



Connected
community

Global
platform

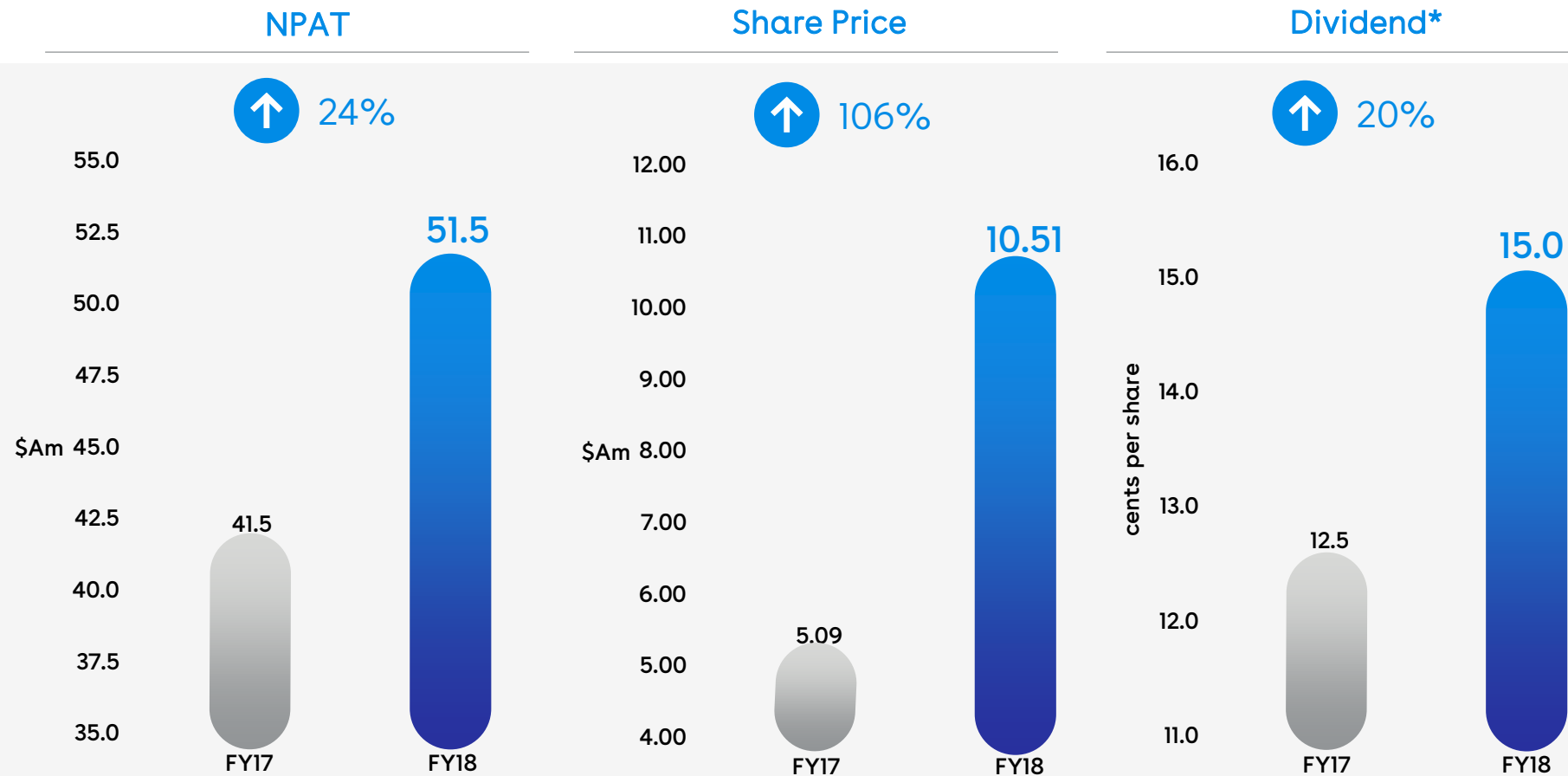
IDP Education
Annual General Meeting
23 October 2018





Peter Polson Chairman

Strong performance and returns for shareholders



* 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...



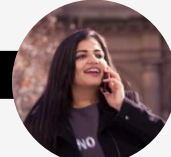
World's best course search



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



FY18 revenue up 22%

Student Placement



FY18 revenue up 19%

Digital Marketing & Events



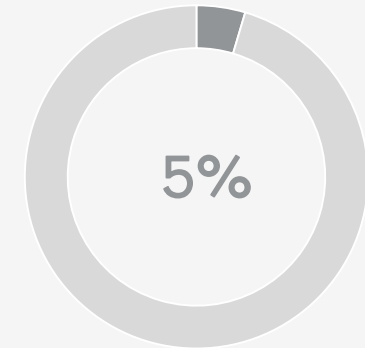
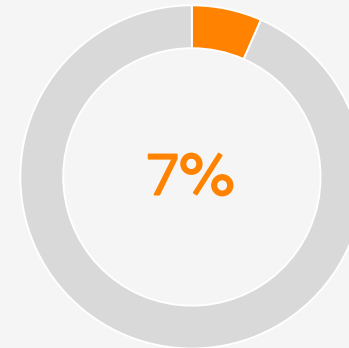
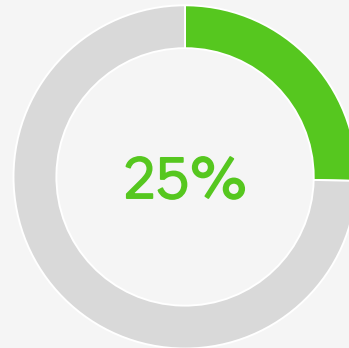
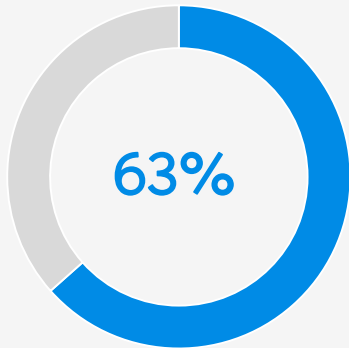
FY18 revenue up 108%

English Language Teaching



FY18 revenue up 5%

% FY18 revenue



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



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



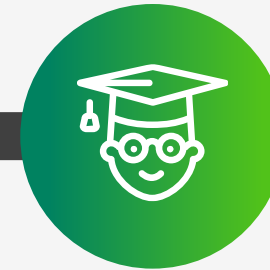
115

Million combined web traffic



27%

Increase in international site web traffic



37%

Increase in student placement leads





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