

DISCLAIMER

The general and summarized information related to the activities pursued by Ânima Educação until this date should not be construed as a share acquisition invitation, offer or request. This presentation may contain statements that merely express the expectations of the Company's management, as well as forecasts of future and uncertain events. Such expectations and/or forecasts involve risks and uncertainties, consequently decisions related to the acquisition of the Company's shares should not be based on them.



KEY MESSAGES

- Intake: We celebrated the 4th consecutive cycle of growth (+13.7% vs. 17.2), both in mature campuses and in the 14 new units, concentrated in non-financed students.
 - Student Base 3T18: 102.3 thousand students (3.0 of which from the acquisitions CESUC and Jangada).
- **G&A reduction Plan:** We executed a strong plan to reduce G&A expenses (annualized savings of R\$ 35 million) to make our organizational structure lighter, more agile and simplified.
 - Reversal of the growth trend of our Corporate Expenses (+0.7pp vs. 2Q18).
- Academic Indicators: The indicators related to ENADE and IDD have confirmed our higher academic results and show the greater added value of our academic practices in our teaching process.
- Evolution of Corporate Governance: Election of 2 new independent board members, with profiles focused on governance and technology & digital transformation, as well as eliminating duplicity of roles between the Board of Directors and Board of Officers.
- EBITDA: Considering the decline in 1H18, we can already see the beginning of 2H18 as a new trend of margin recovery. Our adjusted EBITDA reached R\$ 40.5 million in 3Q18.

We believe that all these actions, supported by clear and consistent strategies, will lead us to the path of margin recovery, despite an increasingly challenging competitive environment.

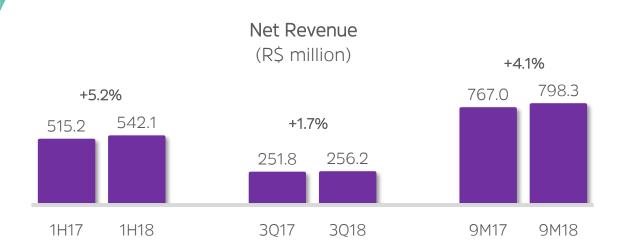


Adjusted EBITDA



- We ended 3Q18 with adjusted EBITDA of R\$40.5 million, (+0.2% vs. 3Q17) and margin of 15.8% (-0.2pp vs. 3Q17).
- It is worth mentioning that, compared to the performance of the previous quarters (1Q and 2Q 2018), there is a reversal of the operating pressure trend for a margin recovery movement.





<u>1H18</u>	<u>3Q18</u>	<u>9M18</u>
3.7%	3.0%	3.5%
52.5%	-24.9%	19.3%
5.2%	1.7%	4.1%
	3.7% 52.5%	3.7% 3.0% 52.5% -24.9%

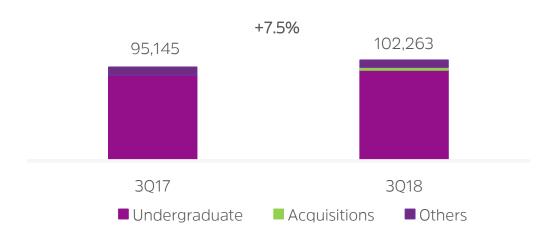
CONSOLIDATED

		Adjusted EBITDA (R\$ million)	-1.9)pp
-2.7	'pp		150.6	141.6
110.2	101.2	-0.2pp	19.6%	17.7%
21.4%	18.7%	40.4 40.5 16.0% 15.8%	13.070	17.770
1H17	1H18	3Q17 3Q18	9M17	9M18

	1H18	3Q18	9M18
Gross Margin	0.2pp	-1.6pp	-0.3pp
Commercial Exp.	-1.1pp	0.4pp	-0.6pp
General and Admin. Expenses	0.0pp	-0.1pp	0.0pp
Other	-0.2pp	0.9pp	0.2pp
Corporate	-1.7pp	0.2pp	-1.1pp
EBITDA Margin	-2.7pp	-0.2pp	-1.9pp

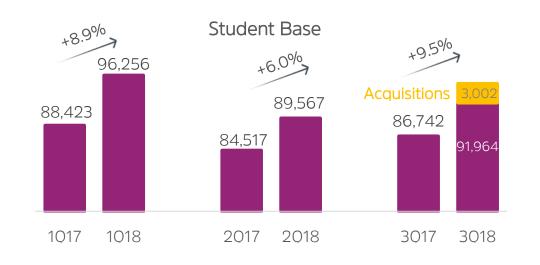


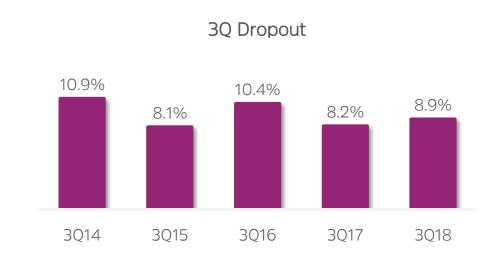
Student Base



We grew our student base by 7.5% in 3Q18 vs. 3Q17 (+4.3% excluding acquisitions).

Student base: Undergraduate





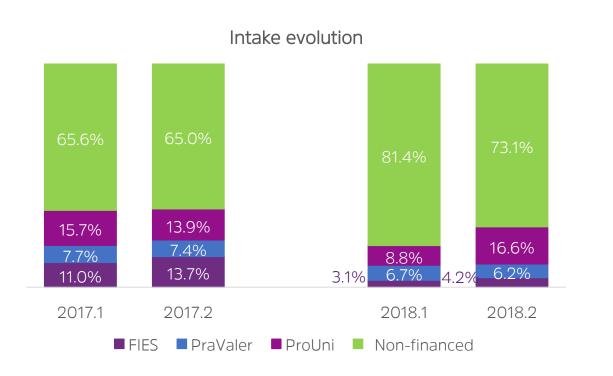
* The dropout rate of the acquisitions (CESUC and Jangada) will be considered as of 4Q18.

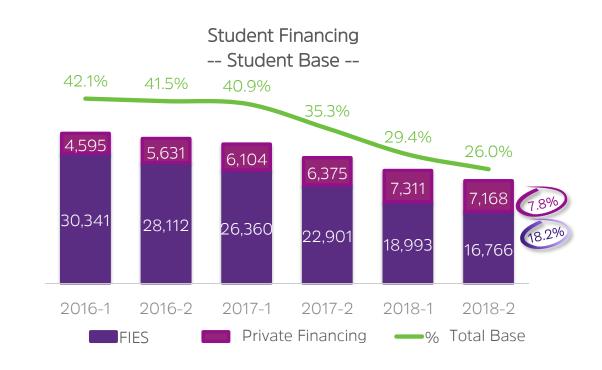
Growth of 9.5% in the undergraduate student base (+6.0% excluding acquisitions).

In 3Q18, we lost of 7.9 thousand undergraduate students (8.9% of the base at the beginning of the period). We observed influence in the dropout rate of the greater representativeness of freshmen in the student base, a direct consequence of the growth in the intake cycles in 1H and 2H 2018.



Student Financing





It is worth noting that our intakes has consistently been composed of mostly non-funded students, with 81.4% and 73.1% of students enrolled in the 1H and 2H 2018, respectively.

We ended the quarter with 18.2% and 7.8% of the student base with FIES and Private Financing, respectively.

Net Average Ticket 1 – (R\$/month)

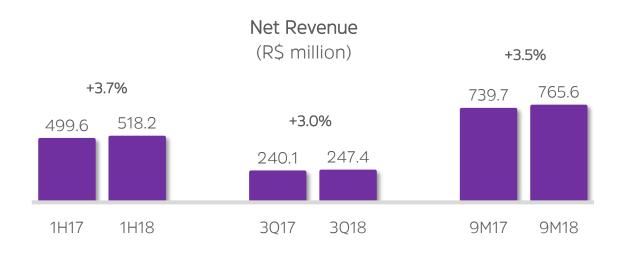


• Given the current competitive dynamics, we understand that the slight reduction observed in the average ticket combined with the growth of our student base keeps us in a healthy net revenue growth trend.

¹ Excluding the acquisitions announced in July 2018 (CESUC and Jangada).







	<u>1H18</u>	<u> 3Q18</u>	<u>9M18</u>
Student Base	3.9%	4.3%	4.0%
Average Net Ticket	-0.2%	-2.6%	-1.0%
Excl. Acquisitions ¹	3.7%	1.7%	3.1%
Acquisitions ¹	-	1.3%	0.4%
Education Net Revenue	3.7%	3.0%	3.5%
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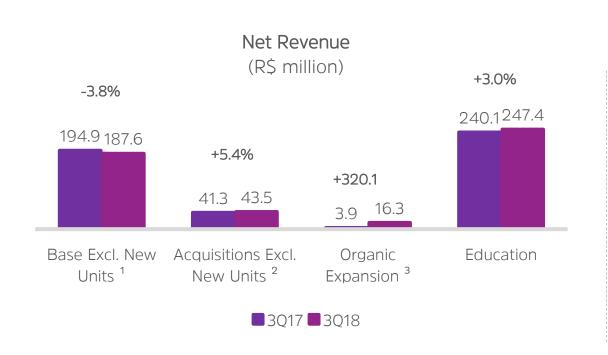
¹ Considers the acquisitions announced in July 2018 (CESUC and Jangada).

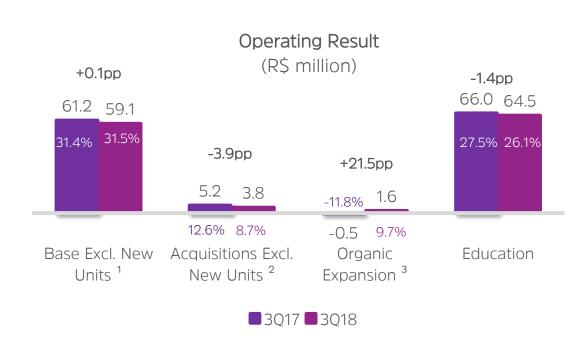
Operating Result (R\$ million)		_	-2.0)pp
-2.2pp			225.7	218.6
159.7 154	l.1	4pp	305%	28,6%
32.0% 29.7	7% 66.0 27.5%	64.5 26.1%		
1H17 1H1	8 3Q17	3Q18	9M17	9M18

	<u>1H18</u>	<u>3Q18</u>	<u>9M18</u>
Gross Margin	-0,6pp	-2.4pp	-1.2pp
Commercial Exp.	-1,3pp	0.3pp	-0.8pp
General and Admin. Expenses	-0,3pp	-0.2pp	-0.3pp
Other	0,1pp	0.9pp	0.3pp
Education Operating Result	-2,2pp	-1.4pp	-2.0pp



Education – Integration of the Acquisitions and Q2A impacts





¹ Considers Una, UniBH and São Judas (inlcuding the Unimonte campus, but excluding acquisitions and new units opened as of 2016)

² Considers acquisitions made throughout 2016 (UniSociesc Feb'16, Una Bom Despacho Jul'16 and Una Uberlândia Oct'16) and the acquisitions made in Aug'18 (CESUC and Faculdade Jangada)

³ Considers organic expansion: Units of Sete Lagoas (Jul'16), Catalão (Oct'16), Divinópolis (Feb'17), Pouso Alegre (Mar'17), Nova Serrana (Apr'17), São Bento do Sul (Jan'17), Itajaí (Jul'17), Itajaí (Jan'18), Jataí (Jan'18), Jataí (Jan'18), Jataí (Jan'18), Santo Amaro (Jan'18), Paulista (Jan'18), Paulista (Jan'18), Jaraguá do Sul (Jan'18)

Acquisitions Excluding DL*

R\$ (million)	Acquisitions Exc. DL * Excl. New Units			
	3Q18	3Q17	% YA	
Net Revenue	42.9	39.4	8.8%	
Gross Profit	13.0	11.7	10.9%	
Gross Margin	30.4%	29.8%	0.6pp	
Operating Result Operating Margin	4.0 <i>9.3%</i>	4.5 11.4%	-11.2% - <i>2.1pp</i>	

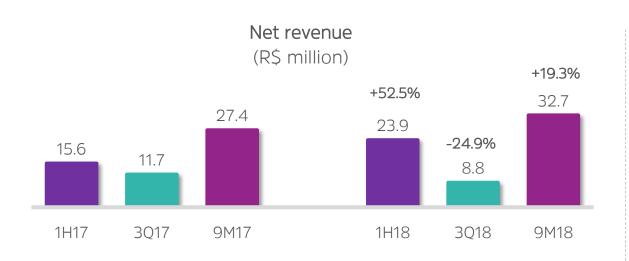
- Considering the Acquisitions block, we continue with the challenge of approaching the margins of these units to those observed in the Base operation.
- However, if we isolate the impact of the decision to end intake in the DL segment, the contraction observed in the gross margin would result in a growth of +0.6pp vs. 3Q17, which indicates the resumption of growth in margins, due to the measures implemented to improve the teacher payroll in UniSociesc, as of the new academic semester.

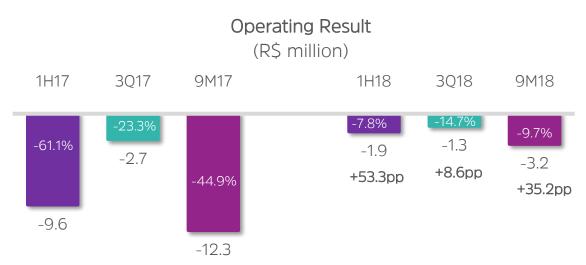
^{*} Considers acquisitions made throughout 2016 (UniSociesc Feb'16, Una Bom Despacho Jul'16 and Una Uberlândia Oct'16) and the acquisitions made in Jul'18 (CESUC and Faculdade Jangada) and excludes the result of the DL segment





Other Businesses









Corporate Expenses



- Corporate Expenses, after reclassifications, totaled R\$22.7
 million in 3Q18, or 8.9% of Net Revenue, +0.2pp vs. 3Q17.
- G&A reduction plan: we eliminated during the 3Q18 the redundancies existing between the corporate structures and the units, as a result of the centralization and standardization processes previously executed. The effect of the plan can already be seen in the reversal of the growth trend of our corporate expenses, and generated a reduction of R\$3.9 million in our corporate structures vs. 2Q18 (+0.7pp).

G&A Reduction Plan – Census Project

R\$ (million)	 Jun'18	Oct'18	Effect of the Census Project
Total Adm + Support Payroll (month)	20.8	18.3	2.6
Economy reached with Census (year)			30.7
Health and Pension plans (year)			2.3
Total Economy (year)			33.0

- When, by removing the non-recurring items, we compare the administrative personnel expenses (in the brands and in the corporate level) from Jun'18 (beginning of the Census Project), vs. Oct'18 (payroll already executed), we observed an annualized difference of R\$33.0 million.
- This represents 95% of the entire G&A reduction plan, which will be fully implemented by the end of 4Q18.



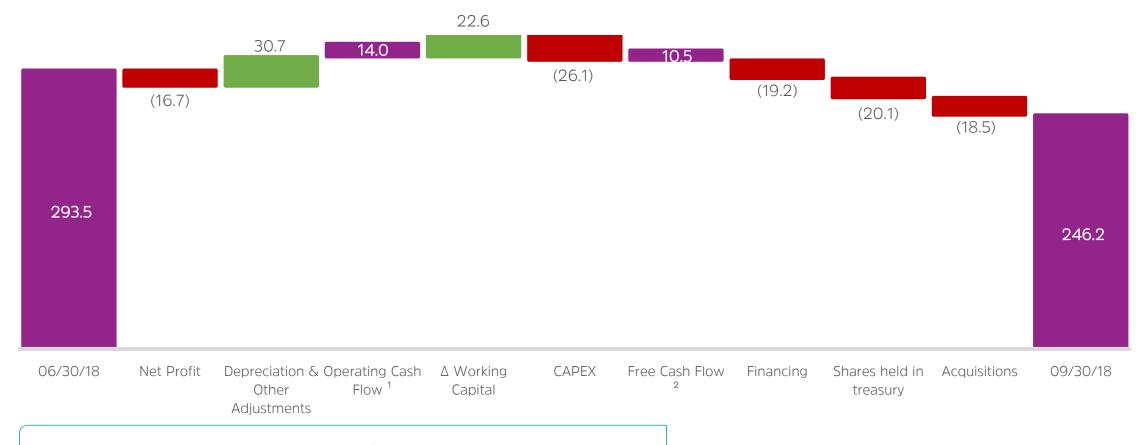
Non-recurring Items

D¢ (million)	EBITDA		
R\$ (million)	3Q18	9M18	
Restructuring Expenses	(24.6)	(34.2)	
GIT	(3.2)	(6.1)	
Adjustment Accounts Receivable FIES	0.0	1.2	
Provision	(3.8)	(3.8)	
Total Non Recurring Items	(31.6)	(43.0)	

- Restructuring Expenses: In this quarter, the restructuring expenses are related to the Census Project, which was executed during 3Q18 to eliminate redundancies between corporate structures and units, as a result of the centralization and standardization process previously performed.
- **GIT:** simplification of the activities carried out by GIT at the beginning of this year, to focus on the activities with greater integration with our base operation (undergraduate education). We discontinued the tooling and laboratory analysis sectors, and transferred the remaining activities to Instituto Ânima, as of 1Q18.
- **Provision.** In 3Q18 we recorded a provision of R\$3.8 million related to a lawsuit involving the cancellation of a property purchase agreement entered into with a third party in 2003, at the time Una was acquired.



Cash Flow – 3Q18

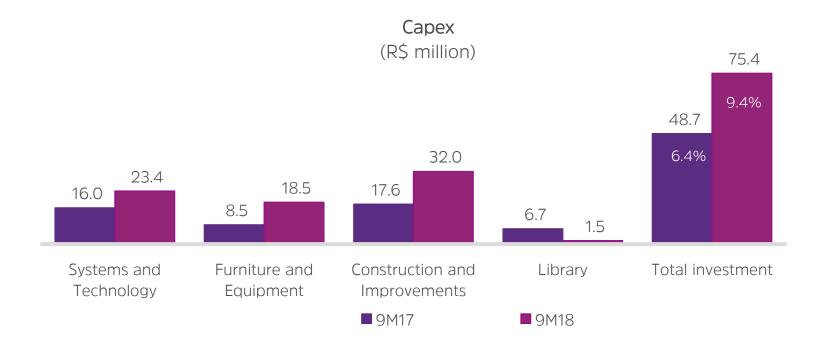


• Free Cash Flow generation of R\$114.3 million in 9M18.

¹ Operating Cash Flow= Net Income + Depreciation & Other non-cash adjusted

² Free Cash Flow= Operating Cash Flow – Working Capital – Capex

CAPEX



• As anticipated, the increase in Capex is mainly due to the process of organic expansion through the opening and expansion of our new academic units, in addition to the continuous investment in the development of our educational systems and technological platform.

Cash and Net Debt

D¢ (million)	Consolidated Ânima			
R\$ (million)	SEP 18	JUN 18	SEP 17	
(+) Cash and Cash Equivalents	246.2	293.5	146.9	
Cash	23.3	246.6	37.5	
Financial Investments	222.9	46.9	109.4	
(-) Loans and Financing ¹	405.4	415.2	295.5	
Short Term	79.1	66.3	59.2	
Long Term	326.3	348.9	236.3	
(=) Net (Debt) Cash ²	(159.2)	(121.7)	(148.6)	
(-) Other Short and Long Term Obligations	97.9	76.2	76.8	
(=) Net (Debt) Cash ³	(257.1)	(197.8)	(225.4)	

The debt maturity profile is diluted over the next 5 years without significant concentration.

In 9M18 we fully executed the share buyback plan approved in May'18, in addition to starting the second plan approved in Sep'18, totaling a disbursement of R\$32.3 million.

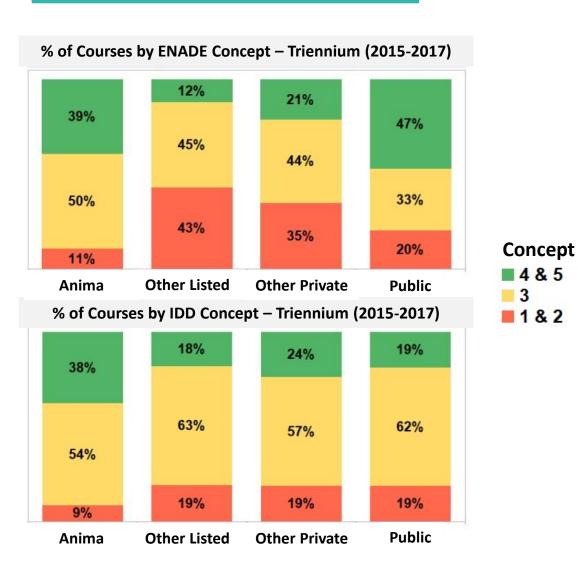
Net Debt/ EBITDA: 1.6x.

¹ Net of swap adjustment

² Considering financial debt (bank loans) only.

⁻ 3 Including obligations related to tax debt and acquisitions payables.

Academic Quality



and IDD have confirmed our higher academic results and explain the greater added value of our academic practices in our teaching process

The most recent indicators related to ENADE

 The results show us an advantage compared to other private institutions, listed and not listed, and even better than the performance of public institutions.

Final Considerations

The evolution of our operations shows that the growth trend is once again a reality.

We are still not satisfied and that makes us very motivated to constantly challenge ourselves, giving us confidence to follow the strategies we defined and the paths we are taking have the consistency needed to continue to strive for the margins we have already previously achieved

We are confident that we are advancing in the process of fulfilling our mission of *Transforming the Country Through Education!*