



# Investor Presentation

October 2024





# Forward Looking Statements

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, revenues, and Adjusted EBITDA), and all statements we make relating to our current growth strategy and other future plans, strategies or transactions that may be identified, explored or implemented and any litigation or dispute resulting from any completed transaction 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, including with respect to our current growth strategy and the impact of any completed divestiture or separation transaction on our remaining businesses. Accordingly, 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 SEC on February 22, 2024, our subsequent Quarterly Reports on Form 10-Q filed, and to be filed, with the SEC and other filings made with the SEC. These forward-looking statements speak only as of the time of this release 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 that 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 “Industry and Market Data” in Laureate’s filings with the SEC.



# Presentation of Non-GAAP Measures

In addition to the results provided in accordance with U.S. generally accepted accounting principles (GAAP) throughout this presentation, Laureate provides the non-GAAP measurements of Adjusted EBITDA and its related margin, Adjusted EBITDA to Unlevered Free Cash Flow Conversion, total debt, net of cash and cash equivalents (or net debt), 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 net income (loss), 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 and Adjusted EBITDA margin, which is calculated by dividing Adjusted EBITDA by revenue, are key inputs 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 and Adjusted EBITDA margin provide useful information to investors and others in understanding and evaluating our operating results in the same manner as our management and board of directors.

Adjusted EBITDA to Unlevered Free Cash Flow Conversion consists of Unlevered Free Cash Flow (which is defined as cash flows from operating activities, less capital expenditures (net of sales of PP&E), plus net cash interest expense) divided by Adjusted EBITDA. Adjusted EBITDA to Unlevered Free Cash Flow provides useful information to investors and others in understanding and evaluating our ability to generate cash flows.

Total debt, net of cash and cash equivalents (or net debt) consists of total gross debt, less total cash and cash equivalents. Net debt provides a useful indicator about Laureate's leverage and liquidity.

Free Cash Flow consists of operating cash flow minus capital expenditures (net of sales of PP&E). Free Cash Flow provides a useful indicator about Laureate's ability to fund its operations and repay its debt.

Laureate's calculations of Adjusted EBITDA and its related margin, Adjusted EBITDA to Unlevered Free Cash Flow Conversion, total debt, net of cash and cash equivalents (or net debt), 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. Adjusted EBITDA and Free Cash Flow are reconciled from their respective GAAP measures in the attached tables "Non-GAAP Reconciliation".

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. We believe that 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.

# Profitable Growth Opportunity Aligned with Purpose



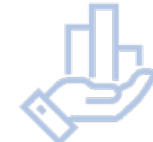
**Largest private operator in Mexico and Peru**

with portfolio of leading universities in attractive market segments



**Affordable, high quality education offerings enabled**

through innovative mix of face-to-face, hybrid and fully online delivery modes



**Attractive growth-oriented business model**

distinguished by durable recurring revenue and cash generation



Outlook anticipates **continued strong total enrollment and revenue growth** as well as **margin expansion**



**Strong balance sheet & significant cash flow generation**

with emphasis on returning capital to shareholders



**Nasdaq listed emerging market company**

with developed market governance and risk profile



**Public Benefit Corporation**

that puts students at the center to drive strong outcomes



# Leading Higher-Education Company Focused on Growing and Underpenetrated Markets in Latin America



Campus-based, Online  
and Hybrid Learning

**50+**  
Campuses



Undergraduate, Graduate and  
Specialized Degree Programs

**70%\***  
STEM and business  
disciplines



Digital Leadership

**40%-60%**  
online student  
credit hours



**450K**  
Students



**28,900**  
Faculty  
and Staff



**~100%**  
Private  
Pay



**\$1.5 Billion**  
In Revenue



**11%**  
Organic FXN 3yr  
Revenue CAGR

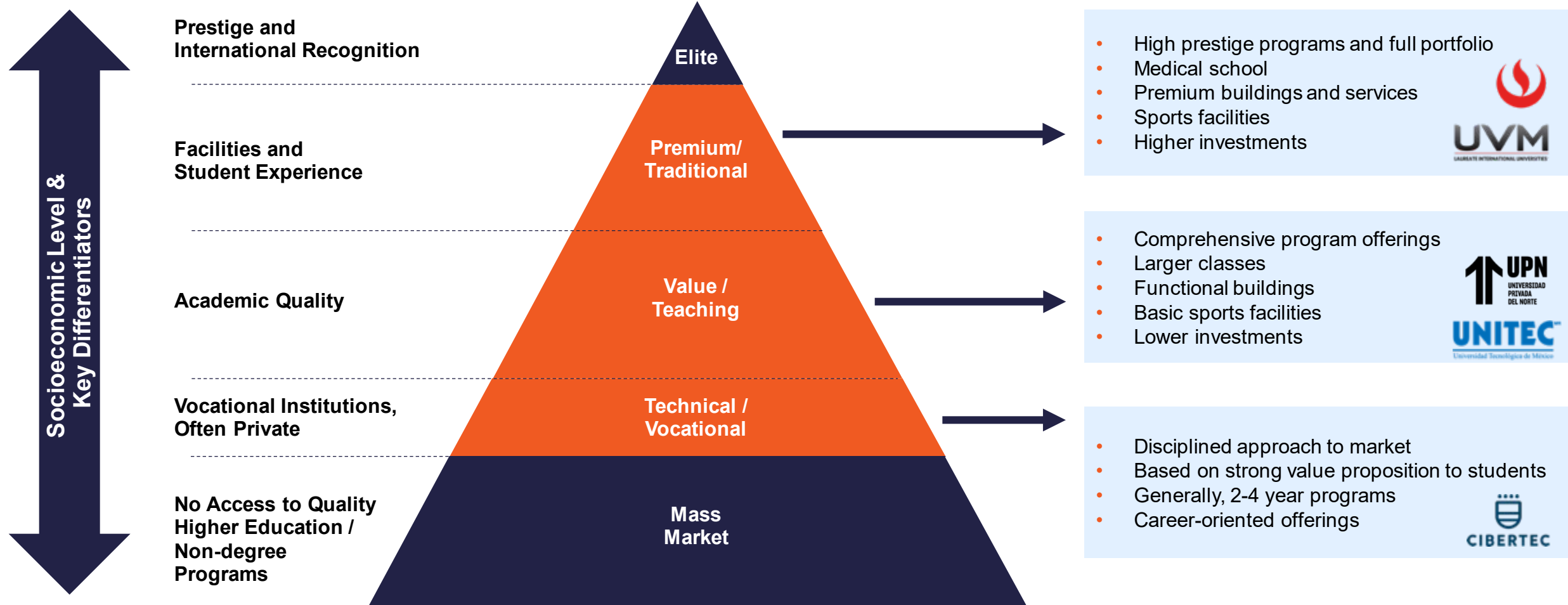


**28%**  
Adj. EBITDA  
Margin

\* Of total post-secondary enrollments.  
Data as of full year 2023.











# Portfolio Approach Increases Addressable Market

## 5 Leading Learning Institutions in Attractive Market Segments



# Leading University Portfolio in Mexico & Peru



	Brand	Founded	Enrollment @ 9/30/24	Market Segment	QS Stars™ Overall	Ratings/Rankings
Mexico	 Universidad del Valle de México (UVM) 	1960	127,000	Premium/ Traditional	★★★★★	<ul style="list-style-type: none"> <li>Ranked Top 5 university in Mexico</li> <li>5-Stars rated by QS Stars™ in categories of Employability, Inclusiveness, Online Learning &amp; Social Impact</li> </ul>
	 Universidad Tecnológica de México (UNITEC) 	1966	139,600	Value/ Teaching	★★★	<ul style="list-style-type: none"> <li>Largest private university in Mexico</li> <li>5-Stars rated by QS Stars™ in categories of Employability, Inclusiveness, Online Learning &amp; Social Impact</li> </ul>
Peru	 Universidad Peruana de Ciencias Aplicadas (UPC) 	1994	72,400	Premium/ Traditional	★★★★★	<ul style="list-style-type: none"> <li>Ranked Top 5 university in Peru</li> <li>5-Stars rated by QS Stars™ in categories of Employability, Inclusiveness, Online Learning &amp; Social Impact</li> </ul>
	 Universidad Privada del Norte (UPN) 	1994	122,700	Value/ Teaching	★★★★★	<ul style="list-style-type: none"> <li>3rd largest private university in Peru</li> <li>5-Stars rated by QS Stars™ in categories of Employability, Inclusiveness, Online Learning &amp; Social Impact</li> </ul>
	 CIBERTEC 	1983	21,600	Technical/ Vocational		<ul style="list-style-type: none"> <li>One of the largest private technical / vocational institutes in Peru</li> </ul>



# Delivering Quality Online Offerings via Synchronous and Asynchronous Learning

## Digital Education is a Critical Element of Laureate's Business Model

### Young Students (18-24 years old)

- ✓ Young students primarily participate in face-to-face offerings
- ✓ 20%-60% of course work is delivered online (hybrid)
- ✓ Level of hybridity is a function of student preferences

### Working Adults (24+ years old)

- ✓ Leading technology, including digital tutors
- ✓ 80%-100% of course work is delivered online
- ✓ Combination of undergraduate degree completion and post-graduate studies

✓ **Target of 40%-60% total teaching hours delivered online**





# Leader in Health Sciences Vertical



Health Sciences programs validate institutional quality and provide a halo effect for each institution



Medicine and other Health Sciences represent **19%** of our student population



Free and low-cost health clinics provide essential public health benefits



Students and faculty played a critical role in the response to the COVID-19 pandemic



**17** Medical Schools<sup>1</sup>



**10,100**



**Medical School** Students



**7** Dental Schools



**2,700**



**Dental School** Students



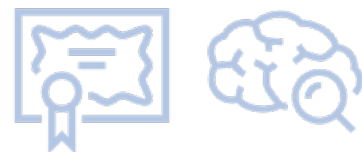
**7** Veterinary Schools



**2,500**



**Veterinary School** Students



Related programs include students enrolled in **nursing, physical therapy, rehabilitation, psychology, sociology, nutrition, sports medicine and health management**

(1) Additionally, in 2023, Laureate secured licenses for three new medical schools in Mexico, and in 2024, is opening two new medical schools in Peru.



# Favorable Market Dynamics



# Attractive Market Opportunities in Mexico and Peru

**Attractive Markets with Significant Growth Opportunities**  
*Participation rates growing and still well below developed markets*

	Mexico	Peru	Combined
<b>Population</b>	<b>129 million</b>	<b>32 million</b>	<b>161 million</b>
<b>Higher Education Students (000s)</b>	<b>5,193</b>	<b>1,841</b>	<b>7,034</b>
<b>Higher Education Gross Participation Rate<sup>1</sup></b>	<b>34%</b>	<b>52%</b>	<b>38%</b>
<i>Traditional 4+ yr degrees</i>	33%	40%	35%
<i>Technical/Vocational</i>	1%	12%	3%
<b>Market Share for Private Institutions<sup>2</sup></b>	<b>43%</b>	<b>74%</b>	<b>54%</b>

**Sources:** UNESCO, World Bank, Secretaría de Educación Pública (Mexico), Superintendencia Nacional de Educación Superior Universitaria (Peru), Ministry of Education of Peru. Data as of year-end 2022.

(1) Defined as total enrollments as compared to 18-24 year old population.

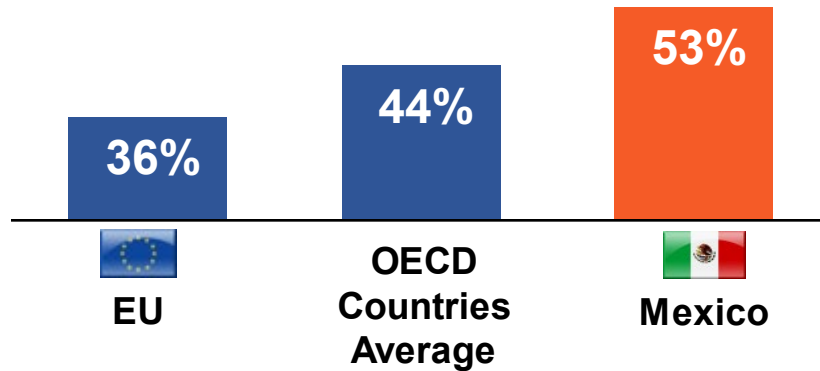
(2) Private institution market share in higher education; for Mexico and Combined includes all states in which UVM or UNITEC have operations (total private market share for all of Mexico is 37%); for Peru based on total country.



# Growth in Middle Class Driving Higher Participation Rates

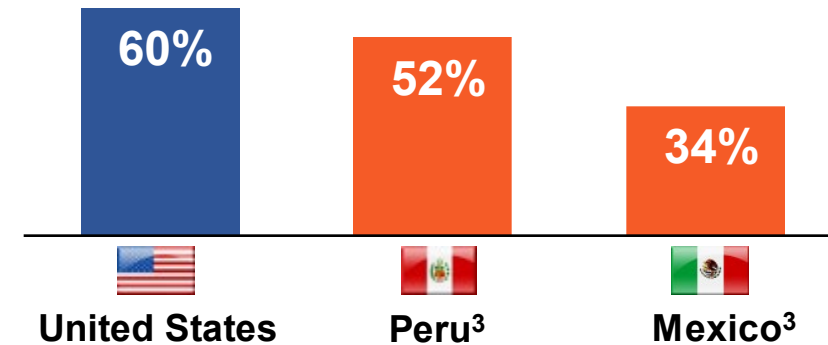
## Strong Economic Incentives

(Average wage premium for those with a tertiary education<sup>1</sup>)



## Significantly Underpenetrated by Participation

(Higher education participation rates<sup>2</sup>)



**Growth in  
Higher Education**



**Growth in  
Middle Class**



Sources: UNESCO, World Bank, Secretaría de Educación Pública (Mexico), Superintendencia Nacional de Educación Superior Universitaria (Peru), Ministry of Education of Peru.

(1) Peru data is not published by UNESCO.

(2) Defined as total enrollments as compared to 18-24 year old population. Latest data published.

(3) Includes 12% participation in Technical/Vocation institutions in Peru, 1% in Mexico.

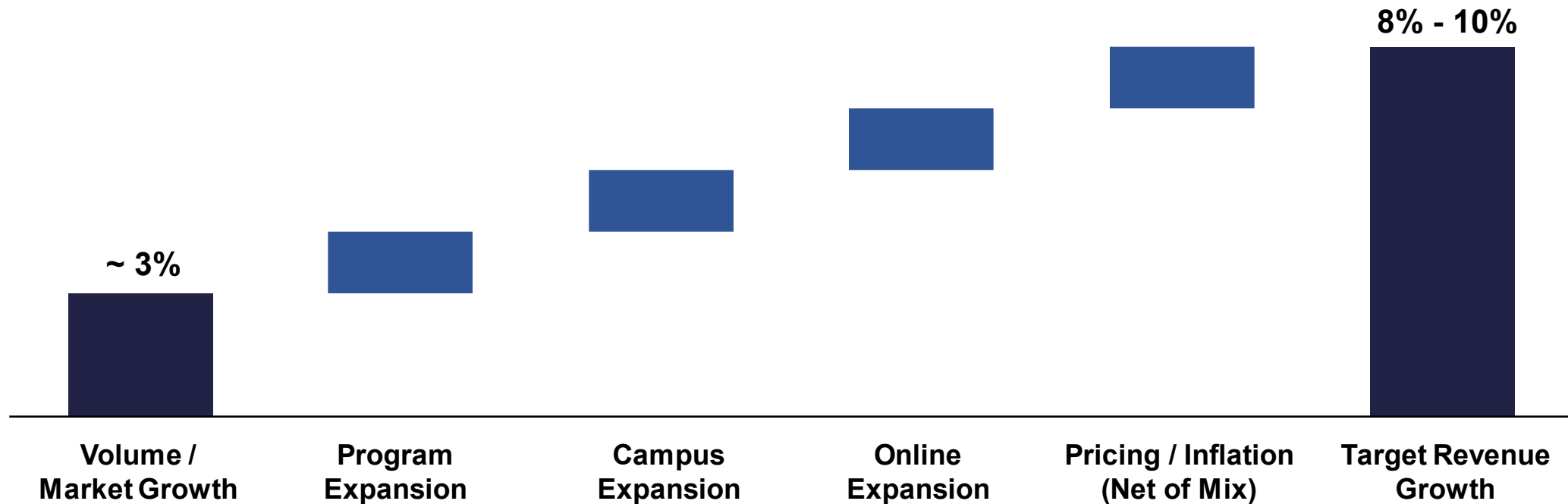


# Growth Initiatives



# Multiple Drivers for Revenue Growth<sup>1</sup>

## Majority of Growth Initiatives are Capital Light Given Digital Focus *Laureate's Revenue Growth Target Profile*

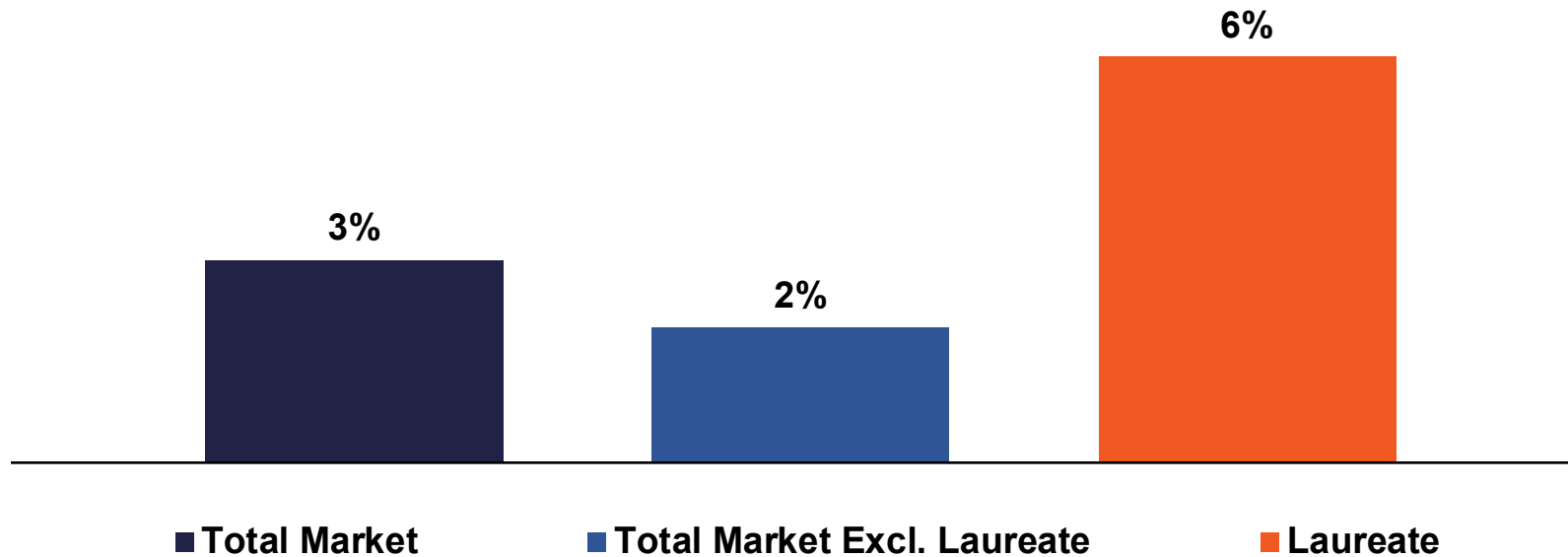


(1) Target Profile over 3-5 year period, beginning with FY 2023 (as provided on February 23, 2023). Refer to page 26 for details.

# Sustained Private Sector Growth in Mexico and Peru

**Significant Wage Premium and Favorable Regulations Driving Market Growth of ~3% Per Year**  
*Laureate's growth is outpacing the market*

**Laureate vs. Combined Private Higher Education Markets in Mexico and Peru:  
Total Enrollment 3-Year CAGR**



**Sources:** Secretaría de Educación Pública (Mexico), Superintendencia Nacional de Educación Superior Universitaria (Peru), Ministry of Education of Peru. Data as of year-end 2022.

**Market:** Private market data shown is comprised of the segments in which Laureate operates: for Mexico - Value and Traditional; for Peru - Value, Traditional, and Technical/Vocational. Segmentation is based on management estimate.

# Proven Program Expansion Model

## Penetration of Campuses with Full Suite of Product Offerings -- Key Driver of Growth for 2021-2025



**Ability to expand enrollments without having to add physical seat capacity** due to hybrid/online



**Proven ability to lift-and-shift** with successful new program introduction throughout our campus platforms in Mexico and Peru



**Strong focus on Health Sciences vertical**



**Opportunity to capitalize on Mexico's growing demand** for specialized education due to nearshoring

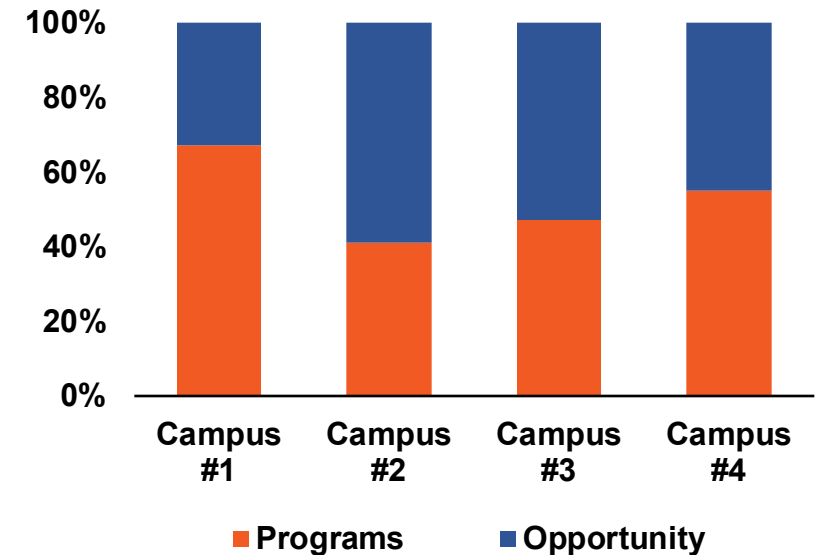


**Fulfills the demand** for skilled professionals in **business and STEM**



**Provides a wide range of programs**, including bootcamps, and B2B initiatives, tailored to high-growth sectors

***Case study of our strategy to lift-and-shift successful programs to all campuses***







# Selective Campus Expansions in New and Existing Cities

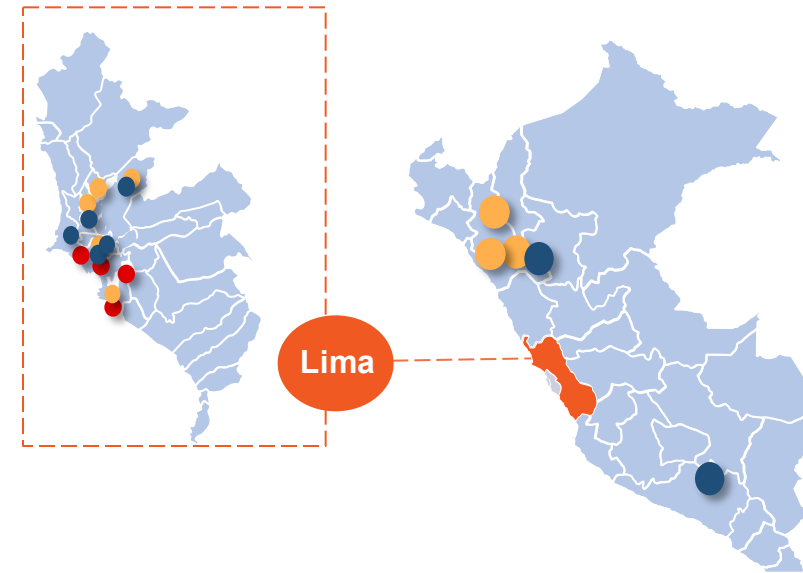
**White Space Opportunities in New Geographic Locations -- Investments in 2024 and Beyond**

***Nationwide footprint –  
in 15 of the 20 most populated cities in Mexico***



- UVM** Universidad del Valle de México (UVM)
- UNITEC** Universidad Tecnológica de México (UNITEC)

***Extensive presence in Lima –  
with 14 of 19 campuses located in the city***



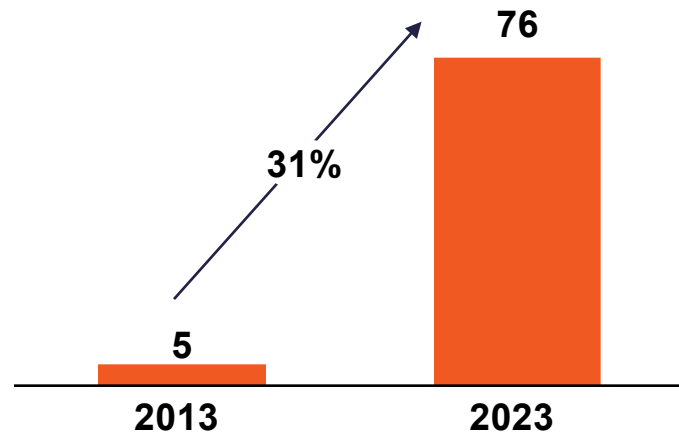
- Universidad Peruana de Ciencias Aplicadas (UPC)**
- Universidad Privada del Norte (UPN)**
- Cibertec**



# Digital Learning Enables Capital Light Operating Model

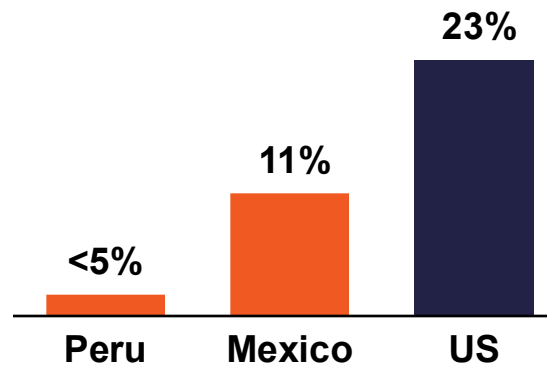
## Omnichannel Distribution Model Key to Unlock Incremental Growth Opportunities

Laureate Fully Online Enrollments  
(in thousands)



- Laureate's 10-year CAGR at 31%, driven by **Working Adult and Postgraduate** programs, expands into new markets

Percentage of Higher Education  
Students Enrolled in Online Classes



- Online Higher Education Penetration Rates are **less developed** in Peru compared to Mexico

✓ Online penetration in Mexico and Peru presents significant growth potential, compared to more mature markets

Sources: Secretaría de Educación Pública (Mexico), based on management estimate, data as of year-end 2022. National Center for Education Statistics (US), based on management estimate, data as of year-end 2021.

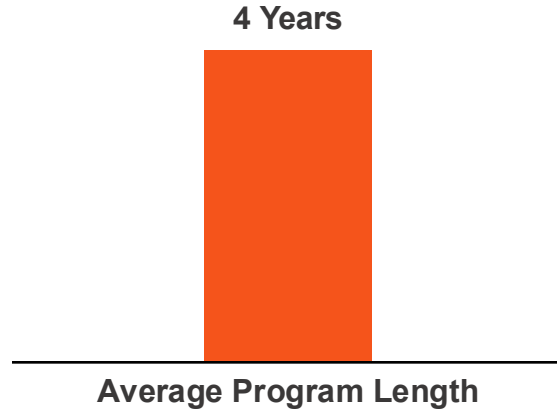


# Financial Profile and Outlook

# Strong Recurring Revenue

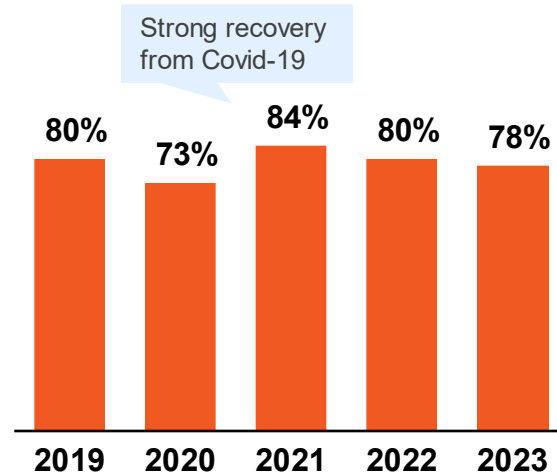
## Long Program Length, Stable Retention, and Private Pay Model Provides Predictable Revenue Streams

### Long Program Length



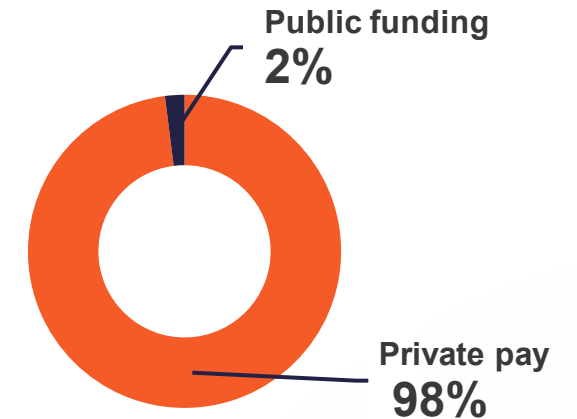
- Our students are enrolled at traditional, campus-based institutions offering **multi-year degrees**
- Average program length of **four years**

### Stable Student Retention<sup>1</sup>



- Historical annual student retention rate of approximately **79%**
- **Strong visibility** into future revenue streams

### Private Pay Model



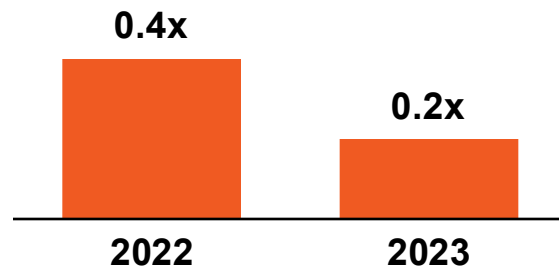
- **Private Pay Model** validates value proposition to students
- **No exposure** to government student loans

(1) Defined as proportion of prior year returning students returning in the current year (excluding graduating students); excluding new students.

# Strong Balance Sheet and Cash Flow Generation

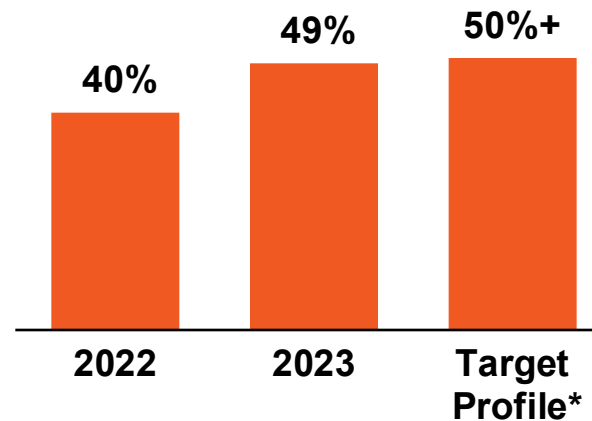
## Financial Discipline and Cash Accretive Business Model Allows for Return of Excess Capital

### Net Leverage Ratio



- Strong Balance Sheet position
- Equates to less than a quarter-turn of Net Leverage as of December 2023
- Track record of **financial discipline**

### Adjusted EBITDA to Unlevered Free Cash Flow Conversion



- \*Target Profile of 50%+**
- 30%+ Adjusted EBITDA Margin
  - Capex < 5% Revenues
  - < 40% effective cash tax rate
  - Working capital neutral

- ✓ ~\$500M of excess capital returned to shareholders in 2022-2023
- ✓ \$100M share repurchase program announced in February 2024 now completed
- ✓ New \$100M share repurchase program announced in September 2024



# Q3 2024 Capitalization and Return of Capital

## Strong Balance Sheet and Cash Accretive Business Model Allow For Continued Return of Capital

(\$ in millions)	Total Company as of 9/30/24
Gross Debt	\$155
Less: Cash & Cash Equivalents	(\$134)
Net Debt	\$20

- ✓ 151M shares outstanding as of September 30<sup>th</sup>
- ✓ Share Repurchase Update
  - Completed existing \$100M shares repurchase program in September (initiated in Q1 2024)
  - Announced new \$100M shares repurchase program on September 13<sup>th</sup>



# FY 2023 Results – Financial Summary

## Strong Operating Performance in FY 2023 Adjusted EBITDA Margin at Historic High for Laureate

(\$ in millions) (Enrollments rounded to the nearest thousand)	FY '23	Variance Vs. FY '22		Notes
	Results	As Reported	Organic/CC <sup>1</sup>	
<b>New Enrollment</b>	<b>241K</b>	<b>10%</b>	<b>10%</b>	<ul style="list-style-type: none"> <li>• Strong intakes during 2023</li> <li>• Mexico +11%, Peru +9%</li> </ul>
<b>Total Enrollment</b>	<b>449K</b>	<b>6%</b>	<b>6%</b>	<ul style="list-style-type: none"> <li>• Mexico +9%, Peru +3%</li> </ul>
<b>Revenue</b>	<b>\$1,484</b>	<b>19%</b>	<b>11%</b>	<ul style="list-style-type: none"> <li>• Driven by enrollment growth and price/mix</li> </ul>
<b>Adj. EBITDA</b>	<b>\$419</b>	<b>24%</b>	<b>15%</b>	<ul style="list-style-type: none"> <li>• Growth and productivity gains, partially offset by return to campus expenses and expense timing</li> </ul>
<b>Adj. EBITDA margin</b>	<b>28.2%</b>	<b>92 bps</b>	<b>110 bps</b>	

(1) Organic Constant Currency (CC) results exclude the period-over-period impact from currency fluctuations (if applicable), acquisitions and divestitures, and other items. Other items include the impact of acquisition-related contingent liabilities for taxes other-than-income tax, net of changes in recorded indemnification assets.



# 2024 Third Quarter – Financial Summary

(\$ in millions) (Enrollments rounded to the nearest thousand)	Q3 '24	Variance Vs. Q3 '23		Notes
	Results	As Reported	Organic/CC <sup>1</sup>	
<b>New Enrollment</b>	<b>122K</b>	<b>6%</b>	<b>6%</b>	<ul style="list-style-type: none"> <li>• Mexico +4%</li> <li>• Peru +12% driven by macroeconomic recovery</li> </ul>
<b>Total Enrollment</b>	<b>483K</b>	<b>5%</b>	<b>5%</b>	<ul style="list-style-type: none"> <li>• Mexico +7%, Peru +3%</li> <li>• Driven by new enrollment growth</li> </ul>
<b>Revenue</b>	<b>\$369</b>	<b>2%</b>	<b>9%</b>	<ul style="list-style-type: none"> <li>• Enrollment growth and price/mix</li> <li>• +7% organic/cc adjusted for timing of academic calendar; +\$4 impact</li> </ul>
<b>Adj. EBITDA</b>	<b>\$91</b>	<b>17%</b>	<b>22%</b>	<ul style="list-style-type: none"> <li>• Benefitting from macroeconomic recovery in Peru</li> <li>• +15% organic/cc adjusted for timing of academic calendar; +\$4M impact</li> </ul>
<b>Adj. EBITDA margin</b>	<b>24.8%</b>	<b>311 bps</b>	<b>260 bps</b>	<ul style="list-style-type: none"> <li>• +175 bps organic/cc adjusted for timing of academic calendar</li> </ul>

**Q3 Results Aided by Peru Macroeconomic Recovery and Favorable Intakes**  
**Timing Adjusted Organic/CC<sup>1</sup>: Revenue +7%, Adjusted EBITDA +15%**

(1) Organic Constant Currency (CC) results exclude the period-over-period impact from currency fluctuations, acquisitions and divestitures.





# 2024 Q3 YTD – Financial Summary

(\$ in millions) (Enrollments rounded to the nearest thousand)	Q3 YTD '24	Variance Vs. Q3 YTD '23		Notes
	Results	As Reported	Organic/CC <sup>1</sup>	
<b>New Enrollment</b>	<b>242K</b>	<b>4%</b>	<b>4%</b>	<ul style="list-style-type: none"> <li>• Mexico +4%</li> <li>• Peru +4%</li> </ul>
<b>Total Enrollment</b>	<b>483K</b>	<b>5%</b>	<b>5%</b>	<ul style="list-style-type: none"> <li>• Mexico +7%, Peru +3%</li> <li>• Driven by new enrollment growth</li> </ul>
<b>Revenue</b>	<b>\$1,143</b>	<b>6%</b>	<b>6%</b>	<ul style="list-style-type: none"> <li>• +7% organic/cc adjusted for timing of academic calendar; (\$9M) impact</li> </ul>
<b>Adj. EBITDA</b>	<b>\$309</b>	<b>8%</b>	<b>7%</b>	<ul style="list-style-type: none"> <li>• +9% organic/cc adjusted for timing of academic calendar; (\$6M) impact</li> </ul>
<b>Adj. EBITDA margin</b>	<b>27.0%</b>	<b>29 bps</b>	<b>15 bps</b>	<ul style="list-style-type: none"> <li>• 51 bps organic/cc adjusted for timing of academic calendar</li> </ul>

**Favorable Operating Performance Year-to-Date**  
**Timing Adjusted Organic/CC<sup>1</sup>: Revenue +7%, Adjusted EBITDA +9%**

(1) Organic Constant Currency (CC) results exclude the period-over-period impact from currency fluctuations, acquisitions and divestitures.



# 2024 Outlook

## Continued Top Line Growth And Margin Expansion

<b>(\$ in millions) (Enrollments rounded to the nearest thousand)</b>	<b>2024 Guidance Outlook<sup>1</sup></b>
<b>Total Enrollment</b>	<b>Approx. 470K</b>
<b>Revenue</b>	<b>\$1,551 – \$1,556</b>
<b>Adjusted EBITDA</b>	<b>\$447 – \$451</b>

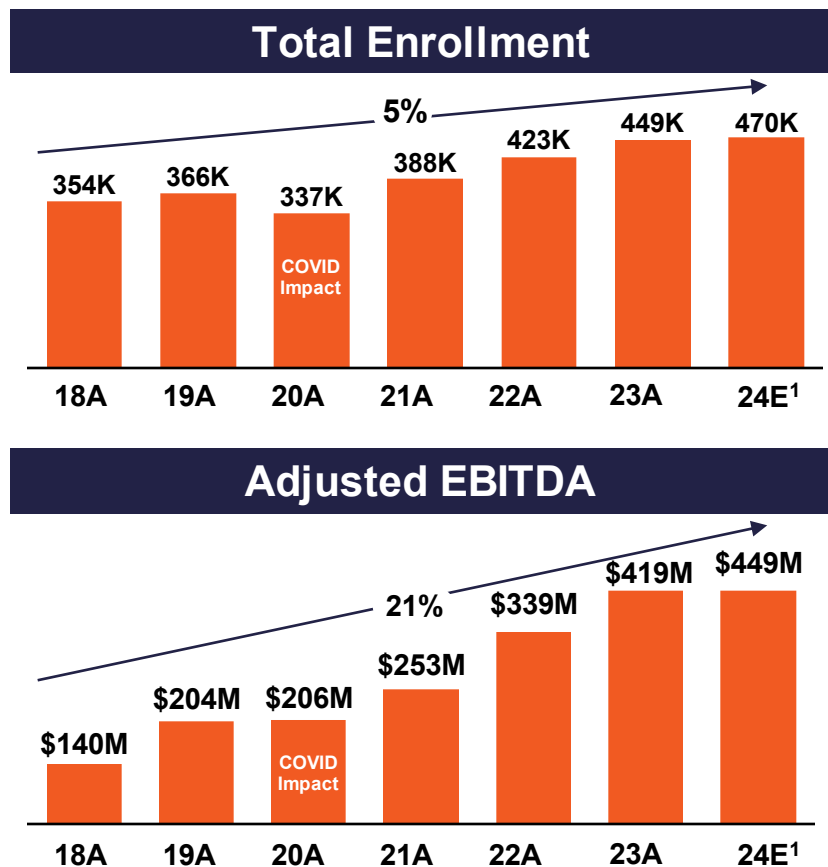
(1) Outlook is based on actual FX rates for January through October, and Spot FX rates (local currency per US dollar) of MXN 20.20 & PEN 3.77 for November through December 2024. FX impact may change based on fluctuations in currency rates in future periods. Amounts presented in whole numbers may be rounded.

Note: An outlook for 2024 net income and reconciliation of the forward-looking 2024 Adjusted EBITDA outlook to projected net income is not being provided as the company does not currently have sufficient data to accurately estimate the variables and individual adjustments for such outlook and reconciliation. Due to this uncertainty, the company cannot reconcile Adjusted EBITDA to projected net income without unreasonable effort.



# Laureate's Financial Profile Significantly Improved, Poised for Growth

## Growth Agenda Working and Expected to Continue



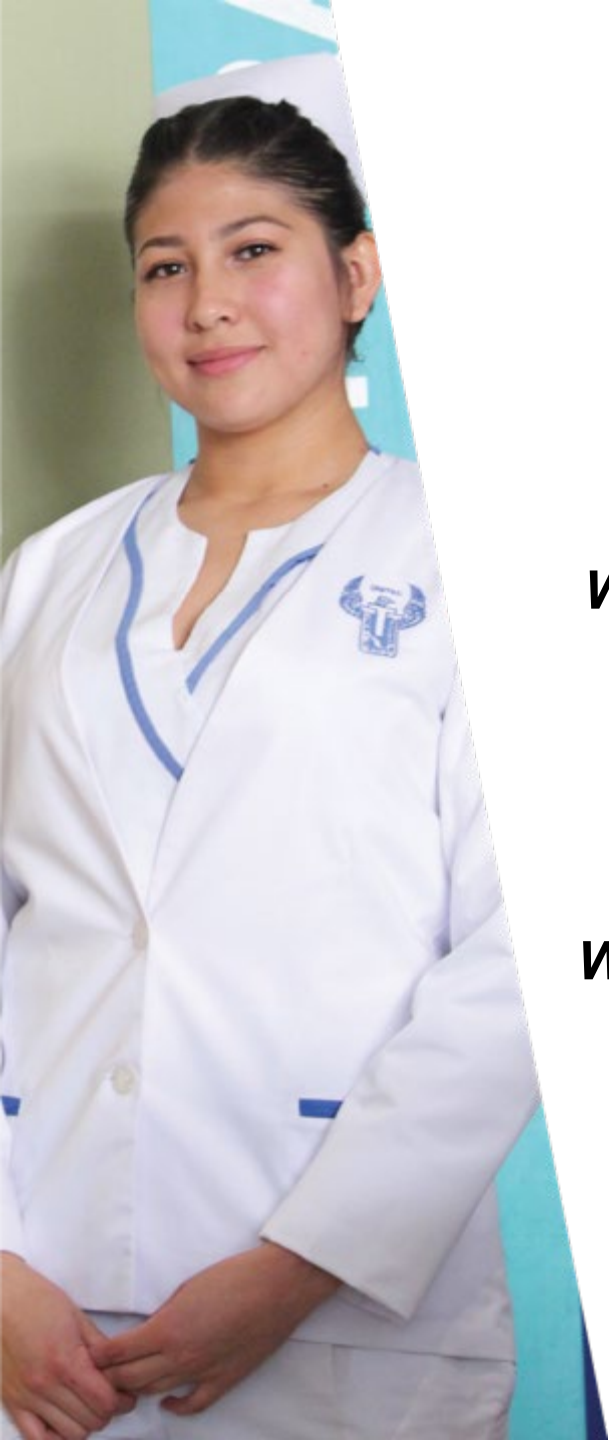
Target Profile Provided at Year-End 2022	
Metric	Within Next 3-5 years <sup>3</sup>
Total Enrollment	5% - 7% CAGR (compound annual growth rate)
Revenue	8% - 10% CAGR (FXN)
Adjusted EBITDA	Low Teens CAGR (FXN)
Adjusted EBITDA Margin	30%+
Capex as % of Revenue	<5% of Revenue
Adj EBITDA to Unlevered FCF Conversion <sup>2</sup>	50%+
Net Debt	Dependent on Capital Structure Decisions

**Note:** Foreign Currency Neutral or constant currency (FXN).

(1) As provided on October 31, 2024. Based on actual FX rates for January through October, and Spot FX rates (local currency per US dollar) of MXN 20.20 & PEN 3.77 for November through December 2024. FX impact may change based on fluctuations in currency rates in future periods. Data shown and growth rates are based on mid-point of 2024 guidance. Amounts presented in whole numbers may be rounded.  
 (2) Unlevered Free Cash Flow (FCF) defined as Cash From Operations, less capital expenditures, plus net cash interest expense. Adjusted EBITDA to Unlevered Free Cash Flow Conversion defined as Unlevered Free Cash Flow divided by Adjusted EBITDA.  
 (3) Target Profile over 3-5 year period, beginning with FY 2023 (as provided on February 23, 2023, during year-end 2022 Earnings Call).



# Mission-Driven Company



# Our Values

## Trust

*We work to earn and maintain the trust of all our stakeholders.*

## Inclusiveness

*We create safe environments where diversity is valued.*

## Transparency

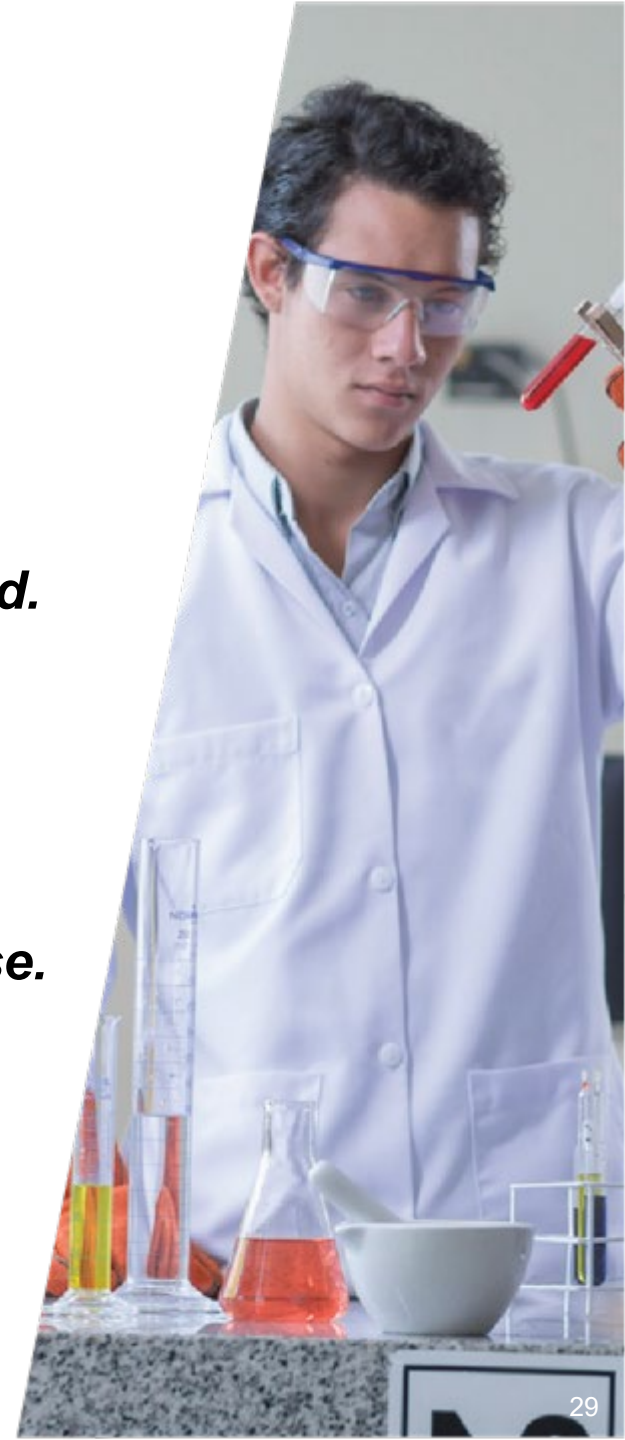
*We are committed to being transparent in all we do.*

## Integrity

*We do what is right and we deliver on what we promise.*

## Performance

*Individually and collectively, we deliver outstanding results without compromising our integrity.*



# ESG Leadership



## For more than 25 years ...

Laureate has demonstrated its commitment to operating as a force for good.

## As a Public Benefit Corporation (PBC) ...

we report annually on our impact. In 2023, our first materiality assessment, led by external ESG specialists, gathered insights from both internal and external stakeholders to **prioritize key ESG topics**, shaping our contributions to the United Nations Sustainable Development Goals (SDGs).

## Our mission ...

Along with our track record of expanding the middle classes in Mexico and Peru, we are a proud contributor of sustainable business practices.

## 2023 Laureate Education Impact Highlights

**USD \$426 million** in scholarships and discounts



**168,000**

community members in Mexico received complimentary or low-cost medical and dental services



**189,000**

hours of community medical and dental care contributed through campus and offsite clinics in Peru



**10,000**

free or low-cost veterinary services provided in campus clinics



**Student volunteering 1.05 million hours**

Read and learn more in the 2023 Laureate Education Impact Report at: [laureate.net/impact](https://laureate.net/impact)



**LAUREATE**

# Appendix





# Return of Capital Summary Since 2019

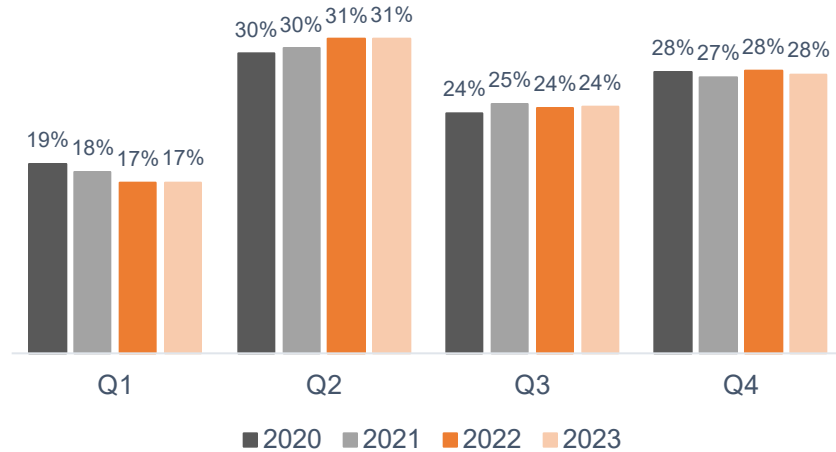
(\$ in millions)	Stock Buybacks	Cash Distributions / Dividends	Total
<b>2019</b>	<b>\$264</b>	<b>-</b>	<b>\$264</b>
<b>2020</b>	<b>\$100</b>	<b>-</b>	<b>\$100</b>
<b>2021</b>	<b>\$380</b>	<b>\$1,375</b>	<b>\$1,755</b>
<b>2022</b>	<b>\$282</b>	<b>\$249</b>	<b>\$531</b>
<b>2023</b>	<b>-</b>	<b>\$110</b>	<b>\$110</b>
<b>YTD Sept 2024</b>	<b>\$100</b>	<b>-</b>	<b>\$100</b>
<b>Cumulative Since 2019</b>	<b>\$1,126</b>	<b>\$1,734</b>	<b>\$2,860</b>

**Strong Track Record of Returning Capital to Shareholders**  
**Nearly \$3 Billion of Capital Returned to Shareholders Since Start of 2019**

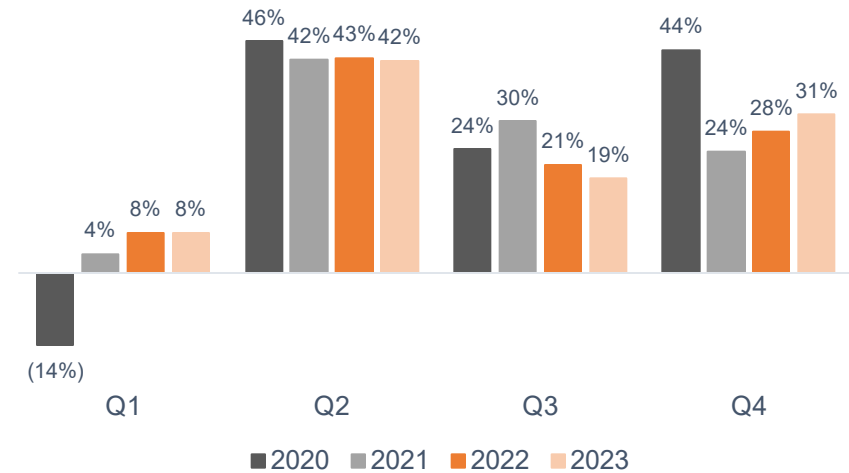


# Intra-Year Seasonality Trends

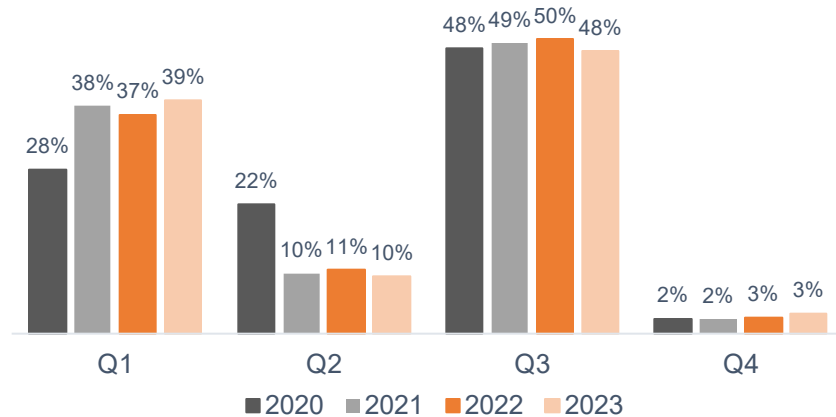
## Revenue Seasonality



## Adjusted EBITDA Seasonality



## New Enrollments Seasonality



## Factors Affecting Seasonality

- ✓ Large intake cycles at end of Q1 (Peru) and end of Q3 (Mexico) drive seasonality of earnings
- ✓ Q2 and Q4 are typically Laureate's strongest earnings quarters
- ✓ Academic calendar
- ✓ FX trends

## Non-GAAP Reconciliation (1 of 2)

The following table reconciles Net Income to Adjusted EBITDA and Adjusted EBITDA margin:

IN MILLIONS	For the three months ended September 30,			For the nine months ended September 30,		
	2024	2023	Change	2024	2023	Change
<b>Net income</b>	\$ 85.3	\$ 36.0	\$ 49.3	\$ 202.8	\$ 65.5	\$ 137.3
Plus:						
(Income) loss from discontinued operations, net of tax	—	(0.2)	0.2	(0.3)	3.8	(4.1)
Income from continuing operations	85.3	35.7	49.6	202.5	69.3	133.2
Plus:						
Income tax (benefit) expense	(0.5)	33.7	(34.2)	72.5	101.4	(28.9)
Income from continuing operations before income taxes	84.9	69.5	15.4	275.0	170.7	104.3
Plus:						
(Gain) loss on disposal of subsidiaries, net	—	(3.3)	3.3	3.1	(3.6)	6.7
Foreign currency exchange (gain) loss, net	(14.5)	(9.8)	(4.7)	(36.4)	51.6	(88.0)
Other income, net	(0.9)	(0.1)	(0.8)	(0.5)	(0.2)	(0.3)
Interest expense	5.0	5.2	(0.2)	14.8	17.3	(2.5)
Interest income	(2.4)	(2.8)	0.4	(6.3)	(6.9)	0.6
Operating income	72.0	58.7	13.3	249.8	228.8	21.0
Plus:						
Depreciation and amortization	16.6	17.9	(1.3)	52.1	52.0	0.1
EBITDA	88.6	76.6	12.0	301.9	280.8	21.1
Plus:						
Share-based compensation expense <sup>(3)</sup>	2.8	1.8	1.0	7.1	4.9	2.2
Loss on impairment of assets <sup>(4)</sup>	—	—	—	—	1.6	(1.6)
Adjusted EBITDA	\$ 91.4	\$ 78.4	\$ 13.0	\$ 308.9	\$ 287.3	\$ 21.6
Revenues	\$ 368.6	\$ 361.5	\$ 7.1	\$ 1,143.2	\$ 1,074.9	\$ 68.3
Income from continuing operations margin	23.1 %	9.9 %	1,326 bps	17.7 %	6.5 %	1,126 bps
Adjusted EBITDA margin	24.8 %	21.7 %	311 bps	27.0 %	26.7 %	29 bps

(3) Represents non-cash, share-based compensation expense pursuant to the provisions of ASC Topic 718.

(4) Represents non-cash charges related to impairments of long-lived assets.

Note: Dollars in millions may not sum to total due to rounding.

## Non-GAAP Reconciliation (2 of 2)

The following table reconciles operating cash flow to Free Cash Flow for the nine months ended September 30, 2024 and 2023:

<i>IN MILLIONS</i>	2024	2023	Change
<b>Net cash provided by operating activities</b>	\$ 192.0	\$ 187.4	\$ 4.6
<b>Capital expenditures:</b>			
Purchase of property and equipment	(34.6)	(26.7)	(7.9)
Receipts from sales of property and equipment	3.3	0.3	3.0
<b>Free Cash Flow</b>	\$ 160.7	\$ 161.0	\$ (0.3)

Note: Dollars in millions may not sum to total due to rounding.