**What We Do**

Stride, Inc. (NYSE:LRN) is a technology-based education company providing General Education and Career Learning virtual and hybrid products and services to learners, schools, and enterprises. Stride's General Education focuses on core subjects for K-12 grade levels, while Career Learning develops middle to high school and adult learners’ skills to enter and succeed in careers with a focus on information technology and health care.

**Stock Info**

<table>
<thead>
<tr>
<th>Ticker Symbol</th>
<th>Stock Exchange</th>
<th>Shares O/S</th>
<th>52-week Low/High</th>
</tr>
</thead>
<tbody>
<tr>
<td>LRN</td>
<td>NYSE</td>
<td>41.6M</td>
<td>$20.89-$47.07</td>
</tr>
</tbody>
</table>

**52-week Low/High**

<table>
<thead>
<tr>
<th>As of July 30, 2021</th>
<th>As of August 11, 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>$20.89</td>
<td>$21.00</td>
</tr>
<tr>
<td>$46.48</td>
<td>$48.00</td>
</tr>
</tbody>
</table>

**Key Metrics**

<table>
<thead>
<tr>
<th>Revenue</th>
<th>Gross margin</th>
<th>Adj. EBITDA* margin</th>
<th>Adj. OI* Margin</th>
<th>Leverage ratio**</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1.54 billion</td>
<td>35%</td>
<td>16%</td>
<td>11%</td>
<td>0.4x</td>
</tr>
</tbody>
</table>

For the full fiscal year ended June 30, 2021 (FY21)

**Analyst Price Targets & Recommendations**

- **Current price (08/11/21):** $33.09
- **Low:** $31.00
- **High:** $48.00
- **Average:** $42.25
- **Median:** $45.00

**FY22 Consensus Estimates**

- **Revenue:** $1.47B
- **Adj. OI:** $159M
- **EPS:** $1.76

**Investment Thesis**

- **Leading education services platform**
  - With scale, expertise & broad, long-term customer relationships
- **Sustainable core business**
  - Secular shift toward online & blended education for lifelong learning
- **Career learning growth**
  - Addressing $65B TAM by helping solve the worker skills gap issue
- **Experienced, diverse leadership**
  - Deep educational regulatory & policy expertise with commitment to ESG
- **Financial track record**
  - Consistent growth in revenue & profitability & strong balance sheet

**A Lifelong Learning Company**

Leveraging over 20 years of experience with over 3 million students supported, and a scalable education services platform, Stride provides online and blended lifelong learning solutions for public and private schools, school districts, charter boards, employers, government agencies and consumers.

**Key Messages**

1. **Stride is not just a short-term COVID-19 beneficiary**
2. **Digital transformation in education is long-term**
3. **Total addressable market (TAM) has expanded significantly**
4. **Platform assets provide new growth vectors into mainstream markets**
5. **Gross margin improvements underway**

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*Note: To supplement our financial statements presented in accordance with U.S. generally accepted accounting principles (GAAP), we also present non-GAAP financial measures including adjusted operating income, EBITDA and adjusted EBITDA. Management believes that these additional metrics provide useful information to investors relating to our financial performance. A reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures is provided in the Appendix to this presentation.

**Note:** Leverage ratio is Net Debt (total debt obligations of $488.9M less cash and cash equivalents of $386.1M) divided by Adjusted EBITDA of $239.9M for the twelve months ended June 30, 2021.

1. Market capitalization as of end of fiscal year, FY21 market cap as of August 11, 2021.
2. P/E ratio calculated using share price at end of fiscal year divided by next fiscal year’s earnings per share; FY21 P/E ratio as of August 11, 2021.
On June 30, 2021, Stride published its inaugural ESG report, which details our efforts to champion a more equitable education system, develop a future ready workforce, and nurture a stronger society. The report, which can be accessed at https://investors.stridelearning.com/esg/default.aspx, is based on four cornerstones:

1. Expand lifelong learning for today's digital workforce
2. Support racial and socioeconomic equity and inclusion
3. Foster transparent leadership, governance and professional development
4. Contribute to a sustainable world

For more financial information and investor resources, visit the Stride Investor Relations website by clicking here.