

Belo Horizonte, May 14, 2021, **Cogna Educação S.A. (B3: COGN3; OTCQX: COGNY)** – “Cogna” or “Company” announces today the results for the first quarter of 2021 (1Q21). The Company’s financial information is presented on a consolidated basis and in Brazilian real, in accordance with Brazilian Corporate Law and Generally Accepted Accounting Principles in Brazil (BRGAAP), and already conforms to International Financial Reporting Standards (IFRS), except when stated otherwise.

FINANCIAL HIGHLIGHTS

Values in R\$ ('000)	1Q21	1Q20	Chg. %	4Q20	Chg. %
Net Revenue	1.262.384	1.627.468	-22,4%	1.643.048	-23,2%
Recurring EBITDA ¹	365.814	440.254	-16,9%	(100.493)	-464,0%
Recurring EBITDA Margin	29,0%	27,1%	1,9 p.p.	-6,1%	35,1 p.p.
Adjusted Net Income ²	6.495	46.809	-86,1%	(589.232)	-101,1%
Adjusted Net Margin	0,5%	2,9%	-2,4 p.p.	-35,9%	36,4 p.p.
Operating Cash Generation (OCG) after Capex ³	169.590	(146.670)	-215,6%	58.377	190,5%
OCG after Capex/Recurring EBITDA	46,4%	-33,3%	79,7 p.p.	-58,1%	104,4 p.p.

¹ EBITDA considers interest and late-payment fees and excludes impacts from inventory surplus value; ² Net income adjusted by amortization of intangible assets, inventory surplus value, recognition of asset impairment losses and write-off of deferred assets. ³ Includes organic capex and investments with M&A and Expansion.

- **Net revenue** fell 22% year-on-year, reflecting revenue pressures in higher education and basic education, in addition to the lower sales volume to the National Textbook Program (PNLD) due to seasonality, partially offset by continued growth at Platos (+ 14%).
- **Recurring EBITDA** decreased by 17%, but with an expansion of 1.9 pp at the margin, due to gains from the restructuring process of Kroton (whose recurring EBITDA grew 18%, with 9.3 p.p. of expansion at the margin) and the greater profitability in the division of other businesses. This effect was partially offset by basic education operations (Vasta and Saber), which had an impact due to the pandemic.
- **Adjusted net income** of R\$ 6 million, reflecting the reduction in operating income and the higher incidence of non-recurring expenses (associated with the restructuring of Kroton), partially offset by lower financial expenses. **Excluding non-recurring expenses with a non-cash effect, adjusted net income would have been R\$ 42 million**, 11% lower than 1Q20. The net accounting loss was R\$ 91 million.
- **Post-capex Operating Cash flow Generation (OCG) of R\$ 170 million**, versus consumption of R\$ 147 million in the previous year. Excluding the prepayment of credit card receivables in the amount of R\$ 108 million, the 1Q21 OCG would still have been positive by R\$ 62 million.
- **Net debt / adjusted EBITDA in the last 12 months reached 1.97x**, below the limit of 3x. Based on the waiver granted by the debenture holders on May 5, adjusted EBITDA disregards the extraordinary adjustments to allowance for doubtful accounts recorded in 2020 (R\$ 644 million) from 4Q20 to 3Q21. Negotiation gives comfort to go through a period of greater leverage for the Company, which should reach an inflection point throughout 2021.

OPERATING HIGHLIGHTS

- **Kroton.** Restructuring of the Campus operation concluded and notable capture of efficiencies in 1Q21, with a 9.3 p.p. expansion in the recurring EBITDA margin. First half intakes grew 5%, with emphasis on the Digital segment (100% Digital), which grew 42% in volume and 43% in revenue. The hybrid segment (Hybrid and Premium DL) had a 15% growth in revenue, mainly driven by the DL premium, whose revenue grew 68%.
- **Vasta.** Subscription revenue grew 11% in the 2021 business cycle (4Q20 + 1Q21), with the sum of ex-PAR subscription revenues (traditional learning systems and complementary solutions) expanded by 21%. PAR and the non-subscription segment were affected by the greater reuse of textbooks.

EARNINGS CONFERENCE CALL

Date: May 14 – 4 p.m. (Brasília) | 3 p.m. (New York) | Dial-in: 1 412 717-9627 | 1 844 204-8942 | Code: Cogna

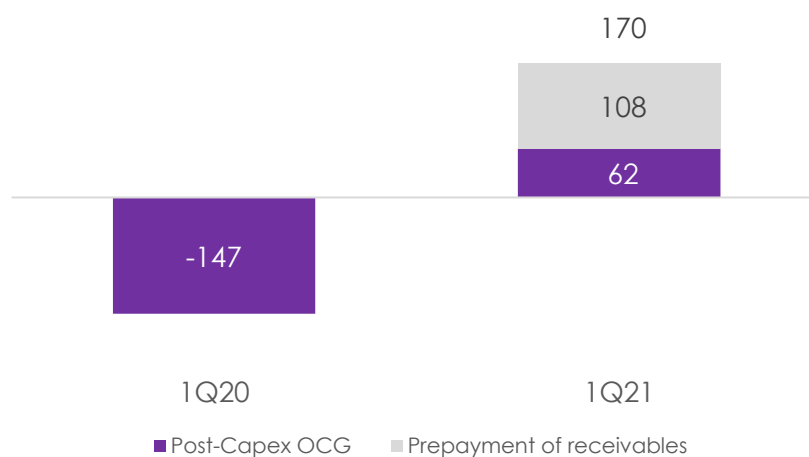
MESSAGE FROM MANAGEMENT

STARTING 2021 ON A NEW VALUE GENERATION PATHWAY

After a challenging 2020 that led us to make difficult decisions, we started 2021 on a new path of value creation. The results of 1Q21 - even when compared to the pre-pandemic base of 1Q20 - and the latest events, as listed below, are evidence that Cogna has a lighter structure and is prepared to face the new reality of hybridization in higher education.

- Kroton's restructuring process showed its first results, with 9.3 p.p. of recurring EBITDA margin expansion, even with a drop in revenue;
- Kroton's out-of-pocket students' average collection period (ACP) ended the quarter in 67 days, 7 less than in 4Q20, consolidating itself as one of the shortest in the industry. The reduction reflects the reduction in defaults and demonstrates that the improvement in the provisioning of accounts receivable made in 2020 is adequate to the Company's collection level;
- Kroton's more digital segments grew volume and revenue from enrollments at robust rates, with revenue growing 15% in the Hybrid segment (Semi-on-site and DL Premium) and 43% in the Digital segment (100% Digital);
- Post-capex Operating Cash flow Generation (OCG) was positive by R\$ 170 million, or R\$ 62 million if adjusted by the anticipation of credit card receivables, compared to a consumption of R\$ 147 million in 1Q20;
- The renegotiation process of the debentures covenants was successfully concluded, and the Company continues to have a solid cash position (R\$ 3.9 billion), with a net debt of R\$ 2.9 billion and an average duration of 25 months.

Cogna - Post-Capex Operating Cash Flow Generation (OCG), R\$ million



Nevertheless, the difficulties related to the pandemic still persist, and this has overshadowed part of our efforts. The uptake of on-campus education continued to be under considerable pressure, negatively impacting Kroton's revenue, which showed that the decision to promote the extensive restructuring of Kroton in person was correct. Basic education, in turn, recorded the greatest impacts of the pandemic so far, since the upsurge in the pandemic occurred acutely in the beginning of 2021, precisely during the peak of the enrollment period for the school year. As a result, the Saber schools and Vasta's partner schools registered a reduction in the number of students, which brought a challenging scenario for revenue growth. However, even if in a challenging scenario Cogna managed to expand the recurring EBITDA margin (+1.9 p.p.), the potential for increased profitability that can materialize as soon as the effects of the pandemic eases is evident. The addition of 456 new partner schools to Vasta's portfolio, for example, is an indication of the growth potential that could materialize in the medium term.

KROTON: LEAVING 2020 BEHIND

Kroton's operating results for this first quarter make it clear that we have put the operation back on a path of increasing profitability. The restructuring promoted in the second half of 2020 brought a series of operational gains that, combined with the health of our accounts receivable (which generated less need for provisioning for doubtful accounts (PDA), led to an increase of 9.3 points percentages in the recurring EBITDA margin, despite the 19% reduction in net revenue. Among the operating gains, we highlight the drop in occupancy costs, not only in the line of general and administrative expenses (which dropped 14%), but also rent expenses (recorded below EBITDA), which fell by 20%. In parallel, the changes in the academic model announced on Cognia Day, associated with the increase in the digital student base, brought a reduction of 29% in the unit teaching cost, while the focus of marketing activities via digital channels resulted in significant savings of expenses of this nature. **Including rental expenses, recurring EBITDA ex-IFRS-16 would have grown 77%.**

Kroton - Variation in Recurring EBITDA 1Q21 (R\$ million)



In 1Q21, Kroton incurred R\$ 82 million in non-recurring expenses related to the restructuring. Of these, R\$ 35 million refer to the write-off of fixed assets, therefore, they had no cash effect. There are approximately R\$ 60 million in non-recurring expenses to be recognized in 2021, of which approximately R\$ 22 million have no cash effect.

Kroton - Restructuring Costs (R\$ million)

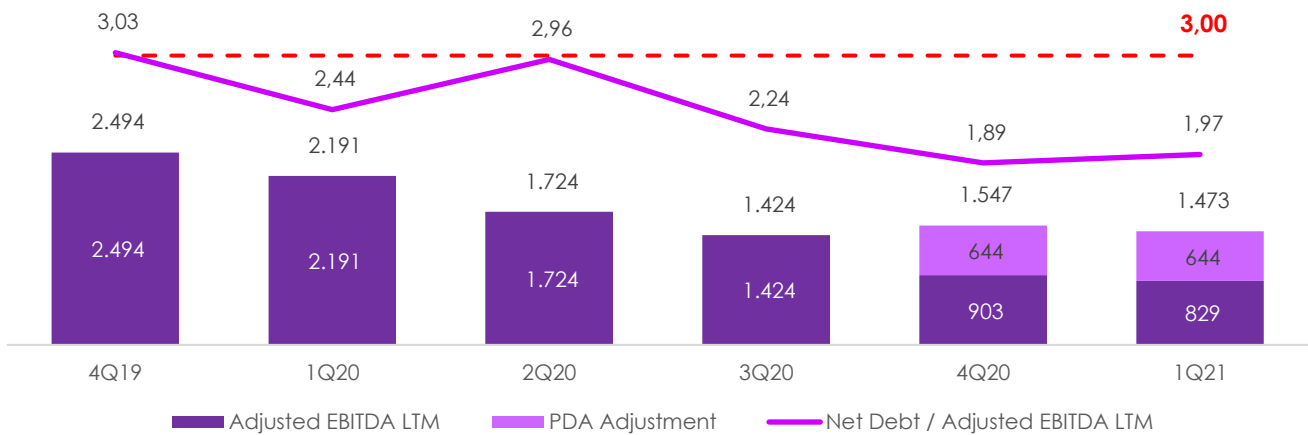
Restructuring Expenses (R\$ Million)	P&L Impacts				Cash Impacts				Executive Summary	Total
	4Q20	1Q21	2Q-4Q21E	Total	4Q20	1Q21	2Q-4Q21E	Total		
Total Opex with cash effect	131	47	38	217	62	21	134	217	Investments (R\$ million)	268
Write-offs	187	35	22	245	-	-	-	-		
Total Opex	319	82	60	461	62	21	134	217	Payback (months)	16
Capex	21	10	20	51	-	9	42	51	Net Present Value (NPV, R\$ million)	507
Total	340	92	80	512	62	30	176	268	Internal Rate of Return (IRR)	86%

Note: Capex includes improvements in the remaining units for student migration

LEVERAGE UNDER CONTROL AND CLOSE TO AN INFLECTION POINT

On May 5th, we successfully concluded the negotiation of a waiver for the covenants of our debentures. According to the agreement, in the calculation of adjusted EBITDA for the last 12 months, from 4Q20 to 3Q21, it will be considered as an extraordinary adjustment of the R\$ 644 million complement of allowance for loan losses that were made throughout 2020 (R\$ 229 million in 2Q20 and R\$ 415 million in 4Q20), as it became clear to our debenture holders that these launches represented non-cash events and that they do not affect the Company's cash generation capacity. Thus, the net debt / adjusted EBITDA ratio in 4Q20 is now 1.89x, and in 1Q21, 1.97x, both below the 3x limit. Considering the new level of our accounts receivable reached in 4Q20, and the trajectory of recovery of Kroton's operating results, we are comfortable reaching a turning point in our leverage during the year 2021, from which the trajectory will be declining. In addition, the transaction with Eleva was also approved by the debenture holders, a fundamental step in our strategy.

Cogna - Net Debt / Adjusted EBITDA LTM

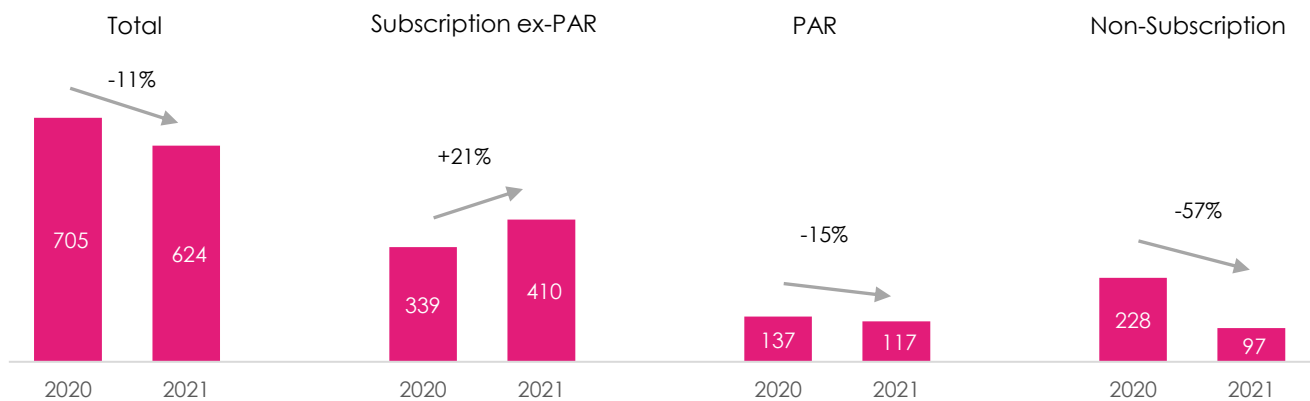


(1) LTM adjusted EBITDA (last twelve months) according to the debentures regulation, considering the extraordinary adjustments related to allowance for loan losses that totaled R\$ 644 million (R\$ 229 million in 2Q20 and R\$ 415 million in 4Q20).

VASTA: WALKING FIRM IN THE SUBSCRIPTION BUSINESS; QUALITY CERTIFIED BY HIGH PERFORMANCE IN ENEM AND IN NATIONAL ENTRANCE EXAMS

Despite the lower revenue recorded in the quarter, **the sum of revenues from traditional education systems and complementary solutions grew by 21% in the 2021 business cycle** (sum of 4Q20 and 1Q21), slightly below the growth of ACV (23%), due to the lower enrollment volume a lower volume of enrollments made by partner schools (versus the expectation at the time of hiring our services), due to the pandemic increase, acutely, at the beginning of the year, a more intense enrollment period. In particular, our textbook-based education system (PAR) was most severely affected, with a 15% reduction in the 2021 commercial cycle. **Even so, the sum of all subscription revenues grew 11% in the cycle, representing 84% of the total.**

Vasta – Revenue by Segment, Commercial Cycle 2021

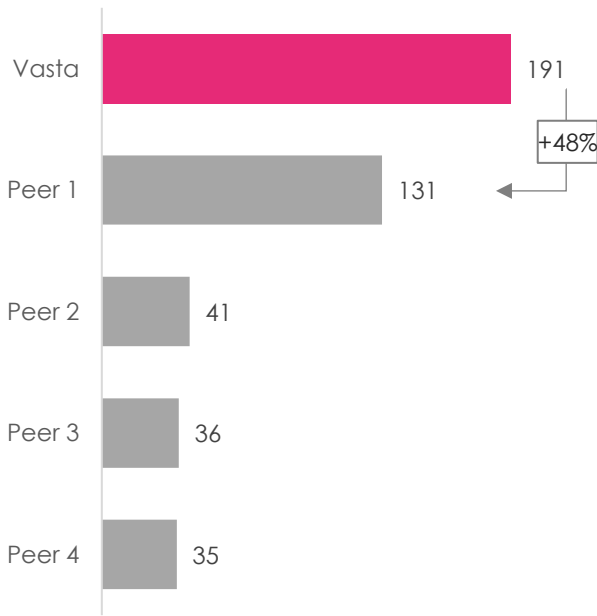


In addition to the lower volume of students in the partner schools, there is an important reflection in the PAR of the reuse of textbooks, a phenomenon that is common in times of macroeconomic turbulence, and evidenced by the even greater fall registered by our non-subscription business, in which the sale of textbooks is preponderant. We understand that both effects are temporary, due to the context of the pandemic, whose impact on the basic education sector was much more significant in 2021 than in 2020 (when the performance of our ACV was only 3.5% below). Therefore, the revenue potential indicated by our ACV, although reduced in 2021, is intact for the following years as soon as the situation normalizes, considering that the average duration of our contracts is over 3.5 years.

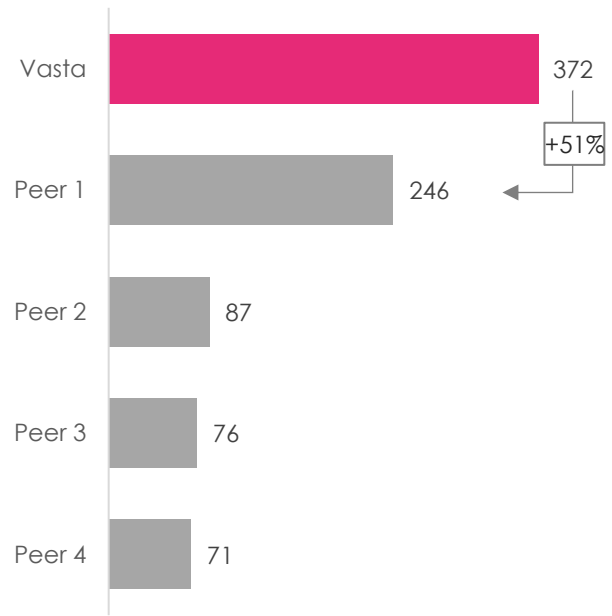
Vasta students stand out in the main national entrance exams. Anglo, our reference education system, had the highest approval in the entrance exams of the two best universities in the country - University of São Paulo (USP) and University of Campinas (Unicamp), according to the Times Higher Education ranking. In Medicina USP, one of the most competitive careers, Anglo was the highest approver, with 61 proven students, an average of 1 student for every 4 approved. These results are unmistakable proof of the quality of our services and serve to further leverage our commercial activities.

Vasta expands leadership at ENEM. The results of the National High School Examination (ENEM) point in the same direction. Vasta expanded the leadership in relation to his competitors in terms of the scores of his client schools in ENEM. In 2019, the number of Vasta client schools that were the leaders in the ENEM score in their cities was 48% higher than the runner-up (against 28% in the 2018 edition). Among the schools that were among the top 3 in their cities, the number of Vasta partner schools was 51% higher than that of the second place (versus 30% in 2018).

Top-1 Schools in ENEM in their cities (2019)



Top-3 Schools in ENEM in their cities (2019)



Fontes: INEP/MEC and Vasta.

RESULTS BY BUSINESS UNIT

KROTON | OPERATING PERFORMANCE

Enrollments

Student enrollment in the first semester of 2021 (1H21) grew by 5% in volume (excluding Prouni students), driven by the 21% increase in distance learning, with emphasis on the Digital segment (100% online, + 42%). Below, we present the results of enrollments by the regulatory division (on-site and distance learning) and by product division (on-site, hybrid and digital).

Regulatory Division*		Division by Product*	
On-Campus		On-Campus	
Volume: -40%	Revenue: -40%	Volume: -40%	Revenue: -40%
DL		Hybrid	
Volume: +21%	Revenue: +25%	Volume: -1%	Revenue: +15%
		Digital	
		Volume: +42%	Revenue: +43%

*Numbers ex-Prouni

In 1H21, the enrollment of undergraduate teaching students registered a reduction of 40% in the annual comparison, strongly influenced by the social isolation measures caused by the pandemic and by the delay in the dissemination of ENEM results. Additionally, as of this semester, we ended the offer of our special private installments (PEP). It is also worth noting that the reduction in the number of units was not a major factor in reducing enrollments in the semester, since we maintained the offer in 100% of the municipalities previously served; on the other hand, the more selective offer of on-campus courses, in line with the Company's strategy of ennobling the mix and maximizing the units' contribution margin, has been a factor in reducing the volume of offers. Enrollment revenue was similar to the volume of freshmen, indicating stability in the average freshman ticket.

The enrollment of distance learning students grew 21%, driven by an important growth in the Digital product, which delivered a 42% volume growth and 43% revenue growth, with a practically stable ticket. The hybrid segment had stability in volume and a 15% growth in revenue, driven by an important growth in DL premium (+68%). This result is due to the trend of hybridization in higher education, the expansion of the offer of premium distance learning in partner hubs, the increase in the number of new hubs and the acceptance and success of our digital product. In 1Q21, we reached the mark of 1,544 hubs (including own and third-party units) and this number is expected to grow until the end of 2021.

Student Base

Student Base	1Q21	1Q20	% Y/Y	4Q20	% Q/Q
On-campus					
Units	131	176	-25,6%	176	-25,6%
Students	225.749	317.800	-29,0%	229.440	-1,6%
Out-of-pocket	190.709	243.259	-21,6%	177.567	7,4%
Prouni	-	-	0,0%	-	0,0%
FIES	10.890	27.288	-60,1%	19.880	-45,2%
PEP	24.150	47.253	-48,9%	31.993	-24,5%
Digital					
Units	1.544	1.528	1,0%	1.544	0,0%
Students	694.858	603.578	15,1%	540.626	28,5%
Total					
Students	920.607	921.378	-0,1%	770.066	19,5%

Following the trend of previous quarters, the digital student base continued to expand, in line with the growing hybridization of higher education. In 1Q21, the digital base grew 15% year-on-year, as a result of a 20% growth in enrollments in the first half (21% excluding FIES students), as shown in the table below. The higher percentage of freshmen in the base temporarily put pressure on the dropout rate, which rose 5.9 p.p. against 1Q20.

Digital Education – Change in Base

Student Base	1Q21	1Q20	% Y/Y
Initial Base	540.626	459.025	17,8%
Graduations	(64.465)	(61.997)	4,0%
Dropouts	(85.722)	(48.028)	78,5%
Dropout Rate	18,0%	12,1%	5,9
Re-enrollments	390.439	349.000	11,9%
Intake	304.418	254.578	19,6%
Final Base	694.858	603.578	15,1%

The on-campus student base shrank 29%, due to the reduction in on-campus enrollment observed since 2H20 (due to social isolation measures). Despite the reduction in the number of units carried out at the end of the semester, we observed that the dropout rate was practically stable.

On-Campus Education – Change in Base

Student Base	1Q21	1Q20	% Y/Y
Initial Base	229.440	321.371	-28,6%
Graduations	(22.938)	(49.458)	-53,6%
Dropouts	(31.934)	(41.413)	-22,9%
Dropout Rate	15,5%	15,2%	0,2
Re-enrollments	174.568	230.500	-24,3%
Intake	51.181	87.300	-41,4%
Out-of-pocket	50.076	72.180	-30,6%
FIES	95	11.953	-99,2%
PEP	1.010	3.167	-68,1%
Final Base	225.749	317.800	-29,0%

Average Ticket

The average ticket presented is the division between the net revenue for the quarter and the number of students in each category (out-of-pocket, FIES and PEP) at the end of the period. In the even-numbered quarters, we also make available the half-yearly analysis, which more accurately reflects the average ticket trends.

Values in R\$ 000	1Q21			1Q20			Chg. %		
	On-Campus	EAD	Total	On-Campus	EAD	Total	On-Campus	EAD	Total
Net Revenue (Ex-AVP and Transfers)¹	472.630	354.732	827.362	604.240	378.883	983.123	-21,8%	-6,4%	-15,8%
Out-of-Pocket	307.574	354.732	662.306	392.738	378.883	771.621	-21,7%	-6,4%	-14,2%
FIES	58.110	-	58.110	70.881	-	70.881	-18,0%	-	-18,0%
PEP	106.945	-	106.945	140.621	-	140.621	-23,9%	-	-23,9%
Average Ticket	783	191	336	705	221	382	11,0%	-13,5%	-12,0%
Out-of-Pocket	617	191	281	620	221	328	-0,6%	-13,5%	-14,4%
FIES	1.779	-	1.779	866	-	866	105,4%	-	105,4%
PEP	1.476	-	1.476	992	-	992	48,8%	-	48,8%

Note: Excludes adjustments to present value, transfer to partners, and compulsory and renegotiation discounts.

The average ticket of the out-of-pocket on-campus student was stable in the annual comparison, with the ennoblement of the mix of courses being impacted by seasonality issues between quarters, including the late enrollment and re-enrollment processes that took place this semester. Thus, we believe that the semiannual analysis will be more representative to illustrate the average ticket trends. In the DL, the reduction refers to the higher volume of Digital students, which is sold at lower prices and whose relevance in the base increased throughout 2020, overlapping the increase in the 1H21 enrollments ticket.

Net Revenue

Kroton's net revenue declined 19%, substantially explained by the reduction in classroom teaching students, whose net revenue decreased by 25%. In this segment, however, the reduction among out-of-pocket students was smaller (18%), in contrast to the drop in financing products (PEP, -25%, and, above all, PMT -50%), which favors a lower consumption of cash via accounts receivable. As for the DL product, there was a 7% reduction in revenue, due to the greater participation of the product 100% online in the base, to the different seasonality in the capture of the first semester of 2021 and to the greater volume of renegotiation discounts.

Kroton - Values in R\$ ('000)	1Q21	1Q20	Chg. %	4Q20	Chg. %
Net Revenue	713.300	882.696	-19,2%	939.412	-24,1%
On-Campus	460.730	609.268	-24,4%	653.735	-29,5%
Out-of-pocket	272.442	330.645	-17,6%	391.310	-30,4%
FIES (1)	51.058	61.887	-17,5%	95.731	-46,7%
PEP (1)	85.581	113.944	-24,9%	147.373	-41,9%
PMT (1)	51.650	102.793	-49,8%	19.321	167,3%
EAD	242.213	260.381	-7,0%	278.262	-13,0%
Out-of-pocket	238.569	256.252	-6,9%	276.853	-13,8%
PMT (1)	3.644	4.130	-11,8%	1.409	158,5%
Others	10.356	13.047	-20,6%	7.414	39,7%
Kroton - Valores em R\$ ('000)	1Q21	1Q20	Chg. %	4Q20	Chg. %
Net Revenue - Undergraduation - Own units	544.183	672.011	-19,0%	740.315	-26,5%
Net Revenue - Undergraduation - Third-party units	158.760	197.638	-19,7%	191.683	-17,2%
Net Revenue - Others	10.356	13.047	-20,6%	7.414	39,7%

KROTON | FINANCIAL PERFORMANCE

<i>Kroton - Values in R\$ ('000)</i>	1Q21	1Q20	Chg. %	4Q20	Chg. %
Gross Revenue	1.021.398	1.241.596	-17,7%	1.308.467	-21,9%
Gross Revenue Deductions	(308.098)	(358.900)	-14,2%	(369.055)	-16,5%
Tax	(24.403)	(33.812)	-27,8%	(28.942)	-15,7%
ProUni	(175.564)	(226.640)	-22,5%	(222.114)	-21,0%
Returns	(11)	(10)	8,6%	-	n.a.
Total Discounts	(108.121)	(98.438)	9,8%	(117.999)	-8,4%
FGEDUC	(3.438)	(3.470)	-0,9%	(6.298)	-45,4%
FIES - Administrative Fee	(1.208)	(1.233)	-2,1%	(2.228)	-45,8%
Other	(103.475)	(93.735)	10,4%	(109.473)	-5,5%
Net Revenue	713.300	882.696	-19,2%	939.412	-24,1%
Total of Costs	(139.294)	(197.381)	-29,4%	(199.021)	-30,0%
Cost of Goods	(844)	(2.888)	-70,8%	(1.796)	-53,0%
Cost of Services	(138.450)	(194.493)	-28,8%	(197.224)	-29,8%
Faculty, Other Personnel and Third-Party Services	(120.129)	(171.073)	-29,8%	(164.225)	-26,9%
Other	(18.321)	(23.420)	-21,8%	(32.999)	-44,5%
Gross Income	574.006	685.315	-16,2%	740.391	-22,5%
<i>Gross Margin</i>	80,5%	77,6%	2,8 p.p.	78,8%	1,7 p.p.
Total Operating Expenses	(141.171)	(157.682)	-10,5%	(241.864)	-41,6%
Personnel Expenses	(68.055)	(72.828)	-6,6%	(70.557)	-3,5%
General and Administrative Expenses	(73.116)	(84.854)	-13,8%	(171.307)	-57,3%
Provision for Doubtful Account - PDA	(154.120)	(205.391)	-25,0%	(674.175)	-77,1%
(+) Interest and Penalties on Tuition	38.566	53.613	-28,1%	36.544	5,5%
(+) Equity	-	-	n.a.	-	n.a.
Selling and Marketing Expenses	(75.549)	(143.472)	-47,3%	(110.299)	-31,5%
Operating Result	241.732	232.383	4,0%	(249.403)	-196,9%
<i>Operating Margin</i>	33,9%	26,3%	7,6 p.p.	-26,5%	60,4 p.p.
Corporate Expenses	(31.586)	(54.130)	-41,6%	(45.091)	-29,9%
Recurring EBITDA	210.146	178.253	17,9%	(294.494)	-171,4%
<i>Recurring EBITDA Margin</i>	29,5%	20,2%	9,3 p.p.	-31,3%	60,8 p.p.
(+) Opening Balance: Reversals of Contingencies	-	-	n.a.	-	n.a.
(-) Non-Recurring Items	(95.559)	(25.236)	278,7%	(343.446)	-72,2%
(-) Impairment	-	-	n.a.	(1.593.000)	-100,0%
EBITDA	114.587	153.016	-25,1%	(2.230.940)	-105,1%
<i>EBITDA Margin</i>	16,1%	17,3%	-1,3 p.p.	-237,5%	253,5 p.p.

In the 1Q21 operating results, the gains associated with the restructuring process are evident. The lower occupancy costs, associated with the lower number of units in operation and the reduction in the useful area of other units, generated a decrease in costs and general and administrative expenses. The teaching cost decreased by 30%, due to the greater use of distance learning in the classroom curriculum, the greater presence of digital students at the base and the lower number of freshman classes due to the lower number of classroom students. Marketing expenses, as well as PDA, also registered a significant reduction; in this item, however, we observe that approximately one third of the annual reduction (in absolute terms) refers to a postponement of expenses for future quarters. Thus, even with the 19% reduction in net revenue, Kroton's recurring EBITDA grew 18%, resulting in an expansion of 9.3 p.p. at the margin. Finally, of the R\$ 96 million of non-recurring items, R\$ 82 refer to restructuring, of which R\$ 35 million have no cash effect.

PDA and Accounts Receivable

Kroton - Values in R\$ ('000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Provision for Doubtful Account - PDA	(154.120)	(205.391)	-25,0%	(674.175)	-77,1%
PDA / Postsecondary Net Revenues ¹	-21,6%	-23,3%	1,7 p.p.	-71,8%	50,2 p.p.
PDA Out-of-pocket	(67.178)	(94.363)	-28,8%	(345.303)	-80,5%
PDA Out-of-pocket / Postsecondary Net Revenues Out-of-pocket ¹	-13,1%	-16,1%	2,9 p.p.	-51,7%	38,5 p.p.
PDA FIES - Financed Part	(508)	(557)	-8,8%	(862)	-41,1%
PDA FIES / Postsecondary Net Revenues FIES ¹	-1,0%	-0,9%	-0,1 p.p.	-0,9%	-0,1 p.p.
PDA PEP - Installment Part	(50.493)	(56.972)	-11,4%	(162.726)	-69,0%
PDA PEP / Postsecondary Net Revenues PEP ¹	-59,0%	-50,0%	-9,0 p.p.	-110,4%	51,4 p.p.
PDA PMT - Installment Part	(35.941)	(53.499)	-32,8%	(165.285)	-78,3%
PDA PMT / Postsecondary Net Revenues PMT ¹	-65,0%	-50,0%	-15,0 p.p.	-797,3%	732,3 p.p.

As anticipated in 4Q20, with the conclusion of the adjustment cycle in accounts receivable, we had a reduction in the PDA of the out-of-pocket student, which decreased 2.9 p.p. compared to 1Q20 (which, in turn, had only been partially impacted by the effect of the pandemic). Despite the reduction, the coverage ratio of this portfolio remains at very high levels (61%, as shown in the table below), which indicates the health of the provisioning made. The allowance for loan losses for installment products remained consistent with the highest coverage rates (65% PEP and 80% PMT), as announced in 4Q20. These figures represent the company's best expectation for losses related to these products - although these percentages may vary from one quarter to the next, we do not have elements that indicate for the next quarters the need for a provision significantly higher than the level currently provided.

Coverage Ratio	1Q21	1Q20	Chg.%	4Q20	Chg.%
Kroton	67,4%	45,4%	22,0 p.p.	64,6%	2,8 p.p.
Private Installment Plan	68,8%	50,1%	18,8 p.p.	67,2%	1,6 p.p.
PEP	64,8%	51,2%	13,5 p.p.	63,3%	1,4 p.p.
PMT	80,4%	47,3%	33,0 p.p.	78,3%	2,0 p.p.
Kroton ex-Private Installment Plan	63,6%	36,0%	27,6 p.p.	58,3%	5,3 p.p.
Out-of-Pocket	61,2%	31,6%	29,6 p.p.	57,2%	4,0 p.p.
FIES (Public Financing)	80,4%	64,0%	16,4 p.p.	65,3%	15,1 p.p.

Note: Excludes credit card balance.

Net Accounts Receivable - Values in R\$ ('000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Kroton	1.571.982	2.547.621	-38,3%	1.716.195	-8,4%
Private Installment Plan	1.082.631	1.562.039	-30,7%	1.121.723	-3,5%
PEP	904.766	1.081.091	-16,3%	930.408	-2,8%
PMT	177.864	480.949	-63,0%	191.315	-7,0%
Kroton ex-Private Installment Plan	489.351	985.582	-50,3%	594.472	-17,7%
Out-of-Pocket	456.423	911.557	-49,9%	522.815	-12,7%
FIES (Public Financing)	32.928	74.025	-55,5%	71.657	-54,0%

The average collection period (ACP) of the out-of-pocket student reached 67 days, 7 days less compared to 4Q20, contributing to a reduction of the same magnitude in the consolidated ACP.

Average Accounts Receivable Term (days)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Kroton	164	209	- 45	171	- 7
Private Installment Plan	656	744	- 88	599	57
PEP	684	780	- 96	664	20
PMT	534	674	- 140	401	133
Kroton ex-Private Installment Plan	62	98	28	73	11
Out-of-Pocket	67	115	- 48	74	- 7
FIES (Public Financing)	30	35	- 5	64	- 34

PLATOS | OPERATING PERFORMANCE

In 2020 we made the decision to discontinue the on-site postgraduate offer (with a few exceptions) and focus on the development of digital postgraduate courses. For this reason, starting in 2021, we will focus only on the analysis of operational indicators related to the digital business.

Student Base

Student Base	1Q21	1Q20	% Y/Y	4Q20	% Q/Q
Digital Graduate	47.745	36.293	31,6%	44.317	7,7%

The digital postgraduate student base grew 32% in 1Q21, driven by the success of the enrollments carried out over the last twelve months, reflecting the focus of the commercial and marketing team on the commercialization of this product, more effective commercial campaigns, and the various marketing practices. digital marketing that leveraged our e-commerce. In 1Q21, enrollment grew 10% in the annual comparison, coupled with the reduction in the dropout rate.

Digital Graduate Education – Change in Base

Student Base	1Q21	1Q20	% Y/Y
Initial Base	44.317	33.147	33,7%
Enrollments	17.314	15.703	10,3%
Graduations	(12.908)	(11.646)	10,8%
Dropouts	(978)	(911)	7,4%
Final Base	47.745	36.293	31,6%

Net Revenue and Average Ticket

Platos - Values in R\$ ('000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Net Revenue	24.672	21.668	13,9%	24.076	2,5%
EAD Graduate	23.186	18.181	27,5%	22.192	4,5%
Net Revenue - Other Services	1.486	3.487	-57,4%	1.884	-21,1%

Net revenue from digital post-graduation grew 28%, with the aforementioned base increase being partially offset by a 7% reduction in the average ticket due to greater promotional activity in the most recent enrollments. Compared to 4Q20, however, the average ticket increased by 5%. The line of other services, already very little representative, decreased by 57%, mainly due to the drop in the on-campus base, which reflects the decision to focus on the digital product.

Average Ticket (R\$)	1Q21	1Q20	% Y/Y	4Q20	% Q/Q
Digital Graduate	251	271	-7,3%	239	5,3%

Average ticket considers the total net revenue of graduate products, before transfers to partners, plus the revenues recognized at Platos and Kroton, divided by the average student base in the period.

PLATOS | FINANCIAL PERFORMANCE

For the elaboration of Platos results, a revenue sharing and cost criterion is adopted such that the result of the lato sensu post-graduate operation is shared between Platos and Kroton. In the income statements presented in this document, Platos' results are shown net of onlendings to Kroton, except in the ticket and Accounts Receivable analyzes.

Platos - Values in R\$ ('000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Gross Revenue	26.111	23.331	11,9%	25.011	4,4%
Gross Revenue Deductions	(1.439)	(1.663)	-13,5%	(935)	53,8%
Tax	(874)	(1.663)	-47,4%	(903)	-3,2%
Returns	-	-	n.a.	-	n.a.
Total Discounts	(564)	(0)	n.a.	(32)	1667,7%
Net Revenue	24.672	21.668	13,9%	24.076	2,5%
Total of Costs	(817)	(1.833)	-55,4%	(1.154)	-29,2%
Cost of Goods	0	5	-98,9%	0	n.a.
Cost of Services	(817)	(1.838)	-55,5%	(1.154)	-29,2%
Faculty, Other Personnel and Third-Party Services	(808)	(1.752)	-53,9%	(1.133)	-28,7%
Other	(9)	(86)	-89,4%	(21)	-56,1%
Gross Income	23.855	19.835	20,3%	22.922	4,1%
Gross Margin	96,7%	91,5%	5,1 p.p.	95,2%	1,5 p.p.
Total Operating Expenses	(5.298)	(3.102)	70,8%	(5.354)	-1,0%
Personnel Expenses	(4.706)	(2.611)	80,2%	(4.386)	7,3%
General and Administrative Expenses	(593)	(492)	20,6%	(968)	-38,7%
Provision for Doubtful Account - PDA	(4.774)	(1.416)	237,2%	(12.107)	-60,6%
(+) Interest and Penalties on Tuition	235	34	582,6%	917	-74,4%
(+) Equity	-	-	n.a.	-	n.a.
Selling and Marketing Expenses	(4.428)	(3.251)	36,2%	(6.237)	-29,0%
Operating Result	9.589	12.100	-20,8%	141	6686,4%
Operating Margin	38,9%	55,8%	-17,0 p.p.	0,6%	38,3 p.p.
Corporate Expenses	(782)	(799)	-2,1%	(770)	1,6%
Recurring EBITDA	8.807	11.301	-22,1%	(628)	-1501,3%
Recurring EBITDA Margin	35,7%	52,2%	-16,5 p.p.	-2,6%	38,3 p.p.
(+) Opening Balance: Reversals of Contingencies	-	-	n.a.	-	n.a.
(-) Non-Recurring Items	(247)	(35)	607,5%	(801)	-69,1%
(-) Impairment	-	-	n.a.	-	n.a.
EBITDA	8.560	11.266	-24,0%	(1.429)	-699,0%
EBITDA Margin	34,7%	52,0%	-17,3 p.p.	-5,9%	40,6 p.p.

Platos delivered a 14% growth in net revenue, which, combined with the greater participation of digital education in the mix of courses, led to an expansion of 5.1 p.p. in the gross margin. As previously mentioned, as of 4Q20, Platos started to recognize allowance for loan losses (PDA) at a higher level, which explains the increase in this item in the annual comparison. Additionally, the beginning of the provision of services to external customers, which started this quarter, brought pressure on expenses in 2021, particularly in the personnel and marketing lines (the latter also being pressured by greater investments to stimulate enrollment). Even so, Platos managed to close 1Q21 with a high recurring EBITDA margin (36%).

PDA and Accounts Receivable

Platos - Values in R\$ ('000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Gross Accounts Receivable	80.156	76.394	4,9%	78.287	2,4%
PDA Balance	(20.826)	(18.429)	13,0%	(24.511)	-15,0%
Coverage Ratio	26,0%	24,1%	7,7%	31,3%	-17,0%
Net Accounts Receivable	59.330	57.965	2,4%	53.776	10,3%
Average Accounts Receivable Term (days)	181	186	-5	164	17

(1) Excludes credit card balances.

Due to the new level of PDA, net accounts receivable grew less than revenue, resulting in a 5-day reduction in ACP in 1Q21 in the annual comparison. The increase compared to 4Q20 is due to seasonality.

SABER | OPERATING PERFORMANCE

Student Base

Student Base	1Q21	1Q20	% Y/Y	4Q20	% Q/Q
Own Schools/Management Contracts	50	52	-3,8%	52	-3,8%
Red Balloon Units/Franchises	117	122	-4,1%	121	-3,3%
Students enrolled in Own Units/Management Contracts	29.429	32.775	-10,2%	31.120	-5,4%
Students enrolled in Red Balloon Units/Franchises	21.052	26.610	-20,9%	21.418	-1,7%

The student base decreased 10% in the annual comparison, mainly due to the restrictions of social isolation brought about by the pandemic's upsurge during the most intense enrollment period for the school year. Likewise, the volume of students at Red Balloon decreased by 21%.

Net Revenue

Saber - Values in R\$ ('000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Net Revenue	178.376	210.538	-15,3%	157.083	13,6%
Net Revenue - Own Units	156.904	185.883	-15,6%	148.823	5,4%
Net Revenue - Red Balloon	21.472	24.656	-12,9%	8.260	160,0%

Revenue from the operation of schools decreased by 16%, due to the reduction in the student base mentioned above, due to the reduction in the number of daytime activities (due to the measures of social isolation) and the anticipation of orders for teaching materials carried out at a school network schools in 1Q20. Excluding the latter effect, the reduction would have been 12%.

Average Ticket

Average Ticket (R\$)	1Q21	1Q20	% Y/Y	4Q20	% Q/Q
Total Own Schools/Management Contracts	1.777	1.890	-6,0%	1.594	11,5%

The average ticket for schools was 6% lower compared to the same quarter of the previous year. Excluding the aforementioned anticipation, the average ticket would have been 2% lower, due to the reduction in daytime revenues and the mix effect between schools with different monthly fees.

SABER | FINANCIAL PERFORMANCE

Saber - Values in R\$ ('000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Gross Revenue	220.469	250.753	-12,1%	211.282	4,3%
Gross Revenue Deductions	(42.093)	(40.215)	4,7%	(54.199)	-22,3%
Tax	(12.278)	(15.508)	-20,8%	(12.529)	-2,0%
Returns	-	(617)	-100,0%	-	n.a.
Total Discounts	(29.815)	(24.090)	23,8%	(41.670)	-28,5%
Net Revenue	178.376	210.538	-15,3%	157.083	13,6%
Total of Costs	(73.478)	(80.558)	-8,8%	(88.461)	-16,9%
Cost of Goods	(13.781)	(9.618)	43,3%	(8.803)	56,5%
Cost of Services	(59.698)	(70.939)	-15,8%	(79.658)	-25,1%
Faculty, Other Personnel and Third-Party Services	(53.746)	(61.652)	-12,8%	(63.209)	-15,0%
Other	(5.952)	(9.287)	-35,9%	(16.449)	-63,8%
Gross Income	104.898	129.981	-19,3%	68.622	52,9%
Gross Margin	58,8%	61,7%	-2,9 p.p.	43,7%	15,1 p.p.
Total Operating Expenses	(37.265)	(39.228)	-5,0%	(39.625)	-6,0%
Personnel Expenses	(30.642)	(28.958)	5,8%	(29.796)	2,8%
General and Administrative Expenses	(6.624)	(10.270)	-35,5%	(9.828)	-32,6%
Provision for Doubtful Account - PDA	(2.062)	(1.791)	15,1%	(2.680)	-23,1%
(+) Interest and Penalties on Tuition	124	221	-43,9%	185	-33,1%
(+) Equity	-	-	n.a.	-	n.a.
Selling and Marketing Expenses	(2.950)	(2.376)	24,1%	(14.115)	-79,1%
Operating Result	62.744	86.806	-27,7%	12.387	406,5%
Operating Margin	35,2%	41,2%	-6,1 p.p.	7,9%	27,3 p.p.
Corporate Expenses	(6.910)	(6.887)	0,3%	(4.851)	42,4%
Recurring EBITDA	55.834	79.919	-30,1%	7.536	640,9%
Recurring EBITDA Margin	31,3%	38,0%	-6,7 p.p.	4,8%	26,5 p.p.
(+) Opening Balance: Reversals of Contingencies	-	-	n.a.	-	n.a.
(-) Non-Recurring Items	(2.133)	(3.990)	-46,5%	(16.544)	-87,1%
(-) Impairment	(24.839)	-	n.a.	(1.701.974)	-98,5%
EBITDA	28.862	75.929	-62,0%	(1.710.983)	-101,7%
EBITDA Margin	16,2%	36,1%	-19,9 p.p.	-1089,2%	1105,4 p.p.

The reduction in revenue recorded in 1Q21 was a determining factor in Saber's operating result. Despite the efficiency gains recorded in operating costs and expenses, the division recorded a 6.7 pp decrease in the recurring EBITDA margin in 1Q21. In 1Q21 there was a recognition of impairment losses, with no cash effect, associated with the segregation of assets offered for sale, in the amount of R\$ 25 million.

PDA and Accounts Receivable

Saber - Values in R\$ ('000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Gross Accounts Receivable	66.878	65.609	1,9%	70.921	-5,7%
PDA Balance	(17.240)	(16.004)	7,7%	(18.301)	-5,8%
Coverage Ratio	25,8%	24,4%	5,7%	25,8%	-0,1%
Net Accounts Receivable	49.638	49.605	0,1%	52.619	-5,7%
Average Accounts Receivable Term (days)	28	24	4	28	0

(1) Excludes credit card balances.

In 1Q21, the coverage ratio and the ACP remained practically stable compared to 4Q20; compared to 1Q20, however, the increase in ACP is due to the lower revenue base.

VASTA | OPERATING PERFORMANCE

Vasta's commercial cycle begins in the fourth quarter, during which the first deliveries of content are made to students from partner schools for the following year and ends in the third quarter of the following year. For this reason, Vasta's performance analyzes, whenever possible, will be carried out considering the accumulated Commercial Cycle, in this case comprised by 4Q20 and 1Q21 (Cycle 2021), compared to the accumulated in 4Q19 and 1Q20 (Cycle 2020).

Student Base – Subscription Models

Student Base - Commercial Year ⁽¹⁾	2021	2020	% Y/Y	2019	% Y/Y
Partner Schools - Core Content	4.623	4.167	10,9%	3.400	36,0%
Partner Schools - Complementary Content	1.114	636	75,2%	417	167,1%
Students in Partner Schools - Core Content	1.500.208	1.311.147	14,4%	1.185.799	26,5%
Students in Partner Schools - Complementary Content	348.560	213.058	63,6%	133.583	160,9%

(1) 4Q from one year to 3Q from the following year.

When compared to the 2020 commercial cycle, the year 2021 shows strong growth both in the main product and in relation to complementary solutions. Despite all the difficulties related to the pandemic, Vasta managed to add 456 new schools to its platform, which represents an annual increase of 11% and reinforces all the competitive differentials presented throughout the year. The number of students from partner schools grew even more (+ 14%) and surpassed the mark of 1.5 million students using our education systems. Regarding complementary solutions, 478 new schools became our customers, which represents an annual growth of 75%, or 64% if we consider the number of students, which confirms the high potential of this segment.

Net Revenue

Net Revenue - Values in R\$ '000	1Q21	1Q20	% Y/Y	Cycle 2021	Cycle 2020	% Y/Y
Subscription	243.285	271.234	-10,3%	527.135	476.582	10,6%
Subscription ex-PAR	201.035	222.506	-9,6%	410.444	339.180	21,0%
Traditional Learning Systems	169.053	190.392	-11,2%	350.379	298.842	17,2%
Complementary Content	42.249	48.728	-13,3%	116.691	137.402	-15,1%
PAR	31.982	32.113	-0,4%	60.065	40.338	48,9%
Non-Subscription	37.547	131.227	-71,4%	97.258	228.117	-57,4%
Total	280.832	402.460	-30,2%	624.393	704.698	-11,4%

Net revenue from subscription products, which encompasses all educational solutions with recurring revenue (education systems and complementary solutions) increased by 11% in the 2021 commercial cycle to date (comprising the sum of 4Q20 and 1Q21) versus same period of the previous year. Net revenue from ex-PAR subscription grew 21% in the cycle, slightly below the 23% growth in ACV for 2021. PAR, book-based subscription product, decreased 15% in the same comparison, due to the greater reuse of books. Non-subscription revenue was strongly affected by the lower purchase of textbooks by schools and bookstores due to the uncertainties related to the pandemic and the beginning of the academic year 2021. With the growth trend in subscription revenue opposing the reduction of non-subscription revenue, Vasta is consolidating itself as an eminently subscription business - this line represented 84% of the total net revenue in the 2021 commercial cycle against 68% in the same period of the previous year.

VASTA | FINANCIAL PERFORMANCE

Vasta - Values in R\$ ('000)	1Q21	1Q20	Chg.%	Cycle 2021	Cycle 2020	Chg.%
Gross Revenue	316.213	428.067	-26,1%	706.322	758.517	-6,9%
Gross Revenue Deductions	(35.381)	(25.607)	38,2%	(81.975)	(53.819)	52,3%
Tax	(1.596)	(2.917)	-45,3%	(3.109)	(5.774)	-46,2%
Returns	(31.356)	(22.692)	38,2%	(74.916)	(47.202)	58,7%
Total Discounts	(2.430)	2	-118110,1%	(3.949)	(843)	368,6%
Net Revenue	280.832	402.460	-30,2%	624.347	704.698	-11,4%
Total of Costs	(114.102)	(162.792)	-29,9%	(230.071)	(290.692)	-20,9%
Cost of Goods	(87.906)	(141.690)	-38,0%	(178.421)	(249.195)	-28,4%
Cost of Services	(26.196)	(21.102)	24,1%	(51.650)	(41.498)	24,5%
Faculty, Other Personnel and Third-Party Services	(21.904)	(17.119)	27,9%	(42.460)	(30.628)	38,6%
Other	(4.292)	(3.983)	7,8%	(9.190)	(10.870)	-15,5%
Gross Income	166.730	239.668	-30,4%	394.276	414.006	-4,8%
Gross Margin	59,4%	59,6%	-0,2 p.p.	63,2%	58,7%	4,4 p.p.
Total Operating Expenses	(43.760)	(32.738)	33,7%	(64.909)	(56.431)	15,0%
Personnel Expenses	(17.872)	(15.690)	13,9%	(34.517)	(32.507)	6,2%
General and Administrative Expenses	(25.888)	(17.048)	51,8%	(30.392)	(23.924)	27,0%
Provision for Doubtful Account - PDA	(2.609)	(4.277)	-39,0%	(14.920)	(8.633)	72,8%
(+) Interest and Penalties on Tuition	-	-	n.a.	-	(34)	-100,0%
(+) Equity	-	-	n.a.	-	-	n.a.
Selling and Marketing Expenses	(49.400)	(39.445)	25,2%	(97.463)	(87.059)	12,0%
Operating Result	70.961	163.208	-56,5%	216.983	261.849	-17,1%
Operating Margin	25,3%	40,6%	-15,3 p.p.	34,8%	37,2%	-2,4 p.p.
Corporate Expenses	(8.684)	(12.294)	-29,4%	(19.298)	(27.781)	-30,5%
Recurring EBITDA	62.277	150.913	-58,7%	197.685	234.068	-15,5%
Recurring EBITDA Margin	22,2%	37,5%	-15,3 p.p.	31,7%	33,2%	-1,6 p.p.
(+) Opening Balance: Reversals of Contingencies	828	-	n.a.	6.709	-	n.a.
(-) Non-Recurring Items	(6.749)	(1.203)	461,1%	(75.799)	(12.710)	496,4%
EBITDA	56.356	149.711	-62,4%	128.595	221.358	-41,9%
EBITDA Margin	20,1%	37,2%	-17,1 p.p.	20,6%	31,4%	-10,8 p.p.

Due to the aforementioned effects, Vasta's net revenue decreased 11% in the 2021 commercial cycle so far, compared to the same period last year. The lower dilution of costs and fixed expenses, combined with the increase in operating expenses (justified by the increase in the administrative structure after the IPO), has led to a drop in profitability in the commercial cycle so far, more than offsetting the improvement in the mix with the increase in the share of subscription revenues in the total. Recurring EBITDA has fallen by 15.5% so far in Cycle 2021, compared to Cycle 2020.

PDA and Accounts Receivable⁽¹⁾

Vasta - Values in R\$ ('000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Gross Accounts Receivable	516.988	478.210	8,1%	516.979	0,0%
PDA Balance	(30.986)	(45.660)	-32,1%	(32.055)	-3,3%
Coverage Ratio	6,0%	9,5%	-37,2%	6,2%	-3,3%
Net Accounts Receivable	486.002	432.549	12,4%	484.923	0,2%
Average Accounts Receivable Term (days)	207	159	48 Days	175	32 Days

(1) Excludes credit card balance.

As a percentage of revenue, PDA remained at a level above historical levels due to the greater conservatism in provisioning in view of the effects of the pandemic on the financial health of schools and the greater commercial activity verified in the period. The relatively high ACP in the quarter is a characteristic of the seasonality of the business, given the strong concentration of revenue in the fourth and first quarters.

OTHER BUSINESSES | OPERATING PERFORMANCE

The Other Businesses segment includes revenues from the National Textbook Program (PNLD), which is highly seasonal. Thus, annual comparative analyzes are not always suitable for comparing performance and efficiency.

Revenue

Other Revenues - Values in R\$ ('000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Net Revenue	80.632	131.068	-38,5%	202.966	-60,3%
Net Revenue from PNLD	37.233	91.735	-59,4%	177.132	-79,0%
Books Sold - Postsecondary	27.487	29.286	-6,1%	17.294	58,9%
Net Revenue - Other Services	15.912	10.047	58,4%	8.541	86,3%

In 1Q21, the other business segment recorded sales of R\$ 37 million related to sales to the National Textbook Program (PNLD), completing sales of R\$ 365 million for the 2021 edition. Unlike the previous cycles, this edition did not have a new purchase of books and relied only on replacement.

OTHER BUSINESSES | FINANCIAL PERFORMANCE

Other Revenues - Values in R\$ ('000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Gross Revenue	83.858	134.447	-37,6%	218.825	-61,7%
Gross Revenue Deductions	(3.226)	(3.379)	-4,5%	(15.859)	-79,7%
Tax	(514)	(152)	238,6%	(545)	-5,6%
Returns	(2.532)	(3.196)	-20,8%	(14.890)	-83,0%
Total Discounts	(179)	(32)	468,8%	(424)	-57,7%
Net Revenue	80.632	131.068	-38,5%	202.966	-60,3%
Total of Costs	(33.996)	(86.448)	-60,7%	(116.819)	-70,9%
Cost of Goods	(31.207)	(82.321)	-62,1%	(115.057)	-72,9%
Cost of Services	(2.789)	(4.127)	-32,4%	(1.762)	58,3%
Faculty, Other Personnel and Third-Party Services	(2.543)	(3.658)	-30,5%	(1.330)	91,1%
Other	(246)	(469)	-47,6%	(432)	-43,1%
Gross Income	46.637	44.620	4,5%	86.147	-45,9%
Gross Margin	57,8%	34,0%	23,8 p.p.	42,4%	15,4 p.p.
Total Operating Expenses	(3.052)	(1.458)	109,3%	(23.280)	-86,9%
Personnel Expenses	(1.652)	(2.822)	-41,5%	(1.369)	20,7%
General and Administrative Expenses	(1.399)	1.364	-202,6%	(21.911)	-93,6%
Provision for Doubtful Account - PDA	(798)	(1.065)	-25,1%	(1.682)	-52,6%
(+) Interest and Penalties on Tuition	3	6	-53,9%	6	-51,0%
(+) Equity	210	(478)	-143,9%	1.885	-88,9%
Selling and Marketing Expenses	(9.678)	(15.604)	-38,0%	(8.450)	14,5%
Operating Result	33.322	26.020	28,1%	54.625	-39,0%
Operating Margin	41,3%	19,9%	21,5 p.p.	26,9%	14,4 p.p.
Corporate Expenses	(4.572)	(6.140)	-25,5%	(2.940)	55,5%
Adjusted EBITDA	28.750	19.880	44,6%	51.685	-44,4%
Adjusted EBITDA Margin	35,7%	15,2%	20,5 p.p.	25,5%	10,2 p.p.
(+) Opening Balance: Reversals of Contingencies	115.269	96.149	19,9%	63.140	82,6%
(-) Non-Recurring Items	(509)	(1.131)	-55,0%	(10.808)	-95,3%
(-) Impairment	-	-	n.a.	-	n.a.
EBITDA	143.510	114.898	24,9%	104.017	38,0%
EBITDA Margin	178,0%	87,7%	90,3 p.p.	51,2%	126,7 p.p.

Operating results were significantly higher in 1Q21, despite the lower revenue volume, due to the lower cost associated with the sale of replacement books (compared to new collections) in sales to the PNLD, and the gain in efficiencies related to the other businesses of the division. Thus, recurring EBITDA was 45% higher, with an expansion of 20.5 p.p. at the margin.

PDA and Accounts Receivable

Outros - Values in R\$ (000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Gross Accounts Receivable	65.471	182.368	-64,1%	63.826	2,6%
PDA Balance	(26.570)	(28.411)	-6,5%	(26.376)	0,7%
Coverage Ratio	40,6%	15,6%	160,5%	41,3%	-1,8%
Net Accounts Receivable	38.901	153.957	-74,7%	37.451	3,9%
Average Accounts Receivable Term (days)	31	95	-64	27	4

(1) Excludes credit card balances.

Net accounts receivable remained at a level similar to that of the previous quarter. In relation to 1Q20, the lower volume of accounts receivable and ACP is explained by the different seasonality of the PNLD (in 1Q20, sales were recorded during the quarter and part of the receipt only occurred in 2Q20).

COGNA CONSOLIDATED RESULTS

1Q21 RESULTS | BY COMPANY

	Kroton	Platos	Saber	Vasta	Others	BU's Elimination	Cogna Consolidated
Values in R\$ ('000)	1Q21	1Q21	1Q21	1Q21	1Q21	1Q21	1Q21
Gross Revenue	1.021.398	26.111	220.469	316.213	83.858	(15.427)	1.652.620
Gross Revenue Deductions	(308.098)	(1.439)	(42.093)	(35.381)	(3.226)	-	(390.236)
Tax	(24.403)	(874)	(12.278)	(1.596)	(514)	-	(39.665)
ProUni	(175.564)	-	-	-	-	-	(175.564)
Returns	(11)	-	-	(31.356)	(2.532)	-	(33.898)
Total Discounts	(108.121)	(564)	(29.815)	(2.430)	(179)	-	(141.108)
Net Revenue	713.300	24.672	178.376	280.832	80.632	(15.427)	1.262.384
Costs (COGS)	(139.294)	(817)	(73.478)	(114.102)	(33.996)	15.427	(346.260)
Cost of Goods	(844)	0	(13.781)	(87.906)	(31.207)	15.427	(118.310)
Cost of Services	(138.450)	(817)	(59.698)	(26.196)	(2.789)	-	(227.950)
Faculty, Other Personnel and Third-Party Services	(120.129)	(808)	(53.746)	(21.904)	(2.543)	-	(199.130)
Other	-	-	-	-	-	-	-
Gross Income	574.006	23.855	104.898	166.730	46.637	-	916.125
Operating Expenses	(141.171)	(5.298)	(37.265)	(43.760)	(3.052)	-	(230.546)
Personnel, General and Administrative Expenses	(141.171)	(5.298)	(37.265)	(43.760)	(3.052)	-	(230.546)
Personnel Expenses	(68.055)	(4.706)	(30.642)	(17.872)	(1.652)	-	(122.927)
General and Administrative Expenses	(73.116)	(593)	(6.624)	(25.888)	(1.399)	-	(107.619)
Provision for Doubtful Accounts - PDA	(154.120)	(4.774)	(2.062)	(2.609)	(798)	-	(164.362)
(+) Interest and Penalties on Tuition	38.566	235	124	-	3	-	38.927
(+) Equity Income from Subsidiaries	-	-	-	-	210	-	210
Sales and Marketing Expenses	(75.549)	(4.428)	(2.950)	(49.400)	(9.678)	-	(142.004)
Operating Result	241.732	9.589	62.744	70.961	33.322	-	418.349
Corporate Expenses	(31.586)	(782)	(6.910)	(8.684)	(4.572)	0	(52.535)
Recurring EBITDA	210.146	8.807	55.834	62.277	28.750	0	365.814
(+) Opening Balance: Reversals of Contingencies	-	-	-	828	115.269	-	116.097
(-) Nonrecurring Items	(95.559)	(247)	(2.133)	(6.749)	(509)	(0)	(105.198)
(-) Impairment	-	-	(24.839)	-	-	-	(24.839)
EBITDA	114.587	8.560	28.862	56.356	143.510	0	351.874
Depreciation and Amortization	-	-	-	-	-	-	(263.221)
Financial Result	-	-	-	-	-	-	(175.340)
Income and Social Contribution Tax	-	-	-	-	-	-	(4.485)
Minority Interest	-	-	-	-	-	-	197
Net Profit							(90.975)
(+) Intangible Amortization (Acquisitions)	-	-	-	-	-	-	72.183
(+) Inventory surplus value	-	-	-	-	-	-	448
(+) Impairment on goodwill	-	-	-	-	-	-	24.839
(+) Write-off of deferred income tax	-	-	-	-	-	-	-
Adjusted Net Profit							6.495

1Q21 RESULTS | CONSOLIDATED

Consolidated - Values in R\$ ('000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Gross Revenue	1.652.620	2.057.233	-19,7%	2.129.690	-22,4%
Gross Revenue Deductions	(390.236)	(429.765)	-9,2%	(486.642)	-19,8%
Tax	(39.665)	(54.052)	-26,6%	(44.432)	-10,7%
ProUni	(175.564)	(226.640)	-22,5%	(222.114)	-21,0%
Returns	(33.898)	(26.515)	27,8%	(58.451)	-42,0%
Total Discounts	(141.108)	(122.558)	15,1%	(161.645)	-12,7%
Net Revenue	1.262.384	1.627.468	-22,4%	1.643.048	-23,2%
Total of Costs	(346.260)	(508.062)	-31,8%	(497.420)	-30,4%
Cost of Goods	(118.310)	(215.563)	-45,1%	(192.167)	-38,4%
Cost of Services	(227.950)	(292.499)	-22,1%	(305.253)	-25,3%
Faculty, Other Personnel and Third-Party Services	(199.130)	(255.254)	-22,0%	(250.453)	-20,5%
Other	(28.820)	(37.245)	-22,6%	(54.799)	-47,4%
Gross Income	916.125	1.119.406	-18,2%	1.145.628	-20,0%
<i>Gross Margin</i>	72,6%	68,8%	3,8 p.p.	69,7%	2,8 p.p.
Total Operating Expenses	(230.546)	(234.209)	-1,6%	(331.272)	-30,4%
Personnel Expenses	(122.927)	(122.909)	0,0%	(122.753)	0,1%
General and Administrative Expenses	(107.619)	(111.300)	-3,3%	(208.519)	-48,4%
Provision for Doubtful Account - PDA	(164.362)	(213.940)	-23,2%	(702.955)	-76,6%
(+) Interest and Penalties on Tuition	38.927	53.874	-27,7%	37.652	3,4%
Equity	210	(478)	-143,9%	1.885	-88,9%
Selling and Marketing Expenses	(142.004)	(204.149)	-30,4%	(187.165)	-24,1%
Operating Result	418.349	520.504	-19,6%	(36.228)	-1254,8%
<i>Operating Margin</i>	33,1%	32,0%	1,2 p.p.	-2,2%	35,3 p.p.
Corporate Expenses	(52.535)	(80.250)	-34,5%	(64.266)	-18,3%
Recurring EBITDA	365.814	440.254	-16,9%	(100.493)	-464,0%
<i>Recurring EBITDA Margin</i>	29,0%	27,1%	1,9 p.p.	-6,1%	35,1 p.p.
(+) Opening Balance: Reversals of Contingencies	116.097	96.149	20,7%	69.020	68,2%
(-) Non-Recurring Items	(105.198)	(31.596)	232,9%	(440.648)	-76,1%
(-) Impairment	(24.839)	-	n.a.	(3.294.974)	-99,2%
EBITDA	351.874	504.807	-30,3%	(3.767.096)	-109,3%
<i>EBITDA Margin</i>	27,9%	31,0%	-3,1 p.p.	-229,3%	257,1 p.p.
Depreciation and Amortization	(263.221)	(289.070)	-8,9%	(288.404)	-8,7%
Financial Result	(175.340)	(226.936)	-22,7%	(203.740)	-13,9%
Income Tax / Social Contribution	(18.983)	(45.007)	-57,8%	22.274	-185,2%
Deferred Income Tax / Social Contribution	14.498	18.398	-21,2%	219.765	-93,4%
Minority Interest	197	(1.314)	-115,0%	(2.739)	-107,2%
Net Income	(90.975)	(39.122)	132,5%	(4.019.940)	-97,7%
<i>Net Margin</i>	-7,2%	-2,4%	-4,8 p.p.	-244,7%	237,5 p.p.
(+) Intangible Amortization (Acquisitions)	72.183	82.631	-12,6%	82.231	-12,2%
(+) inventory surplus value	448	3.300	-86,4%	53	750,1%
(+) Impairment on goodwill	24.839	-	n.a.	3.294.974	-99,2%
(+) Write-off of deferred income tax	-	-	n.a.	53.450	-100,0%
Adjusted Net Income	6.495	46.809	-86,1%	(589.232)	-101,1%
<i>Adjusted Net Margin</i>	0,5%	2,9%	-2,4 p.p.	-35,9%	36,4 p.p.

Corporate Expenses

Consolidated - Values in R\$ ('000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Corporate Expenses	(52.535)	(80.250)	-34,5%	(64.266)	-18,3%
Personnel Expenses	(31.191)	(38.688)	-19,4%	(17.082)	82,6%
General and Administrative Expenses	(21.344)	(41.563)	-48,6%	(47.183)	-54,8%

% of Net Revenue	1Q21	1Q20	Chg.%	4Q20	Chg.%
Corporate Expenses	-4,2%	-4,9%	0,8 p.p.	-3,9%	-0,3 p.p.
Personnel Expenses	-2,5%	-2,4%	-0,1 p.p.	-1,0%	-1,4 p.p.
General and Administrative Expenses	-1,7%	-2,6%	0,9 p.p.	-2,9%	1,2 p.p.

Corporate expenses decreased by 35% in the annual comparison and by 18% in the quarterly comparison, showing that a good part of the efforts made in 2020 to face the reduction of revenues is permanent.

Nonrecurring Items

Values in R\$ ('000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Severance	(13.144)	(14.676)	-10,4%	(14.270)	-7,9%
M&A and expansion	(11.386)	(16.920)	210,4%	(92.175)	-91,3%
Escrow write-off	-	-	n.a.	(1.658)	-100,0%
Fixed assets write-off	1.759	-	n.a.	(7.040)	-125,0%
Impairment of goodwill	(24.839)	-	n.a.	(3.294.974)	-99,2%
Kroton restructuring	(82.427)	-	n.a.	(318.622)	-74,1%
Capital Gain - Selling Leads	-	-	n.a.	(6.883)	-100,0%
Total Nonrecurring	(130.037)	(31.596)	311,6%	(3.735.623)	-96,5%

As in 4Q20, the increase in the total of non-recurring items occurred due to expenses with the restructuring of Kroton and a recognition of impairment losses at Saber (this time associated with the segregation of assets placed at the sale). Among Kroton's restructuring expenses, we note that R\$ 35 million (or 43%) were expenses with a non-cash effect. Excluding these two effects, non-recurring expenses fell by 22% year-on-year.

Financial Result

Consolidated - Values in R\$ ('000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
(+) Financial Revenues	24.347	35.413	-31,2%	45.566	-46,6%
Interest on Financial Investment	20.959	17.375	20,6%	24.189	-13,4%
Others	3.388	18.039	-81,2%	21.376	-84,2%
(-) Financial Expenses	(199.687)	(262.350)	-23,9%	(249.306)	-19,9%
Banks Expenses	(5.889)	(4.613)	27,7%	(4.072)	44,6%
Interest on Leasing	(88.669)	(103.501)	-14,3%	(106.040)	-16,4%
Interest on Loans	(58.779)	(106.096)	-44,6%	(67.181)	-12,5%
Interest and Tax on Late Payment	(161)	(5.774)	-97,2%	(5.653)	-97,2%
Interest on Loans for Acquisitions	(7.794)	(10.940)	-28,8%	(5.835)	33,6%
Restatement of Contingencies	(24.798)	(20.287)	22,2%	(30.759)	-19,4%
Others	(13.598)	(11.140)	22,1%	(29.765)	-54,3%
Financial Result¹	(175.340)	(226.936)	-22,7%	(203.741)	-13,9%

¹ Excludes interest and fines on late monthly tuition payments.

The net financial result was negative by R\$ 175 million, 23% below 1Q20 and 14% below 4Q20. The reduction in the lines of (i) lease interest (linked to rental contracts), due to the lower occupancy cost after Kroton's restructuring; and (ii) interest on loans, due to the lower gross indebtedness, were predominant in this reduction, while the other lines did not register large variations.

Net Income

<i>Consolidated - Values in R\$ ('000)</i>	1Q21	1Q20	% Chg	4Q20	% Chg
Operating Result	418.349	520.504	-19,6%	(36.228)	-1254,8%
(+) Corporate Expenses	(52.535)	(80.250)	-34,5%	(64.266)	-18,3%
(+) Opening Balance: Reversals of Contingencies	116.097	96.149	20,7%	69.020	68,2%
(+) Nonrecurring Items	(105.198)	(31.596)	232,9%	(440.648)	-76,1%
(+) Impairment on goodwill	(24.839)	-	n.a.	(3.294.974)	-99,2%
(+) Depreciation and Amortization ex-Intangible	(263.221)	(289.070)	-8,9%	(288.404)	-8,7%
(+) Financial Result ¹	(175.340)	(226.936)	-22,7%	(203.740)	-13,9%
(+) Income Tax / Social Contribution	(25.533)	(45.007)	-43,3%	22.274	-214,6%
(+) Deferred Income Tax / Social Contribution	21.048	18.398	14,4%	219.765	-90,4%
(+) Participation of Minority	197	(1.314)	-115,0%	(2.739)	-107,2%
(+) Intangible Amortization (Acquisitions)	72.183	82.631	-12,6%	82.231	-12,2%
(+) Inventory surplus value	448	3.300	-86,4%	53	750,1%
(+) Impairment on goodwill	24.839	-	n.a.	3.294.974	-99,2%
(+) Write-off of deferred income tax	-	-	n.a.	53.450	-100,0%
Adjusted Net Income	6.495	46.809	-86,1%	(589.232)	-101,1%
Adjusted Net Margin	0,5%	2,9%	-2,4 p.p.	-35,9%	36,4 p.p.
(-) Intangible Amortization (Acquisitions)	(72.183)	(82.631)	-12,6%	(82.231)	-12,2%
(-) Inventory surplus value	(448)	(3.300)	-86,4%	(53)	750,1%
(-) Impairment on goodwill	(24.839)	-	n.a.	(3.294.974)	n.a.
(-) Write-off of deferred income tax	-	-	n.a.	(53.450)	n.a.
Net Income	(90.975)	(39.122)	132,5%	(4.019.940)	-97,7%
Net Margin	-7,2%	-2,4%	-4,8 p.p.	-244,7%	237,5 p.p.

¹ Excludes interest and fines on late monthly tuition payments.

Net income adjusted for amortization of intangible assets, inventory gains and impairment (all non-cash effects) was R\$ 6 million, impacted in the annual comparison by the reduction in operating income and to the higher volume of non-recurring expenses, partially offset by lower net financial expenses. Excluding non-recurring expenses associated with the restructuring of Kroton with no cash effect, adjusted net income would have been R\$ 42 million, a reduction of 11%.

Net Debt

<i>Consolidated - Values in R\$ ('000)</i>	1Q21	1Q20	Chg.%	4Q20	Chg.%
Cash and Cash Equivalents	3.862.270	2.925.691	32,0%	4.567.320	-15,4%
Cash	15.263	11.064	38,0%	24.162	-36,8%
Securities	3.847.007	2.914.627	32,0%	4.543.158	-15,3%
Loans and Financing	6.500.230	7.977.840	-18,5%	7.221.311	-10,0%
Short-term Debt	1.326.576	1.269.711	4,5%	2.049.137	-35,3%
Long-term Debt	5.173.654	6.708.129	-22,9%	5.172.174	0,0%
Net Cash (Debt) ¹	(2.637.960)	(5.052.149)	-47,8%	(2.653.991)	-0,6%
Other Short and Long Term Debt ²	280.373	315.999	-11,3%	273.319	2,6%
(1) Net Cash (Debt)	(2.918.333)	(5.368.148)	-45,6%	(2.927.310)	-0,3%
Short Term Accounts Receivable ³	-	142.099	-100,0%	-	n.a.
Uniasselvi Disposal	-	124.850	-100,0%	-	n.a.
Disposal of Other Businesses	-	17.249	-100,0%	-	n.a.
Long-Term Accounts Receivable ³	66.093	256.740	-74,3%	64.469	2,5%
Uniasselvi Disposal	60.878	233.533	-73,9%	59.451	2,4%
Disposal of Other Businesses	5.215	23.208	-77,5%	5.018	3,9%
(2) Other Accouts Receivable ³	66.093	398.839	-83,4%	64.469	2,5%
(1)+(2) Pro Forma Net Cash (Debt)	(2.852.240)	(4.969.309)	-42,6%	(2.862.841)	-0,4%

¹ Net cash (debt) considering only bank obligations.

² Considering all short- and long-term obligations related to taxes paid in installments and acquisitions, including the amount to be paid within 6 years related to the Uniasselvi acquisition, in addition to debentures issued by the Company.

³ Considers the short-term receivables related to the Uniasselvi, FAIR and FAC/FAMAT divestment and long-term receivables related to the other installments of Uniasselvi, FAIR and FAC/FAMAT to be earned from 2020 to 2022 adjusted to present value (excluding the earn-out amounts).

At the end of the quarter, the total between cash and financial investments totaled R\$ 3.9 billion, a level 15% lower than the end of the immediately previous quarter, due to a partial amortization of the debentures (according to the original schedule). For the same reason, gross debt decreased by 10%, and this remains with a very elongated profile, with an average term of 25 months and with 80% of the total in maturities over 1 year. At this point, it is important to note that the table above represents a managerial view of what the debt composition would be after the conclusion of the debentures covenants negotiations, which took place on May 5 (in the corporate view, all maturities were brought forward for the short term due to the provision for the early maturity clause of the debentures). Net debt at the end of the quarter was stable at R\$ 2.9 billion.

In 1Q21, the net debt / adjusted EBITDA ratio for the last twelve months stood at 1.97, slightly above the 1.89x in 4Q20. According to the debentures regulation, net debt considers the sum of loans and financing and accounts payable for acquisitions, less cash and cash equivalents. Adjusted EBITDA, in addition to EBITDA, considers non-recurring items and the sum of the balance between provisions and contingency reversals with no cash effect. According to the resolution of the meeting held on May 5, EBITDA will also be adjusted for the extraordinary launches of allowance for loan losses carried out in 2020. For 4Q20 and 1Q21, the calculation is shown in the table below:

<i>Values in R\$ ('000)</i>	4Q20	1Q21
EBITDA	(3.367.822)	(3.520.755)
Non-recurring Items	5.065.228	5.163.634
Provisions for/Reversals of Contingencies	(150.408)	(168.501)
Adjusted EBITDA	1.546.997	1.474.377
Debentures	7.221.311	6.500.229
Commitments Payable	249.991	257.830
Cash and Cash Equivalents	(4.552.294)	(3.848.733)
Net Debt	2.919.008	2.909.327
Net Debt/Adjusted EBITDA	1,89	1,97

Capex and Investments in Expansion

Values in R\$ (million)	1Q21	% AV	1Q20	% AV	% AH
Information technology and library equipment	7,0	7%	8,9	7%	-21,3%
Content and systems development and software licenses	35,6	36%	64,4	54%	-44,7%
Laboratory and related equipment	2,1	2%	3,8	3%	-44,7%
Expansions	6,9	7%	14,9	13%	-53,7%
Capex	51,6	53%	92,0	77%	-43,9%
% Net Revenue	3,1%	-	4,8%	-	-1,6 p.p.
investment in expansion	46,0	47%	27,2	23%	69,1%
Capex and Investment in Expansion	97,6	100%	119,1	100%	-18,1%
% Net Revenue	5,9%	-	6,2%	-	-0,2 p.p.

Capex and investments in expansion decreased 18% in the annual comparison, reflecting a greater austerity of the Company to face the new level of revenue. It is worth noting, however, that there were some postponements of expenses that may increase this line in the coming quarters. Expansion investment represented 47% of the total, due to expenses incurred as a result of Kroton's restructuring process, momentarily exceeding the line of content development, systems and software licenses (which accounted for 36% of the total).

Cash Flow

Consolidated - Values in R\$ ('000)	1Q21	1Q20	Chg.%	4Q20	Chg.%
Net Income before Income Interest	(62.370)	(38.101)	63,7%	(2.125.691)	-97,1%
(+) Net Income adjustments before Income Interest	488.274	725.902	-32,7%	2.559.638	-80,9%
Depreciation and Amortization	235.674	289.070	-18,5%	288.403	-18,3%
Provision for Doubtful Accounts (PDA)	162.453	213.940	-24,1%	702.955	-76,9%
Others	90.147	222.892	-59,6%	1.568.280	-94,3%
(+) Income Tax and Social Contribution	(9.566)	(314)	2946,5%	6.331	-251,1%
(+) Changes in Working Capital	(149.181)	(715.010)	-79,1%	(239.225)	-37,6%
(Increase) Reduction in Accounts Receivable ex-FIES	(41.730)	(222.950)	-81,3%	(352.918)	-88,2%
(Increase) Reduction in Accounts Receivable FIES	36.636	41.174	-11,0%	56.535	-35,2%
Others	(144.087)	(533.234)	-73,0%	57.158	-352,1%
Operating Cash Generation before Capex	267.157	(27.523)	-1070,7%	201.053	32,9%
Capex and Investments in Expansion	(97.567)	(119.147)	-18,1%	(142.676)	-31,6%
Operating Cash Generation after Capex	169.590	(146.670)	-215,6%	58.377	190,5%
(+) M&A Activities	(73.830)	(51.773)	42,6%	262.294	-128,1%
(+) Cash Flow from Financing Activities	(797.312)	2.282.106	-134,9%	(1.010.352)	-21,1%
Free Cash Flow	(701.552)	2.083.663	-133,7%	(689.681)	1,7%

The generation of operating cash before capex was positive by R\$ 267 million, against a consumption of R\$ 27 million in 1Q20, favored by the higher collection at Kroton (despite the reduction in revenues), the better performance of some lines of working capital, in addition to the anticipation of credit card receivables already mentioned. This result, added to the reduction in capex, led to a generation of Post-capex Operating Cash flow Generation (OCG) of R\$ 170 million in 1Q21. Excluding prepayment of credit card receivables, OCG would have been R\$ 62 million, compared to a consumption of R\$ 147 million in 1Q20. Free cash flow was negative by R\$ 702 million in the quarter, reflecting the partial amortization of the debentures.

Consolidated - Values in R\$ ('000)	1Q21	1Q20	Chg.%
Operating Cash Generation (OCG) before Capex	267.157	(27.522)	-1070,7%
OCG/Recurring EBITDA	73,0%	-6,3%	79,3 p.p.
Operating Cash Generation after total Capex	169.590	(146.670)	-215,6%
OCG/Recurring EBITDA	46,4%	-33,3%	79,7 p.p.
Free Cash Flow	(701.552)	2.083.663	-133,7%

CAPITAL MARKETS AND SUBSEQUENT EVENTS

OWNERSHIP STRUCTURE

Cogna's capital is composed of 1,876,606,210 common shares and is distributed as follows:

Cogna Ownership Structure*	Quantity	%
Treasury	7.515.304	0,40%
Free Float	1.869.090.906	99,60%
Total	1.876.606.210	100,00%

* Position as of 03/31/2021.

STOCK PERFORMANCE

Cogna's stock (COGN3) is a component of various indices, including the Bovespa Index (Ibovespa), Special Corporate Governance Stock Index (IGC), Special Tag-Along Stock Index (ITAG), Consumption Sector Index (ICON) and MSCI Brazil.

In 1Q21, the stock was traded in 100% of trading sessions, registering financial trading volume of R\$ 15.4 billion and 2,657,107 trades in the period, which represents average daily trading volume of R\$ 256.7 million. Cognia's stock is currently covered by research analysts at 16 different local and international institutions. On March 31, 2021, Cognia's market capitalization was R\$7.5 billion.

In the first quarter of 2021, Cognia's shares fell 15.3%, while the Ibovespa fell 2.0%. In the same period, ITAG fell by 0.5%, while IGC fell 0.2% and ICON rose 4.5%.

Highlights- COGN3	1Q21
Average Daily Trade Volume (average)	R\$ 256.7 million
Maximum (R\$ per share)	R\$ 4,82
Minimum (R\$ per share)	R\$ 3,61
Average (R\$ per share)	R\$ 4,24
Closing Quote	R\$ 3,98
Variation in the period (%)	-15,3%

CREDIT RATINGS

Cogna is currently rated triple A (brAAA) by Standard & Poor's and AA+(bra) by Fitch Rating.

DIVIDENDS

Due to the net loss reported in the period and to the circumstances imposed by Covid-19, no dividends will be distributed in the quarter.

ABOUT COGNA EDUCAÇÃO

Cogna Educação is one of the largest private educational organizations in the world. Operating for over 55 years, the Company has a nationwide presence in all Brazilian states in a wide array of educational segments and a complete platform of services and content delivered under different business models. At the end of 1Q21, Cognia had 921 thousand On-Campus and Digital Undergraduate students in the Kroton vertical and 48 thousand Graduate students in the Platos vertical, served through 131 own Postsecondary Education units and 1,544 accredited Digital Education centers. In K-12 Education, the Saber vertical ended the quarter with 29 thousand students at 50 own/contract schools and 21 thousand students at 117 Red Balloon units, while the Vasta vertical had 1.5 million students served through approximately 4.6 thousand associated schools using solutions in core and extracurricular content.

APPENDIX 1 – CORPORATE BALANCE SHEET

Assets	1Q21	% AV	4Q20	% AV	1Q20
Current Assets	6.014.035	20,2%	6.869.479	22,3%	6.448.989
Cash and cash equivalents	12.947	0,0%	19.438	0,1%	11.064
Financial Investments	1.472.291	4,9%	2.185.908	7,1%	1.675.770
Securities	1.994.992	6,7%	1.976.436	6,4%	1.222.464
Accounts Receivable	1.729.599	5,8%	1.876.801	6,1%	2.380.605
Inventories	392.080	1,3%	366.405	1,2%	403.610
Prepayments	42.177	0,1%	63.313	0,2%	73.290
Recoverable Taxes	255.451	0,9%	275.445	0,9%	340.255
Deferred Taxes	631	0,0%	593	0,0%	142.099
Other Accounts Receivable	113.867	0,4%	105.140	0,3%	199.832
Non current Assets	21.404.831	71,8%	21.511.768	69,9%	29.834.332
Asset held for sale	2.383.041	8,0%	2.402.541	7,8%	0
Securities	13.537	0,0%	15.026	0,0%	16.393
Accounts Receivables	446.191	1,5%	443.286	1,4%	940.257
Accounts receivable on sale of subsidiaries	72.953	0,2%	71.329	0,2%	256.740
Deferred Taxes	814.722	2,7%	838.338	2,7%	768.590
Judicial Deposits	61.380	0,2%	74.055	0,2%	93.093
Taxes to Recover	137.445	0,5%	137.126	0,4%	130.443
Guarantee for social security, labor and civil provisions	162.516	0,5%	166.872	0,5%	1.105.104
Other	79.317	0,3%	92.041	0,3%	90.394
Related Parties	288.388	1,0%	309.767	1,0%	0
Investments	1.263	0,0%	1.453	0,0%	8.216
Fixed Assets	4.330.360	14,5%	4.344.174	14,1%	5.952.913
Intangible	14.996.759	50,3%	15.018.301	48,8%	20.472.189
Total Assets	29.801.907	100,0%	30.783.788	100,0%	36.283.321
Liabilities and Equity					
Current Liabilities	2.984.240	10,0%	3.772.010	12,3%	3.280.075
Suppliers	505.673	1,7%	533.590	1,7%	396.496
Suppliers drawn risk	287.174	1,0%	284.808	0,9%	329.643
Loans and Financing	296	0,0%	229	0,0%	48
Debenture	1.326.180	4,4%	2.048.808	6,7%	1.269.663
Lease	124.177	0,4%	120.082	0,4%	158.461
Social security and labor liabilities	308.861	1,0%	313.917	1,0%	455.483
Income Tax and Social Contribution	23.958	0,1%	39.276	0,1%	90.510
Taxes and Contribution	99.721	0,3%	103.445	0,3%	95.143
Advances from Clients	179.875	0,6%	195.198	0,6%	297.281
Tax and Contribution Payment Installments	11.781	0,0%	12.086	0,0%	14.298
Accounts Payable - Acquisitions	93.565	0,3%	100.728	0,3%	117.231
Dividends Payable	783	0,0%	64	0,0%	64
Other	22.196	0,1%	19.779	0,1%	55.754
Liabilitie Held for Sale	1.470.408	4,9%	1.489.908	4,8%	0
Non current Liabilities	11.143.358	37,4%	11.236.706	36,5%	14.704.412
Loans and Financing	776	0,0%	817	0,0%	998
Debenture	5.172.878	17,4%	5.171.357	16,8%	6.707.131
Lease	2.943.256	9,9%	2.912.368	9,5%	4.006.468
Provision for Tax, Labor and Civil Lawsuit Losses	425.556	1,4%	428.614	1,4%	421.408
Liabilities assumed in the business combination	1.922.717	6,5%	2.012.606	6,5%	2.546.241
Tax and Contribution Payment Installments	7.805	0,0%	7.804	0,0%	15.240
Accounts Payable - Acquisitions	141.564	0,5%	125.548	0,4%	169.230
Deferred Taxes	451.336	1,5%	495.936	1,6%	760.406
Others	77.470	0,3%	81.656	0,3%	77.290
Consolidated Equity	14.203.901	47,7%	14.285.163	46,4%	18.298.834
Total Liabilities and Equity	29.801.907	100,0%	30.783.788	100,0%	36.283.321

APPENDIX 2 – QUARTERLY CORPORATE INCOME STATEMENT

	1Q21	% Net Rev.	1Q20	% Net Rev.	1Q21 / 1Q20	4Q20	% Net Rev.	1Q21 / 4Q20
(In thousand reais, except otherwise indicated)								
Gross Revenue	1.455.812	131,7%	1.829.039	127,0%	-20,4%	1.928.082	129,0%	-24,5%
Kroton	1.021.398	92,4%	1.241.596	86,2%	-17,7%	1.308.467	87,6%	-21,9%
Platos	26.111	2,4%	21.780	1,5%	19,9%	25.011	1,7%	4,4%
Saber	23.659	2,1%	24.112	1,7%	-1,9%	9.674	0,6%	144,6%
Vasta	316.213	28,6%	428.067	29,7%	-26,1%	390.109	26,1%	-18,9%
Outros	68.431	6,2%	113.484	7,9%	-39,7%	194.821	13,0%	-64,9%
Deductions from Gross Revenue	(350.331)	-31,7%	(388.461)	-27,0%	-9,8%	(433.624)	-29,0%	-19,2%
Kroton	(308.098)	-27,9%	(358.900)	-24,9%	-14,2%	(369.056)	-24,7%	-16,5%
Platos	(1.439)	-0,1%	(112)	-0,0%	1.184,8%	(935)	-0,1%	53,9%
Saber	(2.187)	-0,2%	(464)	-0,0%	371,7%	(1.182)	-0,1%	85,0%
Vasta	(35.381)	-3,2%	(25.607)	-1,8%	38,2%	(46.593)	-3,1%	-24,1%
Outros	(3.226)	-0,3%	(3.378)	-0,2%	-4,5%	(15.858)	-1,1%	-79,7%
Net Revenue	1.105.481	100,0%	1.440.578	100,0%	-23,3%	1.494.458	100,0%	-26,0%
Kroton	713.300	64,5%	882.696	61,3%	-19,2%	939.411	62,9%	-24,1%
Platos	24.672	2,2%	21.668	1,5%	13,9%	24.076	1,6%	2,5%
Saber	21.472	1,9%	23.648	1,6%	-9,2%	8.492	0,6%	152,9%
Vasta	280.832	25,4%	402.460	27,9%	-30,2%	343.516	23,0%	-18,2%
Outros	65.205	5,9%	110.106	7,6%	-40,8%	178.963	12,0%	-63,6%
Costs of Goods/Services	(401.336)	-36,3%	(561.396)	-39,0%	-28,5%	(531.327)	-35,6%	-24,5%
Cost of Goods Sold	(73.888)	-6,7%	(163.669)	-11,4%	-54,9%	(140.512)	-9,4%	-47,4%
Cost of Services Rendered	(327.448)	-29,6%	(397.727)	-27,6%	-17,7%	(390.815)	-26,2%	-16,2%
Gross Income	704.145	63,7%	879.182	61,0%	-19,9%	963.131	64,4%	-26,9%
Operating Expenses	(655.904)	-59,3%	(763.617)	-53,0%	-14,1%	(3.297.963)	-220,7%	-80,1%
Selling Expenses	(139.076)	-12,6%	(201.565)	-14,0%	-31,0%	(180.078)	-12,0%	-22,8%
General and Administrative Expenses	(327.582)	-29,6%	(343.177)	-23,8%	-4,5%	(635.984)	-42,6%	-48,5%
Expected loss provision	(162.451)	-14,7%	(212.334)	-14,7%	-23,5%	(691.361)	-46,3%	-76,5%
Loss on impairment of assets	-	0,0%	-	0,0%	0,0%	(1.593.000)	-106,6%	-100,0%
Other Operating Income (Expenses)	(27.006)	-2,4%	(965)	-0,1%	2.697,3%	(199.427)	-13,3%	-86,5%
Equity in the results of investees	210	0,0%	(5.575)	-0,4%	-103,8%	1.886	0,1%	-88,9%
Income before Financial Result and Taxes	48.241	4,4%	115.565	8,0%	-58,3%	(2.334.832)	-156,2%	-102,1%
Financial Result	(110.611)	-10,0%	(153.666)	-10,7%	-28,0%	(136.893)	-9,2%	-19,2%
Financial Expenses	(172.084)	-15,6%	(241.845)	-16,8%	-28,8%	(218.232)	-14,6%	-21,1%
Financial Revenues	61.473	5,6%	88.179	6,1%	-30,3%	81.339	5,4%	-24,4%
Income from Operations	(62.370)	-5,6%	(38.101)	-2,6%	63,7%	(2.471.725)	-165,4%	-97,5%
Income and Social Contribution Tax	2.054	0,2%	(12.190)	-0,8%	-116,9%	273.814	18,3%	-99,2%
Current	(18.928)	-1,7%	(30.866)	-2,1%	-38,7%	21.734	1,5%	-187,1%
Deferred	20.982	1,9%	18.676	1,3%	12,3%	252.080	16,9%	-91,7%
Net Income before Discontinued Operations	(60.316)	-5,5%	(50.290)	-3,5%	19,9%	(2.197.911)	-147,1%	-97,3%
Discontinued Operations	(30.856)	-2,8%	12.483	0,9%	-347,2%	(1.819.291)	-121,7%	-98,3%
Net Income	(91.172)	-8,2%	(37.807)	-2,6%	141,2%	(4.017.202)	-268,8%	-97,7%
Net Income Attributed to Controlling Shareholders	(90.976)	-8,2%	(39.120)	-2,7%	132,6%	(4.019.941)	-269,0%	-97,7%
Net Income Attributed to Non-Controlling Shareholders	(197)	-0,0%	1.313	0,1%	-115,0%	2.739	0,2%	-107,2%

APPENDIX 3 – QUARTERLY INCOME STATEMENT RECONCILIATION

	1Q21 Results (Book)	Discontinued Operations (SOE)	Interest and Penalties on Tuition	Depreciation/ Amortization	Non-accounting adjustments			Opening baçance Reversals	B.U. Elimination	1T21 Results (Release)
					Intangible Amortization (Acquisitions)	Non-recurring Items/ Capital Gain	Reclassification between Costs and expenses			
(In thousand reais, except otherwise indicated)										
Gross Revenue	1.455.812	196.810	-	-	-	-	-	-	-	1.652.620
Kroton	1.021.398	-	-	-	-	-	-	-	-	1.021.398
Platos	26.111	-	-	-	-	-	-	-	-	26.111
Saber	23.659	196.810	-	-	-	-	-	-	-	220.469
Vasta	316.213	-	-	-	-	-	-	-	-	316.213
Others	68.431	-	-	-	-	-	-	-	15.427	83.858
Elimination BU's / Cogna	-	-	-	-	-	-	-	-	(15.427)	(15.427)
Deductions from Gross Revenue	(350.331)	(39.906)	-	-	-	-	-	-	-	(390.236)
Kroton	(308.098)	-	-	-	-	-	-	-	-	(308.098)
Platos	(1.439)	-	-	-	-	-	-	-	-	(1.439)
Saber	(2.187)	(39.906)	-	-	-	-	-	-	-	(42.093)
Vasta	(35.381)	-	-	-	-	-	-	-	-	(35.381)
Others	(3.226)	-	-	-	-	-	-	-	-	(3.226)
Elimination BU's / Cogna	-	-	-	-	-	-	-	-	-	-
Net Revenue	1.105.481	156.904	-	-	-	-	-	-	-	1.262.384
Kroton	713.300	-	-	-	-	-	-	-	-	713.300
Platos	24.672	-	-	-	-	-	-	-	-	24.672
Saber	21.472	156.904	-	-	-	-	-	-	-	178.376
Vasta	280.832	-	-	-	-	-	-	-	-	280.832
Others	65.205	-	-	-	-	-	-	-	15.427	80.633
Elimination BU's / Cogna	-	-	-	-	-	-	-	-	(15.427)	(15.427)
Costs of Goods/Services	(401.336)	(82.702)	-	137.778	-	7.225	(7.226)	-	-	(346.260)
Cost of Goods Sold	(73.888)	-	-	448	-	-	(44.871)	-	-	(118.310)
Cost of Services Rendered	(327.448)	(82.702)	-	137.330	-	7.225	37.645	-	-	(227.950)
Gross Income	704.145	74.202	-	137.778	-	7.225	(7.226)	-	-	916.125
Operating Expenses	(655.904)	(72.717)	-	53.260	72.183	97.973	32.065	(116.097)	-	(589.237)
Selling Expenses	(139.076)	(2.929)	-	-	-	2.113	(2.112)	-	-	(142.004)
Provision for Doubtful Accounts	(162.451)	(1.912)	-	-	-	-	0	-	-	(164.362)
Personnel Expenses	-	-	-	-	-	-	-	-	-	(122.927)
General and Administrative Expenses	(327.582)	(43.037)	-	53.260	72.183	47.662	205.991	(116.097)	-	(107.619)
Other Operating Income (Expenses)	(27.004)	-	-	-	-	48.198	(21.192)	-	-	-
Corporate Expenses	-	-	-	-	-	-	(52.535)	-	-	(52.535)
Loss on impairment of assets	-	(24.839)	-	-	-	-	24.839	-	-	-
Equity	210	-	-	-	-	-	-	-	-	210
Income before Financial Result	48.241	1.485	-	191.038	72.183	105.198	24.839	(116.097)	-	326.888
Interest and Penalties on Tuition	-	-	38.927	-	-	-	-	-	-	38.927
(+) Opening Balance Reversal of Contingencies	-	-	-	-	-	-	-	116.097	-	116.097
(-) Nonrecurring items	-	-	-	-	-	(105.198)	-	-	-	(105.198)
(-) Impairment	-	-	-	-	-	-	(24.839)	-	-	(24.839)
EBITDA	48.241	1.485	38.927	191.038	72.183	(0)	0	-	-	351.874
Depreciation and Amortization	-	-	-	(191.038)	(72.183)	-	-	-	-	(263.221)
Financial Result	(110.611)	(25.802)	(38.927)	-	-	-	-	-	(0)	(175.340)
Financial Expenses	(172.084)	(27.603)	-	-	-	-	-	-	(0)	(199.687)
Financial Revenues	61.473	1.801	(38.927)	-	-	-	-	-	-	24.347
Income from Operations	(62.370)	(24.317)	(0)	-	-	(0)	0	-	(0)	(86.687)
Income and Social Contribution Tax	2.054	(6.539)	-	-	-	-	-	-	-	(4.485)
Current	(18.928)	(6.605)	-	-	-	-	-	-	-	(25.533)
Deferred	20.982	66	-	-	-	-	-	-	-	21.048
Participation of Minority Shareholders	197	-	-	-	-	-	-	-	-	197
Net Income attributable to Controlling Shareholders of Continued Operations	(60.119)	(30.856)	(0)	-	-	(0)	0	-	(0)	(90.975)
Result of discontinued operations	(30.856)	30.856	-	-	-	-	-	-	-	-
Net Income Attributed to Controlling Shareholders	(90.975)	(0)	(0)	-	-	(0)	0	-	(0)	(90.975)

APPENDIX 4 – VASTA QUARTERLY INCOME STATEMENT RECONCILIATION

	Non-accounting adjustments				
	1 Q21 Results (Book)	Differences in allocation among P&L lines	Amortization of Inventory Surplus Value	Opening Balance Reversals	1 Q21 Results (Release)
Gross Revenue	316.213	-	-	-	316.213
Deductions from Gross Revenue	(35.381)	-	-	-	(35.381)
Net Revenue	280.832	-	-	-	280.832
Costs of Goods/Services	(114.550)	-	447	-	(114.102)
Gross Income	166.282	-	447	-	166.729
Operating Expenses	(98.895)	(4.731)	-	(828)	(104.455)
Selling Expenses	(49.509)	110	-	-	(49.400)
Provision for Doubtful Accounts	(2.609)	-	-	-	(2.609)
Personnel Expenses	-	(17.872)	-	-	(17.872)
General and Administrative Expenses	(49.247)	24.185	-	(828)	(25.890)
Other Operating Income (Expenses)	2.470	(2.470)	-	-	-
Corporate Expenses	-	(8.684)	-	-	(8.684)
Income before Financial Result	67.387	(4.731)	447	(828)	62.274
Interest and Penalties on Tuition	-	-	-	-	-
(+) Opening Balance Reversal of Contingencies	-	-	-	828	828
(-) Nonrecurring items	(11.479)	4.731	-	-	(6.749)
EBITDA	55.908	-	447	-	56.356
Depreciation and Amortization	(48.584)	-	(447)	-	(49.031)
Financial Result	(14.252)	-	-	-	(14.252)
Financial Expenses	(19.715)	-	-	-	(19.715)
Financial Revenues	5.463	-	-	-	5.463
Income from Operations	(6.928)	-	-	-	(6.928)
Income and Social Contribution Tax	1.413	-	-	-	1.413
Current	1.281	-	-	-	1.281
Deferred	132	-	-	-	132
Participation of Minority Shareholders	-	-	-	-	-
Net Income Attributed to Controlling Shareholders	(5.515)	-	-	-	(5.515)

APPENDIX 5 – CASH FLOW STATEMENT

R\$ 000	1Q21	1Q20	4Q20
Net Income before Income Taxes	(62.370)	(38.101)	(2.125.691)
Net Income (Loss) Adjustments before Income Taxes			
Depreciation and Amortization	235.674	289.070	288.403
Editorial Costs	23.651	31.278	18.021
Provision for Doubtful Accounts	162.453	213.940	702.955
Accounts Receivable - adjusted to present value	(13.061)	(4.930)	(62.937)
Provision for Tax, Labor and Civil Losses	(81.929)	(75.871)	75.037
Provision (Reversal) for Inventories Losses	6.206	18.578	(2.877)
Financial Charges	83.947	122.868	88.777
Grant of Stock Options	9.444	7.561	45.568
Finance lease	76.128	102.839	106.042
Income from sale or disposal of assets and other investments	16.407	8.563	183.203
Loss on impairment of assets	-	-	3.294.975
Result of Equity Restatement	210	(478)	1.886
Result of Discontinued Operations	(30.856)	12.484	(2.179.415)
Changes in Working Capital	(149.181)	(715.010)	(239.225)
(Increase) Reduction in Accounts Receivable (ex-FIES)	(41.730)	(222.950)	(352.918)
(Increase) Reduction in Accounts Receivable FIES	36.636	41.174	56.535
(Increase) Reduction in Inventories	(55.980)	(39.806)	(7.618)
(Increase) Reduction in Advances	21.135	4.489	20.605
(Increase) Reduction in Recoverable Taxes	29.240	21.372	11.558
(Increase) Decrease in Escrow Deposits	12.675	2.578	(16.265)
Increase (Decrease) in Other Assets	4.189	(91.767)	17.492
Increase (Reduction) in Suppliers	9.081	(154.259)	226.906
Payment of lease	(28.675)	(37.960)	(34.667)
Leasing interest paid	(71.839)	(102.949)	(103.659)
Increase (Decrease) in Payroll and Related Taxes	(5.057)	(8.354)	(99.332)
Increase (Decrease) in Fiscal Obligations	(37.016)	(18.470)	26.422
Increase (Decrease) in Advances to Clients	(15.323)	(21.395)	64.651
(Decrease) in Taxes Installments	(305)	(2.695)	(2.825)
(Decrease) in Provision for Tax, Labor and Civil Losses	(30.807)	(53.691)	(75.804)
Increase (Decrease) in Other Liabilities	24.595	(30.327)	29.694
Income Tax and Social Contribution	(9.566)	(314)	6.331
Capex	(51.559)	(91.989)	(80.350)
Additions to Fixed Assets	(15.951)	(27.632)	(28.542)
Additions to Intangible Assets	(35.608)	(64.357)	(51.808)
Cash Flow from Operating Activities after Capex - Recurring	215.598	(119.512)	120.703
Capex - Special Projects	(46.008)	(27.158)	(62.326)
Brownfields	(46.008)	(27.158)	(62.326)
Cash Flow from Operating Activities after total Capex	169.590	(146.670)	58.377
(+) M&A Activities	(73.830)	(51.773)	262.294
Accounts Receivable from Sale of subsidiaries	-	-	345.440
Payment for acquisition of companies	(38.124)	(51.915)	(12.764)
M&A Costs and Expenses	(35.706)	142	(70.382)
(+) Cash Flow from Financing Activities	(797.312)	2.282.106	(1.010.352)
Sale (Acquisition) of Treasury Shares	-	8.660	2.128
Capital Increase, Net of Issuance Costs	-	2.485.151	-
Noncontrolling interests	465	-	-
Payments of Borrowings and Financing	(694.134)	(642)	(960.810)
Interest Paid on Borrowings and Debentures	(86.043)	(213.177)	(52.128)
Redemption (Investment) of Securities	1.489	2.114	458
Installments paid on the acquisition of companies	(19.089)	-	-
(=) Cash Flow from Non-Operating Activities	(871.142)	2.230.333	(748.058)
Total Cash Generation	(701.552)	2.083.663	(689.681)
Net Increase (Decrease) in Cash and Cash Equivalents			
Cash and Cash Equivalents at the Start of the Period	4.181.781	825.635	5.241.975
Cash and Cash Equivalents at the End of the Period	3.480.230	2.909.298	4.552.294
Net Increase (Decrease) in Cash and Cash Equivalents	(701.552)	2.083.663	(689.681)

APPENDIX 6 – CASH FLOW STATEMENT RECONCILIATION

R\$ 000	Cash Flow (Book) 4Q20	Leasing	Interest	Cash	M&A	Others	Cash Flow (Release) 4Q20
Net Income before income taxes	(62.370)	-	-	-	-	-	(62.370)
Adjustments to net income	468.951	-	-	19.323	-	-	488.274
Change in operating assets and liabilities	(85.931)	(100.514)	-	-	-	37.264	(149.181)
Income taxes paid	(9.566)	-	-	-	-	-	(9.566)
Leasing interest paid	(71.839)	71.839	-	-	-	-	-
Interest paid on borrowings and debentures	(86.043)	-	86.043	-	-	-	-
Cash flow from operating activities	153.202	(28.675)	86.043	19.323	-	37.264	267.157
Redemption (Investment) of securities	2.256	-	-	(2.256)	-	-	-
Additions to fixed assets	(41.500)	-	-	-	-	25.549	(15.951)
Additions to Intangible assets	(56.100)	-	-	-	-	20.492	(35.608)
Cash from acquired companies	1.591	-	-	-	(1.591)	-	-
Payment for acquisition of companies	(38.124)	-	-	-	-	-	(38.124)
Accounts receivable from former owners	-	-	-	-	-	-	-
Recebimento pela venda de controladas	-	-	-	-	-	-	-
M&A costs and expenses	-	-	-	-	1.591	(37.297)	(35.706)
Special projects capex	-	-	-	-	-	(46.008)	(46.008)
Cash flow from investing activities	(131.877)	-	-	(2.256)	-	(37.264)	(171.397)
Capital increase, net of issuance costs	-	-	-	-	-	-	-
Treasury shares	-	-	-	-	-	-	-
Receipt in the offering of shares	-	-	-	-	-	-	-
Debentures	465	-	-	-	-	-	465
Borrowings and financing	-	-	-	-	-	-	-
Leasing principal payment	(28.675)	28.675	-	-	-	-	-
Payments of borrowings and financing	(694.134)	-	-	-	-	-	(694.134)
Installments paid on the acquisition of companies	(19.089)	-	-	-	-	-	(19.089)
Redemption (Investment) of securities	-	-	-	1.489	-	-	1.489
Interest paid on borrowings and debentures	-	-	(86.043)	-	-	-	(86.043)
Cash flow from financing activities	(741.433)	28.675	(86.043)	1.489	-	-	(797.312)
Change in cash position	(720.108)	-	-	18.556	-	0	(701.552)