

Belo Horizonte, August 09, 2023, *Cogna Educação S.A. (B3: COGN3)* – “Cogna” or “Company” today announces the results for the second quarter of 2023 (2Q23). The Company's financial information is presented according to the consolidated figures in Brazilian Reais, as per the Brazilian Corporate Law and the Brazilian generally accepted accounting principles (BRGAAP), already in conformity with the International Financial Reporting Standards (IFRS), unless indicated otherwise.

FINANCIAL HIGHLIGHTS

Values in R\$ ('000)	2Q23	2Q22	Chg.%	1H23	1H22	Chg.%
Net Revenue	1,386,678	1,155,299	20.0%	2,716,553	2,331,947	16.5%
Recurring EBITDA ¹	425,981	355,058	20.0%	878,394	756,686	16.1%
Recurring EBITDA Margin	30.7%	30.7%	0.0 p.p.	32.3%	32.4%	-0.1 p.p.
EBITDA ¹	394,295	350,010	12.7%	911,371	778,586	17.1%
EBITDA Margin	28.4%	30.3%	-1.9 p.p.	33.5%	33.4%	0.2 p.p.
Adjusted Profit (Loss)	10,991	(36,595)	-130.0%	128,691	18,697	588.3%
Adjusted Net Margin	0.8%	-3.2%	4.0 p.p.	4.7%	0.8%	3.9 p.p.
Net Income	(47,303)	(100,962)	-53.1%	7,083	(114,070)	-106.2%
Net Margin	-3.4%	-8.7%	5.3 p.p.	0.3%	-4.9%	5.2 p.p.
Net Income /share	(0.03)	(0.09)	-61.0%	0.00	(0.05)	-105.3%
Operating Cash Generation (OCG) after Capex ³	170,904	112,505	51.9%	397,929	290,771	36.9%
OCG after Capex/Recurring EBITDA	40.1%	31.7%	8.4 p.p.	45.3%	38.4%	6.9 p.p.

¹ Recurring EBITDA considers interest and interest for late payment in the result and excludes non-recurring expenses and reversals of BA contingencies.

Net Revenue: This is the sixth consecutive quarter of increase in the Company's Net Revenue, thus reinforcing the growth path in 2023, with a growth of 20.0% versus 2Q22, totaling R\$1,386.7 million. In the semester, Net Revenue achieves R\$2,716.6 million with a 16.5% growth versus 1H22;

Recurring EBITDA: In 2Q23, Recurring EBITDA reaches R\$426.0 million, showing significant 20.0% growth, the ninth consecutive quarter of increase in Company's value generation;

Recurring EBITDA Margin: In a quarter in which both Net Revenue and Recurring EBITDA grew 20.0% Recurring EBITDA margin remains stable at 30.7%;

Post-Capex Operating Cash Generation (OCG): OCG in 2Q23 grows 51.9% versus 2Q22, totaling R\$170.9 million in the quarter. This result is a consequence of the asset light strategy, with an increase in the conversion of Recurring EBITDA into Cash (+8.4 p.p.) and growth in Recurring EBITDA between quarters. Free cash flow was positive by R\$90.2 million in the quarter;

Adjusted Net Profit (ANP): Adjusted Net Profit for the second quarter of 2023 reached R\$11.0 million and R\$128.7 million in the semester, a R\$110.0 million growth in relation to the same period of previous year, reaching Adjusted Net Margin of 4.7%. In the year-to-date, Accounting Net Profit was positive by R\$7.1 million in the semester, compared to a loss of R\$114.1 million in 1H22;

Net Debt/EBITDA 12M: Cognia ends 2Q23 with a Net Debt/Adjusted EBITDA ratio for the past 12 months at 1.98x, achieving the lowest leverage level since the 4Q20 with stable net debt in the year. After the end of the quarter, the Company issued the first ESG Debenture in the education sector with a social bias, R\$500.0 million at CDI+1.90% and maturing in 24 months, with liability management purposes. Cognia does not need to raise funds throughout 2023 and reinforces its confidence in the reduction of leverage over the coming quarters.

EARNINGS CONFERENCE CALL

Date: August 10 | 11:00 a.m. Brasília | Phones: +1 (412) 717-9627, +1 (844) 204-8942 | Password: Cognia

2Q23 MESSAGE FROM MANAGEMENT



Net Revenue reached R\$ 1,842.9 million in the 1st semester of 2023, a **13.1% growth** vs. last year;

Growth of 9.3% in the average ticket in On-Campus modality, in line with the strategy of focusing on high lifetime-value courses;

Expanding operating leverage resulted in a **3.0 p.p. increase in semester gross margin**, with a greater share of digital courses in revenue;

Recurring EBITDA reached R\$ 689.9 million in the semester, a **15.1% growth vs 1H22**;

PDA to Net Revenue continues **reducing**, totaling 11.2% of the NOR in the period.

Increase in marketing expenses to **consolidate the Anhanguera Educacional (AEDU) brand**.

KrotonMed's Net Revenue increases 27.7% and Recurring EBITDA +50.0% in 2Q23.



Net Revenue grows 21.7% in the 2023 Cycle vs. 2022 and represents **82.3% of the ACV guidance** of R\$1.230 million, aligned with expectations;

High Subscription Revenue growth in the 2023 Cycle, which increased by 18.5% or 22.4% when excluding PAR compared to the same period of the previous year;

Recurring EBITDA grew by 21.9% in the comparative between cycles and reached R\$354.9 million;

New business line in Vasta: B2G, sales of educational solutions to State and Municipal Governments, with **revenue of R\$40.5 million in the Quarter**.



Cogna's 2Q23 result represents **the ninth consecutive quarter of strong Recurrent EBITDA growth** and strong profitability;

Net Revenue grows 20.0% in 2Q23 and 16.5% in 1H23, driven by growth in the three business units;

Recurring EBITDA grew 20.0% in the quarter and reached **R\$ 878.4 million in the semester**, increasing 16.1%;

Post-Capex Operating Cash Generation (OCG) grows 51.9% in 2Q23 and reaches R\$ 170.9 million, accounting for an **8.4pp increase** in the conversion of Recurring EBITDA into Cash;

Adjusted Net Profit in 2Q23 totaled R\$ 11.0 million, 130.0% higher than in 2Q22, and Adjusted Net Profit totaled **R\$ 128.7 million** in the year-to-date.

Accounting Net Profit was positive at R\$7.1 million in the semester, a consequence of the strong results presented.

Leverage reduces to 1.98x, reaching the lowest leverage level since 4Q20, with stable net debt.

First issue of ESG-labeled Debenture with Social bias in the Education Sector, the debt was R\$ 500 million at CDI + 1.90% and 24 months term (August, 2023)

An excellent quarter by following and executing our long-term strategy consistently, with a 20% increase in both Net Revenue and Recurring EBITDA. Also, we succeeded in increasing Post-Capex Operating Cash Generation remarkably by 51.9%, which demonstrates additional efficiency and progress we have achieved in the past three years.

Cogna's results for the second quarter of 2023 mark the ninth consecutive quarter of strong growth in Recurrent EBITDA and strong profitability (Recurring EBITDA Margin of 30.7%). Cogna has demonstrated its capability to generate value focused on cash generation, through clear and disciplined strategies since 2020.

The year 2023 has been a strong period of result deliveries. Three business units: Kroton, Vasta and Saber continue to grow, reaffirming the expectations shared by the Company in previous releases. Their growth aligns with our ability to increase our profitability levels and cash generation, even with a competitive economic scenario.

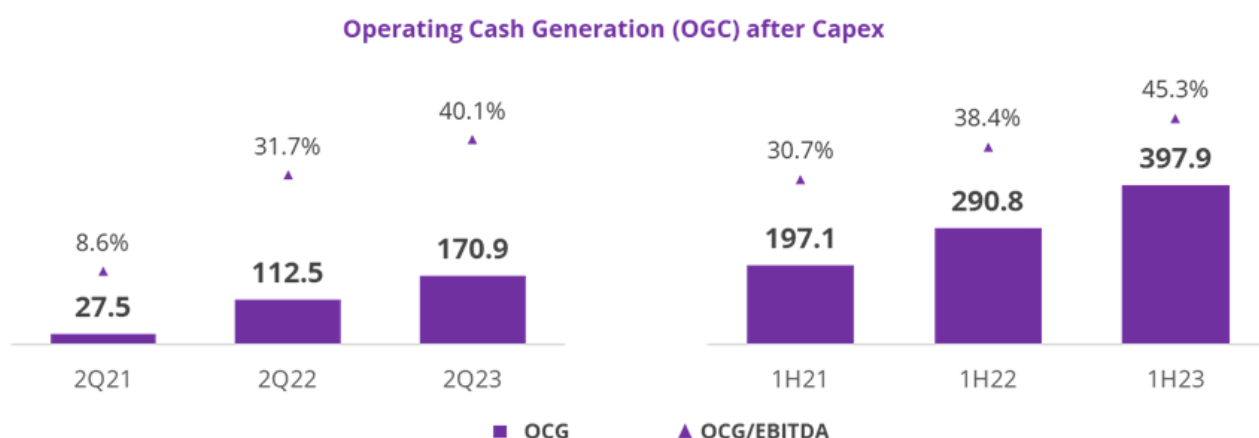
By increasing intake rates, Kroton's net revenue grew by 11.8% for the fourth straight quarter, exceeding R\$1.0 billion in Q2 2023.

The revenue result reflects the continued growth of the student base, which reached 5.8% in the period, the growing intake rates, in addition to a transfer of inflation to senior students. Kroton's Recurring EBITDA increased by 9.7% in the quarter, while the margin remained high at 38.2%, slightly below the previous year. This was due to increased marketing expenses, which were essential for growing the first-semester intake and developing the Anhanguera brand nationally.

Vasta continued to deliver positive results in this quarter, with a 43.0% growth in Net Revenue, reaching a Recurring EBITDA of R\$31.6 million (971.7% higher than last year). The Recurring EBITDA Margin for Vasta in this quarter improved by 10.1 percentage points compared to the same quarter in the previous year. This was due to strong

sales of complementary products and the newly launched sale of learning systems and educational solutions to state and municipal governments (B2G).

Post-CAPEX Operating Cash Generation (OCG) was one of the main highlights for the 2Q23 result, with a 51.9% growth versus 2Q22 and reaching R\$170.9 million. In the year-to-date, OCG totaled R\$397.9 million, a 36.9% growth versus the first semester of 2022. Cognia's evolution in cash generation has been a highlight, with a unique quality in the sector over the last 3 years. In addition to the ongoing evolution of OCG, the conversion efficiency of Recurring EBITDA into OCG has constantly evolved, reaching 45.3% in the first semester of 2023. The strong result in 2023 reinforces our optimism regarding the ability to generate cash throughout the year and our commitment to the OCG guidance for 2024.



The first semester of the year started in an encouraging manner, not only when we analyze the financial results, but also regarding the Company's strategic pillars. We presented relevant deliveries in the ESG pillars, Innovation and People, in line with our vision on the importance of reconciling good financial results with respect and social responsibility, as well as fostering the motivation of our talents to expand the results in our core operations and in innovation theses.

Growth: focus and efficiency in generating results resulted in increased revenue in all business units

At Kroton, the ability to generate growing intake revenue from enrollment and re-enrollment has an important effect on Net Revenue, generating an increase of 11.8% over the same period of the previous year. This is the fourth consecutive quarter the Company records a double-digit increase, extending the record to nine quarters of improvement in this indicator, surpassing R\$1.0 billion in the second quarter of 2023.

As announced in 1Q23, Vasta launched two new growth avenues, with different maturation times: (i) sale of educational solutions to governments (B2G) and (ii) Anglo Start franchise, which should have a longer maturation curve. In the second quarter of results (2Q23), B2G accounted for approximately R\$40.5 million in Net Revenue, exceeding initial expectations. Moreover, Revenue from Complementary Solutions recorded a 65.2% growth in relation to the same period of previous year, totaling R\$4.5 million, proving to be an important growth avenue for the company.

Saber follows the path of Net Revenue growth, recording an increase of R\$44.5 million (+103.0%) versus the last year. The improvement continues to be motivated by several businesses comprising the business unit (Red Balloon, NBTP and Other Services), with NBTP being the major driver of Net Revenue growth.

Efficiency: constant growth of Recurring EBITDA and Operating Cash Generation

Cogna's Recurring EBITDA recorded a 20.0% growth, or R\$70.9 million, mainly due to the increase in Kroton's Recurring EBITDA (R\$35.0 million) and Vasta's strong performance for the quarter (R\$28.6 million). At Kroton, the increase in Recurring EBITDA was driven by operational leverage and the resumption of on-site courses. Even with the increase in Marketing expenses, Kroton maintained robust efficiency, keeping its Recurrent EBITDA margin at 38.2%.

Vasta inaugurated a new avenue of growth with B2G, already largely using its current structure, which diluted costs and proved to be an efficient opportunity to monetize the capability already obtained within the ecosystem. Furthermore, we had a one-off improvement in the provision for doubtful accounts, which made the Recurrent EBITDA margin grow in the 2Q23 result vs. 2Q22 by +10.1 percentage points.

The consistent growth in operating cash generation in recent years allowed Cognia to direct this capital towards reducing financial expenses, through liability management actions. At the beginning of August 2023, we raised R\$500 million with a Social Fund Facility, the first in the education sector, at a rate of CDI +1.90% and maturing in 24 months, which left the Company with a horizon of even more comfortable liquidity for the coming years. The Company remains attentive to opportunities aimed at reducing the average cost, extending the debt term.

The liability management actions, coupled with the growing cash generation and EBITDA, allowed the reduction of the Company's leverage from 2.09x to 1.98x between 2Q22 and 2Q23. It is the first time in nine quarters that this multiple is lower than 2.0x.

The Adjusted Net Profit in 2Q23 was R\$47.6 million higher than the one of 2Q22, reaching R\$11.0 million in the quarter and R\$128.7 in the semester. The strong operating results in the first semester reverted Cognia's Accounting loss of R\$114.1 million in the first semester of 2022 to a Net Profit of R\$7.1 million in 1H23.

Experience: listening to our students, we build a better version of ourselves.

At Cognia, providing an amazing experience for students is one of the priority strategies and the behaviors that are valued and recommended include: listening to students. Through NPS surveys, we listen, identify opportunities and act on feedback. We monitor the main NPS opportunities and design actions to increasingly improve our student's journey. Considering all the actions implemented, we reached the best NPS historical performance in 2023, 31% above 2022, and we continue to advance. The 2Q23 results were 9% above the 1Q23, showing the consistency of the improvements implemented in the journey.

And the market recognition reinforces this positioning. Cognia won three awards in the 2023 edition of 'Cliente SA' Award, an important magazine in the Customer Experience (CX) sector: Silver Award in the "Game Changing Leader" category, Gold Award in the "Credit, Collection and Risk Strategy Leader" category. Moreover, Student Experience and Success VP, Rodrigo Cavalcanti, was elected the market's Personality of the Year 2023 of CX.

People and Culture: diversity and focus on retaining our talent.

Continuing to build a diverse, talented team aligned with the Company's strategies and culture, we started the Diversity Census this quarter, aiming to understand where we are and what paths we want to follow for the future to be an even diverse and inclusive company.

Moreover, we launched the Valoriza Program (Internal Recruitment) this quarter, filling 186 vacancies with talent from within our team. And as a form of recognition, we launched the new Partners Program in 2Q23, for them to participate in the Company's strategic agenda, ensuring the alignment and engagement of everyone towards the organizational objectives, fostering a sense of ownership, entrepreneurship, and strategy to achieve results. The program covers the 65 partners holding senior positions.

As a result of several actions taken over the last few years, besides being recognized by "Great Place to Work Brazil", "Great Place to Work Woman", we were also recognized by "Great Place to Work MG" as one of the 15 best companies to work in Minas Gerais. Our rating has grown to 4.2 (from 3.9) on Glassdoor, which indicates recognition of our talent. Moreover, 83% of reviewers recommend us to others as a good place to work.

In July, the Institutional Investor Magazine ranking was released, prepared annually through market research. In the Sell-Side view, we ranked second in the Best CEO, Best CFO, IR Professional, IR Team, Board of Directors and Investor Day categories.

These types of achievements fill us with pride, showing that we are on the right path and in line with our commitment to have an organization culture more inclusive and diverse.

Innovation: attention to the future of education

In 2Q23, we accelerated the innovation journey at Cognia, always ensuring the perspective of continuous learning, focusing on:

- I. Structuring the corporate center, COGNA LABS, with proprietary methodology for identifying and developing New Businesses.
- II. Approaching the open innovation ecosystem with a focus on solutions to core business challenges, seeking greater efficiency through emerging technologies. Among these technologies, the Generative AI stands out with two internal seminars attended by almost 100 organizational leaders and the mapping of initiatives using AI in 8 areas of the Company. It is also worth highlighting the GenAI program, where our focus is the specific selection of opportunities for Generative AI with the mapping of the main startups highlighted in the topic in the Brazilian market, as well as Cognia's positioning at the forefront of this agenda.

ESG: Sustainability Report, democratization of access to education and unprecedented adherence to Global Compact initiatives in the sector

As part of the commitment assumed by Cognia with its stakeholders to provide periodic and transparent reporting, we published our 2022 Sustainability Report in June with highlights for advancing the ESG agenda and added value generation through positive social impact.

The Report discloses the advances of the More Knowledge Program, aimed at small cities, which proposes a partnership with active cooperation between partner managers and municipal governments to grant the population access to education and foster local development. We ended 2022 with over 3,000 hubs strategically distributed across all Brazilian states, including 580 new municipalities. In 781 municipalities, we are the only Higher Education Institution (HEI), reinforcing the Company's role as a catalyst for the democratization of education within the country.

The report brings data from our social projects and community services that benefited 899,000 people in the communities surrounding our higher education units in 2022. Through the projects and social initiatives aimed at the communities where we operate, there were more than 111,000 hours of academic volunteering and over 3,000 hours of corporate volunteering, in line with the ambitions of the social impact platform, our work fronts: Aliança

Brasileira pela Educação, Fundação Pitágoras and Instituto SOMOS , which together contribute to the ESG strategy, expressed in the Cognia Commitments for a Better World.

In the document, we also share the advances in the Company's environmental agenda, in an effort to understand our impact. We mapped the main sources of greenhouse gas emissions, considering Scopes 1, 2 and 3, according to the GHG Protocol methodology in the construction of inventories for the last four years, which were audited by the Verification Body (OV), which assigned the highest standard of assurance – attesting that the inventories are materially correct and a fair representation of the Company's greenhouse gas data. This extensive work aims to establish science-based reduction targets (SBTI), in addition to deepening the risks and opportunities in the business, following the recommendations of the TCFD.

Maintaining our leadership and pioneering spirit in the sector, this quarter also marks Cognia's adherence to five thematic initiatives of the Global Compact, becoming the first education company to be part of the groups. The initiatives have their own commitments related to their topics, with ambitions until 2030, fully aligned with the Company's strategy previously signed in the ESG manifesto. The initiatives are:

- I. Mind in Focus, which brings mental health to the focus of company decisions;
- II. Women Lead 2030, which encourages women to hold at least half of senior leadership positions;
- III. Race is Priority, which works to raise blacks, indigenous peoples and people from minority ethnic groups to leadership positions;
- IV. Net Zero Ambition, which aims to reduce 2 gigatons of CO₂ in the atmosphere; and (v) 100% Transparency, which strengthens transparency and integrity mechanisms, going beyond legal obligations.

All information about Cognia's ESG agenda strategy is shared on the website: esgcogna.com.br, where you can obtain further information and access the 2022 Sustainability Report.

KROTON | OPERATING PERFORMANCE

Students base and movement:

	Undergraduate								
	Total			High On-Site Attendance			Low On-Site Attendance		
	2Q23	2Q22	% AH	2Q23	2Q22	% AH	2Q23	2Q22	% AH
Initial base	1,128,371	1,028,544	9.7%	415,807	372,460	11.6%	712,564	656,084	8.6%
Graduations	0	0	-	0	0	-	0	0	-
Dropout	(145,388)	(99,193)	46.6%	(54,878)	(35,052)	56.6%	(90,510)	(64,141)	41.1%
Dropout Rate	-12.9%	-9.6%	-3.2pp	-13.2%	-9.4%	-3.8pp	-12.7%	-9.8%	-2.9pp
Re-enrollment	982,983	929,351	5.8%	360,929	337,408	7.0%	622,054	591,943	5.1%
Intake	0	0	-	0	0	-	0	0	-
Final Base	982,983	929,351	5.8%	360,929	337,408	7.0%	622,054	591,943	5.1%

The Kroton student base grew significantly in the High On-Site Attendance modality (+7.0%) and was in line with the Low-On-Site Attendance (+5.1%), thus bringing the total number of students to 983.0 thousand in 2Q23, a 5.8% growth compared to the number of students in 2Q22, being the 8th consecutive semester of growth in the student base at Kroton.

After several quarters with high volume growth, which significantly increased the number of freshmen in our total base, the dropout rates in the quarter worsened by 3.2 p.p. in 2Q23. In line with the improvement in controls mentioned in the last releases, our systems identified that some students enrolled were not engaged throughout 2Q23, following the Company's strategy and the rigor to account for a student. It is important mentioning that we did not account any revenue from these students during 1H23.

	Graduate Total		
	2Q23	2Q22	% AH
Initial base	72,313	60,162	20.2%
Graduations	(27,090)	(20,832)	30.0%
Dropout	(1,127)	(942)	19.6%
Dropout Rate	-2.5%	-2.4%	-0.1pp
Re-enrollment	44,096	38,388	14.9%
Intake	24,135	18,494	30.5%
Final Base	68,231	56,882	20.0%

The graduate student base grew 20.0% in 2Q23 compared to the same period of 2022. With this growth, we ended the quarter with 68.2 thousand post-graduate students, with dropout rates at 2.5% in the quarter, in line with the same period last year.

Average Ticket

Kroton managed to achieve Revenue and Profitability growth, even in a challenging economic scenario and a highly competitive market. To achieve these results, as shared in Releases from previous quarters, the company adopts a strategy focused on increasing Revenue cycles and taking advantage of the low variable cost offered by the digitalization of courses.

$$\begin{matrix} \text{Ticket (P)} \\ \text{Freshman} \end{matrix} \times \begin{matrix} \text{Quantity (Q)}^1 \\ \text{Freshman} \end{matrix} \uparrow \uparrow = \begin{matrix} \text{Revenue}^2 \text{ (R)} \uparrow \end{matrix} - \begin{matrix} \text{Variable Cost} \\ \text{(digitalization)} \end{matrix} \downarrow = \begin{matrix} \text{Profitability} \end{matrix} \uparrow$$

In this quarter, following requests from the market, we broken down the average ticket among the Company's four sub-modalities: On-Site, Premium DL, Hybrid and 100% Digital.

The average ticket for On-Site students continues to grow, reaching 9.3% in 1H23, driven by Paying Students, FIES and PEP, due to our strategy of focusing on courses with high lifetime-value (LTV). In the semester, the Premium DL (includes courses with at least one practical class in the laboratory), presented a 4.6% decrease, this effect is explained by the courses mix. In the period, the High On-Site Attendance ticket was stable.

The average ticket of Low On-Site Attendance students had important growth of 5.6% driven by the 9.7% growth in Hybrid courses and 6.8% in 100% Online courses.

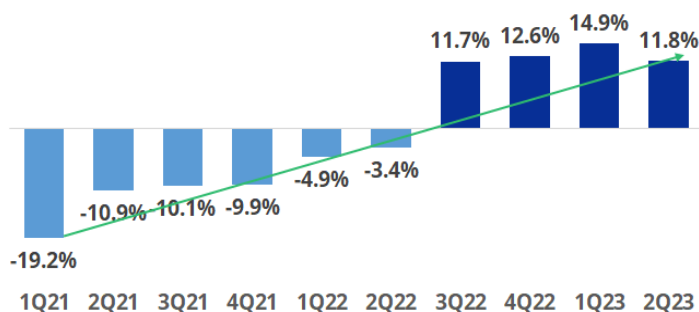
	Price (P)			Quantity (Q) ¹			Revenue (R) ²		
	Avg. Monthly Ticket (R/Q/6)			Active Students ('000)			Revenue (R\$ Millions)		
	1H23	1H22	% AH	1H23	1H22	% AH	1H23	1H22	% AH
High On-Site Attendance	718	723	▼ -0.6%	323.4	305.1	▲ 6.0%	1,394.2	1,323.7	▲ 5.3%
On-Site	1,083	991	▲ 9.3%	153.7	165.1	▼ -6.9%	998.7	981.5	▲ 1.8%
Out-of-Pocket	945	855	10.6%	139.8	145.6	-4.0%	792.8	746.8	6.1%
FIES	2,949	2,066	42.7%	5.7	6.6	-13.7%	101.4	82.3	23.2%
PEP	2,127	1,973	7.8%	8.2	12.9	-36.4%	104.5	152.3	-31.4%
Premium DL	388	407	▼ -4.6%	169.7	140.0	▲ 21.2%	395.5	342.2	▲ 15.6%
Low On-Site Attendance	199	188	▲ 5.6%	602.5	575.1	▲ 4.8%	719.8	650.3	▲ 10.7%
Hybrid	255	233	▲ 9.7%	103.5	130.6	▼ -20.7%	158.5	182.2	▼ -13.0%
100% Online	187	176	▲ 6.8%	499.1	444.5	▲ 12.3%	561.3	468.1	▲ 19.9%

1 - Student base used to calculate the average ticket disregards Prouni students, as they have full scholarship; 2 - Revenue from High and Low On-Site Attendance excludes: transfer to partner DL Hubs, adjustments to present value and compulsory and renegotiation discounts. The average ticket presented is the division between net revenue for the period and the number of students in each category (out-of-pocket, FIES, and PEP) at the end of the period. We will only make the average ticket analysis available in even quarters, as the half-year analysis more accurately reflects average ticket trends. Due to the higher application for renegotiation discounts and compulsory discounts in some markets (in compliance with lawsuits), we hereby present the analysis free of such effects.

KROTON | FINANCIAL PERFORMANCE

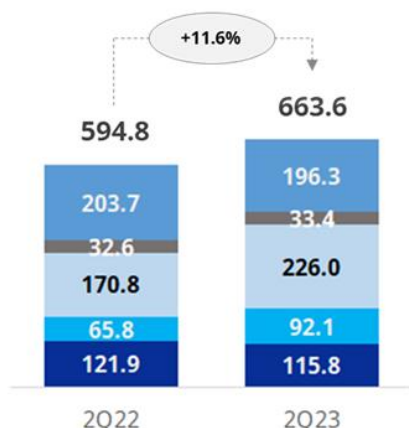
Kroton - Values in R\$ ('000)	2Q23	2Q22	Chg.%	1H23	1H22	Chg.%
Gross Revenue	1,423,841	1,315,939	8.2%	2,569,960	2,353,429	9.2%
Gross Revenue Deductions	(387,227)	(388,912)	-0.4%	(727,094)	(724,606)	0.3%
Net Revenue	1,036,614	927,027	11.8%	1,842,866	1,628,823	13.1%
Total of Costs	(196,279)	(203,746)	-3.7%	(352,897)	(354,431)	-0.4%
Cost of Goods	(1,914)	(1,716)	11.5%	(3,111)	(3,413)	-8.9%
Cost of Services	(194,365)	(202,030)	-3.8%	(349,786)	(351,018)	-0.4%
Gross Income	840,335	723,280	16.2%	1,489,970	1,274,392	16.9%
Gross Margin	81.1%	78.0%	3.0 p.p.	80.9%	78.2%	2.6 p.p.
Total Operating Expenses	(226,007)	(170,757)	32.4%	(417,999)	(335,783)	24.5%
Personnel Expenses	(99,352)	(80,121)	24.0%	(188,795)	(150,521)	25.4%
General and Administrative Expenses	(126,655)	(90,636)	39.7%	(229,204)	(185,262)	23.7%
Provision for Doubtful Account - PDA	(115,755)	(121,906)	-5.0%	(207,052)	(213,145)	-2.9%
(+) Interest and Penalties on Tuition	23,380	29,132	-19.7%	54,688	62,928	-13.1%
Selling and Marketing Expenses	(92,065)	(65,827)	39.9%	(171,264)	(128,178)	33.6%
Operating Result	429,888	393,922	9.1%	748,342	660,213	13.3%
Operating Margin	41.5%	42.5%	-1.0 p.p.	40.6%	40.5%	0.1 p.p.
Corporate Expenses	(33,448)	(32,562)	2.7%	(58,414)	(60,808)	-3.9%
Adjusted EBITDA	396,440	361,360	9.7%	689,928	599,405	15.1%
Adjusted EBITDA Margin	38.2%	39.0%	-0.7 p.p.	37.4%	36.8%	0.6 p.p.
(+) Opening Balance: Reversals of Contingencies	19	-	n.a.	27	-	n.a.
(-) Non-Recurring Items	(26,342)	(33,757)	-22.0%	(37,126)	(50,515)	-26.5%
EBITDA	370,117	327,602	13.0%	652,829	548,889	18.9%
EBITDA Margin	35.7%	35.3%	0.4 p.p.	35.4%	33.7%	1.7 p.p.

Kroton's Net Revenue grew 11.8% in 2Q23 versus 2Q22, reaching R\$1,036.6 million, representing the company's fourth consecutive quarter with double-digit growth in Net Revenue. As mentioned in the last releases, this increase reflects the compound effect of growing inflows in all business units, which should continue to generate positive pressure on the Company's Net Revenue in the coming quarters.



Gross Profit reached R\$840.3 million in 2Q23, a 16.2% growth versus 2Q22. This result is the combination of growth in Net Revenue, as mentioned above, and a 3.0 p.p. expansion in the gross margin between the quarters. The gross margin should continue on an expansion trajectory due to the operating leverage at Kroton, which currently has an increased share of Revenue arising from digital courses in Net Revenue.

Recurring EBITDA in 2Q23 grew by 9.7% in the quarter, reaching R\$396.4 million, and the margin remained stable (38.2% versus 39%). This movement is explained by (i) an increase in the Sales and Marketing Expenses line, aiming to consolidate the Anhanguera brand, a trend that already shows a 80% growth in Google SOI (share of interest) searches in the last year, attracting a greater number of students, resulting in conscious revenue growth, in line with the strategy mentioned in recent quarters; and (ii) by the increase in the Operating Expenses line (+3.4 pp), due to the increase in collective bargaining, in line with inflation for the period, the new long-term executive compensation program and the increase in the Low On-Site Attendance students base that impacts on direct costs.

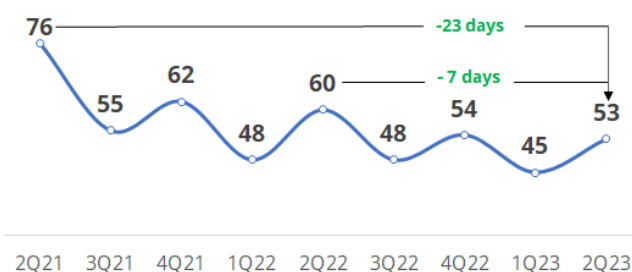
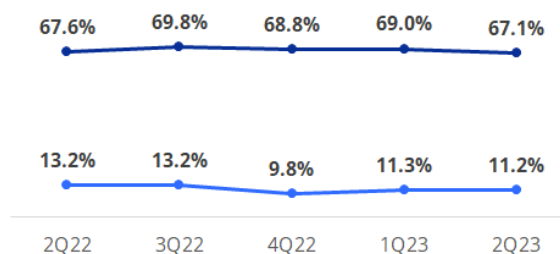
Costs and Expenses¹ - Quarter (R\$ million)


1 - Total costs and expenses do not consider interest and late payment

NOR %	2Q22	2Q23	Δ
Total Costs	22.0%	18.9%	- 3.1pp
Corporate expenses	3.5%	3.2%	- 0.3pp
Operating expenses	18.4%	21.8%	+ 3.4pp
Selling and Marketing expenses	7.1%	8.9%	+1.8pp
PDA	13.2%	11.2%	-2.0pp
Total C&E	64.2%	64.0%	-0.2pp

The Provision for Doubtful Accounts (PDA) line in 2Q23 dropped 5.0% vs. 2Q22 despite the 11.8% growth in Net Operating Revenue (NOR) between the quarters, resulting in a decrease the PDA/NOR from 13.2% to 11.2%, showing the assertiveness in the strategy of student Intake and their ability to pay, improving our Accounts Receivable. In this same period, the coverage ratio of Kroton's students remained stable in 67.1% versus 67.6%. As mentioned in previous quarterly reports, the reduction of the PDA/NOR and growth of the coverage ratio is possible due to a combination of positive factors:

- (i) continued reduction of the PEP² in Revenue (5.1% in 2Q23 vs. 8.2% in the 2Q22)³;
- (ii) changes in the PMT⁴ format executed in 2H21, whose tuitions before enrollment started to be billed and paid throughout the course and no longer after graduation. The chart below shows Kroton's coverage ratio, considering all products, including PMT and PEP, the PDA percentages compared to Average Collection Period (ACP) of out-of-pocket students for each quarter;
- (iii) higher quality in the credit profile of our students and improvement of processes and systems, which increased the average payment of senior students.

Average Collection Period (ACP) (Out of Pocket)

Coverage Ratio (Total) and PDA/NOR


Thus, the Average Collection Period (ACP) of paying students reduced by 7 days versus 2Q22 (53 vs. 60 days)

1 The total Cost and Expenses does not consider Interests and Penalties on Tuition.

2 Private loan program: allowed students to pay for their tuition only after graduation, or half the amount throughout the course and the other half after graduation. Such condition is no longer offered as of 2021 first cycle, aiming at improving the quality of the company's receivables. Currently, Kroton has active students in the program, who had already joined before the suspension of such offer.

3 PEP share in the revenue before transfer to partner hubs, adjustments to present value, and compulsory and renegotiation discounts.

4 Late enrollment program: The program allows students who enroll after the first month of classes to pay the Tuition(s) prior to enrollment in tuitions.

The rationalization of campuses, which began in 2020, concomitant with the adoption of the asset light strategy, enabled efficiency gains for Kroton. Between 1Q20 and 2Q23, through the closure of 36% of campuses (176 to 112 units) and the operational success in migrating a high share of students from closed units to other Kroton units, didn't prevented the growth of 21.9% in the number of High-On-Site Attendance (HOA) per campus¹. This rationalization allows Kroton to reduce its rental expenses, despite the incidence of more than 46% of IGP-M² in this period.

Productivity by Kroton Campus
Number of students High On-Site Attendance (HOA) by
Campus (#)



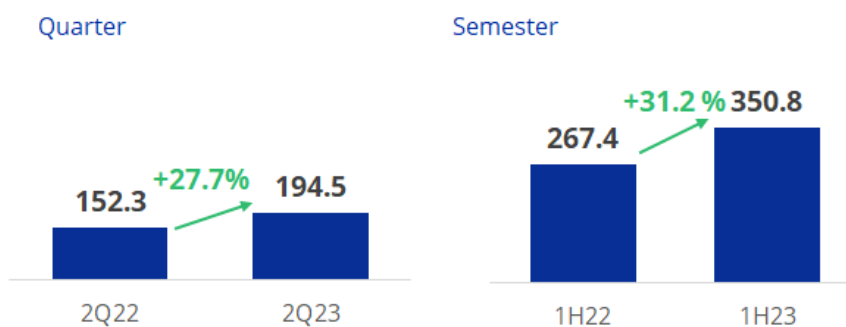
¹ AP student enrolled in campuses, does not consider students in partner hubs

² Consultation made <https://www3.bcb.gov.br/> on 05/08/2023

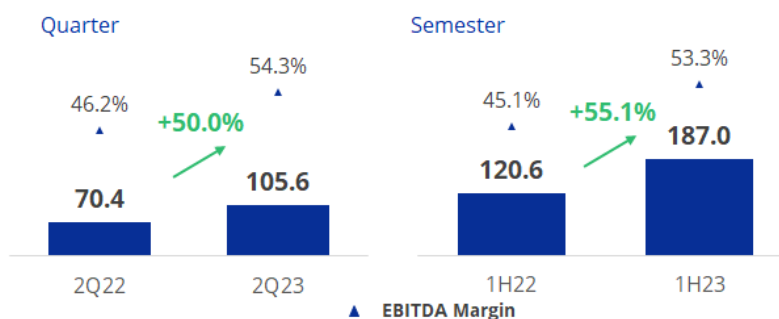
KROTON MED | FINANCIAL PERFORMANCE

KrotonMed continues to present strong financial and operating results, standing out as one of Kroton's main growth avenues. It is worth highlighting the brand strength of the KrotonMed units that have filled all the vacancies offered, in addition to a very high re-enrollment rate.

Net Revenue – (R\$ Million)



Recurring EBTIDA and EBITDA Margin (R\$ million)



Continuing the good results presented in 1Q23, this quarter we still reap the positive impacts on: (i) the maturation of medicine course vacancies, mainly in the Bacabal, Eunápolis and Codó units, (ii) the transfer of inflation to freshmen (Medicine course), and to senior students (Medicine and other Kroton Med health courses) and (iii) KrotonMed's operational improvement, such as the renegotiation discounts on re-enrollment. With such actions, Net Revenue grew 27.7% when compared to 2Q22, totaling R\$194.5 million. In addition to the expressive revenue growth, it is worth highlighting the improvement in efficiency within the Company, with an improvement in the Recurring EBITDA Margin of 8.1 pp, totaling a Recurring EBITDA of R\$105.6 million, 50.0% higher in relation to the same period of the previous year.

VASTA | OPERATING PERFORMANCE

Vasta's commercial cycle begins in the fourth quarter, when the first content deliveries to partner school students are made for the following year and ends in the third quarter of the following year. For this reason, Vasta's performance analysis, whenever possible, will be carried out considering the cumulative Commercial Cycle, in this case comprising 4Q22 to 2Q23 (Cycle 2023), compared to 4Q21 to 2Q22 (Cycle 2022) and 4Q20 to 2Q21 (Cycle 2021).

2Q23 is the third quarter of the 2023 intake cycle for Vasta. The 2Q23 results represent achieving 82.3% of the Annual Contract Value guidance of R\$1,230 million for the 2023 cycle, shared in the 3Q22 Release, and reinforces the full continuity of growth in this business unit.

	Cycle 2023	Cycle 2022	% Y/Y	Cycle 2021	% Y/Y
Partner Schools					
Partner Schools - Core Content	5,032	5,274	-4.6%	4,508	17.0%
Partner Schools – Complementary Solutions	1,383	1,304	6.1%	1,114	17.1%
Students					
Students - Core Content	1,539,024	1,589,224	-3.2%	1,335,152	19.0%
Students - Complementary Content	453,552	372,559	21.7%	307,941	21.0%

The 2023 cycle recorded a growth of 21.7% in the number of students who adopt Vasta's complementary solutions, reaching 453.6 thousand. This growth is driven by the greater penetration of partnership schools that adopt one or more solutions. The number of students in core solutions reduced 3.2% between the commercial cycles of 2022 and 2023, following the Company's up sell strategy focusing on increasing the penetration of premium solutions in the customer base (Anglo, PH and Fibonacci), generating higher tickets and longer relationships.

Net Revenue

Vasta - Values in R\$ ('000)	2Q23	2Q22	Chg.%	Cycle 2023	Cycle 2022	Chg.%
Net Revenue	271,393	189,809	43.0%	1,179,249	968,649	21.7%
Subscription	211,150	173,818	21.5%	1,012,313	854,442	18.5%
Subscription ex - PAR	207,633	166,815	24.5%	910,862	744,412	22.4%
Traditional Learning Systems	203,154	164,104	23.8%	757,299	638,406	18.6%
Complementary Solutions	4,479	2,711	65.2%	153,563	106,007	44.9%
PAR	3,517	7,003	-49.8%	101,452	110,030	-7.8%
No - Subscription	19,790	15,990	23.8%	126,483	114,207	10.7%
B2G	40,453	-	n.a.	40,453	-	n.a.

In 2Q23, Net Revenue grew 43.0% compared to the 2Q22 and reached R\$271.4 million. In the comparison of accumulated results between the 2023 and 2022 cycles, Net Revenue grew 21.7%, reaching R\$1,179.2 million. Of this amount, 85.8% or R\$1,012.3 million refer to Net Revenue from Subscription, continuing the increase of the share of this type of Revenue, which offers greater profitability, predictability, and loyalty. Non-Subscription Net Revenue grew 23.8% in the quarter.

Net Revenue from Complementary Solutions grew 65.2% in the 2Q23 versus 2Q22 and 44.9 between the 2023 and 2022 cycles. Complementary solutions are important vectors for Vasta as we mentioned in other releases due to: (i) expansion pace; (ii) commercial efficiency by cross-selling to partner schools; (iii) wide penetration space and; (iv) possibility of selling more than one complementary solution per partner school.

B2G: Business to Government

In 2Q23, we started a new line of business in Vasta, B2G, with an initial revenue recognition of R\$40.5 million arising from the first installment of a contract with a state of the Federal Government that will offer a learning solution for some cities in its jurisdiction seeking to improve their performance in the SAEB.

This contract includes the sale of teaching and test material, both printed and digital, the management and monitoring of educational indicators and customized pedagogical training based on the diagnoses of the exam material. This is a one-off contract with no definite recurrence, but we understand that it is a first step towards the establishment of a new business unit but for Vasta. Throughout the year, we will bring more visibility to the segment in our Investor Day (December 7, 2023).

VASTA | FINANCIAL PERFORMANCE

<i>Vasta - Values in R\$ ('000)</i>	2Q23	2Q22	Chg.%	Cycle 2023	Cycle 2022	Chg.%
Gross Revenue	351,502	244,988	43.5%	1,344,686	1,106,587	21.5%
Gross Revenue Deductions	(80,109)	(55,179)	45.2%	(165,437)	(137,938)	19.9%
Net Revenue	271,393	189,809	43.0%	1,179,249	968,649	21.7%
Total of Costs	(123,487)	(81,554)	51.4%	(457,311)	(353,827)	29.2%
Cost of Goods	(95,016)	(57,682)	64.7%	(370,061)	(279,032)	32.6%
Cost of Services	(28,471)	(23,872)	19.3%	(87,250)	(74,795)	16.7%
Gross Income	147,906	108,255	36.6%	721,938	614,822	17.4%
Gross Margin	54.5%	57.0%	-2.5 p.p.	61.2%	63.5%	-2.3 p.p.
Total Operating Expenses	(35,699)	(45,336)	-21.3%	(123,325)	(132,585)	-7.0%
Personnel Expenses	(18,356)	(27,548)	-33.4%	(59,354)	(76,413)	-22.3%
General and Administrative Expenses	(17,343)	(17,788)	-2.5%	(63,971)	(56,172)	13.9%
Provision for Doubtful Account - PDA	(1,027)	(3,569)	-71.2%	(40,180)	(23,167)	73.4%
(+) Interest and Penalties on Tuition	-	-	n.a.	-	37	-100.0%
(+) Equity	(2,126)	-	n.a.	(5,016)	-	n.a.
Selling and Marketing Expenses	(64,863)	(46,988)	38.0%	(166,130)	(140,321)	18.4%
Operating Result	44,191	12,362	257.5%	387,288	318,786	21.5%
Operating Margin	16.3%	6.5%	9.8 p.p.	32.8%	32.9%	-0.1 p.p.
Corporate Expenses	(12,636)	(9,417)	34.2%	(32,351)	(27,626)	17.1%
Adjusted EBITDA	31,555	2,944	971.7%	354,937	291,160	21.9%
Adjusted EBITDA Margin	11.6%	1.6%	10.1 p.p.	30.1%	30.1%	0.0 p.p.
(+) Opening Balance: Reversals of Contingencies	1,989	1,973	0.8%	10,776	7,116	51.4%
(-) Non-Recurring Items	(24,381)	(4,296)	467.5%	(28,514)	(18,879)	51.0%
EBITDA	9,163	621	1376.0%	337,199	279,396	20.7%
EBITDA Margin	3.4%	0.3%	3.0 p.p.	28.6%	28.8%	-0.2 p.p.

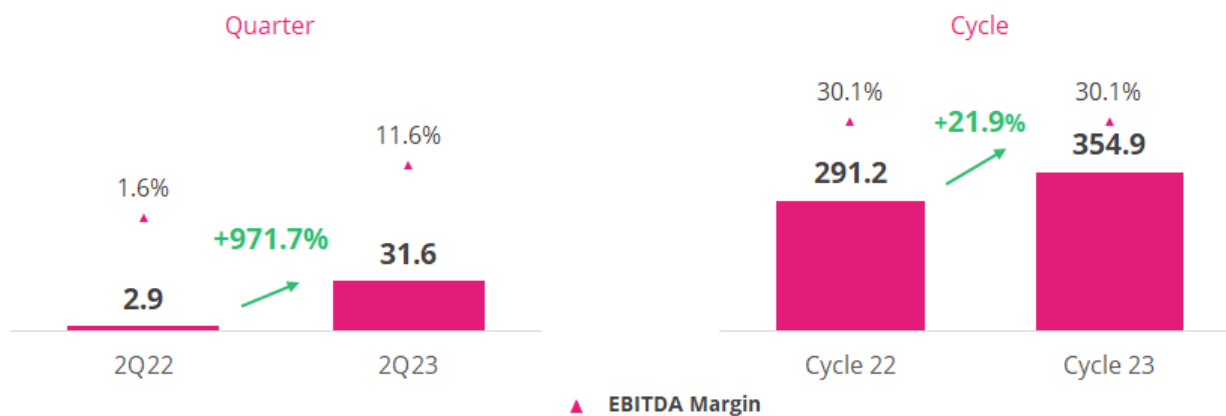
Investments made in Marketing and Sales in the past were well executed and we can see clear signs of improvement in Vasta's Net Revenue. With an increase of R\$81.6 million (+43.0%) compared to 2Q22, due to an improvement in commercial performance, coupled with the first contract in the B2G segment, we reached R\$271.4 million.

The Gross Margin was affected by the entry of the new B2G segment and, as we mentioned in the last Releases, it is still under pressure from the increase in the paper and printing costs. With a decrease of -2.5p.p. when compared to 2Q22, this indicator ended the quarter at 54.5%.

The Operating Result recorded an increase of 257.5%, reaching R\$44.2 million. This happened due to the improvement of other indicators such as the Provision for Doubtful Accounts (PDA). This quarter, we had a partial reversal of the provision made in 4Q22 for accounts receivable from retail companies undergoing court-supervised reorganization, in the amount of R\$5.8 million.

Vasta's Recurring EBITDA result grew by 971.7% in the comparison between 2Q23 and 2Q22 and reached R\$31.6 million. This result expresses the combination of growth in Net Revenue and Recurring EBITDA margin between the quarters. In the cycle, Vasta's Recurring EBITDA grows 21.9%, totaling R\$354.9 million.

Recurring EBITDA and EBITDA Margin (R\$ million)



SABER | OPERATING PERFORMANCE

Student Base

Student Base	2Q23	2Q22	% Y/Y	1Q23	Chg. %
Red Balloon Schools and Franchisees	115	123	-6.5%	115	0.0%
Red Balloon Students	28,618	24,927	14.8%	28,652	-0.1%

The number of Red Balloon units decreased 6.5% between 2Q23 and 2Q22, mainly due to the closure of operations within partner schools that were acquired by the Eleva Group in 2021. On the other hand, the network continues expanding and the number of students in the Red Balloon network grew 14.8% in 2Q23, compared to the same quarter of the previous year.

Net Revenue

Saber Revenues - Values in R\$ ('000)	2Q23	2Q22	Chg.%	1H23	1H22	Chg.%
Net Revenue	87,678	43,192	103.0%	219,214	143,776	52.5%
Net Revenue from PNLD	33,209	13,397	147.9%	79,727	44,479	79.2%
Books Sold - Postsecondary	17,338	13,987	24.0%	43,201	43,162	0.1%
Net Revenue - Languages	15,341	10,304	48.9%	49,491	37,622	31.5%
Net Revenue - Other Services	21,789	5,504	295.9%	46,795	18,513	152.8%

In the comparison between quarters, the Saber's net revenue grew 103.0%, reaching R\$87.7 million. This growth is driven by the positive results in the three business units: NBTP (+147.9%), Languages (+48.9%) and Other Services (+295.9%).

As mentioned in the company's latest earnings releases, the NBTP commercial calendar in 2023 includes a larger segment (repurchase of Elementary Education I and purchase of Elementary Education II) than the calendar segment for the year 2022 (purchase of Elementary Education I). This quarter's revenue comes specifically from the late billing of revenue forecast for 1Q23, plus an installment expected to be received during the commercial cycle of the year.

For Languages, the R\$5.0 million Revenue increase compared to the same period of the previous year is due to the increase in the student base and the inclusion of a new Language product that is offered to the public network, called Wings. This product reinforces Cognia's ambidexterity, which used the Red Balloon and the National Book and Textbook Program (PNLD) capabilities to create a language product for the public network and started its sales in 2023.

Net Revenue from Other Services increased R\$16.3 million as a result of the commercialization of an educational solution (Acerta Brasil) to a Brazilian state. This revenue arises from a public bid won in 2022.

SABER | FINANCIAL PERFORMANCE

Saber Revenues - Values in R\$ ('000)	2Q23	2Q22	Chg.%	1H23	1H22	Chg.%
Gross Revenue	116,562	51,993	124.2%	255,965	158,065	61.9%
Gross Revenue Deductions	(28,884)	(8,801)	228.2%	(36,751)	(14,289)	157.2%
Tax	(2,324)	(2,170)	7.1%	(4,222)	(4,114)	2.6%
Returns	(26,480)	(2,495)	961.1%	(31,097)	(5,146)	504.3%
Total Discounts	(80)	(4,135)	-98.1%	(1,431)	(5,028)	-71.5%
Net Revenue	87,678	43,192	103.0%	219,214	143,776	52.5%
Total of Costs	(64,381)	(24,757)	160.0%	(124,170)	(61,103)	103.2%
Cost of Goods	(55,205)	(17,170)	221.5%	(107,377)	(48,874)	119.7%
Cost of Services	(9,176)	(7,588)	20.9%	(16,793)	(12,229)	37.3%
Faculty, Other Personnel and Third-Party Services	(7,076)	(6,555)	8.0%	(12,490)	(10,544)	18.5%
Other	(2,100)	(1,033)	103.3%	(4,303)	(1,685)	155.3%
Gross Income	23,297	18,434	26.4%	95,044	82,673	15.0%
Gross Margin	26.6%	42.7%	-16.1 p.p.	43.4%	57.5%	-14.1 p.p.
Total Operating Expenses	(5,696)	(12,817)	-55.6%	(27,676)	(25,594)	8.1%
Personnel Expenses	(7,180)	(7,575)	-5.2%	(23,205)	(16,703)	38.9%
General and Administrative Expenses	1,484	(5,243)	-128.3%	(4,471)	(8,891)	-49.7%
Provision for Doubtful Account - PDA	(1,604)	6,844	-123.4%	(2,891)	5,585	-151.8%
(+) Interest and Penalties on Tuition	5	7	-32.8%	5	17	-70.4%
(+) Equity	517	576	-10.3%	1,098	1,150	-4.5%
Selling and Marketing Expenses	(13,427)	(16,238)	-17.3%	(24,825)	(29,440)	-15.7%
Operating Result	3,092	(3,193)	-196.8%	40,755	34,392	18.5%
Operating Margin	3.5%	-7.4%	10.9 p.p.	18.6%	23.9%	-5.3 p.p.
Corporate Expenses	(5,108)	(6,053)	-15.6%	(8,824)	(12,013)	-26.6%
Adjusted EBITDA	(2,016)	(9,246)	-78.2%	31,931	22,379	42.7%
Adjusted EBITDA Margin	-2.3%	-21.4%	19.1 p.p.	14.6%	15.6%	-1.0 p.p.
(+) Opening Balance: Reversals of Contingencies	54,425	33,545	62.2%	127,148	76,627	65.9%
(-) Non-Recurring Items	(37,395)	(2,512)	1388.6%	(37,980)	(3,576)	962.0%
(-) Impairment	-	-	n.a.	-	-	n.a.
EBITDA	15,014	21,786	-31.1%	121,099	95,429	26.9%
EBITDA Margin	17.1%	50.4%	-33.3 p.p.	55.2%	66.4%	-11.1 p.p.

The Gross Margin for the quarter decreased from 42.7% in 2Q22 to 26.6% in 2Q23 (-16.1 pp), due to the increase in the supply of products sold, which are driven by (i) the paper and printing costs; (ii) editorial costs linked to the production of larger works than in the previous year and which will consequently generate higher revenues in the coming quarters (iii) marketing-related costs, mainly with promotional material for teachers.

In 2Q23, there was an improvement in the Operating Expenses line (General and Administrative) mainly due to a reversal of around R\$7.1 million originating from payments provisioned to suppliers that were not carried out, such as (i) commissions and bonuses to partners; and (ii) material return credits.

Saber's Recurring EBITDA grew approximately R\$7.2 million compared to 2Q22, due to the seasonality of the PNLD commercial cycle. According to the Notice, 2023 is the year for selection of Elementary Education II books for purchase and Elementary Education I for repurchase. With a mismatch between revenues and expenses. Expenses are prepaid in relation to revenue and are more concentrated in the year of purchase (when the schools that will use our material are determined), mainly with editorial costs and marketing expenses, while revenue is billed over the four years of the cycle (being the first year of purchase and the others of repurchase, according to demand from schools).

The amount referring to Non-Recurring Items increased approximately R\$34.9 million compared to 2Q22. In the year-to-date, the increase was of the same magnitude, mainly due to the adjustment in the sales price of Schools to Eleva Group. The Company stresses that this is a one-off event and that it is working to reduce this line.

COGNA'S CONSOLIDATED RESULTS

RESULT 2Q23 | OPENING BY COMPANY (QUARTER)

	Kroton	Vasta	Saber	BU's Elimination	Cogna Consolidated	
Values in R\$ ('000)	2Q23	2Q23	2Q23	2Q23	2Q23	% Net Rev.
Gross Revenue	1,423,841	351,502	116,562	(9,007)	1,882,898	135.8%
Gross Revenue Deductions	(387,227)	(80,109)	(28,884)	-	(496,220)	-35.8%
Tax	(28,309)	(2,301)	(2,324)	-	(32,934)	-2.4%
ProUni	(229,190)	-	-	-	(229,190)	-16.5%
Returns	-	(74,809)	(26,480)	-	(101,288)	-7.3%
Total Discounts	(129,728)	(2,999)	(80)	-	(132,808)	-9.6%
Net Revenue	1,036,614	271,393	87,678	(9,007)	1,386,678	100.0%
Costs (COGS)	(196,279)	(123,487)	(64,381)	9,007	(375,139)	-27.1%
Cost of Goods	(1,914)	(95,016)	(55,205)	8,424	(143,711)	-10.4%
Cost of Services	(194,365)	(28,471)	(9,176)	583	(231,428)	-16.7%
Faculty, Other Personnel and Third-Party Services	(181,989)	(23,953)	(7,076)	-	(213,018)	-15.4%
Other	(12,376)	(4,518)	(2,100)	583	(18,410)	-1.3%
Gross Income	840,335	147,906	23,297	-	1,011,539	72.9%
Operating Expenses	(226,007)	(35,699)	(5,696)	-	(267,402)	-19.3%
Personnel Expenses	(99,352)	(18,356)	(7,180)	-	(124,888)	-9.0%
General and Administrative Expenses	(126,655)	(17,343)	1,484	-	(142,514)	-10.3%
Provision for Doubtful Accounts - PDA	(115,755)	(1,027)	(1,604)	-	(118,385)	-8.5%
(+) Interest and Penalties on Tuition	23,380	-	5	-	23,385	1.7%
(+) Equity Income from Subsidiaries	-	(2,126)	517	-	(1,609)	-0.1%
Sales and Marketing Expenses	(92,065)	(64,863)	(13,427)	-	(170,354)	-12.3%
Operating Result	429,888	44,191	3,092	-	477,174	34.4%
Corporate Expenses	(33,448)	(12,636)	(5,108)	-	(51,193)	-3.7%
Recurring EBITDA	396,440	31,555	(2,016)	-	425,981	30.7%
(+) Opening Balance: Reversals of Contingencies	19	1,989	54,425	-	56,432	4.1%
(-) Nonrecurring Items	(26,342)	(24,381)	(37,395)	-	(88,118)	-6.4%
(-) Impairment	-	-	-	-	-	0.0%
EBITDA	370,117	9,163	15,014	-	394,295	28.4%
Depreciation and Amortization	-	-	-	-	(223,521)	-16.1%
Financial Result	-	-	-	-	(245,734)	-17.7%
Income and Social Contribution Tax	-	-	-	-	10,054	0.7%
Minority Interest	-	-	-	-	17,604	1.3%
Net Profit (Loss)	-	-	-	-	(47,302)	-3.4%
(+) Intangible Amortization (Acquisitions)	-	-	-	-	58,293	4.2%
Adjusted Profit (Loss)	-	-	-	-	10,991	0.8%

RESULT 1S23 | OPENING BY COMPANY (SEMESTER)

	Kroton	Vasta	Saber	BU's Elimination	Cogna Consolidated	
Values in R\$ ('000)	1H23	1H23	1H23	1H23	1H23	% Net Rev.
Gross Revenue	2,569,960	812,043	255,965	(19,758)	3,618,210	133.2%
Gross Revenue Deductions	(727,094)	(137,813)	(36,751)	-	(901,657)	-33.2%
Tax	(55,400)	(4,151)	(4,222)	-	(63,773)	-2.3%
ProUni	(420,905)	-	-	-	(420,905)	-15.5%
Returns	-	(138,241)	(31,097)	-	(169,338)	-6.2%
Total Discounts	(250,789)	4,578	(1,431)	-	(247,641)	-9.1%
Net Revenue	1,842,866	674,230	219,214	(19,758)	2,716,553	100.0%
Costs (COGS)	(352,897)	(283,774)	(124,170)	19,758	(741,083)	-27.3%
Cost of Goods	(3,111)	(229,979)	(107,377)	19,174	(321,292)	-11.8%
Cost of Services	(349,786)	(53,795)	(16,793)	583	(419,791)	-15.5%
Faculty, Other Personnel and Third-Party Services	(318,274)	(44,707)	(12,490)	-	(375,471)	-13.8%
Other	(31,512)	(9,089)	(4,303)	583	(44,320)	-1.6%
Gross Income	1,489,970	390,456	95,044	0	1,975,470	72.7%
Operating Expenses	(417,999)	(81,867)	(27,676)	-	(527,542)	-19.4%
Personnel Expenses	(188,795)	(41,923)	(23,205)	-	(253,923)	-9.3%
General and Administrative Expenses	(229,204)	(39,944)	(4,471)	-	(273,619)	-10.1%
Provision for Doubtful Accounts - PDA	(207,052)	(11,408)	(2,891)	-	(221,351)	-8.1%
(+) Interest and Penalties on Tuition	54,688	-	5	-	54,693	2.0%
(+) Equity Income from Subsidiaries	-	(2,654)	1,098	-	(1,556)	-0.1%
Sales and Marketing Expenses	(171,264)	(115,924)	(24,825)	-	(312,014)	-11.5%
Operating Result	748,342	178,603	40,755	0	967,699	35.6%
Corporate Expenses	(58,414)	(22,068)	(8,824)	(0)	(89,305)	-3.3%
Recurring EBITDA	689,928	156,535	31,931	0	878,394	32.3%
(+) Opening Balance: Reversals of Contingencies	27	5,412	127,148	-	132,586	4.9%
(-) Nonrecurring Items	(37,126)	(24,504)	(37,980)	0	(99,610)	-3.7%
EBITDA	652,829	137,443	121,099	0	911,371	33.5%
Depreciation and Amortization					(449,562)	-16.5%
Financial Result					(483,640)	-17.8%
Income and Social Contribution Tax					10,840	0.4%
Minority Interest					18,074	0.7%
Net Profit (Loss)					7,083	0.3%
(+) Intangible Amortization (Acquisitions)					121,607	4.5%
Adjusted Profit (Loss)					128,691	4.7%
Adjusted Net Margin					4.7%	

RESULT 2Q23 | CONSOLIDATED

Consolidated - Values in R\$ ('000)	2Q23	2Q22	Chg.%	1H23	1H22	Chg.%
Gross Revenue	1,882,898	1,608,192	17.1%	3,618,210	3,179,262	13.8%
Gross Revenue Deductions	(496,220)	(452,893)	9.6%	(901,657)	(847,315)	6.4%
Tax	(32,934)	(36,223)	-9.1%	(63,773)	(65,045)	-2.0%
ProUni	(229,190)	(236,689)	-3.2%	(420,905)	(405,328)	3.8%
Returns	(101,288)	(49,432)	104.9%	(169,338)	(100,280)	68.9%
Total Discounts	(132,808)	(130,550)	1.7%	(247,641)	(276,663)	-10.5%
Net Revenue	1,386,678	1,155,299	20.0%	2,716,553	2,331,947	16.5%
Total of Costs	(375,139)	(305,329)	22.9%	(741,083)	(622,400)	19.1%
Cost of Goods	(143,711)	(71,840)	100.0%	(321,292)	(207,190)	55.1%
Cost of Services	(231,428)	(233,490)	-0.9%	(419,791)	(415,210)	1.1%
Gross Income	1,011,539	849,970	19.0%	1,975,470	1,709,547	15.6%
Gross Margin	72.9%	73.6%	-0.6 p.p.	72.7%	73.3%	-0.6 p.p.
Total Operating Expenses	(267,402)	(228,910)	16.8%	(527,542)	(453,892)	16.2%
Personnel Expenses	(124,888)	(115,244)	8.4%	(253,923)	(217,167)	16.9%
General and Administrative Expenses	(142,514)	(113,666)	25.4%	(273,619)	(236,725)	15.6%
Provision for Doubtful Account - PDA	(118,385)	(118,631)	-0.2%	(221,351)	(219,999)	0.6%
(+) Interest and Penalties on Tuition	23,385	29,139	-19.7%	54,693	62,945	-13.1%
Equity	(1,609)	576	-379.3%	(1,556)	1,150	-235.4%
Selling and Marketing Expenses	(170,354)	(129,053)	32.0%	(312,014)	(252,539)	23.6%
Operating Result	477,174	403,090	18.4%	967,699	847,211	14.2%
Operating Margin	34.4%	34.9%	-0.5 p.p.	35.6%	36.3%	-0.7 p.p.
Corporate Expenses	(51,193)	(48,032)	6.6%	(89,305)	(90,525)	-1.3%
Recurring EBITDA	425,981	355,058	20.0%	878,394	756,686	16.1%
Recurring EBITDA Margin	30.7%	30.7%	0.0 p.p.	32.3%	32.4%	-0.1 p.p.
(+) Opening Balance: Reversals of Contingencies	56,432	35,517	58.9%	132,586	82,829	60.1%
(-) Non-Recurring Items	(88,118)	(40,566)	117.2%	(99,610)	(60,930)	63.5%
(-) Impairment	-	-	n.a.	-	-	n.a.
EBITDA	394,295	350,010	12.7%	911,371	778,586	17.1%
EBITDA Margin	28.4%	30.3%	-1.9 p.p.	33.5%	33.4%	0.2 p.p.
Depreciation and Amortization	(223,521)	(233,987)	-4.5%	(449,562)	(468,984)	-4.1%
Financial Result	(245,734)	(259,039)	-5.1%	(483,640)	(483,965)	-0.1%
Income Tax / Social Contribution	903	(9,792)	-109.2%	17,573	1,184	1383.7%
Deferred Income Tax / Social Contribution	9,150	35,137	-74.0%	(6,733)	46,918	-114.4%
Minority Interest	17,604	16,709	5.4%	18,074	12,191	48.3%
Net Profit (Loss)	(47,302)	(100,962)	-53.1%	7,083	(114,070)	-106.2%
Net Margin	-3.4%	-8.7%	5.3 p.p.	0.3%	-4.9%	5.2 p.p.
(+) Intangible Amortization (Acquisitions)	58,293	64,367	-9.4%	121,607	132,767	-8.4%
Adjusted Profit (Loss)	10,991	(36,595)	-130.0%	128,691	18,697	588.3%
Adjusted Net Margin	0.8%	-3.2%	4.0 p.p.	4.7%	0.8%	3.9 p.p.

In the 2nd quarter of 2023, Cognia's Net Revenue grew 20.0%, compared to the same quarter of the previous year, reaching R\$1,386.7 million. Such positive results are driven by revenue growth in Cognia's three business units: Kroton, Vasta and Saber. Recurring EBITDA grew 20.0% in the quarter and reached R\$426.0 million. It is worth highlighting that the Company maintained its focus on operational efficiency and reached levels above 30% in Recurring EBITDA Margin, totaling 30.7% in the quarter.

Corporate Expenses

Consolidated - Values in R\$ ('000)	2Q23	2Q22	Chg.%	1H23	1H22	Chg.%
Corporate Expenses	(51,193)	(48,032)	6.6%	(89,305)	(90,525)	-1.3%
Personnel Expenses	(38,962)	(34,137)	14.1%	(69,450)	(65,341)	6.3%
General and Administrative Expenses	(12,231)	(13,896)	-12.0%	(19,855)	(25,184)	-21.2%
% of Net Revenue	2Q23	2Q22	Chg.%	1H23	1H22	Chg.%
Corporate Expenses	-3.7%	-4.2%	0.5 p.p.	-3.3%	-3.9%	0.6 p.p.
Personnel Expenses	-2.8%	-3.0%	0.1 p.p.	-2.6%	-2.8%	0.3 p.p.
General and Administrative Expenses	-0.9%	-1.2%	0.3 p.p.	-0.7%	-1.1%	0.3 p.p.

The search for efficiency in the group's structure is reflected in the Corporate Expenses line, while Cognia's Net Revenue grew 20.0%, Expenses grew 6.6% when compared to 2Q22, with greater impact in the Personnel Expenses due to collective bargaining, in line with inflation, the new long-term executive compensation program and the increase in the Low On-Site Attendance students base that impacts direct costs.

As we mentioned in previous Releases, the initiative to explore the unification of some structures brought the following to Cognia: (i) greater bargaining power, (ii) better contract management and (iii) better allocation of expenses. For 2023, we will follow the guideline of gaining efficiency in contracts with vendors, using the company's scale.

Non-Recurring Items

Values in R\$ ('000)	2Q23	2Q22	Chg.%	1H23	1H22	Chg.%
Severance	(12,079)	(19,766)	-38.9%	(19,160)	(26,802)	-28.5%
M&A and expansion	(67,540)	(9,008)	649.8%	(74,516)	(16,376)	355.0%
Escrow write-off	0	0	n.a.	0	0	n.a.
Fixed assets write-off	(8,484)	(7,890)	7.5%	(5,639)	(7,890)	-28.5%
Kroton restructuring	(15)	(3,902)	-99.6%	(295)	(9,862)	-97.0%
Capital Gain - Selling Leads	0	0	n.a.	0	0	n.a.
Total Non recurring	(88,118)	(40,566)	117.2%	(99,610)	(60,930)	63.5%

Non-recurring expenses increased by 117.2% vs. 2Q22, mainly due to the "M&A and Expansion" line, which was impacted by a *one-off* effect of a price adjustment based on *earn-outs* related to the good performance of the *Mind Makers* operation, an acquisition that strengthened the *portfolio* of Complementary Solutions in Vasta, in addition to a price adjustment related to the transaction with Grupo Eleva.

The Company reinforces its commitment to follow the path of reduction of this line.

Financial Results

Consolidated - Values in R\$ ('000)	2Q23	2Q22	Chg.%	1H23	1H22	Chg.%
(+) Financial Revenues	67,068	112,321	-40.3%	180,405	215,782	-16.4%
Interest on Financial Investment	34,049	103,034	-67.0%	85,967	186,040	-53.8%
Others	33,019	9,287	255.5%	94,438	29,742	217.5%
(-) Financial Expenses	(312,802)	(364,848)	-14.3%	(664,045)	(699,747)	-5.1%
Banks Expenses	(6,116)	(5,398)	13.3%	(13,748)	(11,261)	22.1%
Interest on Leasing	(75,760)	(73,784)	2.7%	(152,385)	(150,328)	1.4%
Interest on Loans	(168,578)	(219,862)	-23.3%	(363,492)	(412,328)	-11.8%
Interest forfeit	(16,245)	(8,353)	94.5%	(29,284)	(15,685)	86.7%
Interest on Loans for Acquisitions	(648)	(7,193)	-91.0%	(6,153)	(11,152)	-44.8%
Restatement of Contingencies	(32,897)	(41,502)	-20.7%	(72,883)	(72,492)	0.5%
Others	(12,558)	(8,756)	43.4%	(26,100)	(26,501)	-1.5%
Financial Result ¹	(245,734)	(259,038)	-5.1%	(483,640)	(483,964)	-0.1%

¹ It does not consider interest and interest for late payment on tuitions.

The Financial Revenue line recorded a reduction of 40.3%, due to cash and cash equivalents of R\$1,593.8 million, 57.5% lower than the amount of R\$3,748.5 million in 2Q22.

The Financial Expenses line reduced 14.3% in 2Q23 compared to 2Q22, despite the increase in the basic interest rate (Selic) between quarters. Such decrease in financial expenses is mainly associated with the 28.1% decrease in the company's gross debt between 2Q23 and 2Q22, in line with the liability management strategy, described in further details in the next paragraphs. Another positive point in Financial Expenses was the reduction of IPCA for

the period, which impacted the updating of financial contingencies and lease interest related to rents. Finally, the financial result showed an increase of 5.1% compared to 2Q22.

In April 2023, a R\$85.0 million incentive financing was concluded with FINEP, aimed at innovation projects, with an average cost of approximately 63% of the CDI.

Capex and Expanding Investments

Values in R\$ ('000)	2Q23	2Q22	%AV	1H23	1H22	%AV
Computer equipment and library	1,175	10,898	-89.2%	4,931	12,569	-60.8%
Content and Systems Development and Software Licenses	59,583	50,809	17.3%	122,332	93,547	30.8%
Furniture, equipment and utensils	939	24	3748.7%	968	2,058	-53.0%
Extensions - works and improvements	11,949	10,986	8.8%	21,638	16,136	34.1%
Operations license	62		n/a	62		n/a
Capex	73,709	72,717	1.4%	149,931	124,311	20.6%
%Net Revenue	5.3%	6.3%	-1.0 p.p.	5.5%	5.3%	0.2 p.p.
Investment in Expansion	33,509	35,889	-6.6%	49,369	89,477	-44.8%
Capex and expansion investment	107,217	108,606	-1.3%	199,300	213,788	-6.8%
%Net Revenue	7.7%	9.4%	-1.7 p.p.	7.3%	9.2%	-2.0 p.p.

Capex and Investments in Expansion for 2Q23 were in line with the value disclosed in 2Q22. We recorded a 89.2% decrease in the IT Equipment and library line, which in 2022 was concentrated in 2Q22, but it will be concentrated in 2023 during the second semester, and a 17.3% growth in Content Development and Systems and Software Licenses, in line with the Company's digitalization strategy. Year-to-date Capex and Investment and Expansion decreased by 6.8%, totaling R\$199.3 million.

Cash Generation

Consolidated - Values in R\$ ('000)	2Q23	2Q22	Chg.%	1H23	1H22	Chg.%
Net Income before Income Interest	(74,961)	(143,016)	-47.6%	(21,831)	(174,362)	-87.5%
(+) Net Income adjustments before Income Interest	684,082	670,351	2.0%	1,274,280	1,301,404	-2.1%
Depreciation and Amortization	223,533	235,040	-4.9%	449,574	471,091	-4.6%
Provision for Doubtful Accounts (PDA)	118,385	118,631	-0.2%	221,351	219,999	0.6%
Others	342,164	316,680	8.0%	603,355	610,314	-1.1%
(+) Income Tax and Social Contribution	(1,214)	(10,039)	-87.9%	(6,459)	(29,353)	-78.0%
(+) Changes in Working Capital	(329,786)	(296,185)	11.3%	(648,762)	(593,130)	9.4%
(Increase) Reduction in Accounts Receivable ex-FIES	(94,755)	(68,428)	38.5%	(276,127)	(98,836)	179.4%
(Increase) Reduction in Accounts Receivable FIES	31,637	59,177	-46.5%	59,804	4,404	1257.8%
Others	(266,668)	(286,934)	-7.1%	(432,439)	(498,698)	-13.3%
Operating Cash Generation before Capex	278,121	221,111	25.8%	597,228	504,559	18.4%
Capex and Investments in Expansion	(107,217)	(108,606)	-1.3%	(199,300)	(213,788)	-6.8%
Operating Cash Generation after Capex	170,904	112,505	51.9%	397,929	290,771	36.9%
(+) Investment Flow	(58,290)	62,940	-192.6%	(123,316)	36,610	-436.8%
(+) Share Acquisition	-	(9,084)	-100.0%	(15,467)	(16,147)	-4.2%
(+) M&A Activities	(58,290)	72,024	-180.9%	(107,849)	52,757	-304.4%
(+) Cash Flow from Financing Activities	(22,395)	(274,859)	-91.9%	(809,682)	(615,651)	31.5%
Funding	60,936	-	n.a	560,936	-	0.0%
Amortization of Principal	(9,605)	(248,816)	-96.1%	(1,009,808)	(348,859)	0.0%
Interest Payment	(92,913)	(70,213)	32.3%	(368,336)	(316,256)	0.0%
Others	19,187	44,170	-56.6%	7,526	49,464	0.0%
Free Cash Flow	90,219	(99,414)	-190.8%	(535,069)	(288,270)	85.6%

Operating Cash Generation before Capex was positive at R\$278.1 million and represents a 25.8% growth compared to the 2Q22, and in the 1H23 the growth was 18.4%. For the same period, Post-Capex Operating Cash Generation (OCG) was R\$170.9 million, representing a 51.9% growth compared to 2Q22, favored by the operating improvement

in three business lines, but mainly by the delinquency at Kroton. In the semester, Post Capex OCG reached R\$397.9 million, an increase of R\$107.2 million versus the same period of the previous year.

In the 2Q23, free cash flow was positive by R\$90.2 million and represents a figure of R\$189.6 million higher than that in 2Q22. Free cash flow in 1H23 was negative by R\$535.1 million, R\$246.8 million lower compared to the previous year, mainly explained by the payment of interest on debentures and the repurchase of debentures in the secondary market that the Company carried out, in the amount of R\$1.1 billion. With this move, the direct impact on gross debt reduction was 9.2%, or R\$505.2 million (2Q23 vs. 4Q22).

Net Profit

Consolidated - Values in R\$ ('000)	2Q23	2Q22	Chg.%	1H23	1H22	Chg.%
Operating Result	477,174	403,090	18.4%	967,699	847,211	14.2%
(+) Corporate Expenses	(51,193)	(48,032)	6.6%	(89,305)	(90,525)	-1.3%
(+) Opening Balance: Reversals of Contingencies	56,432	35,517	58.9%	132,586	82,829	60.1%
(+) Nonrecurring Items	(88,118)	(40,566)	117.2%	(99,610)	(60,930)	63.5%
(+) Impairment on goodwill	-	-	n.a.	-	-	n.a.
(+) Depreciation and Amortization ex-Intangible	(223,521)	(233,987)	-4.5%	(449,562)	(468,984)	-4.1%
(+) Financial Result ¹	(245,734)	(259,039)	-5.1%	(483,640)	(483,965)	-0.1%
(+) Income Tax / Social Contribution	903	(9,792)	-109.2%	17,573	1,184	1383.7%
(+) Deferred Income Tax / Social Contribution	9,150	35,137	-74.0%	(6,733)	46,918	-114.4%
(+) Participation of Minority	17,604	16,709	5.4%	18,074	12,191	48.3%
(+) Intangible Amortization (Acquisitions)	58,294	64,367	-9.4%	121,607	132,767	-8.4%
Net Profit (Loss)	10,991	(36,595)	-130.0%	128,691	18,697	588.3%
Adjusted Net Margin	0.8%	-3.2%	4.0 p.p.	4.7%	0.8%	3.9 p.p.
(-) Intangible Amortization (Acquisitions)	(58,294)	(64,367)	-9.4%	(121,607)	(132,767)	-8.4%
Adjusted Profit (Loss)	(47,303)	(100,962)	-53.1%	7,083	(114,070)	-106.2%
Net Margin	-3.4%	-8.7%	5.3 p.p.	0.3%	-4.9%	5.2 p.p.

¹ It does not consider interest and interest for late payment on tuitions.

Adjusted Net Profit in 2Q23 was R\$47.6 million higher than the one of 2Q22, reaching R\$11.0 million. This expressive growth between quarters is the result of the combination of: (i) 18.4% increase in Operating Result; (ii) 58.9% increase in Reversals of contingencies – OB and (iii) improvement of 5.1% of the Financial Result. Due to these results, the Adjusted Net Margin grew 4.0 p.p. between the 2Q22 and 2Q23, from -3.2% to 0.8%.

The strong operating results for the semester offset the amortization effect of intangible assets of R\$121.6 million and the accounting Net Profit was positive by R\$7.1 million in the semester, compared to a loss of R\$114.1 million in the first semester of the previous year.

Indebtedness

Consolidated - Values in R\$ ('000)	2Q23	2Q22	Chg.%	1Q23	Chg.%
Cash and Cash Equivalents	1,593,764	3,748,517	-57.5%	1,503,545	6.0%
Cash	17,225	23,365	-26.3%	154,309	-88.8%
Cash Equivalents	1,576,539	3,725,152	-57.7%	1,349,236	16.8%
Loans and Financing	4,956,499	6,891,437	-28.1%	4,820,320	2.8%
Loans and Financing	4,737,999	6,613,595	-28.4%	4,615,463	2.7%
Short-term Debt	1,233,650	2,624,556	-53.0%	969,143	27.3%
Long-term Debt	3,504,349	3,989,039	-12.2%	3,646,320	-3.9%
Other Short and Long Term Debt ²	218,500	277,842	-21.4%	204,857	6.7%
(1) Net Cash (Debt)	(3,362,735)	(3,142,920)	7.0%	(3,316,775)	1.4%
Short Term Accounts Receivable ³	30,439	117,138	-74.0%	29,469	3.3%
Short-Term Accounts Receivable	17,151	92,885	-81.5%	12,590	36.2%
Uniassevi Disposal	-	72,141	-100.0%	-	n.a.
Disposal of Other Businesses	17,151	20,744	-17.3%	12,590	36.2%
Long-Term Accounts Receivable ³	13,288	24,253	-45.2%	16,879	-21.3%
Disposal of Other Businesses	13,288	24,253	-45.2%	16,879	-21.3%
(1)+(2) Pro Forma Net Cash (Debt)	(3,332,296)	(3,025,783)	10.1%	(3,287,306)	1.4%

¹ Considers all short- and long-term obligations associated with the payment of acquisitions, including the amount to be paid in 6 years, regarding the acquisition of Uniassevi, in addition to the debentures raised by the Company.² Considers short-term receipts referring to the payment of a portion of the sale of Uniassevi, FAIR and FAC/FAMAT and long-term receipts related to the sale of schools.

At the end of the 2Q23, total cash and cash equivalents totaled R\$1,593.8 million. This amount is 57.5% lower than that earned at the end of 2Q22, due to interest payment and amortization of Cognia's Debentures between the quarters and repurchase of R\$1,042.0 million of debenture maturing in August 2023 which were being traded below face value on the secondary market. In 2Q23, the Company finalized raising the first tranche of financing together with the Financier of Studies and Projects (FINEP), in the amount of R\$61.6 million. The Company still has R\$24.0 million for funding, upon proof of expenses, with the total amount of financing at the TJLP rate + spread, which is equivalent to approximately 63.0% of the CDI rate. The Company's Net Debt increased 1.4% in 2Q23 compared to 1Q23, from R\$3,316.8 million to R\$3,362.7 million, mainly due to the earn-out payment for the acquisition of Mind Makers and the price adjustment from Eleva Group. For informational purposes, excluding the amounts paid as earn-out and price adjustment, the Company's Net Debt would have reduced by R\$13.0 million.

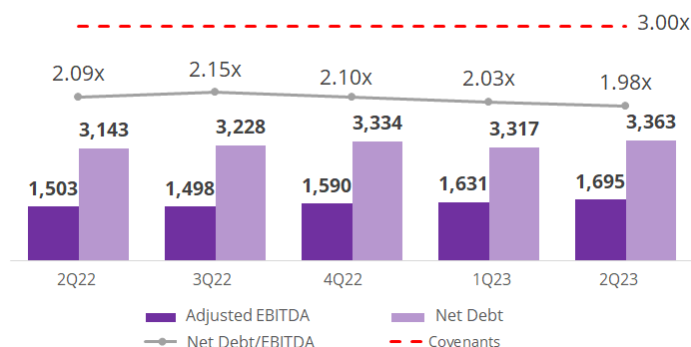
Values in R\$ ('000)	2Q23
EBITDA	1,452,510
Non-recurring Items	374,317
Provisions for/Reversals of Contingencies	(131,276)
Adjusted EBITDA	1,695,552
Debentures	4,737,999
Commitments Payable	218,500
Cash and Cash Equivalents	(1,593,764)
Net Debt	3,362,735
Net Debt/Adjusted EBITDA	1.98

The average cost of debt at the end of 2Q23 was CDI + 2.03% vs. CDI + 2.26% at the end of 1Q23. This decrease in the average cost is due to the successful liability management initiatives that the company has been implementing, with funding below the average cost of gross debt breakdown. Duration at the end of 2Q23 was 31 months.

At the end of 2Q23, the Company obtained a leverage (Net Debt/Adjusted EBITDA) of 1.98x, which again demonstrates a reduction in its leverage level, versus 1Q23 (2.03x). It is the first time that this multiple is lower than 2.0x in nine quarters. This level of leverage is calculated in accordance with the company's debenture regulations,

in which: (i) Net debt considers the sum of loans and financing and accounts payable for acquisitions, less cash and cash equivalents position and (ii) Adjusted EBITDA considers, in addition to EBITDA, non-recurring items and the sum of the balance between provisions and contingency reversals with no cash effect. Excluding the effect of M&A and price adjustment of R\$59.4 million, net debt would be R\$3,304.0 million.

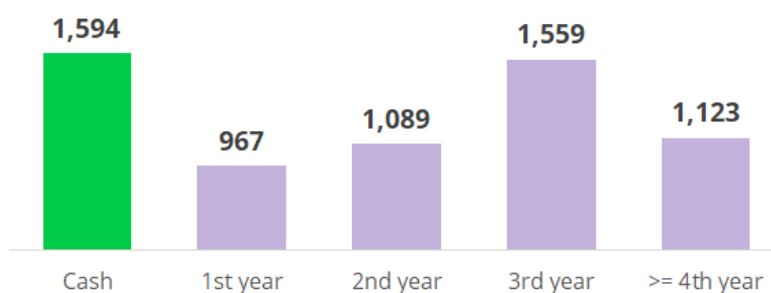
Leverage Net Debt/Adjusted EBITDA



In August, R\$500 million was raised at a rate below the average cost of debt, of CDI + 1.90% p.a., maturing in 24 months from the issue date. With such actions, the Company presented a more robust cash position, with a longer liquidity horizon to amortize debts throughout 2023 and 2024.

The Company reinforces that it is constantly looking for Liability Management operations that reduce debt service, lengthening the Company's liquidity horizon.

Amortization Schedule (R\$ million)



ESG | ENVIRONMENTAL, SOCIAL AND GOVERNANCE

Cogna's ESG journey continues to be recognized by the main international bodies, consolidating its leadership and pioneering spirit within the education segment in the environmental, social and governance areas.

- Diversity in the staff

The 2Q23 ended with 25,659 employees.

In the second quarter of 2023, an oscillation of less than 1 percentage point was recorded in the female leadership indicator in comparison with the same period of 2022. To drive the evolution of this indicator, we maintain actions to attract, engage, retain and professionally develop women.

In the second quarter, affirmative vacancies for women were announced. Moreover, four initiatives are being structured: Entry Program (incentive to attract new female talent), Program for Sr. Analysts and Coordination (to train leaders), Program for Managers (aimed at fostering the progression and career evolution of female employees) and coaching sessions to prepare women to assume C-level positions.

Details of the main ESG indicators can be found in Exhibit 8 of this report.

CAPITAL MARKET AND SUBSEQUENT EVENTS

SHAREHOLDING STRUCTURE

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

Cogna Ownership Structure*	Quantity	%
Treasury	4,815,419	0.26%
Free Float	1,871,790,791	99.74%
Total	1,876,606,210	100.00%

Position on 06.30.2023

PERFORMANCE OF SHARES

Cogna's shares (COGN3) integrate several indexes, with emphasis on Ibovespa, the Differentiated Corporate Governance Index (IGC), the Differentiated Tag Along Share Index (ITAG), the Consumption Index (ICON), and MSCI Brazil. In addition to composing three new B3 Sustainability Indexes in 2022: ISE, ICO2 and IGPTW.

In 2Q23, the Company's shares were traded in 100% of the trading in the market, totaling a traded volume of R\$4.8 billion, resulting in an average daily trading volume of R\$78.2million, being the educational action with the highest liquidity traded on Ibovespa. Currently, Cognia shares are monitored by 14 different local and international (Research) brokerage firms. Cognia ended June 2023 with a market value of R\$6.1 billion.

In the second quarter of 2023, Cognia's share appreciated 74.3%, while the Ibovespa appreciated 15.9%, ITAG, IGC, ICON appreciated 16.13%, 15.20% and 24.06%, respectively in the same period.

Stock performance (R\$)	2Q23	2Q22
Daily Average Volume (Millions)	78.2	93.3
Start Price	1.87	2.83
High	3.43	3.07
Low	1.77	2.14
Average	2.53	2.55
End Price	3.26	2.14
Price change during period	+74.3%	-24.4%

SUBSEQUENT EVENTS

On August, Cognia issued the first series of debentures is noteworthy because it is the first issuance of ESG-labeled debentures with a social bias in the education sector. The debt amount was R\$500 million at a rate of CDI + 1.90% pa, maturing 24 months from the issue date.

RATINGS

Cogna is currently rated as brAA+ by Standard & Poor's and AA+(bra) by Fitch Rating, which was renewed in this quarter.

ABOUT COGNA EDUCAÇÃO

Cogna Educação is one of the largest private educational organizations in the world. In the market for more than 55 years, the Company operates in all Brazilian states and different education segments, with a full platform of services and content offered in different business models. At the end of 2Q23, Cognia had 983 thousand On-Campus and Digital Higher Education students in Kroton segment and more than 68 thousand Post-graduate students in the Platos segment, served through 112 own Higher Education units and over 3,000 accredited Digital Education hubs. In K12, Vasta ended the quarter with 2.0 million students provided by approximately 5.4 thousand member schools, using core and complementary content solutions.

EXHIBIT 1 - CORPORATE BALANCE SHEET

R\$ ('000)

Assets	2Q23	% AV	1Q23	% AV	2Q22	% AV
Current Assets	4,643,705	18.1%	4,587,115	17.8%	6,736,352	24.1%
Cash and cash equivalents	17,225	0.1%	154,309	0.6%	23,365	0.1%
Financial Investments	303,732	1.2%	256,125	1.0%	923,594	3.3%
Securities	1,272,807	5.0%	1,093,111	4.2%	2,791,440	10.0%
Accounts Receivable	2,032,328	7.9%	2,101,674	8.1%	1,988,001	7.1%
Inventories	505,222	2.0%	446,698	1.7%	413,714	1.5%
Prepayments	113,241	0.4%	102,588	0.4%	140,617	0.5%
Recoverable Taxes	63,614	0.2%	67,973	0.3%	80,360	0.3%
Income tax and social contribution to be recovered	168,413	0.7%	198,093	0.8%	139,982	0.5%
Deferred Taxes	17,151	0.1%	12,590	0.0%	92,885	0.3%
Other Accounts Receivable	149,972	0.6%	153,954	0.6%	142,394	0.5%
Non current Assets	20,964,091	81.9%	21,238,575	82.2%	21,178,198	75.9%
Long Term Assets	1,854,455	7.2%	1,984,931	7.7%	1,651,592	5.9%
Securities	43,837	0.2%	42,503	0.2%	10,118	0.0%
Accounts Receivables	261,774	1.0%	244,934	0.9%	163,235	0.6%
Derivative financial instruments	21,931	0.1%	13,962	0.1%	0	0.0%
Taxes to Recover	85,681	0.3%	82,687	0.3%	121,069	0.4%
Income tax and social contribution to be recovered	139,617	0.5%	188,376	0.7%	0	0.0%
Accounts receivable on sale of subsidiaries	13,288	0.1%	16,879	0.1%	24,253	0.1%
Other	50,123	0.2%	32,923	0.1%	33,430	0.1%
Guarantee for social security, labor and civil provisions	105,036	0.4%	139,695	0.5%	146,948	0.5%
Judicial Deposits	55,154	0.2%	53,539	0.2%	51,532	0.2%
Deferred Taxes	1,078,014	4.2%	1,169,433	4.5%	993,809	3.6%
Prepayments	0	0.0%	0	0.0%	107,198	0.4%
Investments	81,783	0.3%	83,792	0.3%	1,361	0.0%
Other Investments	8,271	0.0%	8,271	0.0%	0	0.0%
Fixed Assets	3,955,875	15.4%	4,052,299	15.7%	4,053,161	14.5%
Intangible	15,063,707	58.8%	15,109,282	58.5%	15,472,084	55.4%
Total Assets	25,607,796	100.0%	25,825,690	100.0%	27,914,550	100.0%
Liabilities and Equity						
Current Liabilities	3,286,196	12.8%	3,083,950	11.9%	4,534,875	16.2%
Suppliers	565,342	2.2%	613,831	2.4%	531,894	1.9%
Suppliers drawn risk	435,698	1.7%	374,465	1.4%	294,949	1.1%
Loans and Financing	507	0.0%	0	0.0%	0	0.0%
Debenture	1,233,143	4.8%	969,143	3.8%	2,624,556	9.4%
Lease	196,480	0.8%	153,058	0.6%	149,028	0.5%
Social security and labor liabilities	410,804	1.6%	449,405	1.7%	389,278	1.4%
Income Tax and Social Contribution	25,358	0.1%	19,869	0.1%	25,962	0.1%
Taxes and Contribution	56,789	0.2%	80,457	0.3%	121,714	0.4%
Advances from Clients	203,242	0.8%	249,218	1.0%	210,387	0.8%
Accounts Payable - Acquisitions	130,199	0.5%	144,115	0.6%	145,845	0.5%
Other	28,634	0.1%	30,389	0.1%	41,262	0.1%
Non current Liabilities	9,089,244	35.5%	9,452,586	36.6%	9,730,024	34.9%
Loans and Financing	61,041	0.2%	0	0.0%	0	0.0%
Debenture	3,455,592	13.5%	3,652,939	14.1%	3,989,039	14.3%
Lease	2,808,441	11.0%	2,887,028	11.2%	2,787,918	10.0%
Derivative financial instruments	9,647	0.0%	7,343	0.0%	0	0.0%
Provision for Tax, Labor and Civil Lawsuit Losses	700,093	2.7%	726,312	2.8%	585,132	2.1%
Liabilities assumed in the business combination	1,051,999	4.1%	1,099,846	4.3%	1,418,917	5.1%
Tax and Contribution Payment Installments	0	0.0%	0	0.0%	4,496	0.0%
Accounts Payable - Acquisitions	88,301	0.3%	60,742	0.2%	120,726	0.4%
Deferred Taxes	815,893	3.2%	916,681	3.5%	711,406	2.5%
Others	98,237	0.4%	101,695	0.4%	112,390	0.4%
Consolidated Equity	13,232,356	51.7%	13,289,154	51.5%	13,649,651	48.9%
Total Liabilities and Equity	25,607,796	100.0%	25,825,690	100.0%	27,914,550	100.0%

EXHIBIT 2 - QUARTERLY CORPORATE INCOME STATEMENT

	2Q23	% Net Rev.	2Q22	% Net Rev.	2Q23/2Q22	1Q23	% Net Rev.	2Q23/1Q23
(In thousand reais, except otherwise indicated)								
Gross Revenue	1,882,898	135.8%	1,608,192	139.2%	17.1%	1,735,312	130.5%	8.5%
Kroton	1,423,841	102.7%	1,315,939	113.9%	8.2%	1,146,119	86.2%	24.2%
Saber	107,555	7.8%	47,265	4.1%	127.6%	128,652	9.7%	-16.4%
Vasta	351,502	25.3%	244,988	21.2%	43.5%	460,541	34.6%	-23.7%
Deductions from Gross Revenue	(496,221)	-35.8%	(452,893)	-39.2%	9.6%	(405,436)	-30.5%	22.4%
Kroton	(387,227)	-27.9%	(388,912)	-33.7%	-0.4%	(339,867)	-25.6%	13.9%
Saber	(28,885)	-2.1%	(8,801)	-0.8%	228.2%	(7,866)	-0.6%	267.2%
Vasta	(80,109)	-5.8%	(55,179)	-4.8%	45.2%	(57,704)	-4.3%	38.8%
Net Revenue	1,386,677	100.0%	1,155,299	100.0%	20.0%	1,329,876	100.0%	4.3%
Kroton	1,036,614	74.8%	927,027	80.2%	11.8%	806,252	60.6%	28.6%
Saber	78,670	5.7%	38,463	3.3%	104.5%	120,786	9.1%	-34.9%
Vasta	271,393	19.6%	189,809	16.4%	Z	402,838	30.3%	-32.6%
Costs of Goods/Services	(502,960)	-36.3%	(428,472)	-37.1%	17.4%	(487,761)	-36.7%	3.1%
Cost of Goods Sold	(95,730)	-6.9%	(46,484)	-4.0%	105.9%	(128,256)	-9.6%	-25.4%
Cost of Services Rendered	(407,230)	-29.4%	(381,988)	-33.1%	6.6%	(359,505)	-27.0%	13.3%
Gross Income	883,717	63.7%	726,828	62.9%	21.6%	842,115	63.3%	4.9%
Operating Expenses	(736,330)	-53.1%	(639,943)	-55.4%	15.1%	(582,386)	-43.8%	26.4%
Selling Expenses	(170,354)	-12.3%	(129,012)	-11.2%	32.0%	(141,660)	-10.7%	20.3%
General and Administrative Expenses	(412,158)	-29.7%	(391,208)	-33.9%	5.4%	(339,637)	-25.5%	21.4%
Expected loss provision	(118,385)	-8.5%	(118,631)	-10.3%	-0.2%	(102,966)	-7.7%	15.0%
Loss on impairment of assets	-	0.0%	-	0.0%	0.0%	-	0.0%	n.a
Other Operating Income	24,400	1.8%	5,988	0.5%	n.a.	2,112	0.2%	1,055.3%
Other Operating Expenses	(58,224)	0.0%	(7,656)	0.0%	0.0%	(288)	0.0%	0.0%
Equity in the results of investees	(1,609)	-0.1%	576	0.0%	-379.3%	53	0.0%	-3,135.8%
Income before Financial Result and Taxes	147,387	10.6%	86,884	7.5%	69.6%	259,729	19.5%	-43.3%
Financial Result	(222,348)	-16.0%	(229,899)	-19.9%	-3.3%	(206,599)	-15.5%	7.6%
Financial Expenses	(351,781)	9.3%	(371,360)	-32.1%	-134.9%	(312,264)	7.9%	22.5%
Financial Revenues	129,433	-25.4%	141,461	12.2%	-348.7%	105,665	-23.5%	12.7%
Income from Operations	(74,961)	-5.4%	(143,015)	-12.4%	-47.6%	53,130	4.0%	-241.1%
Income and Social Contribution Tax	10,054	0.7%	25,345	2.2%	-60.3%	786	0.1%	1,179.1%
Current	903	0.1%	(9,792)	-0.8%	-109.2%	16,670	1.3%	-94.6%
Deferred	9,151	0.7%	35,137	3.0%	-74.0%	(15,884)	-1.2%	-157.6%
Net Income before Discontinued Operations	(64,907)	-4.7%	(117,670)	-10.2%	-44.8%	53,916	4.1%	-220.4%
Net Income	(64,907)	-4.7%	(117,670)	-10.2%	-44.8%	53,916	4.1%	-220.4%
Controlling interests	(47,303)	-3.4%	(100,962)	-8.7%	-53.1%	54,386	4.1%	-187.0%
Non-controlling interests	(17,604)	-1.3%	(16,710)	-1.4%	5.3%	(470)	-0.0%	3,646.0%

EXHIBIT 3 - CASH FLOW

R\$ 000	2Q23	2Q22	1Q23
Net Income before Income Taxes	(74,961)	(143,016)	53,130
Net Income (Loss) Adjustments before Income Taxes			
Depreciation and Amortization	223,533	235,040	226,041
Editorial Costs	20,645	10,684	27,226
Provision for Doubtful Accounts	118,385	118,631	102,966
Accounts Receivable - adjusted to present value	(2,762)	4,573	5,680
Provision for Tax, Labor and Civil Losses	(40,669)	(13,915)	(62,775)
Provision (Reversal) for Inventories Losses	12,337	-	1,648
Financial Charges	184,553	215,273	211,715
Grant of Stock Options	8,705	11,320	5,824
Finance lease	75,760	73,786	76,625
Provision for price adjustment by acquisition	59,388		
Income from sale or disposal of assets and other investments	28,263	15,535	2,868
Result of Equity Restatement	1,609	(576)	(53)
Result on derivative operations	(5,665)	-	(7,567)
Changes in Working Capital	(329,786)	(296,185)	(318,976)
(Increase) Reduction in Accounts Receivable (ex-FIES)	(94,755)	(68,428)	(181,372)
(Increase) Reduction in Accounts Receivable FIES	31,637	59,177	28,167
(Increase) Reduction in Inventories	(93,262)	(63,200)	(59,529)
(Increase) Reduction in Advances	(10,653)	(8,994)	(9,248)
(Increase) Reduction in Recoverable Taxes	81,017	30,950	(9,215)
(Increase) Decrease in Escrow Deposits	(1,615)	5,720	(1,152)
Increase (Decrease) in Other Assets	(14,425)	4,740	(21,294)
Increase (Reduction) in Suppliers	13,251	(60,612)	9,467
Payment of lease	(40,978)	(38,346)	(38,417)
Leasing interest paid	(70,659)	(71,247)	(79,295)
Increase (Decrease) in Payroll and Related Taxes	(38,601)	(37,110)	61,897
Increase (Decrease) in Fiscal Obligations	(17,523)	(36,681)	(30,551)
Increase (Decrease) in Advances to Clients	(45,976)	32,820	53,684
(Decrease) in Taxes Installments	-	80	-
(Decrease) in Provision for Tax, Labor and Civil Losses	(29,138)	(31,586)	(23,115)
Increase (Decrease) in Other Liabilities	1,894	(13,468)	(19,003)
Income Tax and Social Contribution	(1,214)	(10,039)	(5,245)
Capex	(73,709)	(72,717)	(76,222)
Additions to Fixed Assets	(14,126)	(21,486)	(13,473)
Additions to Intangible Assets	(59,583)	(51,231)	(62,749)
Cash Flow from Operating Activities after Capex	204,413	148,394	242,885
Capex - Special Projects	(33,509)	(35,889)	(15,860)
Brownfields	(33,509)	(35,889)	(15,860)
Cash Flow from Operating Activities after total Capex	170,904	112,505	227,025
(+) M&A Activities	393	95,890	(3,205)
Accounts Receivable from Sale of subsidiaries	-	94,083	-
Payment for acquisition of companies	-	-	(4,100)
M&A Costs and Expenses	(7)	1,807	895
Receipt of dividends from subsidiaries	400	-	
(+) Cash Flow from Financing Activities	(81,078)	(307,809)	(849,108)
Disposals (Acquisitions) of Treasury Shares	-	(9,084)	(15,467)
Interest paid on derivative transactions	-	-	(13,421)
Interest of non-controlling shareholders	-	1,455	-
Repurchase Debenture	(9,605)	(248,858)	(996,518)
Costs of debenture emission	-	-	(4,301)
Debenture emission	-	-	500,000
Borrowing and financing	60,936	-	
Payments of Borrowings and Financing and derivative	-	42	(3,685)
Interest Paid on Borrowings and Debentures	(92,913)	(70,213)	(262,002)
Redemption (Investment) of Securities	19,187	42,715	(7,360)
Installments paid on the acquisition of companies	(58,683)	(23,866)	(46,354)
(=) Cash Flow from Non-Operating Activities	(80,685)	(211,919)	(852,313)
Total Cash Generation	90,219	(99,414)	(625,288)
Net Increase (Decrease) in Cash and Cash Equivalents			
Cash and Cash Equivalents at the Start of the Period	1,503,545	3,837,813	2,128,833
Cash and Cash Equivalents at the End of the Period	1,593,764	3,738,399	1,503,545
Net Increase (Decrease) in Cash and Cash Equivalents	90,219	(99,414)	(625,288)

EXHIBIT 4 - RECONCILIATION OF CASH FLOW (SEMESTER)

R\$ 000	Cash Flow (Book) 1H23	Leasing	Interest	Cash	M&A	Others	Cash Flow (Release) 1H23
Net Income before income taxes	(21,831)						(21,831)
Adjustments to net income	1,187,005			76,032		4,239	1,269,319
Change in operating assets and liabilities	(414,451)	(229,349)				-	(643,800)
Income taxes paid	(6,459)						(6,459)
Leasing interest paid	(149,954)	149,954					-
Interest paid on borrowings and debentures	(356,403)		356,403				-
Interest paid on operations with derivatives	(17,106)		17,106				-
Cash flow from operating activities	220,801	(79,395)	373,509	76,032	-	4,239	597,229
Redemption (Investment) of securities	828,396			(828,396)			-
Additions to fixed assets	(48,353)					20,753	(27,599)
Additions to Intangible assets	(150,947)					28,615	(122,332)
Cash from acquired companies	888				(888)		-
Payment for acquisition of companies	(4,100)						(4,100)
Receipt of dividends from subsidiaries	400						400
M&A costs and expenses	-				888		888
Special projects capex	-					(49,369)	(49,369)
Cash flow from investing activities	626,284	-	-	(828,396)	-	(1)	(202,112)
Treasury shares	(15,467)						(15,467)
Borrowings and financing	60,936						60,936
Repurchase of debentures	(980,600)						(980,600)
Debentures renegotiation costs	(4,301)						(4,301)
Issuance of Debentures, net of issuance costs	500,000						500,000
Leasing principal payment	(79,395)	79,395					-
Payments of borrowings and financing	(24,035)						(24,035)
Installments paid on the acquisition of companies	(105,037)						(105,037)
Redemption (Investment) of securities	-			18,109		(4,239)	11,827
Interest paid on derivative transactions	-		(17,106)				(17,106)
Interest paid on borrowings and debentures	-		(356,403)				(356,403)
Cash flow from financing activities	(647,899)	79,395	(373,509)	18,109	-	(4,239)	(930,186)
Change in cash position	199,186	-	-	(734,255)	-	(1)	(535,069)

EXHIBIT 5 – RECONCILIATION OF THE QUARTERLY INCOME STATEMENT

	Non-accounting adjustments								
	2Q23 Results (Book)	Interest and Penalties on Tuition	Depreciation/ Amortization	Intangible Amortization (Acquisitions)	Non-recurring Items/ Capital Gain	Reclassification between Costs and expenses	Opening balance Reversals	B.U. Elimination	2Q23 Results (Release)
	(In thousand reais, except otherwise indicated)								
Gross Revenue	1,882,898	-	-	-	-	-	-	-	1,882,898
Kroton	1,423,841	-	-	-	-	-	-	-	1,423,841
Platos	-	-	-	-	-	-	-	-	-
Saber	107,555	-	-	-	-	-	-	9,007	116,562
Vasta	351,502	-	-	-	-	-	-	-	351,502
Others	-	-	-	-	-	-	-	-	-
Elimination BU's / Cognia	-	-	-	-	-	-	-	(9,007)	(9,007)
Deductions from Gross Revenue	(496,221)	-	-	-	-	-	-	-	(496,221)
Kroton	(387,227)	-	-	-	-	-	-	-	(387,227)
Platos	-	-	-	-	-	-	-	-	-
Saber	(28,885)	-	-	-	-	-	-	-	(28,885)
Vasta	(80,109)	-	-	-	-	-	-	-	(80,109)
Others	-	-	-	-	-	-	-	-	-
Elimination BU's / Cognia	-	-	-	-	-	-	-	-	-
Net Revenue	1,386,677	-	-	-	-	-	-	-	1,386,677
Kroton	1,036,614	-	-	-	-	-	-	-	1,036,614
Platos	-	-	-	-	-	-	-	-	-
Saber	78,670	-	-	-	-	-	-	9,007	87,678
Vasta	271,393	-	-	-	-	-	-	-	271,392
Others	-	-	-	-	-	-	-	-	-
Elimination BU's / Cognia	-	-	-	-	-	-	-	(9,007)	(9,007)
Costs of Goods/Services	(502,960)	-	127,821	-	-	-	-	-	(375,139)
Cost of Goods Sold	(95,730)	-	-	-	-	-	-	-	(95,730)
Cost of Services Rendered	(407,230)	-	127,821	-	-	-	-	-	(279,409)
Gross Income	883,717	-	127,821	-	-	-	-	-	1,011,538
Operating Expenses	(736,330)	-	37,406	58,294	88,118	0	(56,432)	-	(608,943)
Selling Expenses	(170,354)	-	-	-	-	(0)	-	-	(170,354)
Provision for Doubtful Accounts	(118,385)	-	-	-	-	(0)	-	-	(118,385)
Personnel Expenses	-	-	-	-	-	(117,730)	-	-	(117,730)
General and Administrative Expenses	(379,191)	-	37,406	58,294	21,327	168,924	(56,432)	-	(149,672)
Other Operating Income (Expenses)	(66,791)	-	-	-	66,791	-	-	-	-
Corporate Expenses	-	-	-	-	-	(51,193)	-	-	(51,193)
Loss on impairment of assets	-	-	-	-	-	-	-	-	-
Equity	(1,609)	-	-	-	-	(0)	-	-	(1,609)
Income before Financial Result	147,387	-	165,227	58,294	88,118	0	(56,432)	-	402,595
Interest and Penalties on Tuition	-	23,385	-	-	-	-	-	-	23,385
(+) Opening Balance Reversal of Contingencies	-	-	-	-	-	-	56,432	-	56,432
(-) Nonrecurring Items	-	-	-	-	(88,118)	-	-	-	(88,118)
(-) Impairment	-	-	-	-	-	-	-	-	-
EBITDA	147,387	23,385	165,227	58,294	-	0	-	-	394,294
Depreciation and Amortization	-	-	(165,227)	(58,294)	-	-	-	-	(223,521)
Financial Result	(222,348)	(23,385)	-	-	-	-	-	-	(245,733)
Financial Expenses	129,433	-	-	-	-	50,528	-	-	55,520
Financial Revenues	(351,781)	(23,385)	-	-	-	(50,528)	-	-	(301,253)
Income from Operations (Loss)	(74,961)	-	-	-	-	0	-	-	(74,960)
Income and Social Contribution Tax	10,054	-	-	-	-	-	-	-	10,054
Current	903	-	-	-	-	-	-	-	903
Deferred	9,151	-	-	-	-	-	-	-	9,151
Participation of Minority Shareholders	17,604	-	-	-	-	-	-	-	17,604
Net Income (Loss) Attributed to Controlling Shareholders	(47,303)	-	-	-	-	0	-	-	(47,303)

EXHIBIT 6 - PDA

Values in R\$ ('000)	2Q23	2Q22	Chg.%	1Q23	Chg.%	1H23	1H22	Chg.%
Provision for Doubtfull Account - PDA	(118,385)	(118,631)	-0.2%	(102,966)	15.0%	(221,351)	(219,999)	0.6%
PDA - Postsecondary	(50,444)	(77,919)	-35.3%	(63,859)	-21.0%	(114,303)	(152,846)	-25.2%
PDA - Postsecondary ex-FIES	(30,829)	(26,884)	14.7%	(19,735)	56.2%	(50,564)	(41,543)	21.7%
PDA - EAD	(65,311)	(43,988)	48.5%	(27,438)	138.0%	(92,750)	(60,300)	53.8%
PDA Outros	(1,604)	6,844	-123.4%	(1,287)	24.6%	(2,891)	5,585	-151.8%
PDA Vasta	(1,027)	(3,569)	-71.2%	(10,381)	-90.1%	(11,408)	(12,439)	-8.3%
PDA FIES	(586)	(518)	13.3%	(308)	90.1%	(894)	(807)	10.9%
PDA - PMT On-Campus Education	(1,222)	(10,347)	-88.2%	(22,000)	-94.4%	(23,221)	(38,205)	-39.2%
PDA PEP	(17,807)	(40,170)	-55.7%	(21,816)	-18.4%	(39,623)	(72,292)	-45.2%
PDA - EAD ex-PMT	(63,791)	(37,434)	70.4%	(27,366)	133.1%	(91,157)	(53,046)	71.8%
PDA - EAD PMT	(1,520)	(6,554)	-76.8%	(72)	n.a	(1,592)	(7,254)	-78.1%

VERTICAL ANALYSIS

% of Net Revenue	2Q23	2Q22	Chg.%	1Q23	Chg.%	1H23	1H22	Chg.%
Provision for Doubtfull Account - PDA	-8.5%	-10.2%	1.7 p.p.	-7.7%	-0.8 p.p.	-8.1%	-9.4%	1.3 p.p.
PDA - Postsecondary / PS Net Revenue (PSNR)	-8.9%	-14.7%	5.8 p.p.	-14.2%	5.3 p.p.	-11.2%	-16.1%	4.8 p.p.
PDA - Postsecondary ex-FIES & PEP / PSNR (ex-FIES & PEP)	-7.0%	-6.9%	-0.1 p.p.	-5.7%	-1.3 p.p.	-6.4%	-6.1%	-0.3 p.p.
PDA - Postsecondary FIES / PSNR (FIES)	-0.9%	-0.9%	0.0 p.p.	-0.9%	0.0 p.p.	-0.9%	-0.9%	0.0 p.p.
PDA - Postsecondary PEP / PSNR (PEP)	-42.8%	-61.2%	18.5 p.p.	-61.0%	18.2 p.p.	-51.2%	-61.1%	9.9 p.p.
PDA - Postsecondary PMT / PSNR (PMT)	-7.4%	-63.2%	55.8 p.p.	-63.2%	55.8 p.p.	-45.3%	-63.2%	17.9 p.p.
PDA - EAD / EAD Net Revenues	-13.9%	-11.1%	-2.8 p.p.	-7.7%	-6.2 p.p.	-11.2%	-8.9%	-2.3 p.p.
PDA Others/ Others Net Revenues ¹	-1.8%	15.8%	-17.7 p.p.	-1.0%	-0.9 p.p.	-1.3%	3.9%	-5.2 p.p.
PDA Vasta/ Vasta Net Revenues ¹	-0.4%	-1.9%	1.5 p.p.	-2.6%	2.2 p.p.	-1.7%	-2.2%	0.5 p.p.
PDA - EAD PMT/ EAD Net Revenue ex-PMT	-13.6%	-9.7%	-3.9 p.p.	-7.7%	-5.9 p.p.	-11.1%	-8.0%	-3.1 p.p.
PDA - EAD PMT/ EAD Net Revenue PMT	-63.2%	-63.2%	0.0 p.p.	0.0%	-63.2 p.p.	-66.2%	-63.2%	-3.0 p.p.

Kroton - Values in R\$ ('000)	2Q23	2Q22	Chg.%	1Q23	Chg.%	1H23	1H22	Chg.%
Provision for Doubtfull Account - PDA	(115,755)	(121,906)	-5.0%	(91,298)	26.8%	(207,052)	(213,145)	-2.9%
PDA / Postsecondary Net Revenues ¹	-11.2%	-13.2%	2.0 p.p.	-11.3%	0.2 p.p.	-11.2%	-13.1%	1.9 p.p.
PDA Out-of-pocket	(94,620)	(64,317)	47.1%	(47,101)	100.9%	(141,721)	(94,588)	49.8%
PDA Out-of-pocket / Postsecondary Net Revenues Out-of-pocket ¹	-10.4%	-8.3%	-2.1 p.p.	-6.7%	-3.7 p.p.	-8.8%	-7.0%	-1.8 p.p.
PDA FIES - Financed Part	(586)	(518)	13.3%	(308)	90.1%	(894)	(807)	10.9%
PDA FIES / Postsecondary Net Revenues FIES ¹	-0.9%	-0.9%	0.0 p.p.	-0.9%	0.0 p.p.	-0.9%	-0.9%	0.0 p.p.
PDA PEP - Installment Part	(17,807)	(40,170)	-55.7%	(21,816)	-18.4%	(39,623)	(72,292)	-45.2%
PDA PEP / Postsecondary Net Revenues PEP ¹	-42.8%	-61.2%	18.5 p.p.	-61.0%	18.2 p.p.	-51.2%	-61.1%	9.9 p.p.
PDA PMT - Installment Part	(2,742)	(16,901)	-83.8%	(22,072)	-87.6%	(24,814)	(45,458)	-45.4%
PDA PMT / Postsecondary Net Revenues PMT ¹	-14.5%	-63.2%	48.7 p.p.	-63.4%	48.9 p.p.	-46.2%	-63.2%	17.0 p.p.

Vasta - Values in R\$ ('000)	2Q23	2Q22	Chg.%	1Q23	Chg.%	1H23	1H22	Chg.%
Provision for Doubtfull Account - PDA	(1,027)	(3,569)	-71.2%	(10,381)	-90.1%	(11,408)	(12,439)	-8.3%
PDA Vasta/ Vasta Net Revenues ¹	-0.4%	-1.9%	1.5 p.p.	-2.6%	2.2 p.p.	-1.7%	-2.2%	0.5 p.p.

Others - Values in R\$ ('000)	2Q23	2Q22	Chg.%	1Q23	Chg.%	1H23	1H22	Chg.%
Provision for Doubtfull Account - PDA	(1,604)	6,844	-123.4%	(1,287)	24.6%	(2,891)	5,585	-151.8%
PDA Others/ Others Net Revenues ¹	-1.8%	15.8%	-17.7 p.p.	-1.0%	-0.9 p.p.	-1.3%	3.9%	-5.2 p.p.

EXHIBIT 7 – COVERAGE RATIO AND ACCOUNTS RECEIVABLE

Gross Accounts Receivable - Values in R\$ (000)	2Q23	2Q22	Chg.%	1Q23	Chg.%
Cogna	5,689,542	5,607,382	1.5%	5,787,205	-1.7%
Credit Card	7,855	92,034	-91.5%	36,825	-78.7%
Kroton	4,952,804	5,004,997	-1.0%	4,865,598	1.8%
Private Special Installment Plan (PEP/PMT)	3,768,329	3,778,909	-0.3%	3,772,129	-0.1%
PEP	2,828,423	2,814,603	0.5%	2,821,415	0.2%
PMT	939,905	964,306	-2.5%	950,714	-1.1%
Kroton ex-Installment payment products	1,184,476	1,226,088	-3.4%	1,093,469	8.3%
Out-of-Pocket	934,645	996,406	-6.2%	875,860	6.7%
FIES (Public Financing)	249,831	229,682	8.8%	217,609	14.8%
Saber	113,452	57,398	97.7%	108,504	4.6%
Vasta	615,431	452,953	35.9%	776,278	-20.7%
Cogna ex-Installment payment products and Credit Card	1,913,358	1,736,439	10.2%	1,978,251	-3.3%

Net Accounts Receivable - Values in R\$ (000)	2Q23	2Q22	Chg.%	1Q23	Chg.%
Cogna	2,291,507	2,151,236	6.5%	2,346,608	-2.3%
Credit Card	7,855	92,034	-91.5%	36,825	-78.7%
Kroton	1,628,977	1,622,682	0.4%	1,506,687	8.1%
Private Special Installment Plan (PEP/PMT)	1,063,220	1,100,749	-3.4%	1,051,444	1.1%
PEP	936,819	943,280	-0.7%	918,541	2.0%
PMT	126,401	157,469	-19.7%	132,903	-4.9%
Kroton ex-Installment payment products	565,757	521,933	8.4%	455,242	24.3%
Out-of-Pocket	454,838	429,497	5.9%	375,960	21.0%
FIES (Public Financing)	110,919	92,436	20.0%	79,283	39.9%
Saber	103,865	33,665	208.5%	99,071	4.8%
Vasta	550,810	402,855	36.7%	704,025	-21.8%
Cogna ex-Installment payment products and Credit Card	1,220,432	958,452	27.3%	1,258,339	-3.0%

Coverage Ratio	2Q23	2Q22	Chg.%	1Q23	Chg.%
Cogna	59.7%	61.6%	-1.9 p.p.	59.5%	0.2 p.p.
Credit Card	0.0%	0.0%	0.0%	0.0%	0.0%
Kroton	67.1%	67.6%	-0.5 p.p.	69.0%	-1.9 p.p.
Private Special Installment Plan (PEP/PMT)	71.8%	70.9%	0.9 p.p.	72.1%	-0.3 p.p.
Kroton ex-Installment payment products	52.2%	57.4%	-5.2 p.p.	58.4%	-6.2 p.p.
Out-of-Pocket	51.3%	56.9%	-5.6 p.p.	57.1%	-5.8 p.p.
FIES (Public Financing)	55.6%	59.8%	-4.2 p.p.	63.6%	-8.0 p.p.
Saber	8.5%	41.3%	-32.8 p.p.	8.7%	-0.2 p.p.
Vasta	10.5%	11.1%	-0.6 p.p.	9.3%	1.2 p.p.
Cogna ex-Installment payment products and Credit Card	36.2%	44.8%	-8.6 p.p.	36.4%	-0.2 p.p.

Net Revenue - Valores em R\$ (000)	2Q23	2Q22	Chg.%	1Q23	Chg.%
Cogna	5,474,454	4,852,163	12.8%	5,244,030	4.4%
Kroton	3,558,824	3,158,702	12.7%	3,449,187	3.2%
Private Special Installment Plan (PEP/PMT)	260,365	361,660	-28.0%	292,116	-10.9%
PEP	181,720	260,289	-30.2%	205,674	-11.6%
PMT	78,646	101,372	-22.4%	86,442	-9.0%
Kroton ex-Installment payment products	3,298,458	2,797,042	17.9%	3,157,071	4.5%
Out-of-Pocket	3,113,406	2,592,577	20.1%	2,979,639	4.5%
FIES (Public Financing)	185,053	204,465	-9.5%	177,431	4.3%
Saber	548,029	597,838	-8.3%	508,822	7.7%
Vasta	1,367,601	1,095,622	24.8%	1,286,022	6.3%
Cogna ex-Installment payment products and Credit Card	5,214,089	4,490,502	16.1%	4,951,914	5.3%

Average Accounts Receivable Term (days)	2Q23	2Q22	Chg.%	1Q23	Chg.%
Cogna	151	160	- 9	161	- 10
Kroton	165	185	- 20	157	8
Private Special Installment Plan (PEP/PMT)	1,470	1,096	374	1,296	174
PEP	1,856	1,305	551	1,608	248
PMT	579	559	20	553	26
Kroton ex-Installment payment products	62	67	- 5	52	10
Out-of-Pocket	53	60	- 7	45	8
FIES (Public Financing)	216	163	53	161	55
Saber	68	20	48	70	- 2
Vasta	145	132	13	197	- 52
Cogna ex-Installment payment products and Credit Card	84	77	7	91	- 7

EXHIBIT 8 – ESG INDICATORS

MAIN INDICATORS

In line with the topics identified in the materiality process, we present the most relevant indicators for Cognia on a quarterly basis. Full consolidated information can be found in our Sustainability Reports on the page: www.esgcogna.com.br

Check the main highlights:

ENVIRONMENTAL

Water intake ³								
SDGs	GRI	Indicator	Unit	2Q23	2Q22	HA%	1Q23	HA%
3, 11, 12	303-3	Total water intake	m³	122,755	133,647	-8.15%	110,815	10.78%
		Groundwater	%	30.4%	47.4%	-17 p.p.	48.3%	-17.9 p.p.
		Municipal supply	%	69.6%	52.6%	17 p.p.	51.7%	17.9 p.p.
Internal energy consumption ⁴								
SDGs	GRI	Indicator	Unit					
12, 13	302-1	Total energy consumed	GJ	39,371	41,473	-5.07%	42,010	-6.28%
		Energy from renewable sources ⁵	%	83%	85%	-2 p.p.	81%	2 p.p.

Highlights and observations:

- **Water**

The decrease in groundwater consumption is related to the closure of the well at our Distribution Center, located in the city of São José dos Campos, since there was a possible contamination of a land adjacent to our facilities, which housed a plant. Furthermore, the migration to municipal supply generated a delay in measurement, so the total consumption for the quarter should be revised in the 3Q23 report.

Work started on the Anglo Paulista unit, which will host the Anglo Tamandaré course as of the second semester of 2023. The building has modernized facilities and will offer greater mobility for students. Therefore, the 2Q23 data consider water consumption in the two units: Anglo Tamandaré and Anglo Paulista.

- **Electricity**

The decrease in energy consumption compared to other quarters is related to the lower use of air conditioning due to the milder climate.

We had the migration of another unit to the Free Energy Market in the quarter, an initiative that reinforces the Company's commitment to have 90% of the electric power consumed come from renewable sources by 2025.

³ The consumption totals were obtained from the corresponding bills from the supply Companies. Our units are located in metropolitan regions and urban centers. The dry period considered predicts the rainfall regime used in the generation of hydroelectric electricity. We carry out the raising through the purchase via sanitation companies or contracts with companies for the management of artesian wells.

⁴ The consumption totals were obtained from the corresponding bills from the supply Companies. Our units are located in metropolitan regions and urban centers. The dry period considered predicts the rainfall regime used in the generation of hydroelectric electricity. We carry out the raising through the purchase via sanitation companies or contracts with companies for the management of artesian wells.

⁵ Energy acquired in the free market environment has 100% incentive, coming from alternative sources and therefore is considered a renewable source.

Work started on the Anglo Paulista unit, which will host the Anglo Tamandaré course as of the second semester of 2023. The building has modernized facilities and will offer greater mobility for students. Therefore, the 2Q23 data consider water consumption in the two units: Anglo Tamandaré and Anglo Paulista.

SOCIAL

Diversity in the staff by functional category*								
SDGs	GRI	Indicator*	Unit	2Q23	2Q22	HA%	1Q23	HA%
5	405-1	C-level – Female	%	15%	14%	1 p.p.	15%	0 p.p.
		C-level – Male	%	85%	86%	-1 p.p.	85%	0 p.p.
		C-level - total	no.	13	14	-7.1%	13	0.0%
		Leadership (≥ manager) – Female	%	46%	45%	1 p.p.	47%	- 1 p.p.
		Total - Leadership (≥ manager) – Male	%	54%	55%	- 1 p.p.	53%	1 p.p.
		Leadership (≥ manager) ⁶ – total	no.	615	601	2.3%	637	-3.5%
		Academic staff – Female	%	55%	55%	0 p.p.	55%	0 p.p.
		Academic staff – Male	%	45%	45%	0 p.p.	45%	0 p.p.
		Academic staff ⁷ - total	no.	8,999	9,120	-1.3%	9,524	-5.5%
		Administrative/operating – Female	%	69%	57%	12 p.p.	69%	0 p.p.
		Administrative/operating – Male	%	31%	43%	-12 p.p.	31%	0 p.p.
		Administrative/Operational ⁸ – total	no.	14,171	12,148	16.7%	13,756	3.0%
		Employees – Female	%	63%	54%	9 p.p.	63%	0 p.p.
		Employees – Male	%	37%	46%	-9 p.p.	37%	0 p.p.
		Employees - total	no.	23,798	21,883	8.8%	23,930	-0.6%
Social impact								
SDGs	GRI	Indicator	Unit	1H23	1H22	2022		
4, 10	103-2, 103-3, 203-1, 413-1	Social projects	no.	294	219	1,056		
		Benefited people	no.	33,844	56,524	233,096		
		Students and faculty involved	no.	7,087	8,309	36,765		
		Academic volunteering	Hours	9,928	12,400	111,375		
		Corporate volunteering	Hours	1,288	1,620	3,216		
Health and Safety								
SDGs	GRI	Indicator	Unit	2Q23	2Q22	HA%	1Q23	HA%
3	403-5, 403-9	Units covered by the Risk Management Program (PGR)	%	100%	100%	0 p.p.	100%	0 p.p.
		Employees trained ⁹	no.	10,029	3,209	212.5%	2,279	340.1%
		Average hours of trainings per participant ¹⁰	no.	1.3	4.1	-69.5%	2.1	-40.5%

⁶ Management, senior management and leadership positions without direct reporting to the CEO (regional executive boards, unit executive boards and vice-presidencies).

⁷ Coordination of courses, professors and tutors.

⁸ Corporate coordination, specialists, assistants and analysts.

⁹ Since 2021, the indicator considers all employees who underwent training in the period, not just those hired.

¹⁰ Total training hours/employees trained.

	Accidents with and without leave ¹¹	no.	12	N/A	N/A	N/A	N/A
	Accident frequency	rate ¹²	1.25	1.81	-30.9%	0.87	43.7%
	Accidents with serious consequences ¹³	no.	0	N/A	N/A	N/A	N/A
	Accidents with serious consequences	rate ¹⁴	0	0	0.0%	0	0.0%

* Advisors, apprentices and interns were not considered in the total number of employees. **Indicators presented progressively, i.e., they refer to the accumulated total since the beginning of the year, therefore we do not present the changes related to previous periods. NA: Not available: Quarterly disclosure started in the second quarter of 2023. Disclosure was previously made annually through the Sustainability Reports of the respective reporting cycles **The main causes of occupational accidents were: impacts against a stationary object, accidental contact, impact suffered in areas of internal and external circulation, causing cuts/perforations, abrasions, bruises and sprains.

• Social impact

Since 2017, we have maintained our Social Project Management System, which enables the monitoring, improvement and transparency of the social projects carried out by our Higher Education Institutions, as well as the sharing of good practices in our network. Major projects are published on the website of the Brazilian Alliance for Education – an intersectoral movement in favor of Education in the country, led by Kroton.

We encourage the realization of social projects that serve communities located around our campuses through service learning, experiential education for students to get involved in activities that meet human and community needs, as well as opportunities for reflection aimed at achieving the desired learning results.

We run a Corporate Volunteer Program at Somos Futuro, which enables students from public schools to attend high school at one of our partner educational institutions. Our employees participate as interviewers in the candidate selection phase and can accompany the full education path of students, acting as mentors.

• Health and Safety

In the second semester of May 2023, an automatic reminder triggering process was implemented for employees who did not take the mandatory courses on occupational health and safety available at our corporate university. As a result, 7,794 people were trained during the third quarter, thus reducing the total number of employees pending mandatory training by 41%.

In the last week of May 2023, we held the 1Ht Mega SIPAT (Internal Week for the Prevention of Occupational Accidents), which brought together all Cognia units in an integrated event (online and broadcast live). Professionals from different areas presented health and safety content such as: Health and Safety Policy and ESG, 3Ps (stop, process, proceed), commuting accidents and road safety tips, how to identify and prevent harassment and other forms of violence, mental health in a technological context and what to do in emergencies.

¹¹ It also includes minor injuries treated in the workplace.

¹² Total accidents (with and without leave) / Total man-hours worked (MHW) x 1,000,000.

¹³ Accidents that generate injury or limitation of the worker's capabilities for a period of more than six months. Deaths are not included.

¹⁴ Occupational accident generate injury or limitation of the worker's capabilities for a period of more than six months. Deaths are not included. The rate follows the formula: Total occurrences X 1,000,000 / Total man-hours worked (MHW).

GOVERNANCE

Diversity in the Board of Directors (Gender)								
SDGs	GRI	Indicator	Unit	2Q23	2Q22	HA%	1Q23	HA%
5	405-1	Members	no.	5	5	0%	5	0%
		Women	%	40%	40%	0 p.p.	40%	0 p.p.
Ethical behavior								
SDGs	GRI	Indicator	Unit	2Q23	2Q22	HA%	1Q23	HA%
16	2-25	Cases registered in the Confidential Channel	no.	187	N/A	N/A	N/A	N/A
10	406-1	Complaints about discrimination received in the Confidential Channel	no.	8	N/A	N/A	N/A	N/A
		Confirmed cases of discrimination	no.	5*	N/A	N/A	N/A	N/A
5	405-1	Employees trained on anti-corruption policies and procedures	%	100%	100%	0 p.p.	100%	0 p.p.
		Transactions subject to corruption-related risk assessment	%	100%	100%	0 p.p.	100%	0 p.p.
		Confirmed cases of corruption	no.	0	0	0%	0	0%
Compliance								
SDGs	GRI	Indicator	Unit	2Q23	2Q22	HA%	1Q23	HA%
16	307-1, 419-1	Fines for social economic non-compliance	R\$'000	0	0	0%	0	0%
		Non-financial sanctions for social economic non-compliance	no.	0	0	0%	0	0%
		Fines for environmental non-compliance	R\$'000	0	0	0%	0	0%
		Non-financial sanctions for environmental non-compliance	no.	0	0	0%	0	0%
		Fines for social economic non-compliance	R\$'000	0	0	0%	0	0%
Customer data privacy								
SDGs	GRI	Indicator	Unit	2Q23	2Q22	HA%	1Q23	HA%
16	418-1	External complaints proven by the organization	no.	328	126	160.3 %	429	- 23.5 %
		Complaints received from regulatory bodies or similar official bodies	no.	1	0	100%	0	100%
		Identified cases of leakage, theft or loss of customer data	no.	0	0	0%	0	0%

NA: Not available: Quarterly disclosure started in the second quarter of 2023. Disclosure was previously made annually through the Sustainability Reports of the respective reporting cycles. *The other 3 complaints received are under investigation and have not yet been concluded.

- Diversity in the Board of Directors

60% of the seats in the Cognia's Board of Directors are held by people belonging to minority groups such as women, LGBTQIAP+. One of the goals of the Cognia Commitments for a Better World was to have these audiences represented

by at least 1/3 of the positions by 2025. The target was reached and surpassed in 2022, when there was an election for the new Board, which has a term of office until August 2024.

- **Ethical behavior**

In the second quarter, we started a program to raise awareness of Cognia's leadership with a workshop on discrimination, moral harassment and sexual harassment. The workshop presents the topic through concepts and practical examples and reinforces the existence of the Cognia Confidential Channel for reporting any situation involving discrimination, harassment and deviations from the Code of Conduct. It also highlights the guarantee of confidentiality and details the full process for investigating the reports received.

- **Compliance**

We did not record significant fines or sanctions related to economic and social aspects, except for the normal course of business. Cognia has been working strongly on the preventive labor front, having mapped the main causes of contingencies and outlined robust action plans to manage this risk with revisions and adjustments to procedures. During the year, there was no record of significant fines or administrative and judicial sanctions for non-compliance with environmental laws and/or regulations.

- **Customer data privacy**

In June 2023, the Mandatory Data Privacy Training was launched on the Unico Platform – our Corporate University, aimed at all Company's employees;

The change recorded between the first and second quarters of 2023 was due to requests to change and update data that occurred during the student intake and enrollment period. The complaint refers to a supervisory process that is being verified by the responsible body.