

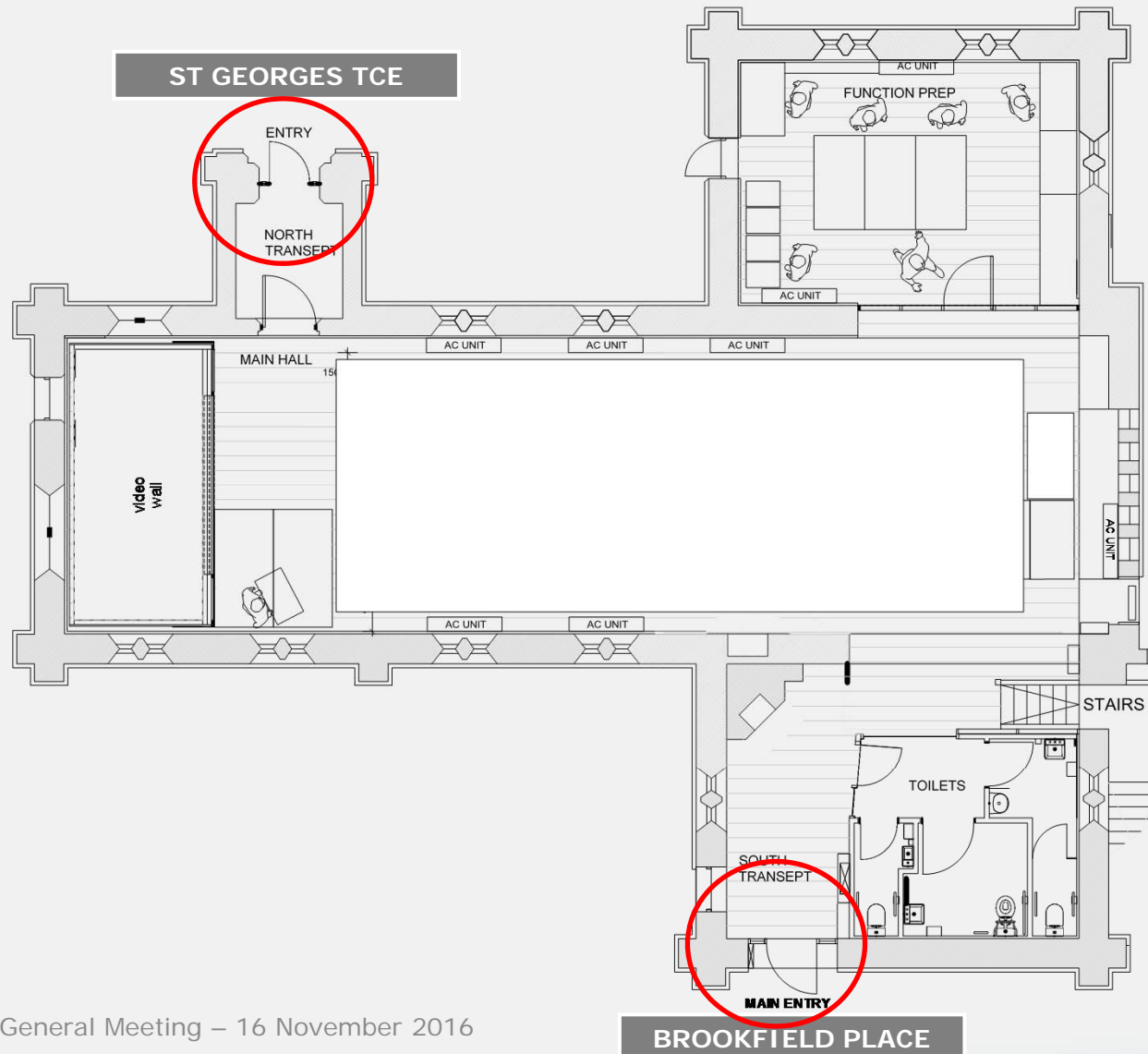
WORLD CLASS QUALITY

ANNUAL GENERAL MEETING

16 November 2016

navitas 

Emergency exits





Chairman's Address

Continued improvement of high quality academic outcomes

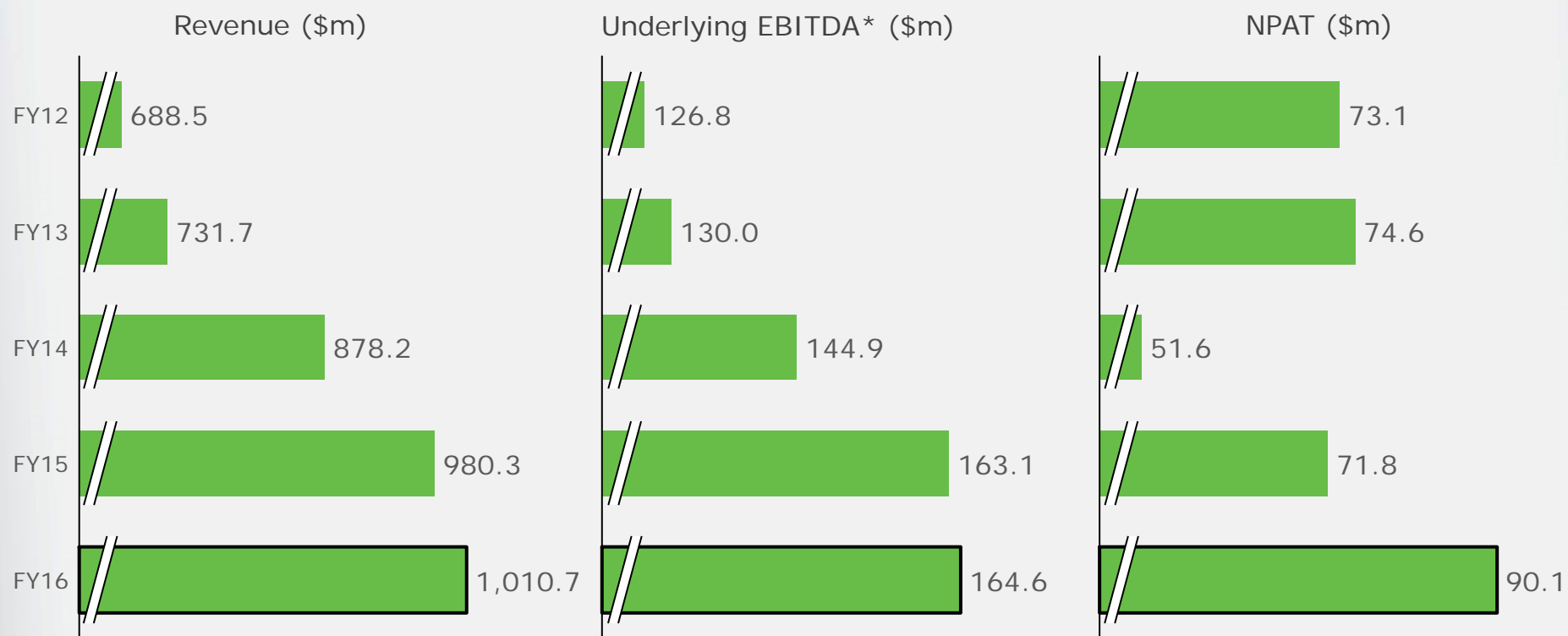
 Pathway **pass** rates of more than **80%**

 Retention rates of more than **85%**

 Progression to partner rates of more than **90%**

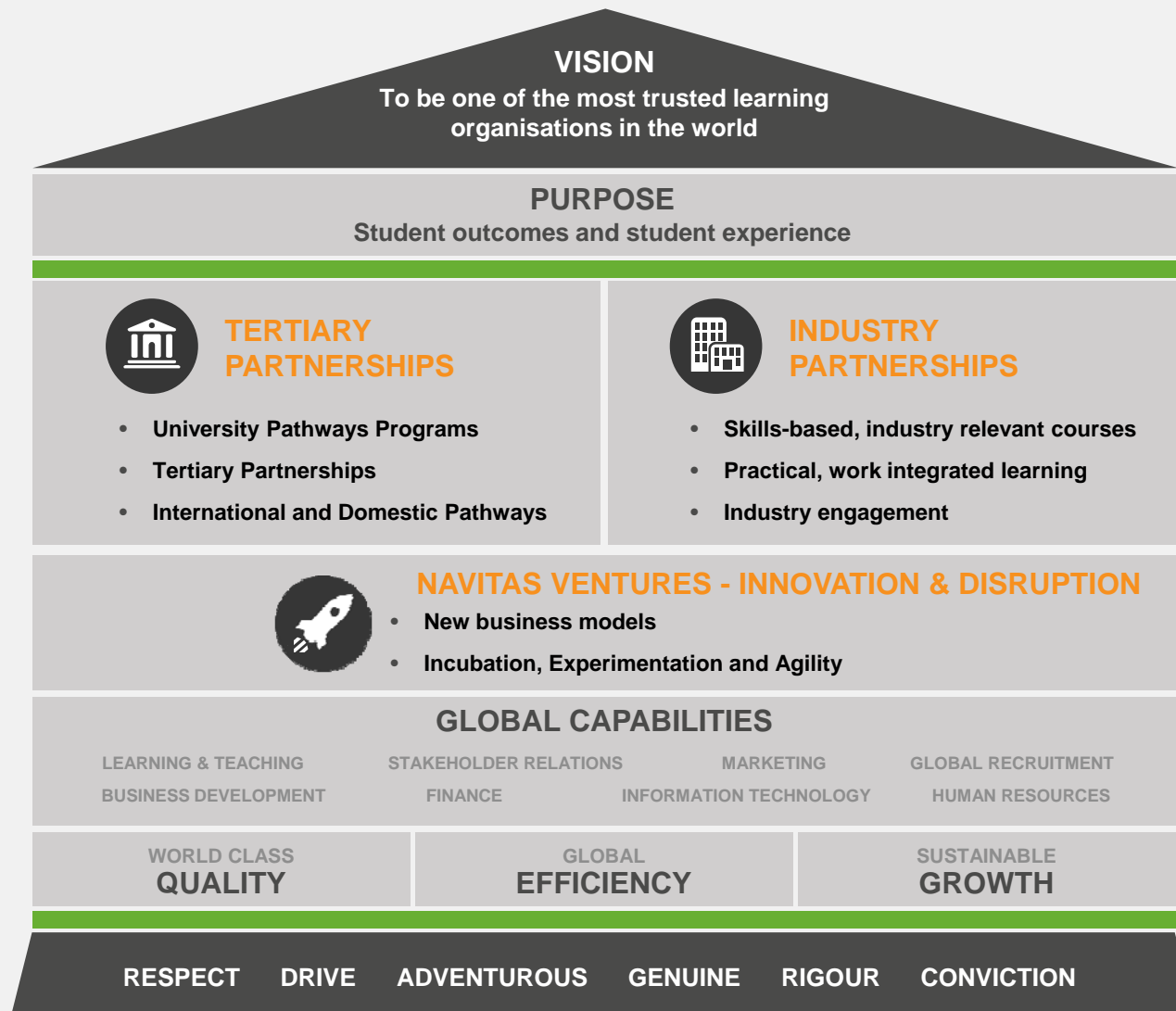
 Students satisfied with program quality **98%**

Solid financial performance in a challenging year



* Excluding goodwill impairment

A greater focus on partnerships and pathways to employment

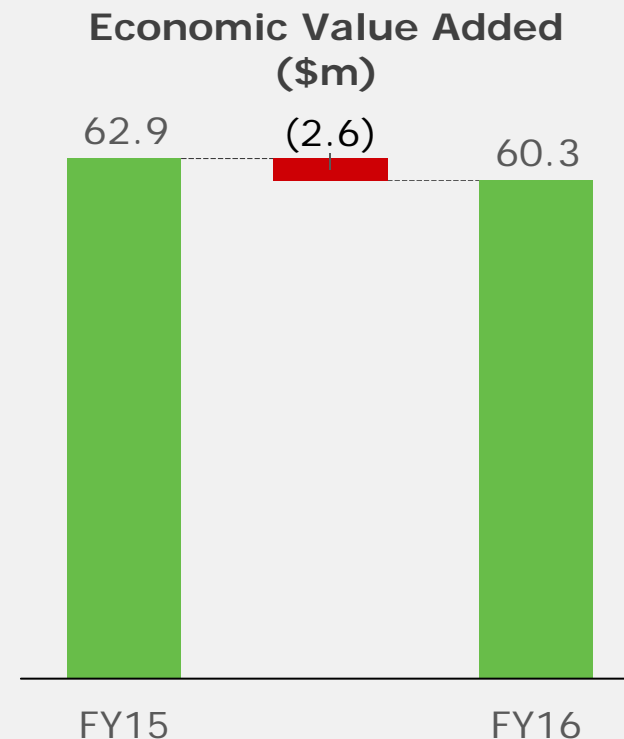
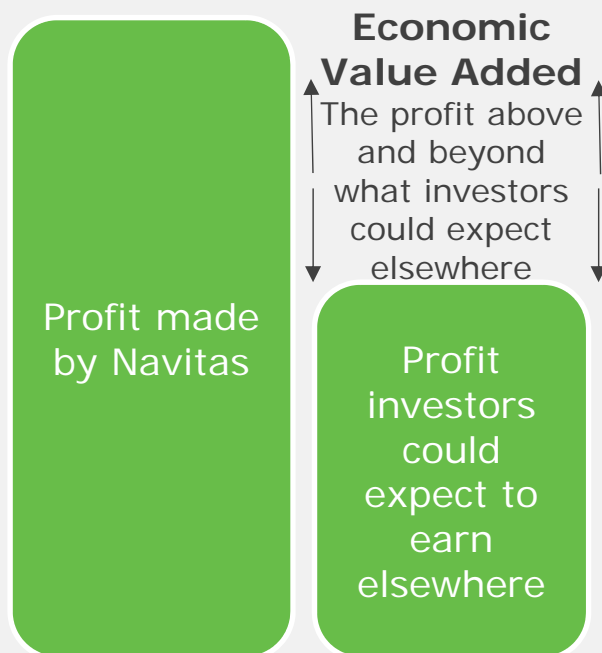


Tracey Horton

- Commences as Chairman today
- Non-Executive Director of Navitas since June 2012
- Extensive international business and education experience including as Winthrop Professor and Dean of the University of Western Australia as well as senior roles at Bain & Company, Poynton & Partners and the Reserve Bank of Australia
- Currently a Commissioner for Tourism Western Australia, Board member of the Australian Institute of Company Directors, Chairman of Presbyterian Ladies College and a member of the Australian Takeovers Panel



Shareholder value and EVA[®]



FY16 EVA was impacted by the closing of Macquarie University and Curtin University operations in Sydney



CEO's Address

Vision

To be one of the most trusted
learning organisations in the world



**World Class
Quality**



**Global
Efficiency**



**Sustainable
Growth**

World class quality

Academic Quality

University Partnerships

- Pre university and pathway program pass rates **>80%**
- Retention rates **>85%**
- Progression to partner university rate **>90%**

PEP

- ACAP/NCPS teaching quality, learning response and skills developments rated **above 85%** in a national survey

SAE

- SAE recognised in Australian government quality survey (QILT) for **learner engagement** and **student support**

Student Experience

University Partnerships

- Annual survey of **5,500** students and graduates
 - **97%** of students satisfied with teaching experience
 - **98%** of students satisfied with quality of their study

PEP

- Navitas ELICOS college voted **best in Australia** in world leading student survey

SAE

- Australian destination survey of 2014 graduates found **85%** of respondents had secured employment

Continuous contract renewal

2 year progress report

- ✓ **4** new agreements
 - Florida Atlantic University
 - University of Northampton International College
 - Western Sydney University International College (JV)
 - University of Canberra College (JV)
- ✓ **7** agreements renewed under materially similar terms and conditions – **1** converted to a JV (ECU)
- ✓ **2** Curtin agreements extended to complete discussions

Upcoming in FY17

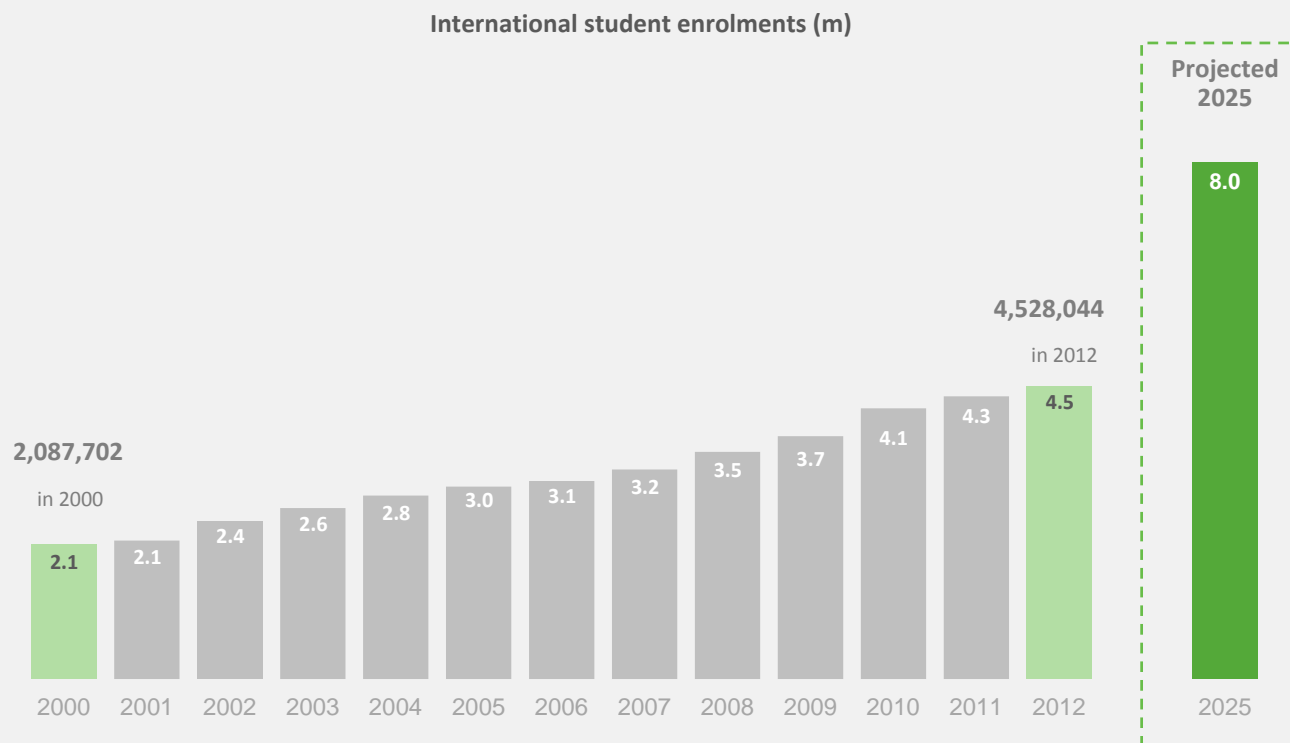
- ❑ Adult Migrant English Program – June 2017
- ❑ HIC with University of Hertfordshire – July 2017

Global demand for international education continues to grow



More students
travelling
overseas to
study

**By 2025 there
will be 8.0m
students
crossing
borders to
study**



Source: UNESCO Institute of Statistics, 2016; *Education at a Glance*, OECD 2015;

Creating efficiency and growth

Building a platform for sustained growth

IT
Shared Services



Finance
Shared Services



HR
Shared Services

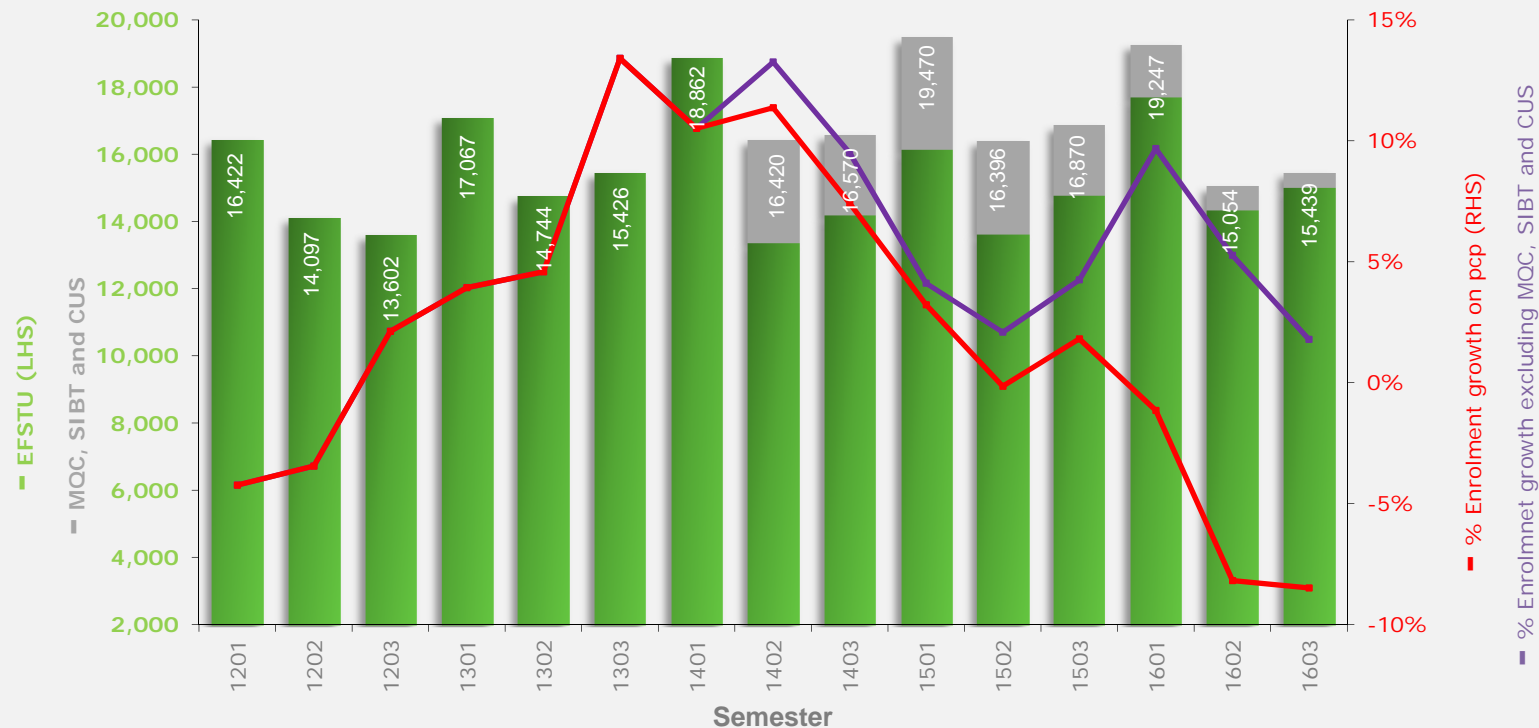


Global Learning
and Teaching team



Semester 3 2016 University Partnership enrolments – declining impact of Macquarie and Curtin Sydney

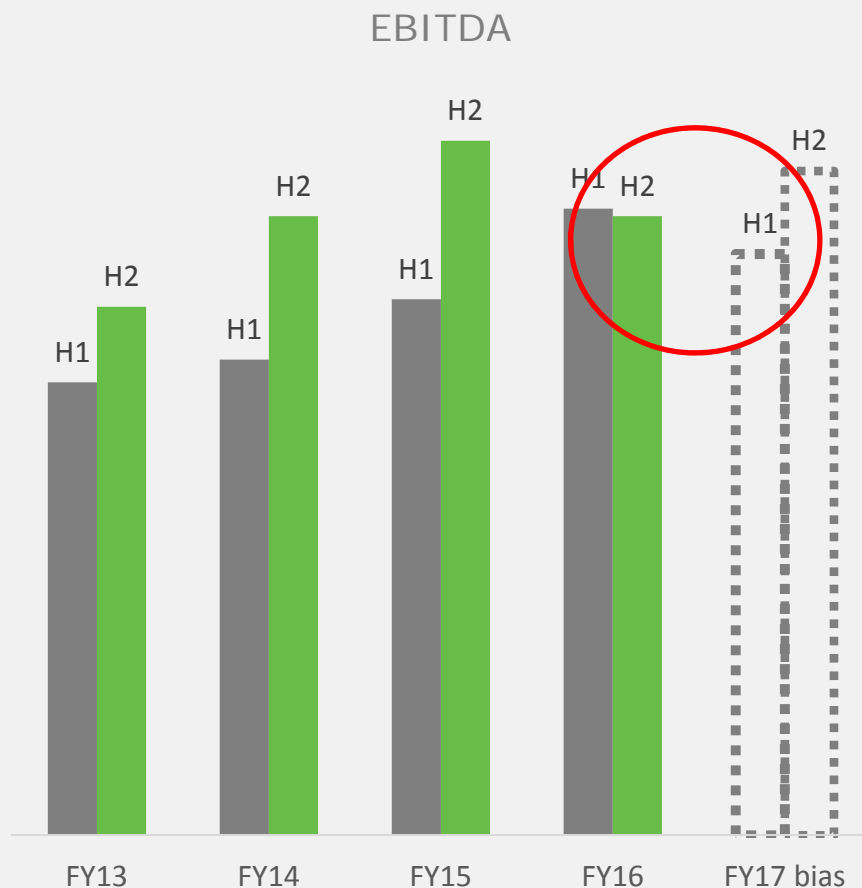
Historical University Partnerships EFTSU and enrolment growth



Latest

- Semester 3 2016 underlying global enrolments grew by 2% vs pcp
 - Including closing colleges, global enrolments decreased by 8%
- Figures include 740 Joint Venture college enrolments (Edith Cowan, Western Sydney and Canberra)

FY17 outlook – biased towards H2



- H2 FY16 and H1 FY17 impacted by:
 - Ramp down of Macquarie contracts – by H2 FY17 SIBT will be operating on a new normalised level
 - Final teach out and closure of Curtin Sydney
- No impact from closing colleges in H2 FY17

Guidance - FY17 EBITDA result expected to remain broadly in line with FY16

Business of the meeting



Item 1

To receive the Financial Report, Directors' Report and Auditor's Report

To receive and consider the financial report, together with the directors' report and the auditor's report, for the year ended 30 June 2016.

Item 2

Resolution 1 – Adoption of Remuneration Report

That the remuneration report, which forms part of the Report of Directors for the year ended 30 June 2016, be adopted.

Item 3

Resolution 2 – Election of Ms Lisa Paul AO PSM

That, Ms Lisa Paul, who was appointed as a Director by the Board on 2 February 2016, and being eligible offers herself for election, be elected as a Director of the Company.



QUESTIONS