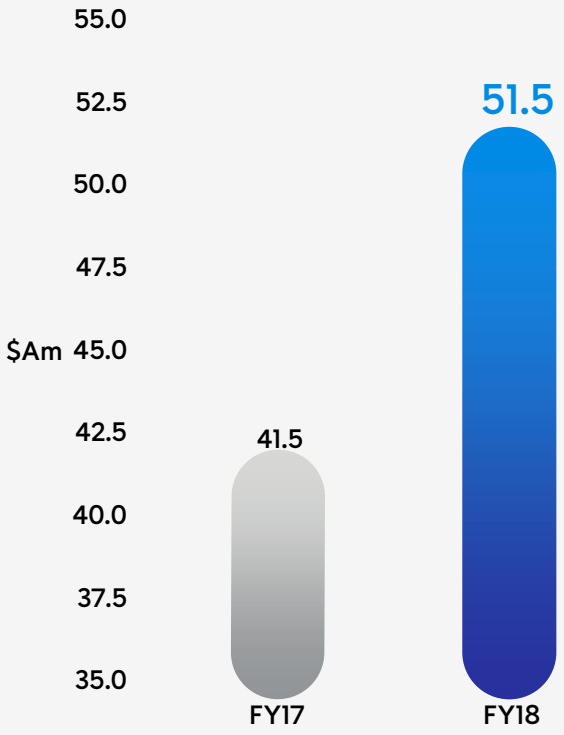
IDP Education
Annual General Meeting
23 October 2018

Peter Polson
Chairman

Strong performance and returns for shareholders

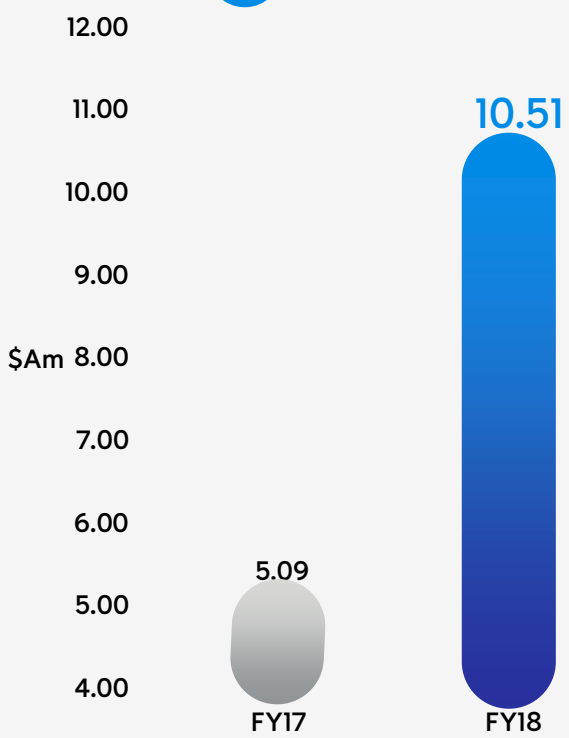
NPAT

24%



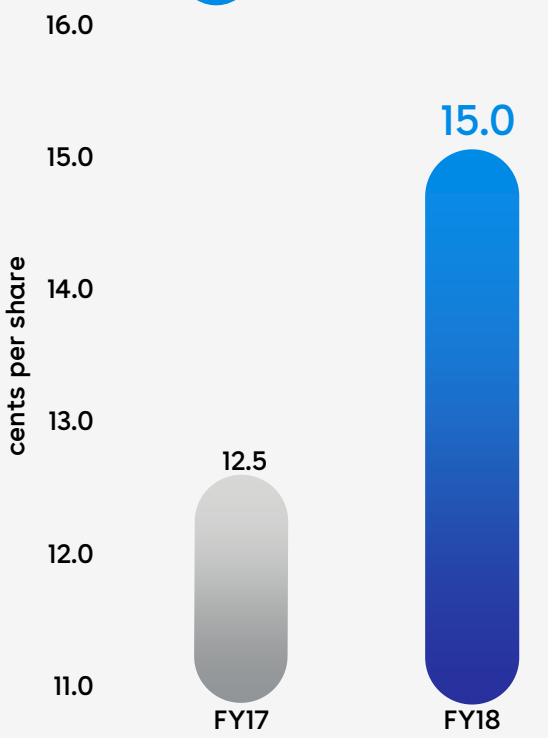
Share Price

106%



Dividend*

20%

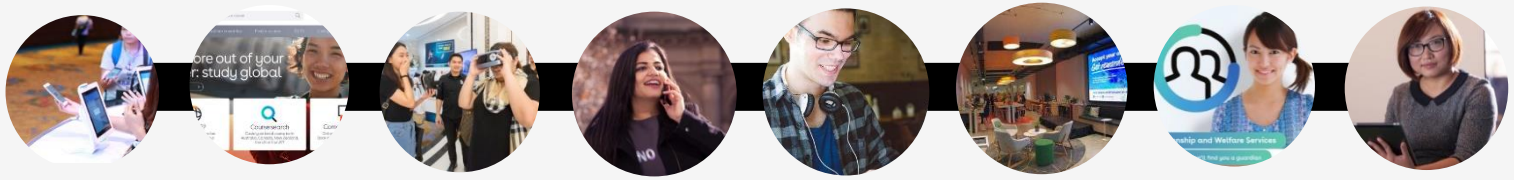


* Total dividends declared in FY18

Realising our strategic vision

A bold strategy to transform our industry by establishing a digital platform that enables and empowers a connected customer journey

Deliver world-leading capabilities and services...



World's best course search | Leading CRM and CMS | Digitising student expos | Global contact centre | Virtual Agency | Leading office network | Student Essentials (value added services) | Career support

...on an integrated global platform...

IDP | IELTS | Hotcourses | Other Partners

The world's definitive international student dataset and connected community

...ensures that we understand the needs and expectations of students and clients

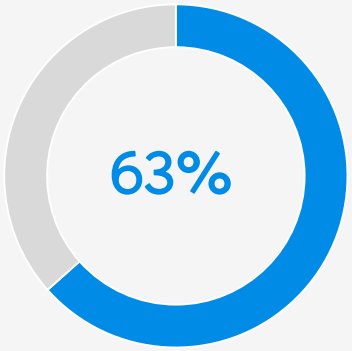
Connecting our customers to success

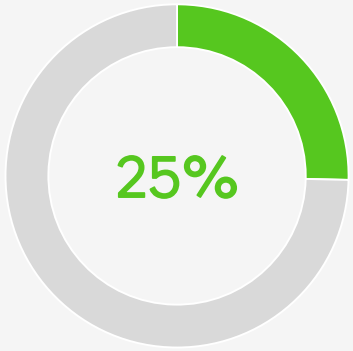
Andrew Barkla
Managing Director and Chief Executive Officer

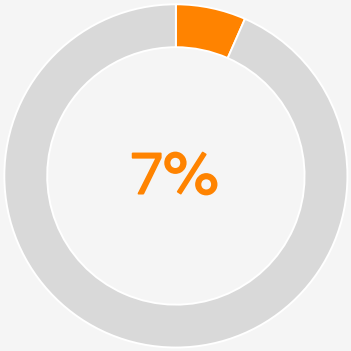
FY18 performance

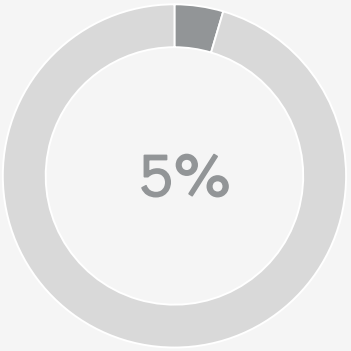
Strong performance across all business lines

English Language Testing	Student Placement	Digital Marketing & Events	English Language Teaching
$306.8m	122.7m	31.9m	22.2m
FY18 revenue up 22%	FY18 revenue up 19%	FY18 revenue up 108%	FY18 revenue up 5%
% FY18 revenue	63%	25%	7%	5%









Introducing computer-delivered IELTS

Global roll-out

18 markets now live

Faster results

5-7 day turnaround

More sessions

Up to 3x a day,
7 days a week

Well received

Online review ratings in Aus increased since launch

A coordinated approach with our IELTS partners

BRITISH COUNCIL

idp

Cambridge Assessment English

idp

Global roll-out of platform on time and on budget

20 markets currently live on core components of the platform

- 20 markets now live on the platform

IDP markets to go live in CY18

- India
- Cambodia
- Hong Kong
- Canada
- Hotcourses

Licensees to follow:

- Kuwait
- Iran
- Bahrain
- Jordan
- Lebanon
- Germany
- Indonesia
- New Caledonia

Digital Innovation Hub

- Digital hub in Chennai expanding and leveraging off Hotcourses' pre-existing capability to lead and ongoing innovation of the platform

Industry leading web sites drive the top of the funnel and generate valuable insights

56
Global and country specific websites

115
Million combined web traffic

27%
Increase in international site web traffic

37%
Increase in student placement leads

idp
IELTS
hotcoursesabroad AN idp COMPANY
idp 易申网 CACOS.COM
雅思哥
THE COMPLETE UNIVERSITY GUIDE INDEPENDENT · TRUSTED
hotcourses
WHAT UNI?
postgraduate search
Floodlight

idp

idp

Free help for
ternational
dents
We can also
help with
IELTS

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