

2014 Annual General Meeting

16 October 2014

vocation.com.au





Managing Director's Presentation
Mark Hutchinson



Why Vocation?



Opportunity

- Significant opportunity to create a high quality, full service private education provider in the context of a supportive macro environment
- Global shift in student demands and learning trends that for the first time in centuries is fundamentally changing how education is perceived, delivered and distributed to a far wider demographic
- Demand by industry and government for the skills that will see our country prosper in the future, particularly in the greater Asian context

Vocation Proposition

- Delivering a high quality solution to future student, government and industry demands is our priority, and the source of ongoing motivation for our team
- Particularly focused on delivering on the key metrics of enrolment numbers, graduation rates and job outcomes
- Over the course of 2014 Vocation has created an integrated national footprint complemented by an online platform, a flexible delivery model, and a full suite of education programs to deliver the complete student life cycle

Our Education Footprint



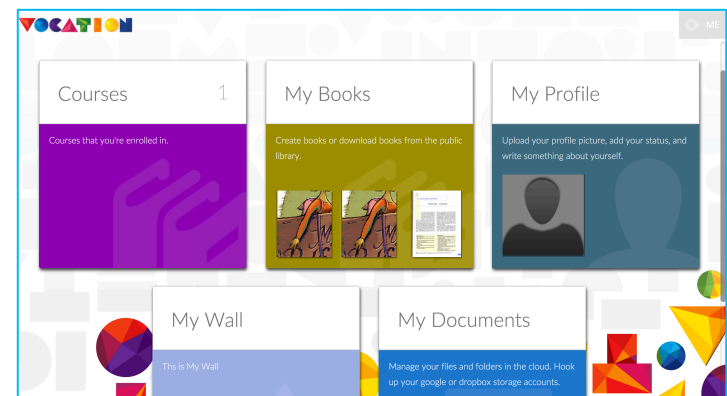
National footprint

- Campuses in all major metropolitan areas
- Enhanced ability to deliver national training programs for Enterprise clients
- Over 580 team members across the country



Flexible delivery model

- Digital ecosystem supports flexible delivery: online, in the workplace and on campus
- Online capability significantly enhanced through Endeavour acquisition
- Strong growth in online platform utilisation (circa 25% of students in FY15 versus 7% in FY14)
- Blended delivery key to achieving strong student outcomes



Vocation Offering



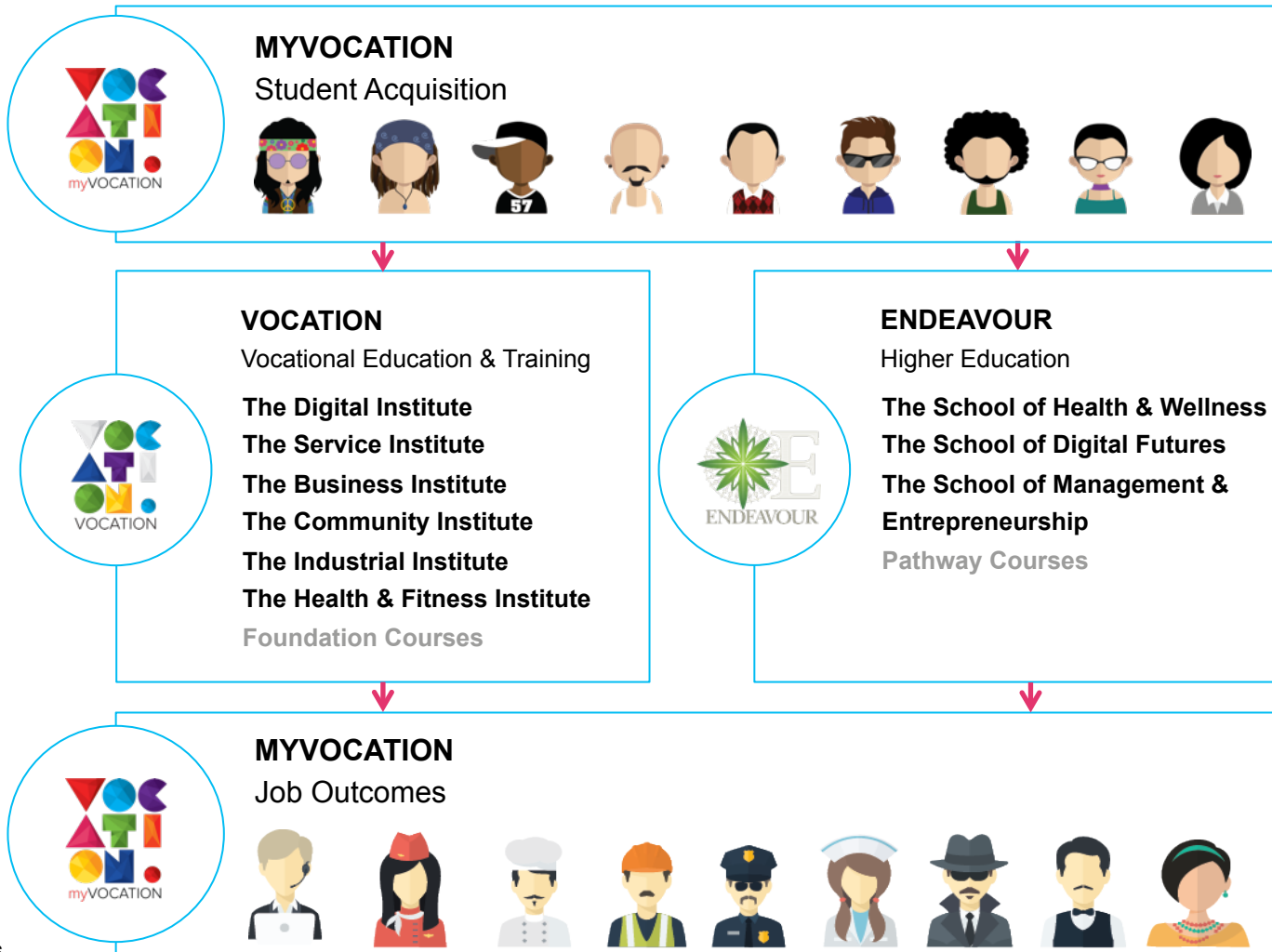
Higher Education




Vocational Education & Training




Student Flow



EDUCATION EXPERIENCE



Vocation has the platform, people and products to become the leading dual sector private educator in Australia, delivering quality student outcomes coupled with strong shareholder returns



The slide features decorative geometric patterns at the top and bottom. The top pattern consists of overlapping triangles in shades of purple, pink, orange, and red. The bottom pattern consists of overlapping circles and triangles in shades of purple, pink, yellow, orange, and green. The central area is a solid black rectangle containing the text "Thank you" in white.

Thank you