

GAEC Educação S.A. and subsidiaries

Financial Statements for the Year Ended
December 31, 2016 and
Independent Auditor's Report
On the Parent Company and Consolidated
Financial Statements

Deloitte Touche Tohmatsu Auditores Independentes

INDEPENDENT AUDITOR'S REPORT ON THE PARENT COMPANY AND CONSOLIDATED FINANCIAL STATEMENTS

To the shareholders of GAEC Educação S.A.

Opinion

We have reviewed the parent company and consolidated financial statements of GAEC Educação S.A. ("Company"), comprising the statement of financial position as at December 31, 2016 and the respective statements of operations, comprehensive income, changes in equity and cash flows for the fiscal year then ended, including a summary of the main accounting practices and other notes.

In our opinion, the aforementioned financial statements present fairly, in all material respects, the parent company and consolidated financial position of the Company on December 31, 2016, the parent company and consolidated performance of its operations and its parent company and consolidated cash flows for the year then ended, in conformity with the accounting practices adopted in Brazil and the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB).

Basis for our opinion

We conducted our audit in accordance with Brazilian and International Standards on Auditing. Our responsibilities, pursuant to these standards, are described in the section called "Auditors' Responsibility for the Audit of the Parent Company and Consolidated Financial Statements" below. We are independent of the Company and its subsidiaries, in compliance with the relevant ethical principles set forth in the Code of Professional Ethics for Accountants and the professional standards issued by the Brazilian Federal Accounting Council, and we have also fulfilled our other ethical responsibilities in accordance with these standards. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the parent company and consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Recognition of tuition fee revenue

As per Note 26 to the financial statements, the Company's main source of revenue comes from tuition fees. Due to the significance of the balances, the high volume of records and issuance of payment slips and the importance of computer systems for the recognition of this revenue in the financial statements, tuition fee revenue was considered a key audit matter.

We addressed this matter in our audit by using the following main audit procedures: (i) to obtain an understanding of the internal controls adopted by Management to capture the transactions, considering their use, integrity, accuracy, classification, recognition in the reporting period and compliance with revenue recognition criteria; (ii) to assess the design, implementation and effectiveness of internal controls applicable to the recognition of tuition fee revenue; (iii) to perform audit tests, which consist of analyzing operational data and making independent estimated calculations based on annual tuition fee revenue from the most relevant institutions and courses; and (iv) select tuition fee revenue transactions during the

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year based on statistical criteria in order to obtain documentary evidence of the integrity and accuracy of revenue, as well as compliance with the Company's business goals and recognition in the appropriate reporting period.

Evaluation of recoverability of goodwill of subsidiaries with recurring accounting losses

The Company recorded goodwill of R\$81,250 thousand under intangible assets related to goodwill paid in the acquisition of the subsidiary HSM do Brasil S.A., based on the expected future profitability of its business. In accordance with CPC 4 – Intangible Assets (equivalent to IAS 38 – Intangible Assets), the Company must annually evaluate the recoverability of goodwill, and, if necessary, record a provision for impairment. The process for evaluating this intangible asset's recoverability is complex and involves significant judgment by Management to determine the discount rate, projected revenue and the economic and financial evaluation model used. Given that the subsidiary's actual results have been lower than expected, this asset has been considered a key audit matter.

The procedures used to obtain appropriate audit evidence were as follows: (i) participation of our specialists in the review of the methodology and procedures used by the Company's Management in its recoverability analysis; (ii) analysis of the mathematical consistency of the economic and financial evaluation model; (iii) assessment of the reasonableness of the assumptions used to project future results and the discount rate adopted; and (iv) sensitivity analyses in the study prepared by the Company's Management to support the goodwill recognized in the financial statements.

We have also assessed the appropriateness of the content disclosed by Management in Note 14.2 to the financial statements.

Emphasis

Restatement of the amounts corresponding to the year ended December 31, 2015

As mentioned in Note 5, due to changes in the accounting policies, the amounts corresponding to the statement of income for the fiscal year and the statement of value added referring to the year ended December 31, 2015, presented for comparison purposes, were adjusted and are being restated pursuant to CPC 23/IAS 8 - Accounting Policies, Changes in Accounting Estimates and Errors and CPC 26 (R1)/IAS 1 - Presentation of Financial Statements. Our opinion remains unchanged regarding this matter.

Other matters

Statement of value added

The parent company and consolidated statements of value added for the year ended December 31, 2016, which are the responsibility of the Company's management and are presented as supplementary information for IFRS purposes, were subject to audit procedures performed together with the audit of the Company's financial statements. In order to form our opinion, we have verified if these statements are reconciled with the financial statements and accounting records, as applicable, and if their form and content are in compliance with the criteria set forth in the Technical Pronouncement CPC 09 - "Statement of Value Added". In our opinion, these statements of value added were fairly prepared, in all material respects, in accordance with the criteria established in this Technical Pronouncement and are consistent with the parent company and consolidated financial statements taken as a whole.

Other information accompanying the parent company and consolidated financial statements and the independent auditor's report

The Company's Management is responsible for this and other information comprising the management report.

Our opinion on the parent company and consolidated financial statements does not cover the management report. Accordingly, we do not express any form of audit conclusion on this report.

In connection with the audit of the parent company and consolidated financial statements, our responsibility is to read the management report and, in doing so, consider whether it is materially inconsistent with the parent company and consolidated financial statements or the knowledge we obtained in the audit, or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement in the management report, we are required to report this fact.

We have nothing to report in this regard.

Responsibilities of Management and those charged with Governance for the parent company and consolidated financial statements

Management is responsible for the preparation and fair presentation of the parent company and consolidated financial statements in accordance with the accounting practices adopted in Brazil and the International Financial Reporting Standards (IFRS), issued by the International Accounting Standards Board (IASB), and for such internal control as management determines is necessary to enable the preparation of parent company and consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the parent company and consolidated financial statements, Management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless Management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The persons charged with governance at the Company are those responsible for overseeing the process of preparation of the parent company and consolidated financial statements.

Auditor's responsibility for the parent company and consolidated financial statements

Our objective is to obtain reasonable assurance that the parent company and consolidated financial statements as a whole are free from material misstatements, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Brazilian and International Standards on Auditing will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Brazilian and International Standards on Auditing, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the parent company and consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal controls of the Group.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting and based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the parent company and consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the parent company and consolidated financial statements, including the disclosures, and whether the parent company and consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal controls that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and communicate all relationships and other matters that may reasonably be thought to bear on our independence, and, where applicable, related safeguards.



From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the parent company and consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Belo Horizonte, March 14, 2017

DELOITTE TOUCHE TOHMATSU
Auditores Independentes
CRC-2SP 011.609/O-8 F/MG

Antonio Marcos Lima Dultra
Accountant
CRC-BA nº 21440/O-8

GAEC EDUCAÇÃO S.A. AND SUBSIDIARIES

STATEMENT OF FINANCIAL POSITION AS AT DECEMBER 31, 2016
Amounts in thousands of Brazilian reais R\$

| ASSETS | Note | Parent Company | | Consolidated | | LIABILITIES AND EQUITY | Note | Parent Company | | Consolidated | |
|------------------------------|----------|----------------|------------|--------------|------------|--|------|----------------|------------|--------------|-----------|
| | | 31/12/2016 | 31/12/2015 | 31/12/2016 | 31/12/2015 | | | 31/12/2016 | 31/12/2015 | | |
| CURRENT ASSETS | | | | | | CURRENT LIABILITIES | | | | | |
| Cash and cash equivalents | 7 | 8.663 | 1.411 | 39.568 | 25.480 | Trade payables | 15 | 4.032 | 3.315 | 23.688 | 19.606 |
| Short-term investments | 7 | 7.003 | 153.482 | 141.931 | 159.058 | Loans and borrowings | 16 | 99.824 | 109.399 | 124.126 | 124.192 |
| Trade receivables | 8 and 31 | 12.205 | 8.280 | 195.710 | 165.855 | Labor and related taxes | 18 | 6.853 | 7.097 | 58.359 | 46.358 |
| Sundry advances | 9 | 1.532 | 671 | 37.355 | 19.001 | Taxes payable | 19 | 1.058 | 901 | 14.772 | 10.690 |
| Dividends receivable | | 140.617 | 56.858 | - | - | Advances from clients | 20 | - | - | 19.177 | 21.042 |
| Recoverable taxes | 10 | 3.630 | 2.029 | 11.154 | 8.288 | Taxes and contributions paid in installments | 21 | - | - | 550 | 180 |
| Derivatives | 32 | - | 12.093 | - | 12.093 | Notes payable | 22 | - | - | 9.133 | - |
| Other current assets | | 56 | 56 | 8.324 | 4.349 | Dividends payable | | 4.967 | 15.266 | 4.967 | 15.266 |
| Total current assets | | 173.706 | 234.880 | 434.042 | 394.124 | Derivatives | 32 | 13.061 | - | 13.061 | - |
| | | | | | | Other current liabilities | | 202 | 11 | 456 | 730 |
| | | | | | | Total current liabilities | | 129.997 | 135.989 | 268.289 | 238.064 |
| NONCURRENT ASSETS | | | | | | NONCURRENT LIABILITIES | | | | | |
| Trade receivables | 8 | - | - | 89.893 | 123.397 | Loans and borrowings | 16 | 230.301 | 201.820 | 253.506 | 230.263 |
| Sundry advances | 9 | - | - | 12.449 | 2.983 | Debt to related parties | 31 | 22 | - | - | - |
| Escrow deposits | 23 | 34 | 42 | 36.292 | 27.915 | Notes payable | 22 | - | - | 64.551 | - |
| Credits with related parties | 31 | - | - | 147 | 12 | Taxes and contributions paid in installments | 21 | - | - | 4.470 | 3.387 |
| Recoverable taxes | 10 | 1.279 | 3.590 | 6.001 | 7.525 | Deferred income tax and social contribution | 11 | - | - | 52.180 | 15.320 |
| Derivatives | 32 | - | 10.725 | - | 10.725 | Provision for labor, tax and civil risks | 23 | 1.290 | 2.328 | 98.473 | 46.092 |
| Other noncurrent assets | | - | - | 16.366 | 10.534 | Derivatives | 32 | 9.641 | - | 9.641 | - |
| Investments | 12 | 811.261 | 716.985 | - | - | Other noncurrent liabilities | | 717 | - | 1.050 | 533 |
| Property and equipment | 13 | 5.248 | 3.901 | 223.530 | 145.958 | Total noncurrent liabilities | | 241.971 | 204.148 | 483.871 | 295.595 |
| Intangible assets | 14 | 16.132 | 12.132 | 569.132 | 452.604 | | | | | | |
| Total noncurrent assets | | 833.954 | 747.375 | 953.810 | 781.653 | TOTAL LIABILITIES | | 371.968 | 340.137 | 752.160 | 533.659 |
| | | | | | | EQUITY | | | | | |
| | | | | | | Capital stock | 24 | 496.411 | 496.411 | 496.411 | 496.411 |
| | | | | | | Capital reserve | | 6.533 | 1.231 | 6.533 | 1.231 |
| | | | | | | Profit reserve | | 212.266 | 217.191 | 212.266 | 217.191 |
| | | | | | | Treasury shares | | (9.952) | (3.149) | (9.952) | (3.149) |
| | | | | | | Goodwill from capital transaction | | (69.566) | (69.566) | (69.566) | (69.566) |
| | | | | | | Total equity | | 635.692 | 642.118 | 635.692 | 642.118 |
| TOTAL ASSETS | | 1.007.660 | 982.255 | 1.387.852 | 1.175.777 | TOTAL EQUITY AND LIABILITIES | | 1.007.660 | 982.255 | 1.387.852 | 1.175.777 |

The notes are an integral part of the financial statements.

GAEC EDUCAÇÃO S.A. AND SUBSIDIARIES

STATEMENT OF INCOME FOR THE YEAR ENDED DECEMBER 31, 2016
Amounts in thousands of Brazilian reais R\$

| | Note | Parent Company | | Consolidated | |
|---|------|----------------|------------|--------------|--------------------------|
| | | 31/12/2016 | 31/12/2015 | 31/12/2016 | 31/12/2015 (restated) |
| NET REVENUE | 26 | 2.519 | 2.318 | 960.434 | 834.944 |
| Cost of products and services | 27 | (16.912) | (15.370) | (611.583) | (492.616) |
| GROSS INCOME (LOSS) | | (14.393) | (13.052) | 348.851 | 342.328 |
| OPERATING INCOME (EXPENSES) | | | | | |
| Selling expenses | 27 | (1.839) | (1.053) | (75.394) | (66.765) |
| General and administrative expenses | 27 | (1.712) | (54.608) | (191.213) | (199.897) |
| Equity in the earnings (losses) of subsidiaries | 12 | 87.569 | 137.944 | - | - |
| Other net operating income (expenses) | 27 | (7.827) | 1.924 | (26.155) | (5.995) |
| | | 76.191 | 84.207 | (292.762) | (272.657) |
| EARNINGS BEFORE FINANCIAL RESULT | | 61.798 | 71.155 | 56.089 | 69.671 |
| Financial result | 29 | (40.953) | (10.740) | (36.771) | (11.202) |
| PROFIT BEFORE INCOME TAXES | | 20.845 | 60.415 | 19.318 | 58.469 |
| Current and deferred income tax and social contribution | 11 | - | 3.788 | 1.527 | 5.734 |
| PROFIT FOR THE YEAR | | 20.845 | 64.203 | 20.845 | 64.203 |
| EARNINGS PER SHARE (in thousands of shares) | 24 | 0,26 | 0,77 | 0,26 | 0,77 |

The notes are an integral part of the financial statements.

GAEC EDUCAÇÃO S.A. AND SUBSIDIARIES

STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED DECEMBER 31, 2016

Amounts in thousands of Brazilian reais R\$

| | Parent Company | | Consolidated | |
|---|-------------------|-------------------|-------------------|-------------------|
| | <u>31/12/2016</u> | <u>31/12/2015</u> | <u>31/12/2016</u> | <u>31/12/2015</u> |
| PROFIT FOR THE YEAR | 20.845 | 64.203 | 20.845 | 64.203 |
| TOTAL COMPREHENSIVE INCOME FOR THE PERIOD | <u>20.845</u> | <u>64.203</u> | <u>20.845</u> | <u>64.203</u> |

The notes are an integral part of the financial statements.

GAEC EDUCAÇÃO S.A. AND SUBSIDIARIES

STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED DECEMBER 31, 2016

Amounts in thousands of Brazilian reais R\$

| | Note | Capital stock | Capital reserve | Treasury shares | Profit reserves | | Goodwill on capital | Retained earnings | Total equity |
|--------------------------------|------|----------------|-----------------|-----------------|-----------------|------------------|---------------------|-------------------|----------------|
| | | | | | Legal reserve | Profit retention | | | |
| BALANCES AT DECEMBER 31, 2014 | | <u>496.411</u> | <u>1.232</u> | <u>(11)</u> | <u>10.168</u> | <u>158.068</u> | <u>(69.566)</u> | <u>-</u> | <u>596.302</u> |
| Incentive plan | | - | (1) | 1 | - | - | - | - | - |
| Mandatory dividends | | - | - | - | - | - | - | (15.248) | (15.248) |
| Legal reserve | | - | - | - | 3.210 | - | - | (3.210) | - |
| Profit reserve | | - | - | - | - | 45.745 | - | (45.745) | - |
| Acquisition of treasury shares | | - | - | (3.139) | - | - | - | - | (3.139) |
| Profit for the year | | - | - | - | - | - | - | 64.203 | 64.203 |
| BALANCES AT DECEMBER 31, 2015 | | <u>496.411</u> | <u>1.231</u> | <u>(3.149)</u> | <u>13.378</u> | <u>203.813</u> | <u>(69.566)</u> | <u>-</u> | <u>642.118</u> |
| Share-based compensation | | - | 5.302 | - | - | - | - | - | 5.302 |
| Mandatory dividends | | - | - | - | - | - | - | (4.951) | (4.951) |
| Legal reserve | | - | - | - | 1.042 | - | - | (1.042) | - |
| Profit reserve | | - | - | - | - | 14.852 | - | (14.852) | - |
| Acquisition of treasury shares | 24.c | - | - | (27.622) | - | - | - | - | (27.622) |
| Cancellation of common shares | | - | - | 20.819 | - | (20.819) | - | - | - |
| Profit for the year | | - | - | - | - | - | - | 20.845 | 20.845 |
| BALANCES AT DECEMBER 31, 2016 | | <u>496.411</u> | <u>6.533</u> | <u>(9.952)</u> | <u>14.420</u> | <u>197.846</u> | <u>(69.566)</u> | <u>-</u> | <u>635.692</u> |

The notes are an integral part of the financial statements.

GAEC EDUCAÇÃO S.A. AND SUBSIDIARIES

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2016
Amounts in thousands of Brazilian reais R\$

| | Note | Parent Company | | Consolidated | |
|---|-------|----------------|------------|--------------|------------|
| | | 31/12/2016 | 31/12/2015 | 31/12/2016 | 31/12/2015 |
| CASH FLOW FROM OPERATING ACTIVITIES | | | | | |
| Profit for the year | | 20.845 | 64.203 | 20.845 | 64.203 |
| Adjustments: | | | | | |
| Allowance for doubtful accounts | 27 | - | - | 45.554 | 38.352 |
| Restatement of escrow deposits | 23 | 3 | (3) | (1.660) | (2.301) |
| Depreciation and amortization | 27 | 4.814 | 3.096 | 42.121 | 27.862 |
| Write-off of the residual value of property and equipment and intangible assets | 13/14 | 102 | 102 | 4.477 | 889 |
| Equity income | 12 | (87.569) | (137.944) | - | - |
| Investment loss | | - | - | 36 | - |
| Allowance for impairment loss | 14 | 10.300 | - | 19.000 | - |
| Expenses with interest from loans, borrowings and tax installments | | 50.284 | 21.386 | 60.716 | 30.216 |
| Recognition, restatement and reversal of the provision for labor, tax and civil risks | 27 | (599) | 19 | 12.060 | 9.724 |
| Expenses with adjustment to present value and inflation adjustments of securities | 29 | - | 166 | 8.706 | 7.991 |
| Restatement of loans to third parties | | - | - | (1.128) | - |
| Share-based compensation | 31.2 | - | - | 5.302 | - |
| Expenses with adjustment to present value and FIES recovery | | - | - | (16.338) | - |
| Current and deferred income tax and social contribution | 11 | - | (3.788) | (1.527) | (5.734) |
| | | (1.820) | (52.763) | 198.164 | 171.202 |
| Variation in operating assets and liabilities: | | | | | |
| Decrease (increase) in trade receivables | | (3.925) | 476 | (5.750) | (178.234) |
| Decrease (increase) in sundry advances | | (861) | 5.785 | (25.203) | 5.377 |
| Decrease (increase) in escrow deposits | 23 | 5 | (7) | (8.653) | (8.146) |
| Decrease (increase) in recoverable taxes and contributions | | 710 | 1.279 | (339) | 1.735 |
| Decrease (increase) in other assets | | - | (29) | 1.951 | 91 |
| (Decrease) increase in trade payables | | 717 | 1.272 | 439 | 4.014 |
| (Decrease) increase in payroll and related taxes | | (87) | (1.376) | 6.104 | 1.573 |
| (Decrease) increase in advances from clients | | - | - | (4.000) | (5.156) |
| (Decrease) increase in taxes and contributions paid in installments | | - | - | (474) | (600) |
| (Decrease) increase in provision for tax, civil and labor risks | 23 | (439) | (52) | (14.407) | (10.402) |
| (Decrease) increase in other liabilities | | 909 | 10 | 243 | (524) |
| | | (2.971) | 7.358 | (50.089) | (190.272) |
| Interest paid | | (15.397) | (4.362) | (25.627) | (13.554) |
| Income tax and social contribution paid | | - | - | (364) | - |
| Net cash (used in) generated by operating activities | | (20.188) | (49.767) | 122.084 | (32.624) |
| CASH FLOW FROM INVESTING ACTIVITIES | | | | | |
| Concessions | | - | - | (135) | - |
| Capital increase in subsidiary | 12 | (165.197) | (83.935) | - | - |
| Acquisition of subsidiaries net of cash acquired | | - | - | (8.019) | - |
| Redemption (investment) of short-term investments | | 157.348 | (107.968) | 40.695 | (23.591) |
| Yields from short-term investments | | (10.869) | (10.329) | (23.361) | (15.474) |
| Acquisition of property and equipment | 13 | (4.026) | (1.938) | (38.397) | (43.699) |
| Acquisition of intangible assets | 14 | (6.237) | (8.234) | (13.227) | (12.990) |
| Dividends received | | 69.732 | 92.690 | - | - |
| Net cash (used in) generated by investing activities | | 40.751 | (119.714) | (42.444) | (95.754) |
| CASH FLOW FROM FINANCING ACTIVITIES | | | | | |
| Loans with related parties | | | | | |
| Funding | | 1.671 | - | - | - |
| Amortizations | | (1.649) | - | - | - |
| Loans and borrowings | | | | | |
| Funding | | 142.978 | 230.000 | 142.978 | 230.000 |
| Amortizations | | (94.849) | (16.962) | (143.395) | (46.559) |
| Gains (losses) on derivatives | | (18.590) | (3.144) | (18.590) | (3.144) |
| Amortization of notes payable in the acquisition of subsidiaries | | - | - | (3.673) | - |
| Treasury shares | | (27.623) | (3.139) | (27.623) | (3.139) |
| Dividends paid | | (15.249) | (39.167) | (15.249) | (39.167) |
| Net cash (used in) generated by financing activities | | (13.311) | 167.588 | (65.552) | 137.991 |
| (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS | | 7.252 | (1.893) | 14.088 | 9.613 |
| VARIATION OF CASH AND CASH EQUIVALENTS | | | | | |
| Cash and cash equivalents at the beginning of the year | | 1.411 | 3.304 | 25.480 | 15.867 |
| Cash and cash equivalents at the end of the year | | 8.663 | 1.411 | 39.568 | 25.480 |
| (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS | | 7.252 | (1.893) | 14.088 | 9.613 |

The notes are an integral part of the financial statements.

GAEC EDUCAÇÃO S.A. AND SUBSIDIARIES

STATEMENT OF VALUE ADDED FOR THE YEAR ENDED DECEMBER 31, 2016

Amounts in thousands of Brazilian reais R\$

| | Note | Parent Company | | Consolidated | |
|---|------|-----------------|-----------------|----------------|--------------------------|
| | | 31/12/2016 | 31/12/2015 | 31/12/2016 | 31/12/2015 (restated) |
| REVENUE | | | | | |
| Revenue from products and services | 26 | 2.819 | 2.534 | 982.258 | 854.830 |
| Other revenue | | 131 | - | 10.237 | 7.029 |
| Allowance for doubtful accounts | 27 | - | - | (45.554) | (38.352) |
| INPUTS ACQUIRED BY THIRD PARTIES | | | | | |
| Cost of products and services | | (25) | (5) | (11.493) | (6.384) |
| Materials, electricity, outsourced services and other | | (14.750) | (56.586) | (178.291) | (173.663) |
| GROSS VALUE ADDED | | (11.825) | (54.057) | 757.157 | 643.460 |
| Depreciation and amortization | 27 | (4.814) | (3.096) | (42.121) | (27.862) |
| NET VALUE ADDED | | (16.639) | (57.153) | 715.036 | 615.598 |
| VALUE ADDED RECEIVED IN TRANSFER | | | | | |
| Equity in the earnings (losses) of subsidiaries | 12 | 87.569 | 137.944 | - | - |
| Finance income | 29 | 77.619 | 34.745 | 119.143 | 55.163 |
| TOTAL VALUE ADDED TO DISTRIBUTE | | 148.549 | 115.536 | 834.179 | 670.761 |
| VALUE ADDED DISTRIBUTION | | | | | |
| Personnel | | | | | |
| Direct Compensation | | 4.575 | 6.367 | 392.205 | 332.690 |
| Share-based compensation | | - | - | 5.302 | - |
| Benefits | | 956 | 704 | 23.456 | 17.826 |
| Severance pay fund (FGTS) | | 351 | 193 | 41.962 | 32.586 |
| Taxes and contributions | | | | | |
| Federal | | 3.115 | (1.884) | 99.295 | 79.488 |
| State | | - | - | 697 | 6 |
| Municipal | | 81 | 87 | 22.695 | 23.112 |
| Value distributed to providers of capital | | | | | |
| Interest | 29 | 118.572 | 45.486 | 155.914 | 66.365 |
| Rental | | 54 | 380 | 71.808 | 54.485 |
| Value distributed to shareholders | | 20.845 | 64.203 | 20.845 | 64.203 |
| Dividends | | 4.951 | 15.248 | 4.951 | 15.248 |
| Retained profit for the year | | 15.894 | 48.955 | 15.894 | 48.955 |

The notes are an integral part of the financial statements.

2016 MANAGEMENT REPORT

Dear shareholders,

We are very pleased to present our Management Report and Financial Statements for the fiscal year ended December 31, 2016 and the comparisons with 2015. The individual financial statements are prepared in accordance with the Brazilian accounting practices, including the pronouncements issued by the Accounting Pronouncements Committee (CPC) and the rules issued by the Brazilian Securities and Exchange Commission. The consolidated financial statements have been prepared and are presented in accordance with International Financial Reporting Standards - IFRS issued by the International Accounting Standards Board (IASB).

About ANIMA

Anima is one of Brazil's largest private higher education organizations, both in terms of revenue and the number of enrolled students, according to Hoper Educação. We closed 2016 with approximately 91 thousand students enrolled in on-campus and distance-learning undergraduate, graduate, K12 and vocational programs in 32 campuses in the states of Minas Gerais, São Paulo, Santa Catarina, Paraná and Goiás. We are uniquely positioned with respect to other companies in the industry, including publicly held educational firms, which means we are able to combine scale with high quality teaching. We have 14 years of experience in Brazil's post-secondary education sector, with two university centers in Belo Horizonte (UNA and UniBH), one university center in Santos (Unimonte), Universidade São Judas Tadeu (São Judas) in São Paulo and eight colleges in Betim, Contagem, Sete Lagoas, Pouso Alegre, Divinópolis, Bom Despacho, Uberlândia (Minas Gerais) and Catalão (Goiás). At the end of 2015, we acquired Sociesc, present in the most important cities of Santa Catarina state and in Curitiba, with a brand that is well recognized by students, professors and the market. In 2016, with approximately 4.3 thousand students distributed among a portfolio of diversified and high value-added programs, Faculdade Faceb de Bom Despacho and Faculdade de Educação de Bom Despacho, headquartered in Bom Despacho (Minas Gerais), were integrated into the Anima Group. In the same year, we also incorporated Faculdade Politécnica de Uberlândia and Faculdade Politécnica de Goiás, based in the cities of Uberlândia and Catalão, in the states of Minas Gerais and Goiás, respectively, with approximately 2.3 thousand enrolled students, distributed among 14 on-campus undergraduate programs. We believe that, by having traditional brands renowned for quality, we are on the right track to achieving our goal of Transforming the Country through Education.

The portfolio also includes HSM, one of the most renowned corporate education institutions in Brazil. We believe HSM is also the leader in the organization of major business management events in terms of participant numbers, with an average annual audience of between eight and nine thousand participants, most of them senior executives of large companies. The events organized by HSM in Brazil aim to stimulate the discussion of the issues at the forefront of global management, and include the participation of world-renowned speakers, such as Jim Collins, Ram Charan, Michael Porter and Philip Kotler. HSM, founded 30 years ago, also offers educational solutions, including in-company courses and HSM Performance, which combine a unique

methodology and monitoring to meet the needs of companies in relation to developing their employees and leaders. HSM also has its own publishing house, which is responsible for publishing select management titles and HSM Management Magazine, as well as HSM Experience, our digital management content platform.

Message from Management

“It is not our abilities that show what we truly are. It is our choices.”

Cinema is undoubtedly an endless source of inspiration, which is why we are beginning this annual message with this quote from the movie *Harry Potter and the Chamber of Secrets*. Albus Dumbledore, the headmaster of the wizarding school Hogwarts and the mentor of the lead character Harry Potter, expresses, to a large extent, Anima’s current situation and the tone of this letter. In the movie, the old wizard, who is dedicated to educating young Harry, teaches him that, even in times of difficulties and adversities, the right choices show where we should focus all our potential.

There is no doubt that 2015-16 was one of the most challenging periods for the Brazilian economy, marked by a severe recession, combined with a policy of extremely high interest rates, out-of-control inflation, rising unemployment and low confidence levels. All this was aggravated by an institutional and fiscal crisis in the government, which, among other things, has halted the student financing program (FIES). In this scenario, we have chosen the difficult path of adjusting our company to the new reality without interrupting our value creation journey based on academic quality, our students’ success and the creation of growth opportunities for our faculty and employees.

We are certain that all education projects should be long term and we have to bear this in mind when we think about our most important efforts and initiatives. That is why we have deliberately chosen to maintain our investments in innovation and quality intact and we firmly believe that this decision is crucial to support our purpose and market positioning. We also continue carrying out our expansion projects, which will guarantee a new growth cycle for Anima, especially when the economy begins to recover in a more consistent manner.

More than simple choices, therefore, we believe that quality and growth are true commitments of Anima’s management team to its faculty, employees, students, investors and stakeholders in general. These commitments should also consequently translate into attractive returns for our shareholders.

Quality as an essential element

The evaluation results disclosed this month by the Ministry of Education (MEC) for 2015 confirm that we are in the right direction. In this evaluation cycle, especially, we are very pleased about the improvement of IGC in all our institutions. One of the highlights was São Judas, which reached its goal of achieving an IGC of 4 and was ranked among the top five private universities in the country.

Alongside São Judas, UNA consolidated its position as the leader in the Belo Horizonte metropolitan region, as all its post-secondary institutions (UNA Belo Horizonte, Contagem and Betim) had an IGC of 4, coming once again on top of the ranking of the private universities and university centers in Minas Gerais. We also highlight the substantial improvement of Unimonte's results, which are now in line with other Anima institutions, as Unimonte recorded a 40-point increase on its continuous IGC, which also positioned it as one of the leaders in its region. It is worth to mention Sociesc's results: three of its units achieved an IGC of 4. Although the indicators refer to the pre-Anima period, they make us even more certain about the strategic importance of this acquisition, which reinforces our quality positioning and marks the beginning of our expansion to new regions.

A more detailed analysis of individual program grades and CPC and ENADE results, which will be presented later on in this report, shows even more positive data. Anima's programs are often among the regional leaders in terms of quality and our performance (79% of programs with a CPC grade of 4 or 5) is substantially better than the results obtained by Brazilian public universities.

Unlike in the Harry Potter saga, which is full of magical spells, nothing happened by magic at Anima. The results are the consequence of a serious academic project, which is obsessed by quality and values the classroom, professors and their relationship with students. We began implementing the project in 2008 and it has been evolving year after year thanks to the tireless efforts of all our teams. We would like to express our appreciation to professors, course coordinators and academic managers who believe in the university's power of transformation and the key assumptions that support our academic base.

The initiatives do not stop there. We are very pleased with the progress of Projeto de Vida (Life Project) as an important element of our programs. A space where we encourage students to reflect on their dreams and life goals, in addition to effectively integrating the development of behavioral skills, also known as soft skills, into the curriculums. In 2016, 9.4 thousand students (in 51 different programs) and 107 professors have had this experience. Our next development frontier is the evolution of our programs and campuses, with a more intensive use of technology and active learning methods, focused on the development of competencies.

The discussion of quality should evolve towards what we internally call our Proprietary Definition of Quality, which will include not only the MEC's indicators, but also metrics related to student satisfaction and graduate success (employability, income, etc.), so that, at the end, we can measure the much-dreamed-of student ROI, whose results we will present throughout 2017. We know we have raised the bar and now need to be prepared to do even more.

Growth: increasing our impact on society

Regarding the expansion projects, we made important progress on all the fronts in 2016. As we mentioned in the last few quarters, we worked intensely on the acquisition front. We added around 22 thousand new students to our base, entered the South region of Brazil with Sociesc (February 2016), and accelerated our expansion into the countryside of Minas Gerais state with the acquisitions of Alis (July 2016), now UNA Bom Despacho, and Instituto Politécnico (October 2016), with one campus in Uberlândia and another in Catalão (Goiás). The integration projects are on schedule and we expect these institutions to make a substantial contribution over the next two years both to student base growth (especially with the expansion of Sociesc's program portfolio) and to the recovery of our operating margins through the capture of mapped synergies.

On the organic growth front, we began 2017 with three new UNA operations in the countryside of Minas Gerais authorized by the MEC: Sete Lagoas (August 2016), Pouso Alegre (February 2017) and Divinópolis (March 2017). As a result, UNA's on-campus operations are now available in eight municipalities in Minas Gerais state. We will also continue with our efforts to structure and review our commercial strategies in order to attract more new students and increase enrollments in the upcoming intake cycles.

Financial results: doing our homework

The 2016 results reflected the challenging times we are living in and the set of measures taken to minimize the effects of the loss of scale in our operating margins. In 2016, we optimized the programs/campuses offering, worked hard on the implementation of a new version of the academic model with faculty productivity gains, and managed our budgets in a responsible manner. Unfortunately, we had to reduce our footprint in the Belo Horizonte metropolitan region, with a decline in the number of campuses. We have also restructured HSM, making it leaner and more focused. These decisions were necessary to adjust our cost structure to a new reality. As almost all the measures were executed in 2016, we expect this to actually translate into margin recovery from now on.

As a result, we closed the year with consolidated net revenue of R\$960.4 million, a 15.0% increase over 2015, despite the macro environment. Excluding the period's acquisitions, our net revenue totaled R\$835.1 million, relatively stable compared with 2015, mainly impacted by the decline in the undergraduate student base and the end of Pronatec (-R\$8.2 million versus 2015).

Consolidated EBITDA adjusted for non-recurring items (unaudited) came to R\$153.6 million in 2016, with a margin of 16.0%, 6.5 pp lower than in 2015. The period's acquisitions represented a substantial 2.3 pp dilution in our margins in the first year of integration. We will gradually eliminate this effect as we capture the mapped synergies. From an organic point of view, despite the 4.2 pp decline in our 2016 adjusted EBITDA margin, there was a gross margin improvement during the year.

Our business is *Transforming the Country through Education*

In 2017, we will continue working hard on our priority fronts: resume organic growth, guarantee the full integration of the recent acquisitions, expand the use of technology and distance learning as a new driver of quality and growth, and continue investing in innovation and the quality of our academic model. As a natural consequence of this process, we expect to rebuild our margins and return on invested capital (ROIC), while preserving an excellent place to work for faculty and employees and, more importantly, improving the quality of the services provided to our students.

As in all previous years, our view of 2017 is once again optimistic. 2016 represented an important test of resilience for all of us at Anima. It was a year of tough decisions, at times difficult, but always necessary. At the same time, it was a period of reaffirmation, a moment to revisit our beliefs, projects and strategic options, and focus on what makes us unique. We are unstoppable in the pursuit of building a collective quality education project, a space where people can fully develop and transform themselves, as all education projects should be.

Operational Performance

✓ Student Base

At the end of 2016, we had 90.8 thousand students, including the new acquisitions, an increase of 15.3% over 4Q15. This base comprises 80.5 thousand on-campus undergraduate students, 5.5 thousand on-campus graduate students, 0.9 thousand K12 and vocational education students and 3.9 thousand distance-learning students.

✓ Student Financing

Since the beginning of 2015, when there were drastic changes to the FIES program for the education sector as a whole, we have reinforced our strategy of promoting and developing private student financing solutions. We have created the AMPLIAR program in order to centralize all public and private student financing processes and requests. In recent intake processes, we have been able to gradually increase the penetration of private financing in our student base, focusing mainly on our PraValer program. At the same time, we continue exploring and testing new alternatives, both internally and through partners. Our purpose in doing so is to give students access to our institutions, while maintaining our quality positioning. It is also worth pointing out that the pursuit of new solutions includes controlled working capital commitments and responsible risk management.

The number of students with financing (FIES or PraValer) totaled 33.6 thousand this semester, representing 41.4% of our undergraduate base, including the acquisitions. This includes a decline in the penetration of FIES, which fell from 38.7% in 4Q15 to 34.6% in 4Q16. On the other hand, PraValer continued to grow, having reached 6.8% of our base in 4Q16, versus 4.7% in 4Q15.

✓ Academic Quality

At the beginning of 2017, the Ministry of Education (MEC) disclosed the result of the evaluation of Brazilian education institutions for 2015. We continued to record a consistent improvement in our academic indicators, reinforcing our confidence in the effectiveness of our academic model and our commitment to remaining focused on constantly improving the quality of the education we provide our students.

In this evaluation cycle, we were very pleased with the improvement in IGC in all our institutions. The main highlight was São Judas, which was ranked among the top five best private post-secondary institutions in the country and the second best private university in São Paulo city. In addition, most of our post-secondary institutions were in the 4 range and it is worth noting that only 16% of the country's institutions are in this range, according to the MEC's most recent data.

UNA's results in the Belo Horizonte metropolitan region consolidate the institution as the region's leader, given that all its units obtained an IGC of 4. We have thus further consolidated our presence in Minas Gerais as UNA remained at the top of the ranking of private universities and university centers in Minas Gerais

and UNIBH continued as the second best private university center in Belo Horizonte.

Finally, we would like to mention the evolution of Unimonte, whose result was close to the Brazilian average in the last two years and increased by 40 points to reach an IGC of 2.88 in 2015, constantly improving and getting close to an IGC of 4.

Financial Performance

✓ Net Revenue

Net revenue totaled R\$960.4 million in 2016, R\$125.5 million or 15.0% higher than in 2015. The consolidation of the results of Sociesc (February 16), UNA Bom Despacho (July 2016) and Instituto Politécnico (October 2016) contributed R\$125.3 million to the net revenue increase in 2016.

Excluding the acquisitions, net revenue remained fairly stable, mainly as a result of the decline in the undergraduate (-7.5% versus 2015) and Pronatec student bases (-R\$8.2 million). We also saw an increase in our average discount, chiefly due to a larger share of students with Prouni partial scholarships in our base and early enrollment discounts in the 2016 mid-term intake and the transfer of 2% expenses with FIES financial agents from the government to education institutions. These effects were partially offset by a 10% average annual increase in tuition fees (inflation adjustment), in addition to an improvement in our program mix.

✓ Total Costs and Gross Profit

The cost of services totaled R\$611.6 million in 2016, 24.2% higher than in 2015. As a result, gross profit came to R\$348.9 million, accompanied by a gross margin of 36.3%, 4.7 pp down from 2015. The margin decline was due to the consolidation of the results of the recent acquisitions, the

increase in our average discounts and the transfer of 2% expenses with FIES financial agents from the government to education institutions. Despite the decline in the annual comparison, we can see an improvement from the first to the second half of 2016 in all our business units. This improvement in the second half was directly related to our margin recovery efforts, mainly driven by increased academic (average number of students per classroom) and infrastructure efficiency (capacity utilization in our campuses).

✓ Operating Expenses

○ Selling Expenses

In 2016, selling expenses totaled R\$75.4 million, or 7.8% of net revenue. While there was a 0.3 pp gain in marketing expenses compared with 2015, the provision for doubtful accounts (PDA) increased 0.1 pp. We are adopting a more conservative approach to the provisioning of each aging level of our accounts receivable, reflecting the deterioration of the macroeconomic environment.

○ General and Administrative Expenses

General and administrative expenses totaled R\$191.2 million in 2016, 4.3% less than in 2015, already including the effect of the acquisitions. It is also worth mentioning that we recorded a non-recurring expense of R\$53.7 million related to the cancellation of the transaction with Whitney in the second quarter of 2015.

○ Other Operating Revenues (Expenses)

Other operating expenses totaled R\$26.2 million in 2016 (+336.3% vs. 2015), or 2.7% of net revenue, 2.0 pp up from 2015. In addition to the increased need for provisions for contingencies compared with 2015, we recorded a R\$19 million loss related to HSM's impairment test. During 2016, we restructured HSM's operations, thus reducing its product lines, focusing only on the most relevant events and products. This allowed a simplification of HSM's operations and consequently cost reductions. We have been very disciplined on the execution of the plan, and so far have met all the key milestones. However, revisiting its business plan, and after discussions with our auditors, we have agreed to use more conservative future growth assumptions. Therefore, we are recognizing a R\$19.0 million loss on that asset after the impairment test. As it is a provision in the financial statement, it has a non cash effect.

✓ Adjusted EBITDA (Unaudited)

Adjusted EBITDA totaled R\$153.6 million in 2016, with a margin of 16.0%. This result represented a reduction of R\$34.5 million, or 18.3%, compared with 2015 and a margin decline of 6.5 pp. Excluding non-recurring items and late payment fees, totaling R\$45.1 and R\$11.0 million, respectively, 2016 accounting EBITDA came to R\$97.6 million. Non-recurring items comprise R\$24.6 million in restructuring expenses, R\$3.6 million in FIES accounts receivable adjustments

(which represented a positive impact in 2016), R\$5.1 million in share-based compensation and R\$19.0 million related to HSM's impairment test.

✓ Financial Result

In 2016, the net financial result came to a negative R\$36.8 million against a negative R\$11.2 million in 2015. This variation was due to an increase in expenses with interest subsidies for our students enrolled in the PraValer private financing program and higher interest expenses on bank loans.

✓ Net Income

In 2016, net income totaled R\$20.8 million, 67.5% lower than in 2015. This represented a 5.5 pp decline as a percentage of net revenue (2.2% in 2016 versus 7.7% in 2015), mainly explained by the gross margin loss, the increase in other operating expenses and the lower financial result, as described above.

✓ Net Debt

At the end of 4Q16, cash and cash equivalents totaled R\$181.5 million, while loans and financing came to R\$400.3 million (considering the net amount adjusted for the swap). We settled three short-term loans totaling R\$80.0 million and paid the recurring amortization of other loans. At the beginning of the year, we borrowed R\$140.2 million from the IFC, due in 8 years.

The other short- and long-term obligations represented by acquisitions and tax installments, which totaled R\$78.7 million, increased mainly due to the acquisitions of Sociesc, Faceb Educacional (UNA Bom Despacho) and Instituto Politécnico. This net debt represented a leverage of 1.9 times (net debt ÷ LTM adjusted EBITDA), within the parameters considered and approved by our Board of Directors.

✓ Trade receivables and DSO

We ended 2016 with net accounts receivable of R\$285.6 million. For management and DSO calculation purposes, we are adjusting the accounts receivable balance by R\$4.2 million, comprising the R\$7.8 million adjustment recorded in 4Q15 less the R\$3.6 million that have already been recognized in 2016.

As a result, adjusted accounts receivable totaled R\$289.8 million, a decline of R\$7.3 million compared with 4Q15. In 4Q16, the amendments related to the second semester of 2016 were settled, thus reducing our FIES accounts receivable balance.

We closed 2016 with a DSO (Days of Sales Outstanding) of 107 days, a reduction of 20 days compared with 2015.

Breaking down our accounts receivable, we recorded a DSO of 215 days for FIES receivables, an annual reduction of 6 days. For non-FIES receivables, our DSO stood at 51 days in 4Q16, a year-

on-year reduction of 12 days. In the other businesses line, we closed the quarter with a DSO of 61 days.

✓ Investments (Capex)

In 2016, CAPEX totaled R\$51.6 million, or 5.4% of net revenue, down from R\$56.7 million, or 6.8% of net revenue, in 2015. This figure includes investments in our campuses and amounts allocated to the development of education systems and technology.

Dividend Distribution Policy

The Company's Bylaws guarantee shareholders minimum dividends corresponding to 25% of annual net income less the legal reserve. These dividends totaled R\$5.0 million in 2016. The dividend amount and the payment date will be resolved by the next Shareholders' Meeting.

Relationship with Independent Auditors

Pursuant to CVM Instruction 381/03, we hereby report that Deloitte Touche Tohmatsu Auditores Independentes was engaged to provide the following services in 2016: audit of the financial statements in accordance with the Brazilian accounting practices and International Financial Reporting Standards ("IFRS") and review of the interim financial information in accordance with Brazilian and international standards for the review of interim information (NBC TR 2410 - Review of Interim Information Performed by the Independent Auditor of the Entity and ISRE 2410 - Review of Interim Financial Information Performed by the Independent Auditor of the Entity, respectively). The fees related to these services totaled R\$723,000.

Statement of the Executive Board

The Company's Executive Officers declare that they have reviewed, discussed and are in agreement with the opinions included in the independent auditor's report;

and

The Company's Executive Officers declare that they have reviewed, discussed and are in agreement with the financial statements.

GAEC EDUCAÇÃO S.A. AND SUBSIDIARIES

NOTES TO THE PARENT COMPANY AND CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2016

(In thousands of Brazilian reais - R\$, unless otherwise stated)

1. GENERAL INFORMATION

GAEC EDUCAÇÃO S.A. ("GAEC" or "Company"), with registered head office in the city of São Paulo, State of São Paulo, is a publicly-held corporation registered at the Brazilian Securities, Commodities and Futures Exchange ("BMF&BOVESPA S.A."), under the ticker ANIM3 engaged in providing advisory, consulting and business administration services and holding direct and indirect interests in companies engaged in:

- (a) Management of education institutions and provision of assistance to education support activities.
- (b) Provision of K-12 and post-secondary education services, including free, undergraduate, graduation, masters, doctorate, university extension, specialization, and distance-learning courses, and research.
- (c) Organization of congresses, seminars, lectures, cultural events, publishing and printing of books, newspapers and other publications, and the provision of online information services, such as portals, content providers, and other media, video and TV program distribution.
- (d) Consultancy services in the area of technological innovation and technical testing and analysis, including calibration laboratory and testing of electrical equipment, measuring equipment, materials, founding and tooling.

The Company's direct and indirect subsidiaries are summarized in Note 2.3.

The subsidiaries MGE and Sociesc offer distance-learning courses at technical level and for undergraduate and graduate studies throughout the country. In the year ended December 31, 2016, these subsidiaries had a total of 201 centers.

Acquisition of Sociedade Educacional de Santa Catarina "Sociesc"

On February 1, 2016, after approval by the CADE (Brazil's antitrust agency), the Company, through its subsidiary PGP Educação S.A., concluded the transaction agreed under a Private Deed for Investment, Restructuring of Sociesc and Other Covenants, signed on December 18, 2015, whereby it acquired all the rights of Sociedade Educacional de Santa Catarina ("Sociesc"), one of the renowned learning institutions in southern Brazil, with nearly 15,600 students in on-campus undergraduate, graduate, elementary school and high school courses, in addition to distance-learning programs.

Corporate Restructuring

On March 30, 2016, the subsidiary Sociesc undertook a partial spinoff of its assets and liabilities, to a net value of R\$36, with the aim of improving the allocation of certain research and innovation activities directly carried out by Sociesc, and which are now carried out by a partner Institute which performs the same activities to other schools in the group. Since Sociesc is a non-profit organization, the net assets were recognized in profit or loss for the year.

The spun off portion is as follows:

| | Amount s transfer red |
|---|--------------------------------|
| <u>Assets</u> | |
| Other current assets | 31 |
| Financial funds relating to research projects | 4,122 |
| <u>Liabilities</u> | |
| Research projects to be undertaken and others | 4,117 |
| Net assets spun off | <u>36</u> |

Acquisition of FACEB Educação Ltda. "FACEB"

On July 1, 2016, the Company, through its subsidiary Posse Gestão Patrimonial S.A. "PGP Gestão", entered into a Private Instrument for the Acquisition of Interest and Other Covenants, whereby it acquired all the rights of FACEB Educação, one of the most important reference institutions in education innovation, management quality and post-secondary education in the countryside of Minas Gerais, with around 4,300 students enrolled in on-campus undergraduate courses. The transaction did not require approval by the Brazilian antitrust authority (CADE).

Acquisition of GKT Treinamento, Consultoria e Editora Ltda. "ACAD"

On September 1, 2016, the Company, through its subsidiary HSM do Brasil S.A., entered into a Private Instrument for the Acquisition of Interest in GKT Treinamento, Consultoria e Editora Ltda. "ACAD" and Other Covenants, whereby it acquired all the rights of ACAD, a reference in corporate education in the Brazilian market, which has received several awards and was recognized by Gestão&RH magazine in 2015 and 2016 as one of the top 300 contributors to the Human Resources and employee development area, having also received the ABT Award from the Brazilian Teleservices Association, in the Innovation in People category for its Supertraining project, which consists of effective training sessions to accelerate learning. The transaction did not require approval by the Brazilian antitrust authority (CADE).

Formation of Le Cordon Bleu Ânima Educação Ltda "Le Cordon Bleu"

On September 6, 2016, the Company and Le Cordon Bleu International B.V. formed this new entity. The capital stock of R\$6,272 is divided into 6,271,600 shares at R\$1.00 each, in the proportion of 50% for each partner. With registered head office in the city and state of São Paulo, this entity's purpose is to manage activities of post-secondary (offering undergraduate and graduate programs), vocational education, training, research and consulting, continuing education and distance-learning institutions, as well as to produce, promote and disseminate culture.

Acquisition of Politécnico Participações Ltda. and Instituto Politécnico Ltda. "Politécnico"

On October 3, 2016, the Company, through its subsidiary Posse Gestão Patrimonial S.A. "PGP Gestão", entered into a Private Instrument for the Acquisition of Interest and Other Covenants, whereby it acquired all the shares and rights of Politécnico Participações Ltda. and Instituto Politécnico Ltda. ("Instituto Politécnico"), which control Faculdade Politécnica de Uberlândia and Faculdade Politécnica de Goiás, headquartered in the cities of Uberlândia (Minas Gerais state) and Catalão (Goiás state), respectively. Instituto Politécnico is currently one of the main education institutions in Uberlândia, with around 2,300 students enrolled in 14 on-campus undergraduate courses. The transaction did not

require approval by the Brazilian antitrust authority (CADE).

Comparability

The income statement for the year ended December 31, 2015 does not include the full results of the investees Sociesc, FACEB, ACAD and Politécnico, which are being consolidated as of February 1, 2016, July 1, 2016, September 1, 2016 and October 3, 2016, respectively.

Therefore, the readers of this financial information should take this aspect into consideration.

2. PRESENTATION OF THE FINANCIAL STATEMENTS

2.1. Statement of compliance (with IFRSs and CPCs)

The Company's financial statements comprise:

- The parent company and consolidated financial statements, which were prepared in accordance with the International Financial Reporting Standards ("IFRS") issued by the International Accounting Standards Board (IASB) and the accounting practices adopted in Brazil.

The accounting practices adopted in Brazil comprise the policies set out in Brazilian Corporate Law and the pronouncements, guidance, and interpretations issued by the Accounting Pronouncements Committee ("CPC"), and approved by the Federal Accounting Council ("CFC") and the Brazilian Securities and Exchange Commission ("CVM").

All significant information of the financial statements, and only this information, is being evidenced in the financial statements mentioned above and corresponds to information used by the Company's Management in the course of its duties.

2.2. Basis of preparation

The financial statements have been prepared based on the historical cost, except for certain financial instruments measured at their fair values. The historical cost is generally based on the fair value of the consideration paid in exchange for an asset on the acquisition date.

2.3. Basis of consolidation and investments in subsidiaries

The consolidated financial statements include the financial statements of the Company and its subsidiaries. The subsidiaries are fully consolidated as of the date when control is transferred to the Group and it is interrupted when control ends.

For the years ended December 31, 2016 and 2015, the Company held the following direct and indirect subsidiaries:

| Subsidiary | Equity interest % | |
|--|-------------------|------------|
| | 12/31/2016 | 12/31/2015 |
| <u>Direct subsidiaries</u> | | |
| Minas Gerais Educação S.A. ("MGE") | 100 | 100 |
| Instituto Mineiro de Educação e Cultura Uni-BH S.A. ("IMEC") | 100 | 100 |
| Instituto de Educação e Cultura Unimonte S.A. ("Unimonte") | 100 | 100 |
| VC Network Educação S.A. ("VC Network") | 100 | 100 |
| BR Educação Executiva S.A. ("BR Educação") | 100 | 100 |
| Posse Gestão Patrimonial S.A. ("PGP Gestão") | 100 | 99.99 |
| Le Cordon Bleu Anima Ltda ("Le Cordon Bleu") | 50 | - |
| <u>Indirect subsidiaries</u> | | |
| UNA Gestão Patrimonial S.A. ("UNA GP") | 100 | 100 |
| HSM do Brasil S.A. ("HSM Brasil") | 100 | 100 |
| PGP Educação S.A. ("PGP Educação") (*) | 100 | 100 |
| AMC Serviços Educacionais Ltda. ("USJT") | 100 | 100 |
| Sociedade Educacional de Santa Catarina ("Sociesc") | 100 | - |
| GKT Treinamento, Consultoria e Editora Ltda ("ACAD") | 100 | - |
| FACEB Educação Ltda ("FACEB") | 100 | - |
| Politécnico Participações Ltda ("Politécnico") | 100 | - |
| Instituto Politécnico Ltda ("Politécnico") | 100 | - |

2.4. Segment reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker, who is responsible for allocating resources and assessing performance of the operating segments: the Board of Directors, also responsible for making the Company's strategic decisions.

2.5. Functional and reporting currency

The line items included in the financial statements of each Company subsidiary are measured using the currency of the main economic environment in which the Company operates ("functional currency"). The financial statements are presented in reais - R\$, which is the Company's functional currency and its presentation currency as well. All financial information presented has been rounded to the nearest thousand, unless otherwise stated.

3. SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies adopted by the Company in the preparation of the financial statements are as follows:

- 3.1. Cash and cash equivalents - these include amounts held as cash, bank accounts and highly-liquid short-term investments, whose original maturity does not exceed 90 days and are exposed to immaterial risk of change in fair value. They are recognized at cost plus income earned to the end of each reporting period, on a *pro rata* basis, which does not exceed their realizable values.
- 3.2. Short-term investments - these include the amounts held in fixed income investment funds and Bank Deposit Certificates (CDBs) with yield pegged to the CDI, which the Company does not intend to use in its operating activity. They are recognized at cost plus income earned to the end of each reporting period, on a *pro rata* basis, which does not exceed their realizable values.
- 3.3. Trade receivables - these are stated at the nominal values of the securities plus, when applicable, the earnings and monetary variations on a *pro rata temporis* basis, less the allowance for doubtful accounts, calculated in an amount considered sufficient by Management to cover eventual losses in the realization of the credits and by the discount to present value adjustment, calculated based on the balance of long-term receivables and significant short-term receivables.
- 3.4. Income tax and social contribution - current and deferred income tax for the year is calculated at the rate of 15%, plus a surtax of 10% on taxable income exceeding R\$240,000, and current and deferred social contribution is calculated at the rate of 9% on taxable income; this calculation takes into consideration tax loss carryforwards, limited to 30% of taxable income.

The subsidiaries MGE, IMEC, Unimonte, AMC, FACEB and Politécnico calculate income tax and social contribution also taking into account the criteria set out in Federal Revenue Service Regulatory Instruction 456, especially the University for All Program (PROUNI), and the operating profit generated by tax-exempt operations. Income tax and social contribution are calculated at the rates of 25% and 9%, respectively, levied on taxable income adjusted pursuant to specific legislation.

Current income tax and social contribution expenses are calculated using the laws and regulations enacted at the end of the reporting year, pursuant to Brazilian tax regulations.

- 3.5. Investments in the parent company financial statements - represented by investments in subsidiaries measured by the equity method, whose amounts are disclosed in Note 12. Other investments are recognized and carried at cost.
- 3.6. Property and equipment - these are stated at acquisition cost, less accumulated depreciation and impairment losses, when applicable, calculated on a straight-line basis, at the rates determined based on the useful lives of the assets, disclosed in Note 13.

The estimated useful lives, the residual values and the depreciation methods are reviewed at the end of the reporting period, and the effects from any change in estimates are recorded prospectively.

An item of property and equipment is derecognized upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising from the disposal or derecognition of an item of property and equipment is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognized in profit or loss.

- 3.7. Intangible assets - these are stated at acquisition or development cost, less accumulated amortization and impairment losses, when applicable. The amortization of intangible assets with finite useful lives is calculated on a straight-line basis, at rates based on the estimated useful lives of the assets, disclosed in Note 14. Intangible assets with indefinite useful lives consist of trademarks, patents, licenses and goodwill based on future earnings, which are not amortized and are instead annually tested for impairment

An intangible asset is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. The gain or loss arising from the derecognition of an intangible asset, measured as the difference between the net disposal proceeds and the carrying amount of the asset, is recognized in profit or loss when the asset is derecognized.

Intangible assets acquired in a business combination - in the consolidated financial statements, intangible assets acquired in a business combination are recognized separately from goodwill and recorded at fair value on the acquisition date.

- 3.8. Provisions - recognized for present obligations (legal or constructive) as a result of past events, when the amount of the obligation can be reliably estimated, and its settlement is probable.

The increase in the obligation as a result of the time elapsed is recognized as finance expenses.

The amount recognized as a provision is the best estimate of the outflows required to settle a present obligation at the end of each period, taking into account the risks and uncertainties surrounding the obligation.

- 3.9. Credits and debits with related parties - correspond to rights and obligations contracted between the Company and its related parties, arising from loan operations, whose financial conditions are established between the Company and the related parties, as mentioned in Note 31.
- 3.10. Other current and noncurrent assets and liabilities - stated at their realizable/settlement amounts and known or determinable amounts, plus interest or contractual charges incurred through the end of the reporting period.
- 3.11. Capital stock - represented by common shares classified as equity. Additional costs directly attributable to the issue of shares are recognized as a deduction from equity, net of taxes.

Repurchased shares are classified as treasury shares and stated as a deduction of total equity. No gain or loss is recognized in the income statement on the purchase, sale, issue or cancellation of the Company's own equity instruments. Any difference between the carrying amount and the consideration is recognized in capital reserves.

- 3.12. Funding cost of the issue of securities - transaction costs incurred when raising funds through the issue of securities are booked, separately, as a net equity reduction account, less any tax effects.
- 3.13. Capital transactions - in the financial statements, the changes in the Group's equity

interests in subsidiaries that do not result in the loss of control of the subsidiaries by the Group are recognized as capital transactions. The carrying amounts of the Group's interests and non-controlling interests are adjusted to reflect the changes in their interests in the subsidiaries. The difference between the amount based on which non-controlling interests are adjusted and the fair values of amounts paid or received are recognized directly in equity and attributed to the owners of the Company.

- 3.14. Dividend distribution - the distribution of dividends to the Company's shareholders is recognized as a liability in its financial statements at the end of the reporting period, as set forth in the Company's bylaws. Any amounts in excess of the mandatory minimum dividend can only be accrued on the date they are approved at an Annual Shareholders' Meeting.
- 3.15. Share-based compensation - the Company and its subsidiaries have programs to encourage employees to acquire Ânima shares. If the employees retain the shares for the period set forth in the program, Ânima will grant them 20% of the shares as a bonus for the shares acquired and held by employees. This program was initially offered in 2013 and 2016.

Agreements entered into with executives, subject to the achievement of financial, operational and other goals, are also classified as share-based compensation. See Note 31.2.

- 3.16. Basic and diluted earnings/losses per share - basic earnings/losses per share are calculated by dividing the profit attributable to the Company's owners by the weighted average number of outstanding common shares. Diluted earnings/losses per share are calculated by means of the average number of shares outstanding, adjusted by instruments potentially convertible into shares, with diluting effect, in the reported period and year.
- 3.17. Revenue recognition - revenue is measured at the fair value of the consideration received or receivable, less any expected returns and/or trade discounts and other similar deductions. Revenue related to services rendered is only recognized when the services are provided to the customer. Property lease revenue is only recognized when the leased line items are used by the customer, according to the underlying lease agreements. Revenue from the sale of products is recognized when the risks and benefits related to the ownership of the product are transferred. Revenue amount can be measured reliably and it is probable that the economic benefits associated with the transaction will flow to the Company and its subsidiaries.
- 3.18. Finance income and expenses - finance income is recognized according to the period elapsed, under the effective interest method. When an impairment loss is recognized with regard to a receivable, the Company reduces the carrying amount to its recoverable amount, which corresponds to the estimated future cash flows, discounted at the original effective interest rate of the instrument. Subsequently, based on the time elapsed, interest is incorporated to trade receivables as a corresponding entry to finance income. This finance income is calculated at the same effective interest rate used to calculate the recoverable amount, i.e., the original rate of the receivables.
- 3.19. Finance expenses comprise interest expenses on loans, bank credit notes (CCBs), taxes in installments, and other financial liabilities, net of the discount to present value of provisions, and impairment losses recognized in financial assets. Borrowing costs that are not directly attributable to the acquisition, construction or production of a qualifying asset are measured through profit or loss under the effective interest method.

Effective interest method:

The effective interest method is used to calculate the amortized cost of a debt instrument and allocate its interest income over the related period. The effective interest rate is the rate that exactly discounts estimated future cash receipts (including all fees and points paid or received that are an integral part of the effective interest rate, transaction costs and other premiums or discounts) over the expected life of the debt instrument or, where appropriate, over a shorter period, to the net carrying amount on initial recognition date.

Income is recognized on an effective interest basis for debt instruments other than those financial assets classified at fair value through profit or loss.

- 3.20. Business combination - in the financial statements, business acquisitions are accounted for using the acquisition method. The consideration transferred to acquire a subsidiary is the fair value of the assets transferred, liabilities incurred, and equity instruments issued by the Company. Acquisition-related costs are recognized in profit or loss, as incurred. Identifiable assets acquired and liabilities assumed in a business combination are initially measured at their fair values on the acquisition date.

Goodwill is measured as the excess of the sum of consideration transferred of non-controlling interest in investee and the fair value of the acquirer's interest previously held in investee (if any) over the net amounts on the acquisition date of assets acquired and identifiable assumed liabilities. If, after valuation, these values are higher than the transferred consideration, the value of the non-controlling interests in the acquired company and the fair value of the interest previously held by the buyer in the acquired company (if any), said excess is immediately recognized in profit or loss as a gain.

All intragroup transactions, balances and unrealized gains are eliminated. Unrealized losses are also eliminated, except when the transaction shows evidence of an impairment loss of the transferred asset. The subsidiaries' accounting policies are changed, when necessary, to ensure their consistency with the accounting policies adopted by the Company.

Parent company financial statements

The Company applies to its parent company financial statements the criteria set out in Interpretation ICPC 09 (R1), which requires that any amount exceeding the acquisition cost over the Company's interest in the net fair value of the acquiree's assets, liabilities and contingent liabilities on the acquisition date be recognized as goodwill. Goodwill is added to the carrying amount of the investment. The Company's interests in the fair value of the identifiable assets, liabilities and contingent liabilities exceeding the acquisition cost, after revaluation, are immediately recognized in profit or loss.

- 3.21. Goodwill - goodwill arising on a business combination is stated at cost on the date of the business combination, net of accumulated impairment loss, if any.

For impairment test purposes, goodwill is allocated to each one of the cash generating units of the Company and its subsidiaries (or groups of cash generating units) that will benefit from the business combination synergies.

The cash-generating unit in which goodwill is allocated is submitted to impairment test annually or when and if there is an indication that a cash-generating unit is impaired. If the recoverable amount of the cash-generating unit is lower than its carrying amount, the impairment loss is first allocated to reduce any goodwill amount and other assets of the cash-generating unit and subsequently to other unit's assets, proportionally to the carrying amount of each asset. Any impairment loss of goodwill is recognized in profit or loss. Impairment losses allocated to

goodwill are not reversed in subsequent periods.

When the related cash-generating unit is sold, the amount corresponding to the goodwill is included in the calculation of the gains or losses on the sale.

- 3.22. Impairment - at the end of each year, the Company and its subsidiaries revise the carrying amount of their tangible and intangible assets to determine whether there is any objective evidence that these assets are impaired. If such indication exists, the recoverable amount of the asset is estimated in order to measure the amount of such loss, if any. When it is not possible to estimate the individual recoverable amount of an asset, the Company calculates the recoverable amount of the cash-generating unit of the asset. Where a reasonable and consistent basis of allocation can be identified, corporate assets are also allocated to individual cash-generating units, or otherwise they are allocated to the smallest group of cash-generating units for which a reasonable and consistent allocation basis can be identified.

Intangible assets with indefinite useful lives or not yet available for use are tested for impairment at least once a year and whenever there is any indication that the asset may be impaired.

The recoverable amount of an asset is the higher of its fair value less costs to sell or its value in use. Estimated future cash flows are discounted to present value to determine the value in use at the pretax discount rate that reflects a current market assessment rate of the time value of money and the risks specific to the asset for which the future cash flow estimate was not adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. Impairment losses are immediately recognized in profit or loss.

When the impairment loss is subsequently reversed, the carrying amount of the asset (or cash-generating unit) increases to the revised estimate of its recoverable value provided that it does not exceed the carrying amount that would have been obtained had no impairment losses been recognized for the asset (or cash-generating unit) in prior years. The reversal of an impairment loss is immediately recognized in profit or loss.

- 3.23. Present value adjustment - assets and liabilities resulting from short- (if material) and long- term transactions, without yield or subject to: (i) fixed interest; (ii) interest rates clearly below market rates for similar transactions; and (iii) inflation adjustment only, with no interest, are adjusted at their present value based on market rates and their realization is recognized in profit or loss for the period.
- 3.24. Statement of value added ("DVA") - the purpose of this financial statement is to disclose the wealth created by the Company and its distribution over a certain reporting period, and is presented by the Company, as required by the Brazilian Corporate Law for publicly-held companies, as part of its parent company financial statements and as supplementary information to the consolidated financial statements, as this financial statement is not either prescribed nor required by IFRSs

The statement of value added has been prepared using information obtained in the same accounting records used for the preparation of the financial statements and pursuant to the provisions of CPC 09 - Statement of Value Added.

- 3.25. Financial instruments - are initially measured at fair value. The transaction costs directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and financial liabilities at fair value through

profit or loss) are added to or deducted from the fair value of the financial assets or financial liabilities, where applicable, after initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities at fair value through profit or loss are recognized immediately in profit or loss.

- Non-derivative financial assets: financial assets are classified at the time they are originated as loans and receivables. The classification depends on the nature and purpose of the financial assets and is determined on initial recognition.

The Company ceases to recognize a financial asset when the contractual rights to the asset's cash flows expire or when it transfers such rights to receiving contractual cash flows from a financial asset under a transaction that transfers substantially all the risks and rewards of ownership of the financial asset. Any interests created or retained by the Company in financial assets are recognized as an individual asset or liability.

The following is a summary of the significant accounting policies adopted to account for and disclose the Company's and its subsidiaries' financial assets:

- (i) Loans and receivables - represented by non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After their initial measurement, these financial assets (including trade receivables, cash and cash equivalents, receivables from related parties, etc.) are measured at amortized cost using the effective interest method (effective interest rate), less impairment losses. The amortized cost is calculated considering any discount or premium on acquisition and fees or costs incurred. The amortization of the effective interest method is recognized in finance income item, in the income statement. Impairment losses are recognized in profit or loss for the year.

Interest income is recognized by applying the effective interest rate, except for short-term receivables when the effect of the discount using the effective rate is immaterial.

- Non-derivative financial liabilities: When not otherwise specified, the financial liabilities are classified on their initial recognition as other financial liabilities measured at amortized cost using the effective interest method. The Company's and its subsidiaries' financial liabilities include borrowings and financing, trade payables, and payables and debts to related parties, as described in Note 32.

The Company derecognizes a financial liability when its contractual obligations are discharged, cancelled or expired.

The following is a summary of the significant accounting policies adopted to account for and disclose the Company's and its subsidiaries' financial liabilities:

- (i) Borrowings and financing - initially recognized when funds are received, net of transaction costs. At the end of the reporting period, they are carried at their initial recognition, less amortization of installments of principal, when applicable, plus the related charges incurred. Transaction costs are presented as a reduction of current and noncurrent liabilities, and are allocated to profit or loss over the same repayment, term of the financing from which they were originated based on the effective rate of each transaction.

- Derivative financial instruments: derivatives are initially recognized at fair value on the contracting date. Any gains or losses are immediately recognized in profit or loss.
- Equity instruments: an equity instrument is any contract that evidences a

residual interest in the assets of an entity after deducting all of its liabilities. Equity instruments issued by the Group are recognized when the funds are received, net of direct issue costs.

The buyback of Company's own equity instruments is recognized and directly deducted from equity. No gain or loss is recognized in income or losses due to the purchase, sale, issuance or cancellation of Company's equity instruments.

- Financial liabilities:
financial liabilities are classified at fair value through profit or loss when they are either held for trading or designated at fair value through profit or loss.

A financial liability is classified as held for trading if:

- (i) It has been acquired principally for the purpose of repurchasing it in the near term;
- (ii) It is part of a portfolio of identified financial instruments jointly managed by the Group and for which there is a recent actual pattern of short-term profit-taking; and
- (iii) It is a derivative that has not been designated as an effective hedge instrument.

A financial liability not held for trading may be designated at fair value through profit or loss upon initial recognition if:

- (i) such designation eliminates or significantly reduces a measurement or recognition inconsistency that would otherwise arise;
- (ii) the financial liability is part of a group of financial assets, financial liabilities or both and its performance is evaluated on a fair value basis, in accordance with a documented risk management or investment strategy of the Company, and information about the Group is provided internally on that basis; or
- (iii) the financial assets forms part of a contract containing one or more embedded derivatives and IAS 39 Financial Instruments: Recognition and Measurement (corresponding to CPC 38) permits the entire combined contract (asset or liability) to be designated at fair value through profit or loss.

Financial liabilities at fair value through profit or loss are stated at fair value and the related gains or losses are recognized in profit or loss. Net gains or losses recognized in profit or loss include interest paid on the financial liability, and are included in line item 'Other gains and losses' under the income statement. The fair value is determined as described in Note 32.

- 3.26. Accounting estimates - the preparation of the parent company and consolidated financial statements pursuant to IFRSs and CPC standards requires Management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Underlying estimates and assumptions are constantly reviewed. The effects of revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

The main assumptions related to the sources of estimate uncertainties in the future and other key sources of estimate uncertainties at the end of the reporting period involving the risk of material adjustments to the carrying amounts of assets and

liabilities in the next year are discussed below.

- Estimated impairment of goodwill, trademarks and licensing: assets with indefinite lives, such as goodwill, trademarks and licenses, are not amortized and are instead annually tested for impairment to identify if they are impaired, using a methodology known as impairment test. Goodwill is recorded at cost less accumulated impairment losses. For the year ended December 31, 2016, the Company recognized R\$19,000 as impairment losses (for the year ended December 31, 2015, there were no impairment losses on goodwill, trademarks and licenses). See Note 14.
- Provision for labor, tax and civil risks: the Company is a defendant in several judicial and administrative proceedings. Provisions are recognized for all lawsuits that represent probable losses. The chances of loss take into consideration available evidence, including the opinion of the Company's in-house and outside legal counsels, the nature of the lawsuits, and past experience. Management believes that this provision is adequate and accurately presented in the financial statements. See Note 23.
- Allowance for doubtful accounts: stated as a reduction of trade receivables and is recognized in an amount considered sufficient by Management to cover potential losses from trade receivables related to its activities, taking into account the involved risks. The Company recognizes the allowance for doubtful accounts on a monthly basis by analyzing monthly receivables and the respective breakdown by days in arrears. See Note 8.
- Income tax and social contribution: income tax and social contribution expense comprises current and deferred taxes and contributions.
 - (i) Current taxes and contributions: The provision for income tax and social contribution is calculated individually for the Company and its subsidiaries in accordance with their tax regime and based on effective rates and prevailing laws.
 - (ii) Deferred taxes and contributions: these are recognized over temporary differences at the end of each year, between the balances of assets and liabilities in the related financial statements and tax bases.
 - Deferred tax assets: the Company and its subsidiaries recognize the deferred tax and contribution assets over deductible temporary differences and tax loss carryforwards only if future taxable income is probably available and/or if this can be used.
 - Deferred tax liabilities: the Company and its subsidiaries recognize the deferred tax and contribution liabilities over taxable temporary differences.
- Present value adjustment: The Company's Management and its subsidiaries assess and recognize, when necessary, the effects of the present value adjustment taking into consideration the value of money in time, for (significant) long- and short-term assets and liabilities.

4. ADOPTION OF NEW INTERNATIONAL FINANCIAL REPORTING STANDARDS (IFRS)

The new standards and amendments to IFRS or IFRIC interpretations not effective yet will not pose relevant impact on the financial statements of the Company and its subsidiaries.

4.1. New and revised standards and interpretations already issued but not yet adopted

| | |
|--------------------------------------|--|
| IFRS 9 | Financial Instruments |
| IFRS 15 | Revenue from Contracts with Customers |
| IFRS 16 | Leases |
| Amendments to IAS 12 | Recognition of deferred tax assets for unrealized losses |
| Amendments to IAS 7 | Cash flow |
| Amendments to IAS 1 / CPC 26 (R1) | Disclosure Initiative |
| IAS 38 / CPC 04 | Clarification of Acceptable Methods of Depreciation and Amortization |
| Amendments to IFRS 10 / CPC 36 | |
| IFRS 12 / CPC 45 and IAS 28 / CPC 18 | Investment Entities: Applying the Consolidation Exception |

5. NET REVENUE RESTATEMENT

For a better reporting of our financial statements for the year ended December 31, 2016, and for comparison purposes between the years, we reclassified the amounts of Pravalor and FIES (FGEDUC) student financing commissions to net revenue. We present below the reclassification in the statement of income and statement of value added in the comparative period ended December 31, 2015. This change had no effect on our statement of financial position and other financial statements as of December 31, 2015 and January 1, 2015.

In the statement of income, we reclassified this amount from the general and administrative expenses line to net revenue, as shown in the restatement below:

| | Item | Consolidated | | |
|---------------------------------------|------|-------------------|------------|---------------|
| | | Previously stated | Adjustment | Restated |
| | | 12/31/2015 | 12/31/2015 | 12/31/2015 |
| NET REVENUE | 26 | 856,620 | (21,676) | 834,944 |
| COST OF SERVICES RENDERED | | (492,616) | - | (492,616) |
| GROSS INCOME (LOSS) | | 364,004 | (21,676) | 342,328 |
| OPERATING INCOME (EXPENSES) | | | | |
| Selling expenses | | (66,765) | - | (66,765) |
| General and administrative expenses | 27 | (221,573) | 21,676 | (199,897) |
| Other net operating income (expenses) | | (5,995) | - | (5,995) |
| | | (294,333) | 21,676 | (272,657) |
| EARNINGS BEFORE FINANCIAL RESULT | | <u>69,671</u> | <u>-</u> | <u>69,671</u> |

In the statement of value added, we reclassified this amount from the materials, electricity, services and others line to revenue from products and services, as shown in the restatement below:

Consolidated

| Item | Previously stated | Adjustment | Restated | |
|---|----------------------|----------------|------------|----------------|
| | 12/31/2015 | 12/31/2015 | 12/31/2015 | |
| REVENUE | | | | |
| Revenue form products and services | 26 | 876,506 | (21,676) | 854,830 |
| Other revenue | | 7,029 | - | 7,029 |
| Allowance for doubtful accounts | | (38,352) | - | (38,352) |
| INPUTS ACQUIRED BY THIRD PARTIES | | | | |
| Cost of products and services | | (6,384) | - | (6,384) |
| Materials, electricity, outsourced services and other | | (195,339) | 21,676 | (173,663) |
| GROSS VALUE ADDED | | <u>643,460</u> | <u>-</u> | <u>643,460</u> |

6. BUSINESS COMBINATION

6.1. Acquisition of Sociedade Educacional de Santa Catarina (Sociesc)

6.1.1. Consideration transferred

PGP Educação will disburse R\$52,500 for the business, to be settled in 180 equal and successive monthly installments, adjusted by the INPC on an annual basis, as of the date when the business was concluded (February 1, 2016), maturing on the 10th of each month. The present value of this transaction was R\$28,727 on the date when it was executed, calculated at a discount rate of 17% p.a.

6.1.2. Assets acquired and liabilities recognized on the acquisition date

In the second quarter, the Company and its consultants finalized the fair value calculation of the assets and liabilities, and, consequently, goodwill arising from the transaction. These amounts were adjusted in relation to the preliminary amounts that had been recorded in the first quarter.

| | Carrying amount | Preliminary acquisition adjustments | Goodwill adjustments (i) | Fair value |
|---|--------------------|---|-----------------------------|-----------------|
| <u>Assets</u> | | | | |
| Cash and cash equivalents | 5,542 | - | - | 5,542 |
| Other current assets | 17,183 | - | (1,525) | 15,658 |
| Other noncurrent assets | 12,450 | - | - | 12,450 |
| Property and equipment | 35,184 | 29,428 | - | 64,612 |
| Intangible assets | 1,890 | 29,108 | - | 30,998 |
| <u>Liabilities</u> | | | | |
| Other current liabilities | 31,117 | - | - | 31,117 |
| Other noncurrent liabilities | 21,603 | - | - | 21,603 |
| Deferred/current income tax and social contribution liabilities | - | 38,537 | - | 38,537 |
| Provision for labor, tax and civil risks | 106,897 | (54,807) | 3,907 | 55,997 |
| Net assets acquired | <u>(87,368)</u> | <u>74,806</u> | <u>(5,432)</u> | <u>(17,994)</u> |

(i) Amounts referring to labor and civil contingencies and canceled tuition fees from Pronatec, which had not been recognized in the opening statement of financial position, but were recognized as goodwill adjustments in the period ended June 30, 2016.

6.1.3. Goodwill generated in the acquisition

2/1/2016
Acquired
value

| | |
|---|---------------|
| Consideration to be transferred at the acquisition | 28,727 |
| (-) Fair value of net liabilities / (assets) identifiable | <u>17,994</u> |
| Goodwill generated in the acquisition | <u>46,721</u> |

Sociesc's acquisition generated goodwill resulting from the consideration paid for the transaction, which included amounts related to future synergy gains, future revenue growth, future market development, certificate of technical capacity and workforce. These benefits are not recognized separately from goodwill because they do not meet the criteria for the recognition of identifiable intangible assets.

6.1.4. Net cash outflow in the acquisition of subsidiary

2/1/2016

| | |
|--|----------------|
| Consideration paid in cash | 291 |
| (-) Balances of cash and cash equivalents acquired | <u>(5,542)</u> |
| Net cash disbursement | <u>(5,251)</u> |

The transaction was agreed upon based on an estimated net debt of R\$30,000, which in fact totaled R\$37,493 on the closing date. The difference will be reimbursed by the vendors, as agreed in the contract governing the transaction between the parties.

6.2. Acquisition of FACEB Educação Ltda. (FACEB)

6.2.1. Consideration transferred

PGP Gestão will disburse R\$42,245 for the business, adjusted for the net cash position, R\$16,245 of which to be settled on the closing date of the transaction, i.e. July 1, 2016, and R\$26,000 payable in 10 annual installments, adjusted for the simple average of the IGPM, IPCA and INPC monetary restatement indices, with the first installment maturing twelve (12) months after the closing date. The Transaction also envisages earn-out payments of up to R\$8,000 between 2018 and 2023, based on the achievement of financial and operating targets. The present value of this transaction was R\$37,327, calculated at a discount rate of 17% p.a.

6.2.2. Assets acquired and liabilities recognized on the acquisition date

The Company and its consultants have not yet finalized the fair value calculation of all the assets and liabilities, especially intangible assets, and in consequence have not yet determined the final amount of goodwill or discount on the transaction.

6.2.3. Goodwill generated in the acquisition (preliminary estimate)

7/1/2016
Acquired
value

| | |
|--|----------------|
| Consideration to be transferred at the acquisition | 37,327 |
| (-) Book value of acquired identifiable net liabilities / (assets) | <u>(6,746)</u> |
| Preliminary goodwill generated in the acquisition | <u>30,581</u> |

As mentioned in the previous item, a preliminary amount of goodwill on the acquisition of FACEB has been ascertained for the year ended December 31, 2016. The Company is still calculating possible values for licenses, the client portfolio and expected synergies, expected future revenue growth, future market and workforce development, as well as potential tax benefits deriving from the corporate restructuring.

6.2.4. Net cash outflow in the acquisition of subsidiary

| | |
|--|-----------------|
| | <u>7/1/2016</u> |
| Consideration paid in cash | 16,245 |
| (-) Balances of cash and cash equivalents acquired | <u>(2,209)</u> |
| Net cash disbursement | <u>14,036</u> |

6.3. Acquisition of GKT Treinamento, Consultoria e Editora Ltda. (ACAD)

6.3.1. Consideration transferred

HSM Brasil disbursed R\$30 for the business and assumed net debt of R\$2,970. On the closing date of the transaction, i.e. September 1, 2016, debt totaled R\$3,150; the difference was reimbursed by the vendors on the closing date of the transaction, as agreed in the contract governing the transaction between the parties. The transaction also envisages earn-out payments of up to R\$2,203 between 2018 and 2021, based on the achievement of financial and operating targets. The present value of this transaction was R\$1,288, calculated at a discount rate of 17% p.a.

6.3.2. Assets acquired and liabilities recognized on the acquisition date

The Company and its consultants have not yet finalized the fair value calculation of all the assets and liabilities, especially intangible assets, and in consequence have not yet determined the final amount of goodwill or discount on the transaction.

6.3.3. Goodwill generated in the acquisition (preliminary estimate)

| | |
|--|-----------------------|
| | <u>9/1/2016</u> |
| | <u>Acquired value</u> |
| Consideration to be transferred at the acquisition | 1,288 |
| (-) Book value of acquired identifiable net liabilities / (assets) | <u>2,335</u> |
| Preliminary goodwill generated in the acquisition | <u>3,623</u> |

As mentioned in the previous item, a preliminary amount of goodwill on the acquisition of ACAD has been ascertained for the year ended December 31, 2016. The Company is still calculating possible values for trademarks, licenses, the client portfolio and expected synergies, expected future revenue growth, future market and workforce development, as well as potential tax benefits deriving from the corporate restructuring.

6.3.4. Net cash outflow in the acquisition of subsidiary

9/1/2016

| | |
|--|---------------------|
| Consideration received in cash | (150) |
| (-) Balances of cash and cash equivalents acquired | <u>(579)</u> |
| Net cash disbursement | <u><u>(729)</u></u> |

6.4. Acquisition of Politécnico Participações Ltda. and Instituto Politécnico Ltda.

6.4.1. Consideration transferred

PGP Posse will disburse R\$19,132 for the business, adjusted for the net cash position on the closing date of the transaction, i.e. September 3, 2016, to be settled in 73 monthly installments, restated at 12% p.a. plus TR. The present value of this transaction was R\$17,671, calculated at a discount rate of 17% p.a.

6.4.2. Assets acquired and liabilities recognized on the acquisition date

The Company and its consultants have not yet finalized the fair value calculation of all the assets and liabilities, especially intangible assets, and in consequence have not yet determined the final amount of goodwill or discount on the transaction.

6.4.3. Goodwill generated in the acquisition (preliminary estimate)

| | <u>10/3/2016</u> |
|--|----------------------|
| | Acquired value |
| Consideration to be transferred at the acquisition | 17,671 |
| (-) Book value of acquired identifiable net liabilities / (assets) | <u>(657)</u> |
| Preliminary goodwill generated in the acquisition | <u><u>17,014</u></u> |

As mentioned in the previous item, a preliminary amount of goodwill on the acquisition of Politécnico has been ascertained for the year ended December 31, 2016. The Company is still calculating possible values for trademarks, licenses, the client portfolio and expected synergies, expected future revenue growth, future market and workforce development, as well as potential tax benefits deriving from the corporate restructuring.

6.4.4. Net cash outflow in the acquisition of subsidiary

| | <u>10/3/2016</u> |
|--|--------------------|
| Consideration paid in cash | - |
| (-) Balances of cash and cash equivalents acquired | <u>(37)</u> |
| Net cash disbursement (increase) | <u><u>(37)</u></u> |

7. CASH AND CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS

| | Parent Company | | Consolidated | |
|-------------------------------------|----------------|----------------|----------------|----------------|
| | 12/31/2016 | 12/31/2015 | 12/31/2016 | 12/31/2015 |
| Cash and banks | 200 | 34 | 7,303 | 1,772 |
| Short-term investments – Operations | 8,463 | 1,377 | 32,265 | 23,708 |
| Total cash and cash equivalents | <u>8,663</u> | <u>1,411</u> | <u>39,568</u> | <u>25,480</u> |
| Short-term investments – Investment | 7,003 | 153,482 | 141,931 | 159,058 |
| Total short-term investments | <u>7,003</u> | <u>153,482</u> | <u>141,931</u> | <u>159,058</u> |

Short-term investments are classified as loans and receivables in the financial instruments category. These consist of Bank Deposit Certificates (CDBs), which yield between 82.77% and 100.00% of the CDI, and vary according to the amount of time these funds remain in the account and by exclusive investment funds for GAEC's companies, which yielded between 100.89% and 102.25% of the CDI in the last twelve months, all highly liquid.

8. TRADE RECEIVABLES

| | Consolidated | |
|---|------------------|-----------------|
| | 12/31/2016 | 12/31/2015 |
| FIES - student loan (a) | 207,819 | 219,293 |
| Tuition fees receivable (b) | 172,502 | 142,030 |
| Financing (Ampliar and Pravalor) (c) | 1,962 | - |
| Events | 2,995 | 3,026 |
| Leases, services and other | 12,898 | 4,301 |
| Total | <u>398,176</u> | <u>368,650</u> |
| Allowance for doubtful accounts - Other trade receivables (d) | (96,450) | (67,428) |
| Allowance for doubtful accounts - FIES (e) | <u>(16,123)</u> | <u>(11,970)</u> |
| Total | <u>(112,573)</u> | <u>(79,398)</u> |
| Overall total trade receivables | <u>285,603</u> | <u>289,252</u> |
| Current assets | 195,710 | 165,855 |
| Noncurrent assets | 89,893 | 123,397 |

The Company and its subsidiaries have the accounting policy of writing off notes past due for more than two years, even though they maintain their efforts to collect them.

- (a) Refers to monthly tuitions financed under the government program FIES (Student Loan Fund), net of the present value adjustment and commissions (FGEDUC and financial agent). The National Education Development Fund (FNDE) transfers these amounts via credits that are offset against federal taxes. These credits can also be repurchased by the Fund. In December 2015, the Company, through the Brazilian Association for the Development of Post-Secondary Education (ABRAES), entered into a judicial agreement where the Ministry of Education (MEC) and the FNDE committed to transfer 100% of the remaining balance due in three installments adjusted by the inflation index: 25% of the balance until June 30, 2016, 25% until June 30, 2017 and 50% until June 30, 2018. On August 3, 2016, we settled the portion due on June 30, 2016. The present value

adjustment was calculated based on trade receivables that comprises the agreement entered into, the coming due amounts of which adjusted to present value at the rate of 3.2% p.a. (free of risk), and is being reversed in proportion to the agreed balances and transfer dates.

- (b) Refers to tuition fees, negotiations through payment slips, collection firms, post-dated checks, credit cards and returned checks.
- (c) Refers to tuition fees financed through the Ampliar (directly managed by the Company) and Pravalor (managed by Ideal Invest) programs, net of the present value adjustment, in which students pay between 33% and 65% of the nominal tuition fee amount while they are studying and the remaining amount after graduation in a period of up to twice the time of their courses. Financing rates vary between 0% and 5% p.a., depending on the type of program chosen by the students, plus adjustments for inflation. The present value adjustment is calculated based on trade receivables adjusted to present value using Anima's weighted average cost of capital.
- (d) The Company and its subsidiaries recognized an allowance for doubtful accounts after analyzing the balance of trade receivables per portfolio and the aging list, and taking into account the history of default and the negotiations in progress and future estimates of receivables in a conservative scenario. Under such methodology, each default range per portfolio is assigned a percentage of likelihood of loss, which is recurrently accrued. The Company's Management constantly assesses the need to adjust the percentages of the allowance for losses and, whenever necessary, we increase the percentages to reflect the increase in receipt terms and the worsening of Brazil's economic scenario.
- (e) The Company's subsidiaries recognize allowances for doubtful accounts for amounts under the FIES according to the likelihood of loss associated with the students included in the Program. For agreements not covered by FGEDUC and 10% of the agreements covered by FGEDUC, we recorded an allowance of 3% of the financed amount, estimating a 20% default rate in relation to the Company's 15% exposure to credit risk. Balances related to FGEDUC are directly deducted from revenue and trade receivables (R\$20,151 on December 31, 2016 and R\$18,786 on December 31, 2015).

The aging list of trade receivables is as follows, which also includes the average percentages of the portfolios' estimated losses by aging level adopted in our policy:

| | Consolidated | | | | |
|---------------------|--------------|---------------------------------|-------------------------|-------------|---------|
| | 12/31/2016 | | | | |
| | Receivables | Allowance for doubtful accounts | % loss per default rate | Net balance | % (*) |
| FIES | | | | | |
| Current | 207,819 | - | - | 207,819 | 72.76% |
| Loss of FIES credit | - | (16,123) | - | (16,123) | (5.65%) |
| Credit card | 3,463 | - | - | 3,463 | 1.21% |
| Pronatec | 71 | - | - | 71 | 0.02% |
| Current | 32,193 | (3,949) | 12.27% | 28,244 | 9.89% |
| Past due: | | | | | |
| 0 to 90 days | 41,854 | (8,344) | 19.94% | 33,510 | 11.73% |
| 91 to 180 days | 22,171 | (7,977) | 35.98% | 14,194 | 4.97% |
| 181 to 360 days | 30,027 | (19,813) | 65.98% | 10,214 | 3.59% |
| 361 to 720 days | 60,578 | (56,367) | 93.05% | 4,211 | 1.48% |
| Total | 398,176 | (112,573) | 28.27% | 285,603 | 100% |

(*). Refers to the percentage share of total trade receivable per maturity term.

| | Consolidated | | | | |
|---------------------|--------------|---------------------------------|-------------------------|-------------|---------|
| | 12/31/2015 | | | | |
| | Receivables | Allowance for doubtful accounts | % loss per default rate | Net balance | % (*) |
| FIES | | | | | |
| Current | 165,944 | - | - | 165,944 | 57.37% |
| Past due | 53,349 | - | - | 53,349 | 18.44% |
| Loss of FIES credit | - | (11,970) | - | (11,970) | (4.14%) |
| Credit card | 1,314 | - | - | 1,314 | 0.45% |
| Pronatec | 427 | - | - | 427 | 0.15% |
| Current | 25,941 | (3,729) | 14.37% | 22,212 | 7.68% |
| Past due: | | | | | |
| 0 to 90 days | 33,923 | (6,094) | 17.96% | 27,829 | 9.62% |
| 91 to 180 days | 20,073 | (7,051) | 35.13% | 13,022 | 4.50% |
| 181 to 360 days | 40,798 | (26,423) | 64.77% | 14,375 | 4.97% |
| 361 to 720 days | 26,881 | (24,131) | 89.77% | 2,750 | 0.96% |
| Total | 368,650 | (79,398) | 21.54% | 289,252 | 100% |

(*) Refers to the percentage share of total trade receivable per maturity term.

Changes in the allowance for doubtful accounts in the year were as follows:

| | Consolidated | |
|--|--------------|------------|
| | 12/31/2016 | 12/31/2015 |
| Opening balance | 79,398 | 52,201 |
| Allowance for doubtful accounts for the period | 45,554 | 38,352 |
| Business combination - Sociesc, FACEB and ACAD | 11,914 | - |
| Notes written off in the period (i) | (24,293) | (13,121) |
| Notes recovered in the period (ii) | - | 1,966 |
| Closing balance | 112,573 | 79,398 |

(i) Refers to notes written off in the period, past due for more than two years.

(ii) Refers to notes written off in the period and that were recovered.

9. SUNDRY ADVANCES

| | Parent Company | | Consolidated | |
|-----------------------|----------------|------------|--------------|------------|
| | 12/31/2016 | 12/31/2015 | 12/31/2016 | 12/31/2015 |
| Rent (a) | - | - | 21,448 | 9,957 |
| Trade payables | 1,003 | 357 | 12,331 | 1,915 |
| Employees - vacations | 529 | 314 | 15,495 | 9,475 |
| Other | - | - | 530 | 637 |
| Total | 1,532 | 671 | 49,804 | 21,984 |
| Current assets | 1,532 | 671 | 37,355 | 19,001 |
| Noncurrent assets | - | - | 12,449 | 2,983 |

(a) Refers mainly to rent advances related to MGE, IMEC and Sociesc.

10. RECOVERABLE TAXES AND CONTRIBUTIONS

| | Parent Company | | Consolidated | |
|---|----------------|--------------|---------------|---------------|
| | 12/31/2016 | 12/31/2015 | 12/31/2016 | 12/31/2015 |
| Withholding income tax (IRRF) (a) | 4,710 | 5,446 | 10,672 | 9,196 |
| Taxes on revenue (PIS/COFINS)/social contribution | 194 | 169 | 2,672 | 2,240 |
| Prepaid income tax (b) | - | - | 2,125 | 2,646 |
| Prepaid social contribution (b) | - | - | 374 | 928 |
| Other | 5 | 4 | 1,312 | 803 |
| Total | 4,909 | 5,619 | 17,155 | 15,813 |
| Current assets | 3,630 | 2,029 | 11,154 | 8,288 |
| Noncurrent assets | 1,279 | 3,590 | 6,001 | 7,525 |

(a) It mainly refers to withholding income tax on short-term investments.

(b) Refer mainly to amounts to be offset related to prepaid 2000 and 2001 income tax and social contribution of the subsidiary UNA, for which a tax return request was filed at the Brazilian Internal Revenue Service (IRS).

11. CURRENT AND DEFERRED INCOME TAX AND SOCIAL CONTRIBUTION

11.1. Deferred income tax and social contribution

Assets - The Company and its subsidiaries hold income tax and social contribution credits on tax loss carryforwards. Recognition of these deferred tax assets only occurs when it is reasonably certain that these credits will be realized. These tax credits amounted to R\$166,545 (R\$101,810 at December 31, 2015) in the Parent Company and R\$274,827 (R\$199,569 at December 31, 2015) on a consolidated basis, which can be carried forward indefinitely, on which no deferred tax assets were recognized.

Liabilities - deferred income tax and social contribution refers to:

- (i) Taxes and contributions calculated on the revaluation of properties in 2007 and capital gains on properties in 2009.
- (ii) Taxes and contributions calculated on the difference between the carrying amount and the fair value of the assets allocated to the business combination upon acquisition, which generated a deferred tax liability to be settled when the business is sold or in the realization of the allocated assets.

The change of liabilities for the year ended December 31, 2016 was as follows:

| | Consolidated | | | Closing balance 12/31/2016 |
|---------------------|-------------------------------|--------------------------------|----------------------------|-------------------------------|
| | Opening balance 12/31/2015 | Change Business combination | Effect on profit (loss) | |
| Income tax | 11,264 | 28,336 | (1,233) | 38,367 |
| Social contribution | 4,056 | 10,201 | (444) | 13,813 |
| Total | 15,320 | 38,537 | (1,677) | 52,180 |

11.2. Effective rate reconciliation

Reconciliation of income tax and social contribution statutory and effective tax rates:

| | Parent Company | | Consolidated | |
|--|----------------|------------|--------------|------------|
| | 12/31/2016 | 12/31/2015 | 12/31/2016 | 12/31/2015 |
| Income before income tax and social contribution | 20,845 | 60,415 | 19,318 | 58,469 |
| Combined tax rate | 34% | 34% | 34% | 34% |
| Income tax and social contribution by combined tax rate | (7,087) | (20,541) | (6,568) | (19,879) |
| Adjustments to profit or loss: | | | | |
| Equity income | 29,773 | 46,901 | - | - |
| Tax incentive - PROUNI | - | - | 43,710 | 58,500 |
| Unrecognized tax credits | (21,658) | (26,330) | (33,945) | (31,094) |
| Tax credits recognized in previous years | | | | |
| (a) | - | 3,788 | | 3,788 |
| Other additions and exclusions | (1,028) | (30) | (1,670) | (5,581) |
| Calculated income tax and social contribution | - | 3,788 | 1,527 | 5,734 |
| Current income tax and social contribution for the period | - | - | (150) | 1,856 |
| Deferred income tax and social contribution for the period | - | 3,788 | 1,677 | 3,878 |

(a) The Company recognized deferred tax credits over income tax loss and social contribution tax loss carryforwards, which were used to settle litigations with the INSS.

12. INVESTMENTS

The investments in subsidiaries are measured by the equity method of accounting, as shown below:

| | Parent Company | | | Parent Company | | |
|----------------------|----------------|---------------|-----------------|----------------|---------------|-----------------|
| | 12/31/2016 | | | 12/31/2015 | | |
| | Investment | Equity income | Equity interest | Investment | Equity income | Equity interest |
| Assets: | | | | | | |
| IMEC | 97,683 | 79,806 | 100% | 81,199 | 75,961 | 100% |
| MGE | 484,739 | 61,108 | 100% | 447,822 | 81,724 | 100% |
| BR Educação | 75,368 | (42,895) | 100% | 47,610 | (13,798) | 100% |
| Unimonte | 40,245 | (8,403) | 100% | 42,648 | (5,829) | 100% |
| PGP Gestão | 25,822 | (2,052) | 100% | 7 | (70) | 99.99% |
| VC Network | 77 | 7 | 100% | 70 | 5 | 100% |
| Allocated fair value | 52,301 | (2) | | 52,303 | (49) | |
| Goodwill | 35,026 | - | | 45,326 | - | |
| Total | 811,261 | 87,569 | | 716,985 | 137,944 | |

| Number of total shares/ quotas held | |
|--|------------|
| 12/31/2016 | 12/31/2015 |

Direct subsidiaries:

| | | |
|-------------|-------------|-------------|
| IMEC | 8,789,479 | 7,717,479 |
| MGE | 4,532,699 | 4,036,199 |
| VC Network | 4,023,145 | 4,023,145 |
| Unimonte | 91,942,323 | 91,928,323 |
| BR Educação | 125,700,000 | 119,400,000 |
| PGP Gestão | 555,784 | 255,774 |

| | Number of total shares/ quotas held | |
|----------------|--|-------------------|
| | <u>12/31/2016</u> | <u>12/31/2015</u> |
| Le Cordon Bleu | 3,135,800 | - |

| | Number of total shares/ quotas held | |
|---------------------------|--|------------|
| | 12/31/2016 | 12/31/2015 |
| Indirect subsidiaries: | | |
| Una Gestão | 32,564 | 32,564 |
| HSM Brasil | 2,489,860 | 2,452,360 |
| PGP Educação | 339,260 | 214,360 |
| USJT | 462,228 | 232,228 |
| Sociesc | 2 | - |
| FACEB | 30,000 | - |
| ACAD | 100,000 | - |
| Politécnico Participações | 10,000,000 | - |
| Instituto Politécnico | 1,098,417 | - |

The financial statements of the subsidiaries are as follows:

| | 12/31/2016 | | | | | |
|---|--------------------|-------------------|---------------|------------------------|----------------|-----------------|
| | IMEC | MGE | VC Network | Unimonte | PGP Gestão | BR Educação |
| <u>Statement of financial position</u> | | | | | | |
| Current assets | 117,078 | 221,933 | 77 | 13,422 | 9,223 | 53,329 |
| Noncurrent assets | 94,718 | 429,546 | - | 50,559 | 64,672 | 225,064 |
| Current liabilities | 91,049 | 144,094 | - | 7,297 | 12,097 | 38,486 |
| Noncurrent liabilities | 23,064 | 22,646 | - | 16,439 | 35,976 | 143,795 |
| Equity | 97,683 | 484,739 | 77 | 40,245 | 25,822 | 96,112 (*) |
| <u>Profit (loss)</u> | | | | | | |
| Net revenue | 231,039 | 506,881 | - | 50,758 | 21,997 | 149,759 |
| Cost of services | (123,684) | (327,013) | - | (32,277) | (11,577) | (117,032) |
| Operating expenses | (37,517) | (130,985) | - | (24,503) | (8,416) | (65,568) |
| Financial result | 9,968 | 12,225 | 8 | (2,420) | (3,907) | (11,692) |
| Deferred/current income tax and social contribution | - | - | (1) | 39 | (149) | 1,638 |
| Profit (loss) for the period | <u>79,806</u> | <u>61,108</u> | <u>7</u> | <u>(8,403)</u> | <u>(2,052)</u> | <u>(42,895)</u> |
| | 12/31/2015 | | | | | |
| | IMEC (restated) | MGE (restated) | VC Network | Unimonte (restated) | PGP Gestão | BR Educação |
| <u>Statement of financial position</u> | | | | | | |
| Current assets | 80,994 | 122,511 | 70 | 10,998 | - | 10,866 |
| Noncurrent assets | 93,176 | 449,494 | - | 49,412 | 7 | 82,290 |
| Current liabilities | 55,792 | 94,433 | - | 7,341 | - | 10,705 |
| Noncurrent liabilities | 37,179 | 29,750 | - | 10,421 | - | 14,097 |
| Equity | 81,199 | 447,822 | 70 | 42,648 | 7 | 68,354 (*) |
| <u>Profit (loss)</u> | | | | | | |
| Net Revenue | 236,267 | 517,939 | - | 48,260 | - | 32,479 |
| Cost of services | (123,428) | (317,404) | - | (30,408) | - | (21,376) |
| Operating expenses | (40,988) | (119,035) | (1) | (21,817) | (70) | (23,906) |
| Financial result | 4,110 | (1,632) | 7 | (1,902) | - | (1,046) |
| Deferred income tax and social contribution | - | 1,856 | (1) | 39 | - | 51 |
| Profit (loss) for the period | <u>75,961</u> | <u>81,724</u> | <u>5</u> | <u>(5,828)</u> | <u>(70)</u> | <u>(13,798)</u> |

(*) The equity of BR Educação includes the allocated goodwill amounting to R\$20,744, as shown in the breakdown of the Parent Company's investment table in the columns of allocated fair value.

| | Parent Company | | | | | | | | Total |
|---|----------------|----------------|------------|---------------|---------------|---------------|----------------------|---------------|----------------|
| | IMEC | MGE | VC Network | Unimonte | PGP Gestão | BR Educação | Allocated fair value | Goodwill | |
| Closing balance at December 31, 2014 | 48,476 | 378,403 | 65 | 33,010 | 1 | 42,283 | 52,352 | 45,326 | 599,916 |
| Capital increase | 13,005 | 40,050 | - | 15,467 | 76 | 19,125 | - | - | 87,723 |
| Equity in the earnings (losses) of subsidiaries | 75,961 | 81,724 | 5 | (5,829) | (70) | (13,798) | (49) | - | 137,944 |
| Dividend distribution | (56,243) | (52,355) | - | - | - | - | - | - | (108,598) |
| Closing balance at December 31, 2015 | 81,199 | 447,822 | 70 | 42,648 | 7 | 47,610 | 52,303 | 45,326 | 716,985 |
| Capital increase | 13,600 | 52,370 | - | 6,000 | 27,867 | 65,360 | - | - | 165,197 |
| Equity in the earnings (losses) of subsidiaries | 79,806 | 61,108 | 7 | (8,403) | (2,052) | (42,895) | (2) | - | 87,569 |
| Capital reserve | - | 9 | - | - | - | 5,293 | - | - | 5,302 |
| Dividend distribution | (76,922) | (76,570) | - | - | - | - | - | - | (153,492) |
| Allowance for impairment losses | - | - | - | - | - | - | - | (10,300) | (10,300) |
| Closing balance at December 31, 2016 | <u>97,683</u> | <u>484,739</u> | <u>77</u> | <u>40,245</u> | <u>25,822</u> | <u>75,368</u> | <u>52,301</u> | <u>35,026</u> | <u>811,261</u> |

13. PROPERTY AND EQUIPMENT

| | Annual depreciation rates | Parent Company | | | |
|---------------------------|---------------------------|------------------|--------------------------|----------------------------|----------------------------|
| | | 12/31/2016 | | 12/31/2015 | |
| | | Acquisition cost | Accumulated depreciation | Net property and equipment | Net property and equipment |
| Computers and peripherals | 20% | 3,959 | (1,809) | 2,150 | 1,382 |
| Leasehold improvements | 10% | 2,151 | (307) | 1,844 | 1,434 |
| Furniture and fixtures | 10% | 944 | (261) | 683 | 583 |
| Machinery and equipment | 10% | 373 | (112) | 261 | 321 |
| Other | 10% and 20% | 465 | (304) | 161 | 181 |
| Construction in progress | - | 149 | - | 149 | - |
| Total | | <u>8,041</u> | <u>(2,793)</u> | <u>5,248</u> | <u>3,901</u> |
| | Annual depreciation rates | Consolidated | | | |
| | | 12/31/2016 | | 12/31/2015 | |
| | | Acquisition cost | Accumulated depreciation | Net property and equipment | Net property and equipment |
| Leasehold improvements | 2.86% to 10% | 90,097 | (26,734) | 63,363 | 55,451 |
| Buildings | 1.43% to 4% | 51,535 | (4,797) | 46,738 | 12,655 |
| Land | - | 28,396 | - | 28,396 | 13,110 |
| Machinery and equipment | 10% | 70,724 | (48,588) | 22,136 | 20,231 |
| Library and video library | 10% | 39,135 | (19,692) | 19,443 | 14,025 |
| Furniture and fixtures | 10% | 44,517 | (29,116) | 15,401 | 13,100 |
| Computers and peripherals | 20% | 48,402 | (35,515) | 12,887 | 10,510 |
| Other | 10% and 20% | 26,793 | (15,817) | 10,976 | 6,876 |
| Construction in progress | - | 4,190 | - | 4,190 | - |
| Total | | <u>403,789</u> | <u>(180,259)</u> | <u>223,530</u> | <u>145,958</u> |

Below, the changes in property and equipment of the Parent Company and Consolidated:

| | Parent Company | | | | | | Net balance on 12/31/2016 |
|---------------------------|---------------------------|--------------|--------------|--------------|----------------|------------------|---------------------------|
| | Net balance on 12/31/2015 | Additions | Write-offs | Depreciation | Transfer | Reclassification | |
| Computers and peripherals | 1,382 | 1,285 | (37) | (584) | - | 104 | 2,150 |
| Leasehold improvements | 1,434 | - | (57) | (155) | 81 | 541 | 1,844 |
| Furniture and fixtures | 583 | 225 | - | (80) | - | (45) | 683 |
| Machinery and equipment | 321 | 70 | - | (32) | - | (98) | 261 |
| Other | 181 | 18 | - | (77) | - | 39 | 161 |
| Construction in progress | - | 2,428 | (8) | - | (1,730) | (541) | 149 |
| Total | 3,901 | 4,026 | (102) | (928) | (1,649) | - | 5,248 |

| | Parent Company | | | | | Net balance on 12/31/2015 | |
|---------------------------|---------------------------|--------------|--------------|--------------|--------------|---------------------------|--------------|
| | Net balance on 12/31/2014 | Additions | Write-offs | Depreciation | Transfer (*) | | |
| Computers and peripherals | | 931 | 752 | (45) | (389) | 133 | 1,382 |
| Leasehold improvements | | 643 | 1 | - | (87) | 877 | 1,434 |
| Furniture and fixtures | | 485 | 169 | (4) | (69) | 2 | 583 |
| Machinery and equipment | | 202 | 196 | (2) | (31) | (44) | 321 |
| Other | | 250 | 7 | (1) | (75) | - | 181 |
| Construction in progress | | 302 | 813 | - | - | (1,115) | - |
| Total | | 2,813 | 1,938 | (52) | (651) | (147) | 3,901 |

| | Consolidated | | | | | | | Net balance on 12/31/2016 |
|-------------------------------|---------------------------|---------------|----------------------------|----------------|-----------------|----------------|------------------|---------------------------|
| | Net balance on 12/31/2015 | Additions | Business combination (iii) | Write-offs | Depreciation | Transfer | Reclassification | |
| Leasehold improvements (i) | 55,451 | 225 | 6,791 | (3,977) | (7,661) | (1,394) | 13,928 | 63,363 |
| Buildings | 12,655 | - | 36,618 | - | (1,386) | (366) | (783) | 46,738 |
| Land | 13,110 | - | 15,282 | - | - | 4 | - | 28,396 |
| Machinery and equipment | 20,231 | 2,937 | 3,755 | (70) | (3,902) | 108 | (923) | 22,136 |
| Library and video library | 14,025 | 5,102 | 2,827 | (39) | (2,452) | (10) | (10) | 19,443 |
| Furniture and fixtures | 13,100 | 2,049 | 2,760 | (23) | (2,605) | 249 | (129) | 15,401 |
| Computers and peripherals | 10,510 | 2,363 | 3,418 | (65) | (4,782) | 781 | 662 | 12,887 |
| Other | 6,876 | 4,732 | 1,206 | (179) | (2,152) | 87 | 406 | 10,976 |
| Construction in progress (ii) | - | 20,989 | 541 | (79) | - | (4,110) | (13,151) | 4,190 |
| Total | 145,958 | 38,397 | 73,198 | (4,432) | (24,940) | (4,651) | - | 223,530 |

| | Consolidated | | | | | Net balance on 12/31/2015 | |
|-------------------------------|---------------------------|----------------|---------------|---------------|--------------|---------------------------|----------------|
| | Net balance on 12/31/2014 | Additions | Write-offs | Transfer (ii) | Depreciation | | |
| Leasehold improvements (i) | | 39,492 | 3 | (19) | 21,566 | (5,591) | 55,451 |
| Buildings | | 12,821 | - | - | - | (166) | 12,655 |
| Land | | 13,110 | - | - | - | - | 13,110 |
| Machinery and equipment | | 15,618 | 7,656 | (107) | 39 | (2,975) | 20,231 |
| Library and video library | | 11,869 | 4,183 | - | 14 | (2,041) | 14,025 |
| Furniture and fixtures | | 11,725 | 3,966 | (594) | 66 | (2,063) | 13,100 |
| Computers and peripherals | | 8,819 | 5,080 | (67) | 131 | (3,453) | 10,510 |
| Other | | 5,996 | 2,340 | (5) | 12 | (1,467) | 6,876 |
| Construction in progress (ii) | | 2,127 | 20,471 | (20) | (22,578) | - | - |
| Total | | 121,577 | 43,699 | (812) | (750) | (17,756) | 145,958 |

- (i) Expenses with leasehold improvements refer to campus improvements carried out by the Company's subsidiaries in order to expand their facilities and give more comfort to students.
- (ii) Construction in progress mainly refers to the disbursements made by the Company's subsidiaries to build and expand its units. The amounts will be transferred to leasehold improvements and start to be depreciated after the completion of the construction works.
- (iii) Additions shown in this column refer to additions arising from the business combination from the acquisition of Sociesc,

FACEB, ACAD and Politécnico.

13.1. Assets pledged as collateral

The Company and its subsidiaries have pledged property and equipment items as collateral in lawsuits. The Group's pledged assets amount approximately to R\$75,134 (R\$25,765 at December 31, 2015) in such lawsuits.

14. INTANGIBLE ASSETS

| | Annual amortization rates | Parent Company | | | |
|-------------------------------|---------------------------------|---------------------|-----------------------------|-----------------------------|-----------------------------|
| | | Acquisition cost | Accumulated amortization | Net intangible assets | |
| | | 12/31/2016 | 12/31/2015 | Net intangible assets | |
| Software | 20% | 24,925 | (8,793) | 16,132 | 12,132 |
| Total | | <u>24,925</u> | <u>(8,793)</u> | <u>16,132</u> | <u>12,132</u> |
| | Annual amortization rates | Consolidated | | | |
| | | Acquisition cost | Accumulated amortization | Net intangible assets | Net intangible assets |
| | | 12/31/2016 | 12/31/2015 | Net intangible assets | Net intangible assets |
| Goodwill (a) | | 330,844 | - | 330,844 | 244,642 |
| Trademarks and patents (b) | | 143,116 | - | 143,116 | 121,956 |
| Licenses (c) | | 55,595 | - | 55,595 | 54,600 |
| Customer portfolio (d) | 22% to 60% | 33,152 | (22,702) | 10,450 | 12,384 |
| Mailing list | 38% | 533 | (533) | - | - |
| Total | | <u>563,240</u> | <u>(23,235)</u> | <u>540,005</u> | <u>433,582</u> |
| Software | 20% | 49,336 | (26,566) | 22,770 | 16,109 |
| Other | 10% to 33% | 14,513 | (8,156) | 6,357 | 2,913 |
| Total | | <u>63,849</u> | <u>(34,722)</u> | <u>29,127</u> | <u>19,022</u> |
| Total intangible assets | | <u>627,089</u> | <u>(57,957)</u> | <u>569,132</u> | <u>452,604</u> |

- (a) Refers to goodwill paid upon the acquisitions of IMEC, HSM Brasil, PGP Educação and USJT which has not been allocated in identified assets, as per valuation report. This item also includes preliminary goodwill on the acquisitions of Sociesc, FACEB, ACAD and Politécnico, whose allocation report of acquired assets and assumed liabilities is still being prepared. Pursuant to the criteria set forth by ICPC 09 (R2), goodwill recognized by the Parent Company must be reclassified to intangible assets in the consolidated financial statements.
- (b) Refers to the amounts paid for the acquisition of the trademarks "UNA", "UNI-BH", "HSM", "USJT" and "SOCIESC", whose Operating License (certificate granted by the Ministry of Education that authorizes higher education institutions to operate) is held by the Company through its investees.

- (c) Refers to a portion of licenses paid in the acquisition of USJT and Sociesc, whose Operating License is held by the Company through its investees.
- (d) Refers to the amount of the customer portfolio paid upon to the acquisition of the Operating Licenses of IMEC, HSM, USJT, Sociesc and the acquisition of the Operating License of UNA Betim.

Changes in the Parent Company are as follows:

| | Parent Company | | | | Net balance on 12/31/2016 |
|----------|---------------------------|-----------|--------------|----------|---------------------------|
| | Net balance on 12/31/2015 | Additions | Amortization | Transfer | |
| Software | 12,132 | 6,237 | (3,886) | 1,649 | 16,132 |
| Total | 12,132 | 6,237 | (3,886) | 1,649 | 16,132 |

| | Parent Company | | | | | | Net balance on 12/31/2015 |
|----------|---------------------------|-----------|------------|----------|--------------------------------|--------------|---------------------------|
| | Net balance on 12/31/2014 | Additions | Write-offs | Transfer | Transfer - related parties (i) | Amortization | |
| Software | 5,914 | 8,234 | (50) | 147 | 332 | (2,445) | 12,132 |
| Total | 5,914 | 8,234 | (50) | 147 | 332 | (2,445) | 12,132 |

- (i) Sale of MGE and IMEC software to GAEC as debt compensation between the subsidiaries and the Parent Company.

The table below shows the changes on a consolidated basis:

| | Consolidated | | | | | | | | Net balance on 12/31/2016 |
|------------------------|---------------------------|-----------|------------|--------------|------------------|--------------|-----------------|---------------------------|---------------------------|
| | Net balance on 12/31/2015 | Additions | Write-offs | Transfer (i) | Reclassification | Amortization | Impairment loss | Business combination (ii) | |
| Goodwill | 244,642 | - | - | - | - | - | (19,000) | 105,202 | 330,844 |
| Trademarks and patents | 121,956 | - | - | - | - | - | - | 21,160 | 143,116 |
| Licenses | 54,600 | - | - | - | - | - | - | 995 | 55,595 |
| Customer portfolio | 12,384 | - | - | - | - | (8,887) | - | 6,953 | 10,450 |
| Software | 16,109 | 7,958 | (21) | 2,040 | 855 | (6,028) | - | 1,834 | 22,747 |
| Projects in progress | - | 451 | - | 433 | (861) | - | - | - | 23 |
| Other | 2,913 | 4,818 | (24) | 251 | 6 | (2,266) | - | 659 | 6,357 |
| Total | 452,604 | 13,227 | (45) | 2,724 | - | (17,181) | (19,000) | 136,803 | 569,132 |

| | Consolidated | | | | | | | Net balance on 12/31/2015 |
|------------------------|---------------------------|-----------|------------|--------------|------------------|--------------|-----------------|---------------------------|
| | Net balance on 12/31/2014 | Additions | Write-offs | Transfer (i) | Reclassification | Amortization | Impairment loss | |
| Goodwill | 244,768 | - | - | - | - | (126) | - | 244,642 |
| Trademarks and patents | 121,371 | 3 | - | - | - | - | 582 | 121,956 |
| Licenses | 54,600 | - | - | - | - | - | - | 54,600 |
| Customer portfolio | 18,673 | - | - | - | - | 15 | (6,304) | 12,384 |
| Software | 9,162 | 9,983 | (77) | 745 | - | - | (3,704) | 16,109 |

| | | | | | | | |
|-------|----------------|---------------|-------------|------------|------------|-----------------|----------------|
| Other | <u>473</u> | <u>3,004</u> | <u>-</u> | <u>5</u> | <u>111</u> | <u>(680)</u> | <u>2,913</u> |
| Total | <u>449,047</u> | <u>12,990</u> | <u>(77)</u> | <u>750</u> | <u>-</u> | <u>(10,106)</u> | <u>452,604</u> |

- (i) Transfers from construction in progress for presentation purposes.
- (ii) Additions shown in this column refer to additions arising from the business combination, as described in Note 6.

14.1. Intangible assets identified in acquisitions

Part of the goodwill paid on the acquisition of subsidiaries was allocated to identifiable intangible assets with finite and indefinite useful lives, after an analysis of the acquired assets and the calculation of the future earnings projection, as follows:

| | Consolidated | | | | | | | | Total |
|------------------------------------|---------------|----------------|---------------|---------------|---------------|--------------|---------------|---------------|----------------|
| | 12/31/2016 | | | | | | | | |
| | IMEC | USJT | HSM | SOCIESC | FACEB | ACAD | Politécnico | Other | |
| Amortizable intangible assets: | | | | | | | | | |
| Customer portfolio | - | 7,350 | 8 | 3,092 | - | - | - | - | 10,450 |
| Total | - | 7,350 | 8 | 3,092 | - | - | - | - | 10,450 |
| Non-amortizable intangible assets: | | | | | | | | | |
| Trademarks and patents | 24,380 | 34,900 | 59,872 | 21,160 | - | - | - | 2,804 | 143,116 |
| Licenses | - | 54,600 | - | 995 | - | - | - | - | 55,595 |
| Goodwill | 29,825 | 174,445 | 21,370 | 46,721 | 30,581 | 3,623 | 17,014 | 7,265 | 330,844 |
| Total | 54,205 | 263,945 | 81,242 | 68,876 | 30,581 | 3,623 | 17,014 | 10,069 | 529,555 |
| Overall Total | <u>54,205</u> | <u>271,295</u> | <u>81,250</u> | <u>71,968</u> | <u>30,581</u> | <u>3,623</u> | <u>17,014</u> | <u>10,069</u> | <u>540,005</u> |

| | Consolidated | | | | | Total |
|------------------------------------|---------------|----------------|----------------|--------------|--|----------------|
| | 12/31/2015 | | | | | |
| | IMEC | USJT | HSM | Other | | |
| Amortizable intangible assets: | | | | | | |
| Customer portfolio | - | 12,250 | 18 | 116 | | 12,384 |
| Total | - | 12,250 | 18 | 116 | | 12,384 |
| Non-amortizable intangible assets: | | | | | | |
| Trademarks and patents | 24,380 | 34,900 | 59,872 | 2,804 | | 121,956 |
| Licenses | - | 54,600 | - | - | | 54,600 |
| Goodwill | 29,825 | 174,445 | 40,370 | 2 | | 244,642 |
| Total | 54,205 | 263,945 | 100,242 | 2,806 | | 421,198 |
| Overall Total | <u>54,205</u> | <u>276,195</u> | <u>100,260</u> | <u>2,922</u> | | <u>433,582</u> |

14.2. Allocation of non-amortizable intangible assets to the Cash-Generating Units

Goodwill, licenses trademarks and patents were allocated, for impairment-testing purposes, to the cash-generating units ("CGUs"), identified according to the operating segment, as detailed below:

| | Consolidated | |
|-----------------------|----------------|----------------|
| | 12/31/2016 | 12/31/2015 |
| Higher education (i) | 444,690 | 320,956 |
| Other businesses (ii) | 84,865 | 100,242 |
| | <u>529,555</u> | <u>421,198</u> |

As at December 31, 2016, goodwill, trademarks and licenses were tested for impairment and no need to adjust goodwill, trademarks and licenses was identified, except for the need to adjust goodwill related to HSM, as detailed below.

- (i) The recoverable value of the Education cash-generating unit was determined based on the value in use calculation, using cash flow projections based on the five-year financial budget approved by Management and an annual discount rate of 16%. The calculation considers a five-year projection of a specific flow, adding a perpetuity value with growth between 4.5% and 10% per year, depending on the business line, operating market and the respective maturity level. Annual inflation was estimated at 4.5%. Management believes that no reasonably possible change to the key assumptions, on which the recoverable value is based, would cause the total carrying amount to exceed the total recoverable value of the cash-generating unit.
- (ii) The recoverable value of the Other Businesses cash-generating unit was determined based on the value in use calculation, using cash flow projections based on the five-year financial budget approved by Management and an annual discount rate of 16%. The calculation considers a ten-year projection of a specific flow. This term was chosen considering that a significant share of expected revenue will arise from new products in our digital business unit and from corporate education activities, which were restructured and had their operating scope expanded to include middle management education. These changes are significant and require more than five years to become mature enough for the perpetuity calculation to be made on a stable basis.

The main assumptions used when calculating the value in use of this cash-generating unit were:

- Revenue growth of 18.7% p.a. between 2017 and 2026 based on a business plan that considers: a) moderate growth in our business unit related to events; b) expansion and consolidation of our corporate education business unit, also covering middle management, which used to be served by ACAD; and c) expansion and consolidation of our digital business unit related to content curation, taking full advantage of the materials developed in events, HSM Magazine's news articles and books published by HSM.
- Expense growth at 14.5% p.a., considering future economies of scale from the maturation of activities, gains from restructuring in 2016 and economies of scale from the absorption of ACAD's activities. As a result, the gross margin will increase from 44.6% in 2016 to 55.1% in 2026 and the operating margin will grow from -6.5% in 2016 to 25.8% in 2026, which Management believes to be feasible.

The above-mentioned revenue and expense growth percentages consider an inflation rate of 4.5% p.a. for the coming years.

Cash flows for the years after the five-year term have been extrapolated at a constant growth rate of 5.5% p.a., which considers expected inflation of 4.5% p.a. Management believes that this real growth rate is feasible and in line with the market in which this cash-generating unit operates.

Finally, Management concluded that, although HSM's restructuring is generating the expected benefits, there is a possibility that the revenue growth curves outlined in the business plan will not be fully reached. As a result, the Company recorded a provision for asset impairment in the amount of R\$19,000, reducing goodwill from the acquisition of this subsidiary, an amount sufficient to cover revenue up to 20% lower than those envisaged in the business plan, with a consequent proportional decline in the respective costs.

This impairment loss was recorded this year under "Other expenses" in the income statement and presented in the same line and in the "Management and Technology Innovation Vertical" group, as per Note 28.

Management believes that, in addition to the above-mentioned revenue reduction assumption, no reasonably possible change to the key assumptions, on which the recoverable value is based, would cause the operations' carrying amount to exceed their recoverable value.

15. TRADE PAYABLES

Consisting basically of leases, payables to IT vendors, services providers, suppliers of consumables, and infrastructure builders. The outstanding balances in the Parent Company and on a consolidated basis for the year ended December 31, 2016 was R\$4,032 (R\$3,315 as at December 31, 2015) and R\$23,688 (R\$19,606 as at December 31, 2015), respectively.

16. BORROWINGS AND FINANCING

| | Parent Company | | | | | |
|-----------------------------|----------------|------------|---------|------------|------------|---------|
| | 12/31/2016 | | | 12/31/2015 | | |
| | Current | Noncurrent | Total | Current | Noncurrent | Total |
| Local currency | | | | | | |
| HSBC | 4,329 | 1,073 | 5,402 | 4,356 | 5,364 | 9,720 |
| Santander | 14,375 | 18,401 | 32,776 | 4,515 | 28,719 | 33,234 |
| Caixa Geral | 2,508 | 625 | 3,133 | 2,517 | 3,125 | 5,642 |
| IFC | 6,245 | 139,080 | 145,325 | - | - | - |
| Other borrowings | 344 | 3,987 | 4,331 | - | - | - |
| Foreign currency | | | | | | |
| HSBC - Credit Facility 4131 | 47,335 | - | 47,335 | 57,422 | 54,587 | 112,009 |
| Itaú - Credit Facility 4131 | 24,688 | 67,135 | 91,823 | 40,589 | 110,025 | 150,614 |
| Total | 99,824 | 230,301 | 330,125 | 109,399 | 201,820 | 311,219 |
| | Consolidated | | | | | |
| | 12/31/2016 | | | 12/31/2015 | | |
| | Current | Noncurrent | Total | Current | Noncurrent | Total |
| Local currency | | | | | | |
| Banco do Brasil | 6,090 | 10,909 | 16,999 | 5,572 | 16,364 | 21,936 |
| HSBC | 17,178 | 7,560 | 24,738 | 13,471 | 17,083 | 30,554 |
| Santander | 18,345 | 21,797 | 40,142 | 4,515 | 28,719 | 33,234 |
| Caixa Geral | 2,508 | 625 | 3,133 | 2,517 | 3,125 | 5,642 |
| IFC | 6,245 | 139,080 | 145,325 | - | - | - |

| | | | | | | |
|-----------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Other borrowings | 1,737 | 6,400 | 8,137 | 106 | 360 | 466 |
| Foreign currency | | | | | | |
| HSBC - Credit Facility 4131 | 47,335 | - | 47,335 | 57,422 | 54,587 | 112,009 |
| Itaú - Credit Facility 4131 | 24,688 | 67,135 | 91,823 | 40,589 | 110,025 | 150,614 |
| Total | <u>124,126</u> | <u>253,506</u> | <u>377,632</u> | <u>124,192</u> | <u>230,263</u> | <u>354,455</u> |

The main contractual conditions are as follows:

| | | Consolidated | | | | |
|-----------------------------------|--|--------------------------------|---------|------------|------------|--|
| | Guarantees | Average interest rate (annual) | Index | Start date | End date | |
| Working capital domestic currency | 25% to 100% of receivables from students and cross-guarantee with group companies | 1.80% to 4.60% | CDI | 10/28/2010 | 5/29/2023 | |
| Working capital foreign currency | Promissory notes and cross-guarantee with group companies | 2.78% to 3.89% | USD (*) | 8/26/2015 | 8/26/2020 | |
| IFC | Fiduciary sale of AMC Serviços' quotas and receivables; guarantees of all subsidiaries; specific permanence commitment of five officers and one shareholder with a minimum interest of 25% of the capital stock on the contracting date. | 1.49% | CDI | 5/12/2016 | 3/15/2024 | |
| Other borrowings | Bank surety and cross-guarantee with group companies/ 100% of the goods acquired through financing/ 30% of student receivables | 7.00% to 22.56% | - | 12/30/2011 | 1/15/2026 | |
| Other borrowings | | 12.00% to 15.90% | TR | 10/28/2009 | 10/28/2019 | |
| Other borrowings | 100% of the assets acquired with financing | 3.5% to 5.50% | TJLP | 3/23/2011 | 12/15/2023 | |

(*) The Company manages its exchange rate volatility risk through swap instruments, as described in Note 32.1 item (c), which details the rates and indices of borrowings taken out for working capital in foreign currency alleviated by the CDI swap plus fixed rates of 1.0% p.a. and 2.40% p.a.

Borrowings and financing basically refer to working capital used to finance the operations of the Company and its subsidiaries.

The Company and its subsidiaries have certain borrowings and financing containing restrictive covenants defined contractually on December 31, 2016, as follows:

| Restrictive Covenant | Required ratio |
|-----------------------------------|----------------|
| Current ratio (i) | > 1.2 |
| Net financial debt/EBITDA (ii) | < 3.0 |
| EBITDA/Net finance expenses (iii) | > 1.3 |

(i) Current ratio = current assets divided by current liabilities.

(ii) Net financial debt = sum of the balances of borrowings and financing less cash and cash equivalents.

(iii) EBITDA = Earnings before interest, income taxes, depreciation, and amortization. Some agreements provide for specific EBITDA calculation criteria with some variations to this formula.

The above-mentioned analyses are annual and, in the year ended December 31, 2016, the Company and its subsidiaries complied with all said restrictive covenants.

The maturities of amounts recognized in noncurrent liabilities for the years ended December 31, 2016 and 2015 are as follows:

| Parent Company | | Consolidated | |
|----------------|------|--------------|------|
| 12/31/2016 | | 12/31/2016 | |
| Payment | Face | Payment | Face |

| | <u>schedule</u> | <u>value</u> | <u>schedule</u> | <u>value</u> |
|------------|-----------------|----------------|-----------------|----------------|
| 2018 | 29,860 | 66,278 | 45,222 | 86,022 |
| 2019 | 53,690 | 86,035 | 61,342 | 94,183 |
| 2020 | 47,491 | 72,103 | 47,550 | 71,445 |
| After 2020 | 99,260 | 142,848 | 99,392 | 139,996 |
| Total | <u>230,301</u> | <u>367,264</u> | <u>253,506</u> | <u>391,646</u> |

| | <u>Parent Company</u> | | <u>Consolidated</u> | |
|------------|-----------------------|----------------|---------------------|----------------|
| | <u>12/31/2015</u> | | <u>12/31/2015</u> | |
| | <u>Payment</u> | <u>Face</u> | <u>Payment</u> | <u>Face</u> |
| | <u>schedule</u> | <u>value</u> | <u>schedule</u> | <u>value</u> |
| 2017 | 95,194 | 120,840 | 109,635 | 138,671 |
| 2018 | 35,513 | 45,313 | 43,839 | 55,030 |
| 2019 | 33,816 | 40,269 | 39,315 | 46,220 |
| After 2019 | 37,297 | 55,905 | 37,474 | 56,094 |
| Total | <u>201,820</u> | <u>262,327</u> | <u>230,263</u> | <u>296,015</u> |

In 2015, the Company took out US-dollar denominated loans with Itaú Unibanco S.A. Nassau Branch and HSBC Bank Brasil S.A Banco Múltiplo, Grand Cayman Branch. In addition, aiming at mitigating the impact of exchange rate variation on its results, the Company contracted a cash flow swap with Banco Itaú S.A. and HSBC Bank Brasil S.A.

Proceeds will be applied to reinforce cash and carry on the Company's expansion plan.

17. EXPENSES RELATED TO THE INNOVATION PLAN - FINEP FINANCING

On December 16, 2015, the Company and its subsidiaries MGE, IMEC, Unimonte and USJT entered into a financing agreement with FINEP.

The purpose of the agreement is to finance technological innovation in order to develop new or significantly improved processes (at least in the domestic market) that involve technological risk and market opportunity, as well as to finance technological innovation on a systematic basis, thus expanding innovative capabilities. The agreement comprises investments in tangible capital assets, including physical infrastructure, and in intangible capital assets.

Pursuant to this agreement, no. 0/9/15/0046/00, the Company is obliged to present the expenditures incurred during the year:

| Expenditures | <u>2016</u> |
|---|--------------|
| Internal research and development | 2,955 |
| Acquisition of external research and development | 3,860 |
| Software acquisition | 480 |
| Training | 553 |
| Machinery and equipment acquisition | 29 |
| Pioneering production and other preparations for production and distribution: | 431 |
| i. Construction works and facilities for pioneering production | 431 |
| | <u>8,308</u> |

18. PAYROLL AND RELATED TAXES

| | <u>Parent Company</u> | | <u>Consolidated</u> | |
|----------------------------|-----------------------|-------------------|---------------------|-------------------|
| | <u>12/31/2016</u> | <u>12/31/2015</u> | <u>12/31/2016</u> | <u>12/31/2015</u> |
| Payroll | 1,883 | 1,364 | 18,603 | 16,108 |
| Accrued vacation pay | 3,913 | 2,734 | 25,408 | 16,590 |
| Social security tax (INSS) | 712 | 545 | 10,246 | 7,784 |

| | | | | |
|---------------------------|--------------|--------------|---------------|---------------|
| Severance pay fund (FGTS) | 262 | 192 | 3,363 | 2,620 |
| Variable remuneration | - | 2,199 | - | 2,707 |
| Other | 83 | 63 | 739 | 549 |
| Total | <u>6,853</u> | <u>7,097</u> | <u>58,359</u> | <u>46,358</u> |

19. TAXES PAYABLE

| | Parent Company | | Consolidated | |
|-----------------------------------|-------------------|-------------------|-------------------|-------------------|
| | <u>12/31/2016</u> | <u>12/31/2015</u> | <u>12/31/2016</u> | <u>12/31/2015</u> |
| Withholding income tax (IRRF) | 874 | 688 | 11,762 | 8,121 |
| Service tax (ISS) | 49 | 15 | 1,895 | 1,706 |
| Taxes on revenue (PIS and COFINS) | 121 | 188 | 635 | 719 |
| Other | 14 | 10 | 480 | 144 |
| Total | <u>1,058</u> | <u>901</u> | <u>14,772</u> | <u>10,690</u> |

20. ADVANCES FROM CUSTOMERS

| | Consolidated | |
|----------------------------|-------------------|-------------------|
| | <u>12/31/2016</u> | <u>12/31/2015</u> |
| Advances from students (a) | 13,973 | 13,085 |
| Customer prebilling (b) | 2,644 | 3,827 |
| Research projects (c) | 2,393 | 3,563 |
| Other | 167 | 567 |
| Total | <u>19,177</u> | <u>21,042</u> |

- (a) Refer to prepaid enrollment fees and monthly tuitions, which will be recognized in profit or loss on an accrual basis and the Pravalier receivables, student loans awarded entered into between students and financial company Ideal Invest S.A., under terms that stipulate that a student can extend the payment maturity and pay the double amount thus reducing the monthly installment. The loan agreement is renewed semiannually between Ideal Invest S.A. and student loses the financial bidding with the school to have a link only with Pravalier. Every time a service is engaged and a loan is renewed, Pravalier prepays approximately 90% of the student's payable financed for the six-month period to the Company's subsidiaries, which record these receipts on an accrual basis as the service is provided.
- (b) Refer to prepayments of services related to the organization of trade shows, congresses, and exhibitions to be provided after receiving. Revenue from this type of payment is recognized when the services are provided.
- (c) Refer to funds from agreements entered into between government companies and MGE, UNIMONTE and IMEC to cover the costs incurred on the performance research, development, and scientific and technology qualification projects. These advances are recognized as these project costs are incurred and are broken down as follows:

| | Consolidated | |
|-----------------|-------------------|-------------------|
| | <u>12/31/2016</u> | <u>12/31/2015</u> |
| CEMIG | 1,217 | 1,229 |
| FAPEMIG | 394 | 1,725 |
| British embassy | 405 | 405 |
| Petrocoque | 151 | 151 |
| Apexbrasil | 157 | - |
| Settaport | 50 | 50 |
| Other | 19 | 3 |
| Overall Total | <u>2,393</u> | <u>3,563</u> |

21. TAXES IN INSTALLMENTS

| | Consolidated | |
|--|-------------------|-------------------|
| | <u>12/31/2016</u> | <u>12/31/2015</u> |
| FGTS (a) | 2,802 | 2,847 |
| Ordinary installment payments - Brazilian Internal Revenue Service (RFB) | 1,489 | 685 |
| REFIS IV | 367 | - |
| Other installments | <u>362</u> | <u>35</u> |
| Total | <u>5,020</u> | <u>3,567</u> |
| Current liabilities | 550 | 180 |
| Noncurrent liabilities | 4,470 | 3,387 |

- (a) Government severance indemnity fund (FGTS): This amount refers to FGTS installment payments of the subsidiaries Unimonte and IMEC to Caixa Econômica Federal. As of July 2015, Unimonte now collects the remaining amounts through escrow deposit, since the parent company is waiting for Caixa Econômica Federal to send the list of employees who still have FGTS amounts to be deposited.

22. NOTES PAYABLE

| | Consolidate |
|----------------------------|-------------------------------|
| | <u>d</u> <u>12/31/2016</u> |
| Acquisition of Sociesc | 31,839 |
| Acquisition of FACEB | 22,653 |
| Acquisition of ACAD | 1,500 |
| Acquisition of Politécnico | <u>17,692</u> |
| Total | <u>73,684</u> |
| Current liabilities | 9,133 |
| Noncurrent liabilities | 64,551 |
| | Consolidate |
| | <u>d</u> <u>12/31/2016</u> |
| 2018 | 11,556 |
| 2019 | 9,171 |
| 2020 | 9,041 |
| After 2020 | <u>34,783</u> |
| Total | <u>64,551</u> |

23. ESCROW DEPOSITS AND PROVISION FOR TAX, CIVIL AND LABOR RISKS

Management monitors the progress of lawsuits and, based on the opinion of its in-house and external legal counsels and in-company policies, a provision is recognized for the lawsuits whose likelihood of loss is considered as probable, including principal and charges.

| | Escrow deposits | | | |
|-----------|-----------------|------------|---------------|---------------|
| | Parent Company | | Consolidated | |
| | 12/31/2016 | 12/31/2015 | 12/31/2016 | 12/31/2015 |
| Labor (a) | 34 | 42 | 11,521 | 10,699 |
| Tax (b) | - | - | 16,590 | 10,264 |
| Civil (c) | - | - | 8,181 | 6,952 |
| Total | <u>34</u> | <u>42</u> | <u>36,292</u> | <u>27,915</u> |

| | Provision for risks | | | |
|----------------------|---------------------|--------------|---------------|---------------|
| | Parent Company | | Consolidated | |
| | 12/31/2016 | 12/31/2015 | 12/31/2016 | 12/31/2015 |
| Labor provisions (a) | 1,290 | 2,328 | 31,912 | 43,844 |
| Tax provisions (b) | - | - | 56,000 | 200 |
| Civil provisions (c) | - | - | 10,561 | 2,048 |
| Total | <u>1,290</u> | <u>2,328</u> | <u>98,473</u> | <u>46,092</u> |

The changes in the Parent Company's provisions were as follows:

| | 12/31/2015 | Reversal | Payments | Inflation adjustment | 12/31/2016 |
|-----------|--------------|--------------|--------------|----------------------|--------------|
| Labor (a) | <u>2,328</u> | <u>(714)</u> | <u>(439)</u> | <u>115</u> | <u>1,290</u> |
| Total | <u>2,328</u> | <u>(714)</u> | <u>(439)</u> | <u>115</u> | <u>1,290</u> |

| | 12/31/2014 | Addition/Reversal | Payments | Inflation adjustment | 12/31/2015 |
|-----------|--------------|-------------------|-------------|----------------------|--------------|
| Labor (a) | <u>2,361</u> | <u>(149)</u> | <u>(52)</u> | <u>168</u> | <u>2,328</u> |
| Total | <u>2,361</u> | <u>(149)</u> | <u>(52)</u> | <u>168</u> | <u>2,328</u> |

The changes in the consolidated provisions were as follows:

| | 12/31/2015 | Addition/Reversal | Business combination (d) | Payments | Inflation adjustment | Offsetting of escrow deposits | Reclassification | 12/31/2016 |
|-----------|---------------|-------------------|--------------------------|-----------------|----------------------|-------------------------------|------------------|---------------|
| Labor (a) | 43,844 | (1,985) | 2,709 | (12,870) | 1,274 | (2,094) | 1,034 | 31,912 |
| Tax (b) | 200 | 4,142 | 51,900 | (242) | - | - | - | 56,000 |
| Civil (c) | 2,048 | 8,629 | 1,860 | (1,295) | - | (681) | - | 10,561 |
| Total | <u>46,092</u> | <u>10,786</u> | <u>56,469</u> | <u>(14,407)</u> | <u>1,274</u> | <u>(2,775)</u> | <u>1,034</u> | <u>98,473</u> |

| | <u>12/31/2014</u> | <u>Addition/R eversal</u> | <u>Paymen ts</u> | <u>Inflati on adjust ment</u> | <u>Reclassificatio n</u> | <u>Offsetting of escrow deposits</u> | <u>12/31/2015</u> |
|-----------|-------------------|-------------------------------|----------------------|---|------------------------------|--|-------------------|
| Labor (a) | 49,171 | (2,503) | (6,549) | 2,446 | 1,279 | - | 43,844 |
| Tax (b) | 1,269 | 5,975 | (1,720) | - | (1,536) | (3,788) | 200 |
| Civil (c) | 2,925 | 1,200 | (2,133) | - | 56 | - | 2,048 |
| Total | <u>53,365</u> | <u>4,672</u> | <u>(10,402)</u> | <u>2,446</u> | <u>(201)</u> | <u>(3,788)</u> | <u>46,092</u> |

- (a) Labor provisions are recognized based on the individual analysis of the lawsuits, of the claims made in each lawsuit, and an updated analysis of the previous court rulings, and refer mainly to claimed overtime, salary equalization, reversal of salary reductions, and payroll taxes, at administrative and court levels, by employees, former employees, service providers or public authorities, and the interpretation of the labor law to discuss whether or not there is an employment relationship with such service providers.
- (b) The provisions for labor litigation risks refer mainly to the risks of lawsuits filed by tax authorities regarding discussions and interpretations of prevailing tax legislation, at the administrative and court levels.
- (c) The civil provisions refer mainly to lawsuits filed by former students, in relation to the disagreement with contractual clauses, in relation to collection, indemnities, amongst other issues.
- (d) In the acquisition of Sociesc, the Company assumed the discussion of tax liabilities arising from the tax authorities' challenge of Sociesc's tax exemption status. In the opinion of the legal advisors, there is a "possible" risk of loss inherent in the case, which under normal circumstances would not require provisioning. However, in accordance with paragraphs 23 and 56 of CPC 15, which govern the assessment of contingences in business combinations, this claim has been adjusted to fair value, in the amount of R\$ 51.900, and will be recorded at the same amount, unless in the opinion of the legal advisors the risk of loss increases to "probable" and the estimated amount rises, or unless there is a final and unappealable decision in favor of Sociesc. In these cases, respectively, the provision will be increased or reversed. The Company also assumed the risk of possible labor and civil liabilities existing on the acquisition date up to the maximum limit of R\$4,096. The treatment to supplement or reverse this provision is the same as the one mentioned above for tax liabilities.

The Company and its subsidiaries are parties to other lawsuits to which Management, based on the assessment of its in-house and external legal counsels, did not recognize a provision for labor, tax and civil risks, as they believe that there is a possible risk of loss, as follows, highlighting disputes in the administrative and court levels related to interpretations of the law on tax immunity of subsidiaries in periods prior to their changes into for-profit entities. Sociesc's tax-exempt status is being challenged by the tax authorities, and the risk of loss is classified by the legal advisors as "possible", for a total R\$ 54,807 higher than the amount of the provision, as mentioned in item "d" above.

Lawsuits classified as possible:

| | <u>Consolidated</u> | |
|-------|---------------------|-------------------|
| | <u>12/31/2016</u> | <u>12/31/2015</u> |
| Labor | 9,015 | 12,836 |
| Tax | 150,946 | 81,723 |
| Civil | 11,632 | 18,059 |
| Total | <u>171,593</u> | <u>112,618</u> |

The escrow deposits are disclosed in noncurrent assets and, similarly to the provision for labor, tax, and civil risks, are adjusted by the official indices established for their adjustment.

Changes in the consolidated escrow deposits were as follows:

| | <u>12/31/2015</u> | <u>Additio ns</u> | <u>Business combination</u> | <u>Redem ption</u> | <u>Contingency set-off</u> | <u>Restatement / Reversal</u> | <u>Reallocation</u> | <u>12/31/2016</u> |
|-------|-------------------|-----------------------|---------------------------------|------------------------|--------------------------------|-----------------------------------|---------------------|-------------------|
| Labor | 10,699 | 3,889 | 548 | (2,012) | (2,094) | 195 | 296 | 11,521 |
| Tax | 10,264 | 4,741 | - | - | - | 1,585 | - | 16,590 |
| Civil | 6,952 | 3,106 | 291 | (1,071) | (681) | (120) | (296) | 8,181 |
| Total | <u>27,915</u> | <u>11,736</u> | <u>839</u> | <u>(3,083)</u> | <u>(2,775)</u> | <u>1,660</u> | <u>-</u> | <u>36,292</u> |

| | <u>12/31/2014</u> | <u>Additio ns</u> | <u>Write- offs</u> | <u>Inflation adjustment</u> | <u>Reallocatio n</u> | <u>Provision for contingency</u> | <u>12/31/2015</u> |
|-------|-------------------|-----------------------|------------------------|---------------------------------|--------------------------|--------------------------------------|-------------------|
| Labor | 8,628 | 3,050 | (408) | 1,012 | 3 | (1,586) | 10,699 |
| Tax | 3,906 | 5,513 | - | 845 | - | - | 10,264 |

| | | | | | | | |
|-------|---------------|--------------|----------------|--------------|------------|----------------|---------------|
| Civil | <u>7,540</u> | <u>1,175</u> | <u>(1,184)</u> | <u>444</u> | <u>(3)</u> | <u>(1,020)</u> | <u>6,952</u> |
| Total | <u>20,074</u> | <u>9,738</u> | <u>(1,592)</u> | <u>2,301</u> | <u>-</u> | <u>(2,606)</u> | <u>27,915</u> |

24. EQUITY

(a) Capital stock

Subscribed and paid-in capital stock for the year ended December 31, 2016 consists of 80,944,571 (82,866,371 for the year ended December 31, 2015) registered common shares with no par value, both corresponding to R\$496,411, which is broken down as follows:

| | <u>Common Shares</u> | |
|--------------------------|----------------------|-------------------|
| | <u>12/31/2016</u> | <u>12/31/2015</u> |
| Total outstanding shares | 80,027,482 | 82,592,482 |
| Treasury shares | <u>917,089</u> | <u>273,889</u> |
| Overall total shares | <u>80,944,571</u> | <u>82,866,371</u> |

(b) Capital reserves and cost of issuing securities

For the year ended December 31, 2016, the capital reserve and cost of issuing securities balance totaled R\$6,533 (R\$1,231 as at December 31, 2015). The changes refer to share-based compensation, as described in Note 31.2.

(c) Treasury shares

From January to December 2016, the Company repurchased 2,565,000 common shares totaling R\$27,622 at an average cost of R\$10.77 to maximize the generation of value to shareholders, as approved by the Board of Directors on December 18, 2015.

On October 21, 2016, the Company cancelled 1,921,800 common shares with no par value, with no reduction in the capital stock.

The amount written off referring to the cancellation of shares came to R\$20,819 as a counter-entry to the profit reserve.

On December 31, 2016, the balance of treasury shares was 917,089 common shares totaling R\$9,952 (273,889 common shares totaling R\$3,149 at December 31, 2015).

(d) Profit reserve

(i) Legal reserve

The Company must allocate 5% of the profit for the year to the legal reserve, limited to 20% of the capital stock. The allocation is optional when the legal reserve plus the capital reserves exceed 30% of the capital stock. For the year ended December 31, 2016, the legal reserve balance totaled R\$14,420.

(ii) Profit retention reserve

This reserve is represented by the undistributed profit for the year after recognizing the legal reserve, distributing the minimum mandatory dividends and

cancelling the treasury shares, which was carried out on October 21, 2016. Under the Company's Bylaws, the allocation of these amounts is pending approval by the Annual Shareholders' Meeting. For the year ended December 31, 2016, the profit retention reserve balance totaled R\$197,846.

(e) Dividends

In accordance with the Company's Bylaws, every year shareholders are guaranteed minimum mandatory dividends, equivalent to 25% of profit for the year, after deducting the legal reserve. In the year ended December 31, 2016, the Company recorded the amount of R\$4,951 to be ratified by the Annual Shareholders' Meeting.

(f) Earnings per share

As prescribed by IAS 33 (equivalent to CPC 41), the Company must calculate basic earnings or loss per share attributable to its controlling shareholders and, if disclosed, the profit or loss resulting from continuing operations attributable to these holders of common shares.

(i) Basic earnings per share:

Basic earnings per share are calculated by dividing the profit attributable to the Company's shareholders by the weighted average of common shares outstanding during the period, less common shares bought back by the Company and held as treasury shares, if any.

| | <u>Parent Company</u> | |
|--|-----------------------|-------------------|
| | <u>12/31/2016</u> | <u>12/31/2015</u> |
| Profit for the year | 20,845 | 64,203 |
| Weighted average of common shares (in thousands) | <u>80,400</u> | <u>82,853</u> |
| Basic earnings per common share – R\$ | <u>0.26</u> | <u>0.77</u> |

(ii) Diluted earnings per share

Diluted earnings per share is calculated by adjusting the weighted average number of outstanding common shares to assume conversion of all potential dilutive common shares. In the year ended December 31, 2016, the Company had only one instrument with dilutive effect, related to the bonus agreement of up to 900,000 Company shares, subject to the achievement of targets, as described in Note 31.2.

| | <u>Parent Company</u> | |
|---|-----------------------|-------------------|
| | <u>12/31/2016</u> | <u>12/31/2015</u> |
| Earnings for the year attributable to the Company's shareholders | 20,845 | 64,203 |
| Weighted average number of shares | 80,400 | 82,853 |
| Weighted average number of shares (in thousands) - diluted | <u>835</u> | <u>-</u> |
| Weighted average number of common shares for diluted earnings per share - thousands | 81,235 | 82,853 |
| Diluted earnings per share - R\$ | <u>0.26</u> | <u>0.77</u> |

25. UNIVERSITY FOR ALL PROGRAM (ProUNI)

The Program is focused on granting scholarships to undergraduate and specific graduate students with monthly household income per capita that does not exceed three minimum

wages.

Thus, by signing the adhesion agreement and in compliance with Law 11096, of January 13, 2005 and Decree 5493, of July 18, 2005, the Company's subsidiaries offer full and partial scholarships according to the selection criteria established by the PROUNI legislation, benefiting from the income tax, social contribution, COFINS and PIS exemptions, as prescribed by Article 8 of Law 11096/2005. This exemption refers only to taxes levied on profit and revenue earned on higher education activities, namely graduate degrees. This exemption is renewed semiannually through the digital signature of an adhesion agreement entered into with the MEC.

The number of scholarships awarded in the years ended December 31, 2016 and 2015 is consistent with PROUNI rules related to the minimum number of students per place, as prescribed by Law 12431, of June 24, 2011.

26. NET REVENUE FROM PRODUCTS AND SERVICES

| | Parent Company | | Consolidated | |
|--|-------------------|-------------------|-------------------|---------------------------------|
| | <u>12/31/2016</u> | <u>12/31/2015</u> | <u>12/31/2016</u> | <u>12/31/2015</u> (restated) |
| Gross revenue from products and services | 2,819 | 2,534 | 1,037,660 | 825,484 |
| Net FIES revenue | - | - | 367,656 | 376,939 |
| Discounts on monthly tuitions | - | - | (398,674) | (318,109) |
| Taxes on revenue | (300) | (216) | (21,824) | (19,886) |
| Commissions (a) | - | - | (27,812) | (21,676) |
| Present value adjustment | - | - | 3,428 | (7,808) |
| Net revenue | <u>2,519</u> | <u>2,318</u> | <u>960,434</u> | <u>834,944</u> |

(a) Refers to Pravalier, distance-learning centers and FIES (FGEDUC and financial agent) financing commissions.

The discounts on monthly tuitions consist of discounts granted by the Company's subsidiaries, as shown below:

| | Consolidated | |
|------------------------------|-------------------|-------------------|
| | <u>12/31/2016</u> | <u>12/31/2015</u> |
| PROUNI gratuity | (214,174) | (168,950) |
| Scholarships and discounts | (154,718) | (116,856) |
| Graduate degrees | (3,989) | (6,772) |
| Arrangements with companies | (4,987) | (5,051) |
| Refunding, rebates and other | <u>(20,806)</u> | <u>(20,480)</u> |
| Total | <u>(398,674)</u> | <u>(318,109)</u> |

27. INCOME AND (EXPENSES) BY NATURE

| | Parent Company | | Consolidated | |
|---|-----------------|-----------------|------------------|--------------------------|
| | 12/31/2016 | 12/31/2015 | 12/31/2016 | 12/31/2015 (restated) |
| Advertising and publicity | (1,839) | (1,054) | (29,840) | (28,413) |
| Allowance for doubtful accounts (Note 8) | - | - | (45,554) | (38,352) |
| Taxes and fees | (1,860) | (527) | (4,714) | (3,084) |
| Provision for labor, tax, and civil risks (Note 23) | 599 | (19) | (12,060) | (9,724) |
| Other operating income | 3,733 | 2,469 | 4,442 | 4,556 |
| Revenue from lease of rooms and stores | - | - | 5,176 | 2,257 |
| Personnel expenses (a) | (7,505) | (8,424) | (543,226) | (454,384) |
| Outsourced service expenses (b) | (4,498) | (3,409) | (59,147) | (40,286) |
| Expenses on leases and occupancy | (95) | (440) | (92,671) | (73,358) |
| Depreciation expenses (Note 13) | (928) | (651) | (24,940) | (17,756) |
| Amortization expenses (Note 14) | (3,886) | (2,445) | (17,181) | (10,106) |
| Allowance for impairment losses (Note 14) | (10,300) | - | (19,000) | - |
| Maintenance | (227) | (30) | (14,108) | (8,751) |
| Commuting | (1,031) | (871) | (9,649) | (5,489) |
| Whitney agreement termination (c) | - | (53,658) | - | (53,658) |
| Other expenses | (453) | (48) | (41,873) | (28,725) |
| Total | <u>(28,290)</u> | <u>(69,107)</u> | <u>(904,345)</u> | <u>(765,273)</u> |
| Classified as: | | | | |
| Cost | (16,912) | (15,370) | (611,583) | (492,616) |
| Selling expenses | (1,839) | (1,053) | (75,394) | (66,765) |
| General and administrative expenses | (1,712) | (54,608) | (191,213) | (199,897) |
| Other operating income (expenses), net | (7,827) | 1,924 | (26,155) | (5,995) |

(a) The amount recognized as personnel expenses includes payroll and related taxes.

(b) The amount recognized as outside services refers mainly to consulting, information technology, security, and outsourced labor.

(c) It refers to a non-recurring expense due to contractual termination with Whitney do Brasil Holding Ltda.

The amounts of materials, power, outsourced services and other expenses disclosed in the Statement of Value Added, are stated above in the outsourced services, maintenance, commuting, occupancy and other expenses lines.

28. SEGMENT REPORTING

The Company's Management elected to organize the Group based on the two different services provided, as follows:

- (a) Education - Activity performed by the subsidiaries MGE, IMEC, UNA, Unimonte, USJT, PGP Educação, Sociesc, FACEB and Politécnico, which are engaged in the provision of education services by offering elementary school and high school courses, college degrees and professional specialization courses, including undergraduate, graduate, masters, doctorate, and extension degrees, in addition to Pronatec, both formal and distance education.
- (b) Management and Technology Innovation Vertical - Activity performed by the subsidiaries HSM do Brasil, Sociesc and ACAD focused on the development of corporate leaders and companies through congresses, forums, seminars, specialization courses, in-company courses, publishing books and magazines specifically focused of management and business, consultancy services in the area of technological innovation and technical testing and analysis, including a calibration laboratory and testing of electrical equipment, measuring equipment, materials, founding and tooling.
- (i) The Company believes that the allocation of expenses through apportionment among the operating segments does not produce any additional benefit to the

business analysis and management and, therefore, said expenses are not allocated. The Company does not analyze reports on the equity amounts per segment.

| | 12/31/2016 | | | |
|--|-----------------------|--|-------------------------|----------------------|
| | Consolidated | | | |
| | Education | Management and Technology Innovation Vertical | Unallocated amount | Total |
| NET REVENUE | 914,124 | 46,310 | - | 960,434 |
| COST OF PRODUCTS AND SERVICES | (579,639) | (31,944) | - | (611,583) |
| GROSS PROFIT | <u>334,485</u> | <u>14,366</u> | <u>-</u> | <u>348,851</u> |
| OPERATING INCOME (EXPENSES) | | | | |
| Selling expenses | (70,682) | (2,727) | - | (73,409) |
| General and administrative expenses | (114,267) | (16,088) | - | (130,355) |
| Corporate (i) | - | - | (64,370) | (64,370) |
| Other operating income (expenses) | (5,261) | (19,366) | (1) | (24,628) |
| EARNINGS BEFORE FINANCE INCOME (EXPENSES) | <u>144,275</u> | <u>(23,815)</u> | <u>(64,371)</u> | <u>56,089</u> |
| Financial result | 7,709 | (1,214) | (2,313) | 4,182 |
| Corporate finance income (expenses) | - | - | (40,953) | (40,953) |
| PROFIT (LOSS) BEFORE INCOME TAXES | <u>151,984</u> | <u>(25,029)</u> | <u>(107,637)</u> | <u>19,318</u> |
| Current and deferred income tax and social contribution | <u>1,525</u> | <u>3</u> | <u>(1)</u> | <u>1,527</u> |
| PROFIT (LOSS) FOR THE PERIOD | <u><u>153,509</u></u> | <u><u>(25,026)</u></u> | <u><u>(107,638)</u></u> | <u><u>20,845</u></u> |

| | 12/31/2015 | | | |
|--|-----------------------|--|-------------------------|----------------------|
| | Consolidated | | | |
| | (restated) | | | |
| | Education | Management and Technology Innovation Vertical | Unallocated amount | Total |
| NET REVENUE | 802,465 | 32,479 | - | 834,944 |
| COST OF SERVICES RENDERED | (471,240) | (21,376) | - | (492,616) |
| GROSS PROFIT | <u>331,225</u> | <u>11,103</u> | <u>-</u> | <u>342,328</u> |
| OPERATING INCOME (EXPENSES) | | | | |
| Selling expenses | (60,974) | (4,431) | - | (65,405) |
| General and administrative expenses | (75,827) | (18,527) | (53,729) | (148,083) |
| Corporate | - | - | (54,302) | (54,302) |
| Other operating income (expenses) | (4,494) | (372) | (1) | (4,867) |
| EARNINGS BEFORE FINANCE INCOME (EXPENSES) | <u>189,930</u> | <u>(12,227)</u> | <u>(108,032)</u> | <u>69,671</u> |
| Financial result | 576 | (1,046) | 8 | (462) |
| Corporate finance income (expenses) | - | - | (10,740) | (10,740) |
| PROFIT (LOSS) BEFORE INCOME TAXES | <u>190,506</u> | <u>(13,273)</u> | <u>(118,764)</u> | <u>58,469</u> |
| Current and deferred income tax and social contribution | <u>1,895</u> | <u>51</u> | <u>3,788</u> | <u>5,734</u> |
| PROFIT (LOSS) FOR THE PERIOD | <u><u>192,401</u></u> | <u><u>(13,222)</u></u> | <u><u>(114,976)</u></u> | <u><u>64,203</u></u> |

The unallocated amount is basically related to the group's administrative activities performed by GAEC.

29. FINANCE INCOME (EXPENSES), NET

| | Parent Company | | Consolidated | |
|---|-----------------|-----------------|-----------------|-----------------|
| | 12/31/2016 | 12/31/2015 | 12/31/2016 | 12/31/2015 |
| <u>Finance income:</u> | | | | |
| Income from short-term investments | 10,331 | 10,273 | 22,790 | 15,466 |
| Income from monthly tuition interest rates | - | - | 10,987 | 8,272 |
| Exchange gain variation | 8 | 1,251 | 155 | 1,315 |
| Currency variation on loans | 45,520 | - | 45,520 | - |
| Realized gains on derivatives | 2,406 | - | 2,406 | - |
| Income from derivatives | - | 22,818 | - | 24,814 |
| Monetary restatement and present value adjustment | 751 | 253 | 15,813 | 3,591 |
| Discounts | 13 | 150 | 1,684 | 1,667 |
| Other | - | - | 1,198 | 38 |
| Total | 59,029 | 34,745 | 100,553 | 55,163 |
| <u>Finance expenses:</u> | | | | |
| Loan interest expense | (50,283) | (21,386) | (60,487) | (29,994) |
| Interest from Pravalier financing | - | - | (13,415) | (5,629) |
| Realized losses on derivatives | (8,579) | - | (8,579) | - |
| Currency variation on loans | (39,347) | (22,818) | (39,347) | (23,487) |
| Exchange losses | (7) | - | (130) | - |
| Expenses with adjustment to present value and inflation adjustments of securities | - | (166) | (8,706) | (183) |
| Banking expenses | (1,597) | (873) | (1,806) | (1,082) |
| Other | (169) | (242) | (4,854) | (5,990) |
| Total | (99,982) | (45,485) | (137,324) | (66,365) |
| Financial result | <u>(40,953)</u> | <u>(10,740)</u> | <u>(36,771)</u> | <u>(11,202)</u> |

30. EMPLOYEE BENEFITS

Variable compensation – The Company and its subsidiaries MGE, IMEC, Unimonte and USJT are included in the Compostella program, which offers variable compensation to their key management personnel, provided that the entity meets its overall goals and each member of management meets his or her individual goals. No amount was paid related to this benefit in the year ended December 31, 2016 (R\$5,068 on December 31, 2015).

Food benefit - The Company and its subsidiaries offer two alternative types of benefit to their employees: a meal card or a food card, except for Unimonte, which only grants food cards, and Sociesc, which only grants meal cards. In the year ended December 31, 2016, the expenses incurred on this benefit came to R\$8,353 (R\$7,160 at December 31, 2015).

Health and dental insurance plan - The Company and its subsidiaries offer a health and dental insurance plan with co-payment requirements to its employees, according to the criteria established in their policy. In the year ended December 31, 2016, the cost of this benefit came to R\$8,648 (R\$5,442 at December 31, 2015).

Scholarships - The Company and its subsidiaries offer to all their employees scholarships ranging from 50% to 100%, depending on the salary bracket, course selected and academic performance and can be transferred to an employee's dependent in turn. In addition, spouses and offspring are entitled to a 50% scholarship and the Anima Community (other employee family members), are entitled to a 30% scholarship. In the year ended December 31, 2016, scholarships totaling R\$19,938 were awarded to

employees and their dependents (R\$17,275 at December 31, 2015).

Day care center benefit - Sociesc offers its employees with children up to one year old, who attend a private day care center, up to 50% of the minimum wage. USJT offers its employees 100% of day care center benefits.

Transportation allowance - Sociesc offers its corporate officers and unit directors monthly transportation allowance and a fuel and toll card.

Funeral assistance - Sociesc offers its employees funeral assistance if a member of the staff dies, in which case children over 14 years of age have the right to payment of funeral expenses and indemnity of R\$5,000, while children younger than 14 are entitled to funeral expenses alone, up to a maximum amount of R\$5,000.

Private pension plan - Sociesc provides its employees a private pension plan, contracted with Bradesco, contributing up to 70% of the cost, with a maximum of 10% of the employee's salary in the case of those with salaries exceeding R\$7,000, and 100% for employees earning less than R\$7,000. In the year ended December 31, 2016, the cost of this benefit amounted to R\$704.

Life insurance - ACAD offers life insurance to its employees without salary discounts or coinsurance.

31. RELATED-PARTY TRANSACTIONS

| | Parent Company | | | | | | |
|-------------------|----------------|--------------|-----------|-------------------|----------------|--------------|--------------|
| | 12/31/2016 | | | 12/31/2015 | | | |
| | Assets | Liabilities | | Profit (loss) | Assets | Liabilities | |
| Trade receivables | Trade payables | Loan | Revenue | Trade receivables | Trade payables | Revenue | |
| MGE | 4,672 | 380 | - | 2,095 | 3,278 | 476 | 1,882 |
| IMEC | 3,219 | 292 | - | - | 2,260 | 248 | - |
| AMC | 2,832 | 91 | - | - | 1,753 | 83 | 651 |
| Unimonte | 1,270 | 258 | 22 | 724 | 844 | 235 | - |
| HSM Brasil | 144 | 73 | - | - | 77 | - | - |
| Other | 68 | 70 | - | - | 68 | 69 | - |
| Total | 12,205 | 1,164 | 22 | 2,819 | 8,280 | 1,111 | 2,533 |

| | Consolidated | | | | | | |
|--|--------------|---------------|-------------------|------------|----------------|---------------|--------------|
| | 12/31/2016 | | | 12/31/2015 | | | |
| | Assets | Profit (loss) | | Assets | Liabilities | Profit (loss) | |
| Trade receivables | Loan | Expenses | Trade receivables | Loan | Trade payables | Expenses | |
| Santa Antonieta Gestão Patrimonial (a) | - | - | 3,482 | - | - | 270 | 3,178 |
| Instituto UNA | 32 | 147 | - | 32 | 12 | - | - |
| Virtual | 36 | - | - | 36 | - | - | - |
| Total | 68 | 147 | 3,482 | 68 | 12 | 270 | 3,178 |

(a) Refers to the rent of the Aimorés Campus used by MGE.

31.1. Key management personnel compensation

Key management personnel include the Company's officers and board members.

| | Parent Company | | Consolidated | |
|---------------------|----------------|------------|--------------|------------|
| | 12/31/2016 | 12/31/2015 | 12/31/2016 | 12/31/2015 |
| Short-term benefits | 3,649 | 4,344 | 11,186 | 11,777 |
| Long-term benefits | - | - | 5,288 | - |

31.2. Share-based compensation

After the acquisition of Sociesc, in order to maintain its main executive, the Company entered into a share bonus agreement subject to the achievement of certain financial, operational, academic performance and people management goals for the next five years, which may result in bonuses of up to 900,000 Company shares (ANIM3).

The shares granted will be settled with equity instruments (Company shares) only, and the Company is under no obligation to change settlement to payment in cash.

As defined in the rules governing the departure of the executive, during the bonus agreement's effective period, the executive is entitled to 450,000 shares, which is why the Company has already recognized the amount corresponding to these shares in profit or loss.

In 2016, due to the partial achievement of the financial goal, the executive was entitled to another 54,000 shares.

The fair value of the shares granted was determined based on their average price in 2016, at the average price of R\$10.48.

The fair value of the shares granted was recognized as an expense, in the "personnel expenses" line, with a counter-entry in equity, in the "capital reserve" line, in the amount of R\$5,288 in the year ended December 31, 2016.

32. FINANCIAL INSTRUMENTS

32.1. Financial risk management:

In the normal course of its operations, the Company and its subsidiaries are exposed to the following risks related to their financial instruments:

- (a) Liquidity risk – is the risk the Company and its subsidiaries are exposed to of not having the necessary funds to meet their obligations when they become due.

The Company and its subsidiaries manage the liquidity risk by maintaining proper reserves, bank and other credit facilities to raise new borrowings that they consider appropriate, based on the continuous monitoring of budgeted and actual cash flows, and the combination of the maturity profiles of financial assets and liabilities.

The table below shows the Company's financial liabilities:

| | Consolidated | | | Total |
|------------------------------------|------------------|-----------------------|--------------|----------|
| | Less than 1 year | Between 1 and 2 years | Over 2 years | |
| At December 31, 2016: | | | | |
| Borrowings and financing (Note 16) | 124,126 | 106,564 | 146,942 | 377,632 |
| Derivatives | 13,061 | - | 9,641 | 22,702 |
| Trade payables (Note 15) | 23,688 | - | - | 23,688 |
| Notes payable (Note 22) | 9,133 | 20,728 | 43,823 | 73,684 |
| At December 31, 2015: | | | | |
| Borrowings and financing (Note 16) | 124,192 | 153,474 | 76,789 | 354,455 |
| Derivatives | (12,093) | (2,131) | (8,594) | (22,818) |
| Trade payables (Note 15) | 19,606 | - | - | 19,606 |

(b) **Credit risk** - is the risk the Company and its subsidiaries are exposed to regarding a counterparty's failure to comply with an obligation related to a financial instrument or customer agreement, thus resulting in financial losses. The Company recognizes an allowance for doubtful accounts in an amount considered sufficient by Management to cover potential losses.

(i) **Trade receivables:** The Company and its subsidiaries' sales policy is closely related to the level of credit risk that they are willing to assume in the ordinary course of their businesses, limited to Federal Government rules (Law 9870/99, which provides for total school annual tuitions). Enrollment for the next school year is blocked whenever a student is in default with the institution, requiring students to renegotiate their debt. The diversification of its receivables portfolio and the selectivity of students, as well as monitoring of payment terms, are procedures adopted to minimize any default on the collection of receivables.

In 2016, the Company introduced financing solutions through the Ampliar and Pravalor programs (see Note 8), in which students pay between 33% and 65% of their tuition fee and the remaining amount after graduation in a period of up to twice the time of their courses. For this portfolio, the Company adopted more conservative estimated losses, in which receivables not yet due have an allowance of 40%, while receivables overdue for more than 90 days have an allowance of 100%.

The Company recorded an allowance for losses of 50% for those students who were not able to amend their FIES contracts on time.

(ii) **Financial instruments:** The Company restricts its exposure to credit risks related to banks and short-term investments by investing through prime financial institutions, based on the rating awarded by Fitch Ratings, and in accordance with previously established limits.

The carrying amount of the financial assets represents the maximum credit exposure. The maximum exposure to credit risk on the reporting dates was:

| | Notes | Parent Company | | Consolidated | |
|------------------------------|-------|----------------|----------------|----------------|----------------|
| | | 12/31/2016 | 12/31/2015 | 12/31/2016 | 12/31/2015 |
| Cash and cash equivalents | 7 | 8,663 | 1,411 | 39,568 | 25,480 |
| Short-term investments | 7 | 7,003 | 153,482 | 141,931 | 159,058 |
| Trade receivables | 8 | 12,205 | 8,280 | 285,603 | 289,252 |
| Sundry advances | 9 | 1,532 | 671 | 49,804 | 21,984 |
| Credits with related parties | 31 | - | - | 147 | 12 |
| Total | | <u>29,403</u> | <u>163,844</u> | <u>517,053</u> | <u>495,786</u> |

(c) **Market risk** - it is the risk that the Company and its subsidiaries are exposed to related to fluctuations in the fair value or future cash flows of a given financial instrument due to changes in interest rates and inflation adjustment indices.

(i) **Foreign exchange risk** - The Company and its subsidiaries use derivative financial instruments, recorded in the statement of financial position and in the income statement, in order to manage market risks arising from the mismatch between currencies and indices. Derivative transactions are carried out in accordance with the Company's annual business plan previously approved by the Board of Directors.

The Company took US dollar-denominated loans and contracted a SWAP

to ensure the US dollar quote, aiming at mitigating the foreign exchange variation risk. These derivative transactions are recorded in the Company's statement of financial position at their fair value and the respective gains or losses are immediately recognized in the finance income (expenses).

These derivative operations were contracted with Itaú Unibanco S.A. and HSBC Bank Brasil S.A., under the following amounts and conditions:

| Consolidated | | | | | | |
|------------------------|---------------|------------------------------|------------------|--------------------------------------|---------------|------------------|
| Contracting date | Maturity date | Pegged amount (USD thousand) | Contracted Quote | Fair value adjustment (R\$ thousand) | Closing Quote | SWAP Rate |
| Swap operations | | | | | | |
| 8/28/2015 | 8/17/2017 | 13,793 | 3.6250 | 13,061 | 3.893% p.a. | CDI + 1.00% p.a. |
| 8/26/2015 | 8/26/2020 | 28,090 | 3.5600 | 9,641 | 2.788% p.a. | CDI + 2.40% p.a. |
| Total | | <u>41,883</u> | | <u>22,702</u> | | |
| Current liabilities | | | | 13,061 | | |
| Noncurrent liabilities | | | | 9,641 | | |

For the year ended December 31, 2016, the variation between the reference amounts of derivatives contracted and related calculations of fair value were recorded under "finance expenses" totaling R\$45,520 against "derivatives".

The Company's Management permanently monitors the derivative financial instruments contracted.

- (ii) Interest rate risk - the Company has borrowings and financing denominated in local currency subject to interest rates linked to indices (mainly the CDI). The risk related to these liabilities is linked to the possibility of changes in interest rates.

The Company does not have any contract to hedge against this type of exposure; however it continually monitors market interest rates to assess the need to enter into hedging transactions against the risk of volatility in these rates.

Interest rates in current and non-current liabilities are as follows:

| | Note | Consolidated | |
|-------------------------------------|------|----------------|----------------|
| | | 12/31/2016 | 12/31/2015 |
| Borrowings and financing: | | | |
| Interbank Deposit Certificate - CDI | 16 | 361,992 | 353,989 |
| Derivatives | 32 | 22,702 | (22,818) |
| TJLP and TR | 16 | 3,485 | 466 |
| Other (i) | 16 | 12,155 | - |
| Notes payable: | | | |
| INPC | 22 | 33,339 | - |
| Average - INPC/IGPM/IPCA | 22 | 22,653 | - |
| TR | 22 | 17,692 | - |
| Total | | <u>474,018</u> | <u>331,637</u> |

- (i) Borrowings and financing with no index.

32.2. Capital management

The Company and its subsidiaries manage their capital to ensure their going concern and, at the same time, maximize return to all stakeholders or parties involved in their operations, by optimizing the debt and equity balance.

Management reviews the Company's and its subsidiaries' capital structure on a regular basis. Management considers the cost of capital, asset liquidity, the risks associated to each class of equity, and the debt-to-equity ratio on a consolidated basis by adopting a financial leverage ratio.

The table below shows the financial leverage ratios:

| | Note | Parent Company | | Consolidated | |
|---------------------------|------|----------------|------------|--------------|------------|
| | | 12/31/2016 | 12/31/2015 | 12/31/2016 | 12/31/2015 |
| Borrowings and financing | 16 | 330,125 | 311,219 | 377,632 | 354,455 |
| Derivatives | 32.1 | 22,702 | (22,818) | 22,702 | (22,818) |
| Cash and cash equivalents | 7 | (8,663) | (1,411) | (39,568) | (25,480) |
| Short-term investments | 7 | (7,003) | (153,482) | (141,931) | (159,058) |
| Net debt (cash) | | 337,161 | 133,508 | 218,835 | 147,099 |
| Equity | 24 | 635,692 | 642,118 | 635,692 | 642,118 |
| Financial leverage ratio | | 53.04% | 20.79% | 34.42% | 22.91% |

32.3. Fair value measurements recognized in the statement of financial position and/or disclosed:

(a) Fair value versus carrying amount

It was identified that in the transactions involving financial instruments the carrying amounts and the fair values of borrowings and financing are different because such borrowings and financing have extended maturities.

The fair values of borrowings and financing were calculated by projecting the future cash flows of borrowings and financing using the interest rates agreed for each transaction (Note 16), subsequently discounted to present value using the average funding rates incurred at the end of each period, which are in conformity with the rates used by the market on each date and in each type of funding. The discount rate used in financial liabilities for the year ended December 31, 2016 was 15.82% (16.15% on December 31, 2015).

The estimated fair values are as follows:

| | Note | Parent Company | | | |
|----------------------------------|------|----------------|-----------------|------------|-----------------|
| | | 12/31/2016 | | 12/31/2015 | |
| | | Fair value | Carrying amount | Fair value | Carrying amount |
| <u>Net financial liabilities</u> | | | | | |
| Borrowings and financing | 16 | 330,077 | 330,125 | 288,301 | 311,219 |
| Derivatives | 32.1 | 22,702 | 22,702 | (22,818) | (22,818) |
| Total | | 352,779 | 352,827 | 265,483 | 288,401 |

| | Note | Consolidated | | | |
|--|------|--------------|-----------------|------------|-----------------|
| | | 12/31/2016 | | 12/31/2015 | |
| | | Fair value | Carrying amount | Fair value | Carrying amount |
| | | | | | |

| | | | | | |
|----------------------------------|------|----------------|----------------|----------------|----------------|
| <u>Net financial liabilities</u> | | | | | |
| Borrowings and financing | 16 | 372,776 | 377,632 | 331,177 | 354,455 |
| Derivatives | 32.1 | 22,702 | 22,702 | (22,818) | (22,818) |
| Notes payable | 22 | 73,684 | 73,684 | - | - |
| Total | | <u>469,162</u> | <u>474,018</u> | <u>308,359</u> | <u>331,637</u> |

(b) Fair value hierarchy

For the years ended December 31, 2016 and 2015, the Company and its subsidiaries adopted Level 2 for derivatives and all borrowings and financing and notes payable.

32.4. Credit quality of financial assets:

The credit quality of financial assets can be assessed by reference to external credit ratings (if available) or to historical information about counterparty default rates:

| | Parent Company | | Consolidated | |
|---|----------------|----------------|----------------|----------------|
| | 12/31/2016 | 12/31/2015 | 12/31/2016 | 12/31/2015 |
| Trade receivables | | | | |
| Counterparties without external credit rating | <u>12,205</u> | <u>8,280</u> | <u>285,603</u> | <u>289,252</u> |
| | <u>12,205</u> | <u>8,280</u> | <u>285,603</u> | <u>289,252</u> |
| Cash at bank and short-term bank deposits (i) AAA | 77 | 30 | 2,300 | 1,682 |
| Short-term investments (i) AAA | - | - | 173,020 | |
| Cash at bank and short-term bank deposits (i) AA+ | 119 | - | 4,884 | |
| Short-term investments (i) AA+ | <u>15,466</u> | <u>154,859</u> | <u>1,176</u> | <u>182,766</u> |
| | <u>15,662</u> | <u>154,889</u> | <u>181,380</u> | <u>184,448</u> |

(i) National rating assigned by risk rating agency Fitch Ratings.

The residual balance of "cash and cash equivalents" of the statement of financial position is cash on hand.

33. SENSITIVITY ANALYSIS

The following is the sensitivity analysis table of the financial instruments that might produce material losses for the Company and its subsidiaries, shown in the probable scenario (indices used: CDI - 13.63%, INPC - 6.58%, IPCA - 6.29%, IGPM - 7.19% and TR - 2.01%), taking into account a 12-month time horizon. Additionally, two other scenarios are provided, therefore showing a 25% and 50% stress at the risk variable considered, respectively.

| | | |
|-------------------------|--------|--|
| Parent Company | | |
| 12/31/2016 | | |
| Effect on profit (loss) | | |
| Possible | Remote | |

| | Index | Risk | Value | Probabl e scenario | scenari o (25%) | scenario (50%) |
|--|-----------------------------|---------------------|----------------|--------------------------------|-------------------------------|-----------------------------|
| Short-term investments | CDI | CDI increase | (15,466) | (2,108) | (2,635) | (3,162) |
| Borrowings and financing (domestic currency) | CDI | CDI increase | 190,967 | 26,029 | 32,536 | 39,043 |
| Borrowings and financing (foreign currency) | CDI | CDI increase | 139,158 | 18,967 | 23,709 | 28,451 |
| Derivatives | CDI | CDI increase | <u>22,702</u> | <u>3,094</u> | <u>3,868</u> | <u>4,641</u> |
| Net exposure - loss | | | <u>337,361</u> | <u>45,982</u> | <u>57,478</u> | <u>68,973</u> |
| Consolidated | | | | | | |
| 12/31/2016 | | | | | | |
| | | | | Effect on profit (loss) | | |
| | | | | Probable scenario | Possible scenario (25%) | Remote scenario (50%) |
| Short-term investments | CDI | CDI increase | (174,196) | (23,743) | (29,679) | (35,614) |
| Borrowings and financing (domestic currency) | CDI | CDI increase | 238,473 | 32,504 | 40,630 | 48,756 |
| Borrowings and financing (foreign currency) | CDI | CDI increase | 139,158 | 18,967 | 23,709 | 28,451 |
| Derivatives | CDI | CDI increase | 22,702 | 3,094 | 3,868 | 4,641 |
| Notes payable | INPC | INPC increase | 33,338 | 2,194 | 2,742 | 3,290 |
| Notes payable | Average - INPC/IGPM/IPCA | Average increase | 22,653 | 1,515 | 1,893 | 2,272 |
| Notes payable | TR | TR increase | <u>17,693</u> | <u>356</u> | <u>445</u> | <u>534</u> |
| Net exposure - loss | | | <u>299,821</u> | <u>34,887</u> | <u>43,608</u> | <u>52,330</u> |

For the year ended December 31, 2016, we carried out a sensitivity analysis considering the "index increase" scenario, given that this is the scenario that would most negatively impact the Company in the current period considering that we have more borrowings than investments.

Gains and losses on these transactions are consistent with the policies and strategies designed by the Company's Management and its subsidiaries.

The rates used for the projections described above were based on the CDI estimate disclosed by Cetip, the INPC, IPCA and IGPM estimates disclosed by the Brazilian Institute of Geography and Statistics (IBGE), and the TR estimate disclosed by BACEN, deemed by Management as independent external and reliable sources.

No sensitivity analysis was carried out on the US dollar variation impact, given that the Company's Management contracted hedging instruments in an amount deemed to be sufficient to minimize the impacts from the exchange variation.

34. INSURANCE

The Company and its subsidiaries have the policy of obtaining insurance coverage considering the type of its operations, risks involved and advice from insurance brokers. All insurance policies were obtained with Brazilian insurers.

For the years ended December 31, 2016 and 2015, the Company had insurance policies, which cover, but not limited to, fire, floods, occupational accidents, electrical damages, riots, window breaking, electronic equipment, robbery, lightning, explosions, windstorms, and vehicle and plane crashes.

35. STATEMENTS OF CASH FLOWS - MAIN NON-CASH TRANSACTIONS

For the correct analysis of the statements of cash flows for the year ended December 31, 2016, it is necessary to appraise the transactions below, which did not affect cash:

- (a) On February 1, 2016, the subsidiary PGP Educação disbursed R\$291 for the acquisition of Sociesc and took over Sociesc with a cash balance of R\$5,542, having a net positive effect of R\$5,251 on cash flow.
- (b) On July 1, 2016, the subsidiary PGP Gestão disbursed R\$16,245 for the acquisition of Faceb and took over Faceb with a cash balance of R\$2,209, having a net positive effect of R\$14,036 on cash flow.
- (c) On September 1, 2016, the subsidiary HSM disbursed R\$30 for the acquisition of ACAD, received R\$180 as net debt reimbursement, and took over ACAD with a cash balance of R\$579, having a net positive effect of R\$729 on cash flow.
- (d) On October 3, 2016, the subsidiary PGP Gestão did not disburse any amount for the acquisition of Instituto Politécnico, given that the amount was deducted from net debt, and took over Instituto Politécnico with a cash balance of R\$37, affecting cash flow by this amount.
- (e) On October 21, 2016, the Company cancelled 1,921,800 shares totaling R\$26,329, with no reduction in the capital stock and no impact on the cash flow.
- (f) In 2016, the Company's subsidiaries offset the amount of R\$2,775 related to escrow deposits and provision for risks.

36. APPROVAL OF THE FINANCIAL STATEMENTS

The financial statements were approved and authorized for disclosure by the Board of Directors on March 13, 2017.

BOARD OF EXECUTIVE OFFICERS

DANIEL FACCINI CASTANHO
Chief Executive Officer

GABRIEL RALSTON CORREA RIBEIRO
Chief Financial Officer

TECHNICAL MANAGER

MARY AFONSO MOUSINHO
Accountant
CRC/MG 088.391/O-8

2017 CAPITAL BUDGET

Pursuant to article 196 of Law 6,404, the purpose of this Capital Budget is to plan the sources and allocation of funds to meet the Company's capital needs during 2017, with a proposed amount of two hundred and sixty million, five hundred and seventy-five thousand reais (R\$260,575,000.00). It will be submitted for approval by the Shareholders' Meeting and comprises the following sources and application of funds:

Planned Capital Application:

| | |
|---|-----------------------|
| Short-term loans and financing | 99,824,000.00 |
| Cash needs of subsidiaries due to the additional term granted to the Federal Government for the payment of Fies | 94,122,000.00 |
| Laboratories and books | 21,122,000.00 |
| Production of distance-learning content | 9,027,000.00 |
| IT equipment | 11,893,000.00 |
| Expansion and maintenance | 20,587,000.00 |
| Infrastructure | 1,999,000.00 |
| Accreditation | 2,001,000.00 |
| | 260,575,000.00 |

Planned Sources of Funds:

- Retained earnings totaling one hundred and ninety-seven million reais, eight hundred and forty-six thousand reais (R\$197,846,000.00), as follows:

| | |
|--|-----------------------|
| Retained earnings for the year | 14,852,000.00 |
| Cancellation of common shares held in treasury | (20,819,000.00) |
| Retained earnings from previous years | <u>203,813,000.00</u> |
| | 197,846,000.00 |

- Third-party capital totaling sixty-two million, seven hundred and twenty-nine thousand reais (62,729,000.00).

Term: Up to one year.