



**IDP Education**  
Macquarie Australia Conference  
May 2021





# Important Notice

This presentation has been prepared by IDP Education Limited (“IDP Education”) and is general background information about IDP Education’s activities current as at the date of this presentation. The information given is in summary form and does not purport to be complete. It should be read in conjunction with IDP Education’s other periodic and continuous disclosure announcements which are available at [www.investors.idp.com](http://www.investors.idp.com).

This presentation contains forward-looking statements relating to operations of IDP Education that are based on management’s own current expectations, estimates and projections. References in the presentation to assumptions, estimates and outcomes which are based on internal business data and external sources are uncertain given the nature of the industry, business risks and other factors. They may also be affected by internal and external factors that may have a material effect on future business performance and results.

While management has taken every effort to ensure the accuracy of the material in the presentation, the presentation is provided for information only. IDP Education, its officers and management exclude and disclaim any liability in respect of anything done in reliance on the presentation. You should make your own enquiries and take your own advice in Australia (including financial and legal advice) before making an investment in IDP Education’s shares or in making a decision to hold or sell your shares in IDP Education.

IDP Education uses certain measures to manage and report on its business that are not recognised under Australian Accounting Standards. These measures are collectively referred to as non-IFRS financial measures. Although IDP Education believes that these measures provide useful information about the financial performance of IDP Education, they do not have standard definitions, and the way IDP Education calculates these measures may differ from similarly titled measures used by other companies. Readers should therefore not place undue reliance on these non-IFRS financial measures.

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.



# Leading the sector into recovery



## Decisive actions steer IDP through pandemic

**Resilient business model:** Diverse business model and strategy holding the organisation in good stead through crisis

**Global team at strength:** Expanding our team to drive future growth

**Strong financial position:** Cash balance and disciplined cost management



## Business model remains critical to industry rebuild

**Demand remains:** Growing IELTS capacity through new computer-delivered centres

**Increasing capability:** Increasing counsellor capacity to support students into FY22 and FY23

**Critical client services:** Our data insights are increasingly valuable as higher education institutions formulate their rebound strategies



## Positioned strongly for opportunity

**Foundations for growth:** Investment in digital technology and capability have accelerated our innovation strategy

**Ready for opportunities:** Poised to take advantage of investment opportunities

# Operational status

Leveraging our digital capability to connect with and support customers



## Student placement

83 of 127 student placement offices are open\*

Most Indian offices have returned to virtual operations for staff and customer safety

Focus is on student engagement for Northern Hemisphere autumn intake

## English language testing

IELTS demand remains strong

Capacity challenges due to government restrictions in some regions, particularly India

Responding to restrictions by managing demand into future periods

88 computer-delivered centres opened FY21 YTD. Additional 28 scheduled to open by 30 June

## English language teaching

IDP language schools in Vietnam trading as normal

Cambodian schools temporarily closed due to government restrictions but online learning models have enabled students to continue studies

## IDP Connect

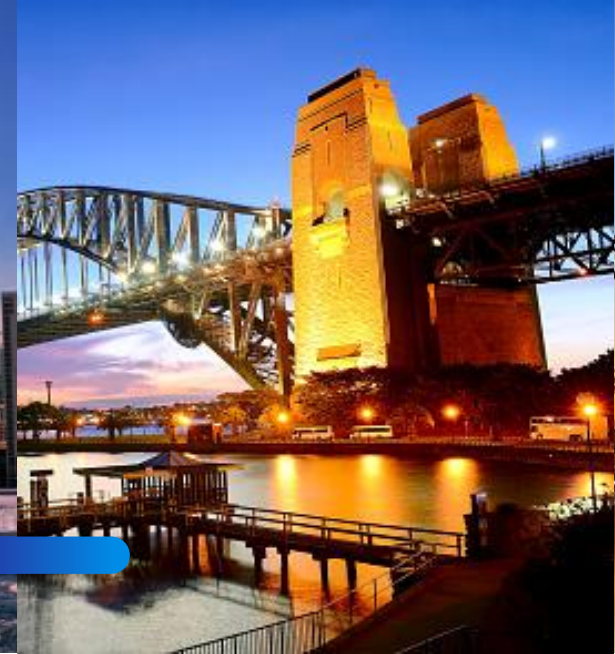
IDP Connect international sales are strong and delivering a critical resource for clients needing to stay connected with students

International Student Crossroads research bringing customer intentions to the fore of policy decision making

*\*As at 30 April 2021*



# Positive regulatory settings in UK and Canada



## Regulatory environment

### United Kingdom

- Open borders for most international students
- Graduate Route (post-study work rights) reintroduced in 2019
- Indian students exempt from “red list” restrictions but subject to quarantine

### Canada

- Open borders for most students
- New pathways for permanent residency announced on April 14
- Previous visa issuance blockages are being resolved by the Canadian government

### Australia

- Borders remain closed
- Post-study work rights remain in place

## Key government commitments and targets

- Targeting 600,000 international students by 2030<sup>1</sup>

- Target of 400,000 new migrants p.a to 2023

- Consultation phase of new international education strategy launched



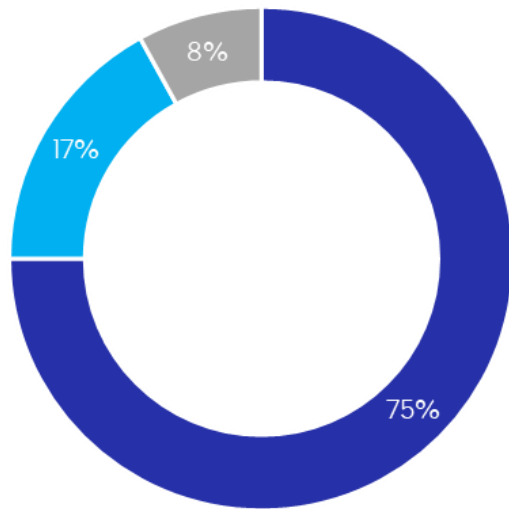


# Students still holding out for on-campus experience

IDP Connect research\* shows:

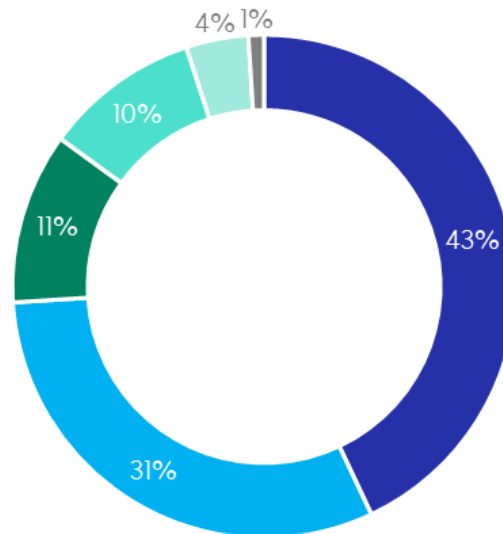
- Students are holding on to their study intentions
- Demand for online only study remains low
- Students are willing to quarantine and get a vaccine in exchange for on-campus experience.

## Expecting to start studies as planned



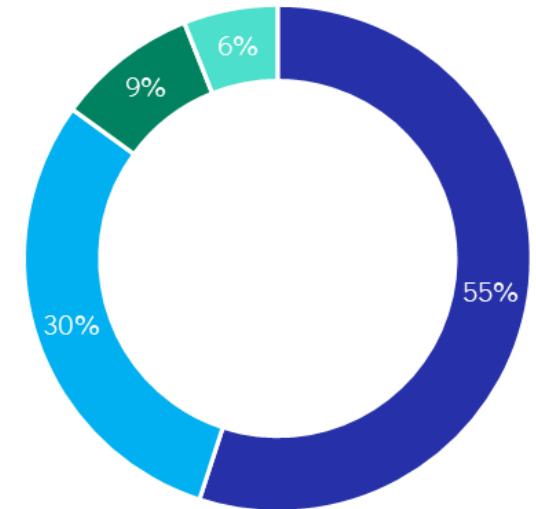
■ Yes ■ I don't know ■ No

## Attitudes to modes of study



■ Online but transition to F2F  
■ Defer entry to study F2F  
■ Undecided  
■ Online only  
■ Withdraw  
■ Other

## Willingness to vaccinate



■ Will get vaccine as soon as I am able  
■ Need more information on vaccines  
■ Already been vaccinated  
■ Wait until vaccine passports not required

\* IDP Connect's International Student Crossroads research based on a survey of over 6,000 students conducted between 16 March 2021 and 5 April 2021

# A clear focus on our strategic opportunities

Building on our technology and capability investments to lead the transformation of industry



Increasing counsellor capacity globally



Introducing AI-driven course search recommendations



Embedding omnichannel model



Introducing faster, verified application processes

Trusted human expertise combined with smarter AI technology to help students find and get into their ideal course, faster



Rapidly expanding test centre network



Modernising the IELTS platform



Enhancing the preparation experience

Expanded global footprint and modernised IELTS digital platform to further extend our market leadership



Becoming a strategic partner for client institutions



Utilising digital platform for better matched students



Provided strategic insights to aid rebound strategies



Quality control of applications

The right, quality students institutions are looking for, plus the insights they need to build their rebound strategies

# Summary

## Structural demand drivers remain in place

- IELTS performance a positive leading indicator for health of the industry
- Students remain resilient despite mobility challenges

## Financial Strength

- Cash balance of A\$299m\* and undrawn working capital facilities provide scope for further investment
- Expanding staff and increasing marketing spend to drive future performance

## Innovation

- Accelerating our innovation to drive industry transformation

## Leading the sector into recovery

- With unmatched services, global footprint and data insights, our teams are ready to lead the industry rebound





