



# Full Year Results

IDP Education

2024

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# Agenda

FY24 Highlights

FY24 Financial Results

Industry & Strategy

Summary

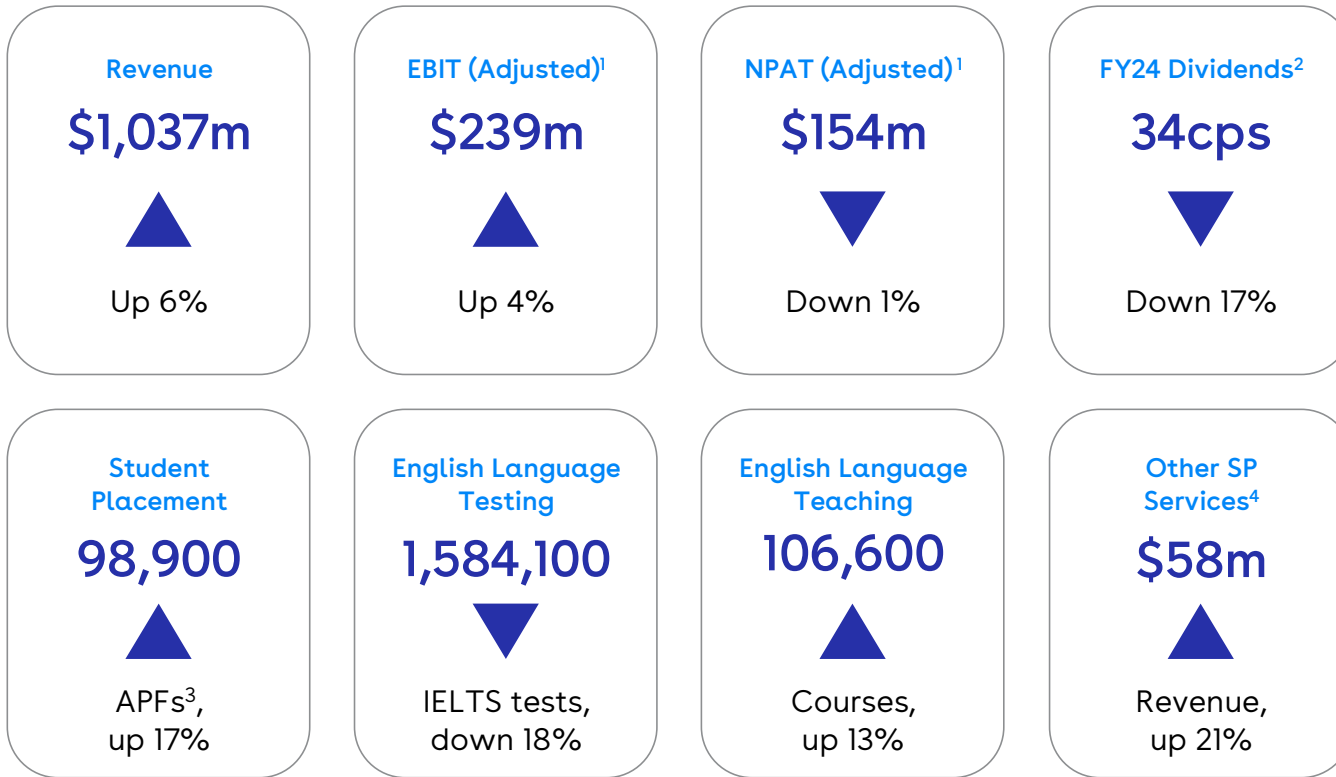
Appendices



# FY24 Highlights



# Strong performance despite challenging market conditions



**Our global scale and unique offering** means we are the leading player in a large market

**Our focus on quality** ensures we are well-placed to navigate changing market conditions

**Maintaining a disciplined approach to costs** to reflect short-term market conditions

**A clear strategy and a targeted approach to investment** to drive long-term value for shareholders

<sup>1</sup> EBIT (Adjusted), NPAT (Adjusted) excludes intangible asset amortisation generated from business combinations, M&A related expenses, unrealised FX losses, credit loss provision for customers in countries subject to foreign exchange controls and costs associated with business restructuring

<sup>2</sup> Dividends declared in FY24 includes a 25 cent per share (cps) interim dividend and a 9 cent per share final dividend

<sup>3</sup> APF is the number of Application Processing Fees, being the fee IDP Education receives from its client education institutions for placing students into a course

<sup>4</sup> Other student placement (SP) services includes revenue from Digital Marketing, Events and The Ambassador Platform

# FY24 Financial Results



# Summary income statement

## Income Statement

Twelve Months to 30 June	Full Year Actuals		Growth		Constant Currency Growth (%) <sup>#</sup>
	FY24	FY23	\$m	%	
Student Placement	508.3	399.0	109.4	27%	24%
Placements*	450.4	351.2	99.2	28%	25%
- Australia	193.3	152.0	41.3	27%	27%
- Other Destinations	257.1	199.2	57.9	29%	24%
Other Services**	58.0	47.8	10.2	21%	17%
English Language Testing	485.1	545.5	-60.3	-11%	-11%
English Language Teaching	39.8	33.4	6.4	19%	16%
Other	4.0	4.1	-0.1	-3%	-5%
<b>Total Revenue</b>	<b>1037.2</b>	<b>981.9</b>	<b>55.3</b>	<b>6%</b>	<b>5%</b>
Direct Costs	374.4	368.0	6.4	2%	0%
Gross Profit	662.8	613.9	49.0	8%	8%
Overhead costs	397.0	342.6	54.4	16%	15%
Share of Profit/(Loss) of Associate	-0.1	-0.1	0.0	1%	15%
<b>EBITDA</b>	<b>265.8</b>	<b>271.2</b>	<b>-5.4</b>	<b>-2%</b>	<b>-2%</b>
Depreciation & Amortisation	51.2	48.8	2.4	5%	5%
Amortisation of Acquired Intangibles	4.3	1.6	2.6	159%	141%
<b>EBIT</b>	<b>210.3</b>	<b>220.7</b>	<b>-10.4</b>	<b>-5%</b>	<b>-4%</b>
<b>EBIT (Adjusted)***</b>	<b>239.4</b>	<b>230.3</b>	<b>9.1</b>	<b>4%</b>	<b>5%</b>
Net finance expense	-21.5	-13.4	-8.2	-61%	-60%
Profit before tax	188.8	207.3	-18.5	-9%	-9%
Income tax expense	55.3	58.2	-2.9	-5%	-6%
<b>NPAT</b>	<b>133.5</b>	<b>149.1</b>	<b>-15.6</b>	<b>-10%</b>	<b>-10%</b>
<b>NPAT (Adjusted)***</b>	<b>154.3</b>	<b>155.9</b>	<b>-1.6</b>	<b>-1%</b>	<b>0%</b>

\* Placements revenue includes all commissions received from institutions for the placement of a student into a course plus any fees paid by students for our services or revenue generated via sale of a "Student Essentials" product

\*\* Other services related to Student Placement includes all revenue received from institutions for digital marketing, events, consultancy and data services, or peer-to-peer marketing via The Ambassador Platform

\*\*\* EBIT (Adjusted), NPAT (Adjusted) excludes intangible asset amortisation generated from business combinations, M&A related expenses, unrealised FX losses, credit loss provision for customers in countries subject to foreign exchange controls and costs associated with business restructuring

# "Constant Currency Growth" is calculated by restating the prior comparable period's financial results using the actual FX rates that were recorded during the current period

- Total revenue of A\$1,037m representing growth of 6%
- Strong performances in Student Placement and English Language Teaching offset by a decline in revenue for English Language Testing
- Revenue from all student placement related services up 27%
  - Revenue from Placements up 28% and revenue from Other student placement services up 21%
  - Placements revenue growth was strongest for Canada (+40%), USA (+36%) and Australia (+27%) with UK (+18%) also a key contributor
- IELTS revenue down 11% driven by lower volumes in India partially offset by volume growth in the rest of the world and strong increases in average price
- English Language Teaching revenue up 19% underpinned by volume growth in Cambodia
- Overheads costs include a number of abnormal or non-recurring items totalling A\$24.8m (reconciliation provided on page 26)
- EBIT and NPAT after adjusting for these items were
  - EBIT: \$239.4m up 4%
  - NPAT: \$154.3m down 1%
- Final dividend declared of 9 cents per share bringing full year declared dividends to 34 cents per share which is down 17%

# Summary of key operational metrics

## Key operational metrics

Twelve Months to 30 June	Full Year Actuals		Growth		Constant Currency Growth (%)***
	FY24	FY23	'000s / \$	%	
<b>Volumes (000s)*</b>					
Placements	98.9	84.6	14.3	17%	
- Australia	40.7	35.4	5.2	15%	
- Other Destinations	58.3	49.2	9.1	19%	
English Language Testing	1,584.1	1,932.5	-348.4	-18%	
English Language Teaching	106.6	94.3	12.3	13%	

## Average Prices (A\$)\*\*

Placements	4,553	4,151	402	10%	7%
- Australia	4,755	4,290	465	11%	11%
- Other Destinations	4,412	4,050	361	9%	5%
English Language Testing	306	282	24	9%	9%
English Language Teaching	373	354	19	5%	3%

\* Volumes for each category are as follows:

- Placements volume is the number of Application Processing Fees (APFs), being the fee IDP Education receives from its client education institutions for placing students into a course. The volume does not include students placed into clients for which we do not receive a commission
- English Language Testing volumes is the number of tests conducted across all test types
- English Language Teaching volumes is the number of courses which students enrol in during the period

\*\* Average Price is total revenue for each category divided by total volumes

\*\*\* "Constant Currency Growth" is calculated by restating the prior comparable period's financial results using the actual FX rates that were recorded during the current period

## Student Placement Volumes

- Total student placement volumes up 17%
- Volume growth to each destination with Canada up 31%, USA up 26%, Australia up 15% and UK up 3%
- Strong growth in H1 offset by policy and visa changes and uncertainty in H2 which impacted demand and conversion

## IELTS Volumes

- IELTS volumes down 18% primarily due to lower volumes in India partially offset by growth in other markets
- Indian IELTS volumes down 42% reflecting weaker industry conditions and increased competition
- The Indian market has been impacted by negative test taker sentiment towards key destination markets following a series of regulatory changes and ongoing visa approval and processing issues
- Outside of India, IELTS volumes were up 12% with strong performance from key growth markets including Vietnam, Pakistan and Indonesia alongside good growth in IDP's "onshore" markets, Australia and Canada

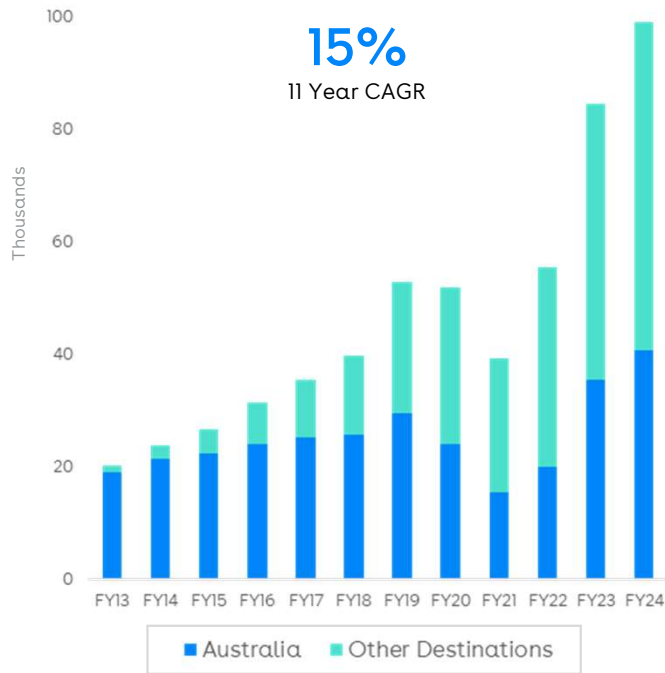
## Average Price

- Average student placement price increased by 10% driven by client commission rate increases, higher tuition fees and FX benefits from a weaker Australian dollar
- IELTS average price increased by 9% reflecting underlying price increases taken in the majority of markets along with a mix shift towards higher priced markets

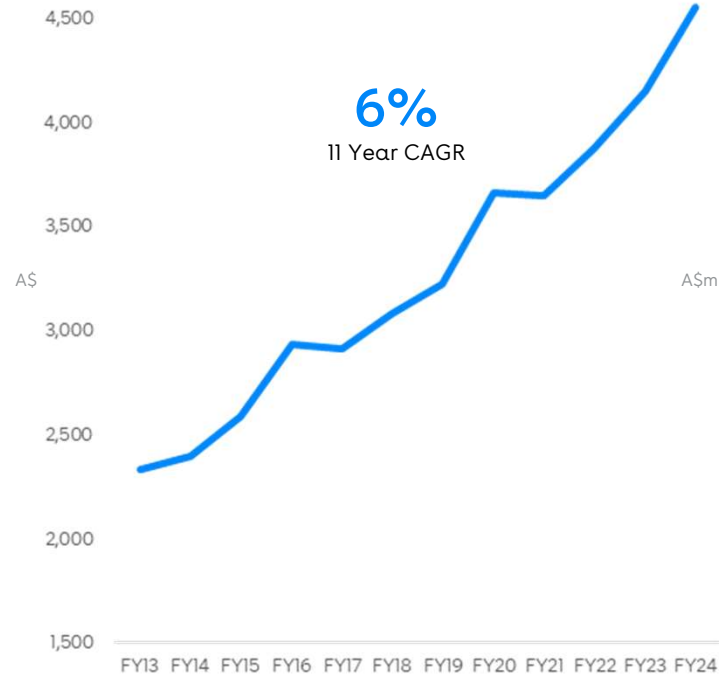


# Strong student placement volume and price growth

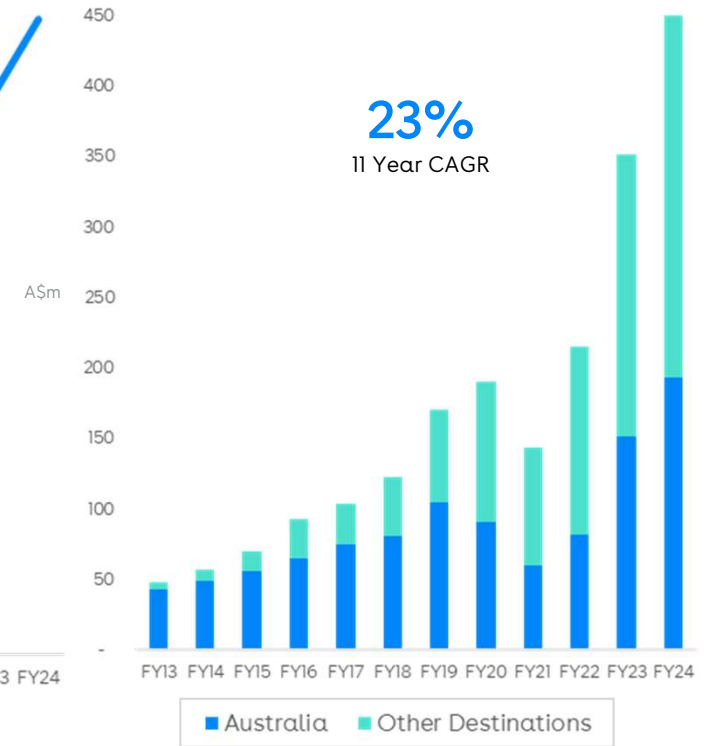
Placements Volumes\*



Average Placements Price\*\*



Placements Revenue\*\*\*

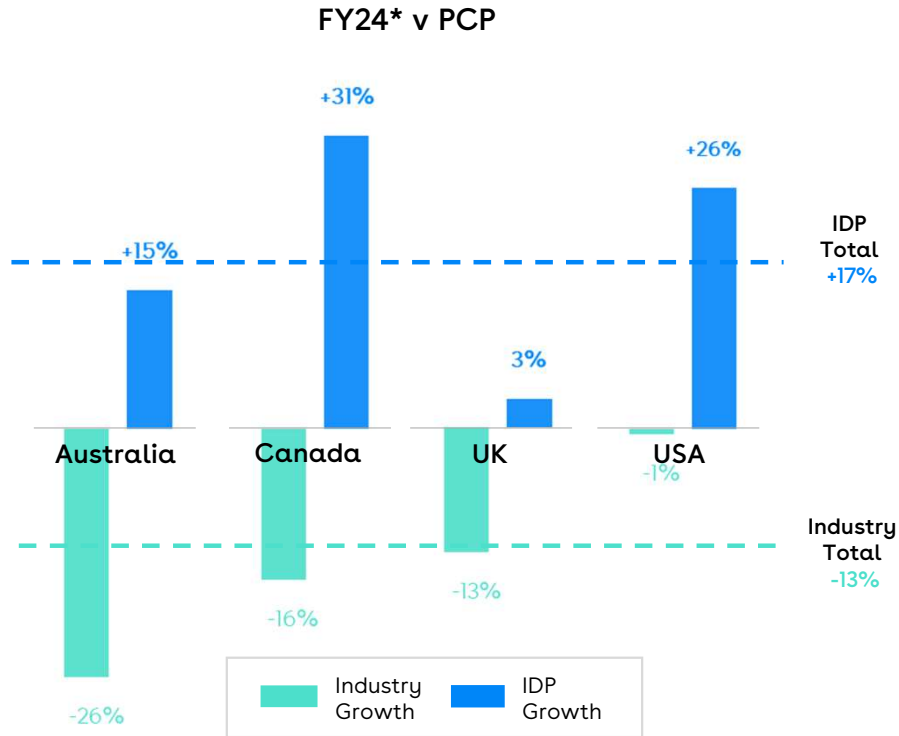


\* Placements Volumes is the number of Application Processing Fees (APFs), being the fee IDP Education receives from its client education institutions for placing students into a course  
 \*\* Average Placements Price is calculated by dividing Placements Revenue by Placements Volume  
 \*\*\* Placements Revenue includes all commissions received from institutions for the placement of a student into a course plus any fees paid by students for our services or revenue generated via sale of a "Student Essentials" product



# Student placement volumes significantly outperforming the market

IDP student placement volume growth v industry growth\*



- Outperformance and rising market share is being driven by:
  - Strategic and operational focus on quality
  - A direct to student model with highly trained counsellors
  - Globally consistent processes and procedures
  - Trusted reputation and focus on customer service and experience
  - Expanding digital and physical reach
  - Conversion improvements throughout the pipeline
  - An increasingly unique offering including FastLane and peer-to-peer communities
- Our focus on quality is evidenced by our relatively high visa approval rates which remain well above the industry average
  - IDP's FY24 average visa approval rates were 92% for Australia, 93% for Canada and 99% for the UK (see page 32)

\* IDP data is invoiced volumes (ie APF's) for period until 30 June 2024  
 Industry data uses latest available at time of publication as follows:  
 - Australia: Student visas issued offshore to primary applicant up until 30 June 2024 v pcp  
 - Canada: New study permits issued up until 31 May 2024 v pcp  
 - UK: Student entry visas issued to main applicant located outside up until 30 June 2024 v pcp  
 - USA: US student visas issued up until 30 June 2024 v pcp

# IELTS volumes impacted by weaker market conditions in India, partially offset by continued growth in the rest of the world

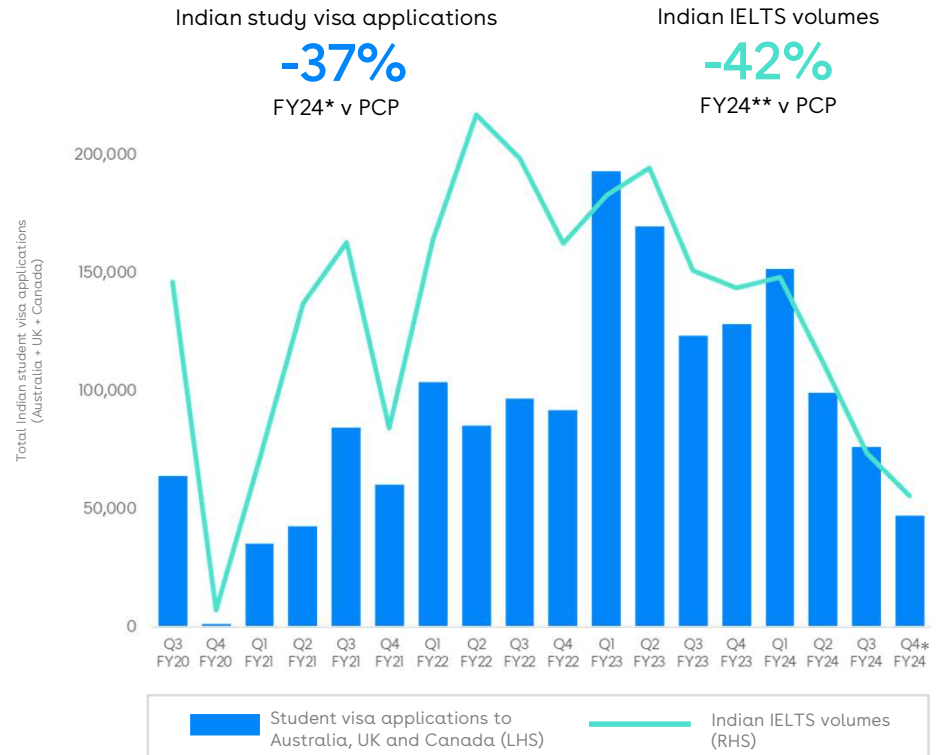
## India Market

- A cyclical decline against a long-term structurally growing market
- Indian IELTS performance primarily reflects weaker than expected market conditions due to:
  - Decline in student sentiment towards Canada
  - Impact of dependent visa rule changes for the UK
  - Increase in visa rejection rates for Australia
  - Lower repeat test taker rates due to changes in IELTS score requirements for the Canadian Student Direct Stream visa
- Competitive dynamics and market share outcomes broadly in-line with expectations
- Continued focus on strategic marketing, channel partner engagement and product enhancements

## Rest of World

- A large global network that taps into key growth markets
- Continued strategic investment in network expansion, multi-modal delivery and product innovation driving growth
- Further growth opportunities exist in Africa and Asia

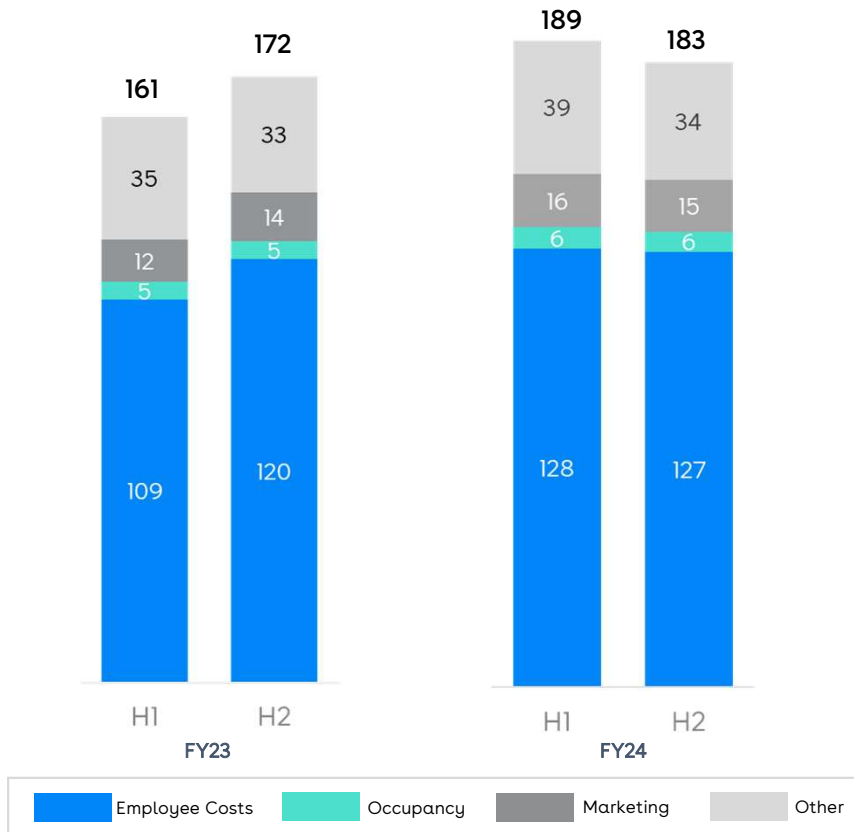
## Indian IELTS v Indian study visa applications for Australia, UK & Canada



\* Student visa application data for FY24 uses latest government data available which is to 30 June for Australia and the UK and 31 May for Canada. Q4 FY24 data for Canada reflects the 3 mths ending 31 May Q4.  
 \*\* FY24 for IELTS volumes covers the twelve month period from 1 July 2023 to 30 June 2024  
 Source: IDP; UK, Australia and Canadian Governments

# Disciplined cost management to navigate changing market conditions

## Overhead Costs (Adjusted)\*



### Total Overhead Costs

- Total overhead costs include a number of abnormal or non-recurring items totalling A\$24.8m\*
- Excluding these items, overhead costs on an adjusted basis for FY24 was A\$372m which was up 12% v FY23
- In response to changing industry conditions a cost management program in H2 reduced overheads by 3% v H1
- An efficiency and cost reduction program was implemented in June to further align expenses to the near-term revenue outlook

### Employee Costs

- Employee costs up 12% for the year but down 1% in H2 v H1
- A targeted program to reduce headcount for FY25 commenced in June

### Occupancy

- Occupancy costs up 20% with 15 new student placement offices along with the annualisation impact of the 46 new offices opened progressively during FY23

### Publicity and Promotion

- 19% increase in marketing costs reflects 3% of revenue for FY24
- Continued investment in strategic and tactical marketing campaigns to underpin long-dated pipeline

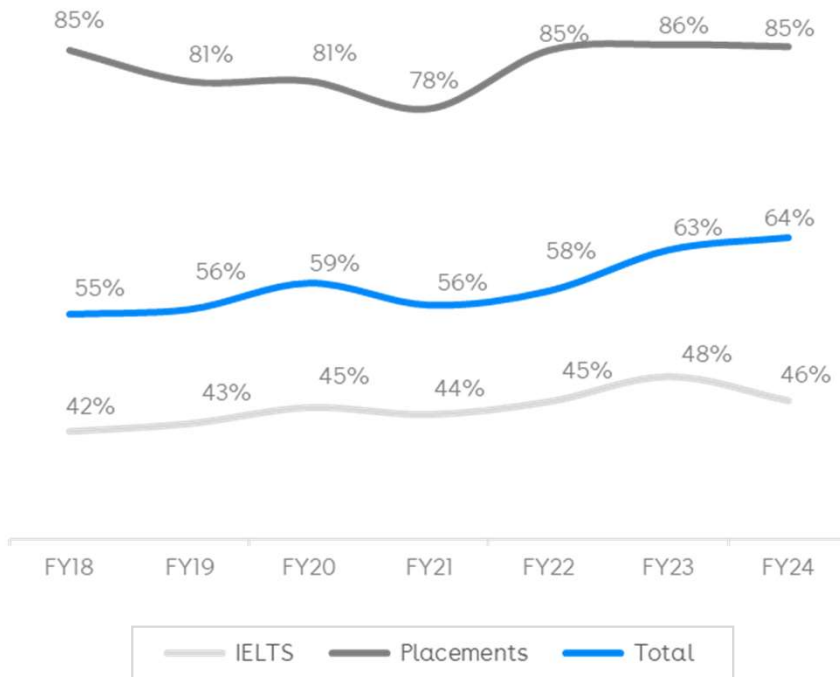
### Other Overheads

- Other costs up 8% which include travel, IT and realised FX

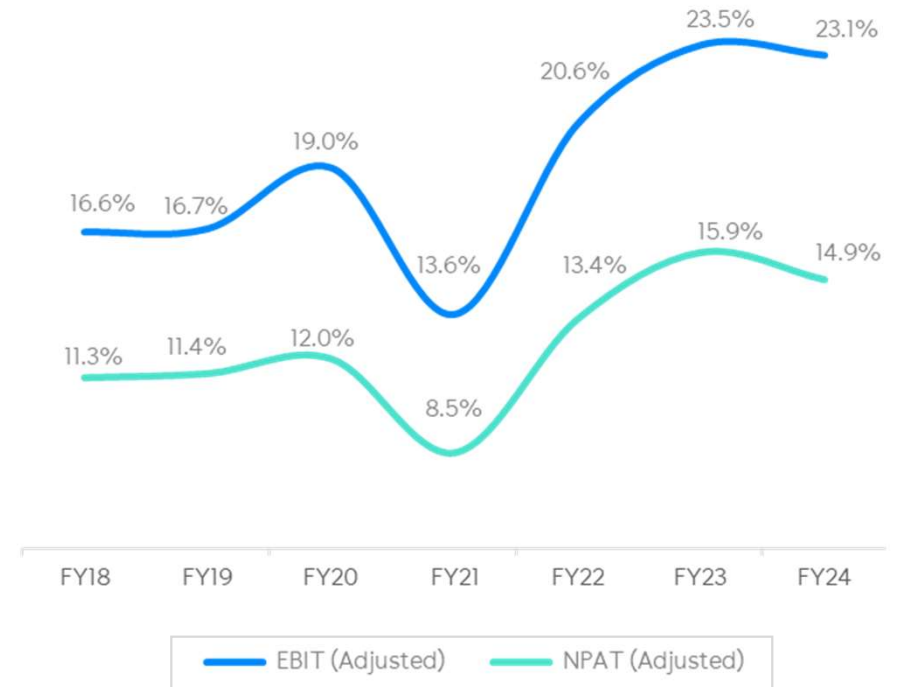
\* Overhead costs (Adjusted) exclude M&A related expenses, unrealised FX losses, credit loss provision for customers in countries subject to foreign exchange controls and costs associated with business restructuring. A reconciliation to total overhead costs is provided on page 26

# Balancing cost management with ongoing investment in strategic initiatives to manage margins for long-term returns

## Gross Profit Margins



## EBIT (Adjusted) and NPAT (Adjusted) Margins\*



\* EBIT (Adjusted) and NPAT (Adjusted) excludes intangible asset amortisation generated from business combinations, M&A related expenses, unrealised FX losses, credit loss provision for customers in countries subject to foreign exchange controls and costs associated with business restructuring

# A robust balance sheet with a Net Debt-EBITDA ratio of only 0.5x

## Summary balance sheet

As at 30 June 2024, A\$ million	30-Jun-24	30-Jun-23	Change
<b>Current assets</b>			
Cash and cash equivalents	107.6	166.6	-59.0
Short term investments	13.5	0.0	13.5
Trade and other receivables	171.5	160.9	10.6
Contract assets	143.3	102.8	40.5
Other current assets	37.6	43.6	-6.0
<b>Current assets</b>	<b>473.5</b>	<b>473.9</b>	<b>-0.4</b>
<b>Non-current assets</b>			
Intangible assets	552.5	538.2	14.3
Rights-of-use assets	103.3	109.4	-6.1
Other non-current assets	127.0	111.9	15.1
<b>Non-current assets</b>	<b>782.8</b>	<b>759.5</b>	<b>23.3</b>
<b>Total assets</b>	<b>1,256.3</b>	<b>1,233.4</b>	<b>22.9</b>
<b>Current liabilities</b>			
Trade and other payables	175.8	191.7	-15.9
Contract liabilities	61.0	57.9	3.1
Lease liabilities	23.8	24.5	-0.7
Other current liabilities	38.0	77.2	-39.2
<b>Current liabilities</b>	<b>298.6</b>	<b>351.3</b>	<b>-52.7</b>
<b>Non-current liabilities</b>			
Borrowings	277.7	209.0	68.7
Lease liabilities	94.2	96.0	-1.8
Deferred tax liabilities	50.9	50.6	0.3
Other non-current liabilities	11.5	9.1	2.4
<b>Non-current liabilities</b>	<b>434.3</b>	<b>364.7</b>	<b>69.6</b>
<b>Total liabilities</b>	<b>732.9</b>	<b>716.0</b>	<b>16.9</b>
<b>Total equity</b>	<b>523.4</b>	<b>517.4</b>	<b>6.0</b>

### Cash & Debt

- Cash and cash equivalents plus short-term investments (a 6-month term deposit) total \$121m and drawn debt of \$278m delivering a net debt of \$157m as at 30 June 2024
- Borrowings increase of \$68m related to working capital facility drawdown a result of growth in student placement business along with payment of second tranche consideration for Intake (\$22m)
- Successfully completed refinance of banking facilities with limits increased to \$445m with 50% 3-year maturity and 50% 5-year maturity

### Contract Assets

- Increase in contract assets reflects the strong growth in student placement revenue during the period

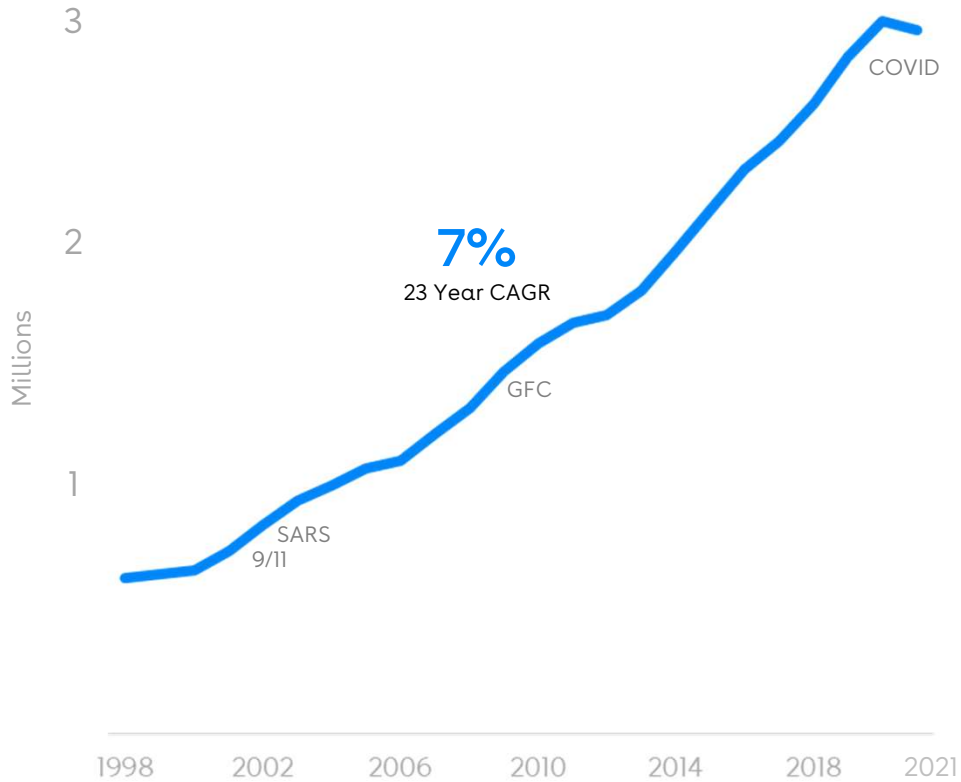
\* The Net Debt-EBITDA ration is calculated by dividing net debt as at 30 June 2024 of \$157m by reported EBITDA for the twelve months to 30 June 2024 of \$265.8m



# Industry & Strategy

# Unchanged long-term macro drivers in a large addressable market

Outbound Internationally mobile students (IDP source countries)\*



Source: UNESCO Institute for Statistics

\* The chart shows total internationally mobile students for all current IDP source countries which has grown from 0.6m in 1998 to 2.9m in 2021

IDP's student placement volumes versus market size\*



\* IDP data is invoiced volumes (ie APF's) for 12 months ending 30 June 2024

Industry data uses latest available at time of publication as follows:

- Australia: Student visas issued offshore to primary applicant for 12 months up until 30 June 2024

- Canada: New study permits issued for 12 months up until 31 May 2024

- UK: Student entry visas issued to main applicant located outside for 12 months up until 31 March 2024

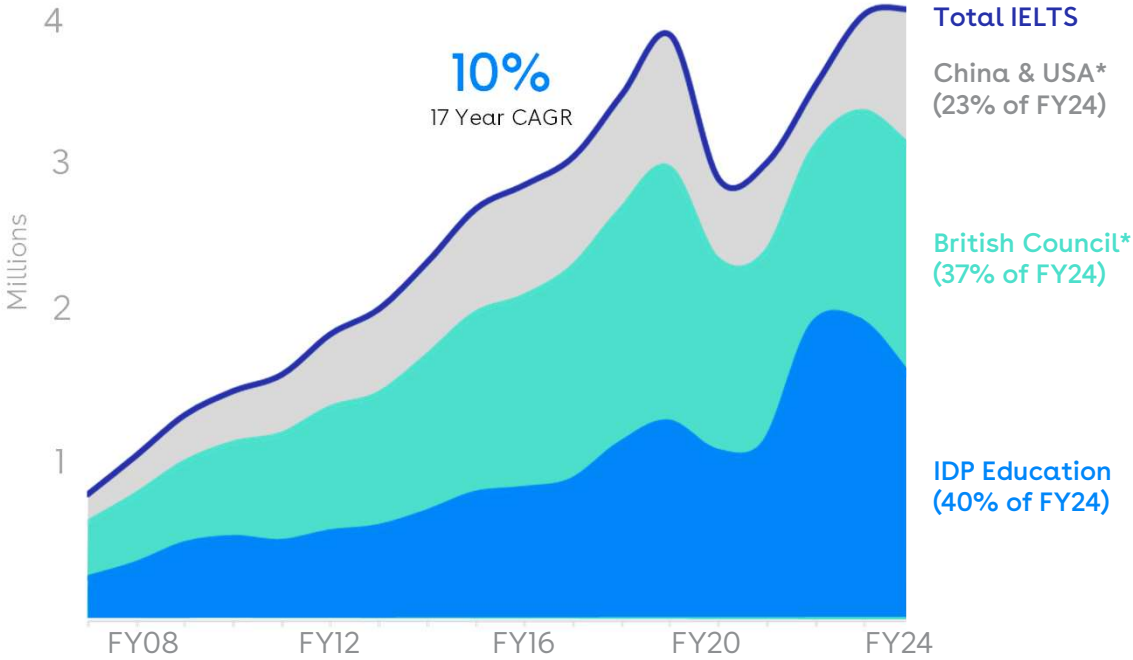
- USA: US student visas issued for 12 months up until 31 May 2024





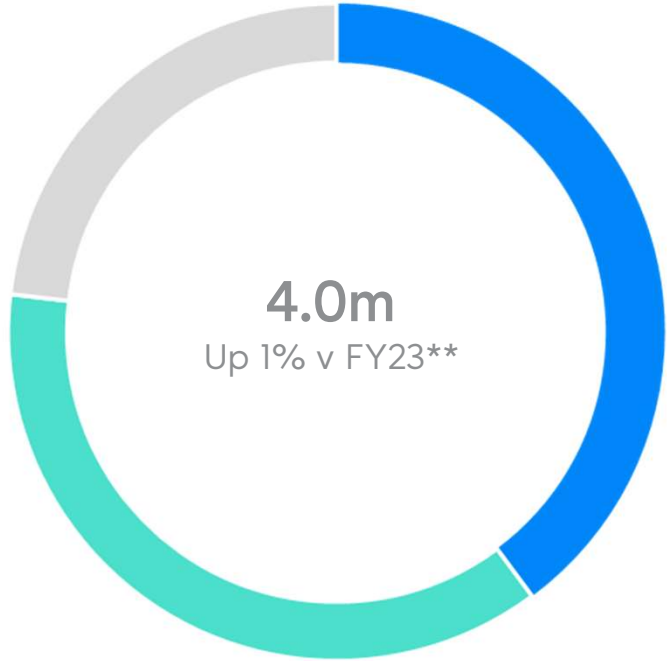
# The leading test in a large global market with few global players and high barriers to entry

IELTS Volumes (FY07 - FY24)



\* British Council volumes exclude tests conducted in China under license. Tests conducted in the United States are by IELTS Inc, a joint venture owned equally by the IELTS parties

IELTS Volumes (FY24)



\*\* H1 FY24 volumes were +12% v H1 FY23. H2 FY24 volumes were -10% v H2 FY23



# A more restrictive policy environment is increasing the sector's focus on quality and conversion

## Australia

- International student **visa fees increased** on 1 July 2024
- Details regarding proposed CY25 implementation of **international student caps** announced
- Australian federal election to be held by **May 2025**

## UK

- **New government** elected
- **Graduate Route** maintained
- More **positive rhetoric** around importance of international students emerging

## Canada

- **Post-graduation work permit** under review
- CY25 international student **caps** not yet provided
- **Canadian federal election** to be held prior to October 2025

## USA

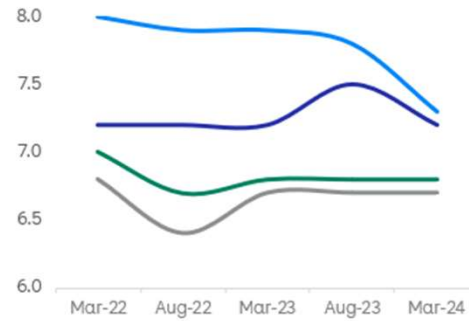
- **No change** in policy settings or visa requirements
- **USA presidential** election in November 2024

As the leading quality player in the market, IDP is well placed to help students and institutions navigate these changing market conditions

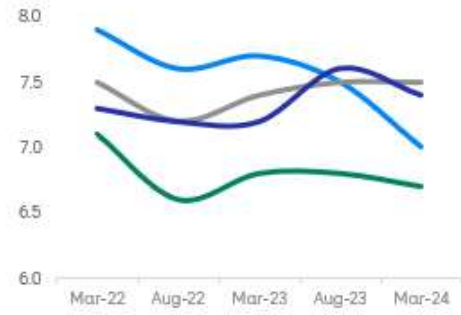
# Student perceptions impacted by policy changes

...driving a shift in preferences

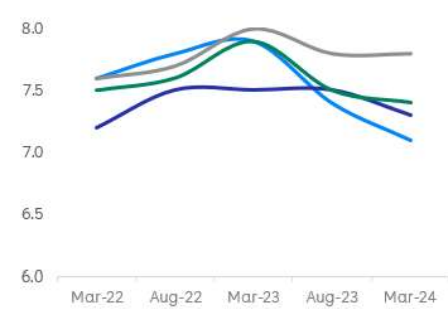
Post-Study Work Visa Policies<sup>1</sup>



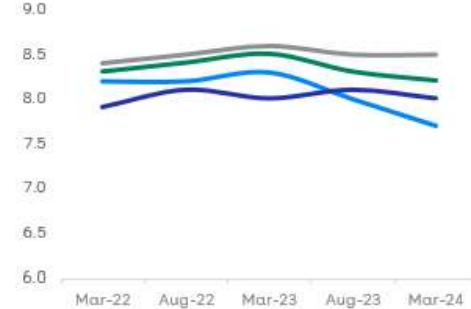
Graduate Employment Opportunities<sup>2</sup>



Value for money<sup>3</sup>



Quality of Education<sup>4</sup>



Share of IDP web search traffic (All source countries)\*



Source: IDP's "Emerging Futures - Voice of the International Student" survey. Latest survey conducted in Feb-March 2024 with 11,500 respondents from 117 countries  
 1. What is your perception of each country on "Post-study work" visa policies (0 = Not at all attractive - 10 = Extremely Attractive)  
 2. What is your perception of each country on "Graduate employment opportunities (0 = No opportunities - 10 = A lot of opportunities )  
 3. What is your perception of each country on "value for money" (0 = Poor value - 10 = High value)  
 4. What is your perception of each country on quality of education? (0 = Low Quality, 10 = High Quality)  
 \* Source: IDP Hotcourses monthly web traffic



# IDP's Refreshed Global Strategy

Our purpose is

**To transform lives through international education**

We aspire to be

**The clear first choice for people with international education ambitions**

We will achieve this by

**Engaging with more people in more places**

**As their most trusted partner**

**To deliver exceptional outcomes**

Enabled by our

**Diverse and talented people**

**Leading innovation, data and technology**

**Outstanding customer experiences**

**Respected global brands**



# FY24 Achievements



**Engaging with more people in more places**



**As their most trusted partner**



**To deliver exceptional outcomes**

## Student Placement

- Opened 15 new offices in key growth markets
- 50 new student placement clients
- Over 350,000 students at IDP events and increase of 10%
- 800,000 IDP Live app downloads

- Strategic partnership model with clients supporting rising yields
- New student ambassador solution launched to drive peer-to-peer engagement and create the definitive international student community

- FastLane scaled to over 130 clients
- 7-point increase in Student NPS to all time high
- Over \$18m revenue from Student Essentials commissions up 91%\*

## English Language Testing

- 1,200,000 downloads of IELTS by IDP app up 47%
- Undertook mainland China strategic review
- Network expansion with 7 new test centres in Africa

- One Skill Retake now accepted by over 1,800 organisations including Australia, UK, and New Zealand governments
- Expanding recognition for local country usage

- Faster results delivery with most computer-delivered IELTS results delivered within 2 days
- Expanded prep ecosystem via IDP
- Launched Envoy, a next-generation language test for “mid-stakes” settings

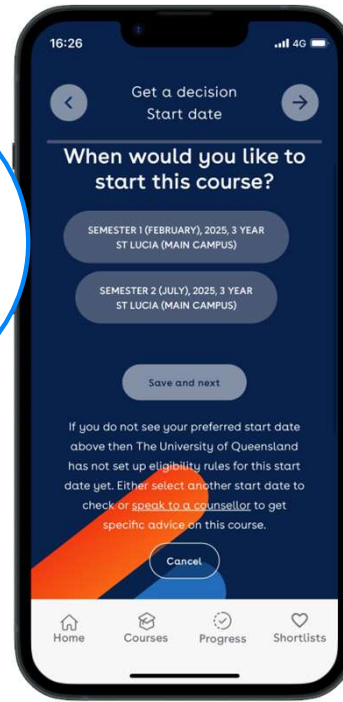
\* Student Essentials are products like accommodation, health insurance, banking and money transfer provided by third parties that work on a preferred provider basis for IDP

# FastLane – A unique service delivering higher conversion and a better experience at scale

## Students



Speed  
Transparency  
**10 point**  
higher NPS  
for our students  
who receive  
an OiP\*\*



Efficiency  
Diversity  
**6.6%**  
higher conversion  
rates versus  
non-FastLane  
offers#

## Clients



**136 Clients on FastLane \***  
up from 93 at 30 June 2023

**6,900 courses available \***  
up from 4,200 at 30 June 2023

**105,000 admission rules established \***  
up from 56,000 at 30 June 2023

**32,000** Students received FastLane offers up from 17,500 in FY23

**800,000** IDP Live app downloads in FY24

**66,000** FastLane student profiles created\*

\* As at 30 June 2024

\*\* OiP = Offer in Principle. NPS compared to NPS for all 49,573 students surveyed for NPS in FY24

# Conversions from full application to enrolment for intakes that occurred in FY24



# Summary

# Summary



## Strong performance despite challenging market conditions

- Taking share in Placements with volume growth of 17% significantly above industry
- Rising value of the IDP proposition reflected in average price growth of 10%
- IELTS volumes impacted by policy changes and ongoing uncertainty in key markets

## Industry leadership

- Trusted brand with a unique combination of digital and physical solutions
- Focus on quality ensures we are well placed to navigate changing market conditions
- An ongoing program of innovation reinforces IDP's industry leadership

## Disciplined Cost Management

- Strong track record of managing costs to balance short and long-term objectives

## Financial strength

- A financial profile that features strong cash flow generation and a balance sheet with significant flexibility

## Compelling Strategy

- Clear strategy and a disciplined approach to investment to drive long-term value for shareholders



# Appendices



# Earnings Adjustments

## EBIT and NPAT Adjustments

Twelve Months to 30 June	FY24						FY23						Growth (Adjusted)		
	Reported	Adjustments					Adjusted	Reported	Adjustments				Adjusted	\$m	%
		M&A Costs	Unrealised FX Losses	Intangible Amortisation	Company Restructure Costs	Credit Loss Provision			M&A Costs	Unrealised FX Losses	Intangible Amortisation	Credit Loss Provision			
<b>Total Revenue</b>	1037.2						1037.2	981.9					981.9	55.3	6%
Direct Costs	374.4						374.4	368.0		-1.9			369.9	4.5	1%
Gross Profit	662.8						662.8	613.9					612.0	50.9	8%
Overhead costs	397.0	1.4	10.3		5.5	7.7	372.1	342.6	5.5	4.2		0.2	332.7	39.4	12%
Share of Profit/(Loss) of Associate	-0.1						-0.1	-0.1					-0.1	0.0	1%
<b>EBITDA</b>	<b>265.8</b>						<b>290.6</b>	<b>271.2</b>					<b>279.2</b>	<b>11.4</b>	<b>4%</b>
Depreciation & Amortisation	51.2						51.2	48.8					48.8	2.4	5%
Amortisation of Acquired Intangibles	4.3			4.3			0.0	1.6			1.6		0.0	0.0	-
<b>EBIT</b>	<b>210.3</b>						<b>239.4</b>	<b>220.7</b>					<b>230.3</b>	<b>9.1</b>	<b>4%</b>
Net finance expense	-21.5						-21.5	-13.4					-13.4	-8.2	61%
Profit before tax	188.8						217.9	207.3					217.0	0.9	0%
Income tax expense	55.3	-0.4	-3.1	-1.1	-1.4	-2.3	63.6	58.2	-1.6	-0.7	-0.4	-0.1	61.0	2.6	4%
<b>NPAT</b>	<b>133.5</b>						<b>154.3</b>	<b>149.1</b>					<b>155.9</b>	<b>-1.6</b>	<b>-1%</b>

- The adjustments to FY24 earnings shown above are as follows:
  - \$1.4m of costs associated with the acquisition of Intake and The Ambassador Platform
  - \$10.3m of unrealised FX costs which primarily relate to the impact of foreign exchange movements on the trade receivables and contract assets on the balance sheet (see following slide)
  - \$7.7m credit loss provision relating to payments from IELTS third party in countries that are subject to foreign exchange controls that have impacted IDP's ability to repatriate cash in a timely manner
  - \$4.3m of amortisation of acquired intangibles relating to the acquisition of Intake Education (November 2022), The Ambassador Platform (May 2023) and Hotcourses (January 2017)

# Foreign Exchange

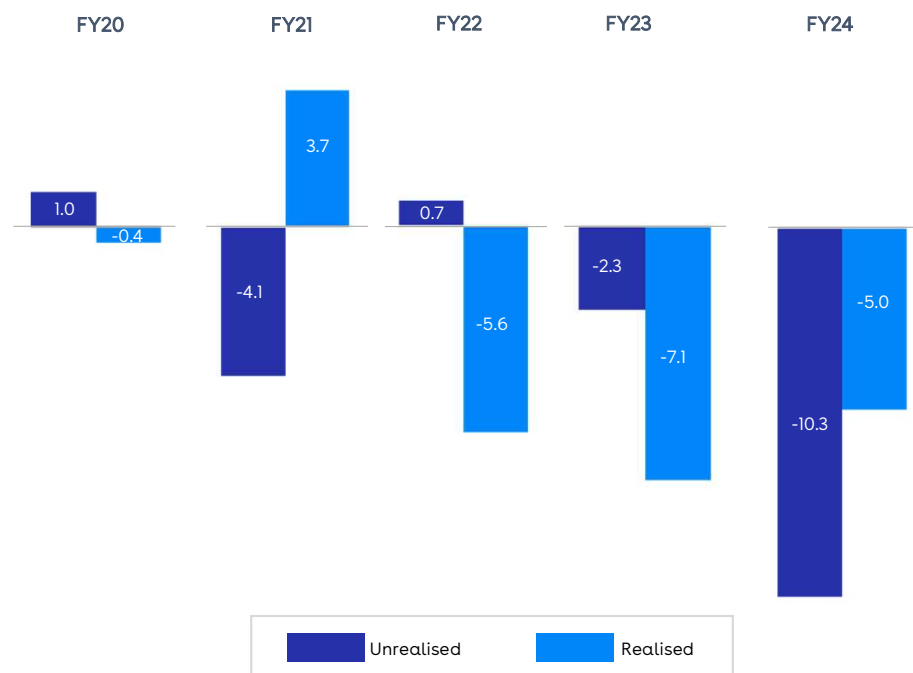
## Foreign Exchange Related Gains/Losses

- IDP earns revenues and incurs expenses in approximately 50 currencies. The largest net exposures are to INR, CAD, GBP, USD, GBP and CNY but material exposures also exist against VND, NGN, BDT, PKR, AED and NZD
- IDP's records various FX related gains and losses in its Income Statement from these exposures. The gains and losses can be categorized as "realized" and "unrealised"
- Realised FX gains and losses primarily relate to:
  - Hedging - gains or losses resulting from the execution of the hedge book that IDP uses to manage its foreign exchange risk
  - Currency Exchange - gains or losses realised through FX transactions
- Unrealised FX gains and losses primarily relate to the 'mark-to-market' of various balance sheet items including:
  - Contract assets and other trade receivables and payables
  - Hedge portfolio
  - lease liabilities corresponding to right-of-use assets
  - Non-AUD denominated cash holdings
  - Intercompany positions

## FY24 Movements

- In FY24 IDP incurred \$15.3m of FX losses as expenses of which \$10.3m were unrealised
- Key drivers of these FX losses include a weakening of the Australian dollar against the British Pound and devaluation of the Nigerian Naira and Egyptian Pound

## FX Gains/Losses over time (A\$m)



# Cashflow following normal seasonal pattern

## Summary of cashflows

Twelve Months to 30 June	Full Year Actuals		Growth	
	FY24	FY23	\$m	%
<b>EBITDA</b>	<b>265.8</b>	<b>271.2</b>	<b>-5.4</b>	<b>-2%</b>
Non-cash items	22.0	11.0	11.0	100%
Change in working capital	-76.6	-50.8	-25.8	51%
Income tax paid	-75.2	-50.5	-24.7	49%
Net interest paid	-19.9	-10.6	-9.3	88%
<b>Operating cash flow</b>	<b>116.0</b>	<b>170.3</b>	<b>-54.3</b>	<b>-32%</b>
Payments for acquisition of a subsidiary	-21.5	-80.9	59.4	-73%
Capital expenditure	-54.2	-39.0	-15.2	39%
Dividends received from an associate	0.7	0.0	0.7	100%
Payments for term deposits over three months	-13.5	0.0	-13.5	100%
Payments for investment in associates	0.0	-4.3	4.3	-100%
<b>Net cash flow before financing</b>	<b>27.5</b>	<b>46.1</b>	<b>-18.6</b>	<b>-40%</b>
Payments for Treasury Shares	-0.9	-8.9	8.0	-90%
Proceeds from borrowings	214.7	82.4	132.3	161%
Repayment from borrowings	-144.7	-30.0	-114.7	382%
Repayment of lease liabilities	-25.4	-22.7	-2.7	12%
Dividend payments	-125.5	-96.0	-29.5	31%
Effect of FX on cash holdings in foreign currency	-4.7	-0.9	-3.8	422%
<b>Net cash flow</b>	<b>-59.0</b>	<b>-30.0</b>	<b>-29.0</b>	<b>97%</b>

- GOCF\* of \$211m reflects conversion from reported EBITDA of:
  - 142% for H2, and
  - 79% for the full year (broadly in-line with FY23 of 85%)
- The difference between GOCF and EBITDA for FY24 reflects the working capital movement driven by the strong growth in student placement revenue which is booked ahead of university invoicing
- This timing differential is reflected on the balance sheet with a \$40m increase in contract assets primarily relating to students placed to Australia and UK
- Capital expenditure of \$54m comprised strategic initiatives including:
  - SP office and IELTS test centre expansion and upgrades \$8.6m
  - IELTS technology platform \$7.9m
  - IELTS booking experience \$7.3m
  - Cloud migration project \$3.4m
  - Re-platforming IDP.com \$3.2m
  - Student Placement Events Transformation \$3.1m
- Payment for the second tranche of the Intake acquisition in November 2023 was completed via cash of approximately \$22m

\* Gross Operating Cash Flow (GOCF) calculated as Operating Cash Flow less Net Interest less Income Tax paid

# Segmental Earnings

## Revenue and EBIT by Geographic Segment\*

Twelve Months to 30 June	Full Year Actuals		Growth	
	FY24	FY23	\$m	%
<b>Revenue</b>				
Asia	742.1	726.3	15.8	2%
Australasia	54.8	44.3	10.5	24%
Rest of World	240.4	211.3	29.0	14%
<b>Total Revenue</b>	<b>1037.2</b>	<b>981.9</b>	<b>55.3</b>	<b>6%</b>
<b>EBIT</b>				
Asia	287.1	290.6	-3.5	-1%
Australasia	9.0	4.4	4.6	104%
Rest of World	38.7	45.2	-6.6	-14%
<b>Total EBIT pre corporate costs</b>	<b>334.7</b>	<b>340.2</b>	<b>-5.5</b>	<b>-2%</b>
Corporate costs	-124.4	-119.5	-4.9	-4%
<b>Total EBIT</b>	<b>210.3</b>	<b>220.7</b>	<b>-10.4</b>	<b>-5%</b>

- IDP manages its business on a geographic basis. Country and regional management are responsible for all activities in their geographic region across each of the company's key products
- As a result, the company's key reporting segments comprise geographic regions.
- Asia is IDP's largest segment with approximately 72% of Group revenue being generated from countries within the region. Total revenue in the Asian segment rose 2% for the year versus FY23
- EBIT in Asia fell by 1% with a decline in Indian profitability largely offset by profit growth in Vietnam, China and Bangladesh
- Rest of World recorded a 14% increase in revenue which comprised a 24% growth in Student Placements revenue and 9% growth in English Language Testing revenue
- The decline in EBIT in the Rest of World segment primarily reflects foreign exchange related impacts. These included a specific credit loss provision for customers in countries subject to foreign exchange controls that impacted payment flows along with foreign exchange losses resulting from the devaluation of currencies such as the Nigerian Naira and the Egyptian Pound
- Australasian EBIT grew by 104%, as Australian onshore Student Placement and IELTS direct testing delivered strong volume and revenue growth

\* The segmental EBIT is not presented on an adjusted basis so includes the various costs outlined on page 26 which have been removed from Adjusted EBIT to show the underlying performance of the business

# Product Category Summary

## Revenue and GP by Product Segment

Twelve Months to 30 June	Full Year Actuals		Growth		Constant Currency Growth (%)#
	FY24	FY23	\$m	%	
<b>Revenue</b>					
Student Placement	508.3	399.0	109.4	27%	24%
Placements*	450.4	351.2	99.2	28%	25%
Other Services**	58.0	47.8	10.2	21%	17%
English Language Testing	485.1	545.5	-60.3	-11%	-11%
English Language Teaching	39.8	33.4	6.4	19%	16%
Other	4.0	4.1	-0.1	-3%	-5%
<b>Total Revenue</b>	<b>1037.2</b>	<b>981.9</b>	<b>55.3</b>	<b>6%</b>	<b>5%</b>
<b>Gross Profit</b>					
Student Placement	412.3	325.8	86.5	27%	23%
Placements	384.1	300.3	83.8	28%	25%
Other Services	28.2	25.5	2.7	11%	5%
English Language Testing	220.9	263.1	-42.2	-16%	-13%
English Language Teaching	26.5	21.8	4.6	21%	18%
Other	3.1	3.1	0.0	1%	-2%
<b>Total Gross Profit</b>	<b>662.8</b>	<b>613.9</b>	<b>49.0</b>	<b>8%</b>	<b>8%</b>

- Aggregate gross profit margins rose slightly in FY24 due primarily to a greater percentage of group revenue from the higher margin Placements business
- Gross Profit margins in placements were broadly in-line with FY23 levels with revenue and direct costs rising at similar rates
- Within Student Placement the Other Services line recorded a reduction in overall margins. This was due to a higher rate of revenue growth in student events (+34% v FY23) relative to digital marketing (+8%). Underlying GP margins in events and digital marketing remained relatively unchanged
- English Language Testing GP margins fell from 48.2% in FY23 to 45.5% in FY24. This reduction in margin is largely due to higher fees paid to Cambridge along with adverse FX movements during the period

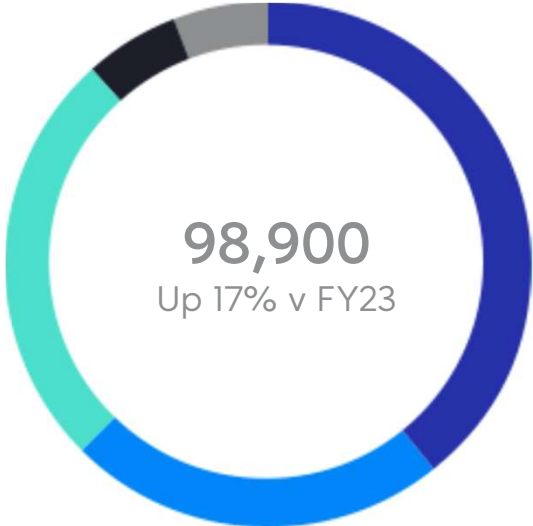
\* Placements revenue includes all commissions received from institutions for the placement of a student into a course plus any fees paid by students for our services or revenue generated via sale of a Student Essentials product

\*\* Other services related to Student Placement includes all revenue received from institutions for digital marketing, events, consultancy and data services, or peer-to-peer marketing via The Ambassador Platform

# "Constant Currency Growth" is calculated by restating the prior comparable period's financial results using the actual FX rates that were recorded during the current period

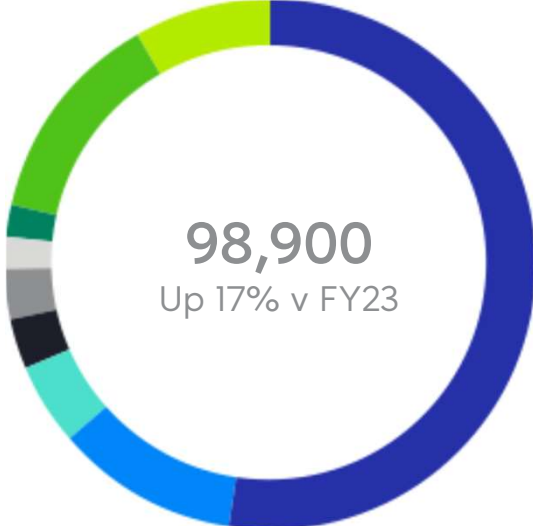
# Student placement volumes up 17%

IDP Course Enrolments by Destination (FY24)



- 41% Australia
- 24% United Kingdom
- 27% Canada
- 6% USA
- 1% New Zealand

IDP Course Enrolments by Source Country (FY24)

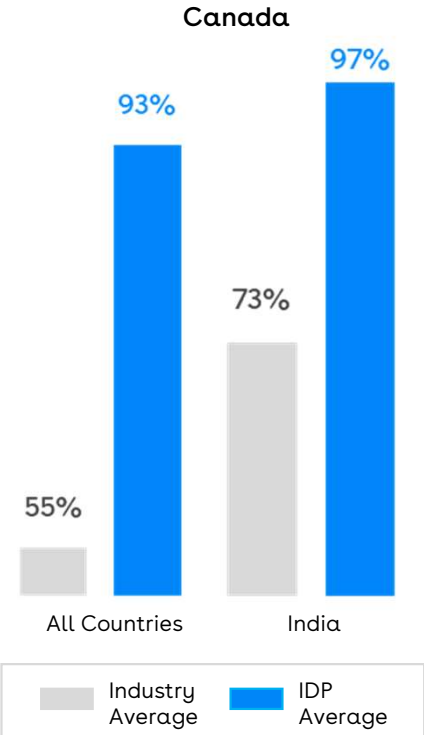
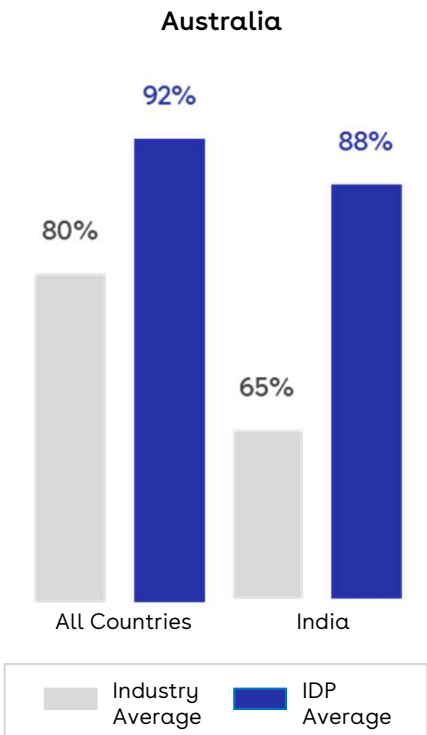


- 52% India
- 11% China
- 5% Vietnam
- 3% Australia
- 3% Bangladesh
- 2% Nigeria
- 2% Taiwan
- 13% Rest of Asia
- 8% RoW



# Our focus on quality is evidenced by our superior visa approval rates

Average Student Visa Approval Rates (FY24)\*



\* The industry average visa approval rates for Australia are for the primary offshore applicant for Higher Education courses for the period ending 30 June 2024  
 Canada is for new study permits for the period ending 31 May 2024  
 UK Data is for all applicants for the year ending 31 March 2024  
 All IDP data is for period ending 30 June 2024  
 Sources: IDP, IRCC, DoHA, UK Government

