



# 3PL AGM PRESENTATION

## 21 November 2014

Group Managing Director – Tim Power

Chief Financial Officer - Jonathan Kenny



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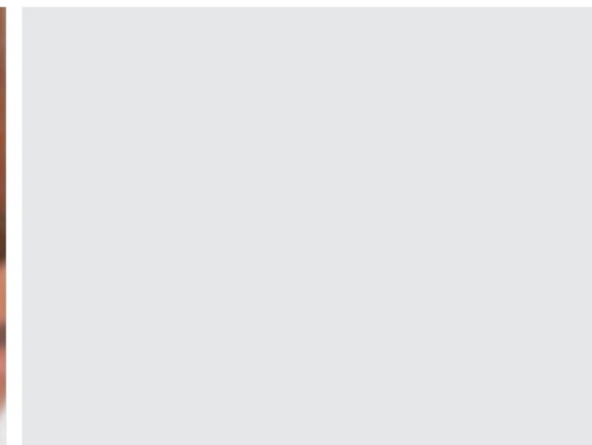
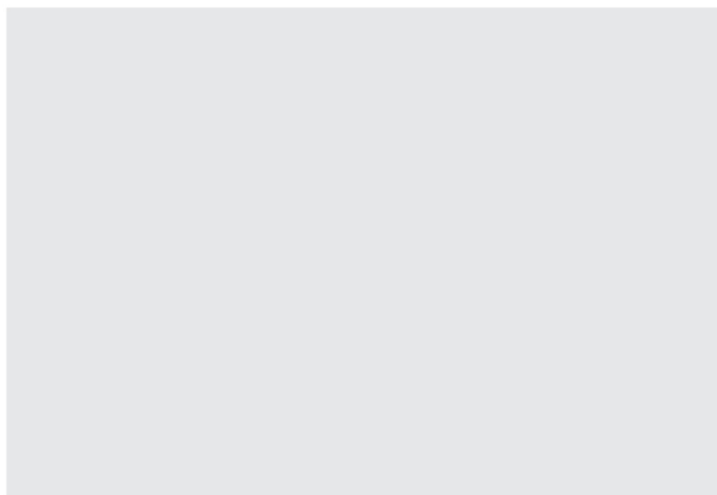
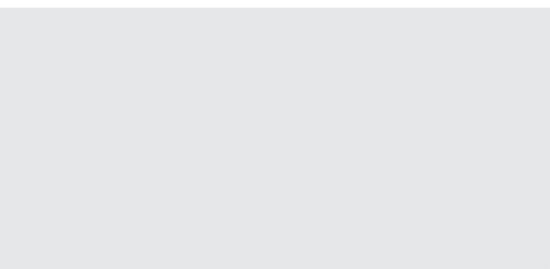
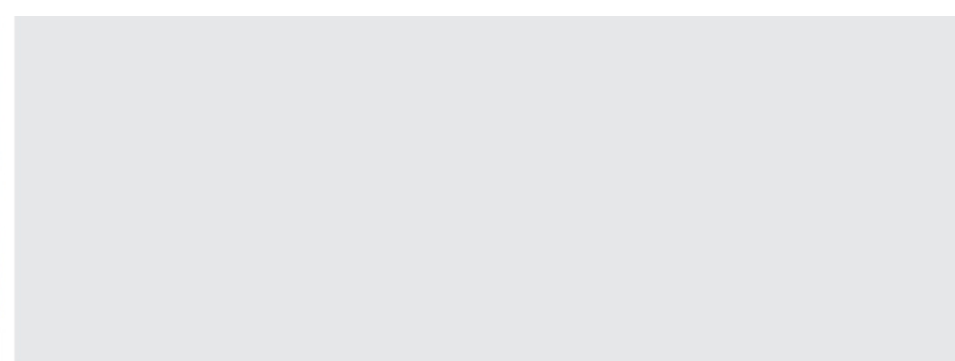
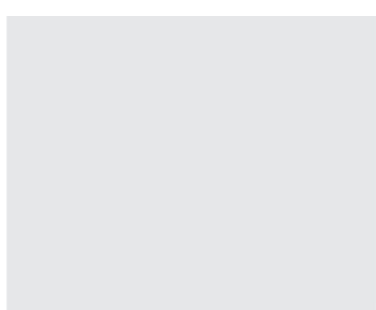
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3P Learning

# Section 1

## Overview





## 3P Learning Overview

- 3P Learning is a global online education company that offers cloud-based software-as-a-service products for schools and students in grades K-12<sup>1</sup>
- At 3P Learning, our mission is to create a place where students, families and teachers love learning. This passion translates to more engaged educators, motivated learners and an overall improvement in student knowledge and achievement
- 3P Learning is one of the global leaders in online learning for school-aged students, with our programs covering mathematics (Mathletics), spelling and literacy (Spellodrome), reading skills (Reading Eggs) and Science (IntoScience). All of our e-learning programs are designed by educators and educational technologists and are fully aligned with over a dozen international curricula – just one reason why they are trusted by over 4.7 million students and 17,000 schools across the world

1. K-12 refers to Kindergarten to Grade 12, which includes both primary and secondary students.



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# Section 2

**FY14 Performance**

## FY14 Performance v Prospectus Forecast

- Student licence growth of 21% to 4.7 million
- Group revenue increased to 13.9% to \$36.5million
- Revenue 3.3% ahead of prospectus forecast – ahead by \$1.2 million
- Pro Forma EBITDA was \$13.0m, 3.7% ahead of pro forma prospectus forecast
- NPBT was 5.2% ahead of pro forma prospectus and 10.5% ahead on a statutory basis

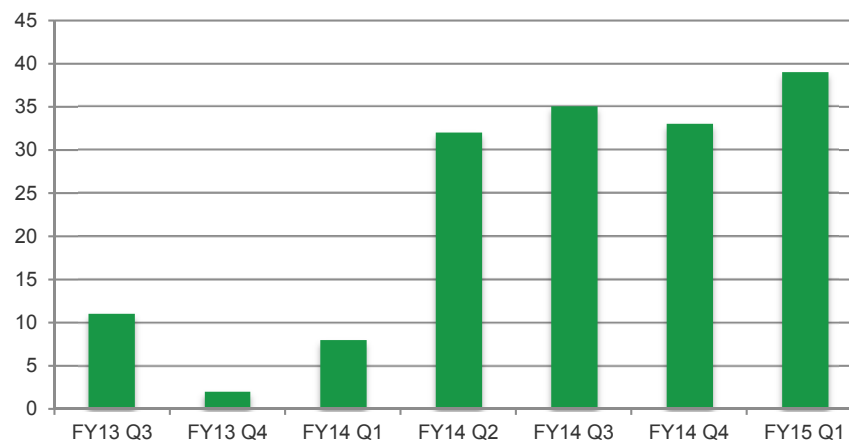


\* Pro Forma financial information which has been prepared to reflect 3P's financial performance and position as if accounting policies had been consistently applied over the historical period and with adjustments made for significant abnormal and/or non-recurring items including the impact of the IPO.

## Operational Highlights for FY14

- Quality engineering practices continue to deliver rapid innovation with 53 releases in FY14, with product develop accelerating in FY15
- Over 1.1 million tablet app downloads since launch
- Launched the Jenolan Caves with Australia's Biggest [Virtual] School Excursion in partnership with the CSIRO
- Nominated in 4 categories for the BETT educational awards in January 2015

Product Development Releases by Quarter



Finalist in 4 categories at the BETT Awards 2015







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# Section 3

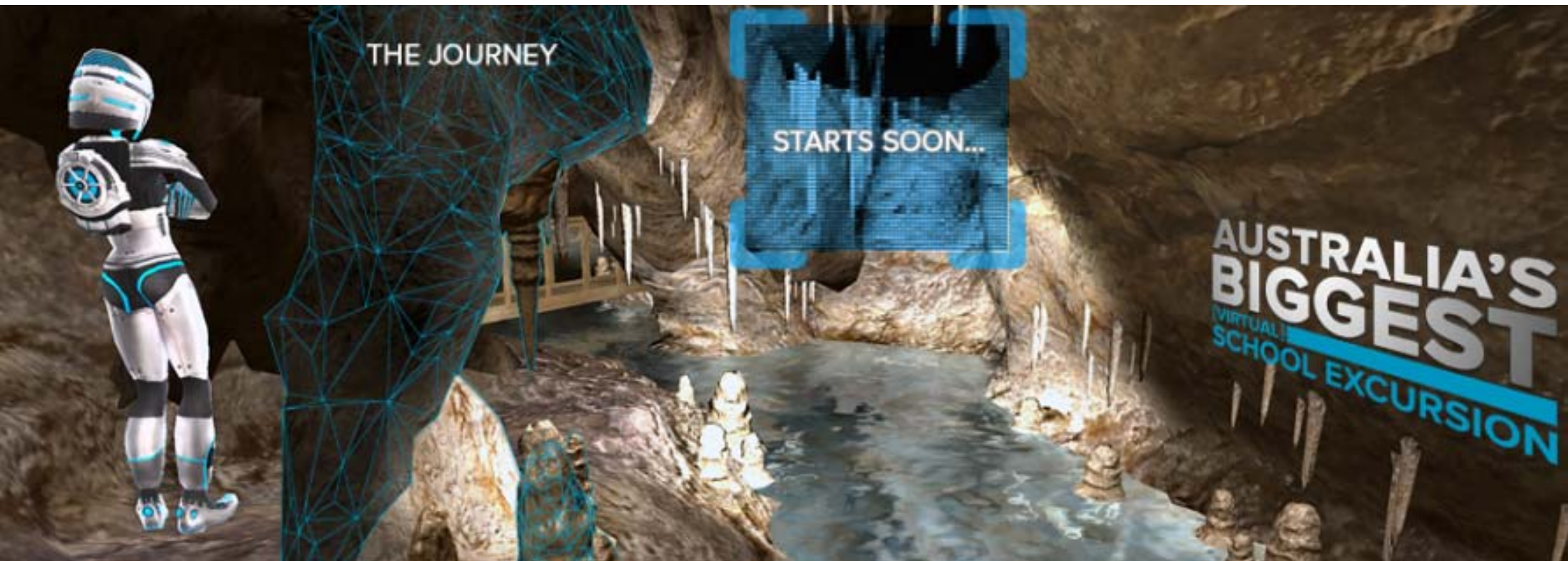
Product Update

# New Product Updates/Releases (IntoScience)



In August 2014, 3PL released the world-first addition of the Jenolan Caves interactive exhibit within IntoScience.

- An inch-perfect 3D digital recreation of the Jenolan Caves within IntoScience.
- A **fully immersive inquiry-based environment** for students to explore the geology.
- A world first in science e-learning.
- Launched as part of 3PL's "Australia's Biggest School Excursion – **officially opened by Hon. Malcolm Turnbull.**
- 625 schools participated in the immersive learning experience.







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# Section 4

## Outlook

## Outlook for FY15

- Having achieved the FY14 Prospectus Forecast, the company continues with consistent performance and can confirm guidance it is on track to meet FY15 prospectus forecast
- Forecast ARPU for FY15 also continues to track as anticipated to meet the Prospectus Forecast
- Quality engineering practices continue to deliver rapid innovation with 39 releases in the first quarter of FY15
- The company is an outstanding place to work, 'living a culture of creativity', and developing an environment in which top performers thrive

