

## **NZX / ASX Release**

23 July 2015

Intueri Education today announces that it has further increased its scale and diversity with the acquisition of the New Zealand Institute of Sport (NZIS).

NZIS has been a unique feature of the vocational training landscape in New Zealand for almost 20 years offering a diverse range of tertiary programmes for those pursuing careers in the sport, fitness and recreation sectors.

The acquisition includes The New Zealand College of Massage (NZCM), regarded as New Zealand's leading tertiary massage therapy provider, offering a range of bodywork therapies at certificate and diploma level. NZCM is a subsidiary of NZIS and is one of only two providers to offer a Bachelor's Degree level Massage Therapy programme.

The purchase price, for 100% of the shares in NZIS and NZCM, will be 5.5 times expected 2016 EBITDA. 2016 EBITDA is forecast to be approximately NZD\$3.5m, which would equate to a total consideration of NZD\$19.25m. An initial payment of NZD\$17.6m, funded from Intueri's current debt facilities, will be made upon completion of the acquisition, followed by a potential interim payment in March 2016 and a final reconciliation payment in March 2017.

Completion is conditional on regulatory and other customary approvals, including Overseas Investment Office approval relating to leased premises in Christchurch. It is anticipated that these approvals will be received by October.

With almost 1000 students enrolling each year, NZIS and NZCM have a reputation for delivering engaging, quality-focussed programmes with successful employment outcomes. This boosts the number of Intueri students to more than 13000 and the number of Colleges across Australasia to 11.

Intueri CEO Rob Facer says NZIS' significant scale in the sports and complementary health sectors, along with its experience and achievements in the Maori and Pasifika communities are particular strengths.

"NZIS' engagement in this area has been extremely successful and we certainly aim to use their model to help refine our strategies across this key demographic.

"Broadening the range and quality of our course provision forms the basis of our growth strategy. The ability to offer sports-based programmes will offer significant opportunities to further increase our international student numbers. We are delighted to welcome NZIS as a NZQA Category 1 provider to the Intueri Group."

NZIS Founder and CEO, John Fiso, says becoming part of New Zealand's largest group of private training providers is another significant milestone.



"Intueri's focus on quality was a big draw card for us and our two organisations share a similar values structure. I am looking forward to working with the Intueri management team as well as with the other schools that form part of the Group."

Mr Fiso will remain in his current role from completion, with the expectation that he will take on additional executive leadership responsibilities within the Intueri Group during 2016. All key senior staff are expected to stay on in their current roles.

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Intueri is a New Zealand headquartered group of private training establishments delivering vocational education to students in New Zealand, Australia and from around the world. Intueri is dually listed on the NZ and Australian stock exchanges under the code IQE.