

IDP Education Annual General Meeting, 20 October 2020



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Note: All financial amounts contained in this presentation are expressed in Australian dollars unless otherwise stated. Any discrepancies between totals and the sum of components in tables contained in this Presentation are due to rounding.





Peter Polson Chairman



FY20 Performance highlights

Solid performance despite COVID-19 headwinds in Q4

Revenue

EBIT

NPATA

Cash Balance



\$587 m

down 2%

1

\$107.8 m

Up 11%



\$70.4 m

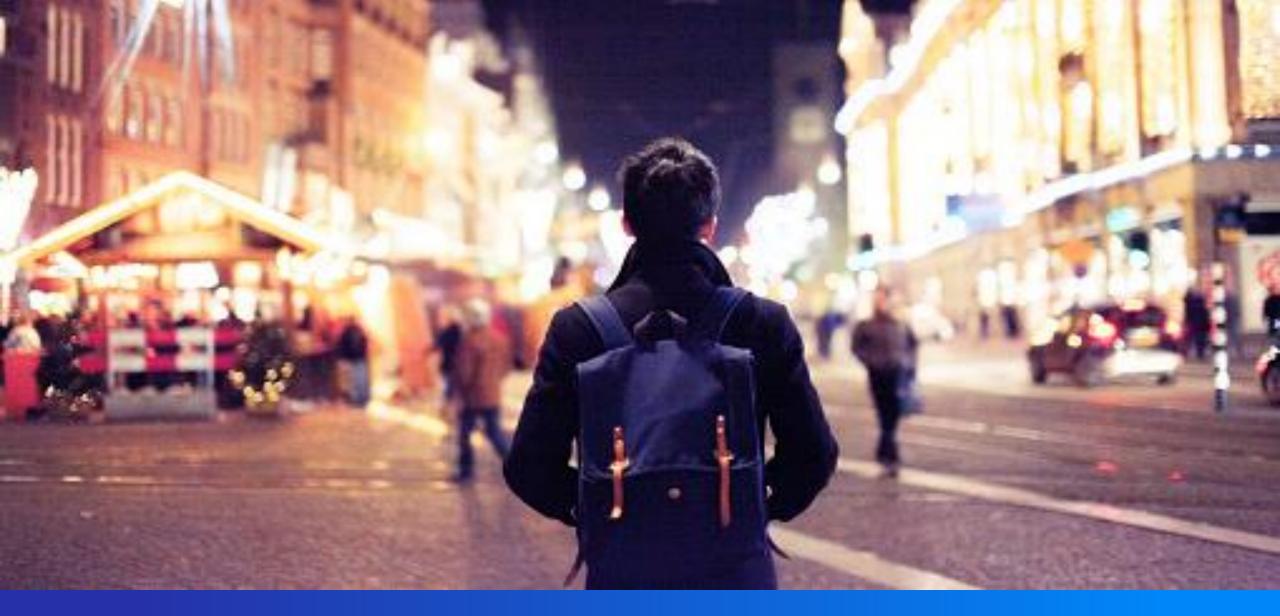
Up 3%



\$307 m

As at 30 June 2020





Andrew Barkla Chief Executive Officer and Managing Director





Digital Campus Launch, November 2019



COVID-19: How we responded



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 reopened
- 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



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

