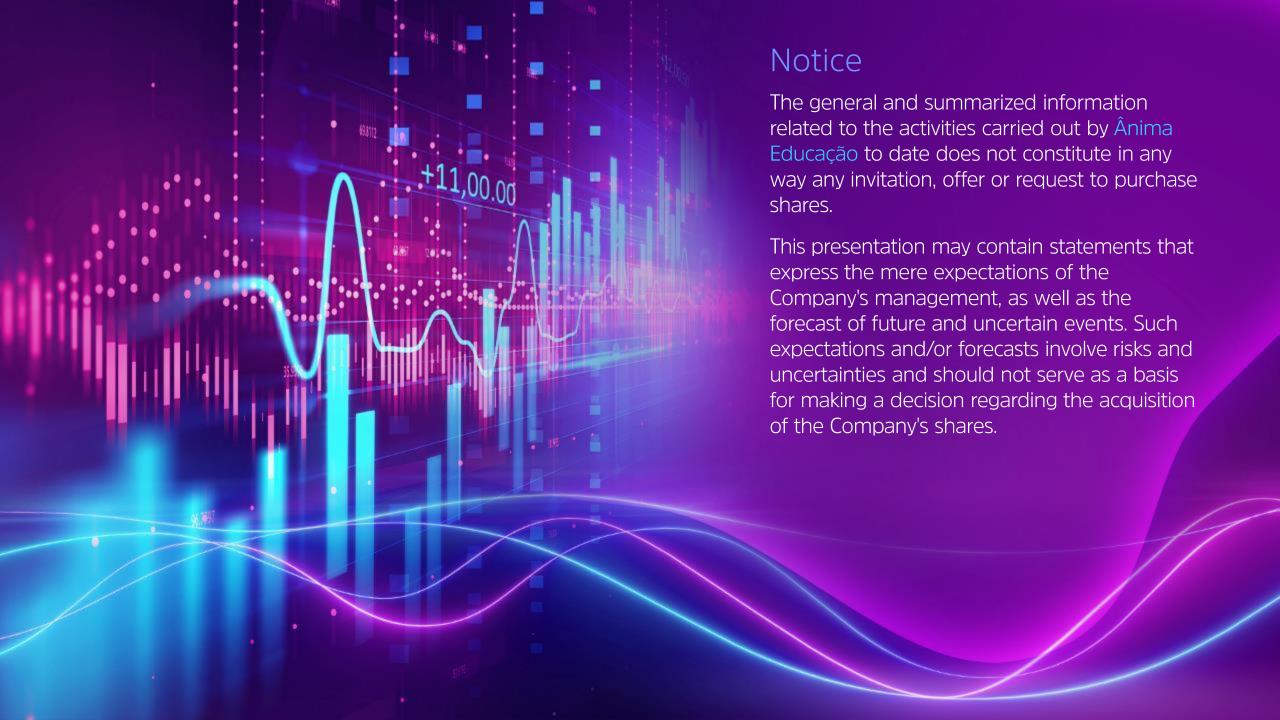


2Q25 Earnings Presentation

August 8, 2025



# 1H25 / 2Q25: We continue to consistently execute our strategy



**)** Growth

Consolidated net revenue: +4.0% to R\$2,05 BN in 1H25 vs. 1H24 and +2.9% to R\$1,01 BN in 2Q25 vs. 2024

Academic Education: revenue and ticket growth in all segments

Profitability

Adj. EBITDA ex-IFRS 16: +7.7% to R\$641.9 MN in 1H25 vs. 1H24 and +4.6% to R\$281,4 MN in 2025 vs. 2024

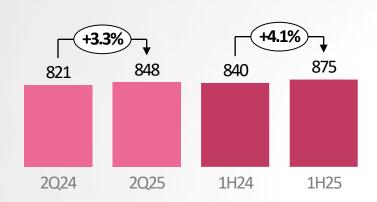
Adj. net income<sup>1</sup>: +11.8% to R\$144.5 MN in 1H25 vs. 1S24 and +18.9% to R\$29.2 MN in 2Q25 vs. 2Q24 Cash Generation and deleveraging

Operating cash flow: +7.0% to R\$778.1 MN in 1H25 vs. 1H24 and +10.6% to R\$352.0 MN in 2Q25 vs. 2Q24

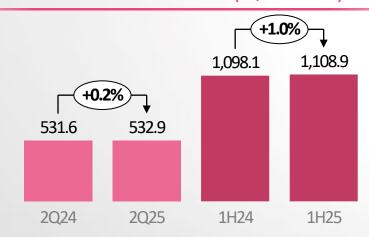
Leverage<sup>2</sup> at 2.66x in 2025 vs. 2.76x in 2024

# In 1H25, Core delivered growth in intake, increased ticket and reduced dropouts, leading to revenue and operating income expansion

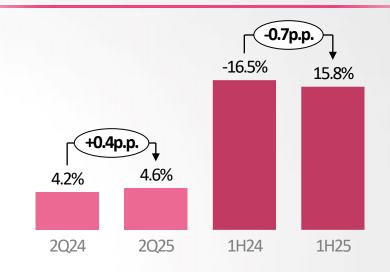
#### Academic Education Ticket (R\$)



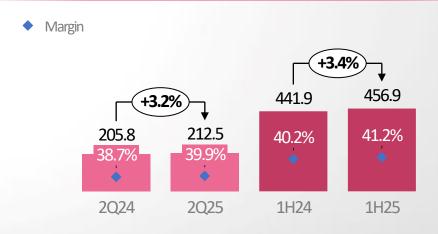
Net Revenue - Core (R\$ million)



#### Dropout from Academic Education (%)



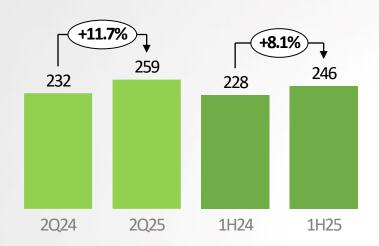
#### Operating result - Core (R\$ million)



## à

## Distance Learning also showed growth in net revenue and ended the semester with a 29% increase in operating income

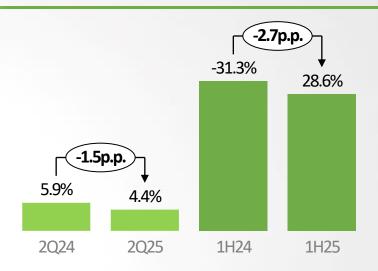
#### Academic Education Ticket (R\$)



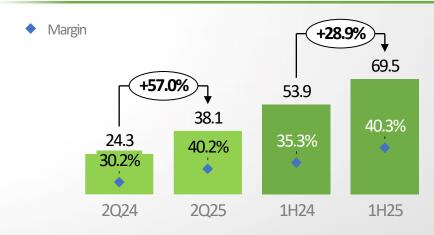
#### Net Revenue – Distance Learning (R\$ million)



#### Dropout from Academic Education (%)



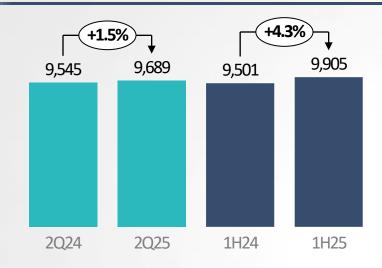
#### Operating result – Distance Learning (R\$ million)



## While Inspirali showed revenue growth and consistency in operating margin



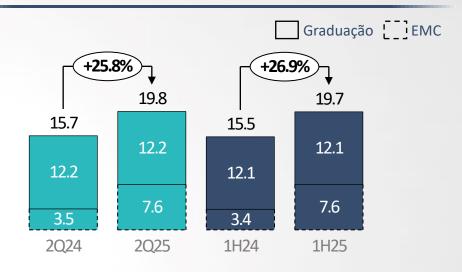
#### Academic Education Ticket (R\$)



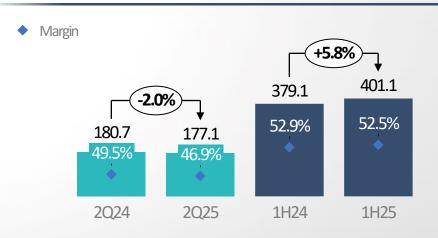
Net Revenue – Inspirali (R\$ million)



#### Student Base ('000)

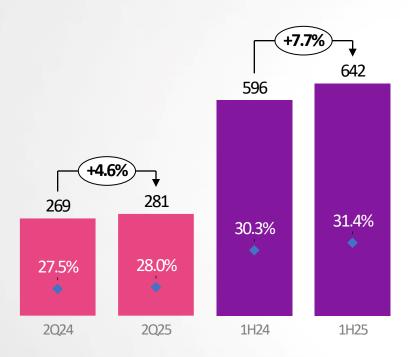


#### Operating result - Inspirali (R\$ million)



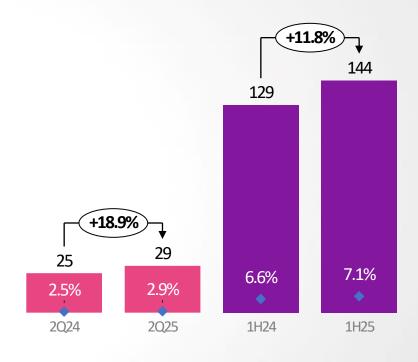
# Adj. EBITDA ex-IFRS 16 in 1H25 was 7.7% higher than in 1H24 (+4.6% in 2Q25 vs. 2Q24), with margins sustained at levels consistent with the efficiency of our business, driving net income growth

Adj. EBITDA ex-IFRS 16 (R\$ million)

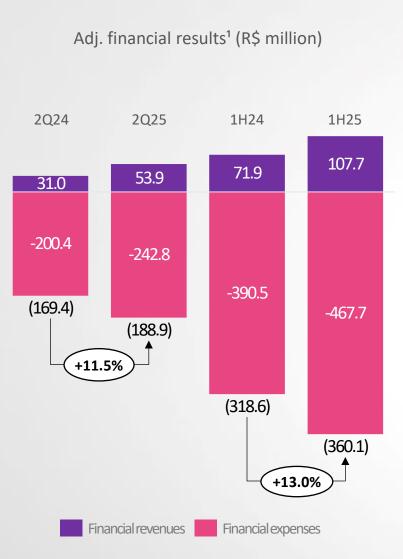


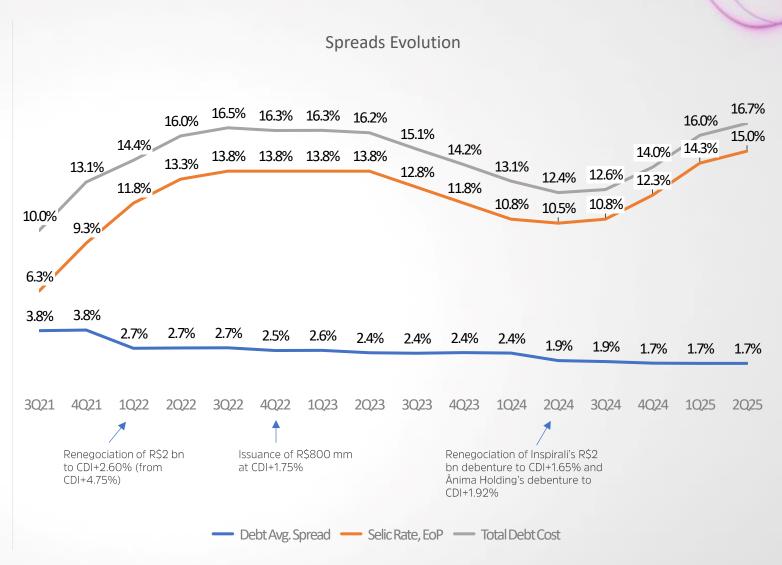
◆ Adjusted EBITDA Margin ex-IFRS16

Adj. net income, attributable to controllers (R\$ m illion)



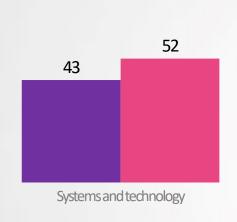
Adjusted Net Margin



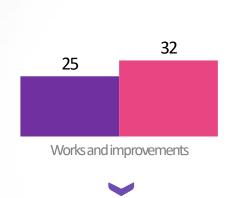


## We continue to prioritize investments in student experience and operational efficiency

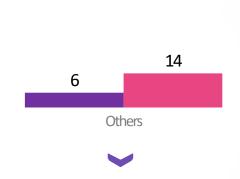




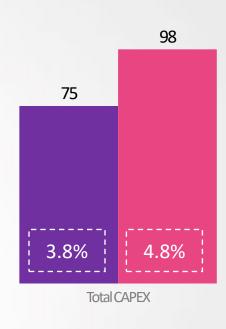
Largest destination for investments, in line with our digital transformation journey focused on students and gaining operational efficiencies

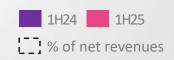


2nd largest destination for our investments, aligned with our continuous search for improvement of physical structures, reinforcing the student's in-person experience



Investments in equipment for our laboratories, libraries and other facilities





## Even amidst a more challenging macroeconomic scenario and with the distribution of dividends, the Company maintained a solid cash position

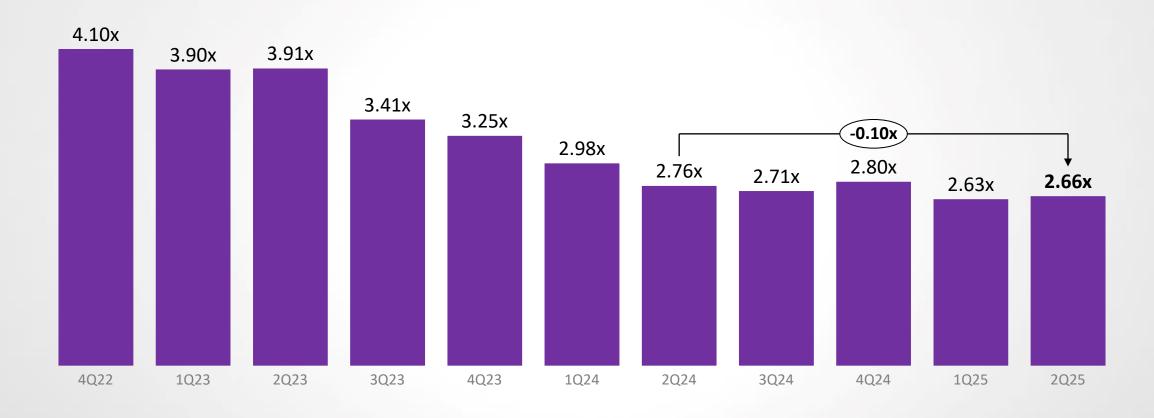
Cash position evolution (R\$ million)

Debt ex-IFRS amortization schedules (R\$ million)



## Following its organic deleveraging path and allowing the focus to be on sustainable revenue growth and investment in the quality of its offering

Net debt / Adj. EBITDA ex-IFRS16 LTM



- We are committed to growing our student base and revenue quality
- Focused on the efficiency of our structure and cash generation
- We prioritize student experience and academic quality
- Ready to capture the opportunities generated by regulatory changes





Thank you!

