YDUQS PARTICIPAÇÕES S.A.
Companhia Aberta
CNPJ MF 08.807.432/0001-10
NIRE 33.3.0028205-0

COMUNICADO AO MERCADO

Agenda de Eventos: 09/09/2020 – 11/09/2020

A YDUQS Participações S.A. ("Companhia") - (B3: YDUQ3; OTC: YDUQY), em atendimento ao Ofício-Circular nº 7/2020-CVM/SEP, informa aos seus acionistas e ao mercado em geral a agenda de conferências.

Credit Suisse 14th Annual LatAm Equities Conference
09/09/2020 – 09:00
Evento promovido pelo Banco Credit Suisse

Citi's GEMS Conference 2020
10/09/2020 e 11/09/2020 – 09:00
Evento promovido pelo Citi

Rio de Janeiro, 09 de setembro de 2020.

Eduardo Haiama
Diretor Financeiro e de Relações com Investidores

YDUQS

CORPORATE PRESENTATION

September 2020

NOVO MERCADO BM&FBOVESPA

FTSE4Good

Índice Brasil 50 IBRX 50

Índice de Ações com Governança Corporativa Diferenciada IGC

Índice de Ações com Tag Along Diferenciado ITAG

DISCLAIMER

The Company's financial information is presented based on the consolidated numbers, in Brazilian Reais, in accordance with Brazilian Corporation Law and the accounting practices adopted in Brazil (BRGAAP), already in accordance with International Financial Reporting Standards (IFRS), include the rule IFRS-16 on leasing contracts.

Starting from 2019 all financial information includes the effects of IFRS-16.

This document may have forward-looking statements that are subject to risks and uncertainties that may lead such expectations to not materialize or substantially differ from expectations. These forecasts express the opinion only for the date they were made, and the Company does not undertake to update them in the light of new information.



YDUQS

INDEX

1 COMPANY PROFILE

2 ESG

3 INDUSTRY DYNAMICS

4 STRATEGY

5 OPERATIONAL

6 FINANCIALS

7 APPENDIX

COMPANY PROFILE

2nd largest player in Brazilian education sector

YDUQS

Focus on higher education

Multi brand strategy

National presence

114 units

750k students

18k employees

5k Medicine students

20 brands

1,225 DL centers

OUR BUSINESS

ON-CAMPUS
Undergrad
Postgrad

DIGITAL LEARNING
Undergrad
Postgrad

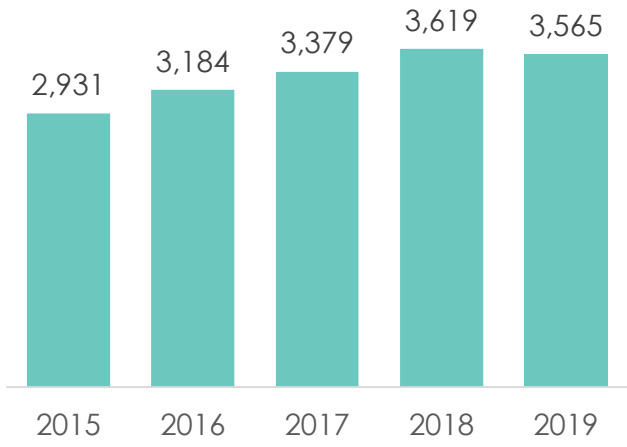
MEDICINE
Undergrad
Postgrad
Residency exams

PREP. COURSES
and lifelong education

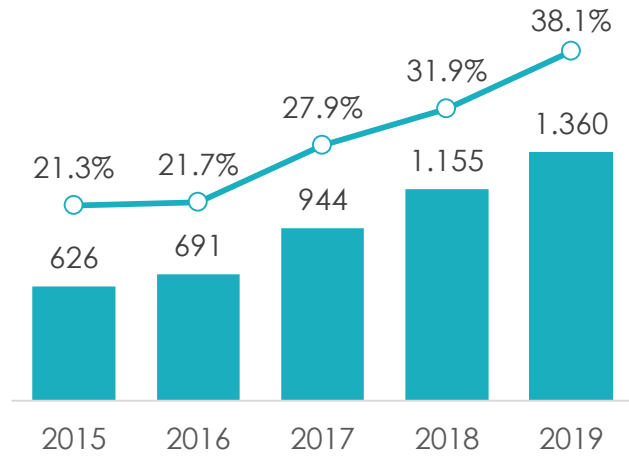
YDUQS IN NUMBERS

YDUQS

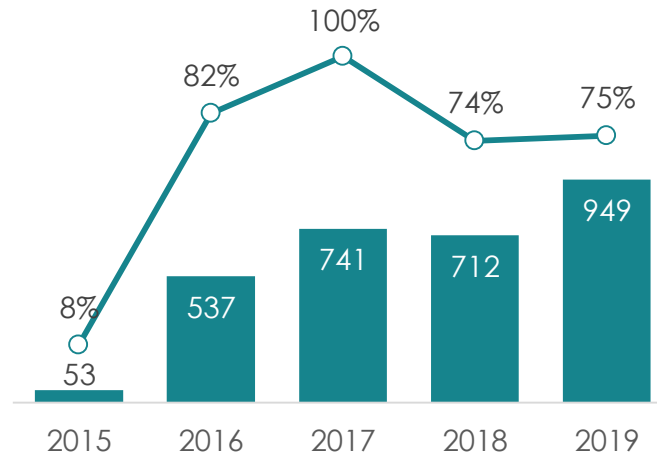
Net revenues
(R$ Million)



EBITDA & margin(1)
(R$ Million; %)



Operating cash flow and cash conversion(1-2)
(R$ Million; before Capex)



(1) Ajusted by non-recurring items; considering the adoption of IFRS-16 in 2019
(2) Cash Conversion = Operating Free Cash Flow before Capex divided by reported EBITDA

OUR BUSINESS UNITS

YDUQS



ON-CAMPUS

With a 50-year tradition, YDUQS is the largest on-campus higher education player in Brazil.

370k students

105 units

110 courses



DIGITAL LEARNING

Innovation driven distance learning platform and our fastest growing business with nationwide presence.

380k students

1,100 DL centers



PREMIUM & LIFELONG

Concentrates our high-end offers with highest quality standards and niche courses. Includes our business school (IBMEC) and medicine vertical.

5k Med. students

8k Ibmec student base



ENSINE.ME

Our research & development unit is responsible for our learning methodologies and the production of digital content to feed all our business units.

+20 learning engines

+200h of videos and podcasts

OUR BRAND PORTFOLIO

YDUQS

Higher education

Estácio

Ibmec

UNITOLEDO
A MARCA DO CONHECIMENTO

FACULDADE facid

CENTRO UNIVERSITÁRIO UniFBV

CENTRO UNIVERSITÁRIO UNIMETROCAMP

FACULDADE Faci

CENTRO UNIVERSITÁRIO UniFanor

FACULDADE FACIMP

UNIFAVIP

FACULDADE Martha Falcão

CENTRO UNIVERSITÁRIO UniRuy

Prep. Courses & other

Medical school

sjt>med
EDUCAÇÃO MÉDICA

Public exams

DAMÁSIO EDUCACIONAL

International career & diplomacy

CursoClio

REASONS TO INVEST

YDUQS

1 FAVORABLE INDUSTRY DYNAMICS

Low penetration, big addressable market, compelling proposition and meaningful opportunities for organic and inorganic consolidation

2 CLEAR GROWTH AVENUES

Relevant potential to expand distance learning & Contracted growth on medicine

3 CONSTANT EVOLUTION OF ON-CAMPUS BUSINESS

Opportunity to improve margins through operational research, reduce evasion, digital transformation and innovation

4 SOLID BALANCE SHEET AND CASH GENERATION

Well positioned for M&A, low indebtness and strong EBITDA to cash conversion





ESG

SOCIAL IMPACT AT THE CORE OF OUR BUSINESS

Transforming people's life through education

INTEGRATION AND SUPPORT TO THE COMMUNITY

Each of our 105 units develop a strong bond with their surrounding communities bolstering social responsibility initiatives focused on development and social inclusion.

485k people benefited in 2019

94k Students involved

6k Professors and staff

THE "E DAY"

Nationwide event when we open our units to the community providing voluntary services, including healthcare, and raising donations.

>20k people benefited every year

We estimate **~4 million** people have been impacted by our programs

STRONG SOCIAL IMPACT



UN sustainable development goals

Through education we promote strong social impact not only to our students but also give opportunities to those in need. We support diversity and inclusion.

+30k ProUni students in 1Q20

+500 Sport scholarships every year

+200 scholarships for people in social vulnerability

ADULT ILLITERACY PROGRAM

We are committed to eradicating adult illiteracy in Brazil. In 2019, we offered a free cost program at 6 of our units. The goal it to expand the program to 16 units nationwide.

+1,000 people benefited Since 2018

ENGAGED TO DEVELOP LABOR MARKET AND ENTREPERNEUSHIP

YDUQS is committed to the development of a healthy, fair and prosper labor market. We partner with several corporations to advertise jobs and support entrepreneurship initiatives.

Innovation and entrepreneurship

We promote events to disseminate the practice of entrepreneurial culture among students and surrounding population.

Entrepreneur friendly institution

Project lead by the Ministry of Education to offer guidance and capacitation to potential entrepreneurs in the areas of business management, finance, law and marketing.

CORPORATE GOVERNANCE

YDUQS

- True corporation
  97% Free Float
- One share, one vote
  "Novo Mercado" standard
- Independent board
  Composed by 9 independent members
- Reference Shareholder
  Private equity fund: Advent (>10% shares)

BOARD OF DIRECTORS

statutory **Academic committee**	statutory **HR committee**	statutory **Finance & audit committee**	statutory **Performance & compensation committee**

2 year term
Elected at general meeting
Minimum of 5 members / maximum of 9

FISCAL COUNCIL

Non-permanent character
Elected at general meeting
1 year term
Composed by 6 members

NOVO MERCADO BM&FBOVESPA

FTSE4Good

INSTITUTO ETHOS
Signatory to the Business Pact for Integrity and Against Corruption.

Índice de Ações com Tag Along Diferenciado ITAG

Índice Brasil 50 IBRX 50

Índice de Ações com Governança Corporativa Diferenciada IGC

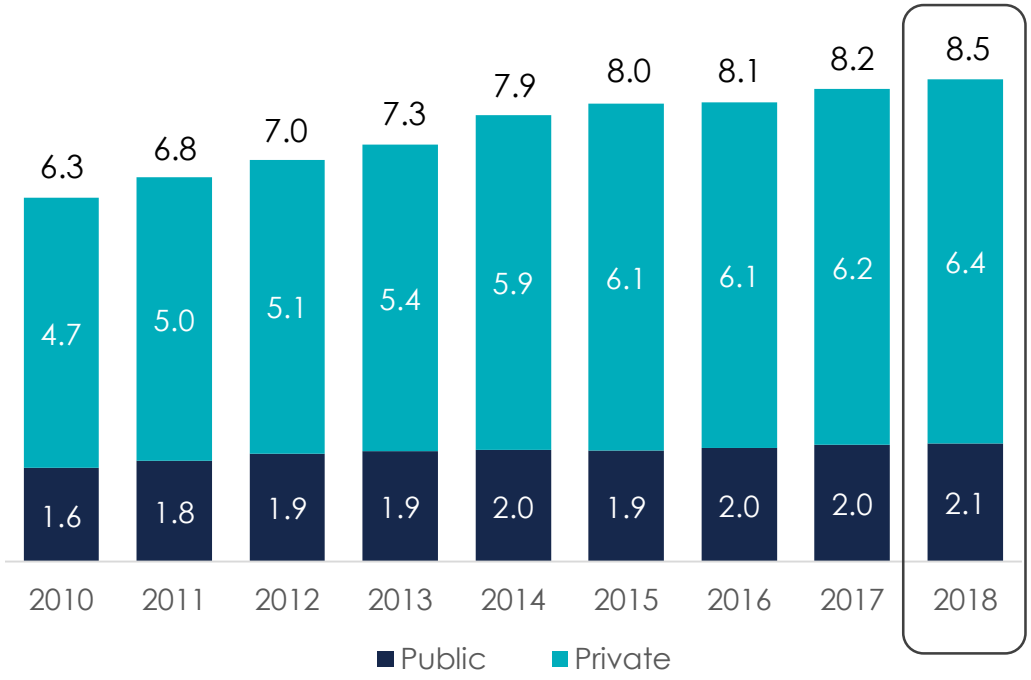


INDUSTRY DYNAMICS

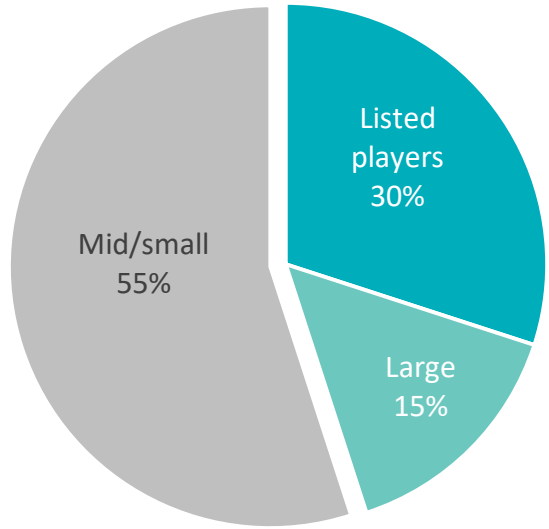
INDUSTRY OVERVIEW

YDUQS

Higher degree student base
(Million people)



Percentage of enrolled students in private institutions per size (%)
(2018)



Listed Players: YDUQS, Cogna, Laureate, Ser, Ânima
Large playaers: ≥ 1% of enrollments

75% of students in the private sector
Stable offer from public institution

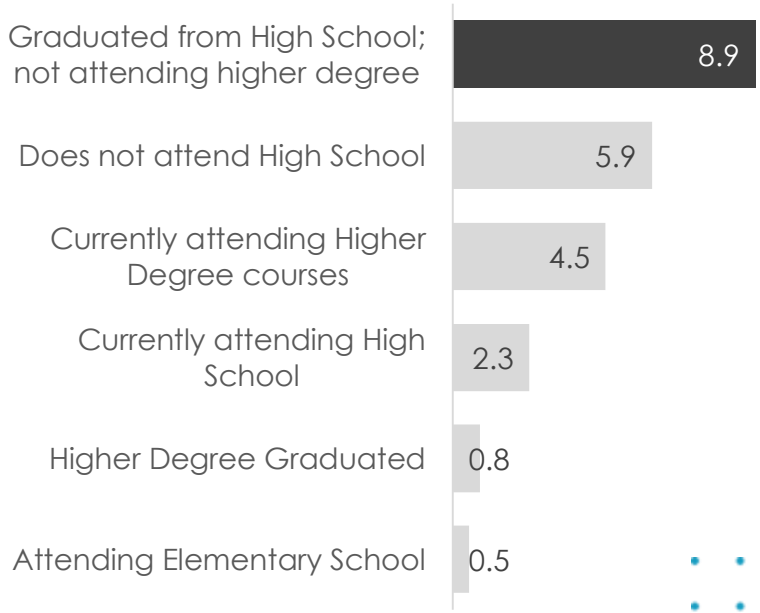
More than 2,000 institutions
Highly fragmented market

Source: INEP, Ministry of Education

INDUSTRY OVERVIEW (cont.)

YDUQS

Population by Education Stage in 2018:
Ages between 18 and 24 years old
(Million people)



23% of the population attending or graduated from higher education
(18-24 years old)

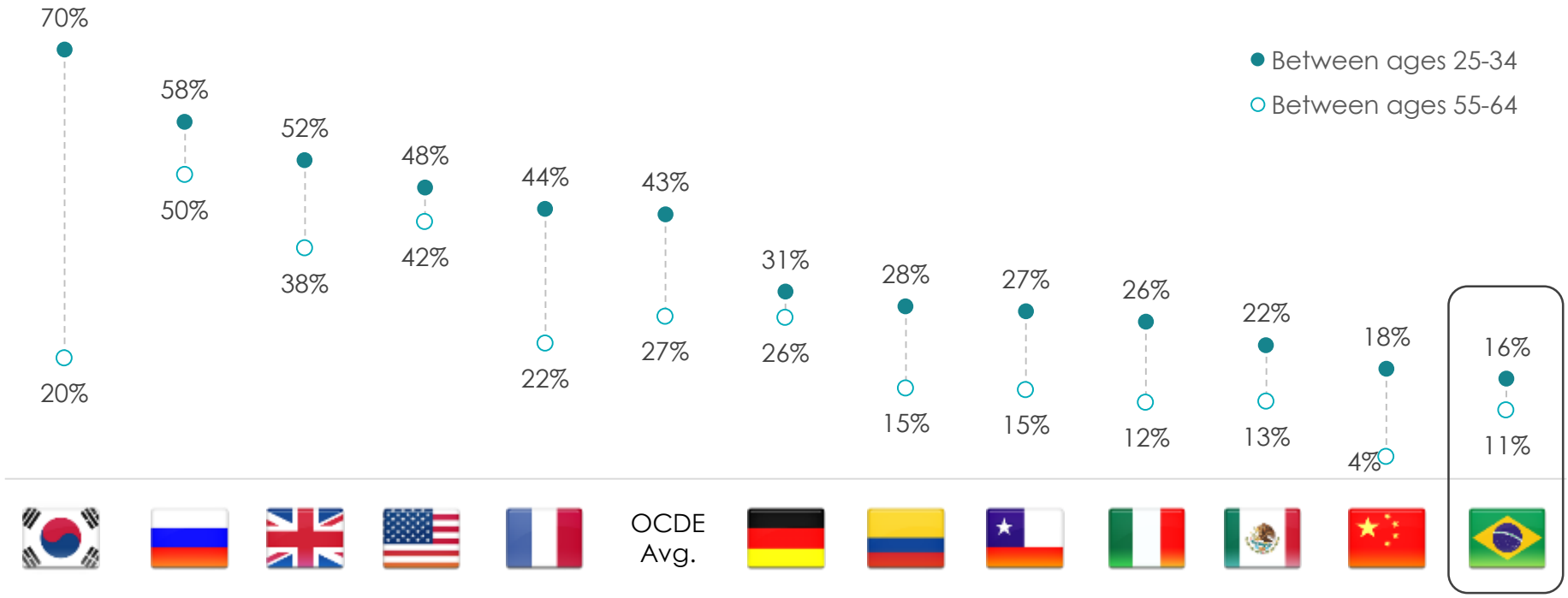
~9 million people outside high education courses
(18-24 years old)

Source: INEP, Ministry of Education

HIGH EDUCATION IN BRAZIL STILL UNDERPENETRATED VS THE WORLD

YDUQS

Percentage of population with higher degree by age group
(%)

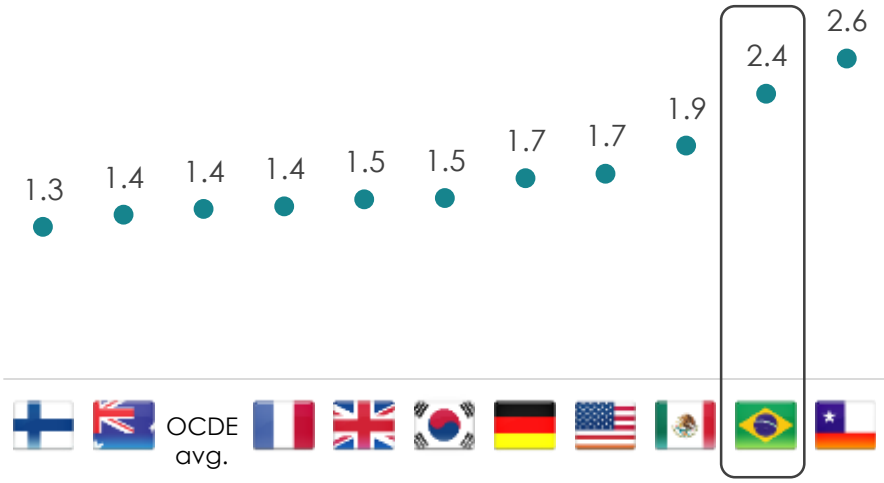


Source: OCDE, 2016

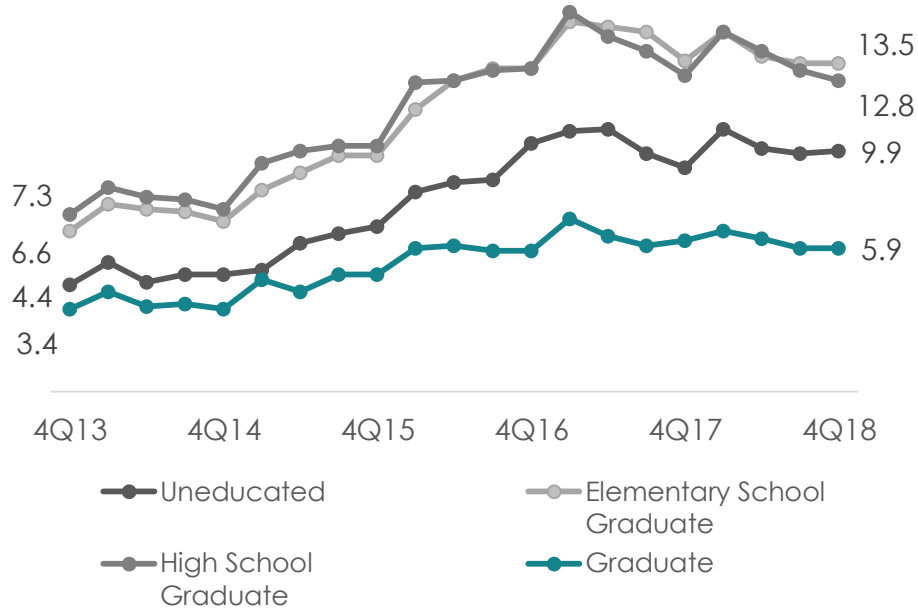
EDUCATION IS A RELEVANT OPPORTUNITY

YDUQS

Average salary increase for high degree holders vs high school



Unemployment rate by education level in Brazil (%)

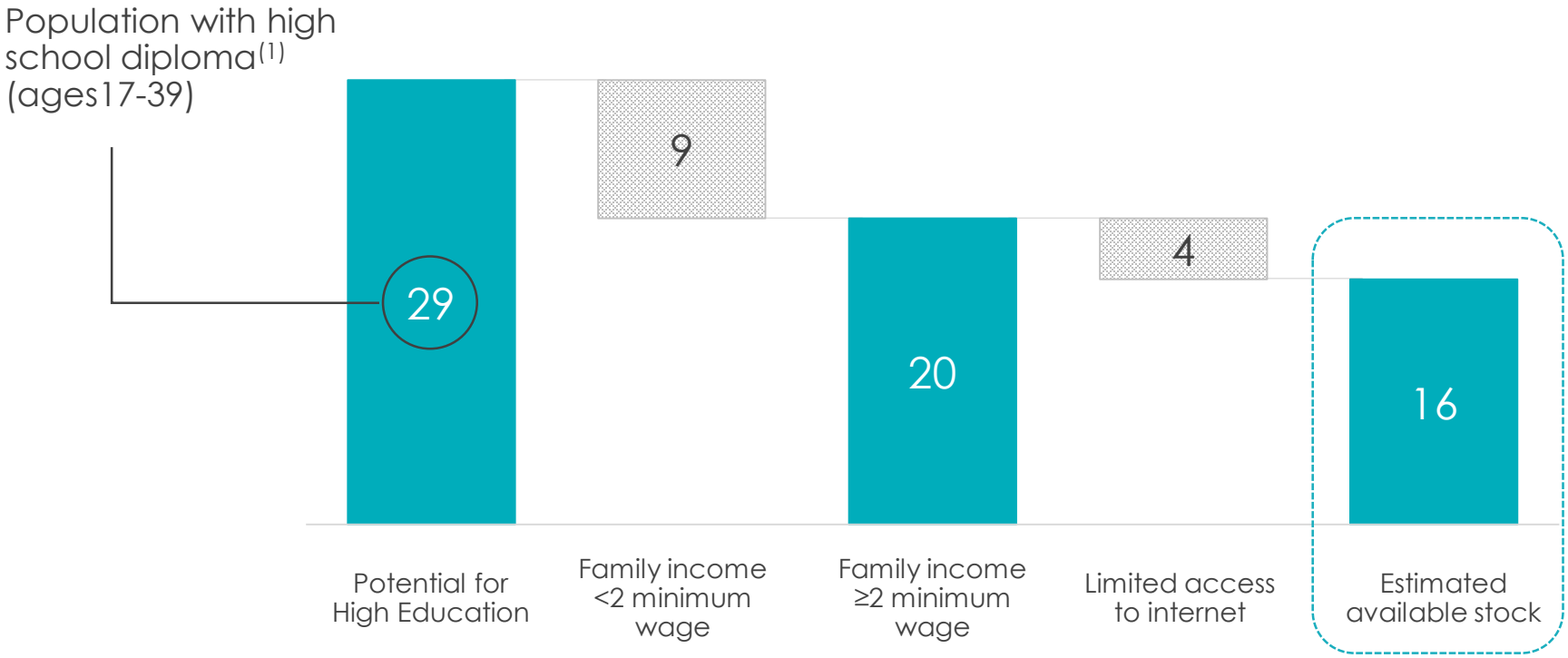


High education diploma improves chances of **salary increase** and **lower unemployment rate**

Source: OCDE, 2016

ESTIMATED ADDRESSABLE MARKET

(Million people)



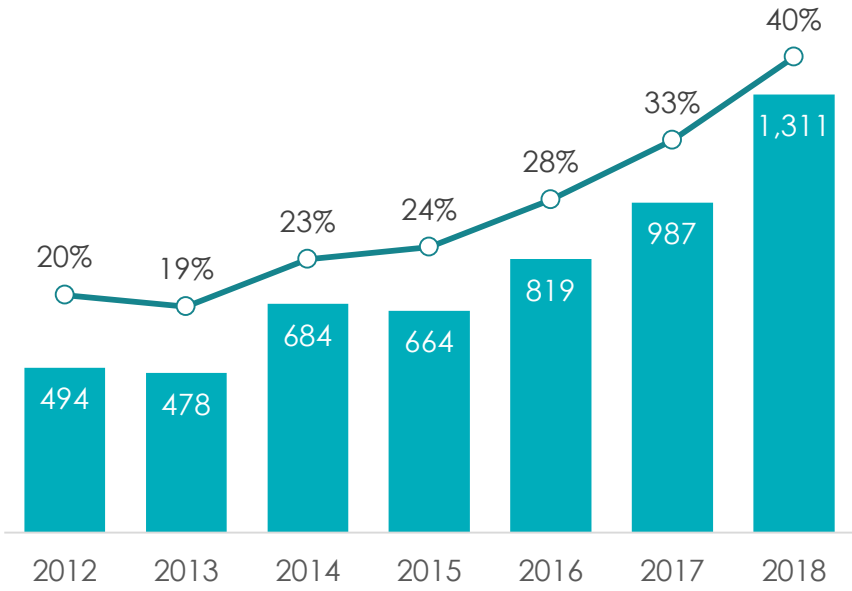
(1) Composed by individuals with no history of high education studies, 75% of the population with uncompleted studies and 10% of the population with one higher education diploma

Source: PNAD 2017, IBGE

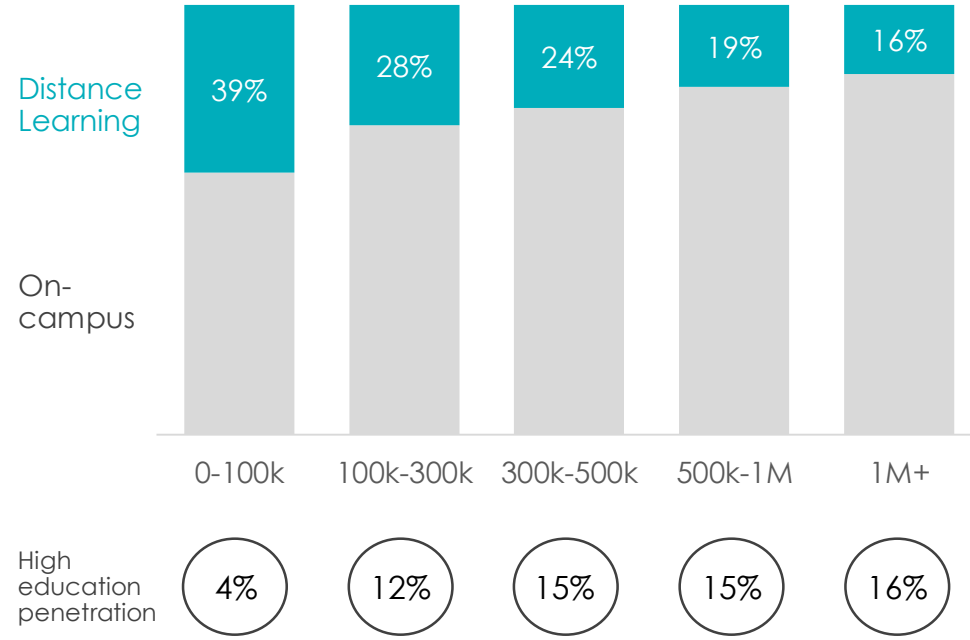
DISTANCE LEARNING IS RESHAPING INDUSTRY DYNAMICS

YDUQS

Distance Learning segment intake and percentage of total enrollments in private institutions (Thousand people; %)



Enrollments per segment and city size (%)



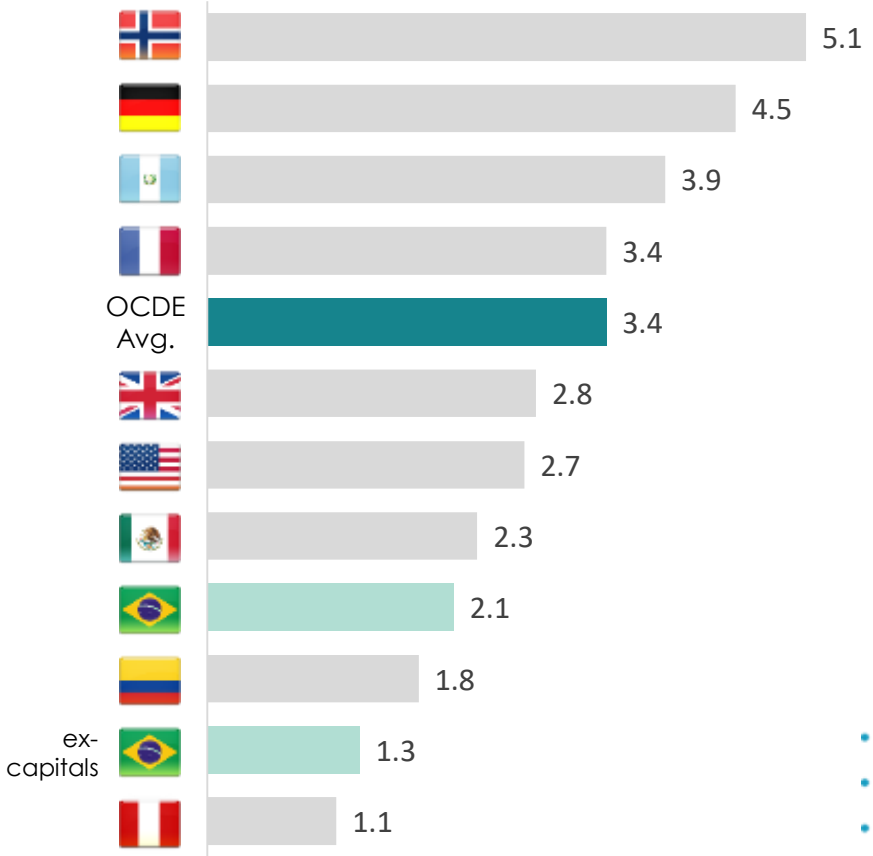
Source: INEP, Ministry of Education

OPPORTUNITY FOR MEDICAL SCHOOLS

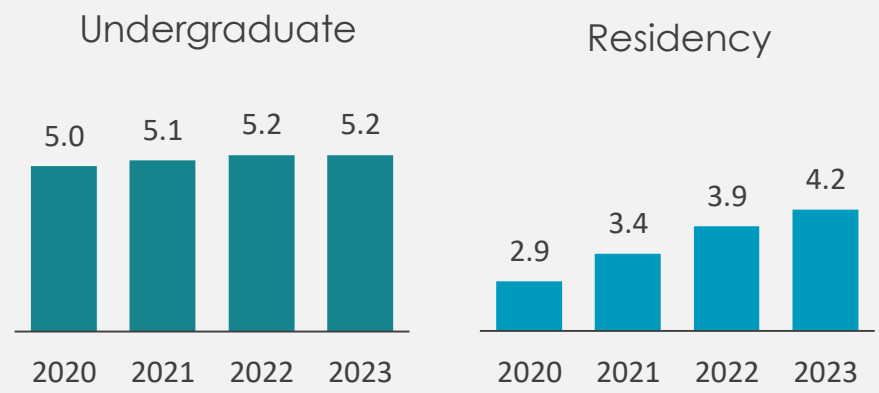
YDUQS

Demand should remain strong while competition for medical residency programs is set to increase

Medical density
(Physicians per 1,000 inhabitants)



Applicants per seat in the Brazilian market
(candidates per seat)



Source: INEP, Bank of America



COMPANY STRATEGY

GROWTH AVENUES



ON-CAMPUS



DIGITAL LEARNING



PREMIUM



M&A

ON-CAMPUS

Continuing evolution through innovation

YDUQS

aura

New education system to integrate in an unprecedented way digital learning to on-campus, eliminating the barrier between the two worlds.

In operation for ~80k on-campus students in 19 YDUQS brands	Every discipline with on-campus and digital credits	Better efficiency in allocating online content with substantial improvement for didactics and student experience	Stabilization of the number of credits per period and less variation in the monthly fee

Focused on:

- ✓ Enhancing quality and experience
- ✓ Better occupancy levels
- ✓ Cost optimization
- ✓ Improving retention rate



DIGITAL LEARNING

Supporting every aspect of the business

YDUQS

EnsineMe

Created in **1H19**

Multibrand proprietary content production system designed to feed our business units with digital tools to bring high-standard content to all classes.

Research & development business unit

More than **350 disciplines** produced in 2020

56% of freshman with 100% EnsineMe content

Focused on:

- ✓ Creation of a truly digital Company
- ✓ Revolutionize our teaching methodology
- ✓ Enable fast adoption of cost optimization tools for acquired institutions

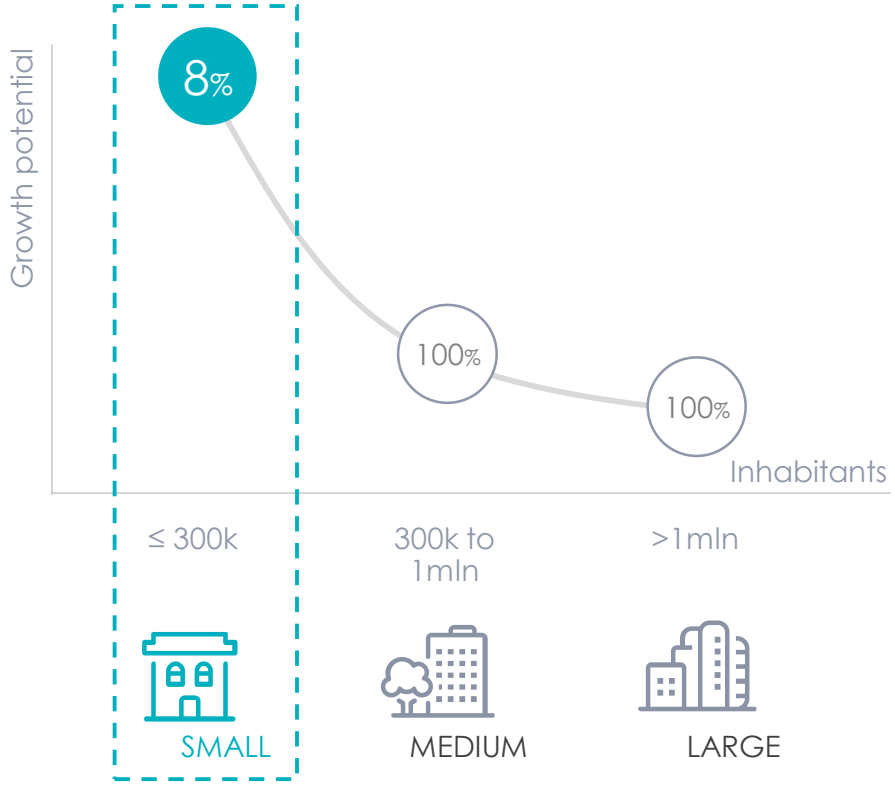
DIGITAL LEARNING

Meaningful growth opportunity in small cities

YDUQS

Penetration of DL centers per city size

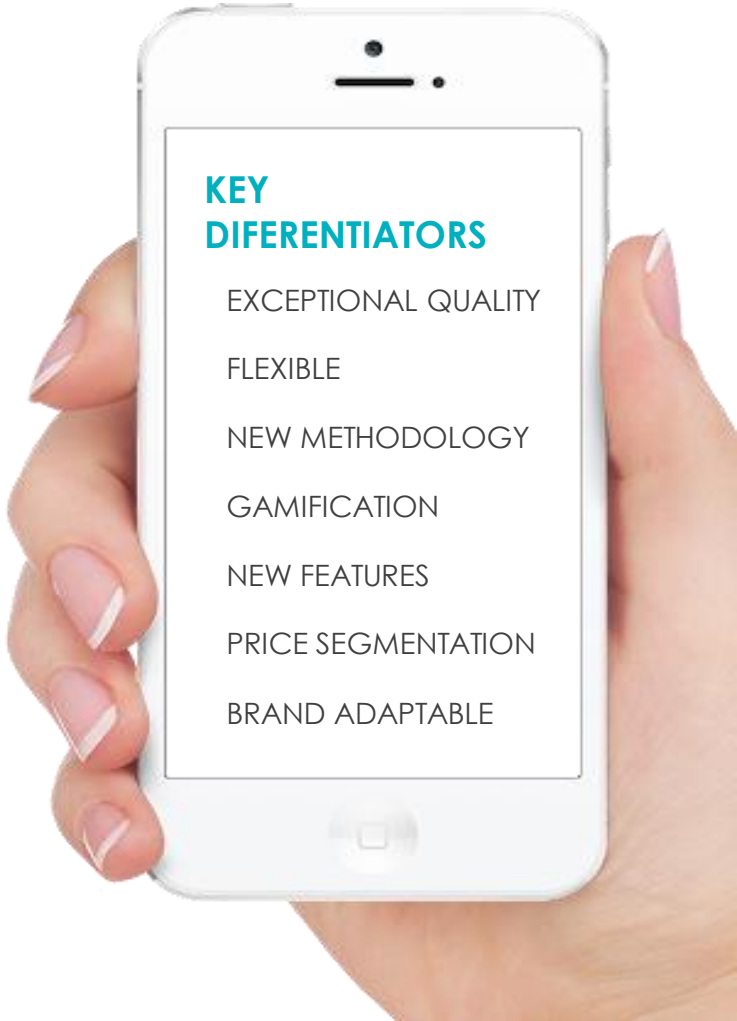
(% of cities covered by YDUQS)



Leveraging regional **brands**

Growth through **partners**

Lean business model



PREMIUM DIVISION

Enhancing value proposition and exposure to niche opportunities

YDUQS

Medicine

Focus on cutting edge **technologies**

Increase offerings to preparatory courses and residency

9 UNITS IN OPERATION > **16** UNITS IN OPERATION **by 2021.2**

Ibmec **Business School**

Leveraging on Ibmec's superior quality and personnel to develop new services

Consolidate leadership in **graduate and nano courses**

M&A PIPELINE

YDUQS

Desired features:

- **Renowned brands**
- **Potential for DL expansion**
- **Regions of market growth**
- **Portfolio diversification***
- **Potential for medicine**

City influence zones roadmap



* New geographic areas; exposure to different segments of income class or addition of new businesses segments beyond current capabilities.

RECENT M&A

Expanding our successful model

YDUQS

	Nov/19	Apr/20	Jun/20
	UNITOLEDO A MARCA DO CONHECIMENTO (5k students)	ADTALEM EDUCACIONAL do BRASIL (96k students) — **10th** largest private player	ATHENAS GRUPO EDUCACIONAL (9k students)
Status	**95%** complete (8 months)	Fast-paced (4 months)	Ongoing (1 month)
estimated **EV/EBITDA** after synergies	**~5x**	**~5x**	**3.5x**
Medicine	-	**110 seats/year** in operation + 2 units under development with potential to add **300 seats/year**	**50 seats/year** under development + 2 units(1) with potential to add **200 seats/year**

(1) Two units with 100 seats/year each in process of approval by competent agencies.

RECENT M&A: ATHENAS GROUP
Opportunity in medicine

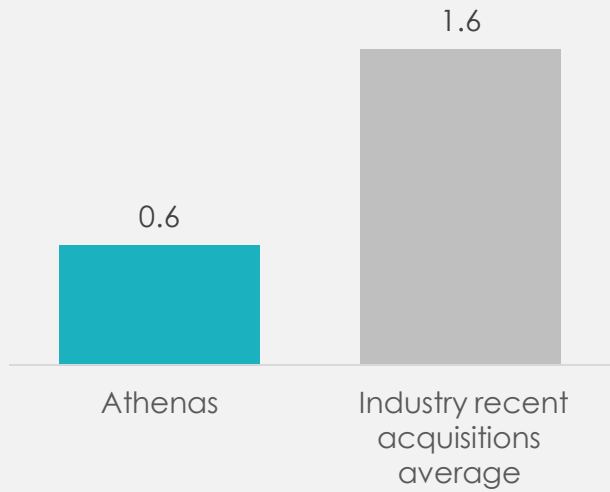
YDUQS

Three requests for medical courses licenses subject to competent authorities' approval and earn-out payment of R$600 thousand per seat.

	Seats per year
FAPAN Cáceres | MT	**50** SEATS ✓ Authorization granted in Aug/20 Intake expected at 2020.2
UNIMETA CENTRO UNIVERSITÁRIO Rio Branco | AC	**100** SEATS
UNIJIPA FACULDADE PANAMERICANA DE JI-PARANÁ Ji-Paraná | RO	**100** SEATS

Potential for **250** **seats** per year **1,500** **students** in maturity

EV/medicine seat
(R$ million)

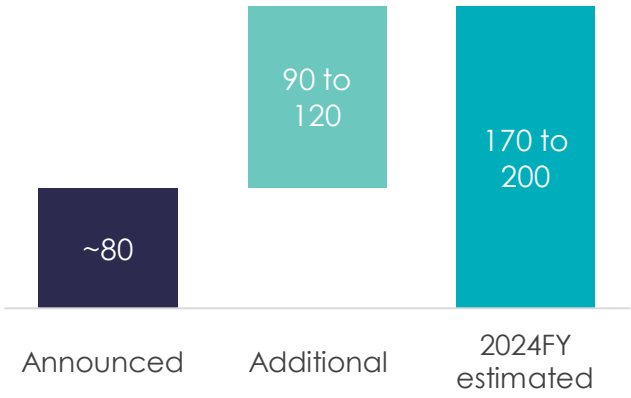


RECENT M&A: ADTALEM

New expectations of value generation

YDUQS

New estimate of synergies
(R$ million)



Category	Initiatives mapped and in the implementation phase	% on estimated value generation
Efficiency	Professors cost structure optimization	13-15%
Efficiency	Loyalty initiatives	~10%
Efficiency	Optimization of student per class ratio and curriculum	9-11%
Efficiency	Administrative structure optimization and integration of shared services	18-19%
Commercial	Introduction of the pricing model and billing	13-14%
Revenue	DL expansion and cross-selling	14-18%
Other		16-20%

Value creation schedule
(%)



R$170-200
MILLION

(1) As reported by Adtalem management; in IFRS-16



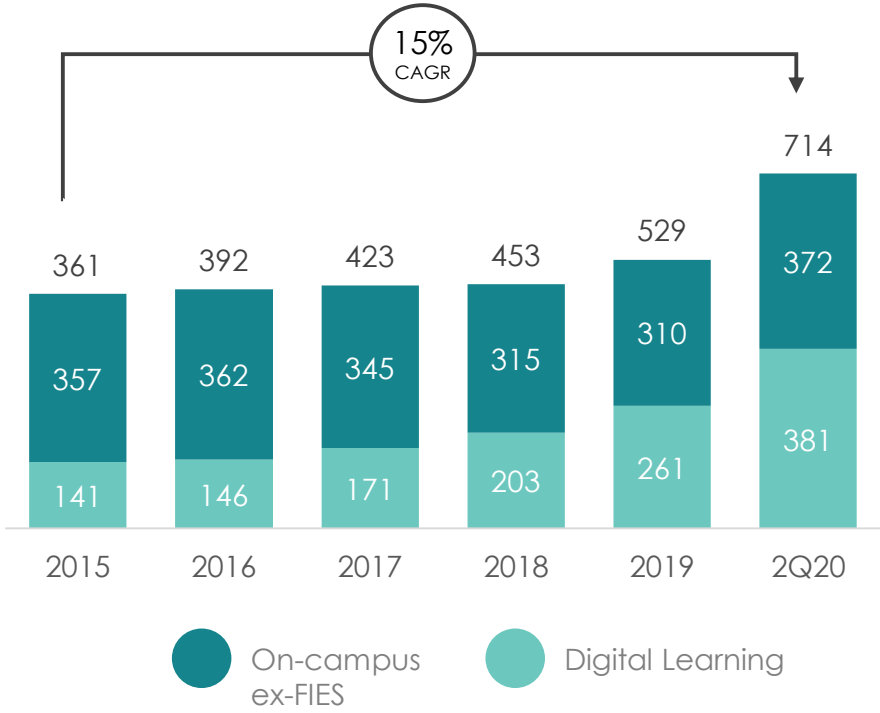
OPERATIONAL

LEADING THE INDUSTRY REVOLUTION

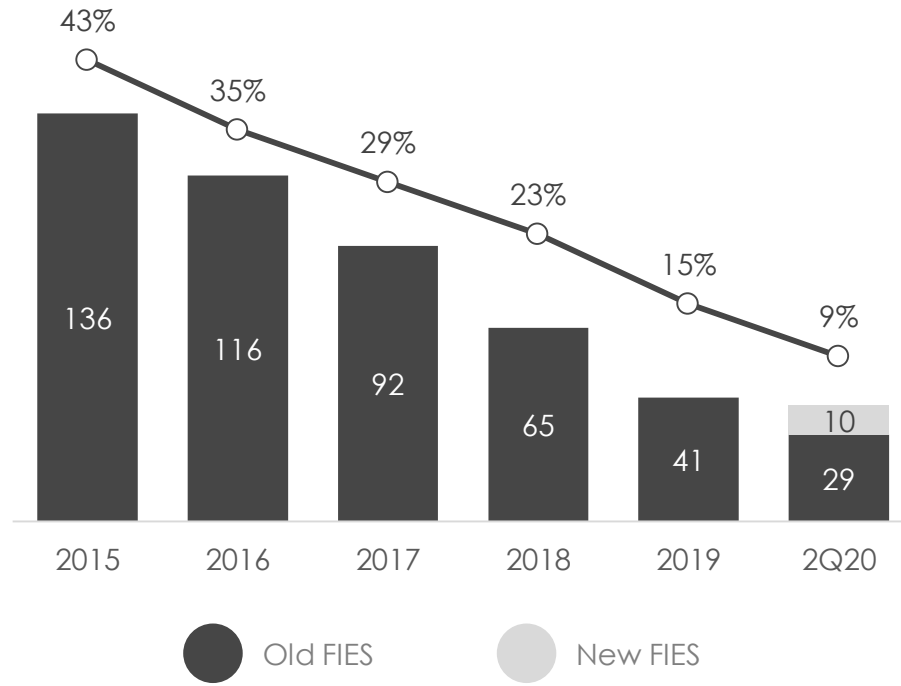
While FIES impact is getting behind us

YDUQS

Total student base ex-FIES
(Thousand students)



FIES student base and share over on-campus undergraduate
(Thousand students; %)



LAST YEAR OF RELEVANT IMPACT EXPECTED FOR 2020

ON-CAMPUS FOOTPRINT

YDUQS

Estácio



INSTITUIÇÕES WYDEN

UNiTOLEDO

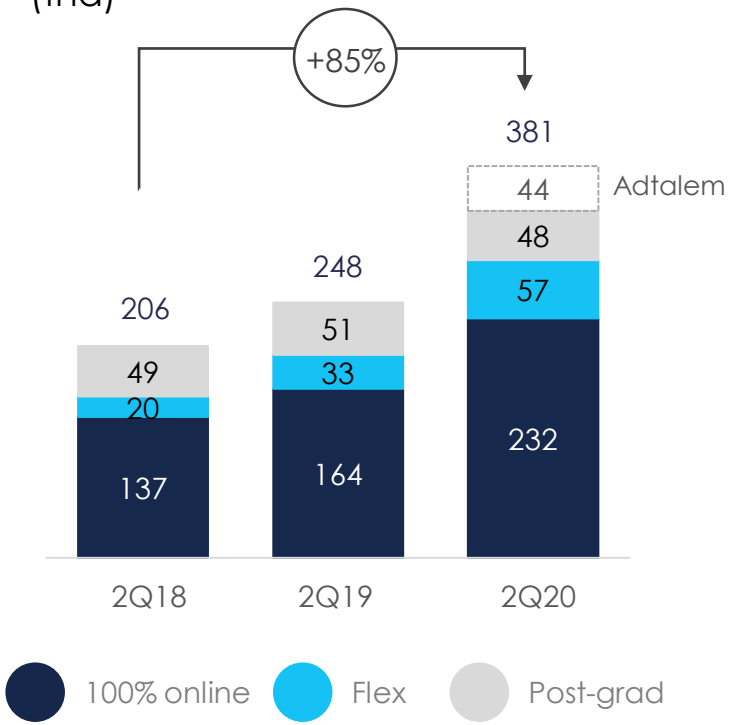


DISTANCE LEARNING

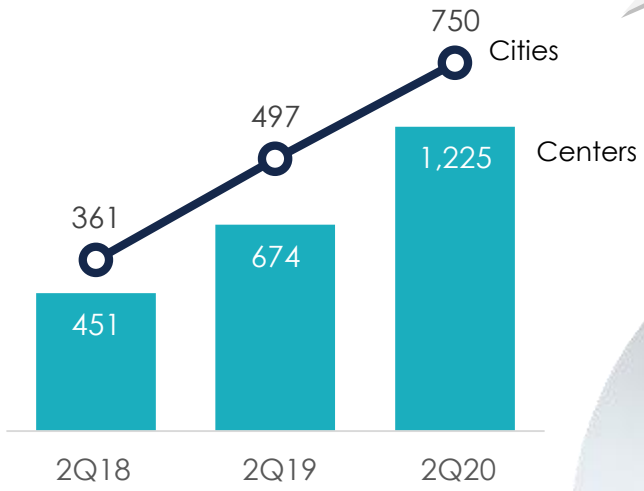
Accelerating in all fronts

YDUQS

Student base per product (thd)



Number of DL centers and cities covered (centers; cities)



1,500 cities by 2024e

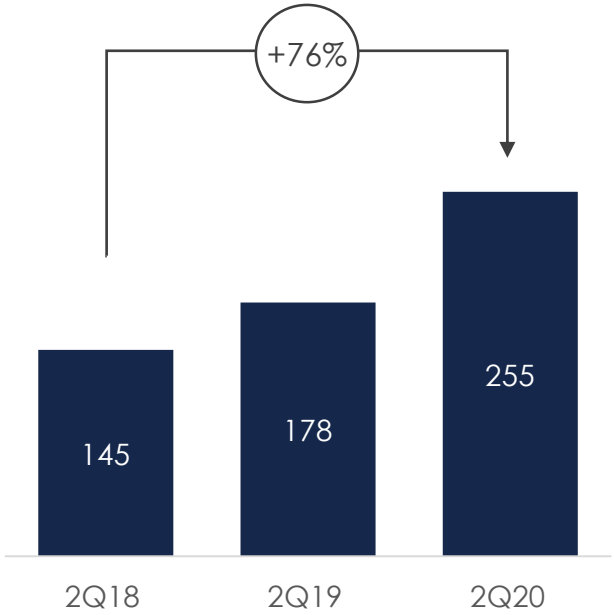


DISTANCE LEARNING

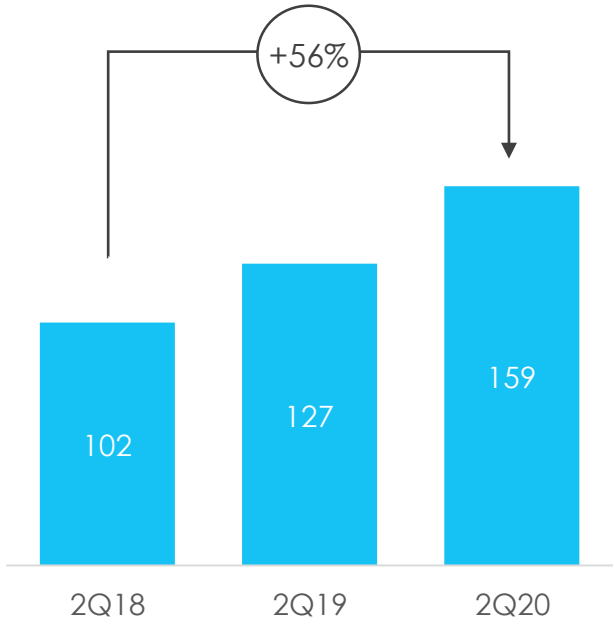
Strong contribution to results

YDUQS

Net revenues
(R$ million)



EBITDA
(R$ million)

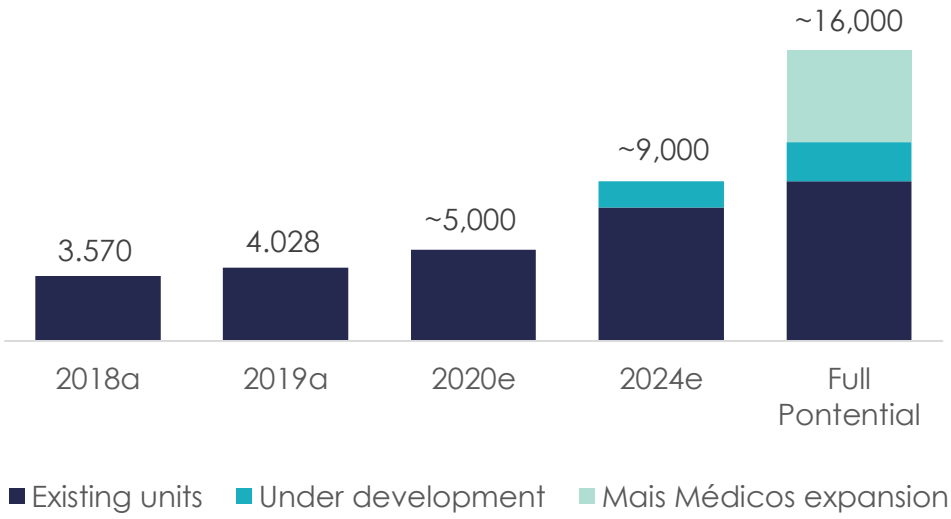




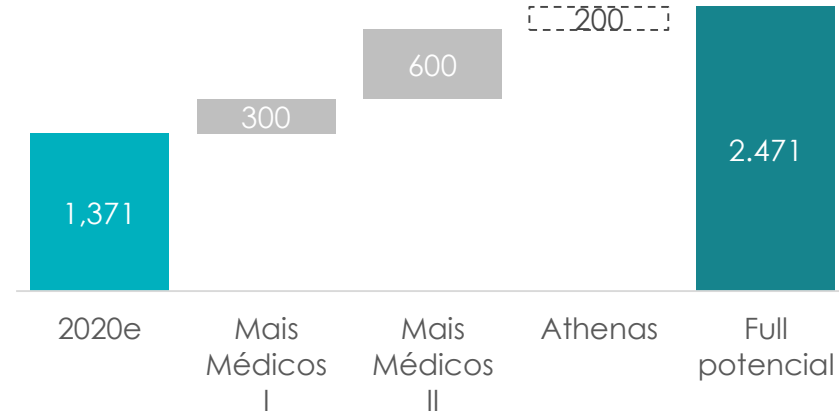
MEDICINE

Strong expansion and contracted growth

Student base evolution and potential at maturity considering the expansion of our Mais Médicos units to full capacity:



Authorized seats evolution (seats/year)



9 Units in operation

+

7 Units under development (Mais Médicos II)

=

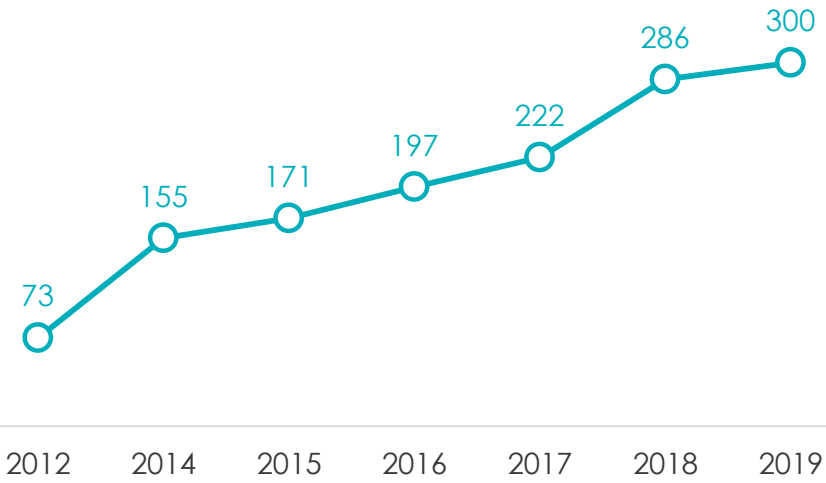
16 Units by 2021.1

Estimates consider: (i) partial expansion of 50 seats/year in each Mais Médicos unit by 2024; and (ii) maximum expansion to 150 seats/year in each of such units on the full potential scenario. Includes 200 seats/year from Athenas Group acquisition under authorization process.

MEDICINE
Solid financial results

YDUQS

Net revenues evolution
(R$ million)





2Q20 figures

+35%
net revenue
YoY

11%
of group revenues

~R$8k
avg. ticket[1]
monthly

+10%
avg. ticket
YoY

(1) Out-of-pocket (exclude scholarship holders and ProUni)

ACTIONS TO FACE THE PANDEMIC

YDUQS

ESTÁCIO

COM VOCÊ and WYDEN COM VOCÊ

Estácio volunteer program to support students in vulnerable situation.

31,000
students benefited across the country

29,000 fully exempt monthly tuition fees

94%
of beneficiaries with household income below R$3,000/month

Commitment to the team

Maintenance of full salaries for all employees

Adequacy of units

Investments of approximately **R$7 million** in the adequacy of the units and revision in the air conditioning systems for class return

Strategic partnerships

Student benefits with telecom companies and retailers to facilitate access to digital content

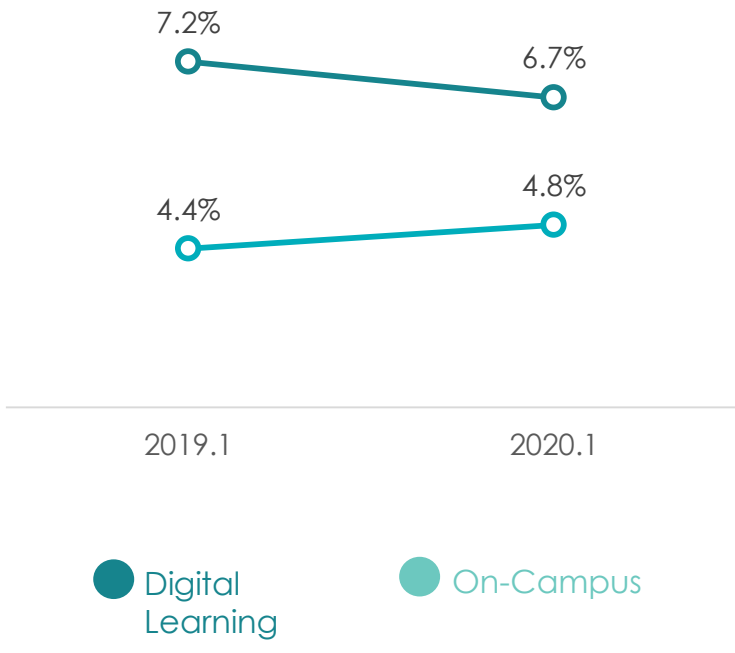
High attendance level

15,000 weekly classes via Microsoft Teams with real-time attendance reaching 76% (over 80% asynchronous presence)

EFFECTIVE RESPONSE TO COVID-19

Growing base, dropouts under control and positive feedback from students

Dropout rate per semester[1]
(ex-Adtalem; %)



ORGANIC EXPANSION OF STUDENT BASE
+14% YoY (ex-Adtalem)

SATISFACTION INDEX AT 94%
for remote classes during the pandemic

76% REAL TIME PRESENCE
with more than 80% asynchronous presence

(1) Dropout rate = dropouts divided by intake and renewals.

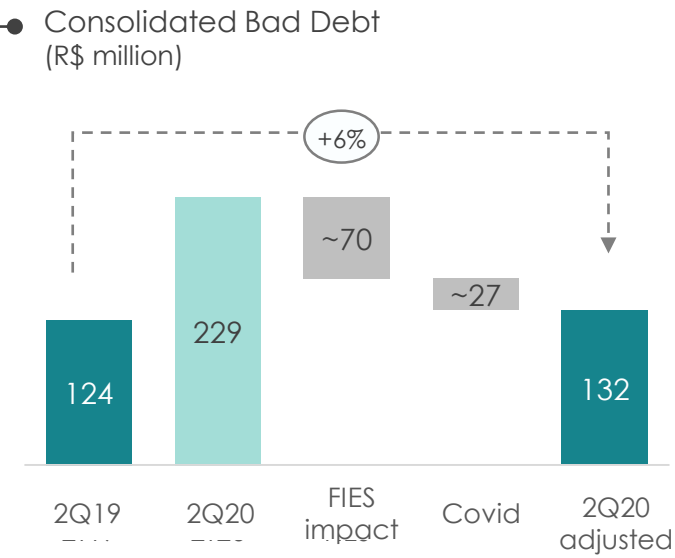


FINANCIALS

RELEVANT TEMPORATY EFFECTS ON 2Q20

Account	Description	EBITDA effect	Amount R$ million
Revenue	Scholarships related to Estácio com Você program and discounts granted by laws and court decisions	-	67.5
Costs	Temporary reduction in physical infrastructure costs, MP 936[1] effect and organizational restructuring	+	14.7
Commercial	Provisions from past FIES renewals, additional to face Covid-19 and other	-	99.2
Expenses	Revision of judicial processes base with increase in contingencies	-	54.9
Expenses	M&A consulting, attorney's and legal fees and other	-	8.6

R$215.5 MILLION
IMPACT ON EBITDA IN 2Q20



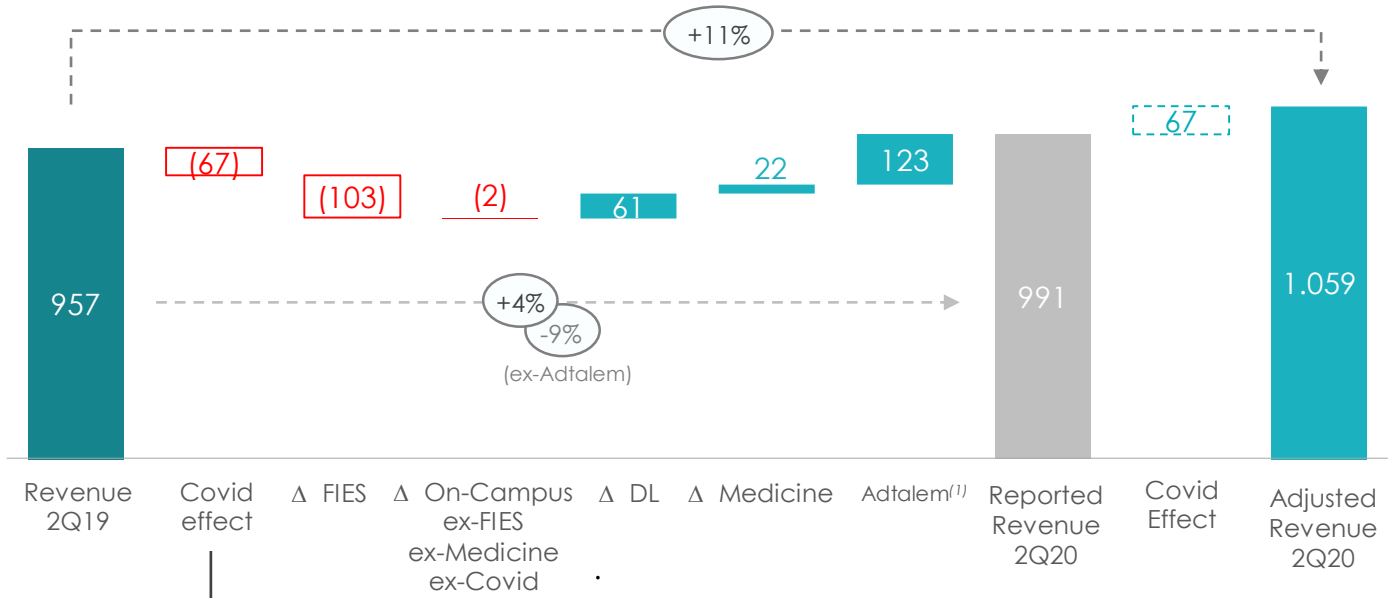
(1) Temporary easing measures for labor laws published on April/2020.

NET REVENUES DRIVEN BY GROWTH LEVERS

Last quarterly results

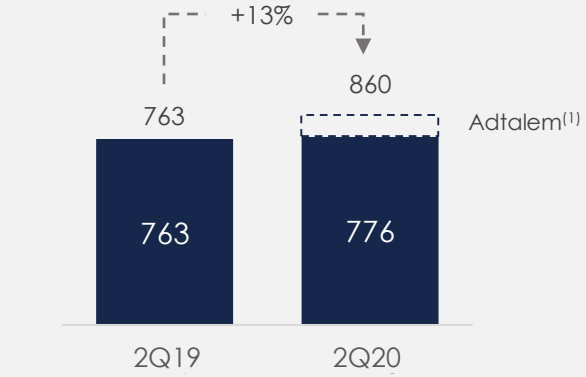
YDUQS

Contribution to net revenues
(R$ million; 2Q19 vs 2Q20)



Impact of **R$ 67.5 million** related to the scholarship program "Estacio com você" and discounts granted due to laws and decisions in court.

Net revenue ex-FIES
(R$ million)



ON-CAMPUS AVG. TICKET STABILITY (EX-FIES)(1)
-1.4% YoY (undergrad)

Maintaining growth in Digital Learning **+44%** and in medicine **+35%**.

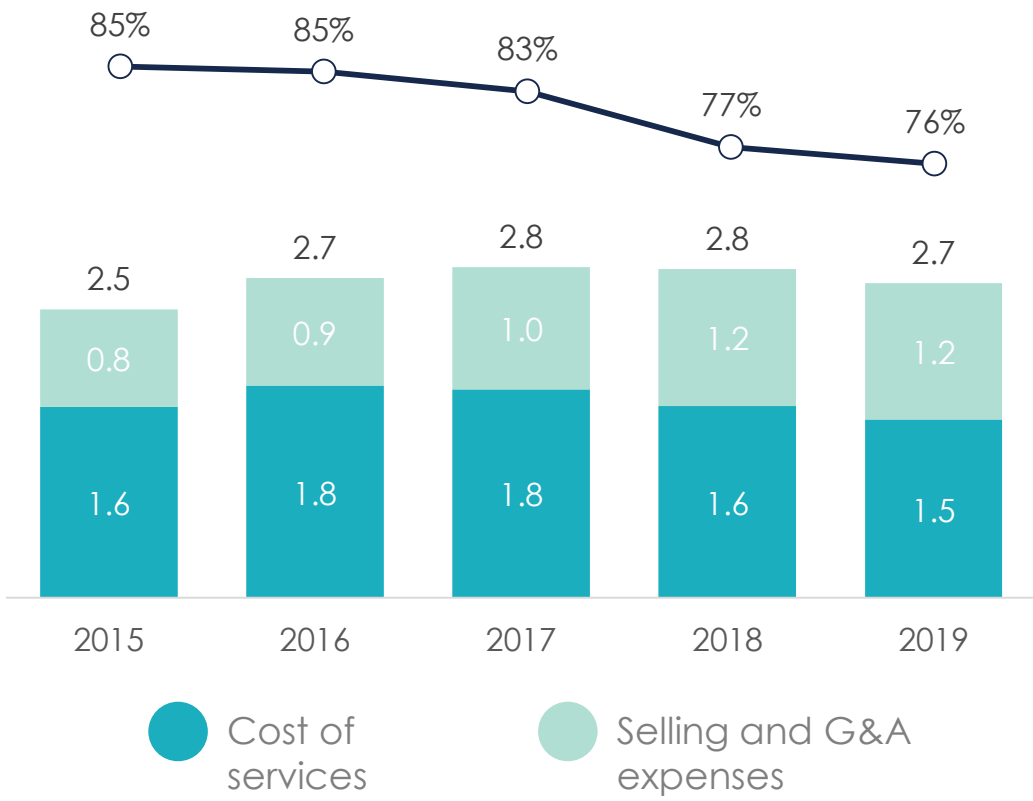
(1) Adtalem results for the months of May and June/20.

OPEX

Emphasis on efficiency & business resilience

YDUQS

Opex and percentage over net revenues
(R$ million, %)



Higher intelligence in management and allocation of teaching body from **operational research** initiatives

Focus on innovation and use of technologies to integrate **digital content** at on-campus segment

Investment in customer experience and increasing **retention rate**

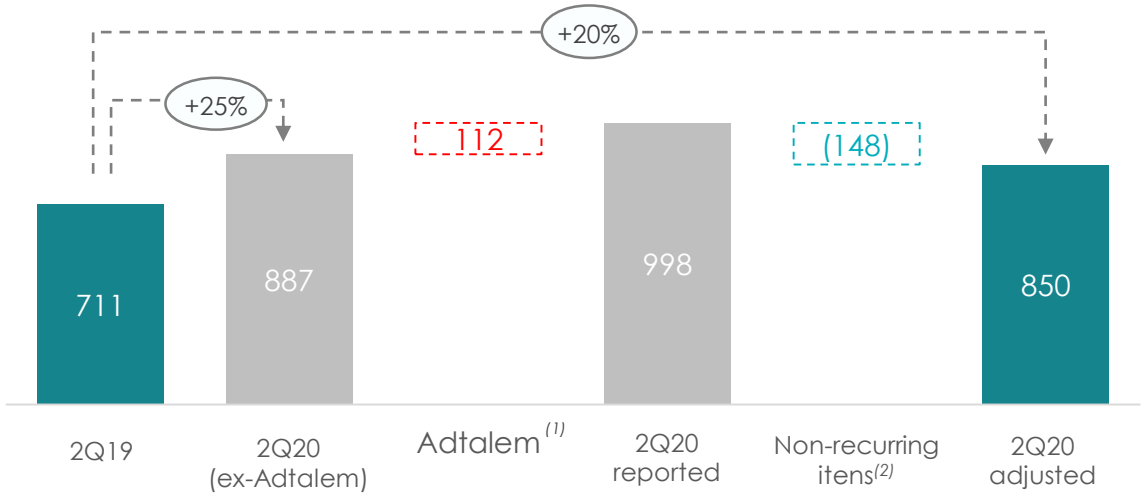
Matrix-based cost and expenses management and better collection

EVOLUTION OF COSTS AND EXPENSES

Last quarterly results

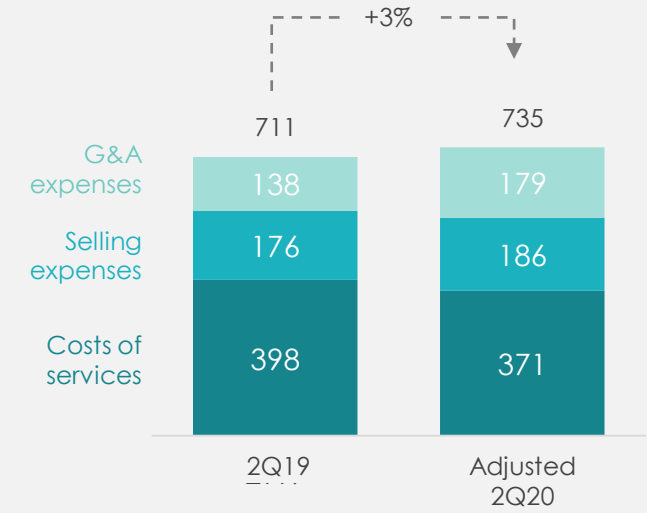
YDUQS

Composition of costs and expenses
(R$ millions)



Impacted by non-recurring items such as the increase in provisions to face current scenario of uncertainties and the revision of the judicial processes base and increase in contingencies.

Proforma analysis (excluding non-recurring events)
(R$ million; ex-Adtalem)



- **Costs:** benefited from operational research initiatives in personnel line
- **Selling & marketing:** change in the student base mix continues to impact bad debt
- **G&A:** impacted by administrative costs seasonality

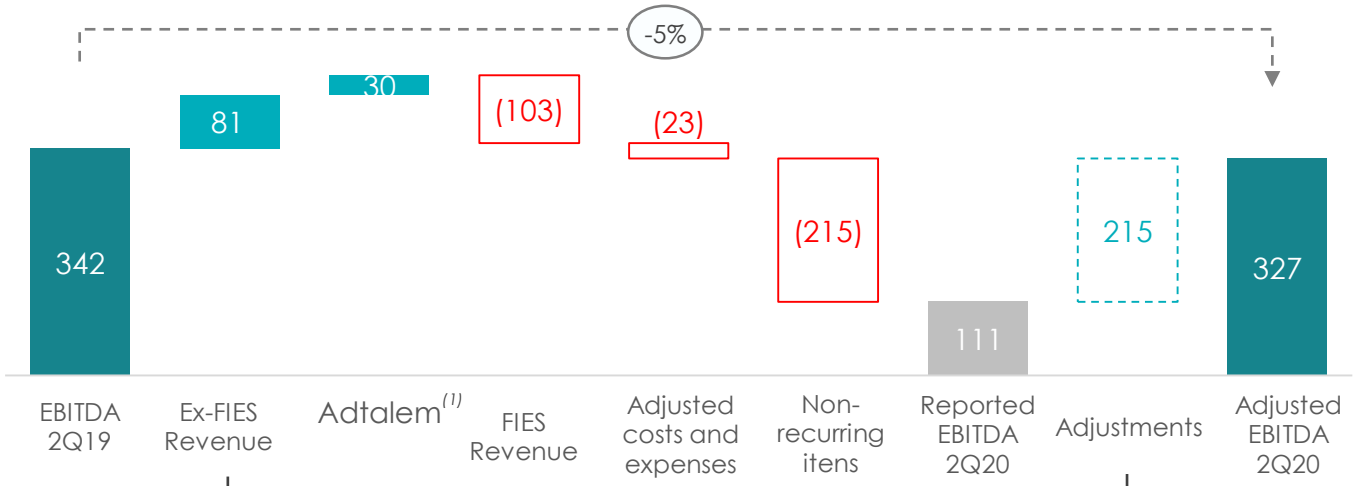
(1) Adtalem results for the months of May and June/20.

(2) Excluding additional R$99.2 million of bad debt; R$54.9 million of legal contingencies (G&A) and R$8.6 million of other effects (G&A) and adding back R$14.7 million that positively impacted the cost of services.

CASH FLOW PRESERVED DESPITE SHORT-TERM EBITDA IMPACTS

YDUQS

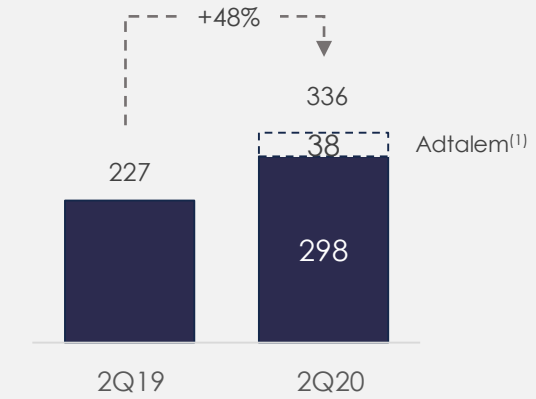
Contribution to consolidated EBITDA
(R$ million; 2Q19 vs 2Q20)



Excluding the impact of **R$67.5 million** in discounts related to Covid.

Considering impacts from Covid in revenues and non-recurring items on costs and expenses.

Operating cash flow before capex
(R$ million)



(1) Adtalem results for the months of May and June/20.

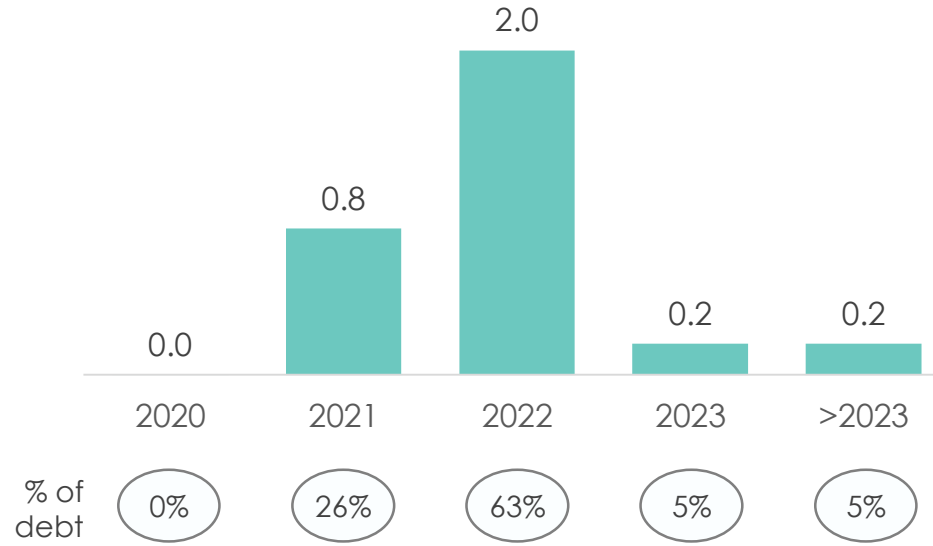
DEBT PROFILE
Solid liquidity

(R$ million)	2Q20
(-) Cash & cash equivalents	**(1,907.4)**
Debt with banks	3,229.2
Commitments payable (M&A)	106.8
Net Debt [1]	**1,428.6**
Net Debt/EBITDA (12m) [2]	**1.45x**

Avg. cost **CDI + 1.58%**

Covenant at **2.5x**

Debt payment timeline
(R$ billion)



Debt composed mostly by bullet loans with principal and interest due at maturity

(1) Excluding IFRS-16 effects (leasing)
(2) Considering YDUQS last 12 months reported EBITDA

FUNDAMENTALS REMAIN SOLID

Paving the way for recovery

YDUQS

1 EFFECTIVE RESPONSE TO SHORT-TERM CHALLENGES

2 GROWTH LEVERS UNCHANGED

BASE GROWTH	**+31%**	Total student base (YoY)
FINANCIAL ROBUSTNESS	**+48%**	Cash flow before capex (YoY)
	R$1.9 bln	in cash
	1.45x	Net debt/ EBITDA
DIGITAL LEARNING	**+44%**	Net revenues (YoY)
MEDICINE	**+35%**	Net revenue (YoY)
M&A	**4-5x**	Post synergies EV/EBITDA from recente acquisitions.

Perspectives

Operations remain healthy with real time attendance at 72% on the 1st week of classes and 79% on the 2nd week.

Natural maturation of digital learning and medicine

Comfortable position for **new acquisitions**

Renewal (~70% concluded)

ON-CAMPUS	DIGITAL LEARNING
Re-enrolments (ex-FIES)	**Renewals**
+9% vs 2019.2	**+50%** vs 2019.2

APPENDIX

FINANCING PRODUCTS AND BAD DEBT

Conservative approach

YDUQS

3% of undergrad. base

PAR

Enables student to finance 50% of the entire course paying 50% while studding and the remainder in a 4 year period after graduation.

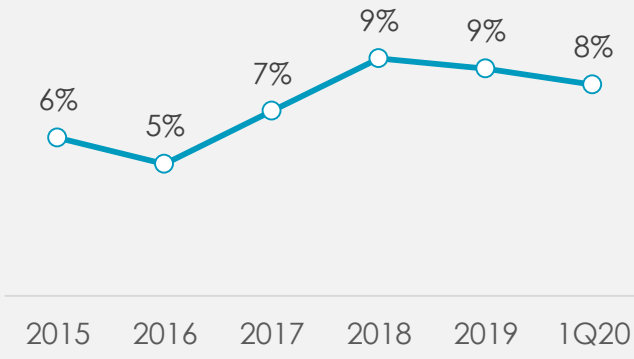
- 50% provision of net present value of long term receivables upon entrance
- Acceleration of provision curve to reach 80% within 60 days for inactive students (dropout)

DIS

Allows students to experience a course paying fixed installments of ~R$50/month for up to 3 months. Difference to the full price is diluted and paid through the remaining monthly tuitions until the end of the course.

- 15% provision of net present value of long term receivables upon entrance
- Acceleration of provision curve to reach 80% within 60 days for inactive students (dropout)

Bad debt as a percentage of net revenues (%)



Expectation to stabilize in the range of 10-11% by 2020-2021

RECENT M&A
Athenas Group

YDUQS

5 units

9,000 on-campus students
Undergraduate and technical courses

DL license | 300 centers per year

Net Revenue 2019: R$94.5 million
EBITDA(1) 2019: R$15.0 million

R$120 million EV

8.0x EV/EBITDA 2019



1. Rio Branco (AC)
2. Ji-Paraná(RO)
3. Rolim de Moura (RO)
4. Pimenta Bueno (RO)
5. Caceres (MT)

New markets

Entrance in 3 priority regions of influence

Synergies

EV/EBITDA multiple of **~3.5x** after synergies

Quality

4 institutions with **IGC 4/5**

Medicine(2)

3 units with up to **300 seats/year** in process of approval

(1) EBITDA ex-IFRS16 reflecting due diligence adjustments and rental costs normalization (accounting EBITDA of R$32 million;
(2) Three ongoing processes for medicine course licenses awaiting approval; subject to earn-out payment;

RECENT M&A
Adtalem Brasil

11 Wyden | **5** Ibmec | **4** Damásio

>100,000 students
Undergrad, postgrad, prep. course and DL

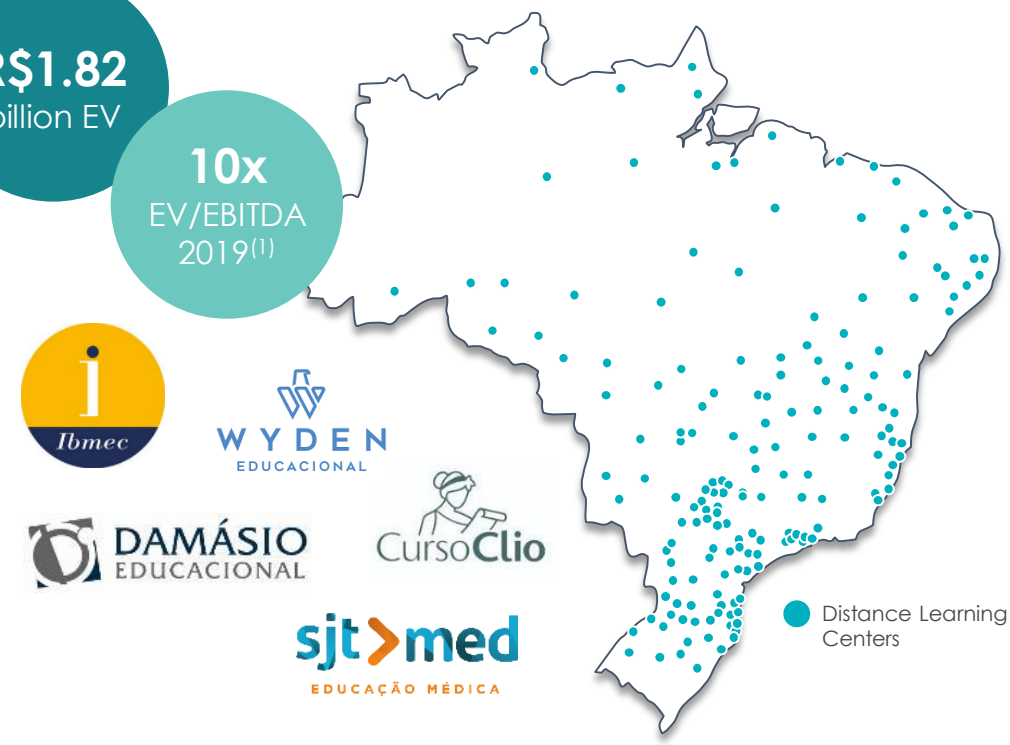
180 DL centers with national presence
49,000 students

Net Revenue 2019: R$853 million
EBITDA[1] 2019: R$254.9 million

YDUQS

R$1.82 billion EV

10x EV/EBITDA 2019[1]



Expected synergies at due diligence: **R$80 million**

Portfolio diversification

Exposure to different segments and business with premium positioning

Academic excellence

Expertise and technology to leverage our graduation programs and opportunity to scale high quality content

Quality

3 institutions with **IGC 4/5** (Ibmec) + 10 institutions with **IGC >3/5** (Wyden)

Medicine

3 units with **210 seats/year** and addition of prep. and specialization assets

(1) EBITDA as reported by Adtalem management; pre IFRS-16.

STUDENT BASE

YDUQS

('000)	2Q19	2Q20	Δ%
Undergraduate	**462.4**	**640.7**	**38.5%**
On-Campus	298.0	343.8	15.4%
Acquisitions[1]	-	52.4	n.a.
Distance Learning	197.0	296.8	50.7%
Acquisitions[1]	-	7.8	n.a.
Graduate	**81.4**	**112.2**	**37.7%**
On-Campus	30.1	28.3	-5.9%
Acquisitions[1]	-	4.8	n.a.
Distance Learning	51.3	83.8	63.4%
Acquisitions[1]	-	35.9	n.a.
Total Base	**576.4**	**752.8**	**30.6%**
Total Base (ex-FIES)	**526.6**	**713.9**	**35.6%**
Total Base (ex-aquisitions)	**576.4**	**652.0**	**13.1%**

('000)	2Q19	2Q20	Δ%
Total On-campus	**328.1**	**372.2**	**13.4%**
Undergraduate ex-FIES	248.1	304.9	22.9%
Undergraduate	**298.0**	**343.8**	**15.4%**
Out-of-pocket	233.4	295.3	26.5%
Acquisitions[1]	-	40.2	n.a.
DIS	106.6	137.5	29.0%
FIES	49.9	38.9	-22.0%
Acquisitions[1]	-	12.2*	n.a.
PAR	14.7	9.6	-34.7%
Graduate	**30.1**	**28.3**	**-5.9%**
Own	16.2	15.9	-1.5%
Acquisitions[1]	-	4.8	n.a.
Partnerships	14.0	12.4	-11.1%

('000)	2Q19	2Q20	Δ%
Total Distance-Learning	**248.4**	**380.7**	**53.3%**
Undergraduate	**197.0**	**296.8**	**50.7%**
100% online	164.5	240.3	46.1%
Acquisitions[1]	-	7.8	n.a.
Flex	32.6	56.6	73.6%
Graduate	**51.3**	**83.8**	**63.4%**
Own	18.7	55.0	194.5%
Acquisitions[1]	-	35.9	n.a.
Partnerships	32.6	28.8	-11.8%
Total DL (ex-acquisitions)	**248.4**	**337.0**	**35.7%**
DIS (DL Undergraduate)	**110.3**	**182.2**	**65.1%**
100% online	88.9	144.2	62.2%
Flex	21.4	38.0	77.4%

(1) Refers to the acquisitions of Unitoledo and Adtalem.
* Including ~7,000 FIES students 50%.

OPERATING DATA– Student base by brand

('000)	Estácio	WYDEN / DAMÁSIO / Ibmec	UNITOLEDO	YDUQS
Total Base – 2Q20	**652.0**	**96.1**	**4.8**	**752.8**
On-Campus	**314.9**	**52.4**	**4.8**	**372.1**
Undergraduate	**291.4**	**48.1**	**4.4**	**343.8**
Out-of-pocket	255.1	36.1	4.1	295.3
FIES	26.7	11.9	0.3	38.9
PAR	9.6	-	-	9.6
Graduate	**23.6**	**4.4**	**0.4**	**28.3**
Distance-Learning	**337.0**	**43.7**	**-**	**380.7**
Undergraduate	**289.0**	**7.8**	-	**296.8**
100% online	232.5	7.8	-	240.3
Flex	56.6	-	-	56.6
Graduate	**48.0**	**35.9**	-	**83.8**
DIS	**319.7**	-	-	**319.7**
On-Campus	137.5	-	-	137.5
100% online	144.2	-	-	144.2
Flex	38.0	-	-	38.0

CHANGES IN THE UNDERGRADUATE BASE

YDUQS

Change per semester (ex-aquisitions)	1Q20	1H20	1H20	1H20	2Q20	
('000)	Initial Base	Graduating students	Drop-out + Non-renewal	Intake	Acquisitions	**2Q20** (Including acquisitions)
Undergraduate	**491.3**	**(45.5)**	**(114.5)**	**248.1**	**60.2**	**640.7**
On-Campus	**276.7**	**(27.7)**	**(51.6)**	**93.9**	**52.4**	**343.8**
Out-of-pocket	222.2	(11.8)	(47.4)	92.2	40.2	295.3
FIES	42.0	(15.8)	(0.3)	0.8	12.2	38.9
PAR	12.5	-	(3.9)	0.9	-	9.6
DL	**214.6**	**(16.8)**	**(62.9)**	**154.2**	**7.8**	**296.8**
100% Online	179.3	(14.9)	(49.4)	117.6	7.8	240.3
Flex	35.4	(1.9)	(13.5)	36.6	-	56.6

MEDICINE UNITS AND SEAT OFFERING

YDUQS

						Jun/20		FULL POTENTIAL(1)	
Unit	State	Brand	Type	Operation Start	Status	Authorized seats py(2)	Student Base	Authorized seats py(2)	Student Base
Presidente Vargas	RJ	Estácio	Organic	1998.2	Matured	240	1,561	240	1,728
Juazeiro do Norte	CE	Estácio	Organic	2000.1	Matured	100	700	100	720
Citta	RJ	Estácio	Organic	2014.1	Matured	170	864	170	1,224
Ribeirão Preto	SP	Estácio	Organic	2015.1	In maturity	76	498	76	547
Teresina	PI	FACID	Acquired	2005.1	In maturity	110	630	110	792
Alagoinhas	BA	Estácio	MM I	2017.2	In maturity	65	163	165	1,188
Angra dos Reis	RJ	Estácio	MM I	2018.1	In maturity	55	210	155	1,116
Jaraguá do Sul	SC	Estácio	MM I	2018.1	In maturity	50	114	150	1,080
Juazeiro	BA	Estácio	MM I	2018.1	In maturity	155	329	155	1,116
Cáceres	MT	TBD	Acquired	2020.2	Qualified*	50	-	50	360
Canindé	CE	Estácio	MM II	2020.2	Qualified*	50	-	150	1,080
Castanhal	PA	Estácio	MM II	2021.1	Qualified*	50	-	150	1,080
Quixadá	CE	Estácio	MM II	2021.1	Qualified*	50	-	150	1,080
Iguatu	CE	Estácio	MM II	2021.2	Qualified**	50	-	150	1,080
Açailândia	MA	Wyden	MM II	2021.1	Qualified*	50	-	150	1,080
Ji-Paraná	RO	Wyden	MM II	2021.2	Qualified**	50	-	150	1,080
Total						**1,371**	**5,069**	**2,271**	**16,351**
Potential units from Athenas Group acquisition						200	-	200	1,440

* At final stage of approval process by the Ministry of Education
** Unit under development
(1) Considering maturity and seat expansion to fully capacity at all our Mais Médicos units;
(2) On top of authorized seats medicine schools may increase its available seat offering by 10% for ProUni and 10% for FIES.

INCOME STATEMENT BY BUSINESS UNIT

YDUQS

In IFRS-16	On-Campus			Distance-Learning			Corporate			Consolidated		
(R$ million)	2Q19	2Q20	Δ%	2Q19	2Q20	Δ%	2Q19	2Q20	Δ%	2Q19	2Q20	Δ%
Gross Revenues	**1,336.3**	**1,503.2**	**12.5%**	**318.0**	**518.3**	**63.0%**	-	-	-	**1,654.2**	**2,021.5**	**22.2%**
Deductions from Gross Revenue	(556.6)	(767.2)	37.8%	(140.4)	(263.2)	87.4%	-	-	-	(697.0)	(1,030.4)	47.8%
Net Revenues	**779.7**	**736.0**	**-5.6%**	**177.5**	**255.1**	**43.7%**	-	-	-	**957.2**	**991.1**	**3.5%**
Cost of Services	**(375.6)**	**(399.6)**	**6.4%**	**(22.3)**	**(44.4)**	**99.6%**	-	-	-	**(397.9)**	**(444.0)**	**11.6%**
Personnel	(267.8)	(288.8)	7.8%	(11.5)	(17.8)	54.5%	-	-	-	(279.4)	(306.7)	9.8%
Rents. municipal property tax & other	(10.2)	(9.4)	-8.7%	0.7	(0.0)	n.a.	-	-	-	(9.5)	(9.4)	-1.3%
Third-party services and Others	(28.4)	(18.4)	-35.3%	(10.5)	(25.1)	138.7%	-	-	-	(38.9)	(43.5)	11.7%
Depreciation and amortization	(69.2)	(83.0)	20.0%	(0.9)	(1.4)	57.3%	-	-	-	(70.1)	(84.4)	20.5%
Gross Profit	**404.1**	**336.4**	**-16.7%**	**155.3**	**210.7**	**35.7%**	-	-	-	**559.3**	**547.1**	**-2.2%**
Gross Margin	*51.8%*	*45.7%*	*-6.1 p.p.*	*87.5%*	*82.6%*	*-4.9 p.p.*	-	-	-	*58.4%*	*55.2%*	*-3.2 p.p.*
Selling and G&A Expenses	**(151.6)**	**(302.1)**	**99.3%**	**(30.0)**	**(53.4)**	**77.9%**	**(129.1)**	**(201.9)**	**56.5%**	**(310.7)**	**(557.4)**	**79.4%**
Personnel	(3.2)	(7.6)	137.7%	(3.3)	(4.5)	36.2%	(33.0)	(59.7)	80.7%	(39.5)	(71.8)	81.7%
Advertising	-	-	n.a.	-	-	n.a.	(51.5)	(68.9)	33.9%	(51.5)	(68.9)	33.9%
Bad Debt	(100.9)	(188.6)	86.9%	(23.3)	(40.4)	73.4%	-	-	n.a.	(124.2)	(229.0)	84.4%
Other expenses	(44.3)	(94.1)	112.4%	(2.9)	(7.9)	169.4%	(24.9)	(48.6)	95.0%	(72.2)	(150.6)	108.7%
Depreciation and amortization	(3.2)	(11.8)	267.0%	(0.5)	(0.7)	25.9%	(19.6)	(24.7)	26.0%	(23.3)	(37.1)	59.1%
Operating Profit	**252.5**	**34.3**	**-86.4%**	**125.3**	**157.3**	**25.6%**	**(129.1)**	**(201.9)**	**56.5%**	**248.7**	**(10.3)**	**n.a.**
Operating Margin(%)	*32.4%*	*4.7%*	*-27.7 p.p.*	*70.5%*	*61.7%*	*-8.9 p.p.*	-	-	-	*26.0%*	*n.a.*	*n.a.*
Reported EBITDA	**324.8**	**129.1**	**-60.3%**	**126.7**	**159.4**	**25.8%**	**(109.5)**	**(177.3)**	**61.9%**	**342.0**	**111.2**	**-67.5%**
EBITDA margin (%)	*41.7%*	*17.5%*	*-24.1 p.p.*	*71.4%*	*62.5%*	*-8.9 p.p.*	-	-	-	*35.7%*	*11.2%*	*-24.5 p.p.*



YDUQS

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