



**3P Learning**

A place for schools and families to love learning.

Tel: +61 2 9019 2800

Fax: +61 2 8214 5869

ABN: 50 103 827 836

---

## ASX ANNOUNCEMENT (ASX: 3PL)

1 June 2016

### Trading update

3P Learning Limited (ASX: 3PL) expects group underlying EBITDA, including Associates, (before exceptional items) for the year ended 30 June 2016, to be in the range of \$11.5M to \$12.5M. Earnings have been impacted by lower than anticipated sales growth, with total revenue now expected to be in the range of \$48.0M to \$49.0M, up 7% to 9% year on year.

Exceptional items of \$2.1M comprise restructuring costs of \$1.6M, including the departure of the previous CEO, and \$0.5M associated with the acquisition of Learnosity (as previously disclosed in the half year results to 31 December 2015).

Sales growth in EMEA is anticipated to be 26%, despite increased competition in a constrained school budget environment. Americas sales growth is expected to be 37%. Although the North America sales environment is highly competitive, 3PL is making progress with key product enhancements that have been released to the market. ANZ sales have been stable year on year, with strong retention rates in primary schools. There has been less upsell than expected across ANZ and some impact from lower than anticipated secondary school retention rates. The new secondary user interface, about to be released, has been designed to address this segment.

### New CEO start date

3P Learning also advises that Rebekah O'Flaherty will commence as Chief Executive Officer and Managing Director on 1 June 2016. Ms O'Flaherty said:

"3PL operates in an industry with highly favourable characteristics including growing global demand, recurring revenue from a large installed base and a highly fragmented market, providing an opportunity for market leadership.

To take full advantage of this global opportunity, our focus will be to revitalise our product brands to be market leading on a global stage, optimise our sales model, particularly in North America, and determine the role that digital will play in our end to end business model. We will also consider the benefit of strategic partnerships to get our products and content to more users globally.

In addition, our 40% equity stake in Learnosity, positions us to benefit from Learnosity's aim to become the global leader in online testing and analytics, while at the same time allowing us to participate in another recurring revenue stream in a growing global market".

3PL will release its FY16 results to the market on Thursday 25 August 2016.

### Investor enquiries contact

Jolanta Masojada  
[investors@3plearning.com](mailto:investors@3plearning.com)  
+61 417 261367

Jonathan Kenny  
[investors@3plearning.com](mailto:investors@3plearning.com)  
+61 2 9019 2860

Read more at [www.3plearning.com/hello](http://www.3plearning.com/hello)

---

3P Learning Limited  
Level 18, 124 Walker Street  
North Sydney NSW 2060 Australia

[www.3plearning.com](http://www.3plearning.com)

Auckland • Bristol • Calgary • Dublin • Hong Kong • Johannesburg • Lahore • New York • Pune • Singapore • Sydney



**3P Learning**  
A place for schools and families to love learning.

**Tel:** +61 2 9019 2800

**Fax:** +61 2 8214 5869

**ABN:** 50 103 827 836

---

### **About 3P Learning**

3P Learning's mission is to create a place where students, families and teachers love learning. 3P Learning has brought together a community of 5.6 million students and 17,000 schools across the world using its award winning resources to learn mathematics (Mathletics), spelling and literacy (Spellodrome), reading (Reading Eggs) and science (IntoScience).

The company is comprised of 300 educators, engineers and product designers, based in 11 countries, servicing schools in over 100 countries.

3P Learning has a powerful partnership with UNICEF, which has enabled over 100,000 students to go to school in developing countries.

---

3P Learning Limited  
Level 18, 124 Walker Street  
North Sydney NSW 2060 Australia

[www.3plearning.com](http://www.3plearning.com)

Auckland • Bristol • Calgary • Dublin • Hong Kong • Johannesburg • Lahore • New York • Pune • Singapore • Sydney