

IDP Education

FY21 Annual General Meeting



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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.

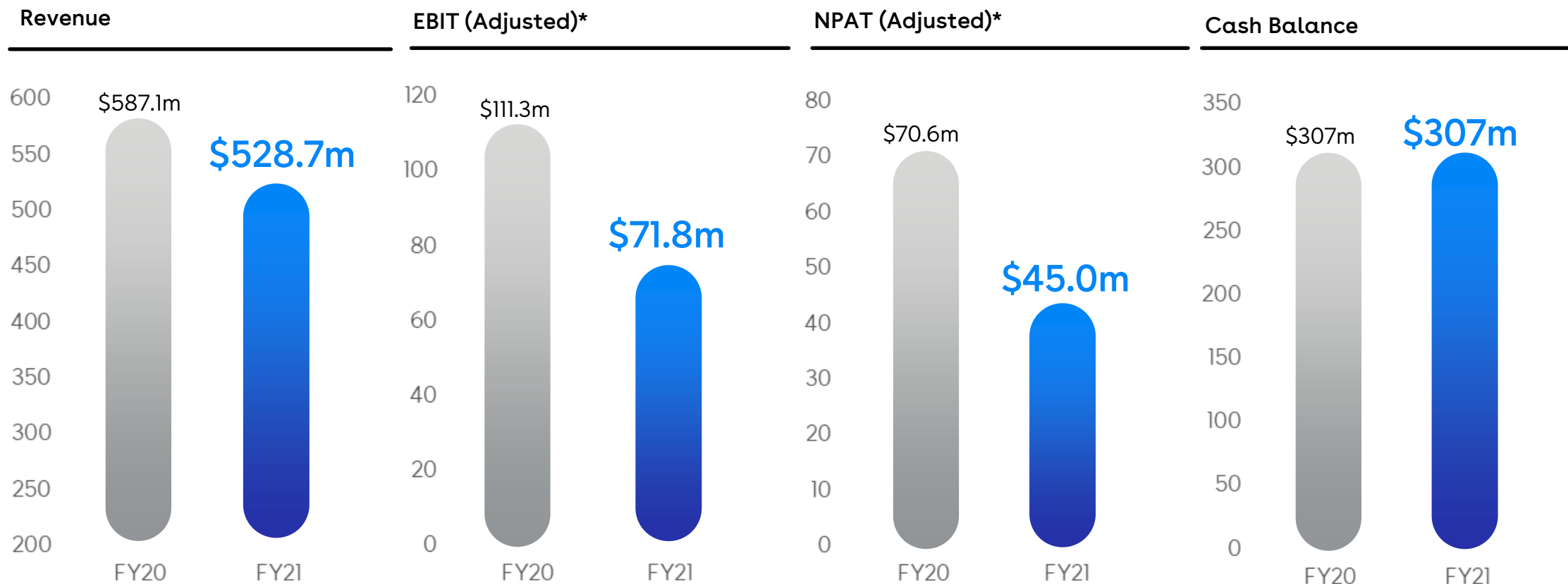
Peter Polson

Chairman



FY21 Performance highlights

Business model resilience, our digital advantage and decisive capital management underpin a solid result in a heavily COVID-19 impacted year



* Adjusted EBIT and NPAT excludes merger and acquisition expenses which related to the acquisition of the British Council's Indian IELTS operations and intangible asset amortisation generated from business combinations

** APF is Application Processing Fee, being the fee IDP Education receives from its client education institutions for placing students into a course

Share Price Performance

A 58% increase in the share price and inclusion in the ASX100 Index



Andrew Barkla
Chief Executive Officer
and Managing Director



Operational Highlights

Resilient customers, a dedicated team and a diversified business model underpinned a solid outcome despite the challenges

English Language Testing



FY21 Highlights

- 5% increase in volumes v FY20
- Resilient demand despite challenges of pandemic
- 100 new computer delivered test centres opened in FY21

Student Placement



FY21 Highlights

- 25% decrease in total placement volumes v FY20
- UK volumes up 4%
- Canadian volumes down 12%
- Australian volumes down 40%

Digital Marketing



FY21 Highlights

- 8% increase in digital marketing revenue
- New data and digital products driving strong client engagement

English Language Teaching



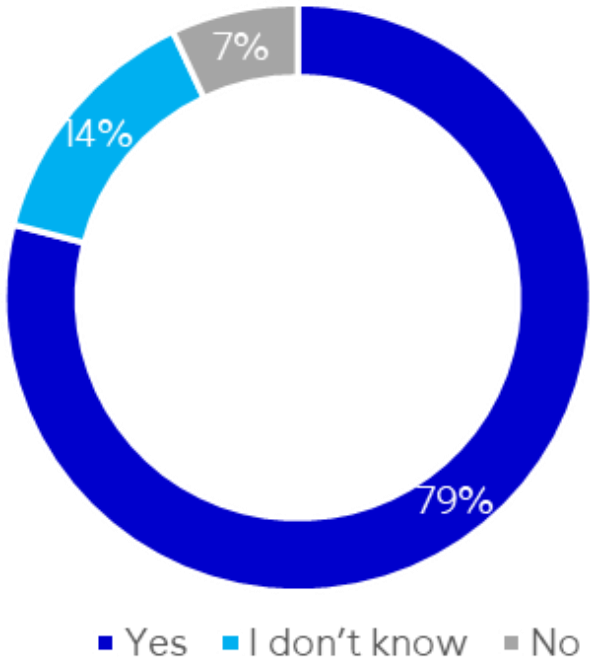
FY21 Highlights

- 22% reduction on courses delivered due to school closures during lockdown
- Transition to online learning environments to support students during pandemic

Student intentions are strong

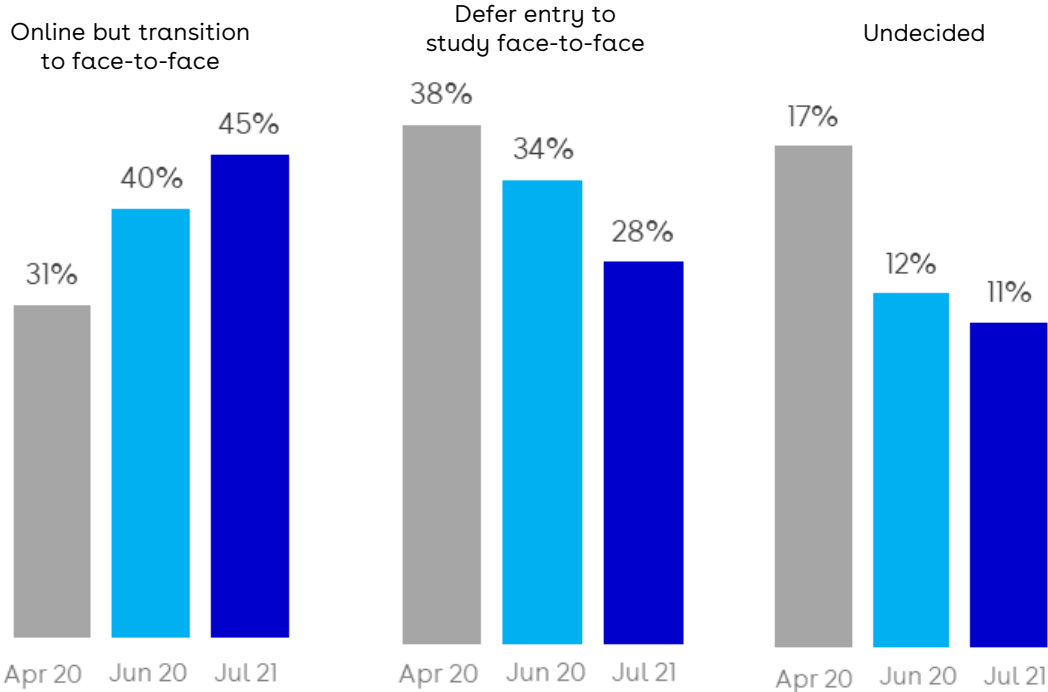
IDP Connect research* shows students are holding on to their study intentions

Intention to commence study as planned



79% of students with current offers are holding on to their plans

Preference of delivery mode



Students are warming to the blended model of online start then moving to face-to-face

**International Student Crossroads Research, released July 2021 by IDP Connect*



Strategically positioned to grow IELTS market share



100 new computer
delivered test
centres in FY21



50 new websites
and a preparation
hub to support
test takers



Acquired sole
distribution rights
in high growth
India market



New technology
architecture to
drive product
innovation

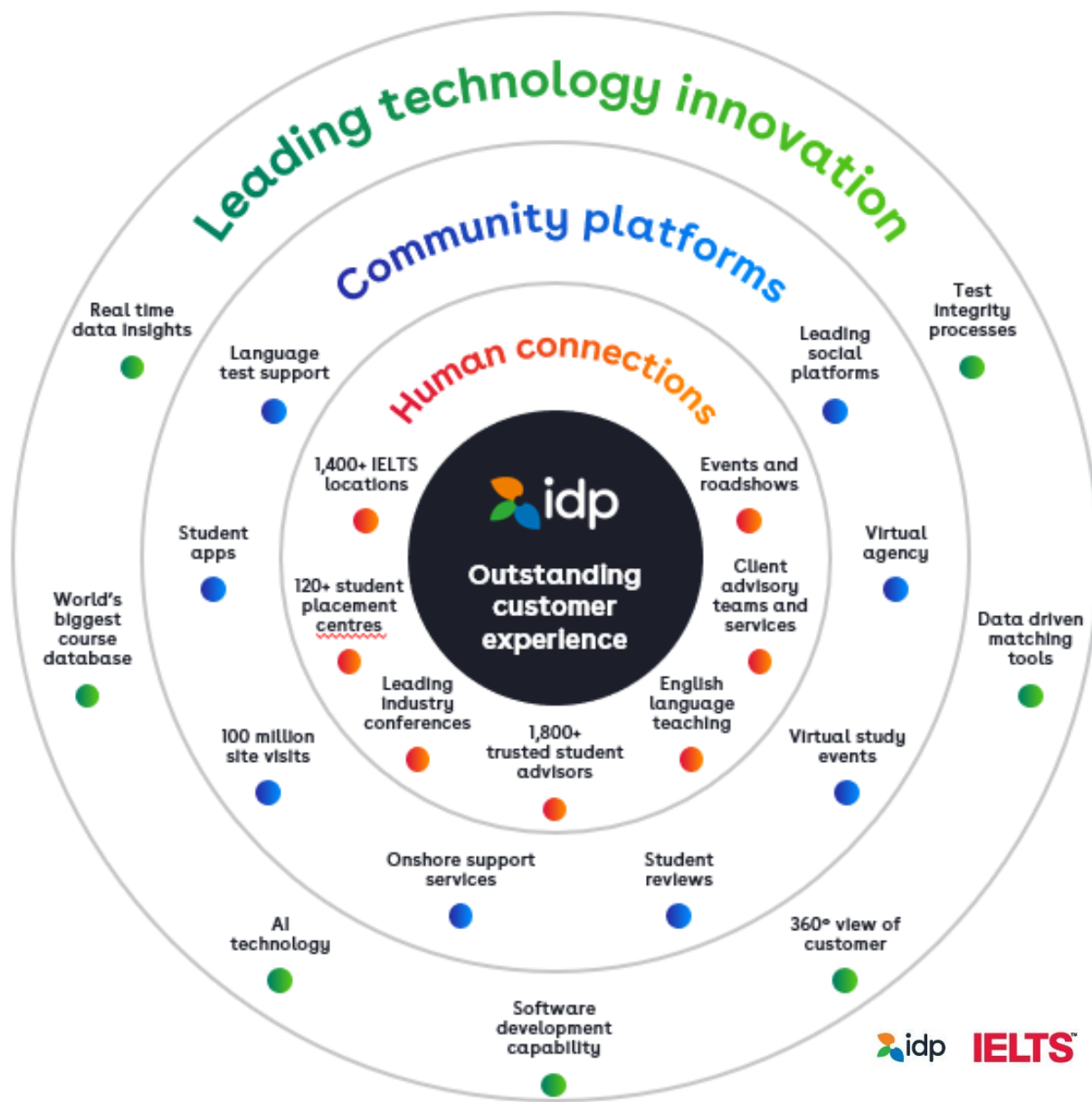


Milestone reached
as IELTS accepted
by 11,000
organisations



Connected community

- Trusted human support
- Delivered on a global platform
- Underpinned by leading technology innovation



Delivered through our trusted suite of brands





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