



# A Globally Connected Community

IDP Education  
Annual General Meeting

24 October 2017





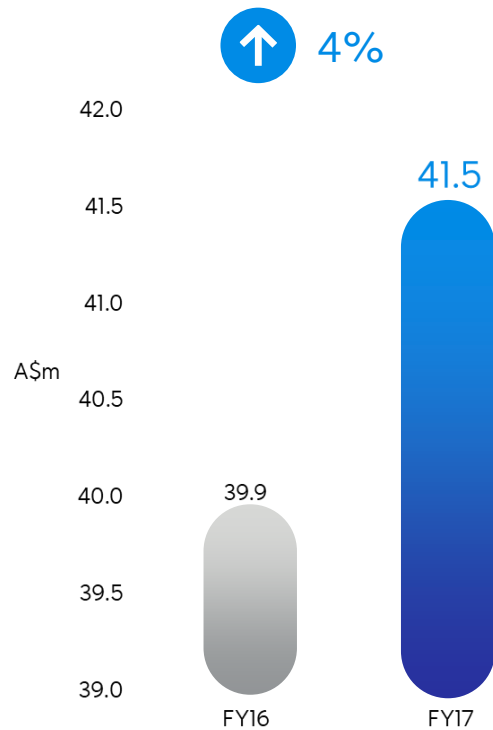
# Peter Polson

## Chairman

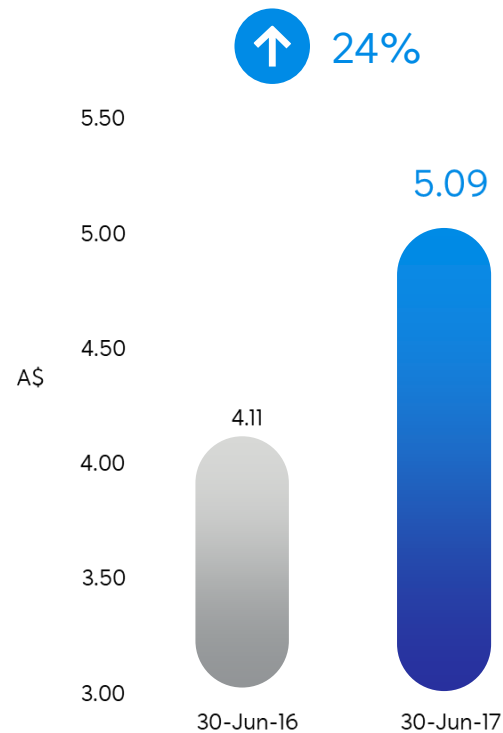
# FY17 Highlights

Strong returns to shareholders

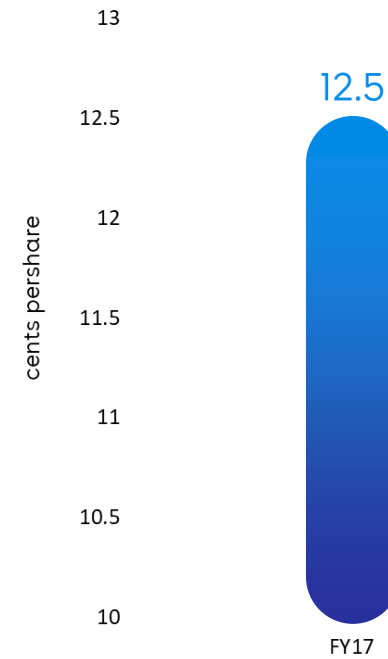
## NPAT



## Share Price



## Dividend\*



\* Total dividends declared in FY17. In FY16 IDP Education paid a dividend of 5.5 cents per share for the 6 months ending 30 June 2016 which was its maiden dividend as a listed company

# Our vision

To build a global platform and connected community to guide international students along their journey to achieve their lifelong learning and career aspirations.

Discover  
(Hotcourses)  
and IDP)



Convert  
(IDP)



Support  
(IDP)





Andrew Barkla

Managing Director and CEO

# FY17 Performance

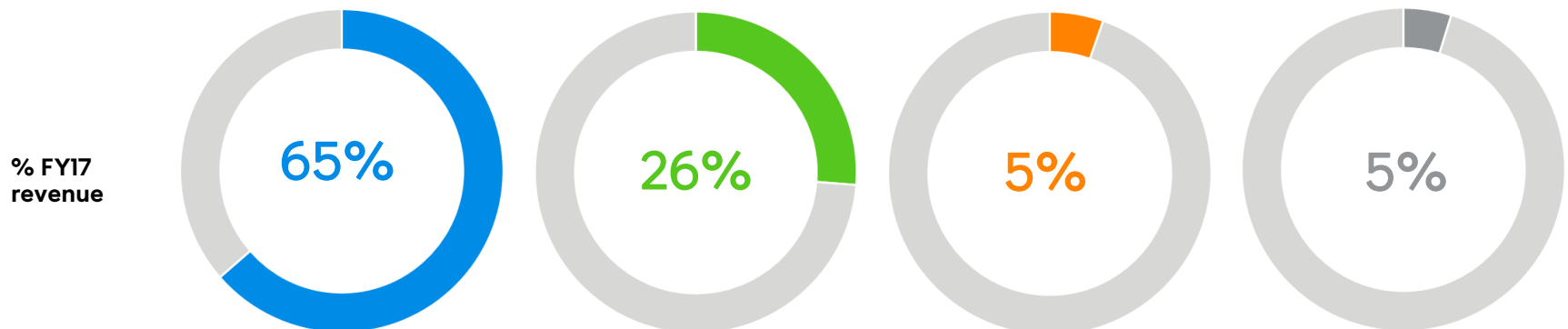
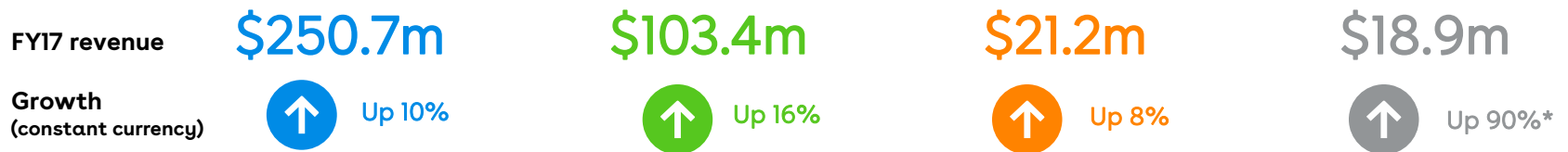
Strong revenue growth across all service categories

English Language Testing

Student Placement

English Language Teaching

Advertising & Events \*



\* Growth expressed on a "Constant Currency" basis. 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. The FY16 revenue shown here is statutory revenue not adjusted for currency movements

\*\* Advertising and Events revenue on this page includes a five month contribution from Hotcourses which was acquired in February 2017. It also includes "Other" revenue of A\$3.6m which was reported separately in the FY17 accounts

# IDP's Digital Transformation

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



Value added services



Career support

...on an integrated global platform...



The world's definitive international student dataset and connected community



Connecting our customers to success

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

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