



IDP Education

Annual General Meeting, 20 October 2020



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Peter Polson Chairman

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FY20 Performance highlights

Solid performance despite COVID-19 headwinds in Q4

Revenue

↓ \$587 m

down 2%

EBIT

↑ \$107.8 m

Up 11%

NPATA

↑ \$70.4 m

Up 3%

Cash Balance

↑ \$307 m

As at 30 June 2020



Andrew Barkla
Chief Executive Officer and Managing Director

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Digital Campus Launch, November 2019



COVID-19: How we responded

Stayed connected to our customers

Global counselling teams remained in place to support students through uncertainty

Authoritative content and SEO driving organic web enquiries and a 39% reduction in cost per lead

IDP Connect research providing critical insights to clients and policy makers on student motivations and intentions

Prudent and decisive capital management

\$254m equity raise and \$175m working capital facility enhanced balance sheet strength

Disciplined cost control measures delivered \$35m of overhead savings in H2 vs H1

Reprioritised capital expenditure to strategic programs in line with transformation vision

Accelerated digital transformation

Rapid innovation enabled by investment in digital capability

- 60,000 students attended more than 660 virtual events
- IELTS Indicator introduced in 70+ countries at the peak of restrictions
- 35,000 virtual counselling sessions delivered

Trading update

Operational Status*

- ~70% of IDP's IELTS network capacity has been reinstated
- All student placement offices (excl Melbourne) have re-opened
- English Language Teaching schools have reopened in Cambodia and Vietnam

Destination Updates

- H1 FY21 student placement volumes for UK and Canada expected to be lower than pcp but opportunity exists for rebound in H2
- Canada has recently announced exemptions to travel bans for international students
- Travel to the UK remains unrestricted
- Too early to assess size of 2021 semester one intakes for Australia

**As at 13 October 2020*



- Accelerated digital transformation
- Guided by our vision
- Connected to our customers
- Driven by a commitment to empower more people to access global education

