



**1Q20 RESULTS**

**ănima**  
EDUCAÇÃO

# 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

- COVID-19
  - **Capital structure** strong and prepared for the current moment;
  - Hybrid academic model has become a reality and reference in the country;
  - In 5 days, we converted the learning scenario for about 140 thousand \* students;
  - Approximately 8,000 educators working home office, efficiently and safely;
  - To support students in financial difficulties:
    - we hired educational insurance;
    - in addition to two new financing modalities, administered by Pravalier;
  - Construction of a specific database to monitor Covid-19 effects on retention;
  - We are already prepared to return to face-to-face activities as soon as possible and as directed by health authorities.

# COVID-19 SCENERY

## Measures adopted on February 27



Preparations started for all activities, teaching and administrative staff, in a virtual environment;



We created an emergency committee, full time monitoring events, providing data and supporting the decisions of the Company's management;



The topic became a fixed agenda in the Executive Committee, that has worked with several possibilities of scenarios;



We already have protocols for returning to face-to-face activities, to be implemented based on local recommendations.

# COVID-19 SCENERY

## Definition of 4 Central Areas of Activity

- 1 People**

Since March 20, all educators in a 100% virtual environment, without prejudice to activities, maintaining intellectual activity for the sake of health, at the same time that we have started various preparations for the care of people in the period of social isolation;
- 2 Academic experience**

E2A mature being the differential because we already have tools, materials and teachers properly prepared in all subjects of all our courses. Since March 19, 100% of our base of around 140 thousand \* students studying at home, in a learning scenario that uses technology as a tool to improve this meeting between teachers and students.
- 3 Results and Capital Structure**

Intensive monitoring of the main business indicators, with special attention to the student base (recruitment and dropout) and the financial result (default / PDD). Capital structure strongly strengthened (follow on in January +R\$450 million IFC). Support measures for students: educational insurance and new financing with Pravalor. Specific reports and dashboard.
- 4 Society**

One of the first companies to sign the “Não Demita” manifesto, in addition to participating in social actions with donations, volunteers, digital resources and integrating Ânima Lab in mask production initiatives.

\*already includes Unisul students where the co-management period began in March



# RESULTS

## KEY MESSAGES

- 1Q20 Results continue to show the evolution of the Company in all its dimensions:
  - Consolidated Net Revenue R\$338.6 million, +20.1% versus 1Q19;
  - Growth of the student base +10.6% compared to 2019;
  - Ticket follows its trajectory: + 9.6% increase versus 1Q19;
  - E2A bringing improvement with personnel costs of 2.7pp vs. 1Q19;
  - Adjusted EBITDA of R\$ 118.3 million (+ 21.4% vs. 1Q19);
  - Margin reached 34.9% on Net Revenue (+ 0.3pp vs. 1Q19).

# Education – Integrating the Acquisitions and Q2A Impacts

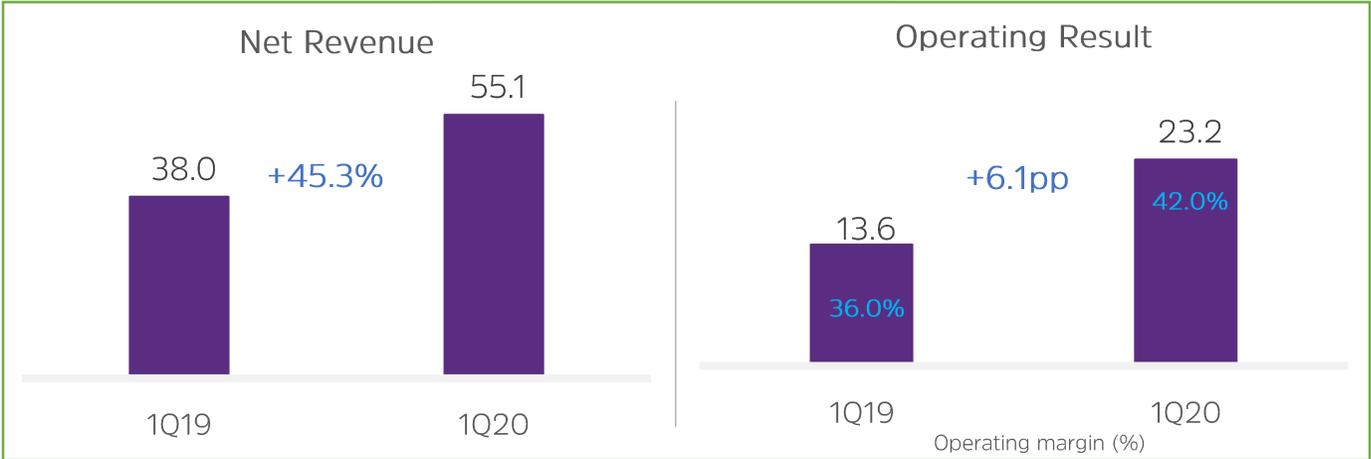
Block: Base Excl. new units and acquisitions



Block: Acquisitions



Block: Organic Expansion



<sup>1</sup> Considers Una, UniBH and São Judas (including the Unimonte campus, but excluding acquisitions and new units opened as of 2016)

<sup>2</sup> Considers acquisitions made throughout 2016 (UniSociesc Feb'16, Una Bom Despacho Jul'16 and Una Uberlândia Oct'16) and AGES in Aug'19

<sup>3</sup> 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), Itabira (Jan'18), Jataí (Jan'18), Jabaquara (Jan'18), Santo Amaro (Jan'18), Paulista (Jan'18), Palácio Avenida (Jan'18), Jaraguá do Sul (Jan'18), Vila Leopoldina (Jan'19), Santana (Jan'19), São Bernardo do Campo (Jan'19), Guarulhos (Jan'19), Cubatão (Jan'19), Florianópolis Continente (Jan'19), Conselheiro Lafaiete (Jan'19), Itumbiara (Jan'19), and the acquisitions made in 2018 (CESUC, Faculdade Jangada and Faced)

# Intake 2020/2



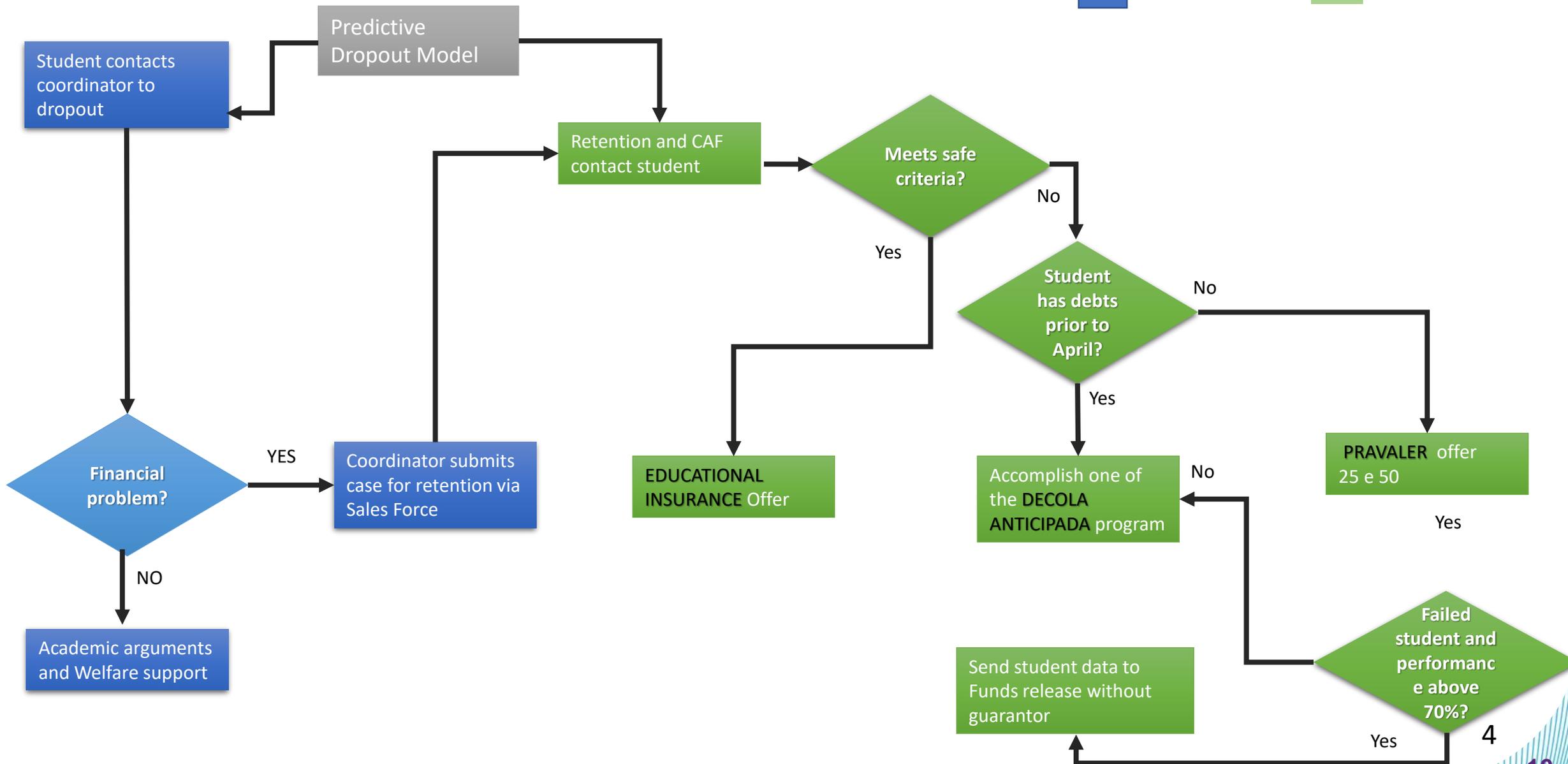
# Retention 2020/2



Coordinator



Retention & CAF



# FINAL CONSIDERATIONS

- We ended 1Q20 with **positive results**, a **solid capital structure**, prepared for the challenges in the short term;
- **Agility** to make decisions and implement changes, **flexibility** to adapt to a new form of personal and professional interaction, and creativity to adopt **solutions** are differentials that put us in a privileged position in the education sector, helping us preserve the high quality of our student and faculty activities;
- Our **hybrid** learning model, focused on the development of competencies, became a reference and puts us at the forefront of this scenario, in which we are already experiencing a new way of working that intensifies our students' connection with their future.
- In this context, the strength and quality of our **brands** become even more decisive for students who need to choose an experience that will prepare them for this new world
- **Ânima** has all the features (academic model, data base, technology, personnel and governance) to stand out, transforming the difficulties arising from this current crisis into a great opportunity to bring more visibility to our differentials, further strengthening us to make a difference in the transformation of our country!