

Education: access and retention

At Kroton, we understand the potential that Higher Education has to fight social inequalities and accelerate the country's development. We believe that higher education allows us to expand opportunities so that each one may achieve their dreams and accomplish their life projects.

Therefore, we continuously seek to develop and offer tools to help the student overcome the existing difficulties when accessing higher education.

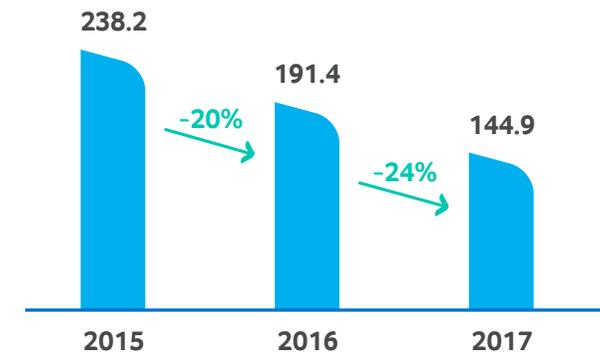
We highlight some of the main tools :

Prouni (The 'University for All' Program) of the Ministry of Education (MEC). Created in 2004, it offers scholarships in private institutions to students from lower--income families. In 2017 there were 163,099 students in this type of program.

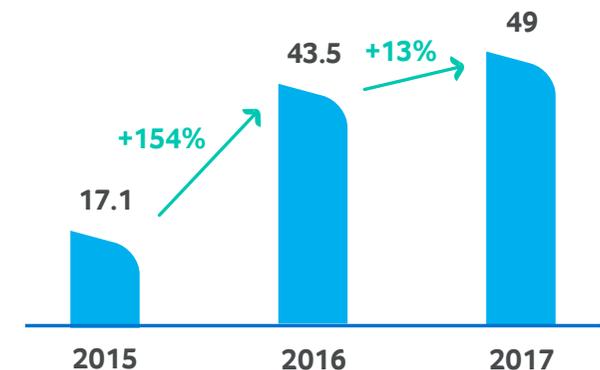
FIES (Student Financing Fund), offered by MEC to students of private higher education institutions. As of 2015, however, the Brazilian government has changed the access rules to FIES and drastically reduced the number of students who have been using the program over the years. In 2017, there were new changes to FIES. With the decrease in student's entrance using the FIES and the graduation of those who used the funding in previous years, the number of students with access to the Fund reached 144,878, representing a 39% drop since 2015. In 2017, Kroton had 323,093 students with active registrations belonging to FIES.

PEP (Private Special Installment Plan), created by Kroton to offer a new option for students who need funding as an alternative to the restrictions of the government program. We started offering this alternative in 2015, offering pre-approved and interest-free installments, with payment only after graduation. The program has two types - PEP 30 and PEP 50 - through which the student can finance 70% or 50% of their program, respectively.

Students with access to FIES (thousand)



Students with access to PEP (thousand)



In 2017, we also started to offer the PMT (Late Enrollment Installment Plan), also known as Temporary PEP, allowing students who have started attending classes after the classes have begun to pay their tuition relative to months prior to their enrollment in installments.

In addition, through a partnership with Banco Santander's Universities Program, we offer different international mobility scholarship programs and a support program for the payment of university tuition.

"Kroton's selective process and follow-up in our initiatives allows students with academic excellence and unfavorable socio-economic conditions to access international opportunities and the job market." Ronaldo Rondinelli, Director of Santander Universities.

In 2017, scholarships offered by the program included 118 students. In the Top Spain Program, three students and two teachers were awarded a scholarship to improve their knowledge in Spanish language and culture through a three-week course in the July 2017 vacations, in one of Europe's most traditional institutions - the Universidad de Salamanca.

"The exchange was certainly one of the richest things I could experience in terms of expanding my expectations and worldview. Salamanca is what we can call a little piece of the world within Spain; I met Brazilians, Spanish, Mexicans, Russians, Chinese, Japanese, Americans, English, Germans,

French, Israelis, Arabs among many others. I have met places and people who have shown the world to me from a new perspective. I definitely did not go to Spain just to learn Spanish; I learned to speak to the world. I simply can't get enough of it, it's great to be recognized for our efforts. In this sense, I'm increasingly motivated to strive and to be a good student."

Eric Koiti Gunji da Silva. Business Administration student at Unopar Boulevard (PR). Check out the award video of the Top Spain Program: <https://bit.ly/2ypGCH2>

"Living the experience of this exchange provided by Santander in partnership with Kroton was incredible. The Spanish course offered was excellent, with very attentive teachers who made every effort to explain the Spanish language grammar. Also the exchange provided the interaction between students and teachers coming not only from the most diverse regions of Brazil but also from the world, being of extreme importance for my personal development and the breaking down of prejudices, paradigms and barriers." Bianca Neves Tavanielli. Law student at Anhanguera Leme (SP).

"The exchange program in Salamanca in Spain was an incredible experience that I will keep for the rest of my life. It was a unique opportunity to improve my language skills and learn a little about Spanish culture. Three intense weeks with lots of learning and study. No words to describe how enriching it was for my professional and personal life. Definitely a life experience that will stay in my memory." Victor Paula Bartoli. Mining Engineering student at Faculdade Pitágoras Raja Gabaglia (MG).

The Fórmula Santander and Ibero-Americanas programs benefited 33 students with scholarships in the amounts of R\$ 16.7 thousand and R\$ 10 thousand, respectively, making it possible for our students to participate in international exchanges in renowned universities. Check out the award video of the Fórmula Santander Program: <https://bit.ly/2MlxHUy>

“During my graduation period, I had the privilege of participating in a student exchange program at Faculdade Pitágoras in partnership with Santander, in Buenos Aires, Argentina. No doubt, there are many benefits and advantages arising from this experience. Beyond the possibility of improving my skills and understanding of a new language, studying abroad is the guarantee of receiving numerous personal benefits at the same time as it boosts your curriculum. The main lesson I learned was to value everything I have achieved and the efforts we put into making our dreams come true. With work, dedication, patience and faith, whatever is for our training will happen. For those people who dream of doing student exchange, my message is: ‘Just go! You will not regret it!’” Jéssica Lima. Business Administration student at Pitágoras Betim (MG).

In the Programa Bolsas Nacionais (National Scholarship Program), we had the opportunity to carefully select students with excellent academic performance and low socioeconomic status to receive financial support, in the amount of R\$ 300 per month, for a year, intended for tuition payment at the educational institution.

“Initiatives like these are praiseworthy because they encourage and awaken the courage to continue walking in pursuit of our personal and collective goals. I am grateful for being benefited with this Scholarship, which will lead me towards professional and personal success.” Rogério Monteiro. Production Engineering student at Unime Salvador (BA).

“This scholarship will contribute to my academic background and especially to my professional and personal development. About three months ago, I thought about taking time out of college since I was unemployed and relying only on my husband’s salary, I was not able to keep the monthly payments. But I needed to finish college to get an improvement in my personal and professional life. Thanks to this scholarship I can continue my studies and train to be a great professional.” Luciana Batista da Silva Stacchini. Arts student at the Unopar Center - Rio de Janeiro VIII – Padre Miguel (RJ).

All these actions are promoted by the Company, in order to stand with the students, supporting their journey and achieving their goals.



Engineering students at Pitágoras School, Bolsa Fórmula Santander winners. From left to right: Rodrigo Ferreira; Joyce Assis Silva; Grasielle Custódio Superbi