Apresentação de Resultados 1T25

9 de maio de 2025

Aviso

As informações gerais e resumidas relacionadas às atividades desempenhadas pela Ânima Educação até a presente data não constituem de forma alguma qualquer convite, oferta ou solicitação de compra de ações.

Esta apresentação poderá conter declarações que expressam a mera expectativa dos administradores da Companhia, bem como a previsão de eventos futuros e incertos. Tais expectativas e/ou previsões envolvem riscos e incertezas e não devem servir como base para a tomada de decisão quanto à aquisição de ações da Companhia.

1T25: A retomada do crescimento sustentável da receita

❯ Retomamos o crescimento da Ânima

Ânima Core: +9,1%
crescimento da atração vs 1T24

Ensino Digital: +7,2%
crescimento de receita líquida vs 1T24

Inspirali: +9,8%
crescimento de receita líquida vs 1T24

❯ Seguimos cuidando da eficiência

R$ 360,5 MM EBITDA aj. ex-IFRS16 no 1T25, +10,3% vs 1T24

+1,7 p.p. margem EBITDA aj. ex-IRFS16 no 1T25, chegando a 34,7%

R$ 115,3 MM lucro líquido aj. no 1T25, +10,2% vs 1T24

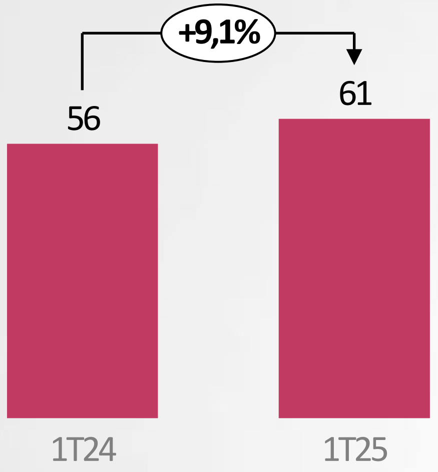
❯ Geramos caixa e reduzimos a alavancagem

R$ 261,6 MM geração de caixa da empresa no 1T25

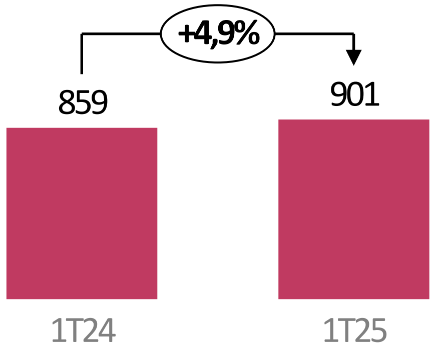
2,63x alavancagem no 1T25 vs 2,98x no 1T24

O Core entregou atração positiva, enquanto manteve aumento de tíquete e redução da evasão, levando ao crescimento de receita e expansão de margem

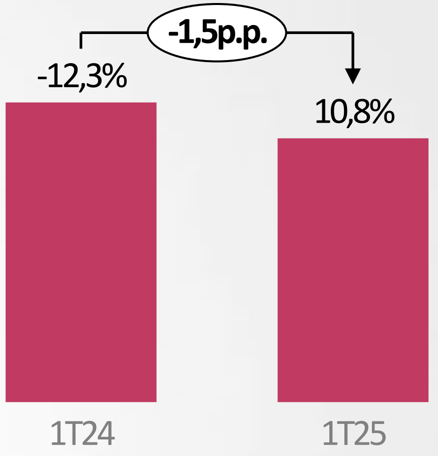
Atração do Ensino Acadêmico ('000)



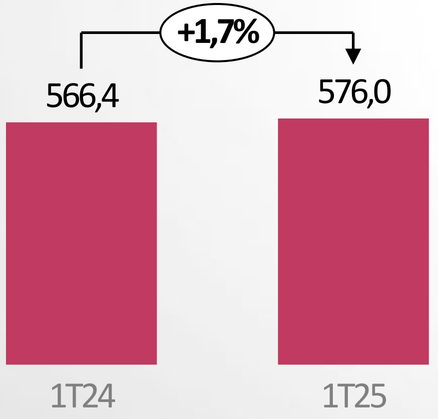
Tíquete do Ensino Acadêmico (R$)



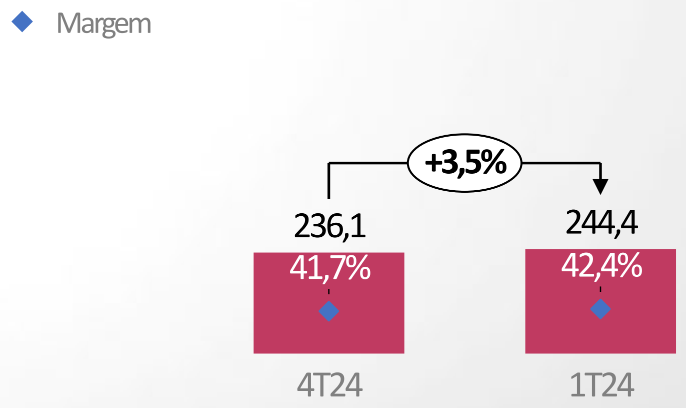
Evasão do Ensino Acadêmico (%)



Receita líquida - Core (R$ milhões)

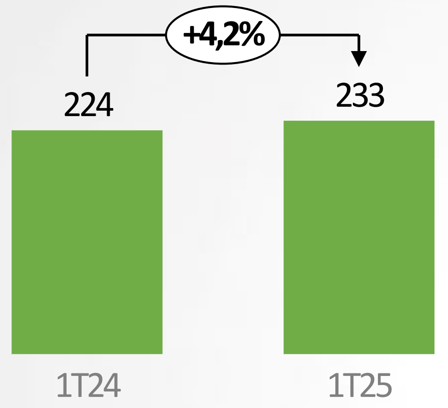


Resultado operacional - Core (R$ milhões)

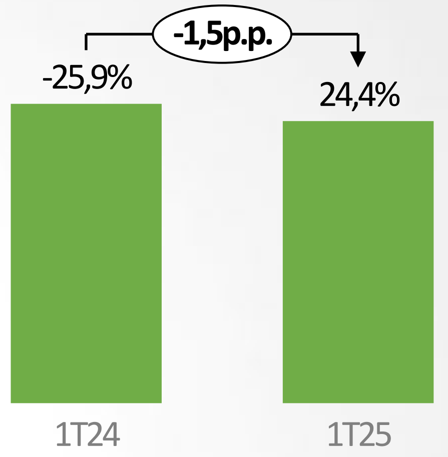


O Ensino Digital seguiu as mesmas tendências do Core, com crescimento de receita líquida e do resultado operacional

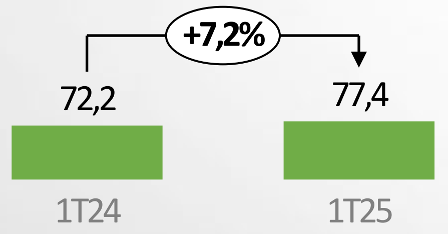
Tíquete do Ensino Acadêmico (R$)



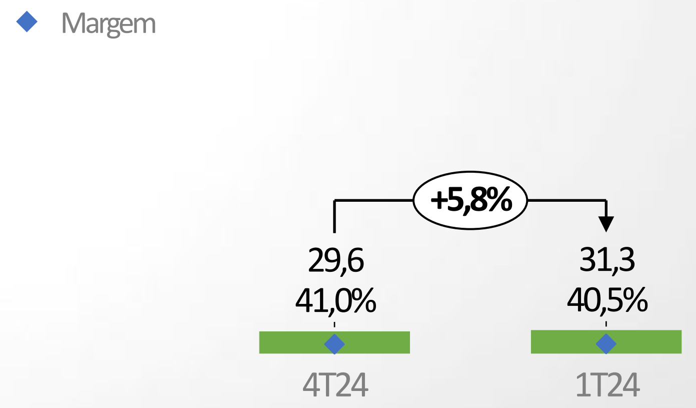
Evasão do Ensino Acadêmico (%)



Receita líquida – Ensino Digital (R$ milhões)

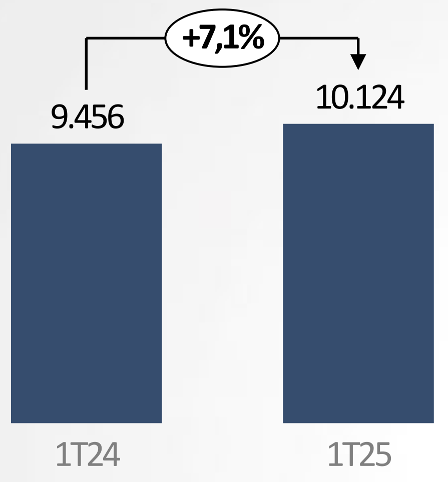


Resultado operacional – Ensino Digital (R$ milhões)

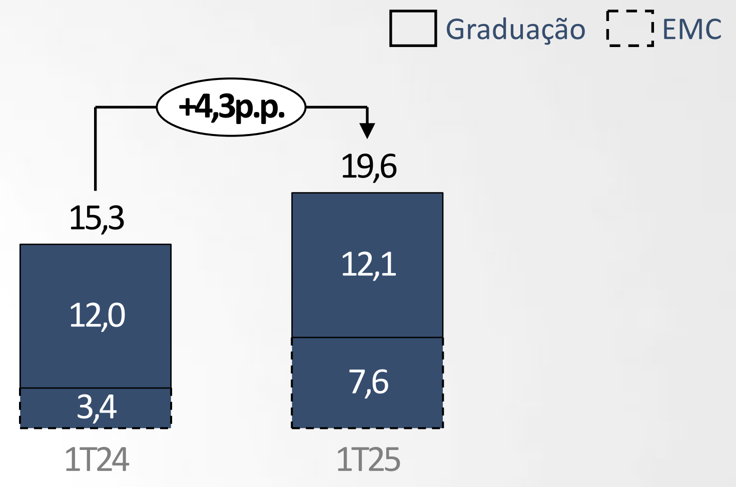


Enquanto a Inspirali continua com forte crescimento de receita e expansão de margem

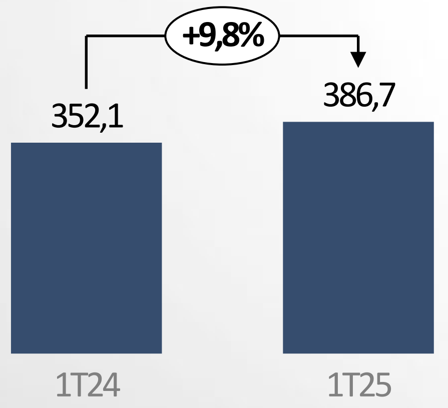
Tíquete do Ensino Acadêmico (R$)



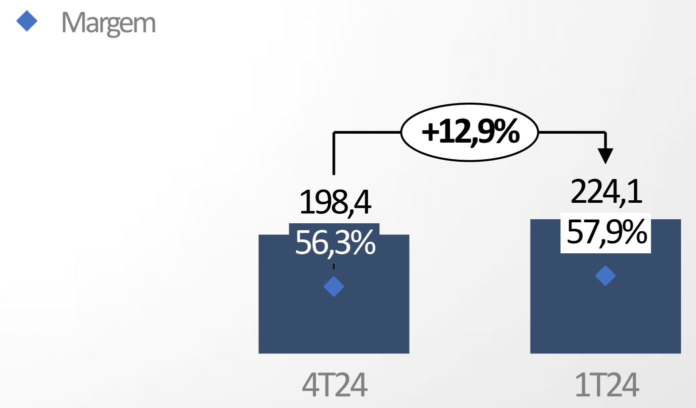
Base de alunos ('000)



Receita líquida - Inspirali (R$ milhões)



Resultado operacional - Inspirali (R$ milhões)

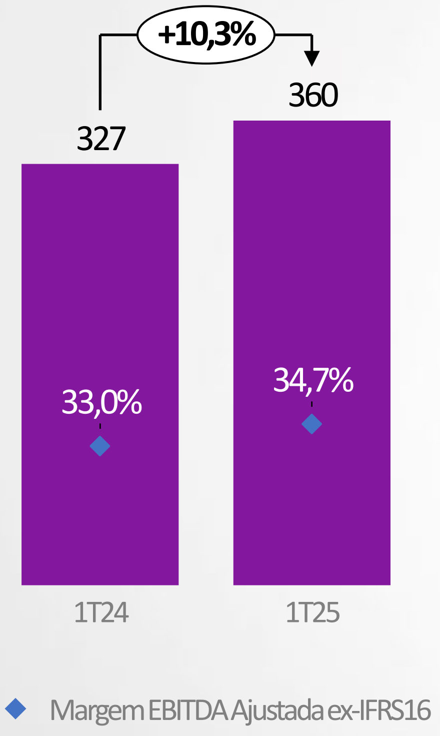


Nosso crescimento segue pautado pela disciplina na execução

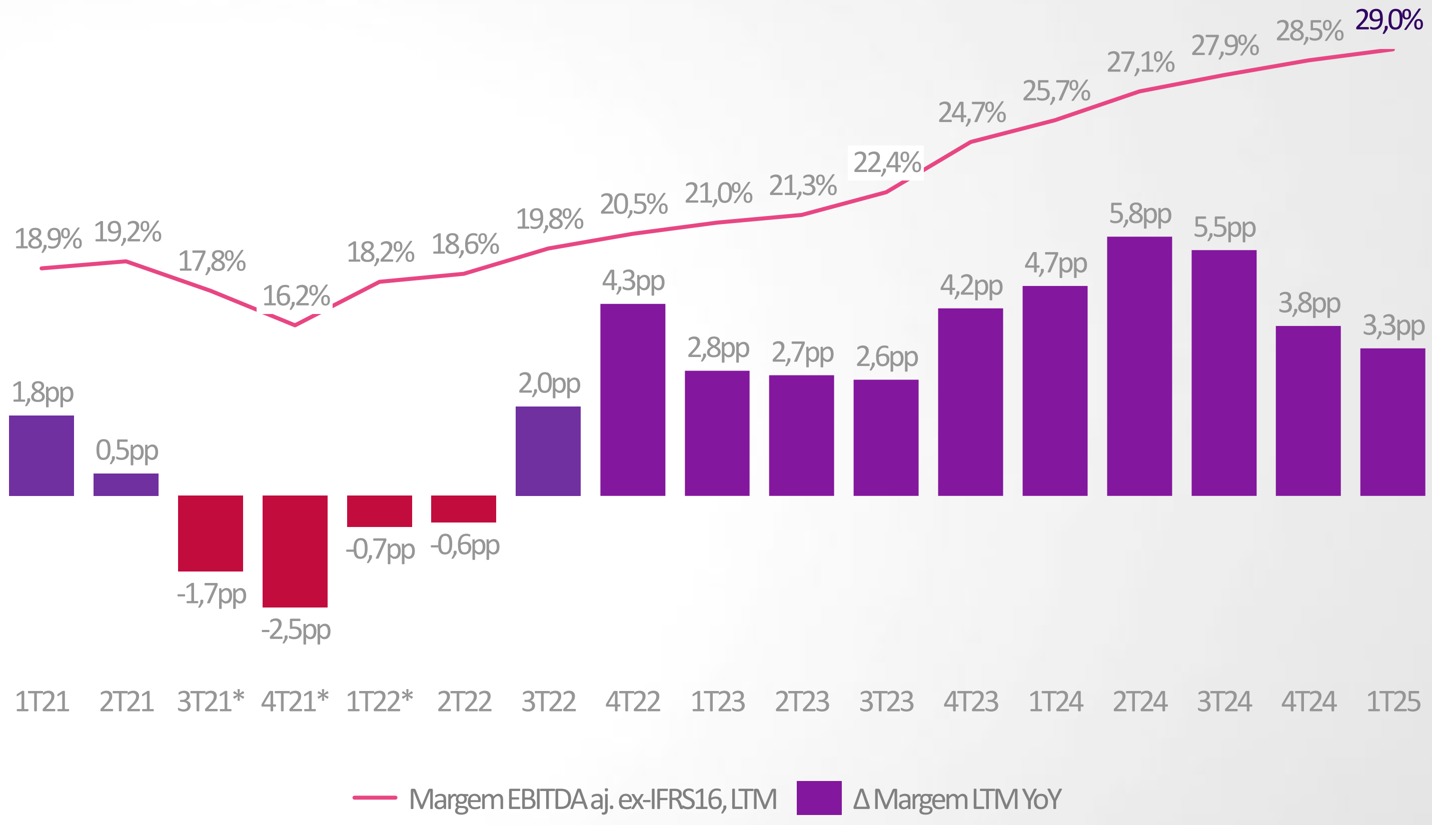
R$ milhões (exceto em %)	1T25	%AV	1T24	%AV	Δ1T25/ 1T24	Δ AV
Receita Líquida	1.040,1	100,0%	990,7	100,0%	5,0%	-
Custo Docente	(186,3)	-17,9%	(182,8)	-18,5%	1,9%	0,6pp
Serviços de Terceiros	(56,8)	-5,5%	(53,3)	-5,4%	6,6%	-0,1pp
PDD	(52,1)	-5,0%	(52,5)	-5,3%	-0,8%	0,3pp
Marketing	(98,0)	-9,4%	(99,0)	-10,0%	-1,0%	0,6pp
Pessoal e G&A	(74,7)	-7,2%	(74,2)	-7,5%	0,6%	0,3pp
Outros	(72,4)	-7,0%	(64,8)	-6,5%	11,7%	-0,5pp
Resultado Operacional	499,8	48,1%	464,1	46,8%	7,7%	1,3pp
Despesas Corporativas	(68,2)	-6,6%	(68,2)	-6,9%	0,0%	0,3pp
EBITDA Ajustado	431,6	41,5%	395,9	40,0%	9,0%	1,5pp
Despesa com aluguel	(71,1)	-6,8%	(68,9)	-7,0%	3,2%	0,2pp
EBITDA Ajustado ex-IFRS16	360,5	34,7%	326,9	33,0%	10,3%	1,7pp

O EBITDA ajustado ex-IFRS 16 consolidado do 1T25 foi 10,3% acima do 1T24, apresentando no trimestre o 13º aumento consecutivo de margem

EBITDA ajustado ex-IFRS 16 (R$ milhões)

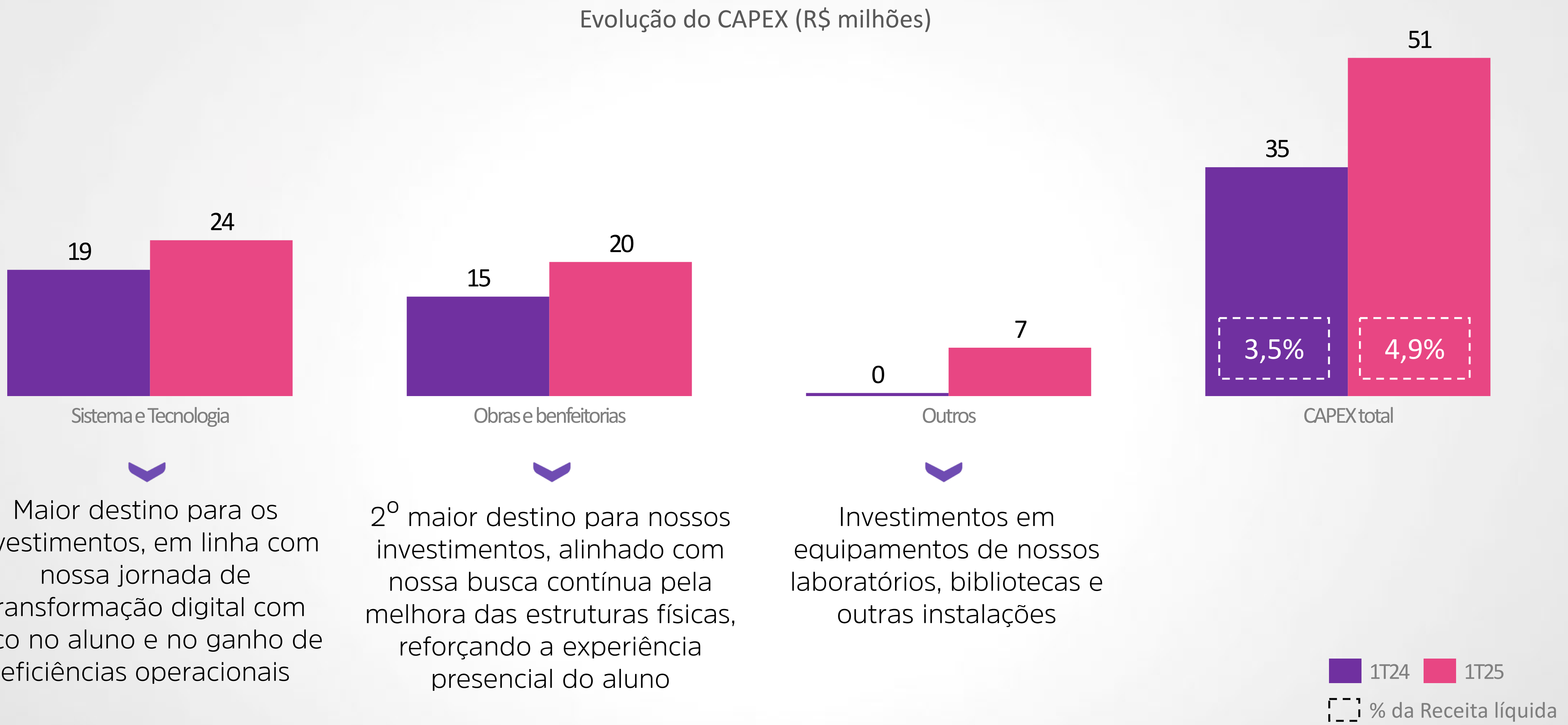


Evolução da margem EBITDA ajustada ex-IFRS16 LTM – normalizada*



*Normalização: excluindo-se as reversões de provisões não-caixa do 3T21, no valor de R$ 118,7 milhões.

Continuamos disciplinados na alocação do capital, priorizando investimentos que melhorem a experiência do aluno e elevem a eficiência operacional

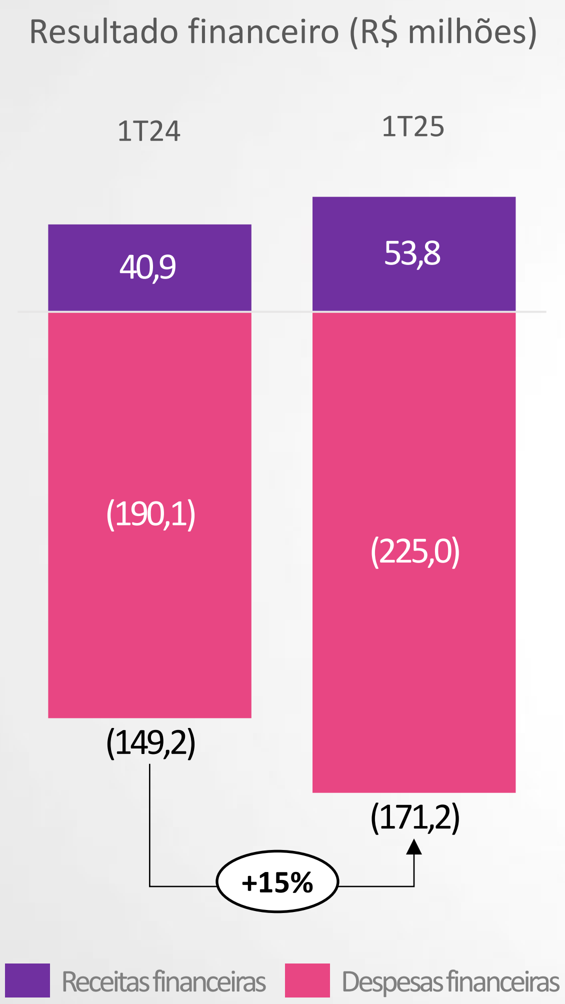


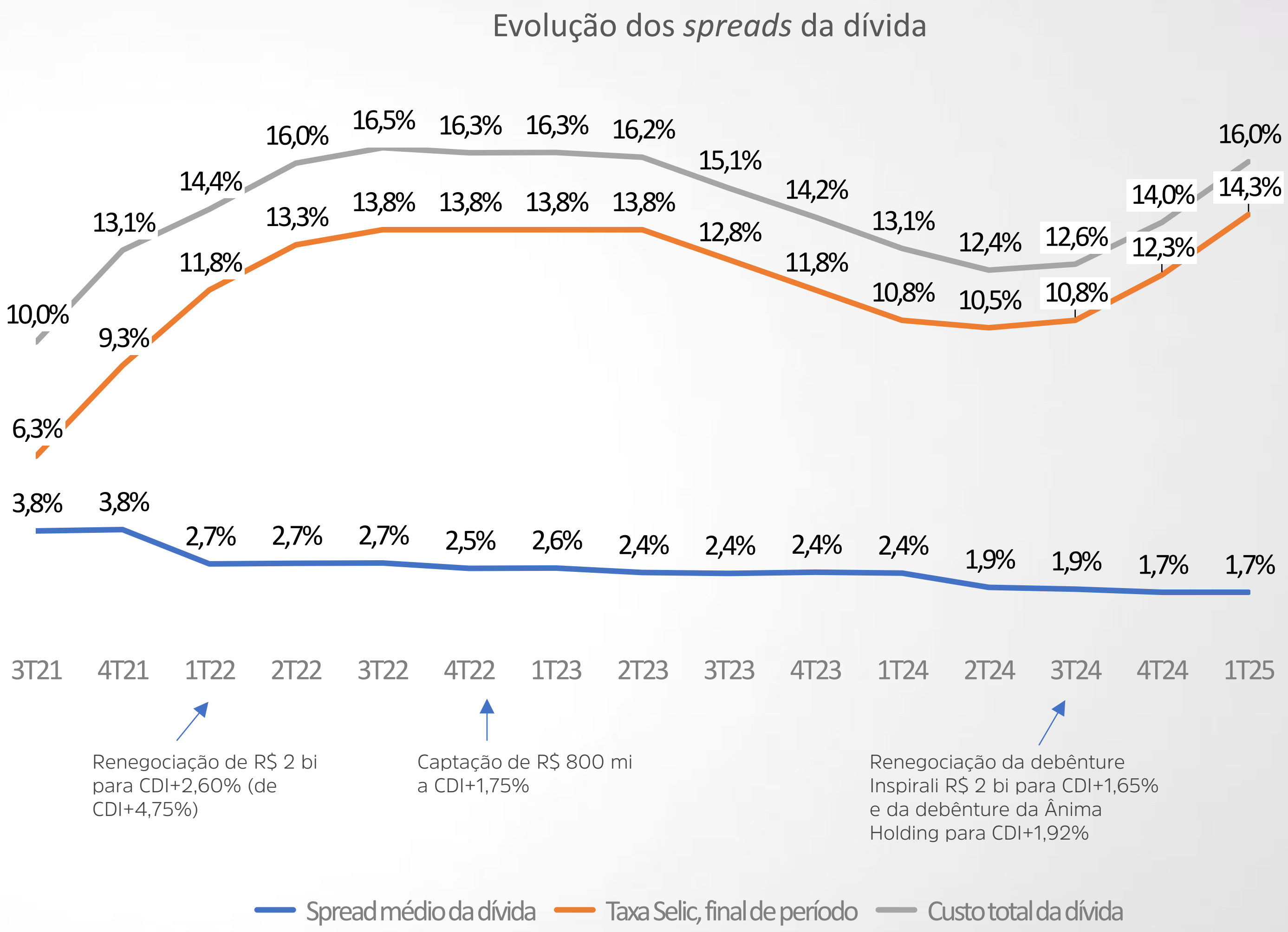
Maior destino para os investimentos, em linha com nossa jornada de transformação digital com foco no aluno e no ganho de eficiências operacionais

2º maior destino para nossos investimentos, alinhado com nossa busca contínua pela melhora das estruturas físicas, reforçando a experiência presencial do aluno

Investimentos em equipamentos de nossos laboratórios, bibliotecas e outras instalações

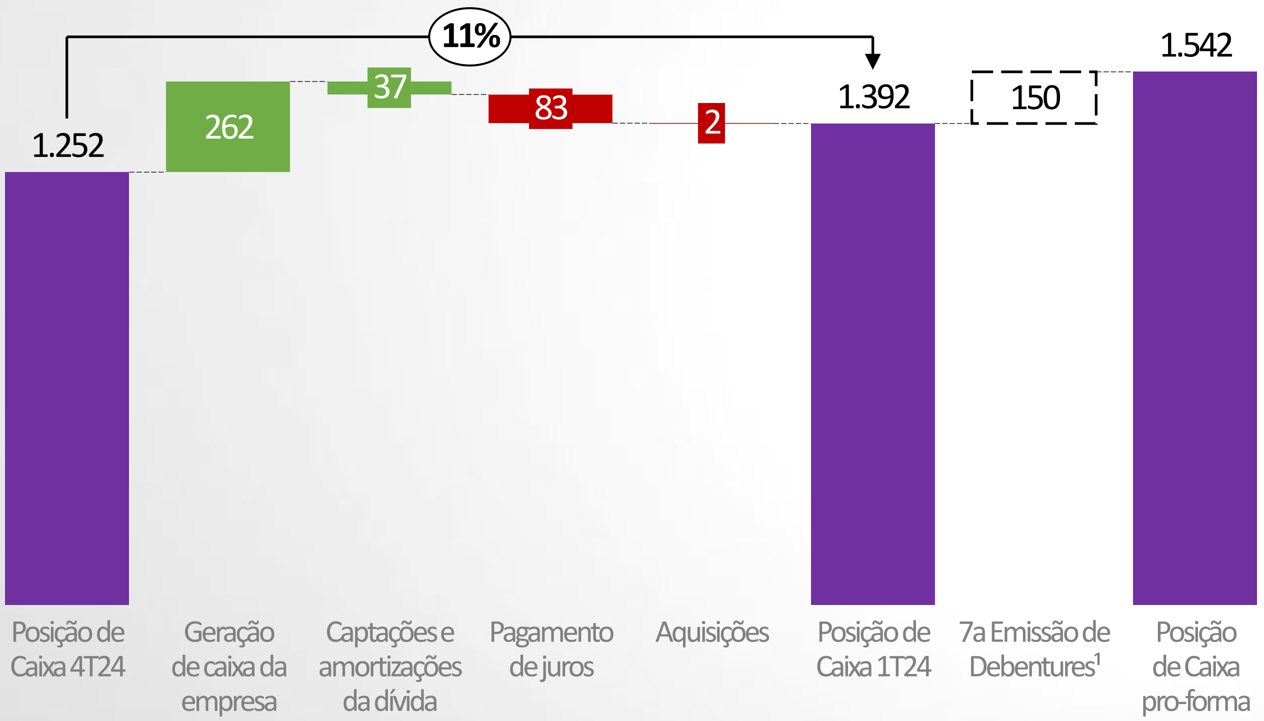
Resultado financeiro líquido foi impactado pelo aumento da taxa Selic





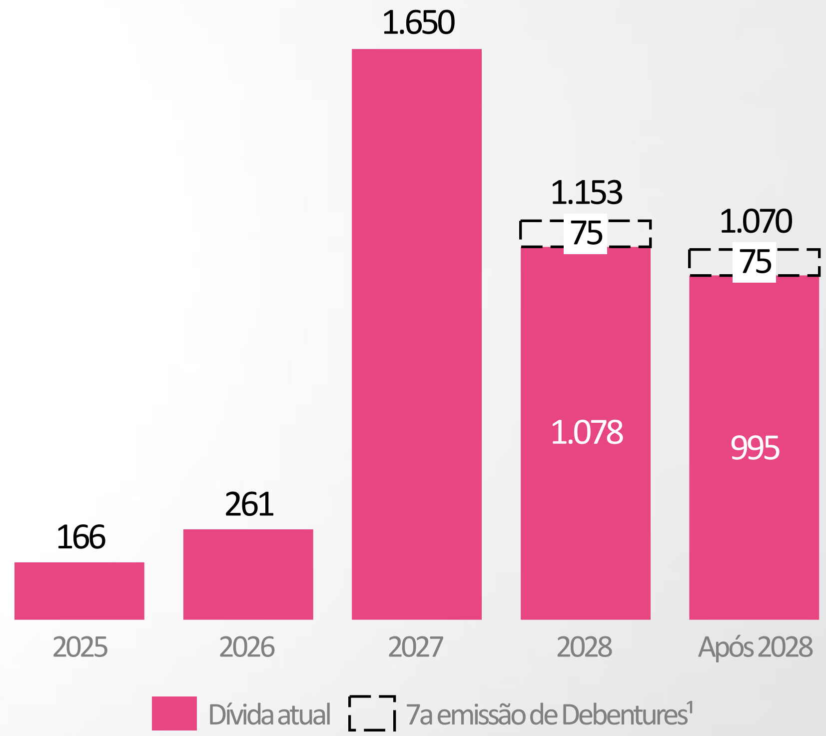
Mesmo em meio ao cenário macroeconômico mais desafiador, a sólida geração de caixa operacional reflete uma confortável posição de caixa

Evolução da Posição de Caixa (R$ milhões)



Cronogramas de amortizações da dívida ex-IFRS (R$ milhões)

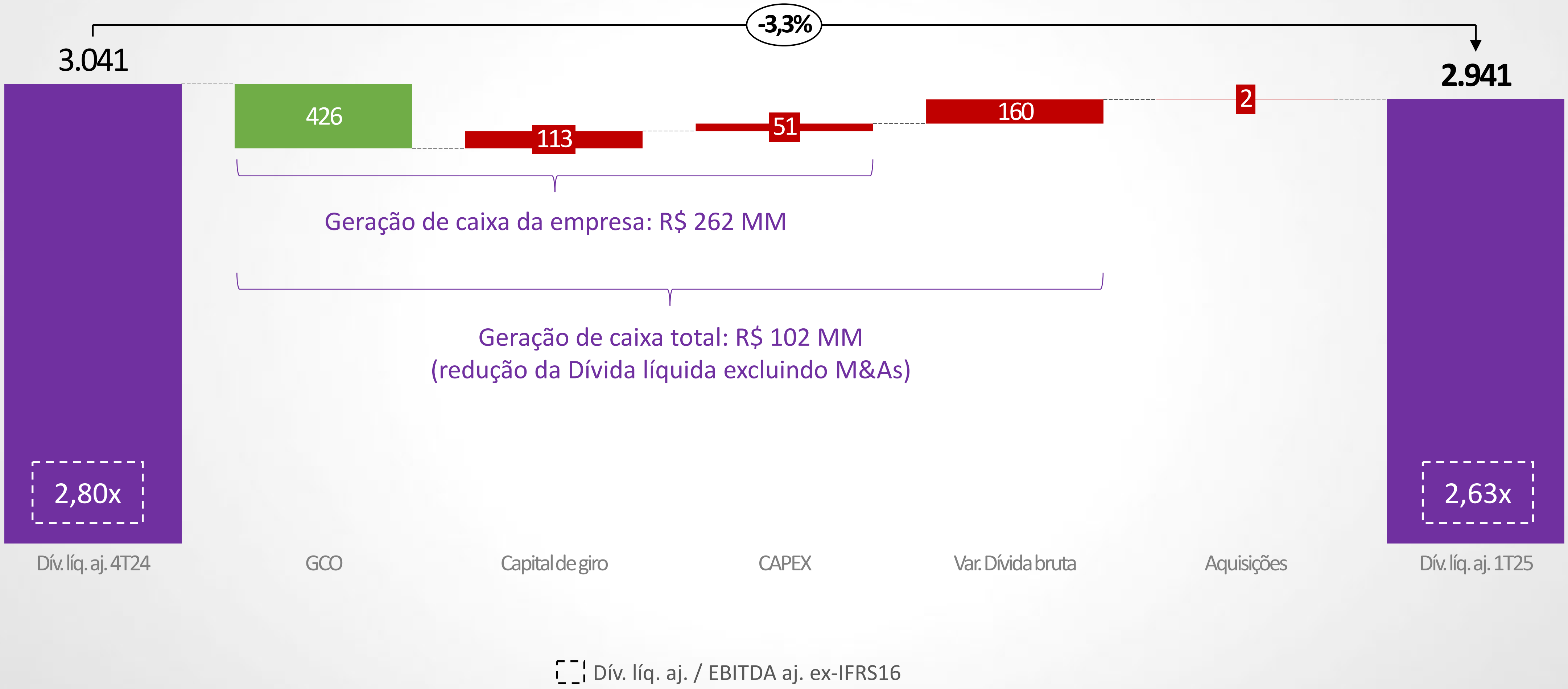
✓ Prazo médio da dívida em 3,86 anos (vs 3,39 anos no 1T24)



[1] 7ª Emissão de Debentures conforme Fato Relevante do dia 8 de maio de 2025.

Reduzimos a alavancagem para 2,63x ao final do 1T25, versus 2,80x ao final do 4T24, fruto do nosso foco em crescimento, eficiência e geração de caixa

Evolução da Dívida líquida ajustada (R$ milhões)



A 3ª onda da Ânima começou!

- Estamos comprometidos com o crescimento da base de alunos e a qualidade da receita
- Mantemos o foco na eficiência da nossa estrutura e na geração de caixa
- Temos compromisso com a experiência do aluno e a qualidade acadêmica

Obrigado!

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https://ri.animaeducacao.com.br/

1Q25 Earnings Presentation

May 9, 2025

Notice

The general and summarized information related to the activities carried out by Ânima Educação to date does not constitute in any way any invitation, offer or request to purchase shares.

This presentation may contain statements that express the mere expectations of the Company's management, as well as the forecast of future and uncertain events. Such expectations and/or forecasts involve risks and uncertainties and should not serve as a basis for making a decision regarding the acquisition of the Company's shares.

1Q25: The resumption of sustainable revenue growth

› We resumed the growth of Ânima

Ânima Core: +9.1%
intake growth vs 1Q24

Digital Learning: +7.2%
net revenue growth vs 1Q24

Inspirali: +9.8%
net revenue growth vs 1Q24

› We remain watchful on efficiency

R$360.5 MM adj. EBITDA ex-IFRS16
in 1Q25, +10.3% vs 1Q24

+1.7 p.p. adj. EBITDA margin ex-IRFS16
in 1Q25, reaching 34.7%

R$115.3 MM adj. net profit
In 1Q25, +10.2% vs 1Q24

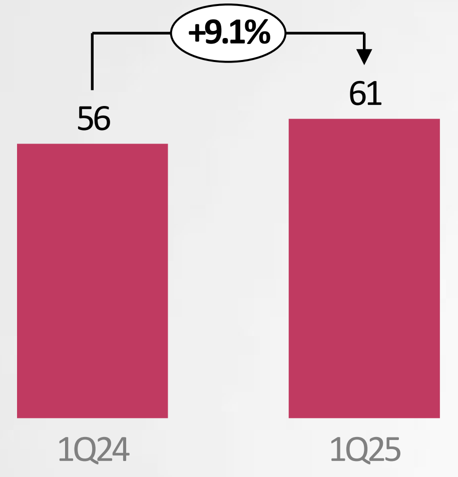
› We generated cash and reduced leverage

R$261.6 MM cash flow to firm
in 1T25

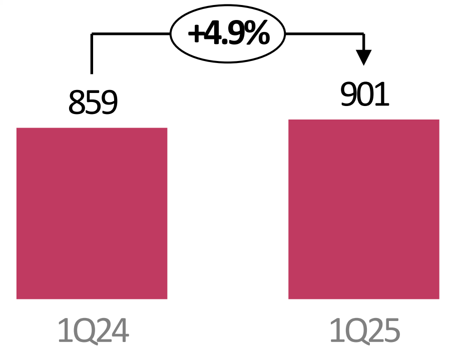
2.63x leverage in 1Q25 vs 2.98x in 1Q24

Core delivered positive intake, while maintaining ticket growth and reducing dropouts, leading to revenue growth and margin expansion

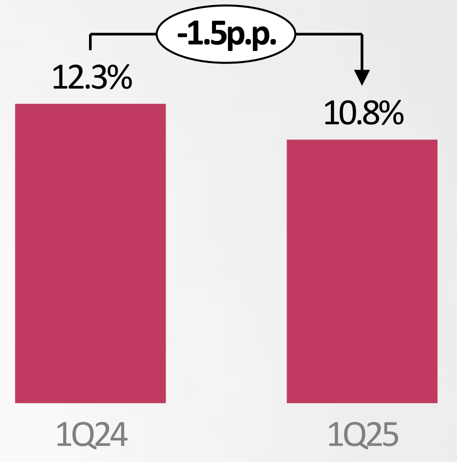
Academic Education Intake ('000)



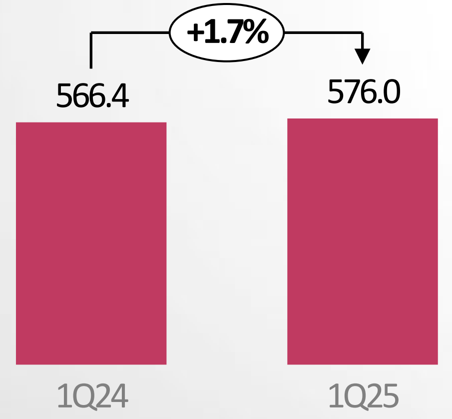
Academic Education Ticket (R$)



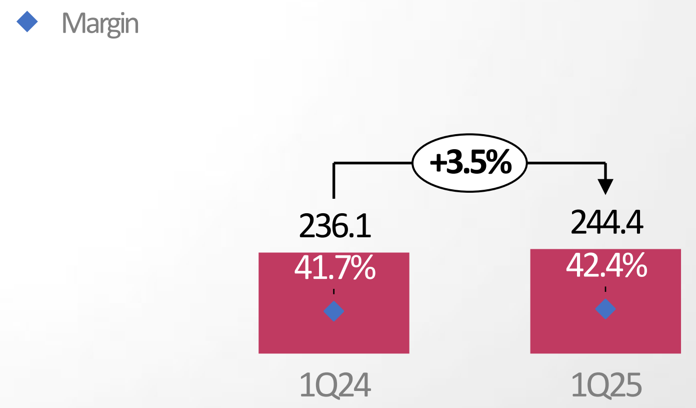
Dropout from Academic Education (%)



Net Revenue - Core (R$ million)

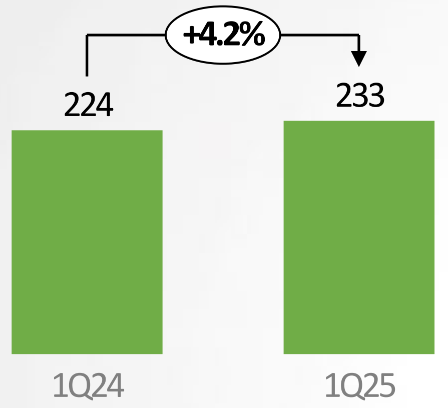


Operating result - Core (R$ million)

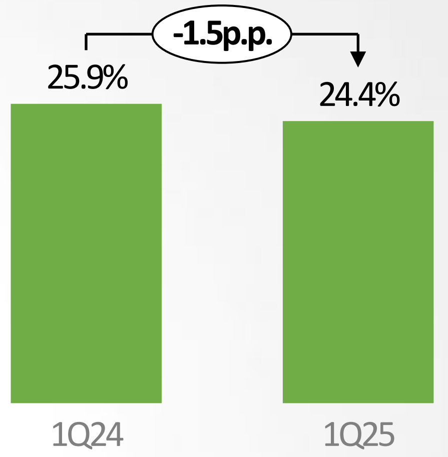


Digital Learning improved the same trends as the Core, with growth in net revenue and operating income

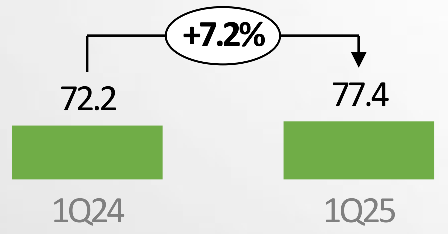
Academic Education Ticket (R$)



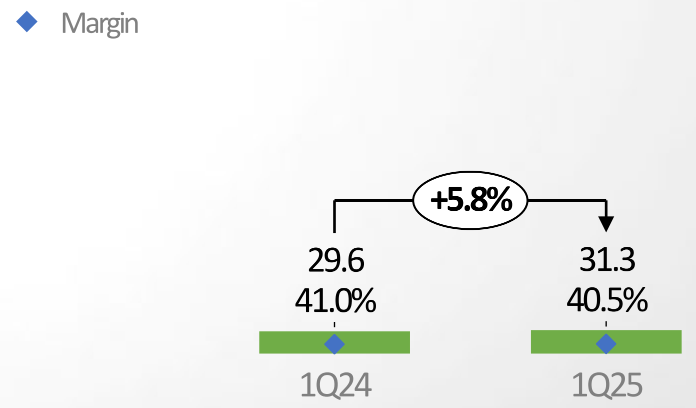
Dropout from Academic Education (%)



Net Revenue – Digital Learning (R$ million)

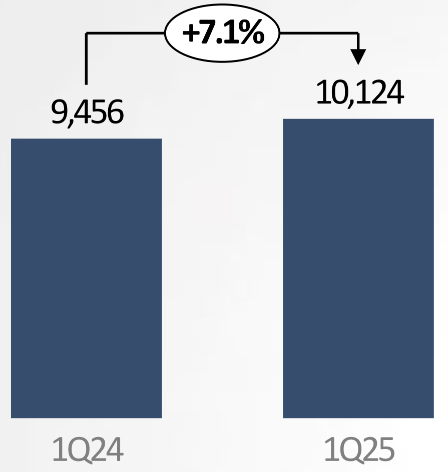


Operating result – Digital Learning (R$ million)

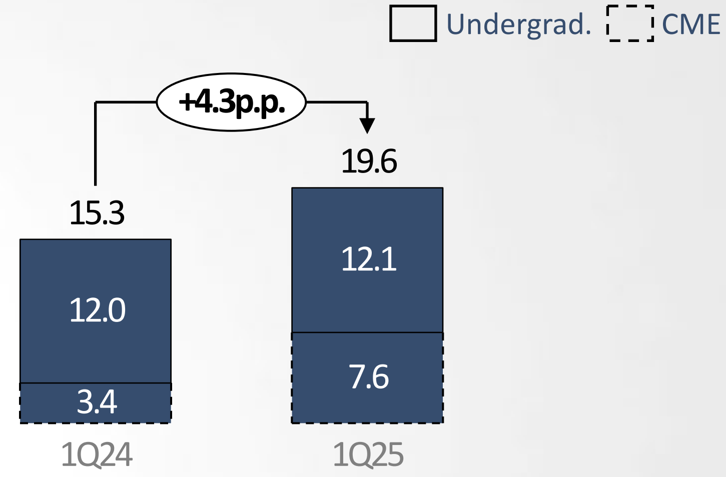


As Inspirali continues to experience strong revenue growth and margin expansion

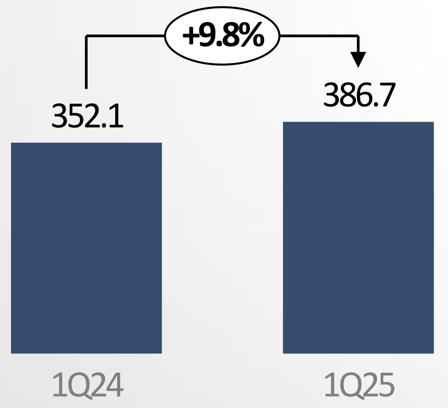
Academic Education Ticket (R$)



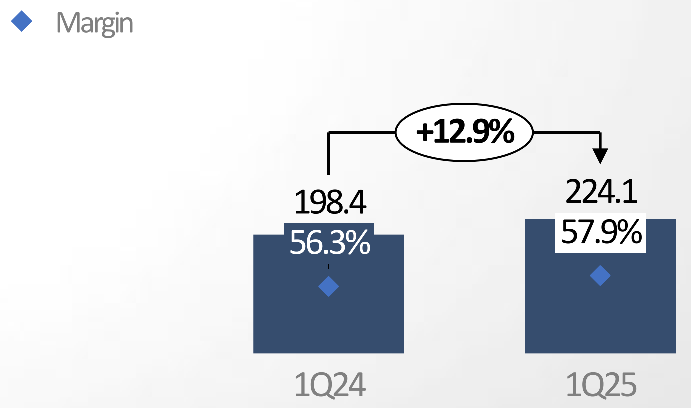
Student Base ('000)



Net Revenue – Inspirali (R$ million)



Operating result - Inspirali (R$ million)

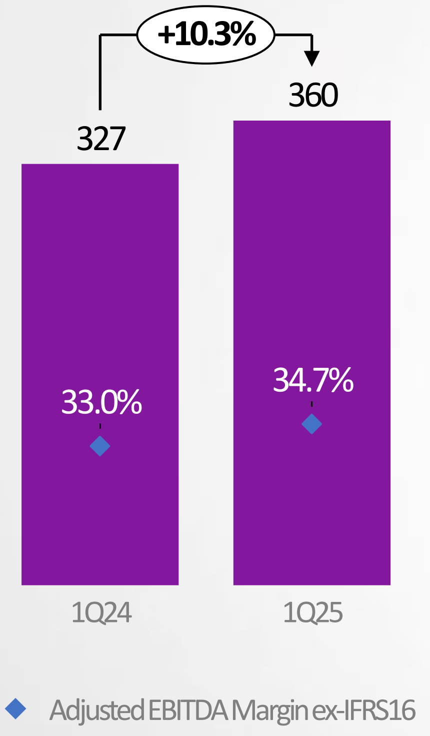


Our growth continues to be guided by discipline in execution

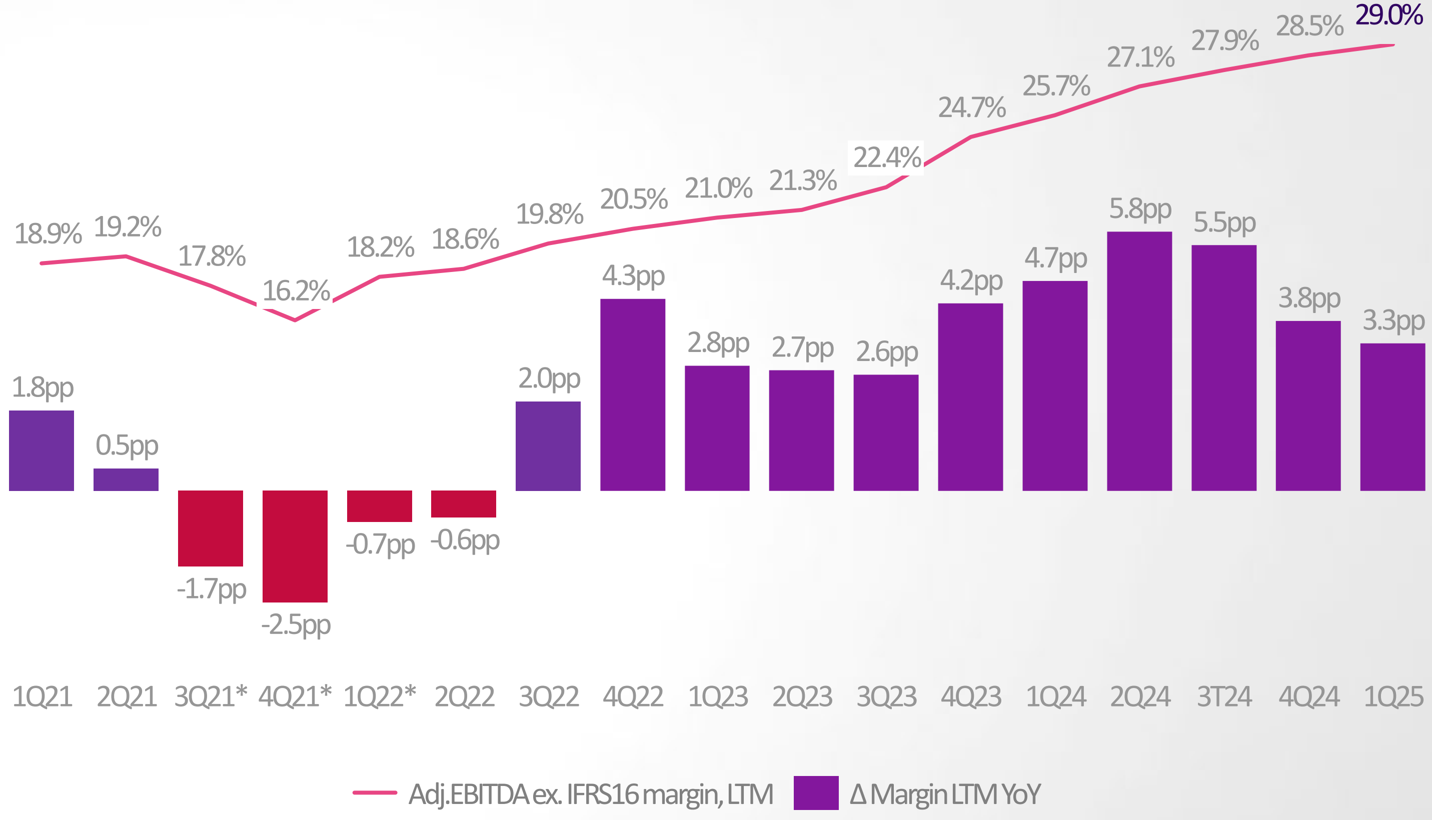
R$ million (except in %)	1Q25	% VA	1Q24	% VA	Δ 1Q25/ 1Q24	Δ VA
Net Revenue	1,040.1	*100.0%*	990.7	*100.0%*	5.0%	-
Teaching Cost	(186.3)	*-17.9%*	(182.8)	*-18.5%*	1.9%	0.6pp
Third Party Services	(56.8)	*-5.5%*	(53.3)	*-5.4%*	6.6%	-0.1pp
PDA	(52.1)	*-5.0%*	(52.5)	*-5.3%*	-0.8%	0.3pp
Marketing	(98.0)	*-9.4%*	(99.0)	*-10.0%*	-1.0%	0.6pp
G&A and Corporate Personnel	(74.7)	*-7.2%*	(74.2)	*-7.5%*	0.6%	0.3pp
Others	(72.4)	*-7.0%*	(64.8)	*-6.5%*	11.7%	-0.5pp
Operating Result	499.8	*48.1%*	464.1	*46.8%*	7.7%	1.3pp
Corporate Expenses	(68.2)	*-6.6%*	(68.2)	*-6.9%*	0.0%	0.3pp
Adjusted EBITDA	431.6	*41.5%*	395.9	*40.0%*	9.0%	1.5pp
Rent expenses	(71.1)	*-6.8%*	(68.9)	*-7.0%*	3.2%	0.2pp
Adjusted EBITDA ex-IFRS16	360.5	*34.7%*	326.9	*33.0%*	10.3%	1.7pp

Consolidated 1Q25 adjusted EBITDA ex-IFRS 16 was 10.3% higher than 1Q24, representing the 13th consecutive margin increase in the quarter

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

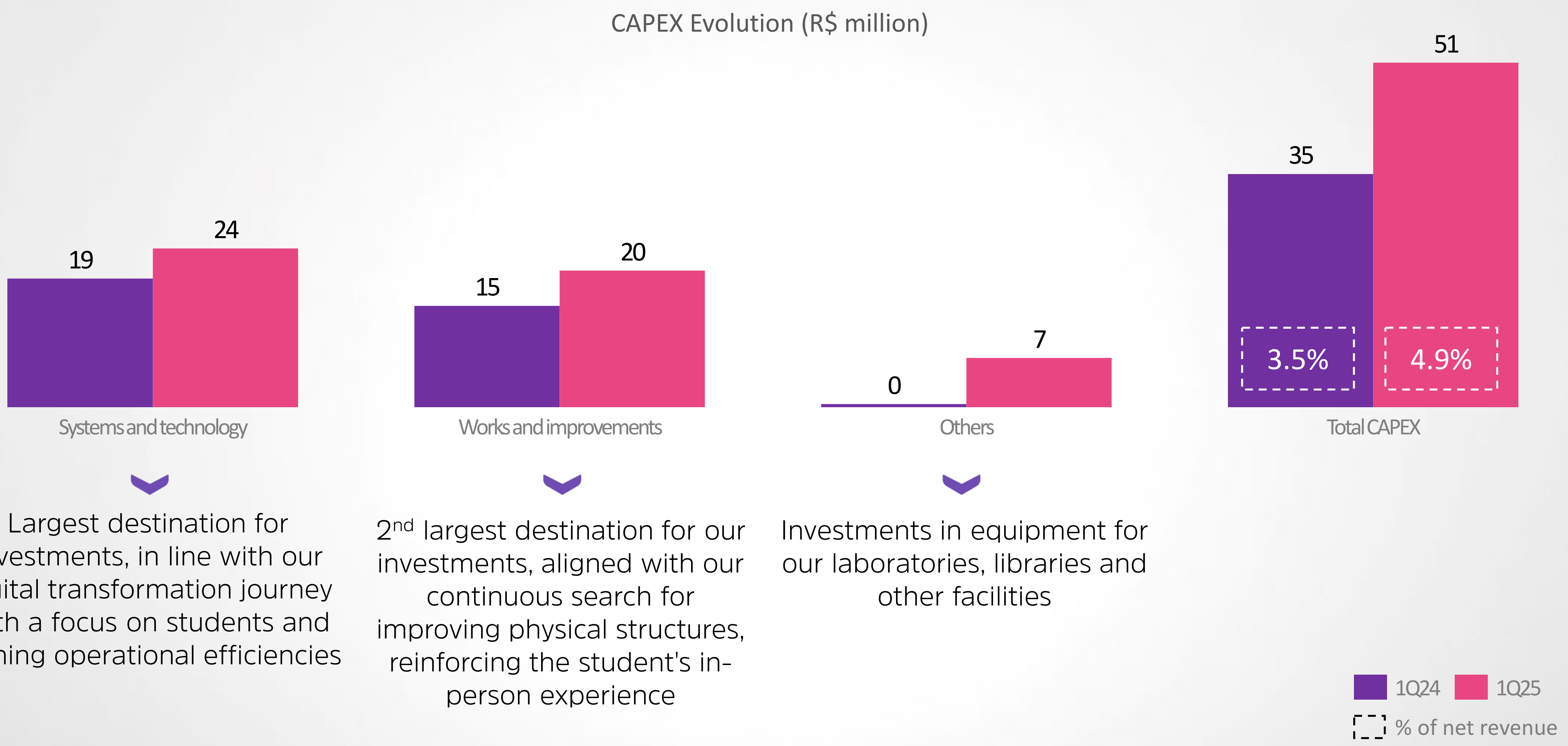


Adj. EBITDA ex-IFRS16 margin evolution LTM – normalized*



*Normalization: excludes reversals of non-cash provisions from 3Q21, in the amount of R$118.7 million.

We remain disciplined in our capital allocation, prioritizing investments that improve the student experience and increase operational efficiency

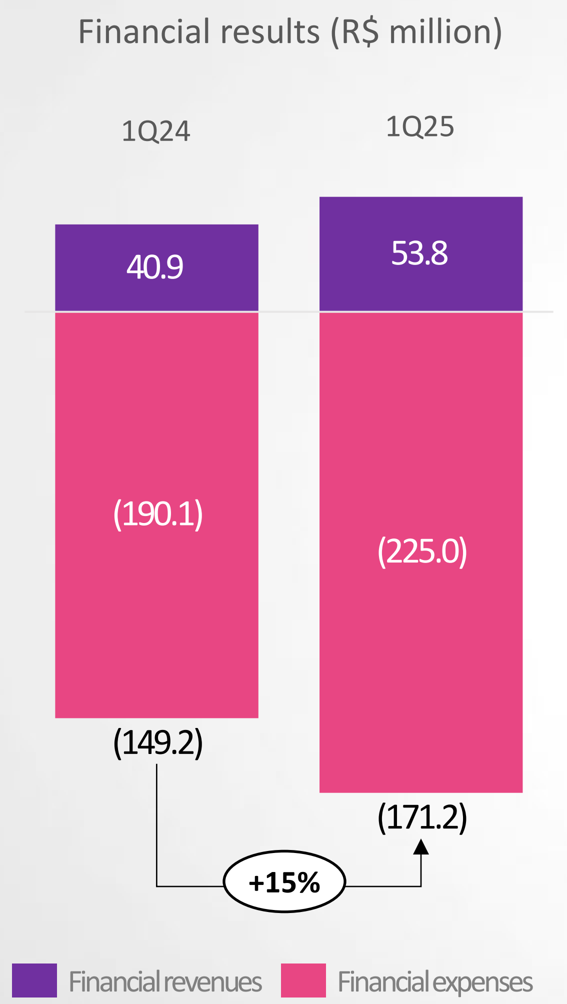


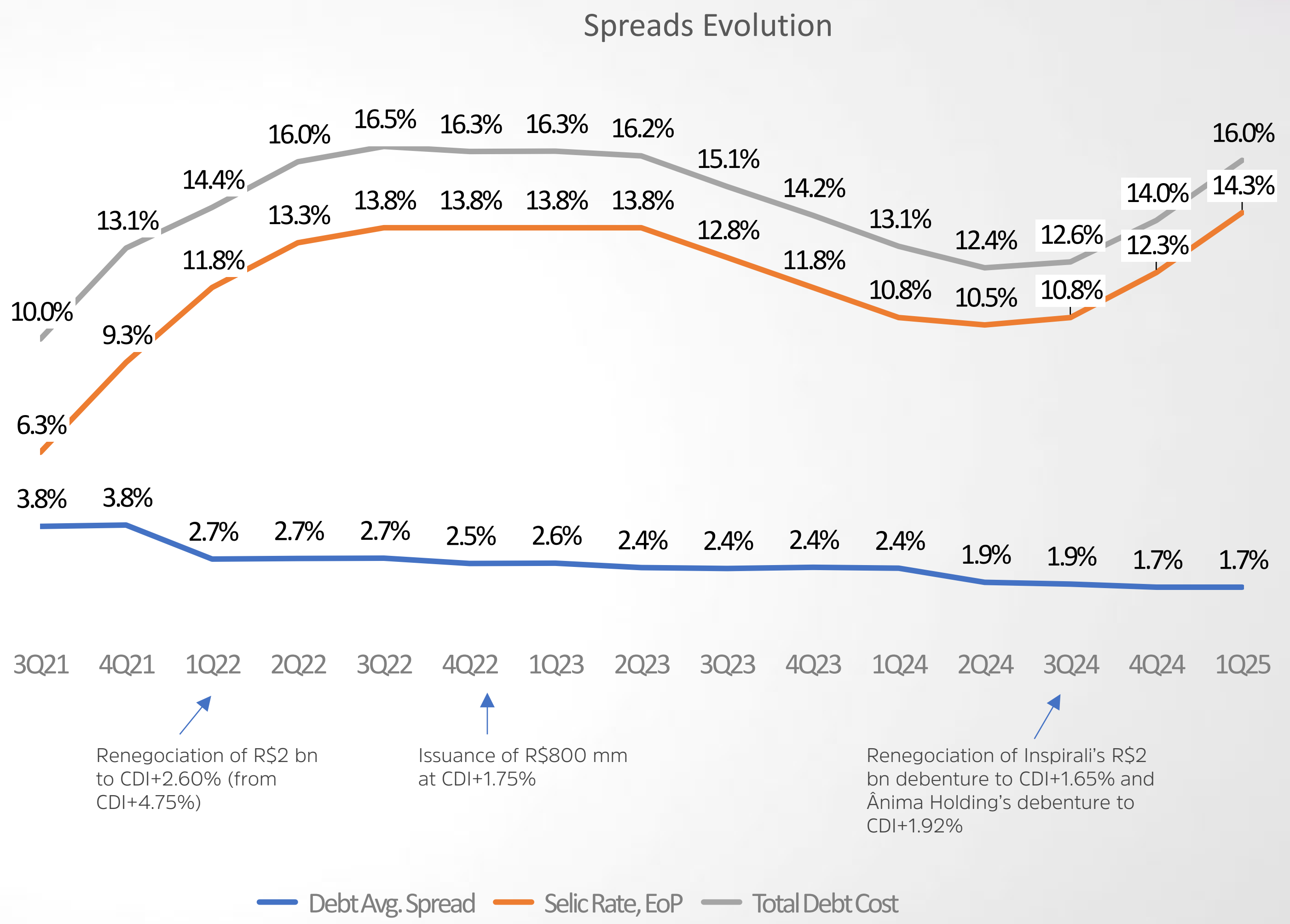
Largest destination for investments, in line with our digital transformation journey with a focus on students and gaining operational efficiencies

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

Investments in equipment for our laboratories, libraries and other facilities

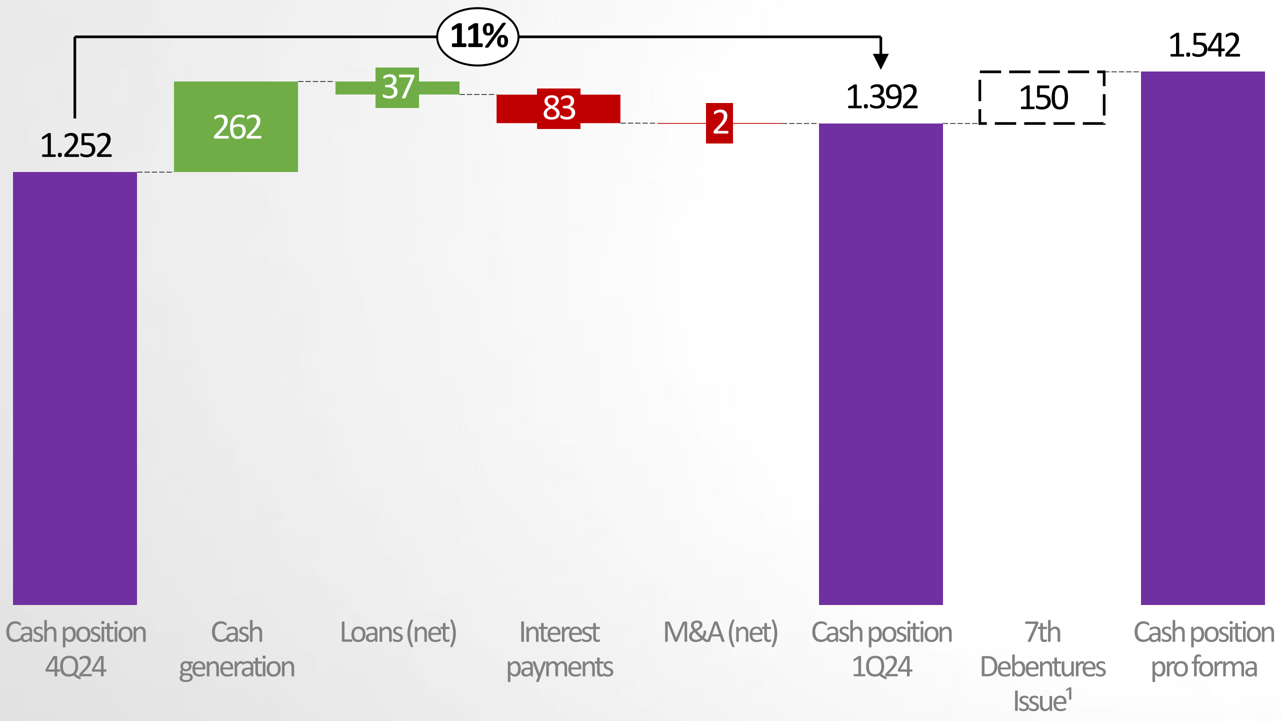
Net financial result was impacted by the increase in the Selic rate





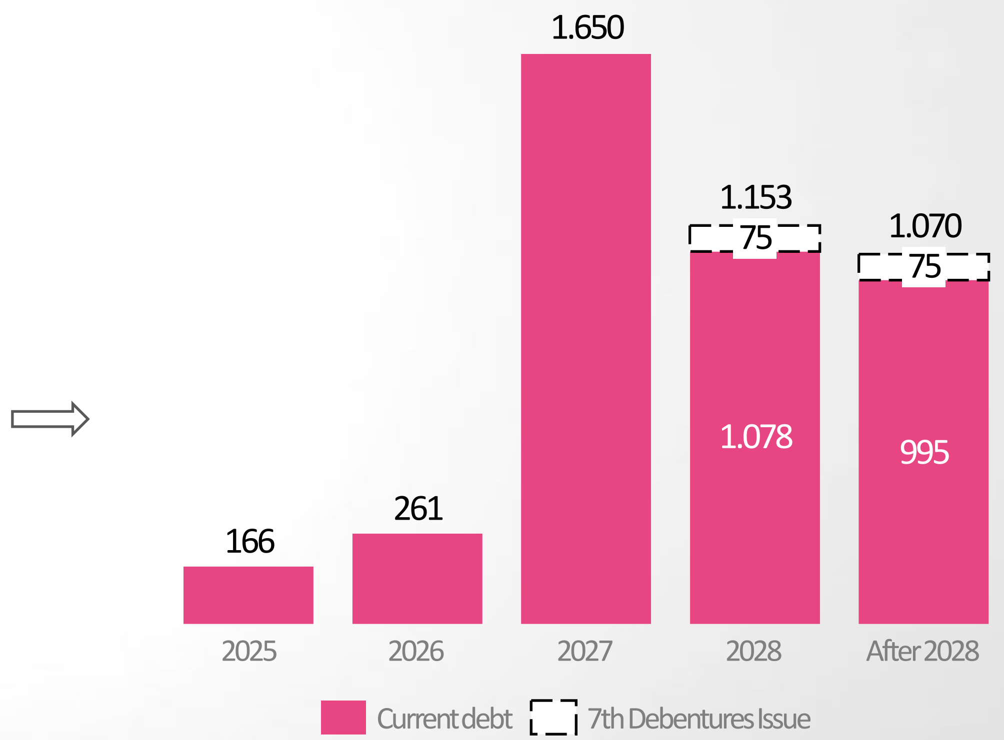
Even amidst the most challenging macroeconomic scenario, solid operating cash generation reflects a comfortable cash position

Cash position evolution (R$ million)



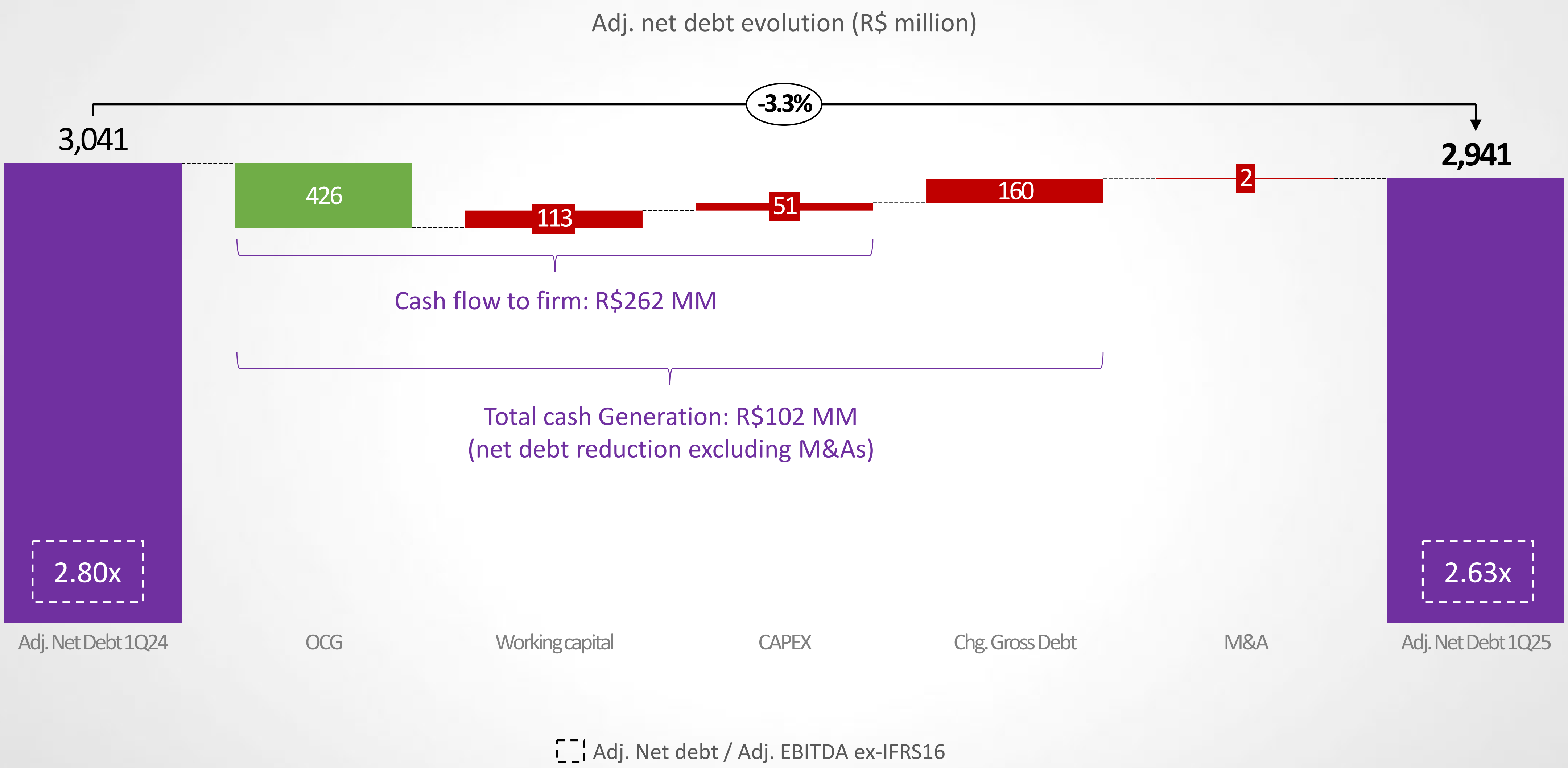
Debt ex-IFRS amortization schedules (R$ million)

✓ Average debt tenor at 3.86 years (vs 3.39 years in 1Q24)



[1] 7th Issue of Debentures as per Material Fact of May 8, 2025.

We reduced leverage to 2.63x at the end of 1Q25, versus 2.80x at the end of 4Q24, as a result of our focus on growth, efficiency and cash generation.



The Ânima's 3rd wave has started

- We are committed to growing our student base and to the quality of the revenue
- We remain focused on the efficiency of our structure and in the cash generation
- We are committed to student experience and academic quality

Thank you!

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https://ri.animaeducacao.com.br/

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