Sydney, 1 May 2019

## **3P** Learning

2019 Macquarie Australia Conference



Rebekah O'Flaherty – CEO

### 3P on track for accelerated growth

- H2-FY19 marks the final stages of executing our 3-year strategic plan which has achieved its goals to reset the operating model, take significant cost out and reinvest in strengthening the product portfolio and building a scalable digitised sales and marketing model.
- A stronger 3P is now poised for growth through product, customer, geographic expansion and improvements in customer retention (our 3-year growth plan, 2020-2022, will be presented in our full year result).

2017 Strengthen Product Portfolio, Develop Scalable Sales and Marketing, and Globalise Operating Model

Prioritise Product Development and Innovation, develop Scalable Sales and Marketing Model and implement a Global Operating Model

#### 2018 Position 3P for Profitable Growth

Complete implementation of an automated digital sales, service and marketing platform

#### 2019 Accelerate Growth

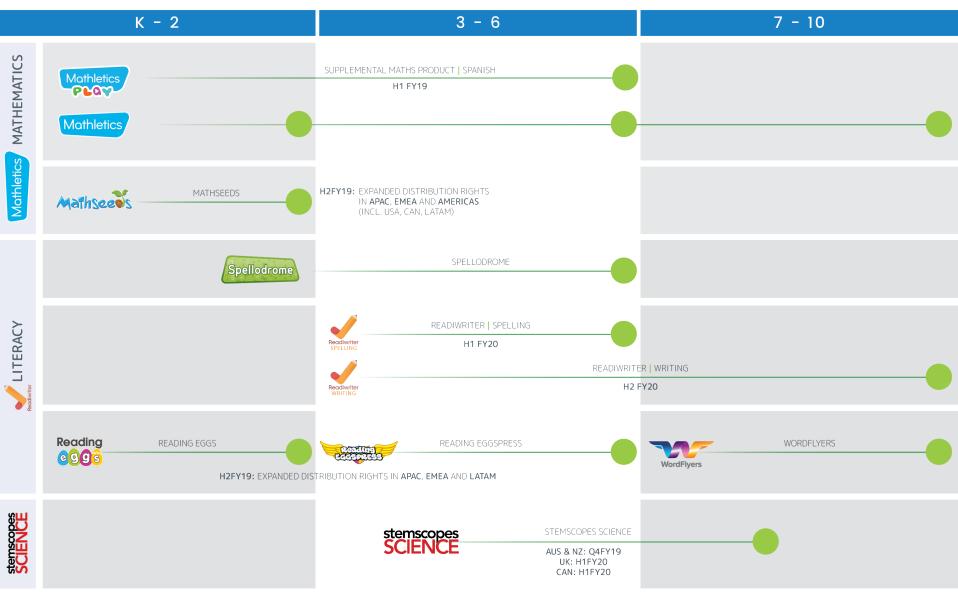
Leverage a scalable platform, accelerate growth through product, customer and geographic expansion and improve retention

Culture and Talent Underpinned by a high performance and "great place to work" culture



stemscope

#### In market products



Stemscopes Science – our partnership with Accelerate Learning

## Please be patient while the video loads



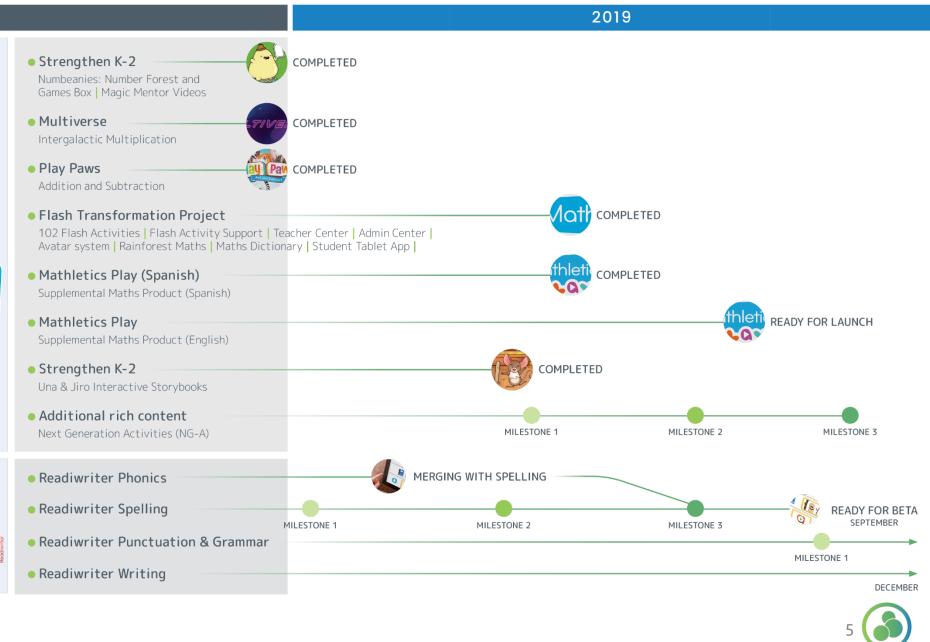
Video can be viewed at:

https://www.3plearning.com/investors/update-2019/



2019 Macquarie Australia Conference

### Product roadmap



MATHEMATICS

Mathletics

LITERACY

Strengthening our product portfolio

### Please be patient while the video loads



Video can be viewed at:

https://www.3plearning.com/investors/update-2019/



2019 Macquarie Australia Conference

# FY19 Outlook - unchanged

- Expect another modest year of revenue growth, but with sales growth momentum expected in the latter part
  of FY19 and into 2020 and beyond.
- Stronger Balance Sheet with \$25m to \$28m of cash expected at year-end that will allow us to continue to support and grow the business.
- Regional outlook:
  - We continue to expect that APAC will enjoy revenue growth ahead of cost growth and will continue to enjoy the benefits of reduced cost of acquiring customers (CAC).
  - In EMEA, uncertainty around Brexit is creating a less favourable trade environment, as schools fear general price inflation and increased pressure on their budgets.
  - The Americas is on track for growth in the latter part of FY19. Our sales reset will drive new sales talent, product and marketing improvements. We expect that margins may contract but will continue to make an overall contribution to group.
- H2 FY19 marks the final stages of our 2017-2019 Strategic Plan.
- 2020-2022 plan will be shared in our full year results. The focus will continue to be on growth from product, customer, geographic expansion and improvement in retention, leveraging our scalable go-to-market model.
- This model will be enjoyed by our own products as well as complementary third party products, as evidenced by our expanded distribution arrangement for MathSeeds and Reading Eggs and our new distribution agreement with Accelerate Learning, all aimed at growing our install base and capturing additional revenue per customer.





# Q & A

2019 Macquarie Australia Conference



## Important Notice and Disclaimer

The material in this presentation is a summary of 3P Learning Limited's ('3P') activities and results as at the time of preparation, 1 May 2019.

No representation, express or implied, is made as to the fairness, accuracy, completeness or correctness of information contained in this presentation, including the accuracy, likelihood of achievement or reasonableness of any forecasts, prospects, returns or statements in relation to future matters contained in this presentation ('forward-looking statements'). Such forward-looking statements are by their nature not based on historical facts and are subject to significant uncertainties and contingencies and are based on a number of estimates and assumptions that are subject to change (and in many cases are outside the control of 3P and its Directors and officers) which may cause the actual results or performance of 3P to be materially different from any future results or performance expressed or implied by such forward-looking statements. Reliance should not be placed on forward-looking statements and except as required by law or regulation 3P assumes no obligation to update these forward-looking statements. To the maximum extent permitted by law, 3P and its related corporations, directors, officers, employees and agents disclaim any obligation or undertaking to release any updates or revisions to the information in this presentation to reflect any change in expectation or assumptions and disclaim all responsibility and liability for the forward-looking statements (including without limitation, liability for fault or negligence).

This presentation provides information in summary form only and is not intended or represented to be complete. Further, it is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation, or needs of any particular investor.

Due care and consideration should be undertaken when considering and analysing 3P's financial performance. All references to \$ are to Australian \$ unless otherwise stated.

To the maximum extent permitted by law, neither 3P nor its related corporations, directors, officers, employees and agents, nor any other person, accepts any liability, including without limitation, any liability arising from fault or negligence, for any loss arising from the use or reliance on this presentation or its content or otherwise arising in connection with it.

This presentation is not and should not be considered as an offer or invitation to acquire shares in 3P and does not and will not form part of any contract for the acquisition of shares.

This presentation should be read in conjunction with other publicly available materials. Further information is available on 3P's website at: http://www.3plearning.com/investors/

