

3Q22

Presentation of Results



IBRX100 B3
ITAG B3
IGC B3

[B]³
BRASIL
BOLSA
BALÇÃO

Great
Place
To
Work®

 SUSTAINALYTICS
a Morningstar company
RATED



Disclaimer

The material that follows is a presentation of general information about Cogna Educação S.A. ("Cogna"). The information herein is not intended to be extensive and it should not be considered by potential investors as a recommendation. This presentation is strictly confidential and may not be disclosed to any other person. We make no representations or warranties as to the correctness, adequacy, or completeness of this information, and it should not be relied upon for investment decisions.

The forward-looking statements and information herein comply with Section 27A of the Securities Act of 1933, and Section 21E of the Securities Exchange Act of 1934. The forward-looking statements and information include only predictions, and there is no guarantee as to the future performance. Investors are advised that the forward-looking statements and information are and will be, as applicable, subject to risks, uncertainties and factors relating to the transactions and business environments of Cogna and its subsidiaries, which could cause actual results to differ materially from future express or implicit results in the forward-looking statements and information.

While Cogna believes that the expectations and assumptions in the forward-looking statements and information are reasonable and based on existing data available to its management, Cogna cannot guarantee future results or events. Cogna expressly claims that it is under no obligation to update the forward-looking statements and information.

This presentation is not an offer or invitation to purchase nor a solicitation of an offer to buy any securities. This presentation is not the basis of an agreement or commitment whatsoever.



Message from the CEO



Intake grows in terms of student volume (+16.6%) and Revenue (+10.8%), adding to yet another growing season;

Undergraduate student base grows 11.7% and reaches more than 985 thousand students;

With a sequence of positive intake and retention cycles, **Kroton already has Revenue growth in 3Q22 (+11.7%);**

Increase in profitability, with **growth in the Recurring EBITDA margin of 3.7p.p.** in 3Q22;

Kroton Med meets expectations for the quarter and reinforces confidence in the thesis;

Consistency in the **quality of receivables, with a 29.9% reduction in ADA** in 9M22 and maintenance of the coverage ratio.



Delivery of the BRL1.0 billion Annual Contract Value Guidance for the 2022 intake cycle;

Net Revenue grows 29.7% in the 2022 cycle and **subscription reaches 88.5% of the Revenue mix;**

Profitability growth, with an **increase in the Recurring EBITDA margin by 10.4p.p.** in the cycle;

Cycle Recurring EBITDA increased more than double (+114.6%) due to the combination of Revenue growth and profitability;

New Annual Contract Value Guidance for the 2023 cycle, of BRL1,230 million, 20% higher than the 2022 result.



The **generation of long-term value** continues to be delivered for the **6th consecutive quarter;**

Net Revenue grows 3.5% in the year and follows a path of gain in quality, with a reduction in nonpayments in Kroton and expansion of the subscription mix to the mix in Vasta;

Recurring EBITDA grows 17.2% in the year, with an expansion of 3.4 p.p. margin, driven by Kroton and Vasta's results

OCG grows 22.4% in the year and reaches BRL 477 million;

Leverage at a **healthy** and stable level of 2.15x, with a comfortable distance from the covenants.

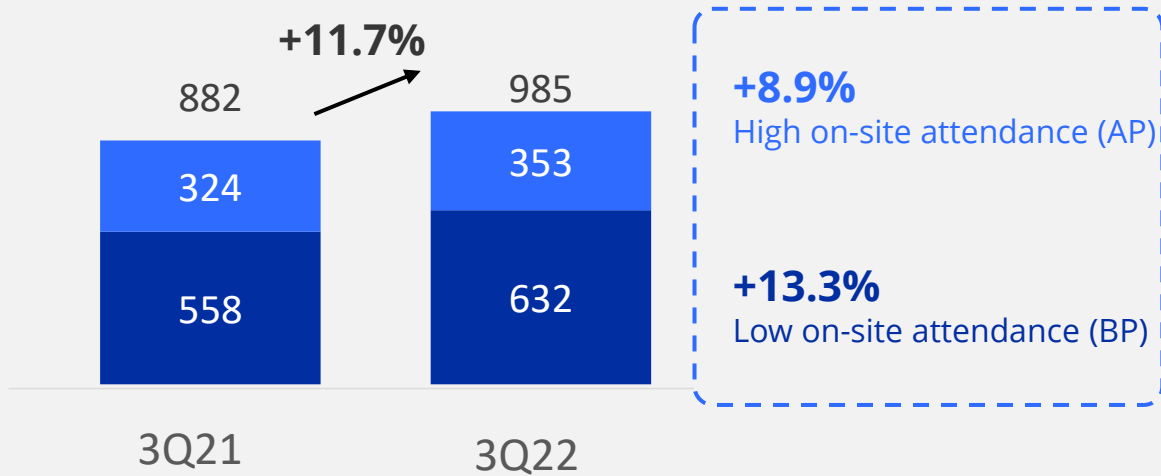
Kroton

Higher Education



Student base and Dropout

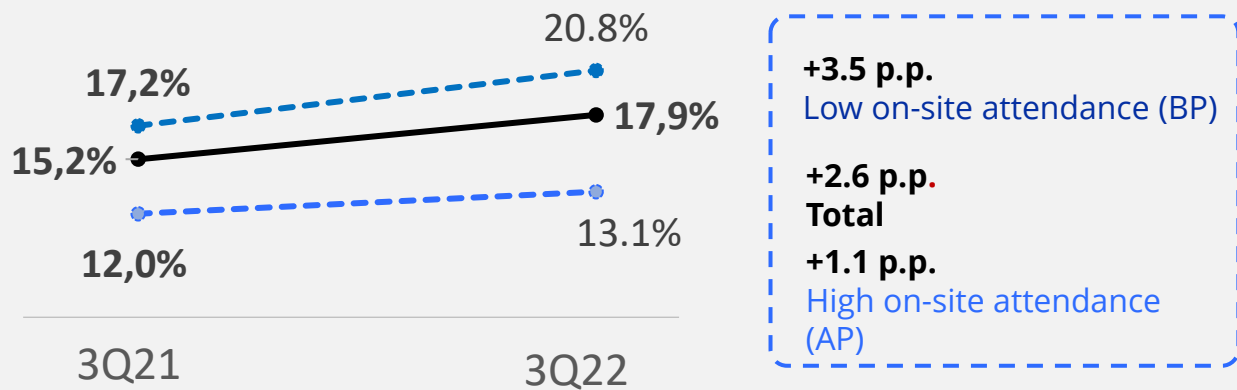
Number of Undergraduate students (No. in Thousands)



Kroton undergraduate student base grows **11.7%** in 3Q22 compared to 3Q21, with a 8.9% variation in AP and +13.3% in BP

Student base growth is driven by:

Undergraduate Dropout (% of base)

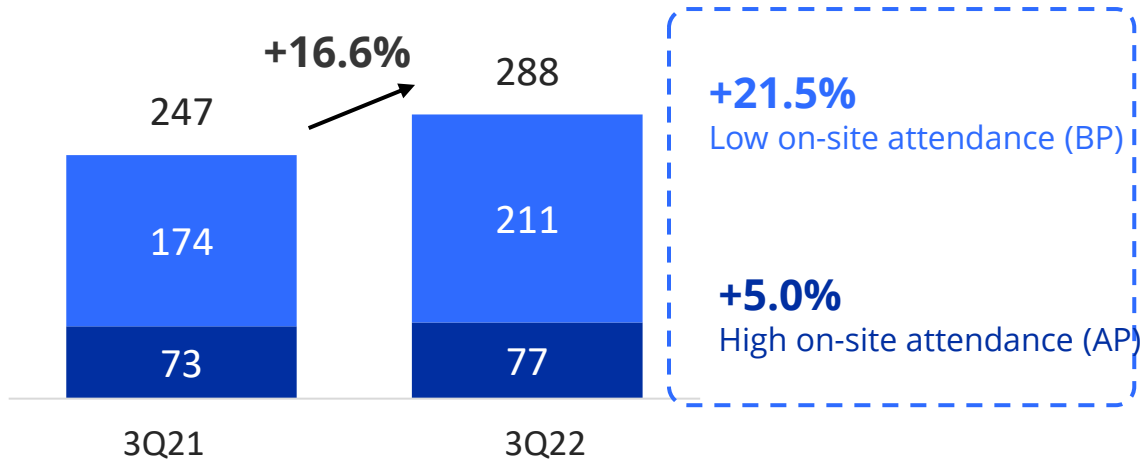


i) double-digit increase in the intake volume in the last two cycles;

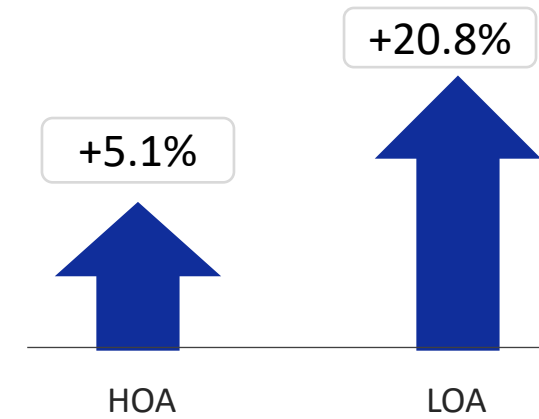
Intake:

Growing seasons for another cycle

Volume of student intake (thousand)



Revenue intake (Variation vs. 3Q21)

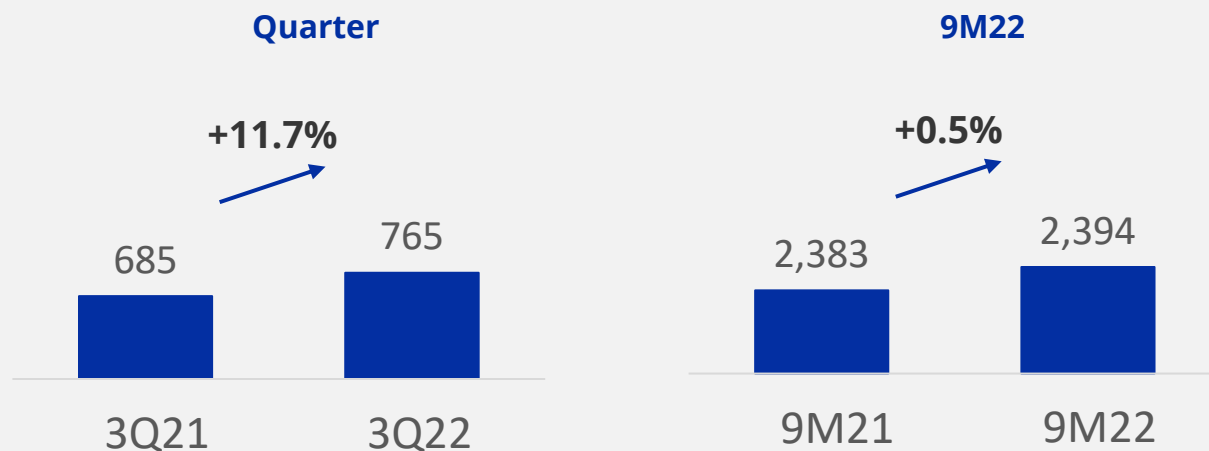


Category	Volume	Revenue ⁽¹⁾	Category	Volume	Revenue
High On-Site Attendance (HOA)	5,0%	5,1%	High On Site Attendance	On-Campus	-2,0%
				EAD Premium	10,5%
Low On-Site Attendance (LOA)	21,5%	20,8%	Low On Site Attendance	100% Online	23,4%
				Hybrid	11,2%
Total	16,6%	10,8%	Total	16,6%	10,8%

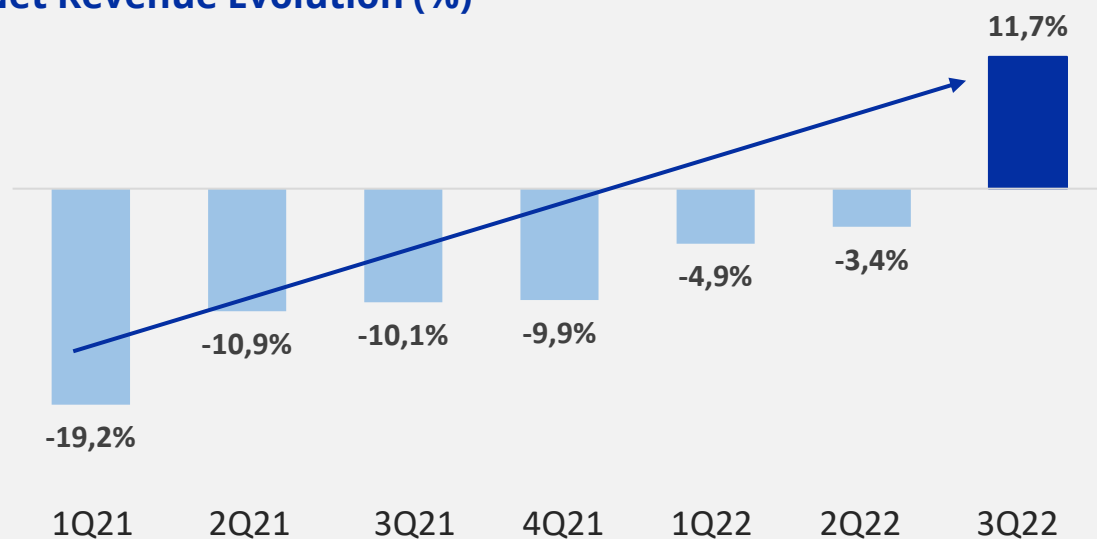
⁽¹⁾ Only considers the winter intake cycle

Net Revenue

Net Revenue (BRL million)



Net Revenue Evolution (%)

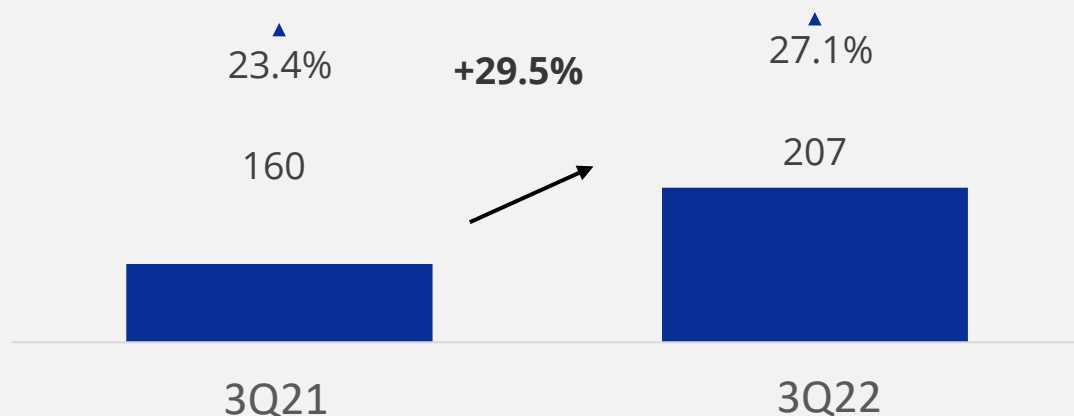


After 14 quarters without growth, **Kroton's Net Revenue grew 11.7%** in 3Q22 versus 3Q21, following a consistent trend of improvement as a result of the last 6 quarters;

With the solid result for the quarter, **9M22 Net Revenue is positive by 0.5%** compared to 9M21, offsetting the NOR deficit in 1H22

Recurring EBTIDA

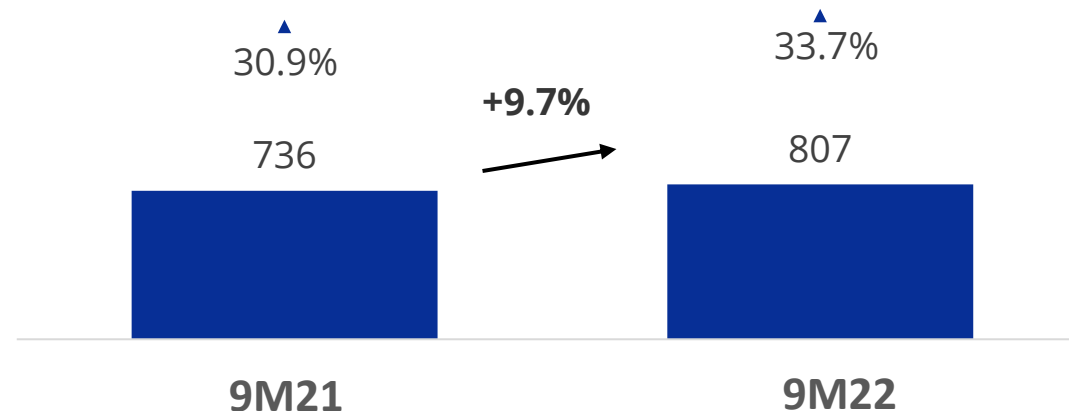
Recurring EBTIDA and EBITDA Margin (BRL million)



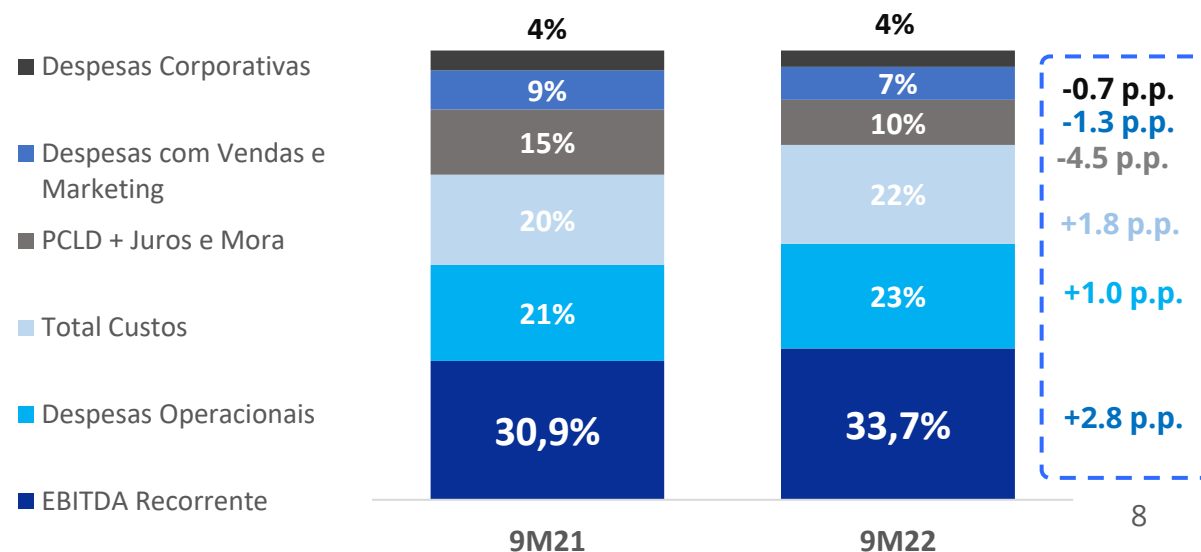
Recurring EBITDA grows 9.7% in the 9M period, driven by the 2.8 p.p. margin gain and Net Revenue expansion

Reduction of 22.0% in the line of selling and marketing expenses in 3Q22, despite the increased volume intake.

Recurring EBTIDA and EBITDA Margin (BRL million)

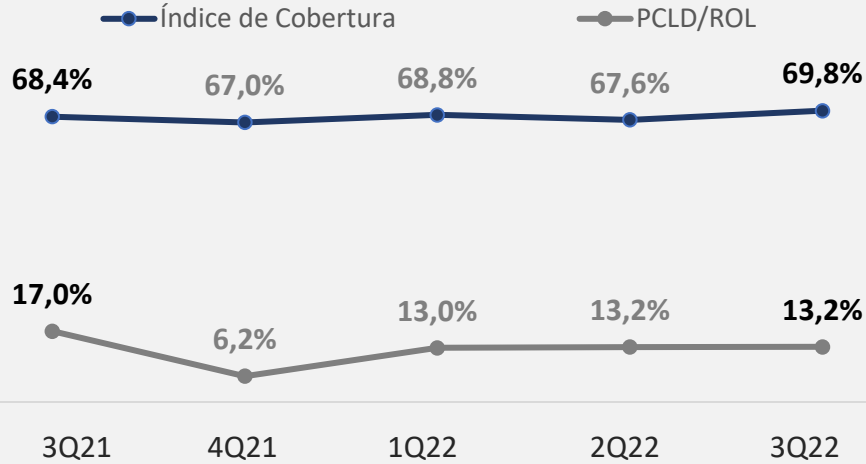


Costs and Expenses as percentages of Net Revenue



Accounts receivable (AR), Average Collection Period (ACP) and Coverage Ratio (CR)

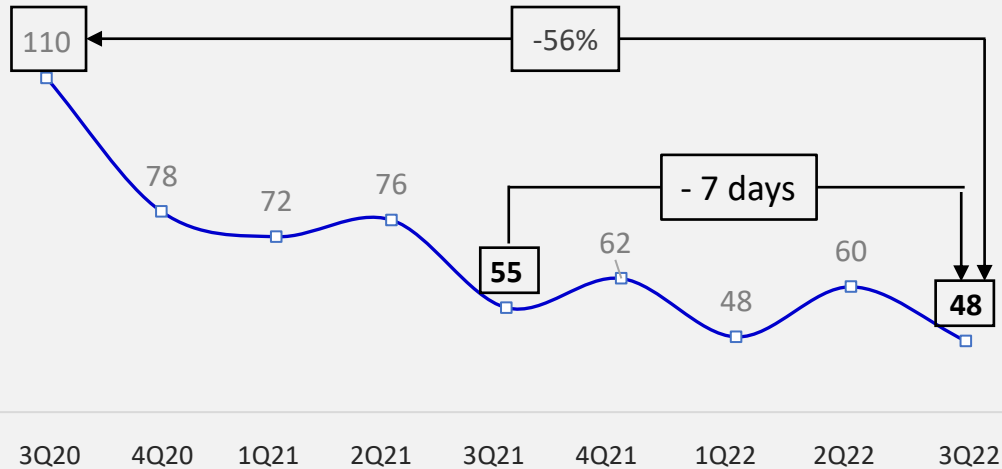
CR and ADA/Net revenue (Total)



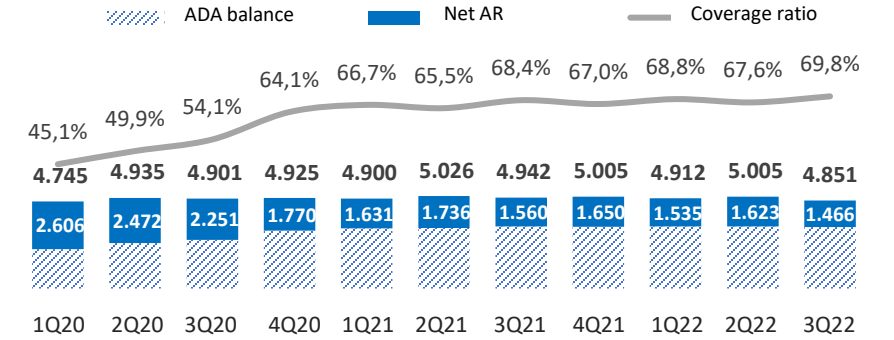
Stable coverage

Stable Provision

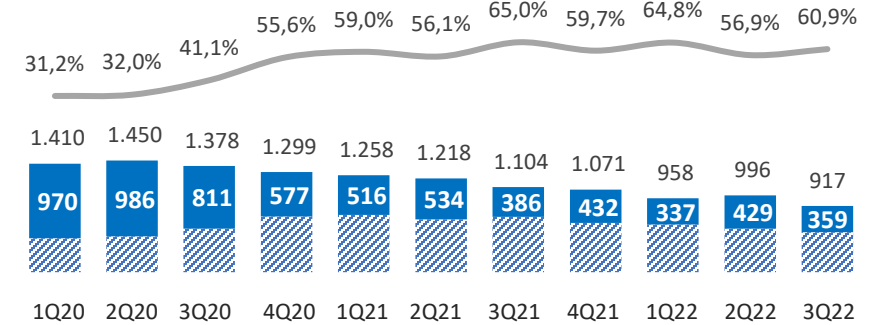
ACP (Out-Of-Pocket)



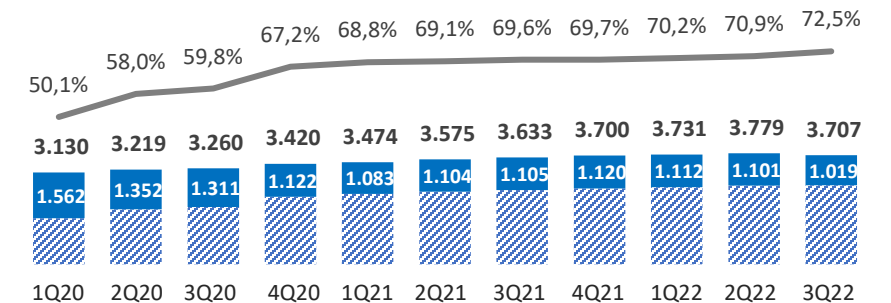
CAR and Kroton Coverage Ratio (Total)¹



CAR and Kroton Coverage Ratio (Out-of-pocket)



CAR and Kroton Coverage Ratio (PEP and PMT)



1 – "Total" values do not exactly add up to the "Out-of-Pockets" plus "PEP and PMT" values, as the "FIES" values are still added

Financial



BRL 401 million

Net Revenue in 9M22

We ended the YTD with **83.2% of the Guidance for the year** (BRL 482 million).



BRL 177 million

Recurring EBTIDA in 9M22

Value represents **78.8% of the Guidance for the year** of BRL 224 million.

Operational



556 medicine course vacancies

Active in 9M22

Kroton Med accumulates 556 active medicine undergraduate course vacancies in 2022.

With the accumulated results for 2022, we **reaffirm our confidence in the Guidance released** during Cogna Day 2021.

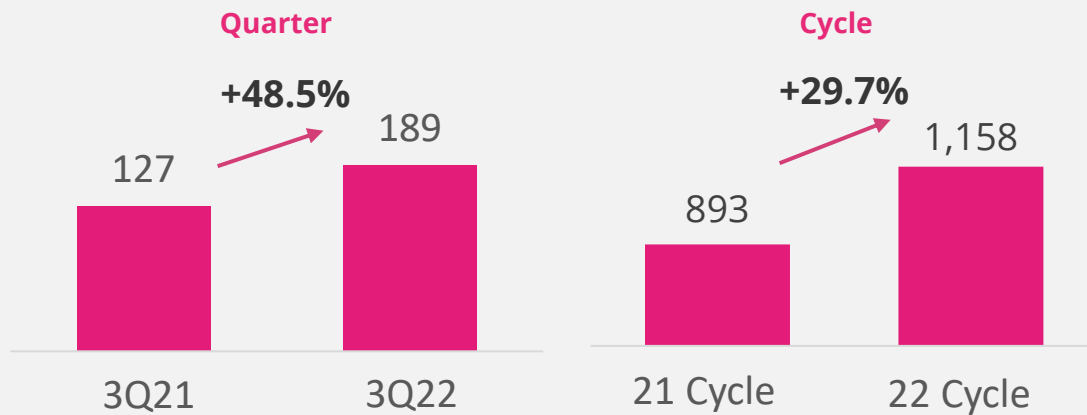


Vasta

K12

Net Revenue

Net Revenue (BRL thousands)

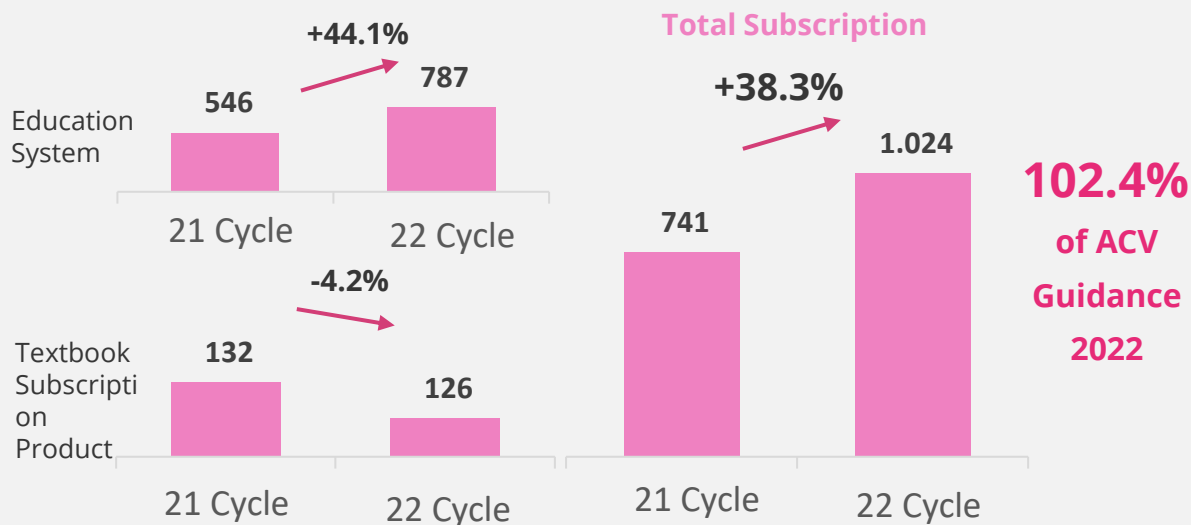


Cycle Net Revenue is 29.7% higher than the 2021 cycle

Subscription Revenue reaches 88.5% of the 2022 cycle Revenue (vs. 83.0% in the 2021 cycle)

Share of Complementary Solutions goes from 7.0% to 9.6% of Net Revenue between the 2021 and 2022 cycle, still with huge room for organic growth (+4x)

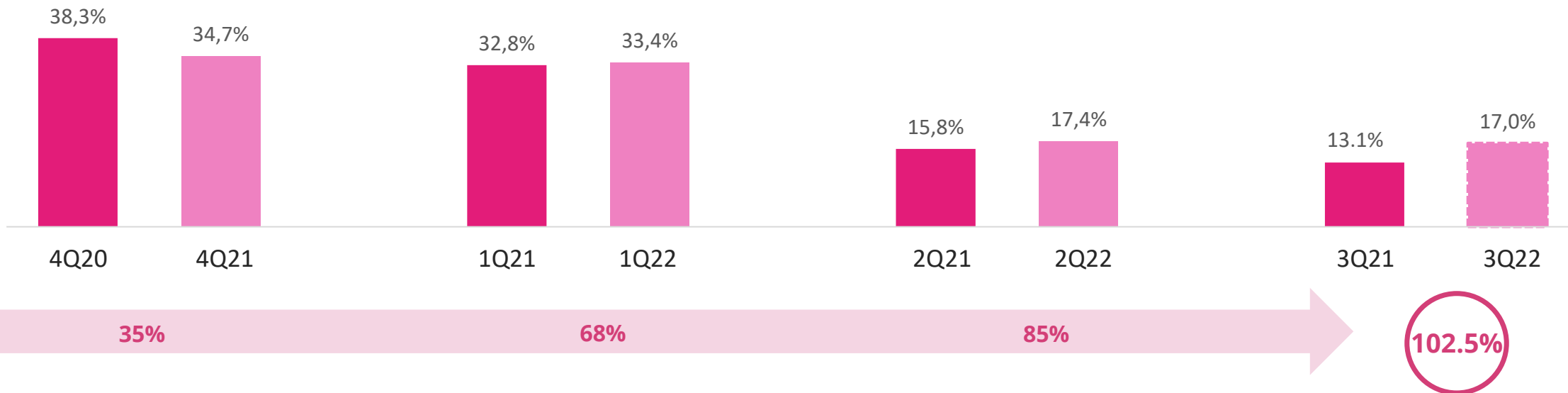
Revenue from subscription products (BRL million) - cycle



Annual Contract Value 2022:

As a result of 3Q22, we reached the Guidance of BRL1.0 billion in Annual Contract Value for the cycle

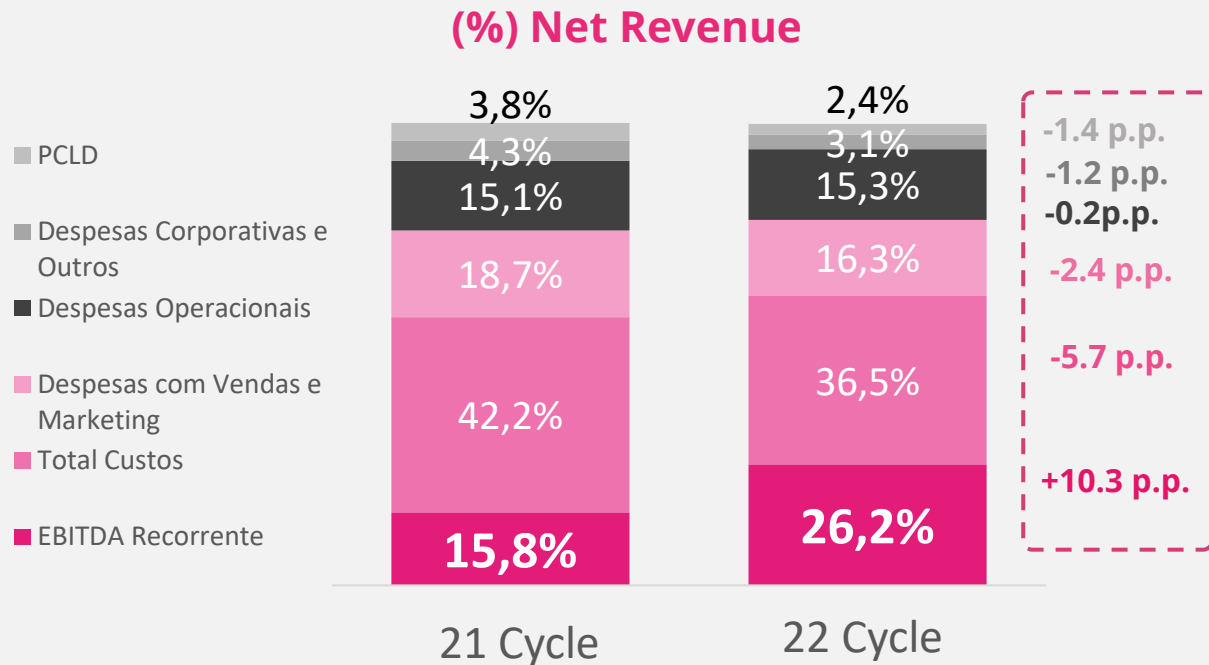
Annual Contract Value Recognition⁽¹⁾



Net Revenue	4Q20	4Q21	% Y/Y	1Q21	1Q22	% Y/Y	2Q21	2Q22	% Y/Y	3Q21	3Q22	% Y/Y	Cycle 2021	Cycle 2022	% Y/Y
Subscrição (ACV)	284	347	+22%	243	334	+37%	117	174	+49%	96	170	+66%	741	1.024	+39%
Não Subscrição	60	51	-14%	37	47	+25%	24	16	-33%	31	19	-24%	152	133	-12%
Total	344	398	+16%	281	381	+36%	141	190	+35%	127	189	+48%	893	1.158	+30%

⁽¹⁾ Considers the 2021 cycle (4Q20 to 3Q21).

Financial Highlight: Recurring EBITDA

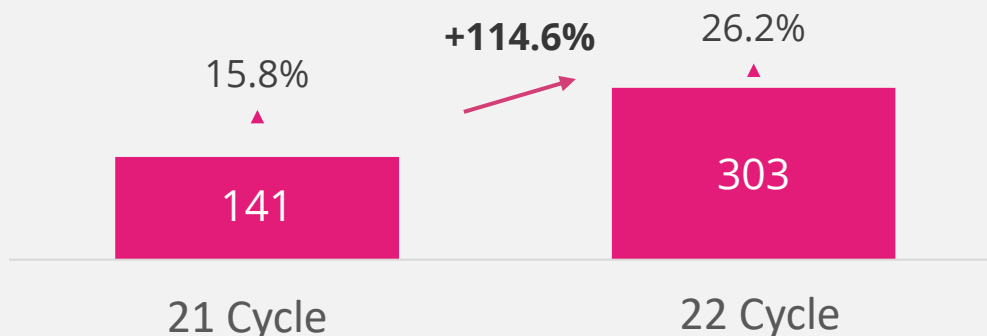


Recurring EBITDA for the 2022 cycle grows **114.6%**, driven by the significant increase in Net Revenue (+29.7%) and margin (+10.4 p.p.)

Recurring EBITDA margin expansion of 10.4 p.p. mainly reflects:

- i) expansion of the Gross Profit margin (+5.7p.p.), with a greater share of subscription products, and;
- ii) dilution of Marketing and Selling expenses, despite the resumption of events and on-site prospecting

Recurring EBITDA and EBTIDA Margin (BRL million)



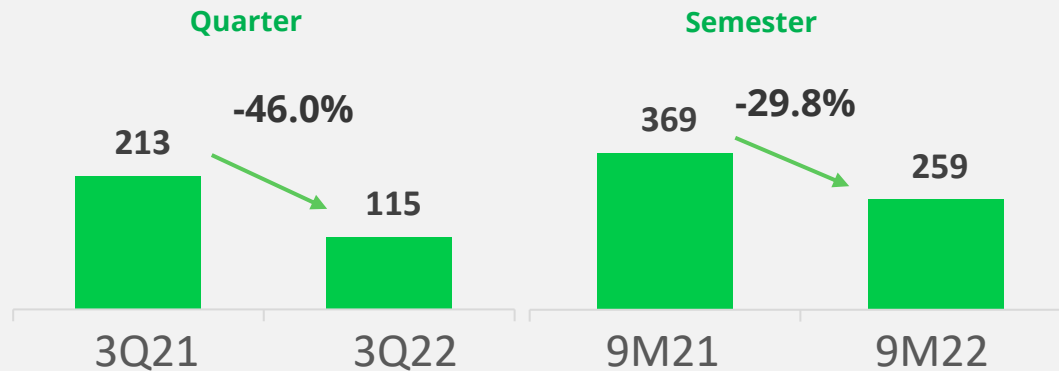
Saber

NBTP, Red Balloon, SETs
and Other Businesses

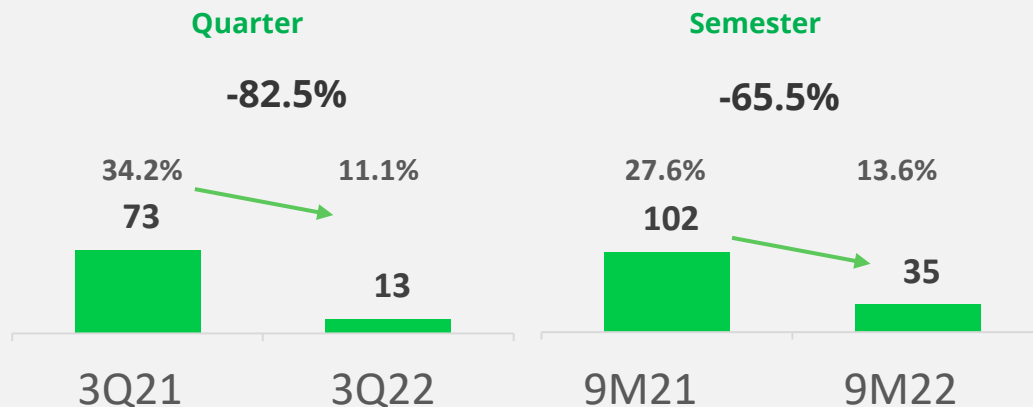


Financial Highlights

(%) Net Revenue (BRL million)



Recurring EBITDA and EBITDA Margin (BRL million)



Saber's **Recurring EBITDA** dropped 82.5% in the quarter, mainly due to the **seasonality of the NBTP intake cycle**, in line with the historical variation:

- I. In 2022, we traded the school segment with a lower volume than that traded in 2021.
- II. For 2023, due to a more favorable calendar with the acquisition of higher volume and price segments, Net Revenue from NBTP will have a growth

Saber's other business units, which do not have seasonality between years, **jointly grew 23.8% in Net Revenue** (Red Balloon and Other services)

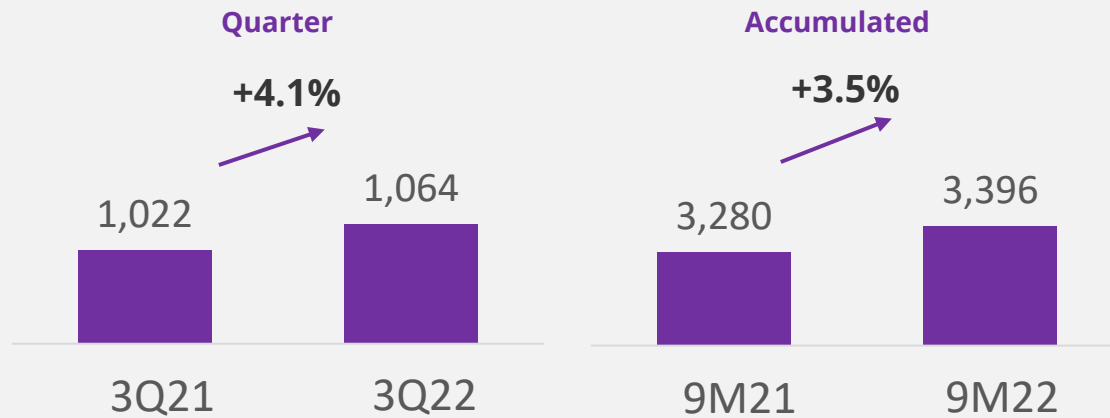
Cogna

Holding

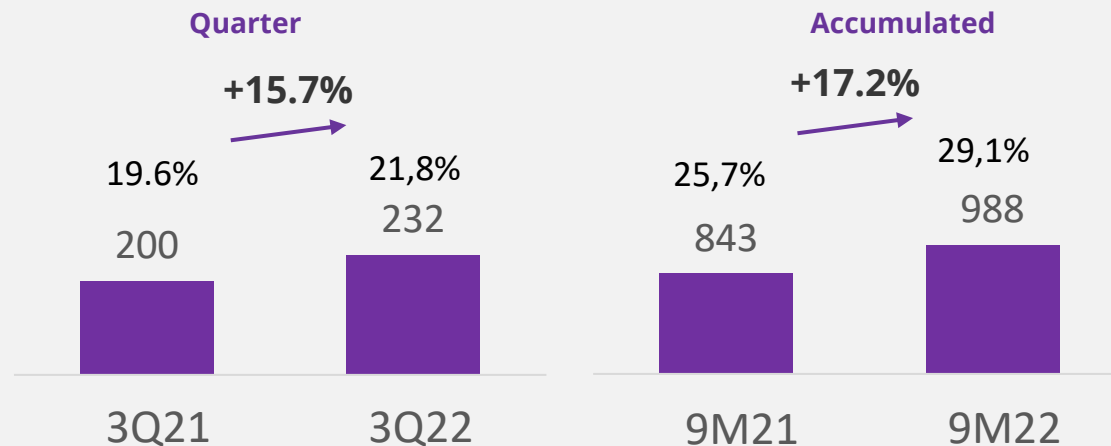


Net Revenue and Recurring EBITDA

(%) Net Revenue (BRL million)



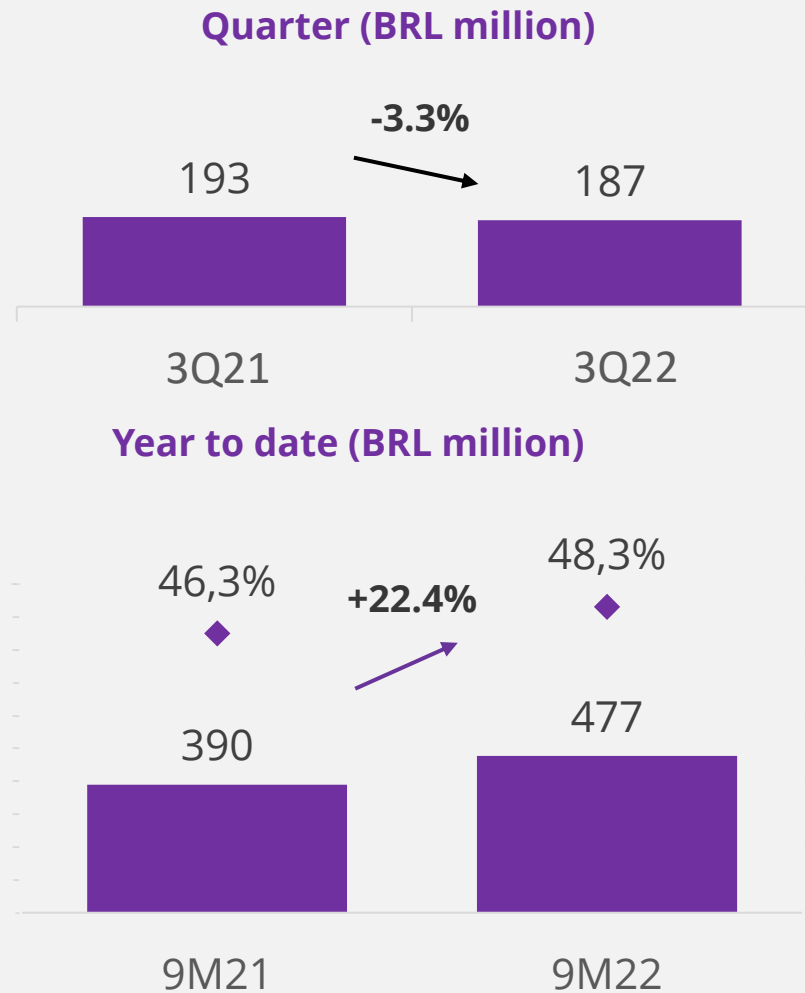
Recurring EBITDA and EBITDA Margin (BRL million)



We ended 3Q22 with a **growth of 4.1% in Net Revenue**, as a result of the good results in Kroton and Vasta, which more than offset the result in the NBTP. Showing consistency of Revenue growth across all quarters of the year

Year-to-date, **we achieved growth of BRL145 million or 17.2% in Recurring EBITDA**, with a 3.4 p.p. margin expansion

Post-Capex operating cash generation (OCG):



Post-Capex Operating Cash Generation (OCG) was positive by BRL477 million year-to-date, with a variation of +22.4% or +87.3 million versus 9M21

OCG positively impacted mainly by:

- Higher collection in Kroton with better performance and;
- BRL141 million growth in Vasta's EBITDA compared to 9M21

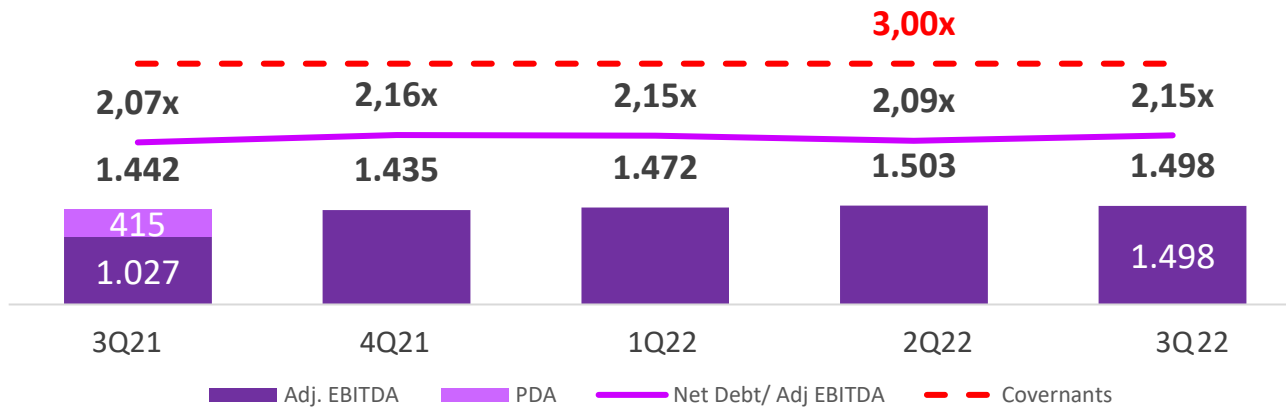
The conversion of Recurring EBITDA into accumulated OCG is 2.0 p.p. higher than 9M21, reaching 48.3%

Financial Highlights:

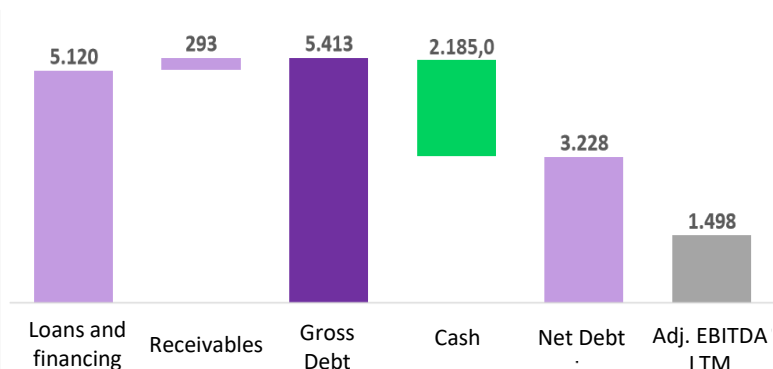
Cash Position and Indebtedness

Leverage

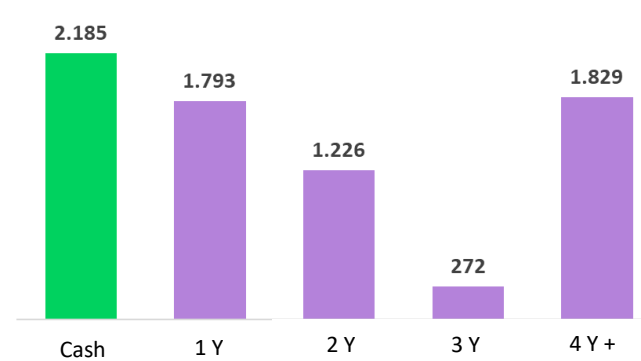
(Net Debt / Adjusted EBITDA)



Breakdown of Net Debt (BRL million)



Repayment Schedule (BRL million)



Stable and healthy leverage at 2.15x

16.8% reduction in gross debt in 3Q22 versus 3Q21, with an average term of 33 months and 65.0% of the total with maturities over 1 year

Relevant liability management action in 3Q22 focused on reducing financial expenses and rescheduling debts debt:

- i) Relevant repayment in the quarter (BRL 1.9 billion);
- ii) Issuance of BRL500 million of Real Estate Receivables Certificates with an average term of 88 months and an average cost 70bps lower than the last contracted debt;
- iii) Rollover of BRL500 million in 28 months of the 6th Issuance of Cogna's Debentures, with a reduction of 80bps in the spread.

Final Considerations



Accumulation of growing seasons in volume and Revenue, through the expansion of DL hubs and CAC efficiency



Net Revenue growth is already a reality in the quarter and we are aiming for a positive result in the consolidated for the year



Growth of **2.8 p.p. in Recurring EBITDA margin** in 9M22, **reaching 33.7%**



Combined delivery: **Guidance of BRL 1.0 billion achieved in the 2022 cycle** and renews confidence and resistance in the segment



Recurring EBITDA of the cycle increases more than twofold, with a significant increase in margin, and proves the scalability of the business and the team's ability to execute



The **80 bps 2023 ACV Guidance of BRL 1,230 million**, with **organic growth of +20%**, reinforces Vasta's differentiated value proposition and high growth thesis



Net Revenue grows consistently, with quality gains that are reflected in margin expansion and cash conversion



Double-digit growth in Recurring EBITDA and OCG allow stable leverage (2.15x), despite the increase in Selic



Relevant achievements in liability management support capital market confidence and favor financial results



IR Contact:

dri@cogna.com.br

<https://ri.cogna.com.br/>