


Ruby



Belinda

2:28:59

Practice questions

11 of 16

rhyme schemes

Oxidation-reduction (or redox) reactions involve the **movement of electrons** from one reactant to another. We see it in the formation of ionic compounds:

oxidation → loss of electrons

A

+

B

→

A⁺

+

B⁻

reduction → gain of electrons

Because reactants have a difference in attraction for electrons, there is a driving force for electron attraction.


☐ There's a typo

☐ Confusing or irrelevant

☐ Not related to the right concept

☐ Other

For attraction for electrons than iron atoms, so if per sulfate, iron transfers its electrons to



Live Tutor

1 - to - 1

Maths

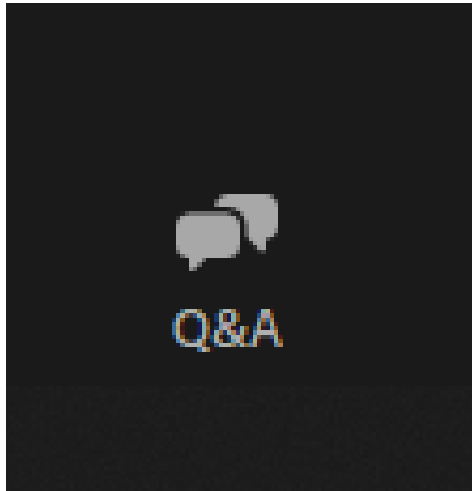
English

Chemistry

DRAFT

Online Q&A

1. Click on the Q&A icon



2. Type your question in the new Q&A window

Type your question here...

3. Hit enter on your keyboard to submit your message

Cancel

Send

To contact support:

Please call 1300 816 159 (within Australia) or +61 2 8072 1479 (outside of Australia)

Registration and Voting

1. Log in or register at:
<https://investor.automic.com.au/#/home>

2. Click "register" in the banner at the bottom of your screen, then select "register" for this meeting

3. Record your vote. Once you confirm it is lodged and final

The screenshot shows the Automic investor portal homepage. On the left, there's a promotional banner for "Single Holding Access". On the right, there's a login/register section with the heading "Existing users sign in". Below this, there are input fields for "username" and "password", followed by "log in" and "register" buttons. A link "can't log in?" is also present.

The screenshot shows the "Virtual Meetings" section of the portal. At the top, a banner says "You have Virtual Meetings taking place today" with a "Register" button. Below, a list of meetings is shown, with "Sample Corporation LTD - Annual General Meeting" highlighted. A green plus sign is overlaid on the meeting card.

The screenshot shows the "Voting" section of the portal. It displays a progress bar with four steps: Registration, Poll, Review, and Complete. The "Review" step is currently active, showing a "Confirmation" screen for the "Sample Corporation LTD - Annual General Meeting". It lists two items for voting: "Remuneration Report" and "Re-Election of Mr Robert Smith as Director". Each item has "for", "against", and "abstain" buttons. A "Declaration" section is also present, followed by a "confirm" button.

To contact support:
Call 1300 816 159

AGENDA

1. Chairman's address
2. Q1FY22 Update (CFO)
3. CEO's Presentation and growth outlook

OVERVIEW OF CLUEY

CLUEY AUGMENTS TRADITIONAL SCHOOLING FOR K-12 STUDENTS ACROSS AUSTRALIA WITH A RANGE OF COMPREHENSIVE LEARNING SERVICES



Core academic support services:

- Live online 1-to-1 and small group tutoring, mapped to local curriculum
- A proprietary adaptive learning platform that supports each individual student's needs and learning progression
- Full national coverage for school years 2-10 in Maths and English and 11-12 in Maths, English and Chemistry
- NAPLAN and LANTITE test preparation & asynchronous online practice sets



Co/extracurricular learning - the Cluey Academy:

- Holiday camps, after school and online learning programs
- Coding and digital skills in high demand - Code Camp subsidiary largest provider in Australia
- Parents and students are increasingly seeking outside-of-school learning to supplement their skills and interests



Cluey is defining and leading this sector:

- A clear and accelerating shift to online learning and support outside the classroom
- In core academic services, data and proprietary learning analytics used to optimise every interaction and the learning experience
- Continuous refinement and optimisation of existing services
- Portfolio of learning services leveraging a common customer data layer



FY21 Highlights

- Revenue of \$15.9m exceeded Prospectus forecast and increase of 226% on FY20
- Gross Profit of \$8.6m up 270% on FY20
- New Students of 17,382, an increase of 134% on FY20
- 250,613 student sessions delivered, an increase of 198% on FY20
- Variable CAC of \$563, a reduction of 28% on FY20

Key Initiatives

- Expansion of products and services
- Extension into new geographies
- Extension into co/extracurricular
- Completed an IPO
- Selected as a provider by DOE, NSW
- Preparing launch in NZ
- Acquired Code Camp
- Completed capital raise
- Winner of Technology Scale-up Edtech Award

01

Chairman's address





02

CFO Presentation– Q1 FY22 Update



Q1 FY22 SNAPSHOT

CLUEY CONTINUES TO BENEFIT FROM THE ACCELERATED TAKE-UP OF ONLINE ACADEMIC SUPPORT
AS A RESULT OF THE SHIFT TO ONLINE LEARNING BY K-12 STUDENTS IN AUSTRALIA

1,625

Active tutors in
September 2021



>122,000

Student sessions
in Q1 FY22, up
132% from 53,000
in PCP



2.0x

increase in New
students in Q1 FY22
(vs PCP)



2.3x

increase in number
of sessions in Q1
FY22 (vs PCP)



2.3x

increase in
revenue² in Q1
FY22 (vs PCP)



2.4x

increase in gross
profit² in Q1 FY22
(vs PCP)



2.4x LTV:CAC

\$2,181 avg. life-time revenue
(LTR) and \$1,145 avg. life-time
value (LTV) per new student



\$468

Variable CAC in Q1
FY22, down 18% from
\$570 in PCP¹



Q1 FY22 KEY OPERATING METRICS

CLUEY CONTINUES TO SCALE RAPIDLY. RECORD QUARTERLY REVENUE, NEW STUDENTS AND STUDENT SESSIONS

KEY OPERATING METRICS – Q1 FY22

Revenue ¹	New Students ²
\$7.9m	7,411
+134% PCP	+101% PCP
Student Sessions	Variable CAC ³ / New Student
122k	\$468
+132% PCP	-18% PCP

**Q1 Revenue of \$7.9m
equal to 50% of total
FY21 Revenue**

**Q1 Variable CAC per
new student of \$468 a
record low**

The above metrics exclude Code Camp as this acquisition only completed on 1 October 2021.

Notes: 1. Revenue (excluding GST) is unaudited. 2. New Students that completed a session in the period.
3. Variable CAC (customer acquisition costs) per student is a non-IFRS measure used for management purposes which represents variable acquisition expenditure for a period divided by new students with a session in the same period. Variable acquisition expenditure is calculated based on total marketing expenses, plus learning advisor (sales) employment costs and commission (included in employee benefits expense).



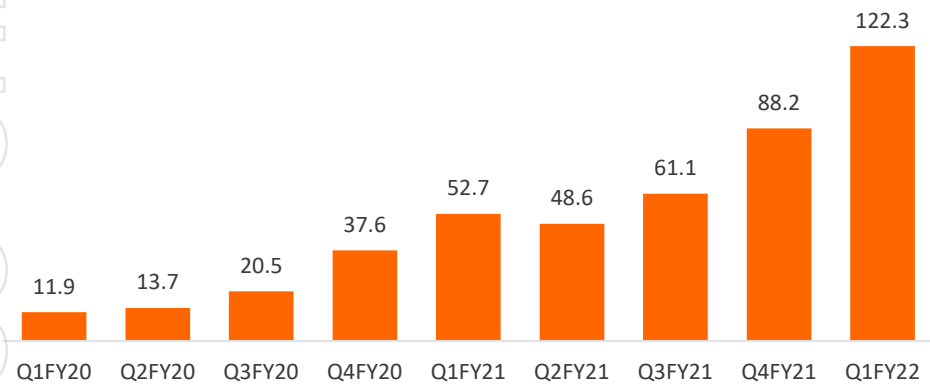
03

CEO Address & presentation

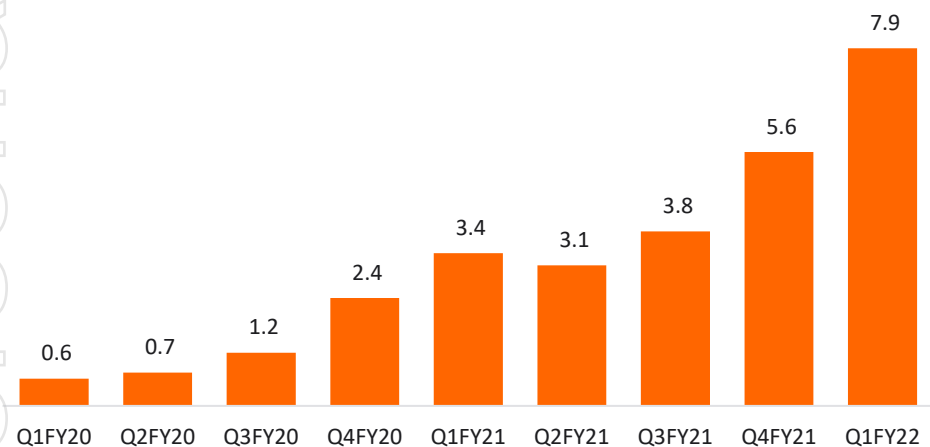


CURRENT GROWTH IN A LARGE MARKET

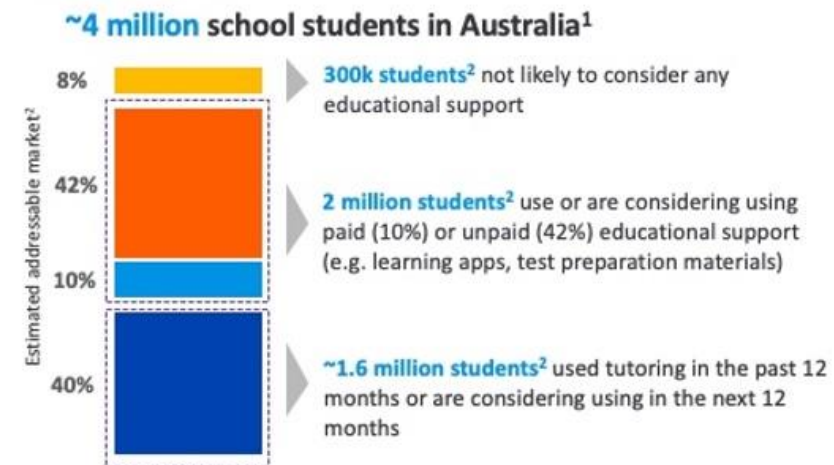
Number of student sessions ('000)



Total Revenue (\$m)



Estimated Australian market opportunity



- Migration to learning outside the classroom and online in K-12 occurred pre-COVID
- Core business is continuing to scale rapidly
- Student sessions and revenues growing exponentially
- On average, every student we acquire today adds more to revenues than to costs
- Key competitive advantages - scale, technology, data and learning analytics
- Strong organic tailwinds

GROWING THE CORE FASTER



DATA AND LEARNING ANALYTICS

Driving improvements and optimisation



IMPROVEMENTS TO SERVICE

VOC research driving improvements to learning programs, content and features



ADDING NEW SUBJECTS

Physics and Biology being launched January 2022



GEOGRAPHIC EXPANSION

First international market – New Zealand



NEW BUSINESS MODELS

Launch of B2B sales and service delivery



STRATEGIC M&A

A range of complementary strategic M&A opportunities identified

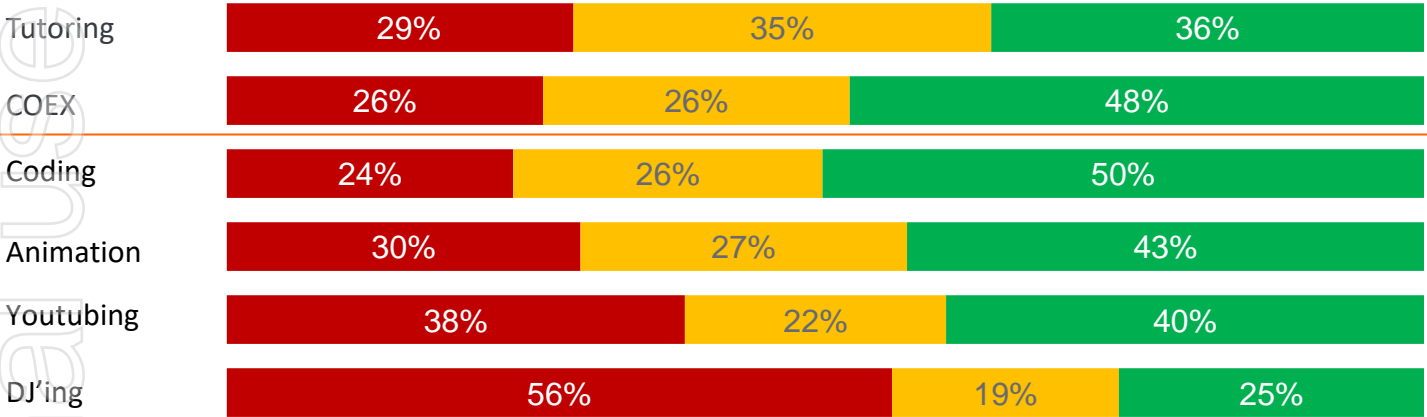
GROWTH OPPORTUNITIES ADJACENT TO THE CORE

PROPENSITY TO PURCHASE CO/EXTRA CURRICULAR PROGRAMS “COEX” IS EVEN HIGHER THAN TUTORING¹

STRONG OPPORTUNITY TO CROSS-SELL AND UP-SELL¹

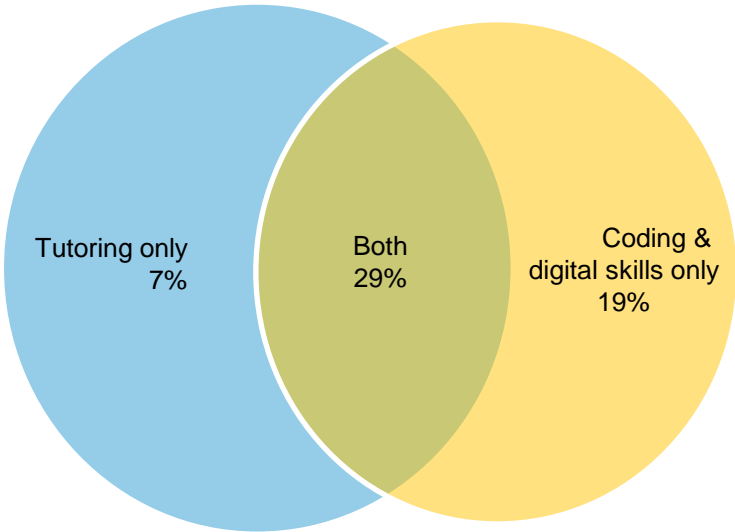
Propensity to pay for service

■ Definitely not + Probably not ■ Might or might not ■ Probably would + Definitely would



Digital Skills

Propensity to pay for service



CLUEY LTD (CLU)



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