



Clear strategic direction – aligned with operational goals



PURPOSE

Transform lives by increasing student access to quality tertiary education

Conviction Drive **Adventurous** Rigour Genuine Respect VISION To be universally recognised as one of the world's most trusted learning organisation **CAREERS AND INDUSTRY (CI) NAVITAS VENTURES UNIVERSITY PARTNERSHIP (UP) BUSINESSES BUSINESSES** The preferred transformation partner to Scaling ideas and growing teams that unleash Providing students with a quality, valued human potential and transform the way the universities around the world education in segments with strong world learns employment prospects North Human Govt. Creative Health **Partnerships** Australasia Europe Incubation Investment America **Programs** Services

MEASURES OF SUCCESS WORLD CLASS LEADING SUSTAINABLE QUALITY EFFICIENCY GROWTH Partner Contract Student Employee Senior **EBITDA** Student **FFTSU** FVA New partners **FBITDA** NPS renewal progression engagement retention Margin commencements 2020 TARGETS **Grp EBITDA** SAE EBITDA Retention UP FFTSU New UP Revenue Capex per Pass rates rates margin margin annum CAGR CAGR Agreemt's

Group KPI's – by 2020





Quality

2%

pass rates improvement to 84% – University Partnerships

3%
retention rate
improvement to 90% –
University Partnerships



Efficiency

18%Group EBITDA margin

20%SAE EBITDA margin

< **\$20m**capex per annum



Growth

5%* revenue CAGR

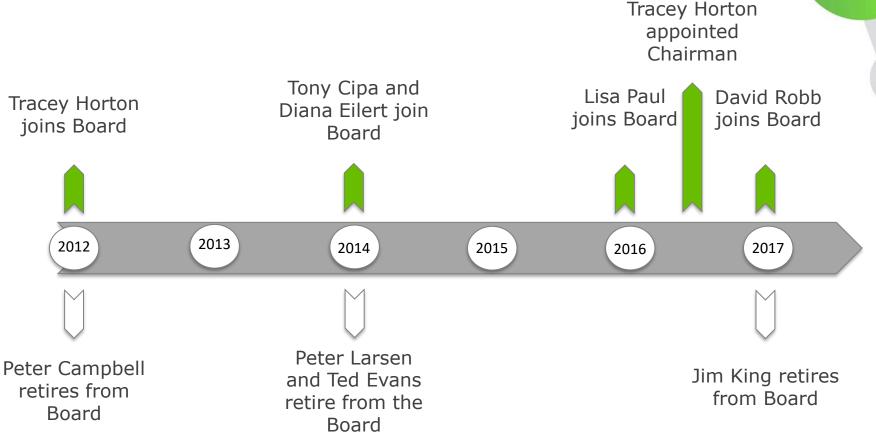
5%University Partnerships
EFTSU CAGR

5 newUniversity Partnerships agreements

^{*} Note: Based on constant currency and CAGR calculated assuming AMEP revenue reduction excluded from FY17 to FY20. This reduces to 3% CAGR against FY17 Group revenue if AMEP revenue is included

Ongoing Board renewal





Group CEO transition process commenced



12 October 2017

 Group CEO elect announced

Transition period

 Transfer of knowledge and relationships

1 March 2018

- David
 Buckingham
 becomes
 Group CEO
- Rod Jones remains Managing Director

1 July 2018

- David

 Buckingham
 becomes
 Group CEO

 and

 Managing
 Director
- Rod Jones becomes Non-Executive Director

Navitas – the early days





Navitas – the early days









Group Chief Executive Officer's Address

Rod Jones

FY17 Highlights



Quality



Efficiency



Growth



Continued delivery of strong student experience and academic outcomes





Average University Pass rates 82%, Retention 87%, Progression 94%



5 University Partnership contracts renewed



170 basis point increase in Careers and Industry EBITDA margin



Creation of the Careers and Industry Division



Operations streamlined and shared service implementation progressed



New agreements with University of Idaho and Richard Bland College signed in the US



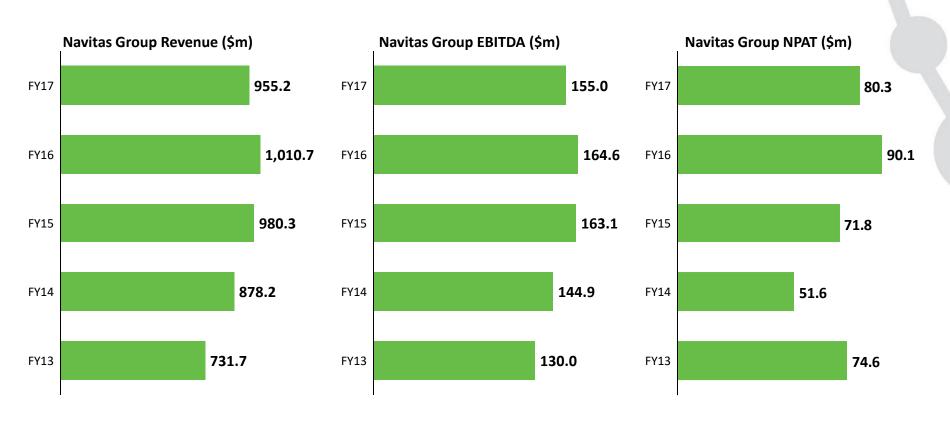
5% enrolment growth for University **Partnerships**



Navitas Ventures launched

FY17 financial outcomes





Strategic review outcomes





- **Demand** for international higher education is large and growing
- 5.0m students travelling overseas to study per year growing to 8.0m
- Opportunity for private providers from increasing pressure on public funding



- Navitas delivers high quality outcomes for our students and partners
- Navitas has consistently delivered significant growth
- But shareholder value creation recently affected by material contract losses



- Strong focus on government relations and partner renewal risk
- New C&I division formed to focus on opportunities in tertiary education
- Navitas Ventures to drive innovation and broaden core business longer term



- Portfolio review ongoing
- Internal transformation almost complete with new platform for future growth
- Navitas leaner, more agile and hungry

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revenue CAGR

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University Partnerships EFTSU CAGR

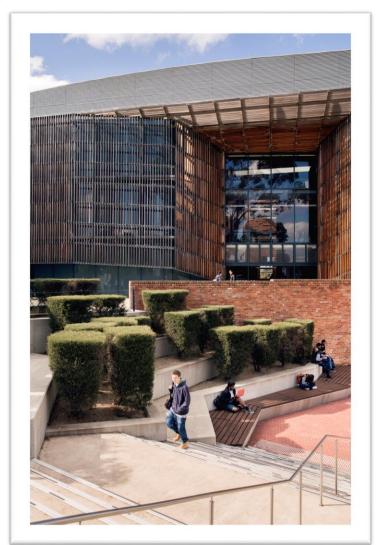
5 new

University Partnerships agreements

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Deakin College and CRIC agreements renewed





Deakin College

- Agreement with Deakin
 University renewed for 10 years
- Deakin College established in 1996, one of Navitas' longest standing partnerships
- More than 19,000 students progressed to Deakin University

Cambridge Ruskin International College (CRIC)

- Agreement with Anglia Ruskin University renewed for 9 years
- CRIC founded in 2008

Acquisitions

Christchurch College of English Limited

- Offers English language programs in Auckland and Christchurch – partners with University of Canterbury
- Expands Navitas' footprint in New Zealand





Australian School of Applied Management (ASAM)

- Acquired an additional stake, taking holding to 80%
 - Leader in short unaccredited management programs
 - Australia's largest provider of femalefocused leadership programs
 - Runs National Excellence in School Leadership Initiative (NESLI) – active across Australia, NZ, US





Business of the meeting



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 2017.



Resolution 1 – Adoption of Remuneration Report

That the remuneration report, which forms part of the Report of Directors for the year ended 30 June 2017, be adopted.



Resolution 2 – Re-election of Mr Tony Cipa

That, Mr Tony Cipa, who retired in accordance with the Company's constitution, offers himself for re-election and is eligible, be re-elected as a director of the Company.



Resolution 3 – Re-election of Ms Diana Eilert

That, Ms Diana Eilert, who retired in accordance with the Company's constitution, offers herself for re-election and is eligible, be re-elected as a director of the Company.



Resolution 4 – Election of Mr David Robb

That, Mr David Robb, who was appointed as a Director by the Board on 9 May 2017, and being eligible offers himself for election, be elected as a Director of the Company.