



**Education
Perfect**

The back story.

Why Brand & Culture
are important?



Trainee CEO

Deloitte Tech Fast 50
7 years running

100%+ growth

12 global offices
5 continents
500+ people

Sold business in 2017



U\$20bn+ revenue
NYSE: SNX
Market Cap: 6.1bn



240,000+ staff



Rewind to 2011

Put pen to paper

OUR ENERGY AND PASSION ARE INFECTIOUS

We are exciting to be around. Our customers and colleagues feel this and feed from it. We make positive contributions. We are always looking for improvement. We actively contribute to other people's successes.

OUR INQUISITIVE NATURE BRINGS INSIGHT AND INNOVATION

We listen, observe and then question so that we can learn quickly. We challenge ourselves to convert this information into product and process innovation. We ensure that we are up-to-date and relevant. We listen and we are constantly seeking to share our knowledge. We are comfortable challenging expected norms.

THE TIGERSPIKE WAY

WE SOLVE PROBLEMS IN REMARKABLE WAYS

We help our customers understand what they need, when they need it and how best to get there. We are focused on delivering outstanding outcomes. We work collaboratively to find a way. We consider all of the options. We are pro-active and always show initiative.

WE ARE OPEN AND STRAIGHT FORWARD

We deliver on our promises and promise what we can deliver. Along the way we'll tell you how it really is with empathy, objectivity and simplicity. We are (accountable) professionals. We communicate clearly and concisely. We deliver on our promises in a timely fashion.

WE WILL END TODAY EXHAUSTED TOMORROW

Tomorrow we come back stronger in energy, in culture, our environment and our values ensure this. We have a good work-life balance. We are always encouraging. We are self-aware and embrace feedback. We contribute to our physical working environment.



Create a global brand



Connect to your
heritage



ENERGY ARE IOUS

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IN REMARKABLE

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Leverage strategic
partnerships



Think Global
Act Local





Emirates الإمارات

www.emirates.com

A6-EPB



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May, 2019

Set foundations through
brand, values and
culture





users!
1st! ep

continuous
improvement



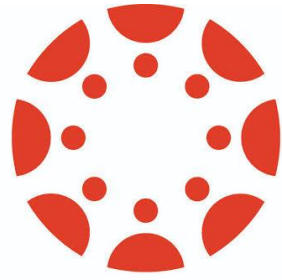
e nd today
xcited by
tomorrow





Leverage strategic
partnerships to build
profile





canvas



Microsoft



Think Global
Act Local





Pakistan

India

Nepal

Bhutan

China

Bangladesh

Myanmar
(Burma)

Thailand

Laos

Vietnam

Cambodia

Malaysia

Philippines

Indonesia

Sri Lanka

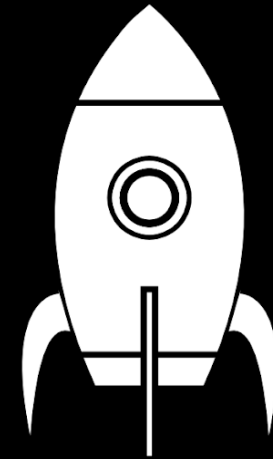
South Korea

Japan





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KKR



SUSTAINABLE
DEVELOPMENT GOALS

1 NO POVERTY 	2 ZERO HUNGER 	3 GOOD HEALTH AND WELL-BEING 	4 QUALITY EDUCATION 	5 GENDER EQUALITY 	6 CLEAN WATER AND SANITATION 	7 AFFORDABLE AND CLEAN ENERGY 	8 DECENT WORK AND ECONOMIC GROWTH 	9 INDUSTRY, INNOVATION AND INFRASTRUCTURE
10 REDUCED INEQUALITIES 	11 SUSTAINABLE CITIES AND COMMUNITIES 	12 RESPONSIBLE CONSUMPTION AND PRODUCTION 	13 CLIMATE ACTION 	14 LIFE BELOW WATER 	15 LIFE ON LAND 	16 PEACE, JUSTICE AND STRONG INSTITUTIONS 	17 PARTNERSHIPS FOR THE GOALS 	 SUSTAINABLE DEVELOPMENT GOALS

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What was important?



Key Metrics

Customer Feedback

NPS
= 67

98% gross
retention

120%+ net
retention



Engaging students

through a fun and personalised learning journey



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Equipping school leaders

with actionable insights to drive learning growth



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Empowering parents

to support their child's learning



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Saving teachers time

with rich resources and easy differentiation



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Obsession over the User

Ease of use

Engagement

Fun

Motivating

Depth of content

Teacher in control

Data driven

Responsive

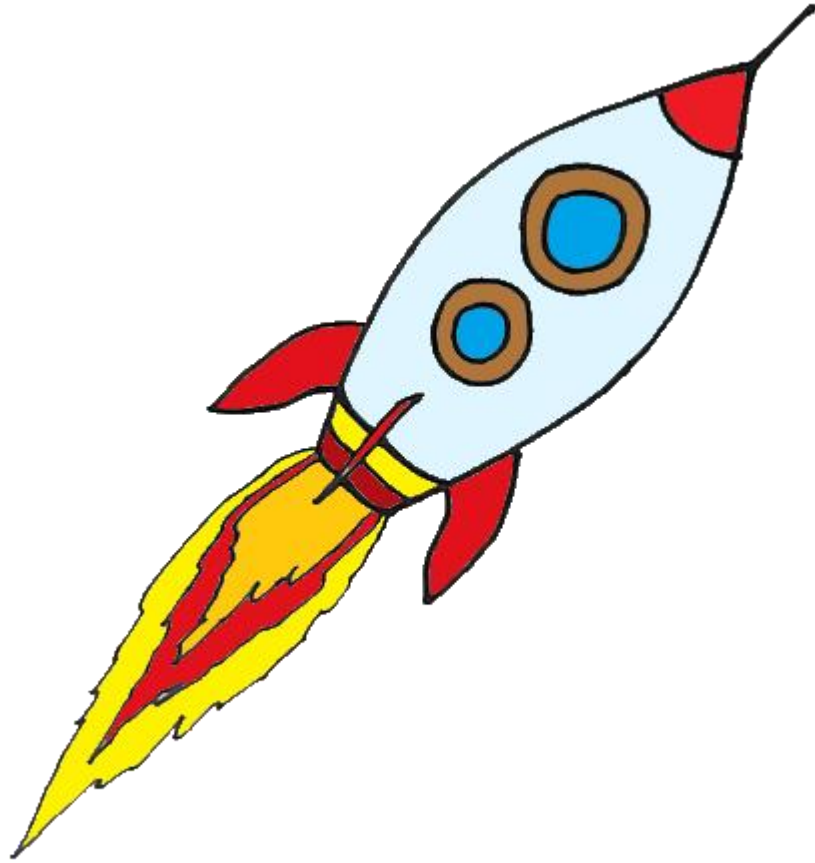
Time saving

Builds community

Customer Centricity

The Experience
is Everything





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Equity Value of NZD\$435m

40%+
growth YoY

87% gross
margin

40%+
EBITDA

Scalable business



Build that connection



Set-up for Global growth

Product
People & Culture
Brand
Partnerships

