RESULTS

1Q16

Conference Call in Portuguese

May 13, 2016
10:00 a.m. (Brasília)
9:00 a.m. (US EST)
+55 (11) 2188-0155
Replay: +55 (11) 2188-0400
Code: Anima Educação

Conference Call in English

May 13, 2016
11:30 a.m. (Brasília)
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MESSAGE FROM MANAGEMENT

This year began on a very challenging tone. The political crisis, which continues dominating the agenda in Brasília, has held the country on standby, limiting investments and consumption in general. The macroeconomic environment has also remained unstable and is far from showing consistent signs of recovery. Unemployment rates are increasing every quarter, while business and consumer confidence levels remain very low. As a result, we began the year with short-term results still under pressure, but with a clear action plan to preserve operational efficiency. Some short-term volatility, however, is still expected.

The biggest challenge in the first semester of 2016 was undoubtedly the summer intake. With the acceleration of economic deterioration in the last twelve months, there has been a substantial decline in our intake levels. We enrolled 20.3 thousand new students, 28.6% fewer than in 2015. Aware of these challenges, we are reviewing our plans and strategies for the next intake cycles without abandoning our quality positioning. Our initiatives are concentrated in some major fronts:

i) **Innovation.** The results of the last evaluation cycle of the Ministry of Education (MEC) showed a consistent improvement in our academic quality. Even so, we continue investing in academic innovation projects in order to evolve beyond the government metrics. One of the main highlights in this regard is the introduction of the "Life Project" course in our curricula. After holding pilot classes in 2015, we are beginning the first semester of 2016 with approximately 142 classes, 99 professors and 6 thousand students attending this new course. By combining innovative on-campus activities with virtual activities on a new platform created specifically for that purpose, we are taking major steps to develop, in addition to the technical skills of each career, the so-called soft skills, which are highly in line with the current demand of the job market and the world. The initial results have been excellent, provoking very positive reactions from our students and professors, expressed in the satisfaction surveys and in the retention rates of the first pilot groups. We believe that the sustainability of our business relies on academic quality and differentiation, and projects like this are important steps in this direction.

ii) **Access.** We continue investing in the "Ampliar" concept in order to provide financial access solutions through student loans. In the last 3 intake processes, around 30% of the intakes came with student loans, despite the recurring problems with FIES. As a result, we are gradually reducing our exposure to the government program, which has gone down to approximately 20% of total intake, while we provide new private alternatives solutions to our students. Our portfolio is currently concentrated in our partnership with *PraValer*, but we continue working on new ideas to meet the different needs of our students. As we have always defended, this is a gradual process, with no shortcuts, in order to balance the desire to attract new students with an appropriate risk and capital allocation management.

iii) **Intake and Retention.** We are reactivating and reinforcing our sales teams. In the past few years, we concentrated most of our commercial efforts on brand building activities to strengthen the relationship with our students and the community. We believe that today's environment demands new priorities and, with this in mind, we are allocating more resources to boost our intakes, with people solely focused on this, using technology and other tools to break this current vicious cycle, in which students continue postponing the decision to start college. Regarding retention, in 2015 we were able to obtain a few positive results in our institutions (excluding São Judas, which is still transitioning from annual to semiannual programs). We closed the last semester cycle (adding the dropouts of the last two quarters) with a 0.5pp improvement year-on-year. We are intensifying our efforts to this end!

iv) **Margins protection.** We continue to work in three dimensions to protect our operating margins. a) Classroom efficiency: our modular academic model has been crucial to sustain the productivity rates of our classrooms in spite of the backdrop in our student base. b) Capacity utilization: we are on execution mode of the plan developed in 2015 to redimension our multi-campuses strategy in this new demand scenario; and c) Budget discipline: we have successfully managed to optimize expenses in all areas of the company, without compromising any strategic project.

v) **Inorganic Growth.** Despite the reduction in intakes, we began the first semester of 2016 with 95.4 thousand students, 4.8% more than in the same period last year. This increase was fueled by Sociesc, which we started to consolidated as of Feb'16, adding 15.3 thousand students to our base. The integration process has already started, led by a small team of managers from both Anima and Sociesc teams. We are very optimistic about the prospects, given that there are clear synergies to be captured following a balanced execution schedule. There are also no issues that had not been identified in our due diligence process. Sociesc is proving to be a mature and open institution, with a highly committed team of managers and professors who are also very receptive to this new phase. We believe that in moments like today's good opportunities for inorganic growth tend to arise. We remain alert and are fully prepared to explore new opportunities in that sense, as long as they could contribute to our nationwide expansion process, and also create for shareholder value.

The results of the first quarter of 2016 reflect the current challenges and opportunities. We closed 1Q16 with net revenue of R$234.4 million, 7.3% up on 1Q15. It is important to note that this increase was fueled by the consolidation of Sociesc, which has been consolidated in our results since February 2016. Excluding this effect, net revenue fell 3.6% year on year, mainly due to the reduction in the student base. This decline was partially offset by inflation pass-through to our tuition fees, despite an increase in scholarships, mainly due to an increase in the share of students with 50% Prouni scholarships in our base.

Financial Performance	Consolidated			Consolidated exclud. Sociesc		
	1Q16	1Q15	% YA	1Q16	1Q15	% YA
Net Revenue	**234.4**	**218.5**	**7.3%**	**210.7**	**218.5**	**-3.6%**
Gross Profit (exclud. deprec/amort)	**117.5**	**122.1**	**-3.8%**	**110.9**	**122.1**	**-9.1%**
Gross Margin	*50.1%*	*55.9%*	*-5.8 p.p.*	*52.7%*	*55.9%*	*-3.2 p.p.*
Adjusted EBITDA	**67.4**	**73.3**	**-8.1%**	**65.9**	**73.3**	**-10.2%**
EBITDA Margin	*28.8%*	*33.6%*	*-4.8 p.p.*	*31.3%*	*33.6%*	*-2.3 p.p.*
Adjusted Net Income	**53.1**	**65.8**	**-19.2%**	**52.9**	**65.8**	**-19.6%**
Net Margin	*22.7%*	*30.1%*	*-7.4 p.p.*	*25.1%*	*30.1%*	*-5.0 p.p.*

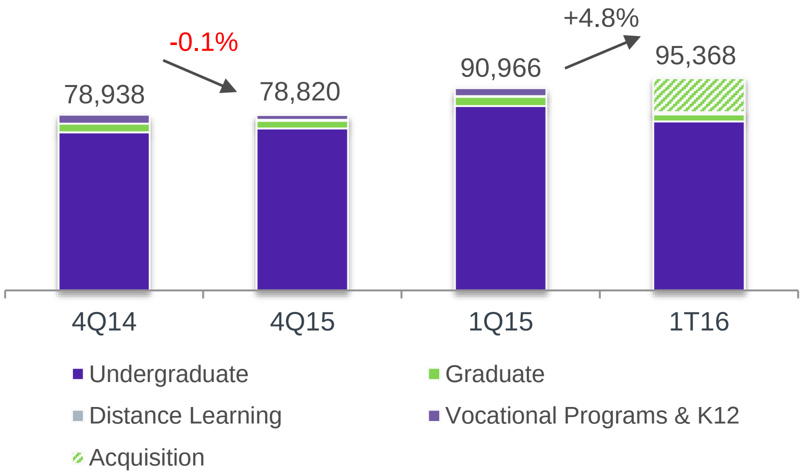
Our gross profit totaled R$117.5 million in the period, which represents a gross margin of 50.1%. The 5.8pp year-on-year reduction was strongly influenced by the consolidation of Sociesc, which still operates with lower margins compared to our other schools. Excluding this effect, we see a slightly lower decline (-3.2pp), still influenced by the same reasons that impacted us in the second semester of 2015. Namely, increased rental costs behind some idle capacity related to our expansion projects, and some deleveraging impacts because of less scale (especially in the Belo Horizonte metropolitan area). We partially recovered this efficiency loss with a strict control of expenses, closing 1Q16 with adjusted EBITDA of R$67.4 million and a 28.8% margin (4.8pp down from 1Q15, or 2.3pp down excluding Sociesc). Adjusted net income totaled R$53.1 million in 1Q16.

We remain very alert to minimize the impacts of the slowdown in our intakes. The action plans focusing on margin protection, which we have been executing since 2015, are all on schedule. We recognize the challenges imposed by the current environment, but we are very focused on execution and confident about our results. This challenging environment is serving as an incentive to reinforce our strategic choices and main commitments, i.e. seeking a balance between academic quality, innovation, operational efficiency and a highly engaging work place!

OPERATIONAL PERFORMANCE

EDUCATION

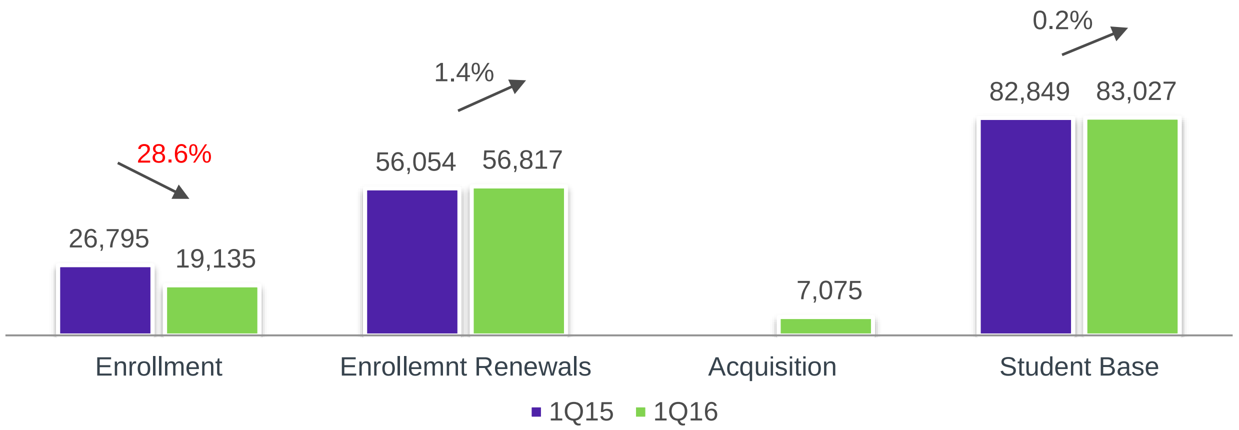
In the first quarter of 2016, we had 95.4 thousand students, an increase of 4.8% over 1Q15, mainly due to the consolidation of Sociesc's results as of February 2016. Excluding Sociesc's figures, our student base totals 80.1 thousand students, a decrease of 11,9% year on year, explained mainly by a reduction of 7.0 thousand undergraduate students and 3.5 thousand Pronatec students.



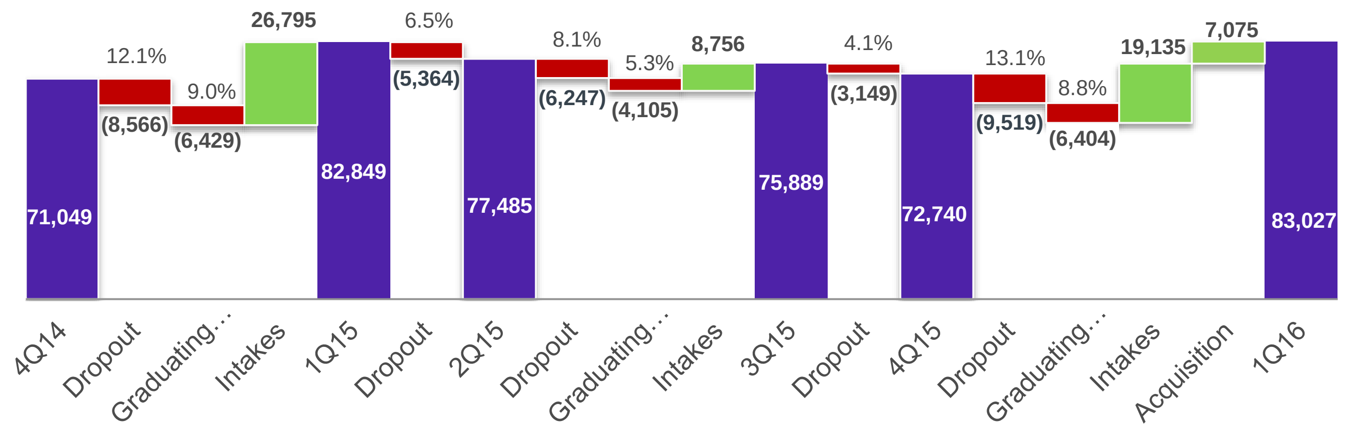
Student Base	1Q15	2Q15	3Q15	4Q15	1Q16	Sociesc	1Q16 Total	% 1Q16/1Q15	% 1Q16/4Q15
Undergraduate	82.849	77.485	75.889	72.740	75.952	7.075	83.027	-8,3%	4,4%
Graduate	4.154	4.242	3.353	3.427	3.093	2.222	5.315	-25,5%	-9,7%
Distance Learning	335	384	630	560	879	3.437	4.316	162,4%	57,0%
Vocational Programs & K12	3.628	3.517	2.111	2.093	177	2.533	2.710	-95,1%	-91,5%
Total	**90.966**	**85.628**	**81.983**	**78.820**	**80.101**	**15.267**	**95.368**	**-11,9%**	**1,6%**

On-campus Undergraduate Student Base

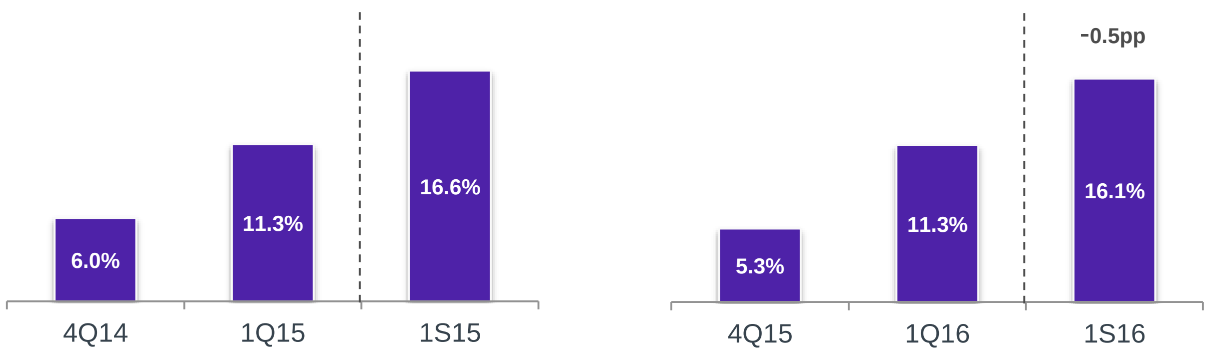
Our on-campus undergraduate student base totaled 83.0 thousand students in 1Q16, virtually in line with 1Q15, including the consolidation of 7.1 thousand Sociesc's undergraduate students. Excluding this effect, we would have 76.0 thousand students, a decrease of 8.3% year on year.



Regarding dropouts, 9.5 thousand students dropped out at the beginning of the year, which represents a loss of 13.1% of the initial student base, 1pp more than the 12.1% recorded in 1Q15. This increase was caused basically by São Judas, which is still transitioning from annual to semiannual programs, affecting the comparison with the previous year.

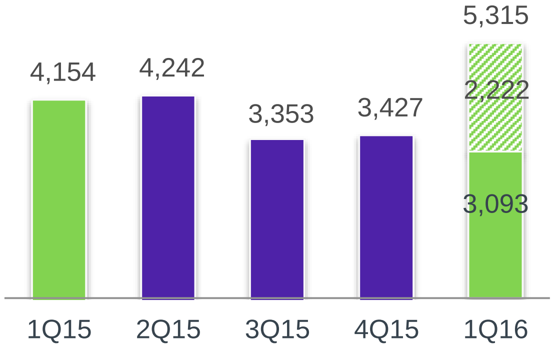


Looking at the sum of our institutions, excluding São Judas and Sociesc, we see a similar dropout rate in 1Q16 as the one reported in 1Q15, and looking at the semiannual rate (adding the dropouts of the last two quarters), we still see a reduction of 0.5pp.



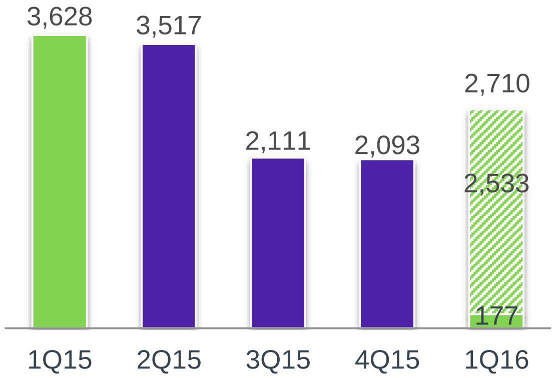
On-campus Graduate Student Base

The number of students enrolled in our on-campus graduate programs came to 5.3 thousand in 1Q16, 27.9% higher than in 1Q15, including the 2.2 thousand Sociesc's students.



Vocational Programs and K12 Student Base

In 1Q16, we had 2.7 thousand students enrolled in vocational programs and K12, mainly due to the consolidation of Sociesc's 2.5 thousand students, that beyond Pronatec includes Tupy Vocational School, Tupy Highschool and Florianópolis International School. It's important to remember that in 2015 we did not receive new Pronatec students, therefore we have only a few remaining classes in 2016 (177 students). With Sociesc consolidation, we will once again have a recurring basis, despite its lower presentativeness within the vocational programs and K12 student base.



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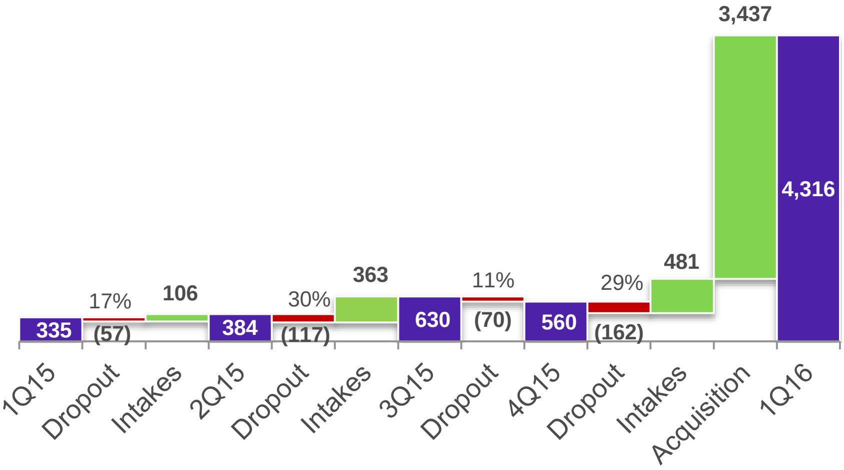
Distance Learning Student Base

We began 1Q16 with 4.3 thousand distance-learning students in undergraduate and graduate programs. This represents a significant scale gain compared to when we started operating in 1Q15, mainly due to the consolidation of Sociesc, which added 3.4 thousand students. The consolidation of the distance learning operations is one of the priority fronts of our integration project, and is already in an advanced stage.

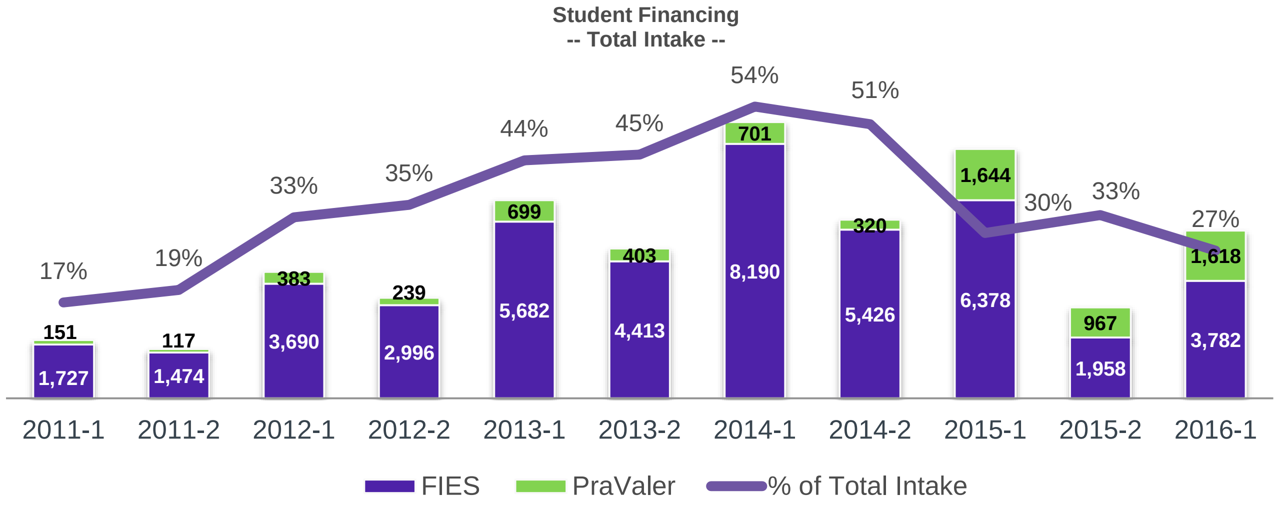


Student Financing

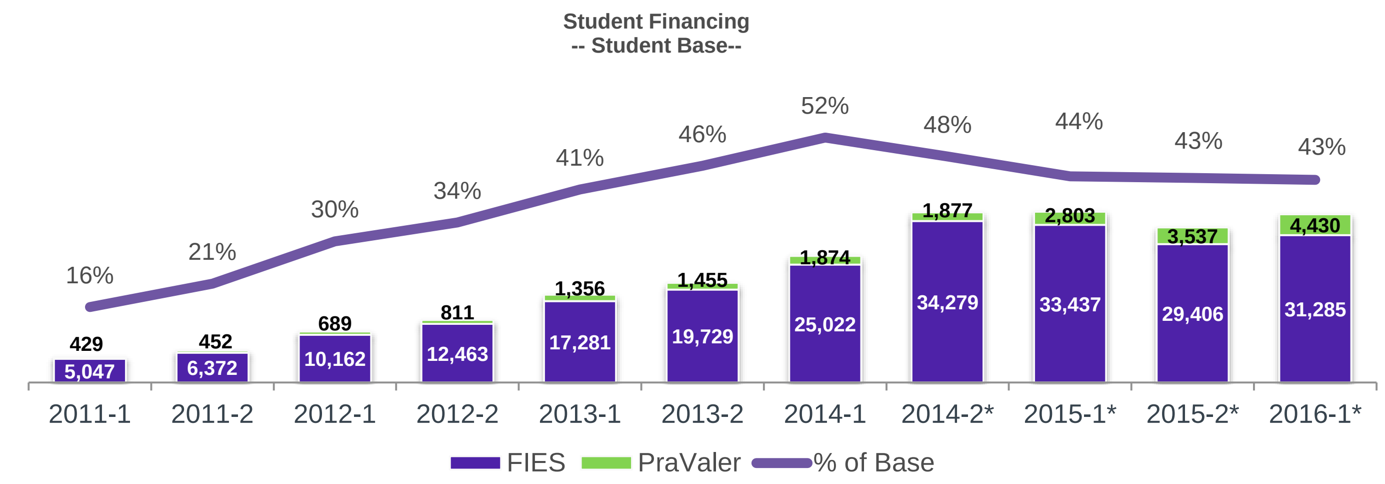
At Anima, we have always believed that, in order to strike a balance between academic quality and scale, it is necessary to face the challenge of increasing access through student financing. Bearing this in mind, not only do we offer the federal student loan program (FIES), but we have also maintained since 2006 a private student loan alternative — the *PraValer* program — in partnership with Ideal Invest.

Due to the changes in the FIES program and always seeking to improve the services offered to our students, Anima launched in 2015 the AMPLIAR program, a service channel with dedicated spaces in all our institutions focused on consulting, offer and full support for all private and public students loans contracts offered by Anima. With AMPLIAR, we are also offering new financing options to our students, including new *PraValer* modalities and an unemployment guarantee, that covers for their tuition in the current semester in case of job loss.

The first results are beginning to appear. We are gradually growing the penetration of *PraValer* within the intake process, reaching about one third of the new financed students in the last two process, thus preserving the penetration of students with financing (FIES + *PraValer*) around 30% of total intake, despite the drop in new FIES contracts.



As a result, the number of students with financing (FIES or *PraValer*) totaled 35.7 thousand this semester, representing 43.0% of our undergraduate base, including Sociesc students. This number reflects a drop in the penetration of FIES to 37.7% in 1Q16, versus 40.4% in 1Q15, as a result of the substantial decline in new contracts in 2015. On the other hand, *PraValer* continued to grow, having reached 5.3% of our base in 1Q16, versus 3.4% in 1Q15



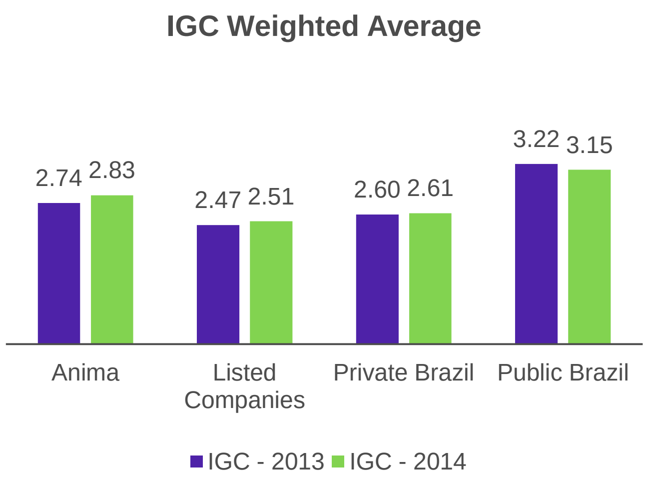
* With São Judas as of 2014.2 and Sociesc as of 2016.1

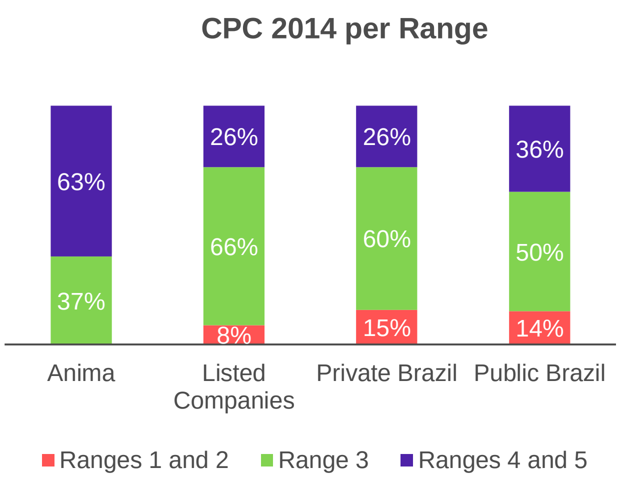
Academic Quality

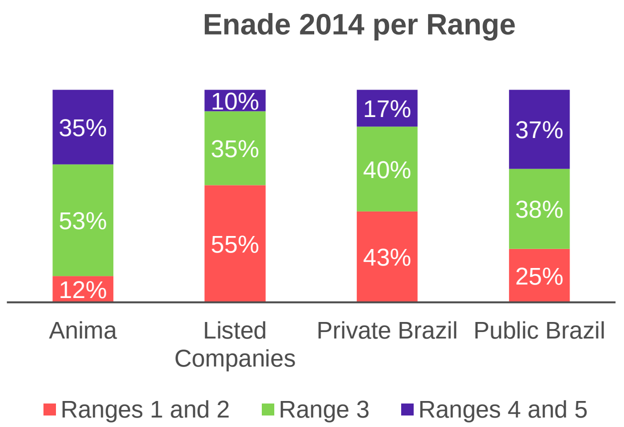
We monitor our academic quality indicators in two dimensions: one external, mainly represented by the MEC's indicators, and the other internal, based on our institutional evaluation process.

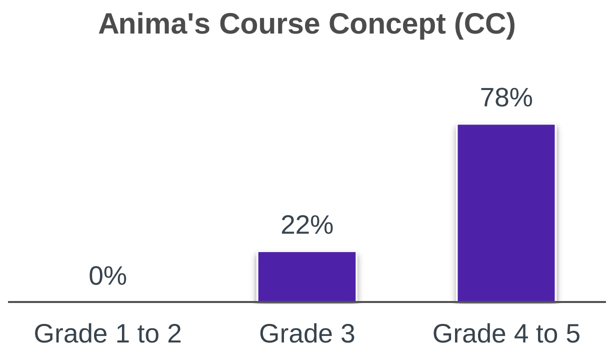
According to the latest result disclosed in 4Q15, we continued to record a consistent improvement in our academic and student satisfaction indicators, reinforcing our confidence in the effectiveness of our academic model and our commitment to remaining focused on constantly improving the quality of the education we provide our students.

As the MEC evaluation cycles are annual, there are no new information versus what was reported in 4Q15. More information on the latest quality indicators are available in our 4Q15 Earnings Release and below you can find a summary of the main MEC's indicators:









FINANCIAL PERFORMANCE

1Q16 Results

R$ (million)	1Q16					
	Consolidated	% Net Revenue	Education	% Net Revenue	Others	% Net Revenue
Gross Revenue	**334.2**	**142.6%**	**328.6**	**143.3%**	**5.6**	**113.4%**
Discounts, Deductions & Scholarships	(95.1)	-40.6%	(94.8)	-41.3%	(0.2)	-4.9%
Taxes	(4.8)	-2.1%	(4.4)	-1.9%	(0.4)	-8.5%
Net Revenue	**234.4**	**100.0%**	**229.4**	**100.0%**	**5.0**	**100.0%**
Cash Cost of Services	**(116.9)**	**-49.9%**	**(113.4)**	**-49.4%**	**(3.5)**	**-69.6%**
- Personnel	(86.4)	-36.9%	(85.6)	-37.3%	(0.8)	-15.2%
- Services from Third Parties	(4.8)	-2.1%	(3.3)	-1.4%	(1.5)	-30.4%
- COGS	(0.5)	-0.2%	(0.0)	0.0%	(0.5)	-10.8%
- Rental & Utilities	(19.8)	-8.4%	(19.5)	-8.5%	(0.3)	-5.8%
- Others	(5.4)	-2.3%	(5.0)	-2.2%	(0.4)	-7.6%
Gross Profit (exclud. deprec. /amort.)	**117.5**	**50.1%**	**116.0**	**50.6%**	**1.5**	**30.4%**
Sales Expenses	**(12.8)**	**-5.5%**	**(12.6)**	**-5.5%**	**(0.2)**	**-4.1%**
- Provision for Doubtful Accounts (PDA)	(7.0)	-3.0%	(7.0)	-3.0%	0.0	0.3%
- Marketing	(5.9)	-2.5%	(5.7)	-2.5%	(0.2)	-4.4%
General & Administrative Expenses	**(27.0)**	**-11.5%**	**(23.9)**	**-10.4%**	**(3.1)**	**-63.1%**
- Personnel	(15.2)	-6.5%	(12.8)	-5.6%	(2.4)	-48.1%
- Third Party Services	(2.4)	-1.0%	(2.2)	-1.0%	(0.2)	-3.9%
- Rental & Utilities	(1.2)	-0.5%	(0.9)	-0.4%	(0.3)	-5.6%
- Others	(8.3)	-3.5%	(8.0)	-3.5%	(0.3)	-5.5%
Other Operating Revenues (Expenses)	**(2.0)**	**-0.8%**	**(2.0)**	**-0.9%**	**0.0**	**0.6%**
- Provisions	(3.3)	-1.4%	(3.3)	-1.4%	0.0	0.0%
- Taxes	(0.3)	-0.1%	(0.3)	-0.1%	(0.1)	-1.3%
- Other Operating Revenues	1.6	0.7%	1.5	0.7%	0.1	2.0%
Late Payment Fees	**4.6**	**1.9%**	**4.6**	**2.0%**	**0.0**	**0.0%**
Operating Result	**80.2**	**34.2%**	**82.0**	**35.8%**	**(1.8)**	**-36.2%**
- Corporate Expenses	(12.8)	-5.5%				
Adjusted EBITDA	**67.4**	**28.8%**				
(-) Late Payment Fees	(4.6)	-1.9%				
(-) Non-Recurring Items [1]	(0.4)	-0.2%				
EBITDA	**62.5**	**26.7%**				
Depreciation & Amortization	(8.5)	-3.6%				
EBIT	**54.0**	**23.0%**				
Net Financial Result	(1.2)	-0.5%				
EBT	**52.8**	**22.5%**				
Income Tax and Social Contribution	(0.1)	0.0%				
Net Income Before Non-Controlling Interest	**52.8**	**22.5%**				
Non-Controlling Interest	0.0	0.0%				
Net Income	**52.8**	**22.5%**				
(-) Non-Recurring Items [2]	0.4	0.2%				
Adjusted Net Income	**53.1**	**22.7%**				

[1] Non-Recurring Items impacting EBITDA
[2] Non-Recurring Items impacting Net Income

With Sociesc's consolidation, we started reporting two business units:

i) **Education** – which includes, in addition to on-campus post-secondary education (undergraduate and graduate), distance learning, K12 and vocational programs.

ii) **Other Businesses** – which besides HSM, our management niche brand, includes the results of the Management and Technology Innovation (MTI) division of Sociesc. MTI provides consulting and business solutions for companies in the engineering field, in addition to a laboratory structure to support the development of technological solutions (foundry, tooling and others).

FINANCIAL PERFORMANCE – EDUCATION

R$ (million)	Education				
	1Q16	% Net Revenue	1Q15	% Net Revenue	% YA
Gross Revenue	**328.6**	**143.3%**	**299.6**	**138.6%**	**9.7%**
Discounts, Deductions & Scholarships	(94.8)	-41.3%	(78.8)	-36.5%	20.3%
Taxes	(4.4)	-1.9%	(4.6)	-2.1%	-4.5%
Net Revenue	**229.4**	**100.0%**	**216.2**	**100.0%**	**6.1%**
Cash Cost of Services	**(113.4)**	**-49.4%**	**(94.9)**	**-43.9%**	**19.5%**
- Personnel	(85.6)	-37.3%	(75.7)	-35.0%	13.1%
- Services from Third Parties	(3.3)	-1.4%	(1.9)	-0.9%	74.7%
- COGS	(0.0)	0.0%	0.0	0.0%	0.0%
- Rental & Utilities	(19.5)	-8.5%	(13.2)	-6.1%	47.6%
- Others	(5.0)	-2.2%	(4.1)	-1.9%	22.1%
Gross Profit (exclud. deprec. /amort.)	**116.0**	**50.6%**	**121.3**	**56.1%**	**-4.4%**
Sales Expenses	**(12.6)**	**-5.5%**	**(13.2)**	**-6.1%**	**-4.1%**
- Provision for Doubtful Accounts (PDA)	(7.0)	-3.0%	(7.9)	-3.7%	-11.9%
- Marketing	(5.7)	-2.5%	(5.3)	-2.4%	7.7%
General & Administrative Expenses	**(23.9)**	**-10.4%**	**(19.3)**	**-9.0%**	**23.5%**
- Personnel	(12.8)	-5.6%	(10.7)	-4.9%	19.8%
- Third Party Services	(2.2)	-1.0%	(1.8)	-0.8%	24.7%
- Rental & Utilities	(0.9)	-0.4%	(1.5)	-0.7%	-39.8%
- Others	(8.0)	-3.5%	(5.4)	-2.5%	47.2%
Other Operating Revenues (Expenses)	**(2.0)**	**-0.9%**	**(2.0)**	**-0.9%**	**-0.6%**
- Provisions	(3.3)	-1.4%	(3.1)	-1.4%	4.0%
- Taxes	(0.3)	-0.1%	(0.2)	-0.1%	22.9%
- Other Operating Revenues	1.5	0.7%	1.3	0.6%	13.8%
Late Payment Fees	**4.6**	**2.0%**	**2.9**	**1.3%**	**59.2%**
Operating Result	**82.0**	**35.8%**	**89.6**	**41.4%**	**-8.4%**

Net Revenue

Net revenue totaled R$229.4 million in 1Q16 (+R$13.2 million or +6.1% vs 1Q15). The consolidation of Sociesc's result as of February 2016 contributed with R$21.0 million net revenue increase. Excluding Sociesc, net revenue fell 3.6%.

The result was due to the decrease in undergraduate and Pronatec student base, in addition to a increase in discounts and scholarships, mainly related to an increase in the share of Prouni students with 50% scholarships. On the positive side, we implemented a 10.0% average increase in tuition fees at the beginning of the year and presented an small improvement in the mix of our programs.

Average Ticket

R$ (million)	Education		
	1Q16	1Q15	% YA
Average Gross Ticket[1]	R$ 1,263	R$ 1,137	+11.1%
Average Gross Ticket with Sociesc[1]	R$ 1,239	-	+9.0%

[1] Accumulated Gross Revenue (Undergraduate+Graduate) ÷ Students average

The gross ticket (excluding Pronatec) averaged R$1,263 in 1Q16, 11.1% up on the same period last year. As mentioned above, this growth can be explained by the 10.0% increase in tuition fees and the improved program mix. Including Sociesc, our weighted average gross ticket was R$1,239, 9.0% higher than in 1Q15.

Total Costs and Gross Profit

Gross Profit totaled R$116.0 million in 1Q16 (-R$5.3 million or -4.4% vs 1Q15), with a gross margin of 50.6% (-5.5pp vs. 1Q15). Excluding Sociesc's impact, Gross Profit totaled R$109.6 million, with a gross margin of 52.6% (-3.5pp vs 1Q15).

R$ (million)	1Q16					
	Education	% YA	Consolidated exclud. Sociesc	% YA	Sociesc	% YA
Net Revenue	229.4	6.1%	208.4	-3.6%	21.0	n.a.
Cash Cost of Services	(113.4)	19.5%	(98.8)	4.1%	(14.6)	n.a.
Gross Profit (exclud. deprec. /amort.)	116.0	-4.4%	109.6	-9.6%	6.4	n.a.
% Gross Margin	50.6%	-5.5 pp	52.6%	-3.5 pp	30.6%	n.a.

The loss of gross margin, excluding Sociesc, continues to be driven by the same factos that impacted the second hald of 2015:

i. Idle capacity at the new units that are not 100% operational and the expansion of a number of campuses in Belo Horizonte (-0.6pp);

ii. Loss of scale/efficiency (-2.9pp) due to the slowdown in our growth, especially in rental (excluding the effect of the new units), and academic support.

It is important to highlight that our modular academic model has enabled us to absorb the impact of the weak summer intake without representing a decline in our average number of students per classroom rates in all our units. In the table below the breakdown by brand:

R$ (million)	1Q16									
	UNA	% YA	UNIBH	% YA	UNIMONTE	% YA	SÃO JUDAS	% YA	SOCIESC	% YA
Net Revenue	71.0	-11.6%	61.8	-4.0%	14.0	5.5%	61.6	5.8%	21.0	n.a.
Cash Cost of Services	(32.3)	-2.4%	(23.4)	2.2%	(7.0)	3.9%	(36.1)	12.3%	(14.6)	n.a.
Gross Profit (exclud. deprec. /amort.)	38.7	-18.1%	38.4	-7.4%	7.0	7.2%	25.4	-2.2%	6.4	n.a.
% Gross Margin	54.5%	-4.3 pp	62.2%	-2.3 pp	50.1%	0.8 pp	41.3%	-3.4 pp	30.6%	n.a.

Operating Result

Selling Expenses

In 1Q16, selling expenses totaled R$12.6 million, representing 5.5% of net revenue (-4.1% and -0.6pp vs 1Q15). Excluding Sociesc's impact, selling expenses came to R$11.5 million (-12.5% and -0.6pp vs 1Q15). The margin improvement was due to a 0.7pp year-on-year decline in the provision for doubtful accounts (PDA). Despite a slightly more conservative approach on our side for each aging level that has been adopted since 3Q15, given the more challenging scenario, we reported a lower PDA this quarter. It's important to remember, however, that PDA in 1Q15 had been particularly higher since it reflected the non-recurring reclassification of FIES receivables to non-FIES receivables regarding students who had lost the deadline to renew their FIES contracts at the end of 2014.

General and Administrative Expenses

General and administrative expenses totaled R$23.9 million, representing 10.4% of net revenue in 1Q16 (+23.5% and +1.5pp vs 1Q15). This increase was chiefly due to the consolidation of Sociesc's results as of February and higher expenses with FGEDUC and *PraValer* provisions. As seen in PDA, but with the opposite effect, expenses with FGEDUC in 1Q15 had been positive impacted by the provision reversal due to the reclassification of FIES receivables to non-FIES receivables, totaling R$1.1 million, for the same students who had lost the deadline to renew their FIES contracts at the end of 2014.

Other Operating Revenues (Expenses)

In 1Q16, we reported other operating expenses of R$2.0 million, representing 0.9% of net revenue (-0.6% and 0.0pp vs 1Q15). Excluding Sociesc's impact, other operating expenses came to R$1.7 million, or 0.8% of net revenue (+14.1% and -0.1pp vs 1Q15).

FINANCIAL PERFORMANCE – Other Businesses

R$ (million)	Others				
	1Q16	% Net Revenue	1Q15	% Net Revenue	% YA
Gross Revenue	**5.6**	**113.4%**	**2.7**	**117.8%**	**104.9%**
Discounts, Deductions & Scholarships	(0.2)	-4.9%	(0.3)	-12.8%	-17.8%
Taxes	(0.4)	-8.5%	(0.1)	-5.0%	261.0%
Net Revenue	**5.0**	**100.0%**	**2.3**	**100.0%**	**112.7%**
Cash Cost of Services	**(3.5)**	**-69.6%**	**(1.5)**	**-63.8%**	**132.2%**
- Personnel	(0.8)	-15.2%	(0.6)	-25.1%	28.5%
- Services from Third Parties	(1.5)	-30.4%	(0.4)	-17.5%	269.1%
- COGS	(0.5)	-10.8%	(0.2)	-8.6%	167.5%
- Rental & Utilities	(0.3)	-5.8%	(0.1)	-3.6%	244.2%
- Others	(0.4)	-7.6%	(0.2)	-9.1%	77.8%
Gross Profit (exclud. deprec. /amort.)	**1.5**	**30.4%**	**0.8**	**36.2%**	**78.5%**
Sales Expenses	**(0.2)**	**-4.1%**	**(0.9)**	**-39.0%**	**-77.8%**
- Provision for Doubtful Accounts (PDA)	0.0	0.3%	(0.3)	-12.8%	-105.5%
- Marketing	(0.2)	-4.4%	(0.6)	-26.2%	-64.2%
General & Administrative Expenses	**(3.1)**	**-63.1%**	**(3.5)**	**-151.4%**	**-11.4%**
- Personnel	(2.4)	-48.1%	(2.8)	-118.9%	-13.9%
- Third Party Services	(0.2)	-3.9%	(0.1)	-2.4%	251.2%
- Rental & Utilities	(0.3)	-5.6%	(0.3)	-11.6%	2.7%
- Others	(0.3)	-5.5%	(0.4)	-18.5%	-37.4%
Other Operating Revenues (Expenses)	**0.0**	**0.6%**	**0.3**	**12.6%**	**-89.6%**
- Provisions	0.0	0.0%	0.3	11.3%	-100.0%
- Taxes	(0.1)	-1.3%	(0.1)	-2.4%	20.3%
- Other Operating Revenues	0.1	2.0%	0.1	3.7%	12.6%
Late Payment Fees	**0.0**	**0.0%**	**0.0**	**0.0%**	**-100.0%**
Operating Result	**(1.8)**	**-36.2%**	**(3.3)**	**-141.6%**	**-45.6%**

As of this quarter, we are consolidating HSM and Sociesc's Technological Innovation and Management (MTI) division in other businesses. MTI provides consulting and business solutions for companies in the engineering field, in addition to a laboratory structure to support the development of technological solutions (foundry, tooling and others).

HSM is an integrated educational solution platform that provides continuing education and professional development of executives and managers through customized courses that foster learning, the exchange of experience and networking. HSM Executive Education is made up of three business units: Events, Business School and Publishing.

In 2016, we plan to hold six events at HSM, including four master classes, in addition to the traditional format events, such as Forums and the ExpoManagement. At the Business School, where we develop educational solutions through customized In-Company courses and the HSM Performance solution, we held nine programs in 1Q16, three fewer than in the same period of 2015. Finally, at the Publishing unit, we sold 8.0 thousand copies of the HSM Management magazine, 20.7 thousand books, including the three books launched in the quarter, and closed the quarter with 28.2 thousand HSM Experience users.

This quarter results still reflets the challenges faced in 2015 due to the country’s macroeconomic environment; however, we are starting to see the positive effects of the restructuring carried out at HSM last year, when we streamlined its operations as much as possible in order to reduce its management structure. As a result, net revenue totaled R$2.3 million in 1Q16, virtually in line with 1Q15, while net loss fell from R$3.3 million in 1Q15 to R$1.7 million in 1Q16. The Technological Innovation and Management division generated R$2.6 million in net revenue and an operating result close to zero this quarter.

CONSOLIDATED PERFORMANCE

R$ (million)	Consolidated Ânima				
	1Q16	% Net Revenue	1Q15	% Net Revenue	% YA
Gross Revenue	**334.2**	**142.6%**	**302.3**	**138.4%**	**10.6%**
Discounts, Deductions & Scholarships	(95.1)	-40.6%	(79.1)	-36.2%	20.2%
Taxes	(4.8)	-2.1%	(4.7)	-2.2%	2.0%
Net Revenue	**234.4**	**100.0%**	**218.5**	**100.0%**	**7.3%**
Cash Cost of Services	**(116.9)**	**-49.9%**	**(96.4)**	**-44.1%**	**21.3%**
- Personnel	(86.4)	-36.9%	(76.3)	-34.9%	13.2%
- Services from Third Parties	(4.8)	-2.1%	(2.3)	-1.1%	109.0%
- COGS	(0.5)	-0.2%	(0.2)	-0.1%	167.6%
- Rental & Utilities	(19.8)	-8.4%	(13.3)	-6.1%	48.9%
- Others	(5.4)	-2.3%	(4.3)	-2.0%	24.9%
Gross Profit (exclud. deprec. /amort.)	**117.5**	**50.1%**	**122.1**	**55.9%**	**-3.8%**
Sales Expenses	**(12.8)**	**-5.5%**	**(14.1)**	**-6.5%**	**-8.9%**
- Provision for Doubtful Accounts (PDA)	(7.0)	-3.0%	(8.2)	-3.8%	-15.3%
- Marketing	(5.9)	-2.5%	(5.9)	-2.7%	0.2%
General & Administrative Expenses	**(27.0)**	**-11.5%**	**(22.9)**	**-10.5%**	**18.1%**
- Personnel	(15.2)	-6.5%	(13.4)	-6.1%	12.8%
- Third Party Services	(2.4)	-1.0%	(1.9)	-0.9%	31.4%
- Rental & Utilities	(1.2)	-0.5%	(1.7)	-0.8%	-33.1%
- Others	(8.3)	-3.5%	(5.9)	-2.7%	40.9%
Other Operating Revenues (Expenses)	**(2.0)**	**-0.8%**	**(1.7)**	**-0.8%**	**14.7%**
- Provisions	(3.3)	-1.4%	(2.9)	-1.3%	13.5%
- Taxes	(0.3)	-0.1%	(0.3)	-0.1%	22.3%
- Other Operating Revenues	1.6	0.7%	1.4	0.6%	13.7%
Late Payment Fees	**4.6**	**1.9%**	**2.9**	**1.3%**	**59.1%**
Operating Result	**80.2**	**34.2%**	**86.3**	**39.5%**	**-7.0%**
- Corporate Expenses	(12.8)	-5.5%	(13.0)	-5.9%	-1.2%
Adjusted EBITDA	**67.4**	**28.8%**	**73.3**	**33.6%**	**-8.1%**
(-) Late Payment Fees	(4.6)	-1.9%	(2.9)	-1.3%	59.1%
(-) Non-Recurring Items [1]	(0.4)	-0.2%	(1.9)	-0.9%	0.0%
EBITDA	**62.5**	**26.7%**	**68.5**	**31.4%**	**-8.8%**
Depreciation & Amortization	(8.5)	-3.6%	(7.1)	-3.3%	19.7%
EBIT	**54.0**	**23.0%**	**61.4**	**28.1%**	**-12.1%**
Net Financial Result	(1.2)	-0.5%	2.4	1.1%	-148.3%
EBT	**52.8**	**22.5%**	**63.8**	**29.2%**	**-17.3%**
Income Tax and Social Contribution	(0.1)	0.0%	0.0	0.0%	-861.0%
Net Income Before Non-Controlling Interest	**52.8**	**22.5%**	**63.8**	**29.2%**	**-17.4%**
Non-Controlling Interest	0.0	0.0%	0.0	0.0%	
Net Income	**52.8**	**22.5%**	**63.8**	**29.2%**	**-17.4%**
(-) Non-Recurring Items [2]	0.4	0.2%	1.9	0.9%	0.0%
Adjusted Net Income	**53.1**	**22.7%**	**65.8**	**30.1%**	**-19.2%**

[1] Non-Recurring Items impacting EBITDA

[2] Non-Recurring Items impacting Net Income

Corporate Expenses

In 1Q16, corporate expenses totaled R$12.8 million, or 5.5% of net revenue. We maintained corporate expenses practically in line with 1Q15 (R$13.0 million), despite the inflation and collective bargaining agreement in the period, which, together with Sociesc consolidation, represented a gain of +0,4pp margin this quarter. We still maintain the discipline and control of our corporate expenses, finding efficiency opportunities.

EBITDA and Adjusted EBITDA

Adjusted EBITDA totaled R$67.4 million in 1Q16 (-8,1% vs 1Q15) and represented a 28.8% margin over net revenue (-4.8pp vs 1Q15). The consolidation of Sociesc, which still runs with lower margins than our other units, represented a 2.5pp margin dilution this quarter. Excluding this effect, we still reported a 2.3pp EBITDA margin decresase, mainly due to the reduction of our student base, partially offset by efficiency gains in HSM and corporate expenses.

Non-Recurring Items

R$ (million)	EBITDA
	1Q16
Restructuring Expenses	(1.3)
Account Receivables Adjustments - FIES	0.9
Total Non Recurring Items	**(0.4)**

Restructuring Expenses. This quarter, we reported a R$1.3 million expense related to the write-off of improvements in two of our campuses in Minas Gerais, with no cash impact. With the reduction in new students, we adjusted our campuses to the new demand, which led to their partial delivery.

Adjustment of FIES accounts receivable. As reported in the 4Q15 earnings release, in February 2016, we entered into an agreement with the government establishing that the outstanding FIES tuition fees related to 2015 will be paid in the next three years adjusted for inflation (IPCA). As a result, we adjusted our FIES account receivables and gross revenue by R$7.8 million, reflecting the spread between the SELIC interest rate and inflation (IPCA). This adjustment, which had a negative impact on the 2015 result, will have a positive effect as of 2016 and totaled R$0.9 million in 1Q16, with no cash impact. Similarly to 2015, we are considering this impact as non-recurring.

Income Tax and Social Contribution

We continue benefiting from Prouni, which guarantees income tax and social contribution exemption for most of our business. In 1Q16, income tax and social contribution expenses totaled R$0.1 million.

Financial Result

R$ (million)	Consolidated Ânima	
	1Q16	1Q15
(+) Financial Revenue	**16.7**	**8.7**
Late Payment Fees	4.6	2.9
Interest Revenues	5.1	3.8
Other Financial Revenues	7.0	2.1
(-) Financial Expense	**(17.9)**	**(6.3)**
Financial debt interest expense	(12.9)	(4.2)
Tax debt interest expenses	(0.1)	(0.1)
Other Financial Expenses	(4.9)	(2.0)
Financial Result	**(1.2)**	**2.4**

1Q16 net financial result came to a negative R$1.2 million against a positive R$2.4 million in the same period of 2015. We reported an upturn in financial revenue, due to the increase in financial investments as well as interest on tuition fees. We are also reporting a financial revenue of R$5.5 million in the quarter considering the monetary adjustment of FIES accounts receivable as per the judicial agreement signed with the Government regarding the tuition fees of 2015 affected by the PN23. Differently from the impacts of the present value adjustment on the accounts receivables and gross revenue that are being excluded as non-recurring items of our results, such adjustment of the FIES balance by the IPCA represents effective gain in our net income, and will positively affect the cash once the Government pays the installments of the agreement. Yet, we are not considering none of those effects in our adjusted EBITDA.

Our financial expenses with interest on bank loans are higher in the period due to the new loans hired in 2015. In addition, we reported an upturn in the expenses for interest subsidy for our students enrolled in the *PraValer* financing program, which this quarter totaled R$ 2.4 million, as we increase the penetration of this program in our student base.

Net Income

Adjusted net income totaled R$53.1 million in 1Q16 (-19.2% vs 1QT15), with a margin of 22.7% over net revenue (-7,4pp vs 1Q15).

Cash and Net Debt

R$ (million)	Consolidated Ânima		
	MAR 16	MAR 15	DEC 15
Cash and Cash Equivalents	**150.1**	**118.8**	**184.5**
Cash	24.5	25.7	25.5
Financial Investments	125.6	93.1	159.1
Loans and Financing [1]	**374.0**	**121.2**	**331.6**
Short Term	136.4	31.0	112.1
Long Term	237.5	90.1	219.5
Net (Debt) Cash [2]	**(223.8)**	**(2.4)**	**(147.1)**
Other Short and Long Term Obligations	32.7	3.2	3.6
Net (Debt) Cash [3]	**(256.6)**	**(5.6)**	**(150.7)**

[1] Net of swap adjustment

[2] Considering financial debt (bank loans) only.

[3] Including obligations related to tax debt and acquisitions payables.

At the end of 1Q16, cash and cash equivalents totaled R$105.1 million and loans and financing came to R$374.0 million. In relation to December 2015, in addition to the recurring amortization of current loans, we began consolidating the balance of Sociesc's bank debt and received the first portion of a long-term loan from FINEP.

Considering the other short and long-term liabilities, represented by tax installments and the present value amount of Sociesc's acquisition, net debt totaled R$256.6 million, equivalent to a leverage of 1.4x (net debt ÷ LTM Adjusted EBITDA).

Accounts Receivable and Days Sales Outstanding (DSO)

We ended the quarter with net accounts receivable of R$386.8 million. For management purposes and the DSO calculation, we are adjusting the receivables in R$6.9 million, related to the R$7.8 million adjustment recorded in 4Q15 less the R$ 0.9 million recorded in this quarter.

In 1Q16, adjusted accounts receivable totaled R$393.6 million, an increase of R$177.6 million compared with 1Q15. This increase continues to be mainly explained by the FIES, since the volume of issuance and repurchases of titles in the unpaired quarters continue to be less relevant, since the application process and enrollment renewals is still ongoing. The consolidation of Sociesc in turn added a balance of R $ 14.4 million.

	1Q16	4Q15	3Q15	2Q15	1Q15	
	Total	Total	Total	Total	Total	∆ 1Q16 / 1Q15
Net Accounts Receivable	386.8	289.3	272.6	274.2	216.0	170.7
Adjusted Accounts Receivable FIES	(6.9)	(7.8)	0.0	0.0	0.0	(6.9)
Adjusted Net Accounts Receivable	393.6	297.1	272.6	274.2	216.0	177.6
to mature	338.9	239.1	226.7	220.5	176.8	162.0
untill 180 days	42.1	40.9	32.4	43.4	29.2	12.9
between 180 and 360 days	9.3	14.4	9.8	6.5	6.3	3.0
between 361 and 720 days	3.3	2.7	3.7	3.9	3.7	(0.4)
for more than 721 days	0.0	(0.0)	0.0	0.0	0.0	0.0

Thus, our DSO (Days Sales Outstanding) grew to 149 days, representing a 60-day increase over the same period in 2015. Breaking down our accounts receivable, we reported a DSO of 299 days for FIES receivables, or 173 days higher than in 1Q15 and 89 days higher than in 4Q15.

For non-FIES students our DSO stood at 56 days in 1Q16, five days lower than the 61 days reported in the same period in 2015. In the other businesses line, considering both MTI and HSM, we closed the quarter with a DSO of 121 days. Regarding Pronatec, we ended 1Q16 with a DSO of 60 days.

	1Q16 *	4Q15	3Q15	2Q15	1Q15	
Total	**Total**	**Total**	**Total**	**Total**	**Total**	**∆ 1Q16 / 1Q15**
Net Accounts Receivable	386.8	289.3	272.6	274.2	216.0	170.7
Adjusted Accounts Receivable FIES	(6.9)	(7.8)	0.0	0.0	0.0	(6.9)
Adjusted Net Accounts Receivable	393.6	297.1	272.6	274.2	216.0	177.6
Net Revenue (accumulative)	234.4	864.9	650.3	440.9	218.5	15.9
DSO	149	124	113	112	89	60

	1Q16 *	4Q15	3Q15	2Q15	1Q15	
FIES	**Total**	**Total**	**Total**	**Total**	**Total**	**∆ 1Q16 / 1Q15**
Net Accounts Receivable	287.0	207.3	188.8	176.7	119.6	167.4
Adjusted Accounts Receivable FIES	(6.9)	(7.8)	0.0	0.0	0.0	(6.9)
Adjusted Net Accounts Receivable	293.9	215.1	188.8	176.7	119.6	174.3
Net Revenue (accumulative)	88.5	369.4	278.6	187.2	85.0	3.5
DSO	299	210	183	170	127	173

	1Q16 *	4Q15	3Q15	2Q15	1Q15	
Non FIES	**Total**	**Total**	**Total**	**Total**	**Total**	**∆ 1Q16 / 1Q15**
Net Accounts Receivable	86.6	78.3	77.3	89.7	85.9	0.7
Net Revenue (accumulative)	136.3	451.8	347.0	237.4	126.7	9.6
DSO	56	63	61	69	61	-5

	1Q16 *	4Q15	3Q15	2Q15	1Q15	
Others	**Total**	**Total**	**Total**	**Total**	**Total**	**∆ 1Q16 / 1Q15**
Net Accounts Receivable	8.9	3.2	4.0	3.6	3.2	5.7
Net Revenue (accumulative)	5.0	32.5	14.6	8.6	2.3	2.7
DSO	121	36	74	75	125	-4

	1Q16 *	4Q15	3Q15	2Q15	1Q15	
PRONATEC	**Total**	**Total**	**Total**	**Total**	**Total**	**∆ 1Q16 / 1Q15**
Net Accounts Receivable	4.2	0.4	2.5	4.1	7.3	(3.1)
Net Revenue (accumulative)	4.5	11.2	10.1	7.7	4.4	0.1
DSO	60	14	67	97	148	-88

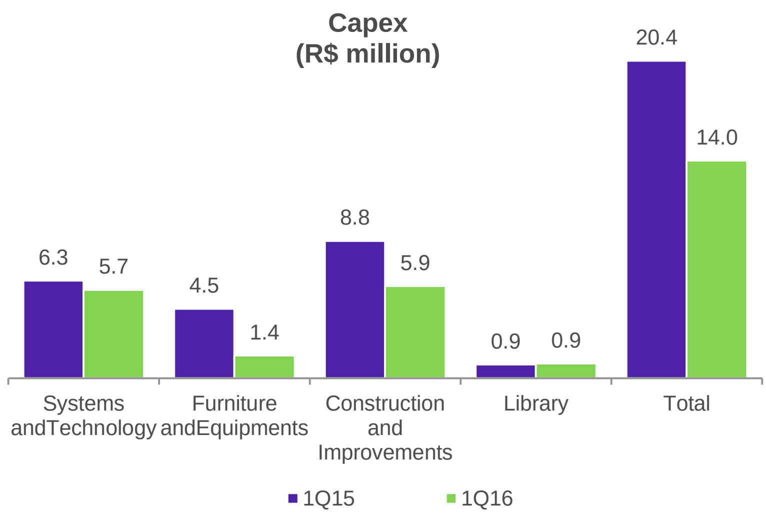
* 1Q16 weighted DSO, based on the fact that Sociesc started to be consolidated as of Feb. 1st 2016

Investments (CAPEX)

In 1Q16, CAPEX totaled R$14.0 million, or 6.0% of net revenue, representing a reduction from 1Q15, when we reported CAPEX of R$20.4 million, or 9.3% of net revenue. This figure includes both maintenance and expansion projects.

The year-over-year reduction in investments was chiefly due to the expansion projects in the countryside of Minas Gerais, given that investments peaked in the first quarter of 2015 and now these units are ready to begin operations. In 1Q15, we were also expanding some campuses in Belo Horizonte and investing in São Judas' organic growth in existing campuses, investments that are now mature.

In addition to investing in our campuses, we continue investing in systems and technology applied to education. Our main projects include those related to content development and the improvement of the technological platforms for Distance Learning and other innovation projects.



Cash Flow

	1Q16	1Q15
Net Income	**52.8**	**63.8**
Non-Controlling Interest	0.0	0.0
Net Income before Non-Controlling Interest	**52.8**	**63.8**
Depreciation & Amortization	8.5	7.1
Interest expenses/revenues	2.6	0.9
Provisions for labor, tax and civic risks	1.2	0.3
Other non-cash adjustments	1.5	(0.0)
Operating Cash Flow	**66.6**	**72.1**
Δ Accounts receivable/PDA	(76.7)	(58.8)
Δ Other assets/liabilities	0.6	4.5
Working Capital Variance	**(76.1)**	**(54.4)**
Free Cash Flow before CAPEX	**(9.5)**	**17.8**
CAPEX - Fixed and Intangible	(14.0)	(20.4)
Free Cash Flow	**(23.5)**	**(2.6)**
Financing/Investments activities	(7.9)	(8.2)
Shares held in treasury	(8.4)	0.0
Acquisitions	5.3	(6.2)
Dividends	0.0	0.0
Net Cash Flow from Financing Activities	**(11.0)**	**(14.5)**
Net Increase (Reduction) of Cash and Cash Equivalents	**(34.5)**	**(17.1)**
Cash at the begging of the period	184.5	135.9
Cash at the end of the period	150.1	118.8

We ended 1Q16 with cash and cash equivalents and financial investments of R$150.1 million, a reduction of R$34.5 million compared with 4Q15. Operating cash flow before working capital and CAPEX came to R$66.6 million. In this period, working capital consumption totaled R$76.1 million, mainly due to the increase in FIES accounts receivable, as previously mentioned. We invested R$14.0 million in CAPEX, resulting in negative free cash flow of R$23.5 million.

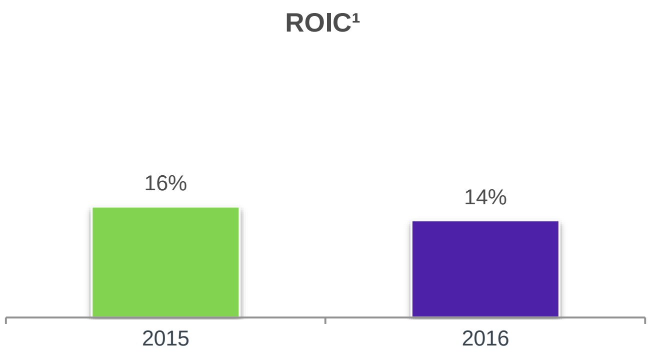
We continued amortizing our recurring loans and borrowings, which represented cash consumption of R$7.9 million in the period. Pursuant to the share repurchase program approved by our Board of Directors on October 2, 2015, we acquired R$8.4 million in shares this quarter.

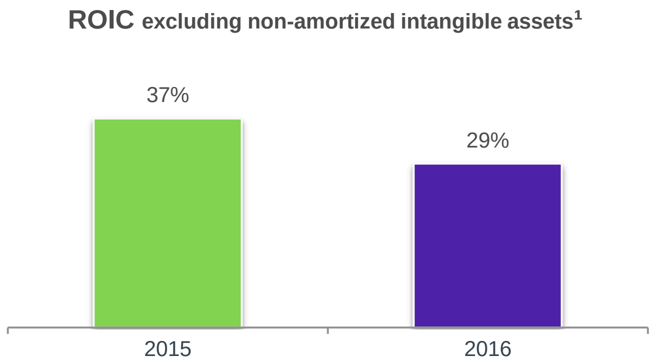
Finally, we recorded a cash inflow of R$5.3 million due to the net effect of the Sociesc acquisition until now, considering that there was a disbursement of R$0.3 million and the consolidation of Sociesc's R$5.6 million cash position.

Return On Invested Capital (ROIC)

We monitor our financial performance through our return on invested capital (ROIC), among other metrics. At the end of 1Q16, we had a ROIC for the last twelve months of 14%. The decrease compared 2015 full year indicator of 16% was explained by the consolidation of Sociesc's results (which were modest for this quarter) and the significant increase in the average invested capital, which in turn had been impacted by FIES accounts receivable and the consolidation of Sociesc's balance sheet. Regarding this matter, it is worth mentioning that the acquisition of Sociesc included their Curitiba campus property.

One should take into consideration that ROIC encompasses the net operating profit after taxes (NOPAT) of our operations and the average invested capital of the last 4 quarters. In turn, the average invested capital of the last 4 quarters considers, in addition to current assets and liabilities, and fixed assets, the balance of long-term FIES accounts receivable related to the agreement signed with the government at the beginning of the year.





[1] ROIC = LTM EBIT (adjusted for Whitney's non-recurring termination) * (1-effective income and social contribution tax rate) ÷ avg. invested capital
Invested Capital = net working capital + long-term FIES accounts receivable + net fixed assets

Excluding non-amortized intangible assets from the total invested capital, we reported a return of 29% in 1Q16. We believe that the ROIC analysis, using both approaches, provides a complementary perspective to track our business performance in a more comprehensive manner.

APPENDIX 1 – Reconciliation of the 1Q16 Income Statement

Consolidated Ânima R$ (million)	1Q16					
	Release Income Statement	Depreciation & Amortization	Corporate Expenses	Late Payment Fees	Non-Recurring Items	IFRS Income Statement
Gross Revenue	**334.2**				**0.9**	**335.2**
Discounts, Deductions & Scholarships	(95.1)					(95.1)
Taxes	(4.8)					(4.8)
Net Revenue	**234.4**				**0.9**	**235.3**
Cash Cost of Services	**(116.9)**	**(5.0)**	**0.0**	**0.0**	**0.0**	**(121.9)**
- Personnel	(86.4)					(86.4)
- Services from Third Parties	(4.8)					(4.8)
- COGS	(0.5)					(0.5)
- Rental & Utilities	(19.8)					(19.8)
- Others	(5.4)	(5.0)				(10.4)
Gross Profit (exclud. deprec. /amort.)	**117.5**	**(5.0)**	**0.0**	**0.0**	**0.9**	**113.4**
Sales Expenses	**(12.8)**		**(0.4)**		**0.0**	**(13.2)**
- Provision for Doubtful Accounts (PDA)	(7.0)		0.0			(7.0)
- Marketing	(5.9)		(0.4)			(6.3)
General & Administrative Expenses	**(27.0)**	**(3.5)**	**(12.2)**	**0.0**	**(1.3)**	**(44.0)**
- Personnel	(15.2)		(9.0)			(24.1)
- Third Party Services	(2.4)		(1.3)			(3.7)
- Rental & Utilities	(1.151)		(0.3)			(1.4)
- Others	(8.3)	(3.5)	(1.7)		(1.3)	(14.7)
Other Operating Revenues (Expenses)	**(2.0)**	**0.0**	**(0.3)**	**0.0**	**0.0**	**(2.2)**
- Provisions	(3.3)		0.2			(3.1)
- Taxes	(0.3)		(0.4)			(0.7)
- Other Operating Revenues	1.6		(0.0)			1.6
Late Payment Fees	**4.6**			**(4.6)**		**0.0**
Operating Result	**80.2**	**(8.5)**	**(12.8)**	**(4.6)**	**(0.4)**	**54.0**
- Corporate Expenses	(12.8)		12.8			(0.0)
Adjusted EBITDA	**67.4**	**(8.5)**	**0.0**	**(4.6)**	**(0.4)**	**54.0**
(-) Late Payment Fees	(4.6)			4.6		0.0
(-) Non-Recurring Items [1]	(0.4)				0.4	0.0
EBITDA	**62.5**	**(8.5)**	**0.0**	**0.0**	**0.0**	**54.0**
Depreciation & Amortization	(8.5)	8.5				0.0
EBIT	**54.0**	**0.0**	**0.0**	**0.0**	**0.0**	**54.0**
Net Financial Result	(1.2)					(1.2)
EBT	**52.8**	**0.0**	**0.0**	**0.0**	**0.0**	**52.8**
Income Tax and Social Contribution	(0.1)					(0.1)
Net Income Before Non-Controlling Interest	**52.8**	**0.0**	**0.0**	**0.0**	**0.0**	**52.8**
Non-Controlling Interest	0.0					0.0
Net Income	**52.8**	**0.0**	**0.0**	**0.0**	**0.0**	**52.8**
(-) Non-Recurring Items [2]	0.4				(0.4)	0.0
Adjusted Net Income	**53.1**	**0.0**	**0.0**	**0.0**	**(0.4)**	**52.8**

[1] Non-Recurring Items impacting EBITDA

[2] Non-Recurring Items impacting Net Income

APPENDIX 2 – Income Statement – IFRS

	1Q16	1Q15
Net Revenue	**235.3**	**218.0**
COST OF SERVICES	(121.9)	(100.6)
Gross (Loss) Profit	**113.4**	**117.4**
OPERATING (EXPENSES) / INCOME	(59.4)	(56.0)
Commercial	(13.2)	(13.9)
General and administrative	(44.0)	(40.1)
Equity income	-	-
Other operating (expenses) revenues	(2.2)	(2.0)
Income before Financial Result	**54.0**	**61.4**
Financial interest income	22.8	8.7
Financial interest expenses	(24.0)	(6.3)
Net (Loss) Income before Taxes	**52.8**	**63.8**
Income tax and social contribution, current and deferred	(0.1)	0.0
Net Income or Loss before Non-Controlling Interest	**52.8**	**63.8**
Non-Controlling Interest	-	-
Net Income or Loss for the Period	**52.8**	**63.8**

APPENDIX 3 – Balance Sheet - IFRS

Assets	MAR 16	MAR 15	DEC 15	Liabilities	MAR 16	MAR 15	DEC 15
Current Assets	**443.9**	**372.1**	**394.1**	**Current Liabilities**	**259.2**	**172.8**	**238.1**
Cash and cash equivalents	24.5	25.7	25.5	Supplier	19.1	22.1	19.6
Cash & financial investments	125.6	93.1	159.1	Loans	138.2	31.0	124.2
Accounts receivable	258.4	214.0	165.9	Personnel	49.9	49.5	46.4
Advances	13.3	14.7	19.0	Taxes payable	8.5	7.7	10.7
Recoverable taxes	8.8	13.5	8.3	Client advances	22.6	22.6	21.0
Derivatives	3.2	-	12.1	Tax debt installments	0.2	0.6	0.2
Other current assets	10.2	11.1	4.3	Accounts payables	3.3	-	-
				Dividends payables	15.3	39.2	15.3
				Derivatives	1.6	-	-
				Other current liabilities	0.6	0.0	0.7
Non-Current Assets	**894.5**	**624.1**	**781.7**	**Non-Current Liabilities**	**392.8**	**163.4**	**295.6**
Accounts receivable	128.4	2.0	123.4	Loans	233.1	90.1	230.3
Advances	4.4	2.5	3.0	Accounts payables	25.9	-	-
Judicial deposits	31.2	22.6	27.9	Debit with related parties	-	-	-
Credit with related parties	0.0	-	0.0	Client advances	-	-	-
Recoverable taxes	6.4	4.5	7.5	Tax debt installments	3.3	2.6	3.4
Derivatives	-	-	10.7	Deferred income tax and social contribution	25.3	15.4	15.3
Other non-current assets	14.8	8.6	10.5	Provisions for risks	100.2	54.3	46.1
Investments	-	-	-	Derivatives	4.5	-	-
Fixed	211.1	134.8	146.0	Other non-current liabilities	0.5	1.0	0.5
Intangible	498.2	449.1	452.6				
				Shareholder Equity	**686.5**	**660.1**	**642.1**
				Capital Stock	496.4	496.4	496.4
				Capital reserve	1.2	1.2	1.2
				Earnings reserve	217.2	168.2	217.2
				Shares in treasury	(11.6)	(0.0)	(3.1)
				Asset valuation adjustment	(69.6)	(69.6)	(69.6)
				Retained earnings	52.8	63.8	(0.0)
Total Assets	**1,338.5**	**996.3**	**1,175.8**	**Total Liabilities and Shareholder Equity**	**1,338.5**	**996.3**	**1,175.8**

APPENDIX 4 – Cash Flow – IFRS

	1Q16	1Q15
Net Income for the period	52.8	63.8
Adjustments for		
Provision for doubtful accounts	7.0	7.8
Legal deposits reversal (update)	(0.8)	(0.6)
Depreciation and amortization	8.5	7.1
Decrease in residual value of fixed and intangible assets	1.4	0.0
Interest on loans, financing and tax installments	12.9	4.2
Constitution, reversal and update of provision for labor, tax and civil ri	3.1	2.8
Present value adjustments to accounts payable	1.1	0.2
FIES present value adjustments and monetary restatement	(6.4)	
Deferred income tax and social contribution	0.1	(0.0)
Losses with investments	0.0	-
	79.6	85.4
Change in operating assets and liabilities		
(Increase) decrease in accounts receivable	(83.6)	(66.7)
Decrease in other advances	6.5	10.2
Increase in legal deposits	(2.2)	(2.0)
(Increase) decrease in taxes and recoverable contributions	1.3	(0.4)
Icrease in other assets	(0.3)	(4.3)
Increase (decrease) in suppliers	(2.5)	5.5
Aumento (redução) de obrigações tributárias, sociais e salários	(2.4)	(0.2)
Increase in advance to costumers	0.6	(3.6)
Increase (decrease) in tax installments and other contributions	(0.1)	(0.1)
Decrease in provision for labor, tax and civil risks	(1.1)	(1.9)
Increase (decrease) in other liabilities	(0.2)	(0.7)
Cash from operations	(84.0)	(64.2)
Interest paid	(6.3)	(3.7)
Income tax and social contribution paid	(0.3)	-
Net cash flow from operating activities	(10.9)	17.5
Cash Flow from Investment Activities		
Acquisitions net of cash and equivalents	5.3	-
Increase (decrease) in financial assets	38.5	30.4
Income from financial assets	(5.0)	(3.6)
Fixed asset purchase	(9.2)	(20.4)
Intangible asset purchase	(4.8)	-
Net cash flow (applied) from investment activities	24.8	6.5
Cash Flow from Financial Activities		
Loans and financing		
Funding	3.5	-
Amortizations	(10.0)	(14.2)
Shares held in treasury	(8.4)	-
Net cash (applied to) flow from financing activities	(14.9)	(14.2)
Cash (Applied) Flow for the Period	(1.0)	9.8
Change in Cash and Cash Equivalents		
Cash and cash equivalents at the beginning of the period	25.5	15.9
Cash and cash equivalents at the end of the period	24.5	25.7
Increase (Decrease) of Cash and Cash Equivalents	(1.0)	9.8