

5 December 2018

## **University Partnerships Semester Three enrolment growth of 5%**

Global education services provider Navitas Limited (ASX: NVT) has today announced the growth in its student enrolments across the University Partnerships Division for the third semester of financial year 2018 (201803).

The equivalent full time student units (EFTSU) for the third semester increased to 17,013, a 5% increase in student enrolments compared to EFTSU of 16,220 in the prior corresponding period. This brings the total growth in student enrolments across the first two semesters of FY19 to 5.4%.

Navitas Group Chief Executive Officer, David Buckingham, said: "Our enrolment growth in this semester demonstrates the value of our diversified portfolio across study destinations and the strong contribution from the main intake to our partner universities in the northern hemisphere. It also shows the extent and reach of our source country network and agent relationships. This has allowed us to continue to grow enrolments at more than 5% despite continued challenging immigration conditions in some markets and lower growth out of China."

UK enrolments increased by 16% relative to the third semester of 2017, despite a continued tough student recruitment environment and immigration uncertainty in the UK. The strong growth in student enrolments was driven by continued growth in EU students while funding is still available, growth in newly launched domestic enrolments, and international growth through South East Asia and Middle East and African markets.

David Buckingham added: "The strong growth within the UK is particularly pleasing after several years of tough migration settings and low growth for our partners."

Enrolments in North America increased by 7%. Navitas' Canadian colleges continued to perform well and more than offset the fall in enrolments in the US. Demand for US partnership colleges remained strong with applications higher than the prior corresponding period. However, the unprecedented high visa rejection rates and ongoing uncertainty regarding immigration policy and practice have contributed to a further decline in US enrolments, although at a lower rate of decline.

"Despite the challenging market conditions in the US we remain committed to supporting our US partners. The fundamentals for a return to longer term growth in student enrolments at partner colleges in the US are sound. Navitas is continuing to invest for growth in student enrolments by establishing new channels to market, and more effective targeting in source countries through our recently restructured sales and marketing function" said Mr Buckingham.

Enrolments at Australian and New Zealand colleges increased by 2% compared to the prior corresponding period, noting that semester one is the significantly larger intake for this region. Growth rates varied by college and state with New South Wales experiencing strong growth offset partially by South Australia and Western Australia.

Our focus on sales and marketing, along with the commencement of new partner agreements, and joint partner business development activities, position us well for future continued enrolment growth. Navitas has signed two new partner agreements, with a further six expected to be signed, in the 2019 financial year."

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Geographical Distribution – Student Enrolments

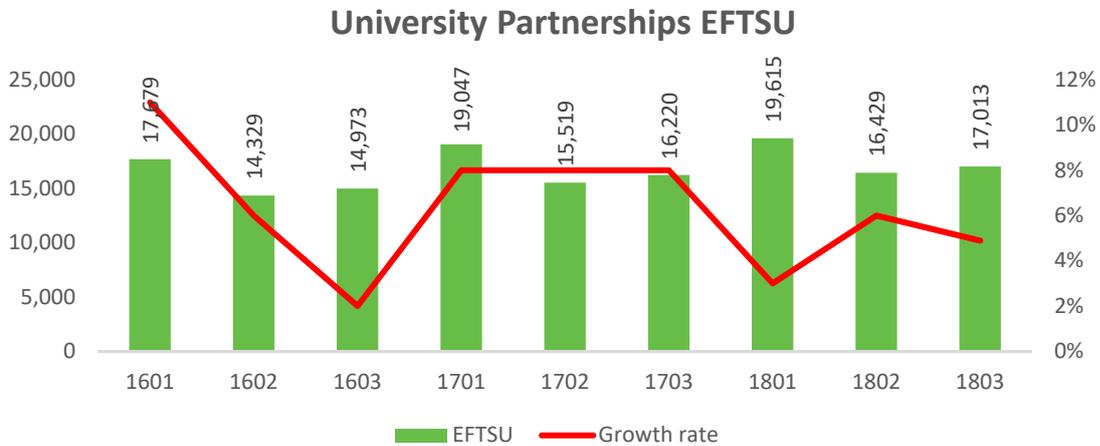
EFTSUs are distributed geographically as follows:



The EFTSU variance 2018 semester 3 compared with 2017 semester 3 by geography was:

- Australia and New Zealand up 2%
- UK up 16%
- North America up 7%
- Rest of World down 4%

Historical University Partnerships EFTSU and enrolment growth



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**About Navitas**

Navitas is a leading global education provider that offers an extensive range of educational services through two major Divisions to students and professionals including university programs, creative media education, professional education, English language training and settlement services. Navitas is a S&P/ASX200 company. Further details about Navitas are available at [www.navitas.com](http://www.navitas.com)