789</b>	

As of December 31, 2023, the Company's gross debt reached R\$ 1,086.8 million, showing a 6.0% increase compared to R\$ 1,025.4 million recorded on December 31, 2022, mainly consisting of the transactions described below:

Indebtedness	Agreement	Contract Value on the date of execution (R\$ ('000))	Rate	12/31/2023
Santander	Working capital	100,000	CDI + 2.70% per year	76,900
Itaú-Unibanco	Working capital	200,000	CDI + 2.30% per year	126,963
Caixa Econômica Federal	Working capital	200,000	CDI + 1.69% per year	65,314
4131 Loan Itaú	Loan in foreign currency with Swap	200,000	Eur + 2.15 per year with Swap CDI + 2.70 per year	222,031
Finame	-	24,900	6% per year	2,126
Others	-	-	-	141
Debentures	Public offering of the third (3rd) issue of debentures - Issue date 08/15/22	200,000	CDI + 2.00% per year	204,095
Debentures	Public offering of the fourth (4th) issue of debentures - Issue date 10/10/23	200,000	CDI + 2.00% per year	209,550
UNIFAEL	Agreement for the Assignment and Transfer of Shares and Other Covenants	R\$280,000 (subject to an adjustment based on FAEL's net debt and working capital, as well as the payment of an earn-out of up to R\$ 17,500)		82,603
UNESC	Share Purchase and Sale Agreement and Other Covenants	R\$120,000 (R\$70,000 paid in cash on the closing date + R\$50,000 in 4 annual installments + Earn out: R\$52,800)	IPCA	62,448
UNIFASB	Stock Purchase and Sale Agreement	R\$210,000 (R\$130,000 paid in cash on the closing date + R\$80,000 in 5 annual installments)		50,881
UNIFACIMED	Stock Purchase and Sale Agreement	R\$150,000 (R\$100,000 paid in cash on the closing date + R\$50,000 in 4 annual installments)	IPCA	30,278
UNIJUAZEIRO	Stock Purchase and Sale Agreement	R\$24,000 (R\$12,000 + R\$12,000 in 5 annual installments)	IPCA	5,579
UNI7	Stock Purchase and Sale Agreement	R\$10,000 (R\$5,000 paid in cash on the closing date + R\$5,000 in 3 annual installments)	CDI	5,633
CDMV / Hospital Veterinário DOK	Share Purchase and Sale Agreement and Other Covenants	R\$12,000 (R\$8,400 paid in cash on the closing date + R\$3,600 in 5 annual installments)	IPCA	2,344
Plantão Veterinário Hospital Ltda / Pet Shop Kero Kolo Ltda.	Stock Purchase and Sale Agreement	R\$10,000 (R\$4,000 in cash on the closing date + R\$1,000 after the fulfillment of certain conditions provided for in the Agreement + R\$5,000 in 6 annual installments, to be paid as follows: R\$ 1,000 on the 1st anniversary of the closing date of the Transaction + 5 installments of R\$800 in the years following the anniversary.	IPCA	2,251
Other Acquisitions	Edtechs	Installments and Earn-out		2,995
<b>Total Gross Debt</b>				<b>1,152,132</b>
Escrow FAEL				(65,343)
<b>Total Gross Debt (Ex-Escrow FAEL)</b>				<b>1,086,789</b>

In 4Q23, the Company had a net debt of R\$ 792.5 million versus a net debt of R\$ 783.9 million as of December 31, 2022, mainly impacted by the sale of Educured portfolio to Pravalier.

## Cash Flow



Cash Flow (R\$ '000)	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>Cash flow from operating activities</b>						
Net cash from operating activities	16,361	28,198	-42.0%	159,575	146,767	8.7%
(-) Cash flow allocated to investing activities	(30,224)	(57,791)	-47.7%	(143,855)	(397,139)	-63.8%
(+) / (-) Securities	(31,077)	25,656	N.M.	(10,586)	(25,124)	-57.9%
(+) / (-) Cash flow allocated to financing activities	120,889	(41,350)	N.M.	29,369	242,556	-87.9%
<b>Decrease in cash and cash equivalents</b>	<b>75,949</b>	<b>(45,287)</b>	<b>N.M.</b>	<b>34,503</b>	<b>(32,940)</b>	<b>N.M.</b>
<b>Net increase in cash and cash equivalents</b>						
Beginning of period	139,318	226,051	-38.4%	180,764	213,704	-15.4%
End of period	215,267	180,764	19.1%	215,267	180,764	19.1%
<b>Decrease in cash and cash equivalents</b>	<b>75,949</b>	<b>(45,287)</b>	<b>N.M.</b>	<b>34,503</b>	<b>(32,940)</b>	<b>N.M.</b>
<b>Cash and Securities changes</b>	<b>109,634</b>	<b>(62,108)</b>	<b>N.M.</b>	<b>52,761</b>	<b>(52,798)</b>	<b>N.M.</b>
Beginning of period	184,686	303,667	-39.2%	241,559	294,357	-17.9%
End of period	294,320	241,559	21.8%	294,320	241,559	21.8%

Net operating cash generation dropped from R\$ 28.2 million in 4Q22 to R\$ 16.4 million in 4Q23, down 42.0%, due to the higher incidence of interest payments in the period, as the Company reorganized the flow of interest payments, aiming to allocate these payments to even-numbered quarters. Furthermore, there was a reduction in FIES receipts in the amount of approximately R\$20 million, which in previous years would be paid by December of the year itself and in this year were only paid in January 2024.

Furthermore, in the quarter there was an extraordinary impact related to the anticipation of installments of the UNAMA property rental contract to settle tax debt and grant a discount for the remainder of the contract, which reduced net operational cash generation by R\$8.4 million and allowed the write-off of assets and liabilities related to the fair value of the indemnified liability of R\$108.8 million.

Adjusting these effect, net operating cash generation was R\$44.4 million, an increase of 57.4% compared to last year.

## 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 312.9 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, Centro Universitário da Lapa – UNIFAEL and Centro Universitário 7 de Setembro – UNI7.

### Investor Relations Contact

Rodrigo de Macedo Alves and Geraldo Soares de Oliveira Júnior

(+55 11) 97093-2225 | [ri@sereducacional.com](mailto:ri@sereducacional.com) | [www.sereducacional.com/ri](http://www.sereducacional.com/ri)

## Press Contact

(+55 81) 3413-4643 | [imprensa@sereducacional.com](mailto:imprensa@sereducacional.com)

*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)	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>Gross Operating Revenue</b>	<b>995,783</b>	<b>833,956</b>	<b>19.4%</b>	<b>3,971,348</b>	<b>3,428,929</b>	<b>15.8%</b>
Hybrid Teaching Monthly Tuition	867,505	708,586	22.4%	3,437,987	2,824,456	21.7%
Digital Learning Monthly Tuition	110,252	109,288	0.9%	466,008	543,162	-14.2%
Others	18,026	16,082	12.1%	67,353	61,311	9.9%
<b>Deductions from Gross Revenue</b>	<b>(513,736)</b>	<b>(391,701)</b>	<b>31.2%</b>	<b>(2,140,414)</b>	<b>(1,752,586)</b>	<b>22.1%</b>
Discounts and Scholarships	(405,309)	(296,786)	36.6%	(1,722,710)	(1,403,090)	22.8%
PROUNI	(90,194)	(78,776)	14.5%	(348,910)	(288,009)	21.1%
FGEDUC And FIES charges	(670)	(858)	-21.9%	(2,825)	(2,787)	1.4%
Taxes	(17,563)	(15,281)	14.9%	(65,969)	(58,700)	12.4%
<b>Net Operating Revenue</b>	<b>482,047</b>	<b>442,255</b>	<b>9.0%</b>	<b>1,830,934</b>	<b>1,676,343</b>	<b>9.2%</b>
<b>Cash Cost of Services Rendered</b>	<b>(219,129)</b>	<b>(225,344)</b>	<b>-2.8%</b>	<b>(881,561)</b>	<b>(842,844)</b>	<b>4.6%</b>
Payroll and Charges	(115,933)	(127,054)	-8.8%	(472,197)	(456,041)	3.5%
Rent	(5,083)	212	N.M.	(21,158)	(15,100)	40.1%
Concessionaires (Electricity, Water and Telephone)	(12,929)	(10,012)	29.1%	(43,157)	(37,245)	15.9%
Third-Party Services	(39,408)	(35,650)	10.5%	(139,687)	(135,690)	2.9%
Depreciation and Amortization	(45,776)	(52,840)	-13.4%	(205,362)	(198,768)	3.3%
<b>Gross Profit</b>	<b>262,918</b>	<b>216,911</b>	<b>21.2%</b>	<b>949,373</b>	<b>833,499</b>	<b>13.9%</b>
<i>Gross Margin</i>	<i>54.5%</i>	<i>49.0%</i>	<i>5.5 p.p.</i>	<i>51.9%</i>	<i>49.7%</i>	<i>2.1 p.p.</i>
<b>Operating Expenses/Revenue</b>	<b>(201,469)</b>	<b>(293,481)</b>	<b>-31.4%</b>	<b>(742,092)</b>	<b>(857,727)</b>	<b>-13.5%</b>
General and Administrative Expenses	(190,972)	(179,481)	6.4%	(715,956)	(648,553)	10.4%
Payroll and Charges	(60,680)	(52,569)	15.4%	(237,925)	(209,191)	13.7%
Third-Party Services	(17,207)	(20,726)	-17.0%	(71,440)	(74,176)	-3.7%
Advertising	(31,373)	(41,675)	-24.7%	(138,566)	(162,176)	-14.6%
Materials	(4,535)	(5,216)	-13.1%	(16,515)	(18,390)	-10.2%
PDA	(48,277)	(40,485)	19.2%	(160,486)	(113,270)	41.7%
Others	(23,735)	(14,795)	60.4%	(70,523)	(55,800)	26.4%
Depreciation and Amortization	(5,165)	(4,015)	28.6%	(20,501)	(15,550)	31.8%
Other Operating Expenses/Revenue	(10,497)	(114,000)	-90.8%	(26,136)	(209,174)	-87.5%
<b>Operating Income</b>	<b>61,449</b>	<b>(76,570)</b>	<b>N.M.</b>	<b>207,281</b>	<b>(24,228)</b>	<b>N.M.</b>
<i>Operating Margin</i>	<i>12.7%</i>	<i>-17.3%</i>	<i>30.1 p.p.</i>	<i>11.3%</i>	<i>-1.4%</i>	<i>12.8 p.p.</i>
(+) Depreciation and Amortization	50,941	56,855	-10.4%	225,863	214,318	5.4%
<b>EBITDA</b>	<b>112,390</b>	<b>(19,715)</b>	<b>N.M.</b>	<b>433,144</b>	<b>190,090</b>	<b>127.9%</b>
<i>EBITDA Margin</i>	<i>23.3%</i>	<i>-4.5%</i>	<i>27.8 p.p.</i>	<i>23.7%</i>	<i>11.3%</i>	<i>12.3 p.p.</i>
(+) Non-recurring costs and expenses	18,758	125,139	-85.0%	55,176	225,204	-75.5%
(+) Interest on tuition and agreements	6,593	8,235	-19.9%	24,076	24,840	-3.1%
(-) Minimum rent paid	(34,158)	(42,337)	-19.3%	(147,708)	(147,565)	0.1%
<b>Adjusted EBITDA</b>	<b>103,583</b>	<b>71,322</b>	<b>45.2%</b>	<b>364,688</b>	<b>292,569</b>	<b>24.7%</b>
<i>Adjusted EBITDA Margin</i>	<i>21.5%</i>	<i>16.1%</i>	<i>5.4 p.p.</i>	<i>19.9%</i>	<i>17.5%</i>	<i>2.5 p.p.</i>
(-) Depreciation and Amortization	(50,941)	(56,855)	-10.4%	(225,863)	(214,318)	5.4%
<b>Adjusted EBIT</b>	<b>52,642</b>	<b>14,467</b>	<b>263.9%</b>	<b>138,825</b>	<b>78,251</b>	<b>77.4%</b>
<i>Adjusted EBIT Margin</i>	<i>10.9%</i>	<i>3.3%</i>	<i>7.6 p.p.</i>	<i>7.6%</i>	<i>4.7%</i>	<i>2.9 p.p.</i>
Financial Result	(53,835)	(45,952)	17.2%	(230,941)	(190,683)	21.1%
(+) Financial Revenue	14,976	26,973	-44.5%	65,880	126,752	-48.0%
Interest on Agreements and Others	6,593	8,235	-19.9%	24,076	24,840	-3.1%
Returns on Financial Investments	8,326	9,294	-10.4%	26,011	25,408	2.4%
Active exchange variation	231	9,730	-97.6%	16,871	74,309	-77.3%
Others	(174)	(286)	-39.2%	(1,078)	2,195	N.M.
(-) Financial Expenses	(68,811)	(72,925)	-5.6%	(296,821)	(317,435)	-6.5%
Interest Expenses	(22,940)	(23,495)	-2.4%	(87,487)	(73,571)	18.9%
Interest on Leasing	(15,444)	(19,798)	-22.0%	(76,790)	(74,303)	3.3%
Discounts Granted	(11,127)	(6,709)	65.9%	(57,815)	(49,997)	15.6%
Interest on Aquisitions Payables	(1,213)	(2,204)	-45.0%	(7,141)	(10,901)	-34.5%
Mark-to-market adjustment	(7,606)	-	N.M.	(7,606)	-	N.M.
Interest and exchange rate variation on loans (SWAP)	(6,576)	(16,790)	-60.8%	(44,117)	(100,692)	-56.2%
Others	(3,905)	(3,929)	-0.6%	(15,865)	(7,971)	99.0%
<b>Income Before Income Taxes</b>	<b>7,614</b>	<b>(122,522)</b>	<b>N.M.</b>	<b>(23,660)</b>	<b>(214,911)</b>	<b>-89.0%</b>
Income and Social Contribution Taxes	(1,922)	(2,869)	-33.0%	(4,384)	(7,237)	-39.4%
Current	(1,780)	(2,021)	-11.9%	(6,497)	(10,363)	-37.3%
Deferred	(142)	(848)	-83.3%	2,113	3,126	-32.4%
<b>Consolidated Net Income (Loss)</b>	<b>5,692</b>	<b>(125,391)</b>	<b>N.M.</b>	<b>(28,044)</b>	<b>(222,148)</b>	<b>-87.4%</b>
<i>Net Margin</i>	<i>1.2%</i>	<i>-28.4%</i>	<i>29.5 p.p.</i>	<i>-1.5%</i>	<i>-13.3%</i>	<i>11.7 p.p.</i>

## Income Statement - Managerial

Income Statement - Adjusted R\$ ('000)	4Q23	4Q22	% Chg. 4Q23 x 4Q22	12M23	12M22	% Chg. 12M23 x 12M22
<b>Gross Operating Revenue</b>	<b>995,783</b>	<b>833,956</b>	<b>19.4%</b>	<b>3,971,348</b>	<b>3,428,929</b>	<b>15.8%</b>
Hybrid Teaching Monthly Tuition	867,505	708,586	22.4%	3,437,987	2,824,456	21.7%
Digital Learning Monthly Tuition	110,252	109,288	0.9%	466,008	543,162	-14.2%
Others	18,026	16,082	12.1%	67,353	61,311	9.9%
<b>Deductions from Gross Revenue</b>	<b>(513,736)</b>	<b>(391,701)</b>	<b>31.2%</b>	<b>(2,140,414)</b>	<b>(1,752,586)</b>	<b>22.1%</b>
Discounts and Scholarships	(405,309)	(296,786)	36.6%	(1,722,710)	(1,403,090)	22.8%
PROUNI	(90,194)	(78,776)	14.5%	(348,910)	(288,009)	21.1%
FGEDUC And FIES charges	(670)	(858)	-21.9%	(2,825)	(2,787)	1.4%
Taxes	(17,563)	(15,281)	14.9%	(65,969)	(58,700)	12.4%
<b>Net Operating Revenue</b>	<b>482,047</b>	<b>442,255</b>	<b>9.0%</b>	<b>1,830,934</b>	<b>1,676,343</b>	<b>9.2%</b>
<b>Cash Cost of Services Rendered</b>	<b>(225,205)</b>	<b>(221,952)</b>	<b>1.5%</b>	<b>(881,217)</b>	<b>(836,059)</b>	<b>5.4%</b>
Payroll and Charges	(115,584)	(123,662)	-6.5%	(466,893)	(449,256)	3.9%
Rent	(4,993)	212	N.M.	(19,637)	(15,100)	30.0%
Concessionaires (Electricity, Water and Telephone)	(12,929)	(10,012)	29.1%	(43,157)	(37,245)	15.9%
Third-Party Services	(39,408)	(35,650)	10.5%	(139,653)	(135,690)	2.9%
Depreciation and Amortization	(52,291)	(52,840)	-1.0%	(211,877)	(198,768)	6.6%
<b>Managerial Gross Profit</b>	<b>256,842</b>	<b>220,303</b>	<b>16.6%</b>	<b>949,717</b>	<b>840,284</b>	<b>13.0%</b>
<i>Managerial Gross Margin</i>	<i>53.3%</i>	<i>49.8%</i>	<i>3.5 p.p.</i>	<i>51.9%</i>	<i>50.1%</i>	<i>1.7 p.p.</i>
<b>Operating Expenses/Revenue</b>	<b>(183,150)</b>	<b>(171,734)</b>	<b>6.6%</b>	<b>(693,775)</b>	<b>(639,307)</b>	<b>8.5%</b>
General and Administrative Expenses	(183,655)	(175,388)	4.7%	(682,803)	(629,189)	8.5%
Payroll and Charges	(58,019)	(50,105)	15.8%	(221,587)	(201,509)	10.0%
Third-Party Services	(14,169)	(19,209)	-26.2%	(58,715)	(63,983)	-8.2%
Advertising	(31,173)	(41,675)	-25.2%	(138,278)	(162,176)	-14.7%
Materials	(4,535)	(5,216)	-13.1%	(16,515)	(18,390)	-10.2%
PDA	(48,277)	(40,485)	19.2%	(160,486)	(113,270)	41.7%
Others	(22,317)	(14,684)	52.0%	(66,721)	(54,312)	22.8%
Depreciation and Amortization	(5,165)	(4,015)	28.6%	(20,501)	(15,550)	31.8%
Other Operating Expenses/Revenue	505	3,654	-86.2%	(10,972)	(10,118)	8.4%
<b>Managerial Operating Income</b>	<b>73,692</b>	<b>48,569</b>	<b>51.7%</b>	<b>255,942</b>	<b>200,976</b>	<b>27.3%</b>
<i>Managerial Operating Margin</i>	<i>15.3%</i>	<i>11.0%</i>	<i>4.3 p.p.</i>	<i>14.0%</i>	<i>12.0%</i>	<i>2.0 p.p.</i>
(+) Depreciation and Amortization	57,456	56,855	1.1%	232,378	214,318	8.4%
(+) Interest on tuition and agreements	6,593	8,235	-19.9%	24,076	24,840	-3.1%
(-) Minimum rent paid	(34,158)	(42,337)	-19.3%	(147,708)	(147,565)	0.1%
<b>Adjusted EBITDA</b>	<b>103,583</b>	<b>71,322</b>	<b>45.2%</b>	<b>364,688</b>	<b>292,569</b>	<b>24.7%</b>
<i>Adjusted EBITDA Margin</i>	<i>21.5%</i>	<i>16.1%</i>	<i>5.4 p.p.</i>	<i>19.9%</i>	<i>17.5%</i>	<i>2.5 p.p.</i>
(-) Depreciation and Amortization	(57,456)	(56,855)	1.1%	(232,378)	(214,318)	8.4%
<b>Adjusted EBIT</b>	<b>46,127</b>	<b>14,467</b>	<b>218.8%</b>	<b>132,310</b>	<b>78,251</b>	<b>69.1%</b>
<i>Adjusted EBIT Margin</i>	<i>9.6%</i>	<i>3.3%</i>	<i>6.3 p.p.</i>	<i>7.2%</i>	<i>4.7%</i>	<i>2.6 p.p.</i>
<b>Financial Result</b>	<b>(50,786)</b>	<b>(43,864)</b>	<b>15.8%</b>	<b>(225,633)</b>	<b>(188,595)</b>	<b>19.6%</b>
(+) Financial Revenue	14,976	26,973	-44.5%	65,880	126,752	-48.0%
Interest on Agreements and Others	6,593	8,235	-19.9%	24,076	24,840	-3.1%
Returns on Financial Investments	8,326	9,294	-10.4%	26,011	25,408	2.4%
Active exchange variation	231	9,730	-97.6%	16,871	74,309	-77.3%
Others	(174)	(286)	-39.2%	(1,078)	2,195	N.M.
(-) Financial Expenses	(65,762)	(70,837)	-7.2%	(291,513)	(315,347)	-7.6%
Interest Expenses	(22,940)	(23,495)	-2.4%	(87,487)	(73,571)	18.9%
Interest on Leasing	(20,001)	(19,798)	1.0%	(81,347)	(74,303)	9.5%
Discounts Granted	(11,127)	(6,709)	65.9%	(57,815)	(49,997)	15.6%
Interest on Acquisitions Payables	(1,213)	(2,204)	-45.0%	(7,141)	(10,901)	-34.5%
Mark-to-market adjustment	-	-	N.M.	-	-	N.M.
Interest and exchange rate variation on loans (SWAP)	(6,576)	(16,790)	-60.8%	(44,117)	(100,692)	-56.2%
Others	(3,905)	(1,841)	112.1%	(13,606)	(5,883)	131.3%
<b>Income Before Income Taxes</b>	<b>22,905</b>	<b>4,705</b>	<b>386.8%</b>	<b>30,309</b>	<b>12,382</b>	<b>144.8%</b>
Income and Social Contribution Taxes	(4,895)	(5,147)	-4.9%	(10,224)	(11,547)	-11.5%
Current	(4,753)	(4,299)	10.6%	(12,337)	(14,673)	-15.9%
Deferred	(142)	(848)	-83.3%	2,113	3,126	-32.4%
<b>Adjusted Consolidated Net Income</b>	<b>18,011</b>	<b>(441)</b>	<b>N.M.</b>	<b>20,085</b>	<b>835</b>	<b>2305.3%</b>
<i>Adjusted Net Margin</i>	<i>3.7%</i>	<i>-0.1%</i>	<i>3.8 p.p.</i>	<i>1.1%</i>	<i>0.0%</i>	<i>1.0 p.p.</i>

## Balance Sheet

Balance Sheet - ASSETS (R\$ '000)	12/31/2023	12/31/2022	% Chg. Dec23 x Dec22
<b>Total Assets</b>	<b>3,488,933</b>	<b>3,392,077</b>	<b>2.9%</b>
<b>Current Assets</b>	<b>880,790</b>	<b>752,637</b>	<b>17.0%</b>
Cash and cash equivalents	215,267	180,764	19.1%
Securities	77,585	60,251	28.8%
Restricted Cash	7,943	6,931	14.6%
Accounts receivable	520,047	438,743	18.5%
Taxes recoverable	32,298	24,922	29.6%
Related parties	1,951	1,952	-0.1%
Other assets	25,699	39,074	-34.2%
<b>Non-Current Assets</b>	<b>2,608,143</b>	<b>2,639,440</b>	<b>-1.2%</b>
Long-Term Assets	221,747	354,598	-37.5%
Accounts receivable	1,493	73,332	-98.0%
Related parties	163	2,115	-92.3%
Securities	1,468	544	169.9%
Other assets	27,361	21,454	27.5%
Indemnifications	9,318	115,282	-91.9%
FG-FIES Guarantee Fund	87,423	52,028	68.0%
Other Accounts receivable	37,121	26,843	38.3%
Restricted Cash	57,400	63,000	-8.9%
Intangible assets	1,191,785	1,203,974	-1.0%
Right-of-Use Assets	735,278	593,228	23.9%
Property, plant and equipment	459,333	487,640	-5.8%
Balance Sheet - LIABILITIES (R\$ '000)	12/31/2023	12/31/2022	% Chg. Dec23 x Dec22
<b>Total Liabilities</b>	<b>2,279,446</b>	<b>2,154,546</b>	<b>5.8%</b>
<b>Current Liabilities</b>	<b>656,430</b>	<b>552,227</b>	<b>18.9%</b>
Suppliers	40,674	32,255	26.1%
Accounts payable	80,327	60,871	32.0%
Loans and financing	197,440	180,340	9.5%
Derivative financial instruments - swap	14,801	13,610	8.8%
Debentures	43,724	11,208	290.1%
Payroll and charges	121,571	113,861	6.8%
Taxes payable	42,778	30,105	42.1%
Leasing	68,519	66,913	2.4%
Other liabilities	46,596	43,064	8.2%
<b>Non-Current Liabilities</b>	<b>1,623,016</b>	<b>1,602,319</b>	<b>1.3%</b>
Loans and financing	243,471	375,280	-35.1%
Derivative financial instruments - swap	37,763	26,336	43.4%
Debentures	369,921	199,111	85.8%
Leasing	777,282	638,817	21.7%
Accounts payable	164,685	228,624	-28.0%
Taxes payable	2,124	2,790	-23.9%
Provision for contingencies	27,770	131,349	-78.9%
Other liabilities	-	12	-100.0%
<b>Consolidated Shareholders' Equity</b>	<b>1,209,487</b>	<b>1,237,531</b>	<b>-2.3%</b>
Capital Realized	987,549	987,549	0.0%
Income Reserve	225,336	253,380	-11.1%
Treasury shares	(3,398)	(3,398)	0.0%
<b>Total Liabilities and Shareholders' Equity</b>	<b>3,488,933</b>	<b>3,392,077</b>	<b>2.9%</b>

## Cash Flow

Cash Flow Statement (R\$ '000)	12/31/2023	12/31/2022	% Chg. Dec23 x Dec22
<b>Consolidated Net Income for the Period before IncomeTaxes</b>	<b>(23,660)</b>	<b>(214,911)</b>	<b>-89.0%</b>
Depreciation and amortization	225,863	214,318	5.4%
Provisions	2,378	(1,165)	N.M.
Adjustment present value of accounts receivable	(1,811)	3,577	N.M.
Provision for doubtful accounts	160,486	113,270	41.7%
Sale of Non-Current Assets	(11,552)	181,961	N.M.
Income from financial investments	(7,672)	(24,949)	-69.2%
Mark-to-market adjustment	7,606	-	N.M.
Interest and exchange variation, net	202,053	192,553	4.9%
<b>Adjusted Net Income</b>	<b>553,691</b>	<b>464,654</b>	<b>19.2%</b>
<b>Changes in Assets and Liabilities</b>	<b>(188,329)</b>	<b>(181,764)</b>	<b>3.6%</b>
Accounts receivable	(166,127)	(149,510)	11.1%
Taxes recoverable	(5,798)	(287)	1920.2%
Other assets	(37,093)	(34,659)	7.0%
Suppliers	5,852	(10,089)	N.M.
Payroll and charges	5,250	11,943	-56.0%
Taxes payable	7,667	369	1977.8%
Other liabilities	1,920	469	309.4%
<b>Cash generated from operations</b>	<b>365,362</b>	<b>282,890</b>	<b>29.2%</b>
<b>Other</b>	<b>(205,787)</b>	<b>(136,123)</b>	<b>51.2%</b>
Interest on loans and debentures	(120,266)	(51,850)	131.9%
Interest on leases	(76,790)	(74,303)	3.3%
Interest on acquisition of subsidiaries	(6,297)	(4,398)	43.2%
Income and social contribution taxes paid	(2,434)	(5,572)	-56.3%
<b>Net Cash from Operating Activities</b>	<b>159,575</b>	<b>146,767</b>	<b>8.7%</b>
<b>Net Cash from Investing Activities</b>	<b>(154,441)</b>	<b>(422,263)</b>	<b>-63.4%</b>
Securities investments	(892,327)	(883,869)	1.0%
Redemption of securities	881,741	858,745	2.7%
Additions to property, plant and equipment	(51,099)	(70,556)	-27.6%
Additions to intangible assets	(40,777)	(38,070)	7.1%
Net cash from business combination	91	6,697	-98.6%
Acquisition of subsidiaries Payments	(52,070)	(295,210)	-82.4%
<b>Net Cash from Financing Activities</b>	<b>29,369</b>	<b>242,556</b>	<b>-87.9%</b>
Debentures	198,869	198,760	0.1%
Loans and financing	-	281,000	-100.0%
Amortization of loans and financing	(100,536)	(157,575)	-36.2%
Amortization of leasing	(70,917)	(78,184)	-9.3%
Related parties	1,953	1,953	0.0%
Treasury Shares	-	(3,398)	-100.0%
<b>Decrease in Cash and Cash Equivalents</b>	<b>34,503</b>	<b>(32,940)</b>	<b>N.M.</b>
Cash and Cash Equivalents at Beginning of Period	180,764	213,704	-15.4%
Cash and Cash Equivalents at End of Period	215,267	180,764	19.1%
<b>Cash changes and Securities</b>	<b>52,761</b>	<b>(52,798)</b>	<b>N.M.</b>