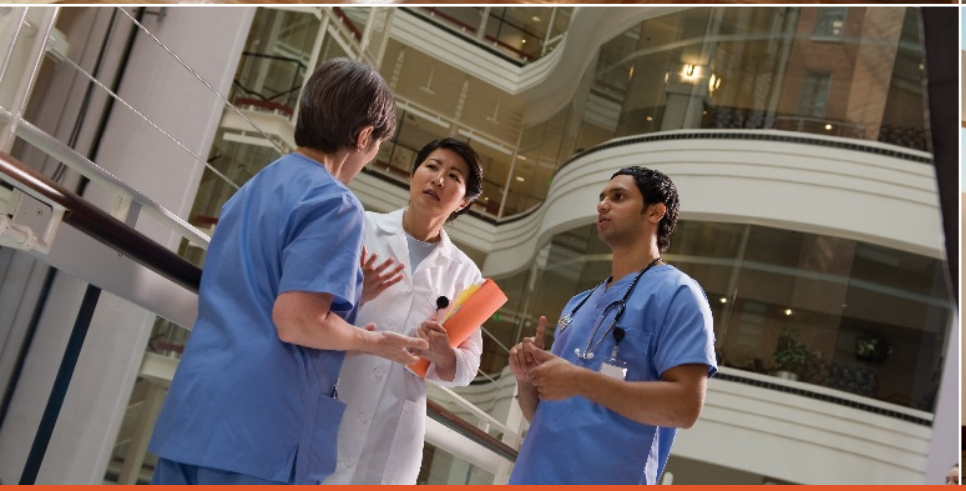








LAUREATE EDUCATION INC®

Stifel 2019 Cross Sector Insight Conference

June 2019

© 2019 Laureate Education, Inc.

Disclaimer Statement

This presentation includes statements that express Laureate's opinions, expectations, beliefs, plans, objectives, assumptions or projections regarding future events or future results and therefore are, or may be deemed to be, "forward-looking statements" within the meaning of the federal securities laws, which involve risks and uncertainties. Laureate's actual results may vary significantly from the results anticipated in these forward-looking statements. You can identify forward-looking statements because they contain words such as ''believes,'' ''expects,'' ''may,'' ''will,'' ''should,'' ''seeks,'' ''approximately,'' ''intends,'' ''plans,'' ''estimates'' or ''anticipates'' or similar expressions that concern our strategy, plans or intentions. All statements we make relating to guidance (including, but not limited to, total enrollments, revenue, Adjusted EBITDA, costs (including cost savings), expenditures (including capital expenditures), cash interest expense, free cash flow, earnings per share, runrates and growth rates), margin expansion, currency rates and financial results, and all statements we make relating to our planned divestitures are forward-looking statements. In addition, we, through our senior management, from time to time make forward-looking public statements concerning our expected future operations and performance and other developments. All of these forward-looking statements are subject to risks and uncertainties that may change at any time, and, therefore, our actual results may differ materially from those we expected. We derive most of our forward-looking statements from our operating budgets and forecasts, which are based upon many detailed assumptions. While we believe that our assumptions are reasonable, we caution that it is very difficult to predict the impact of known factors, and, of course, it is impossible for us to anticipate all factors that could affect our actual results. Important factors that could cause actual results to differ materially from our expectations are disclosed in our Annual Report on Form 10-K filed with the U.S. Securities and Exchange Commission ("SEC") on February 28, 2019, and other filings made with the SEC. These forward-looking statements speak only as of the time of this presentation and we do not undertake to publicly update or revise them, whether as a result of new information, future events or otherwise, except as required by law. In addition, this presentation contains various operating data, including market share and market position, that are based on internal company data and management estimates. While management believes our internal company research is reliable and the definitions of our markets which are used herein are appropriate, neither such research nor these definitions have been verified by an independent source and there are inherent challenges and limitations involved in compiling data across various geographies and from various sources, including those discussed under "Market and Industry Data" in Laureate's filings with the SEC, and the prospectus supplement related to this offering.

Basis of Presentation

As previously reported in our filings with the SEC, we have undertaken strategic reviews of our global portfolio and have announced plans to divest certain of our subsidiaries as part of a strategic shift. This strategic shift will have a significant effect on our operations and financial results. Accordingly, as a result of the strategic shift announced in August 2018, we account for all of the divestitures that are currently part of this strategic shift as discontinued operations for all periods presented. Unless otherwise indicated, the information in this presentation, including our segment information, relates only to our continuing operations.

© 2019 Laureate Education, Inc.

Presentation of Non-GAAP Measures

In addition to the results provided in accordance with U.S. generally accepted accounting principles (GAAP) throughout this press release, Laureate provides the non-GAAP measurements of Adjusted EBITDA and Free Cash Flow. We have included these non-GAAP measurements because they are key measures used by our management and board of directors to understand and evaluate our core operating performance and trends, to prepare and approve our annual budget and to develop short- and long-term operational plans.

Adjusted EBITDA consists of income (loss) from continuing operations, adjusted for the items included in the accompanying reconciliation. The exclusion of certain expenses in calculating Adjusted EBITDA can provide a useful measure for period-to-period comparisons of our core business. Additionally, Adjusted EBITDA is a key input into the formula used by the compensation committee of our board of directors and our Chief Executive Officer in connection with the payment of incentive compensation to our executive officers and other members of our management team. Accordingly, we believe that Adjusted EBITDA provides useful information to investors and others in understanding and evaluating our operating results in the same manner as our management and board of directors.

Free Cash Flow consists of operating cash flow minus capital expenditures. Free Cash Flow provides a useful indicator about Laureate's ability to fund its operations and repay its debts.

Laureate's calculations of Adjusted EBITDA and Free Cash Flow are not necessarily comparable to calculations performed by other companies and reported as similarly titled measures. These non-GAAP measures should be considered in addition to results prepared in accordance with GAAP, but should not be considered a substitute for or superior to GAAP results. Reconciliations of non-GAAP measures to the relevant GAAP measures are provided in the appendix to this presentation in the financial tables and our SEC filings.

We evaluate our results of operations on both an as reported and an organic constant currency basis. The organic constant currency presentation, which is a non-GAAP measure, excludes the impact of fluctuations in foreign currency exchange rates, acquisitions and divestitures, and other items. We believe providing organic constant currency information provides valuable supplemental information regarding our results of operations, consistent with how we evaluate our performance. We calculate organic constant currency amounts using the change from prior-period average foreign exchange rates to current-period average foreign exchange rates, as applied to local-currency operating results for the current period, and then exclude the impact of acquisitions and divestitures and other items described in the accompanying presentation.

© 2019 Laureate Education, Inc.

Executive Summary

Largest network of higher education institutions in emerging markets

Focused on 4 key priorities:

- Growth markets where we already operate at scale
- Affordable, high-quality offerings through leading, local brands
- Flexible service delivery model through face-to-face & online
- Innovation through technology

Significant progress since the IPO:

- Portfolio simplification – focused efforts on scale markets
- Significantly improved margins & cash flow generation
- Pro Forma Net Leverage reduced to less than 1.5x (1)

Leading the Transformation of Higher Education

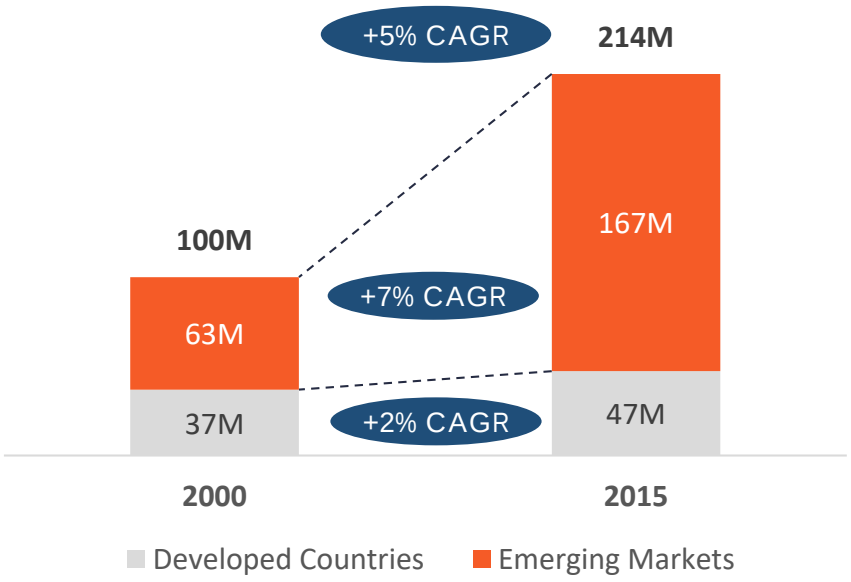
(1) Pro Forma, assumes proceeds from sales of all discontinued operations, when completed, are used to repay debt – estimated by YE 2019.

© 2019 Laureate Education, Inc.

Massive Market Opportunity – Driven by Wage Premiums

Outsized growth opportunities in Laureate's target markets (emerging markets)

Massive Market Opportunity (1)



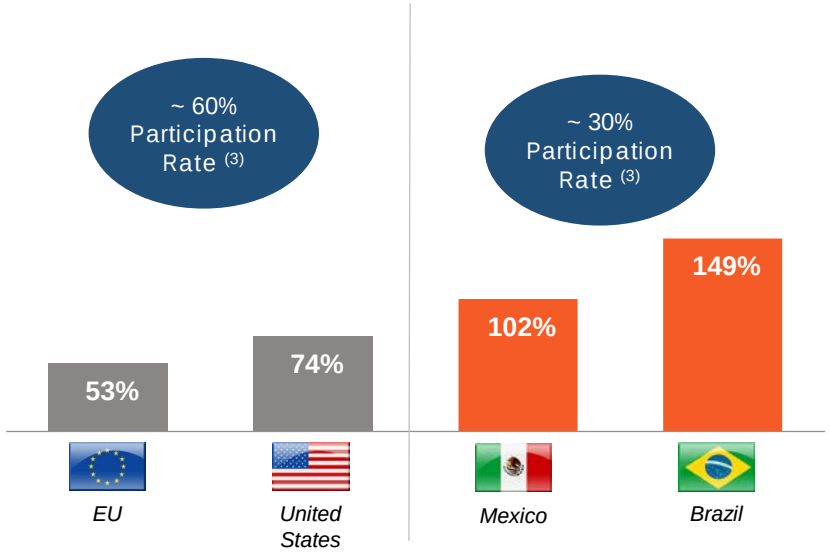
200m+ higher education students worldwide

Has more than doubled since 2000

Faster growth in emerging markets

Strong Return on Investment For Students

(average wage premium for those with a tertiary education(2))



Underpenetrated higher education in emerging markets, with rising participation rates driven by strong wage premiums

(1) UNESCO Institute for Statistics.
(2) OECD, 2015 data.
(3) UNESCO Institute for Statistics, U.S. Census Bureau; Based on total students as compared to 18-24 years old population; 2016 data.

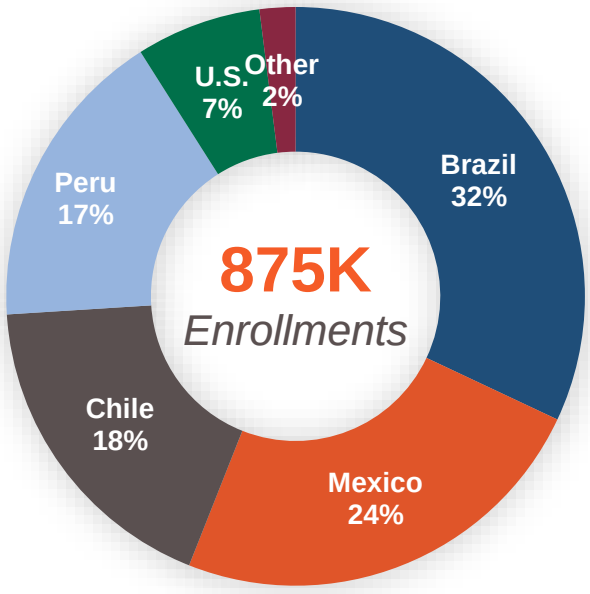
© 2019 Laureate Education, Inc.

International Higher Education Network at Scale

Revenue by Country



Enrollments by Country



Note: As of 12/31/2018 for continuing operations

$3.35B
REVENUE

875K
STUDENTS

25+
INSTITUTIONS

150+
CAMPUSES

© 2019 Laureate Education, Inc.

Recognized and Established Brands

Long-standing brands that have established a reputation for high quality education with many of our institutions having earned the highest available accreditation

- **Quality rated**
- **Proprietary IP and curriculum leveraged globally**
- **Licenses & accreditation**
- **Infrastructure / real estate**
- **Leading brands**
- **Reputation & relationships**

Select Representative Laureate University Brands

UVM

Founded: 1960

QS Stars: ★★★



- ✓ Largest private university in Mexico
- ✓ Top 10 ranked among all Mexican universities

Universidade Anhembi Morumbi

Founded: 1970

QS Stars: ★★★



- ✓ Ranked top 3 private university in São Paulo

UPC Universidad Peruana de Ciencias Aplicadas

Founded: 1994

QS Stars: ★★★★



- ✓ Ranked top 2 private university in Peru
- ✓ First Peruvian institution with U.S. accreditation

Universidad Andres Bello

Founded: 1989

QS Stars: ★★★★



- ✓ Largest private university in Chile
- ✓ Top 3 university in the country

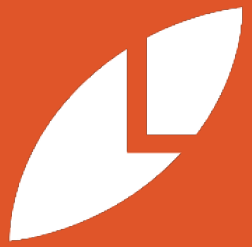
© 2019 Laureate Education, Inc.

Repositioning of Portfolio is Producing Positive Results

- ✓ **Strong progress against all strategic priorities outlined during January 2018 Investor Day**
- ✓ **Continued improvement in margins and free cash flow**
- ✓ **Improved Capital Structure – Pro Forma Net Leverage ~1.5x … down from 3.1x in '17**
- ✓ **On-Track with announced divestitures; $1.8B in proceeds collected (*$0.2B pending)***
- ✓ **2019 off to good start - New Enrollments up 8% for large Q1 intake cycle**
- ✓ **Outstanding 3rd party rankings and recognitions for leading brands**

Significant Progress Towards Announced Strategic Priorities

© 2019 Laureate Education, Inc.



LAUREATE
EDUCATION INC®