



Company Overview

Hailiang is the one of the largest providers of private K-12 educational services in China. The Company operates three centrally managed schools in Zhuji city, Zhejiang province: Hailiang Foreign Language School, Zhuji Private High School and Tianma Experimental School. Hailiang Education Park, the Company's newest campus, was opened in September 2015 and represents Hailiang Education's commitment in delivering comprehensive and high quality educational programs. Hailiang Education offers a variety of educational programs, including basic educational programs and international programs at the kindergarten, primary school, middle school, and high school levels, as well as preparatory courses designed for university-bound students studying for A-levels courses in the United Kingdom and the SAT examination in the United States.

Investment Highlights

- ① **Fast-growing private education market with strong growth drivers**
- ② **Leading market position in China with strong brand recognition**
- ③ **Highly-visible revenue model**
- ④ **Visionary and experienced management team**
- ⑤ **Strong financial performance, profitable track-record, high margins**

Strong Brand Recognition

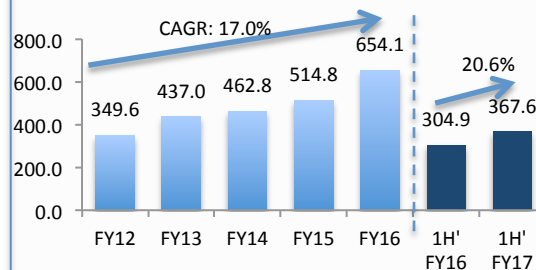
- **“Key school of Zhejiang Province”** by Zhejiang’s Department of Education
- **“Most Competitive Education Groups”** by Sina.com Education Channel
- **“Ten Best-Known Private Education Brands in China”** by the China Private Educationalist Association
- **“Leading National Private School”** by the Chinese Association for Non-Government Education

Stock Snapshot as of Mar 31, 2017

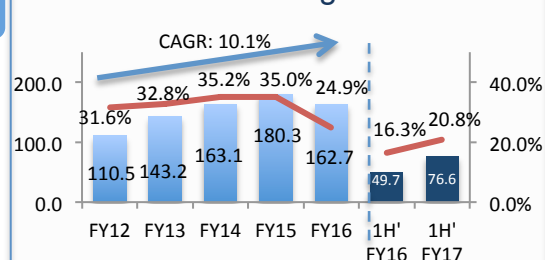
NASDAQ GM:	HLG
Share Price:	\$8.60
Market Cap:	\$221.02 M
Shares O/S:	25.70 M
52wk Range:	\$7.35–\$10.51
Fiscal Year End:	June 30

Financial Overview

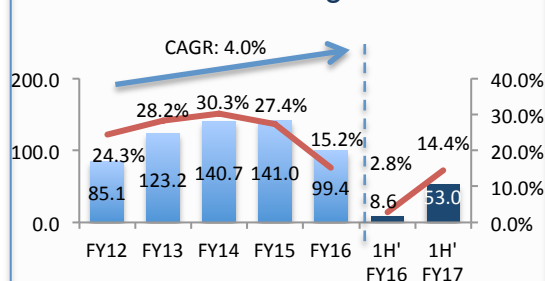
Total Sales RMB in millions



Gross Profit and Margin RMB in millions



Net Income and Margin RMB in millions



Balance Sheet

RMB in millions	FY14	FY15	FY16	1H'FY17
Cash and cash equivalents	42.0	233.4	291.0	286.1
Property and equipment	91.3	181.7	740.4	754.5
Total Current Assets	464.6	296.7	303.6	849.3
Total Current Liabilities	82.1	159.7	211.3	709.7
Total Assets	638.9	857.5	1,133.0	1,689.1



Schools and Campus

Three Centrally Managed Schools

- Hailiang Foreign Language School
- Zhuji Private High School
- Tianma Experimental School

Educational Consulting Services

- Xiantao No.1 Middle School

One New School Campus

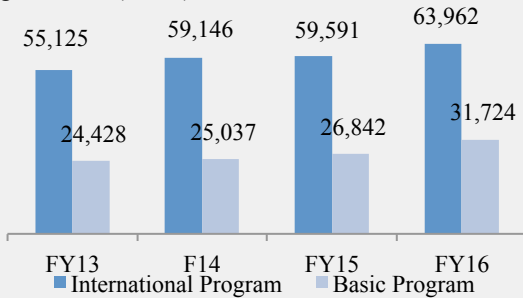
- Hailiang Educational Park (~200 acres)



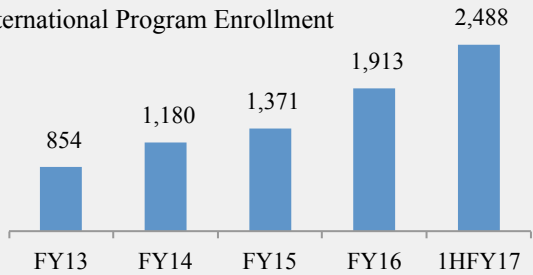
Growth Strategies

Increase International Program Enrollment

Average Tuition (RMB)



International Program Enrollment



Pursue Strategic Cross-region Expansion

- Build international schools in Tier 1 and 2 cities
- Drive the expansion of basic education program through M&A and providing school management services to other schools
- Acquire overseas schools to provide dual degrees

Expand and Upgrade Facilities

- **Continue to expand and upgrade school facilities**
- **Hailiang Education Park**
Capacity: ~23,000,
Current: 12,000

Visionary and Experienced Management Team

Ming Wang
Chairman & CEO

- Served as Chairman of the Board of Directors and CEO since 2014, and as Director of Hailiang Consulting since 2011
- MBA degree from the University of Management and Technology
- Senior Economist certified by Zhejiang provincial government

Yin Xin
Chief Principal

- Served as Director and Principal General since 2014
- Multiple awards from the Zhejiang Province MOE in recognition contribution to the local education over decades
- Studied at Haerbin Nominal University Hulan Campus

David Lee
CFO

- Served as Chief Accounting Officer since February 2016
- Bachelor's degree in Accounting from National Taiwan University

IR Contact

Mr. Bo Lyu
Hailiang Education
T: +86 571 5812-2010
ir@hailiangeducation.com

Ms. Emilie Wu
The Piacente Group
T: +86 10 6535-0148
hailiang@tpg-ir.com

Mr. Alan Wang
The Piacente Group
T: +1 212 481-2050
hailiang@tpg-ir.com

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