



Credibility & Transparency Issues Faced by Private Education Players

May 27th 2011 v.5

CIBT EDUCATION GROUP INC.
1994 - 2011

TSX: MBA
NYSE AMEX: MBA



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About CIBT

Quality

Regulation

Transparency



Global Vision

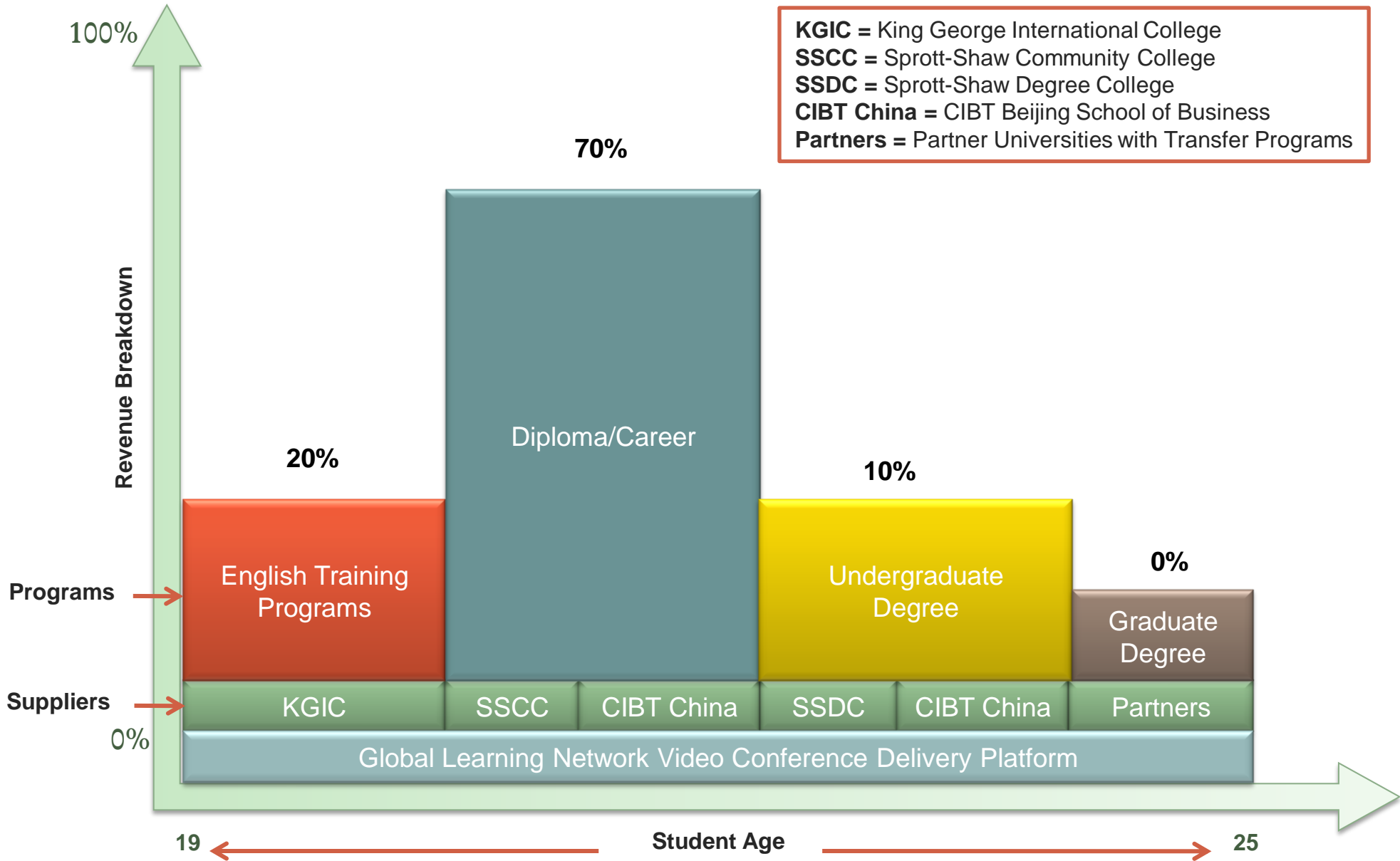
- To become a leading global education provider with Canada as our base, China as our hub, and expand across Asia.

Mission Statement & Business Objectives

- CIBT delivers quality western education through an extensive global network and advanced technology to students in North America and emerging Asia, which improves their earnings potential and lifestyles.
- To complement that vision, we recruit international students to study at our North American campuses and provide them with enhanced learning experience and employment opportunities.



CIBT's Division Breakdown



KGIC = King George International College
SSCC = Sprott-Shaw Community College
SSDC = Sprott-Shaw Degree College
CIBT China = CIBT Beijing School of Business
Partners = Partner Universities with Transfer Programs



KGIC International College

One of Canada's largest language training schools



- Robson Street Campus
- Vancouver Center Campus
- Canada TESOL Center
- Surrey Campus
- Toronto Campus
- Toronto Business College
- Victoria Campus
- Halifax Campus

- Established in 1996, became member of CIBT Group in March 2010
- Educated over 40,000 students since 1996
- 8 campuses in Canada, 6 overseas offices & training centers
- Specializes in English training, TESOL and career diploma programs
- Enrolled 6,000+ international students per year generated over \$20M revenue in 2011
- International students from Asia, Eastern Europe, Middle East and India
- Excellent upgrade path from KGIC language programs to Sprott-Shaw diploma or degree programs
- KGIC programs being broadcasted to Asia by the Global Learning Network





Spratt Shaw Community College

One of the oldest & largest private colleges in Canada



- Opened the first Spratt-Shaw campus in 1903 and acquired by CIBT Education Group in 2007
- Presently operates over 17 campuses in Canada
- Spratt-Shaw Community Colleges are accredited through the Private Career Training Institute Agency of British Columbia, Canada
- Spratt-Shaw Degree College offers accredited undergraduate degrees authorized by the Degree Quality Assessment Board of British Columbia, Canada

- Largest trainer of Practical Nurses in Canada with 96% passing rate 2009

- Offers Degrees and Diplomas in over 140 programs including:

- Business & Administrative
- Healthcare
- Construction Trades
- Tourism & Hospitality
- International Business
- ESL, TESOL, TEC
- BBA Degrees in Marketing, Human Resources, International Management, Accounting with Certified General Accountant (CGA) designation





CIBT Beijing School of Business

A premium business college in China since 1994

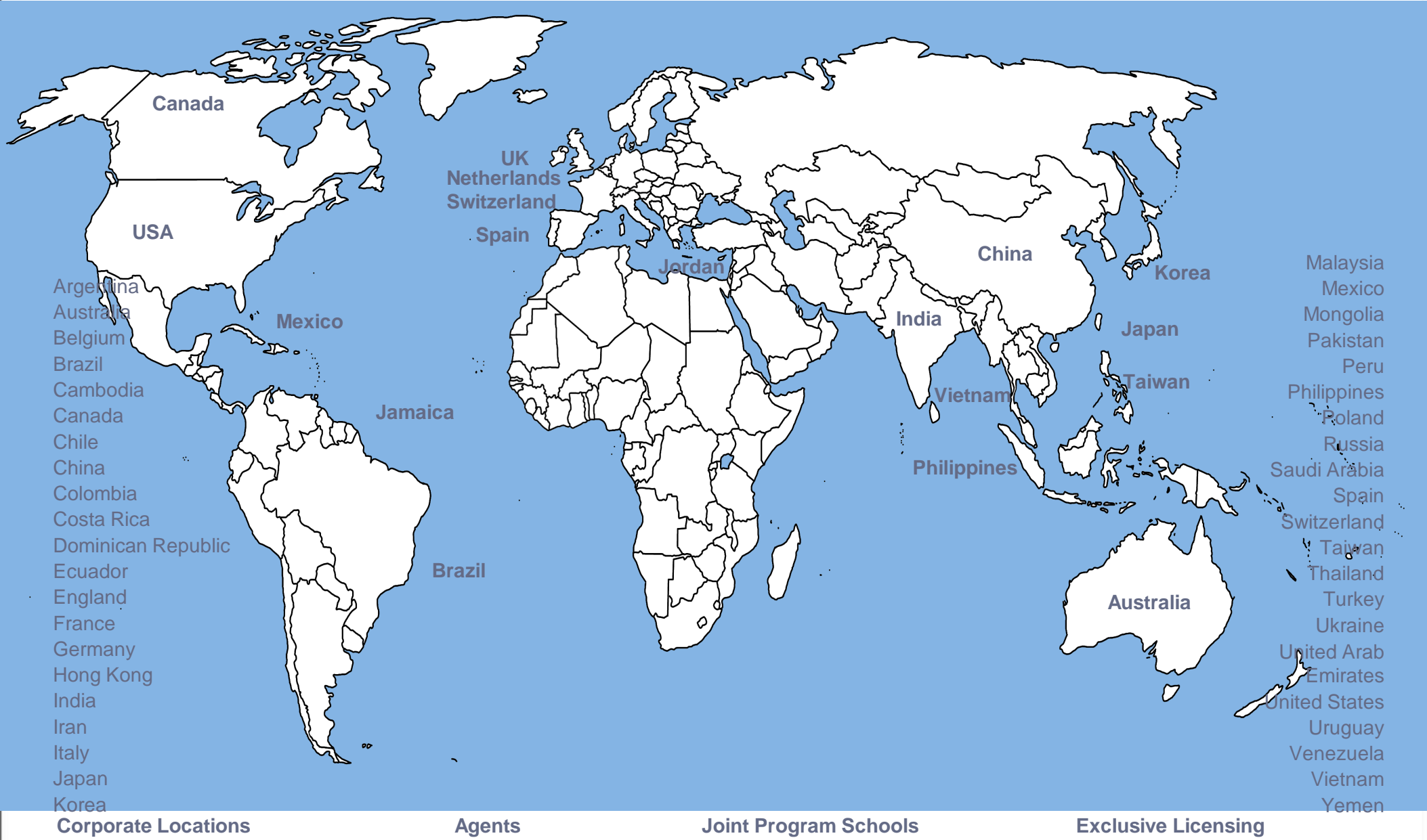


- CIBT Beijing School of Business offers University Pathway & International Degree programs
 - CIBT Beihai International College offers accredited Chinese Associate Degree programs
 - CIBT Wyotech Automotive Institute offers advanced automotive maintenance programs
 - American Hotel & Lodging Educational Institute offers hotel & hospitality programs
-
- Established in 1994, CIBT has launched various programs in China including:
 - Award Winning Accredited MBA Graduate Degrees
 - Transferable Bachelor Degrees
 - Automotive Vocational Diplomas
 - Hospitality and Tourism Diplomas
 - Named China's most influential Sino MBA programs twice since 2004
 - Best Practice in automotive education in China 2006
 - Awarded China's top 2 international preparation colleges in 2008
 - One of the most experienced foreign Business and Career Schools in China



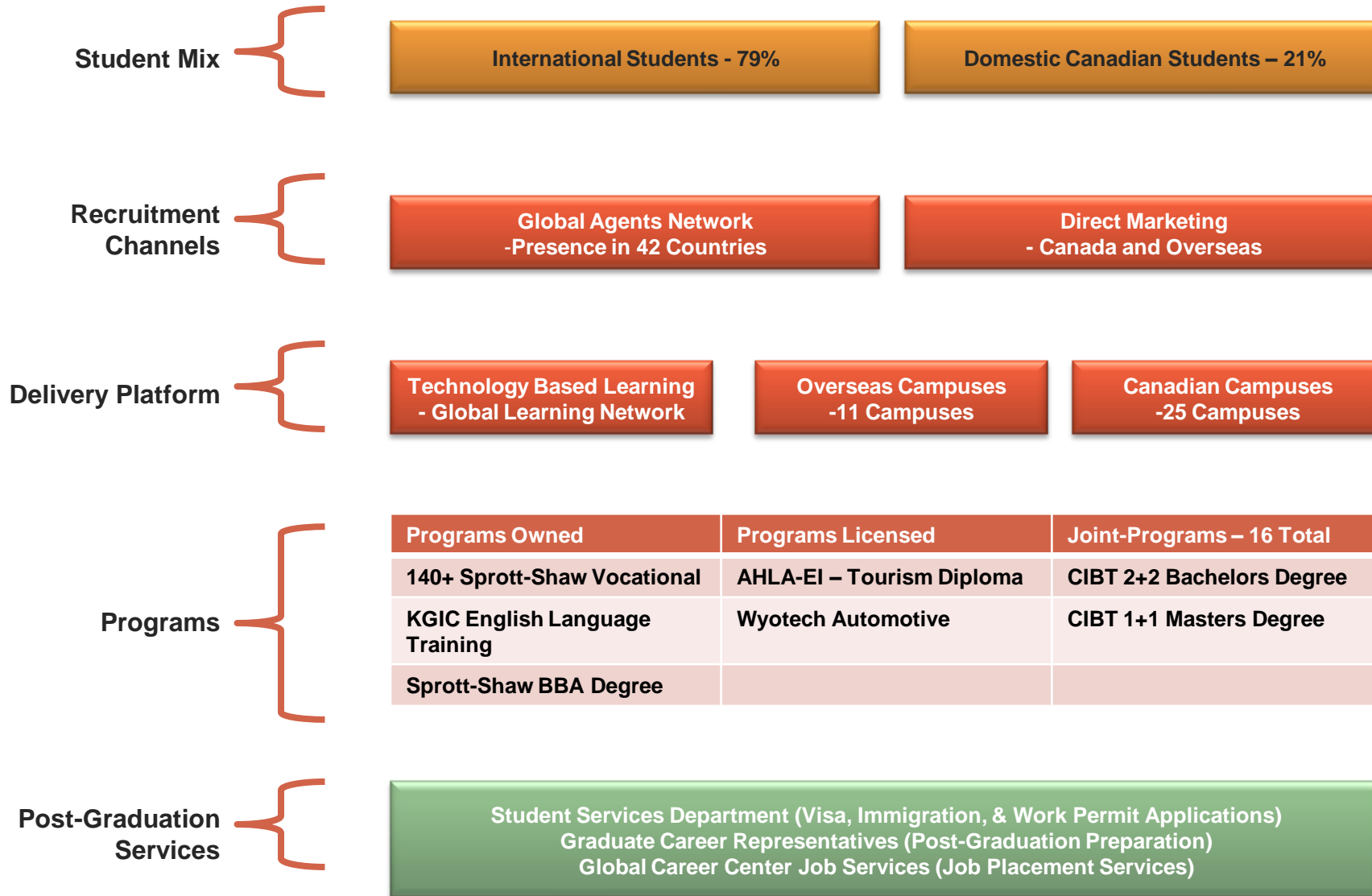


Global Presence in 18 countries, 12,000 students & Recruitment Network of 2,500 Agents from 42 countries





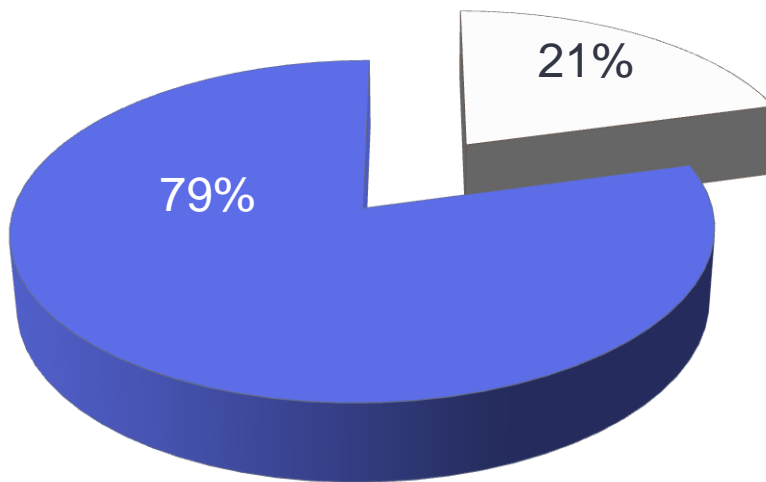
CIBT Group Value Chain





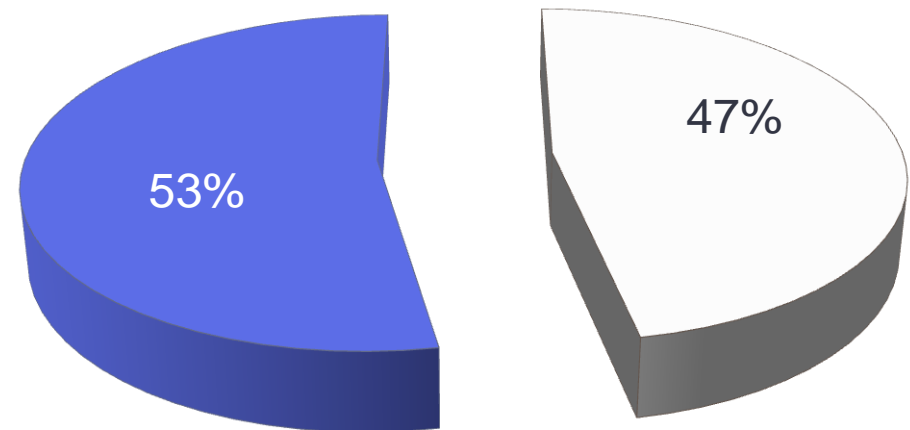
Enrollment Sources 2011

□ Domestic Canadian ■ International



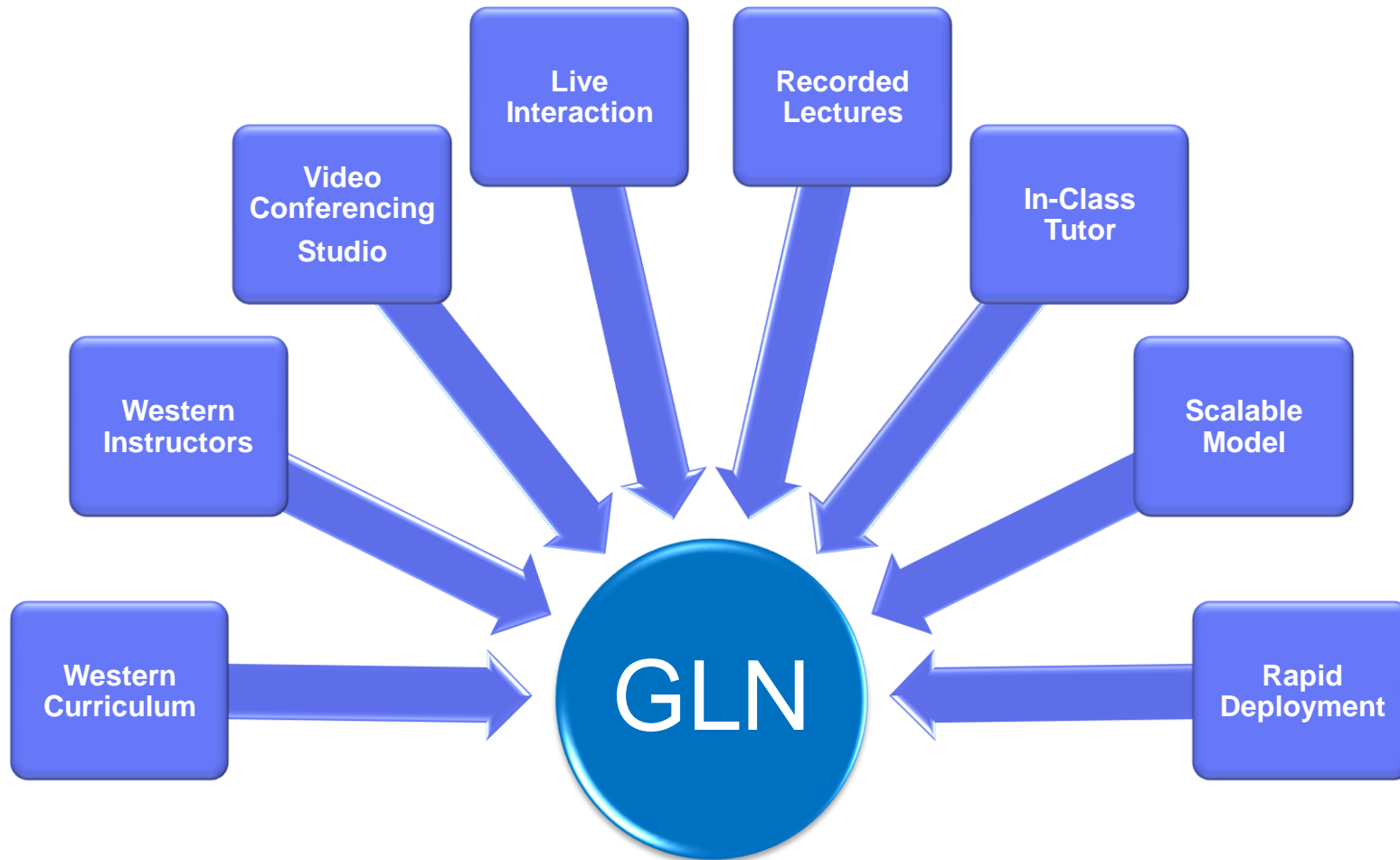
Revenues Sources 2011

□ Domestic Canadian ■ International





Global Learning Network (“GLN”) Features





Global Learning Network Vancouver Studio





Global Education by Video Conferencing





Global Learning Network (B2B) Business Model

CIBT Supplies:

Educational content

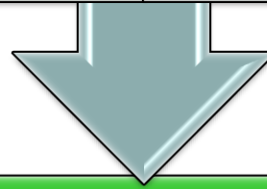
North American teachers

Technology support

Marketing support

New program development

Certificate or diploma



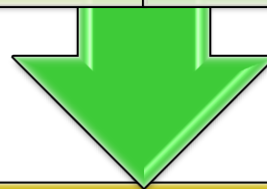
Overseas Partners Provide:

Facilities

Local Tutor

Student Recruitment

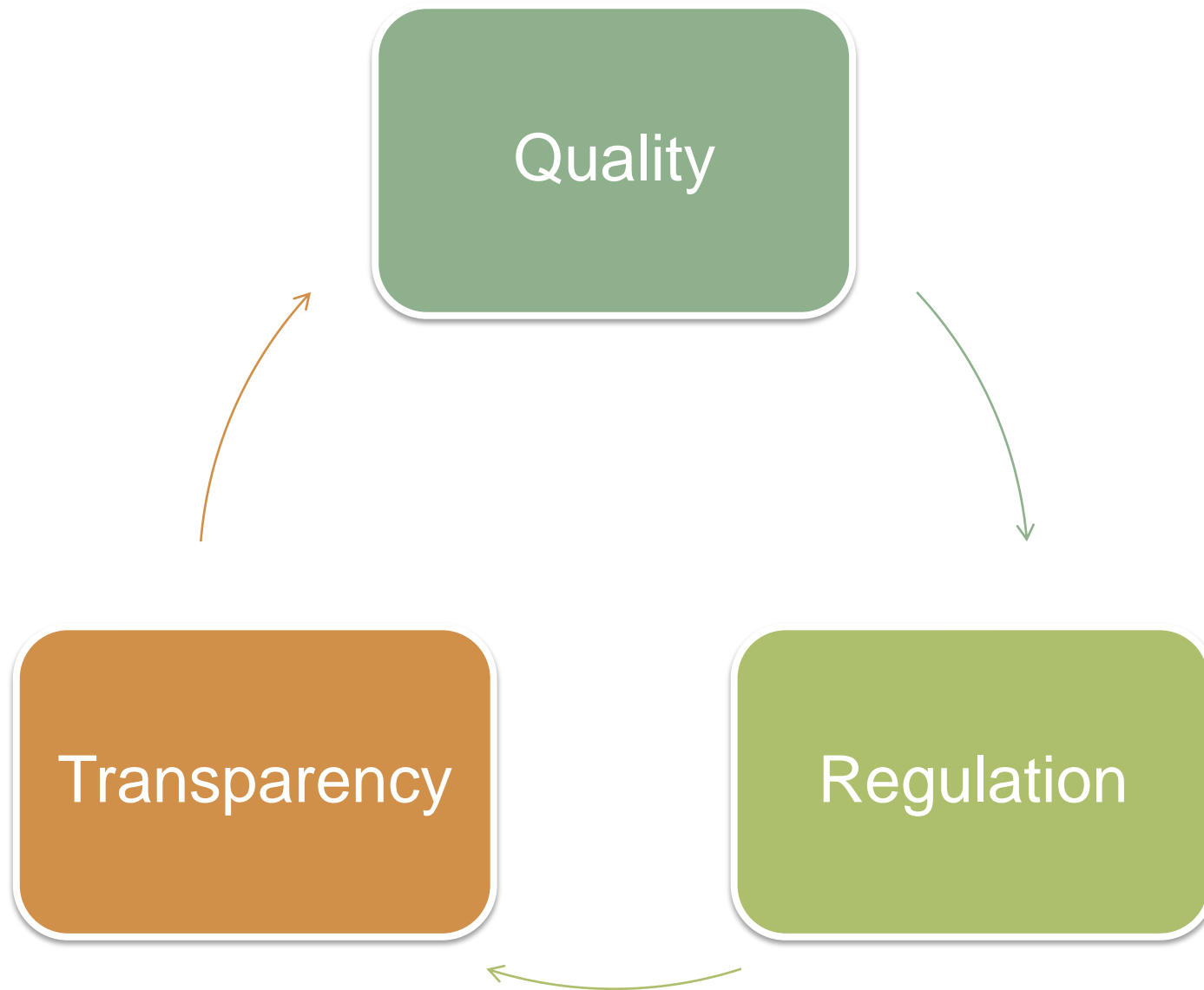
Capital Expenditure



Students



Preconceptions of Private Education





- Pressure to Ensure Quality faced by the Private Education sector:
 - Competitive market environment
 - Tuition is typically higher than public institutions
 - Brand and Reputation are the core assets
 - We need to provide better customer service and add more value in order to compete with public institutions
eg: Global Career Centre which provides job placement services for free
 - Convenience locations to students
 - Video resumes for our graduates for free
 - Other job placement services for free

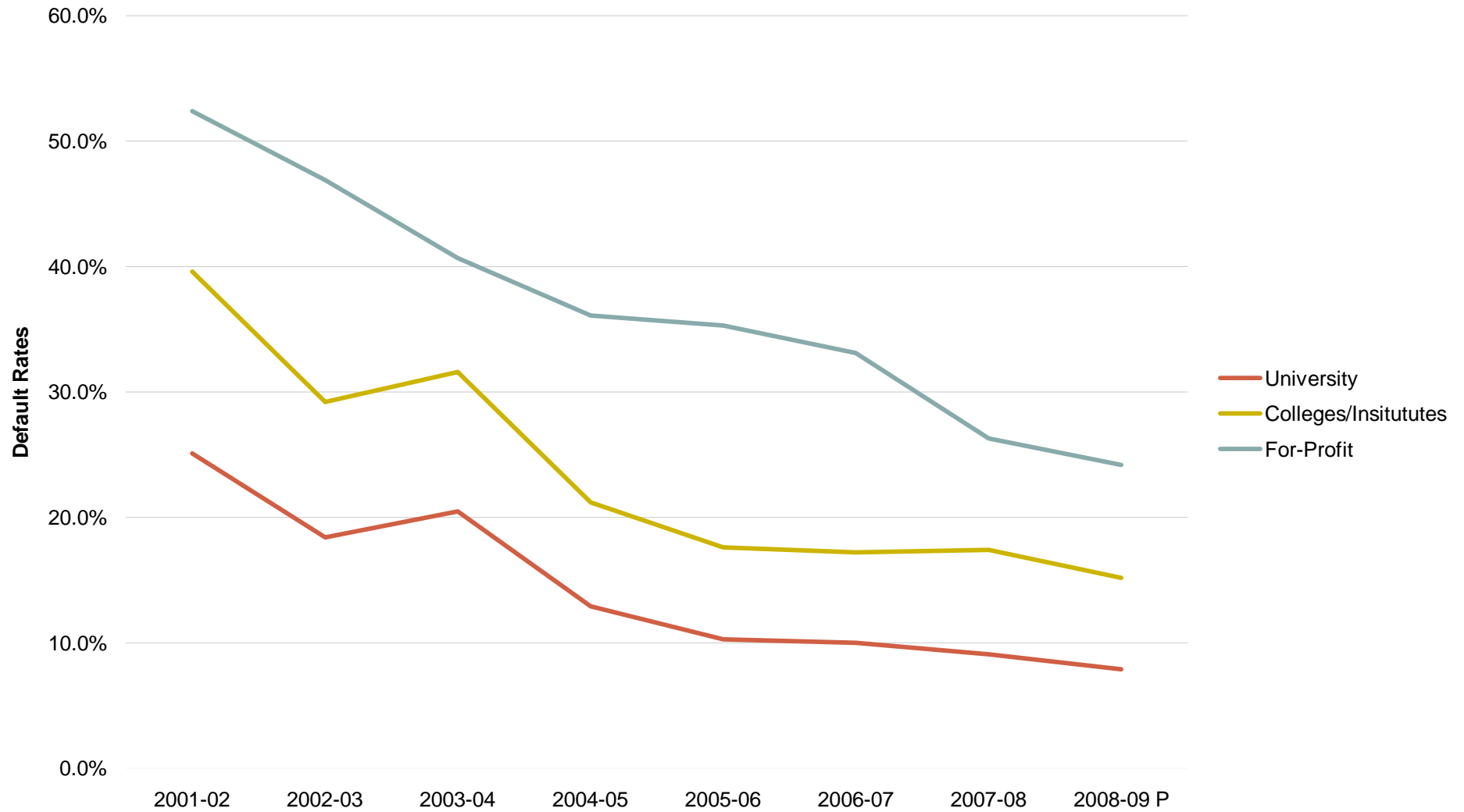


Trends for Canadian Student Loan System

- According to Human Resource Skill Development Canada Private institutions accounted for 10% of Canadian Students Loan in 2009
- Trends for Canadian Student Loan Defaults:
 - Private education sector decreased 28.2% since 2001
 - Public Colleges decreased 15.2% since 2001
 - Universities decreased 17.2% since 2001



Canadian Student Loan Default



Source: Human Resource and Skills Development Canada, Department of Government of Canada



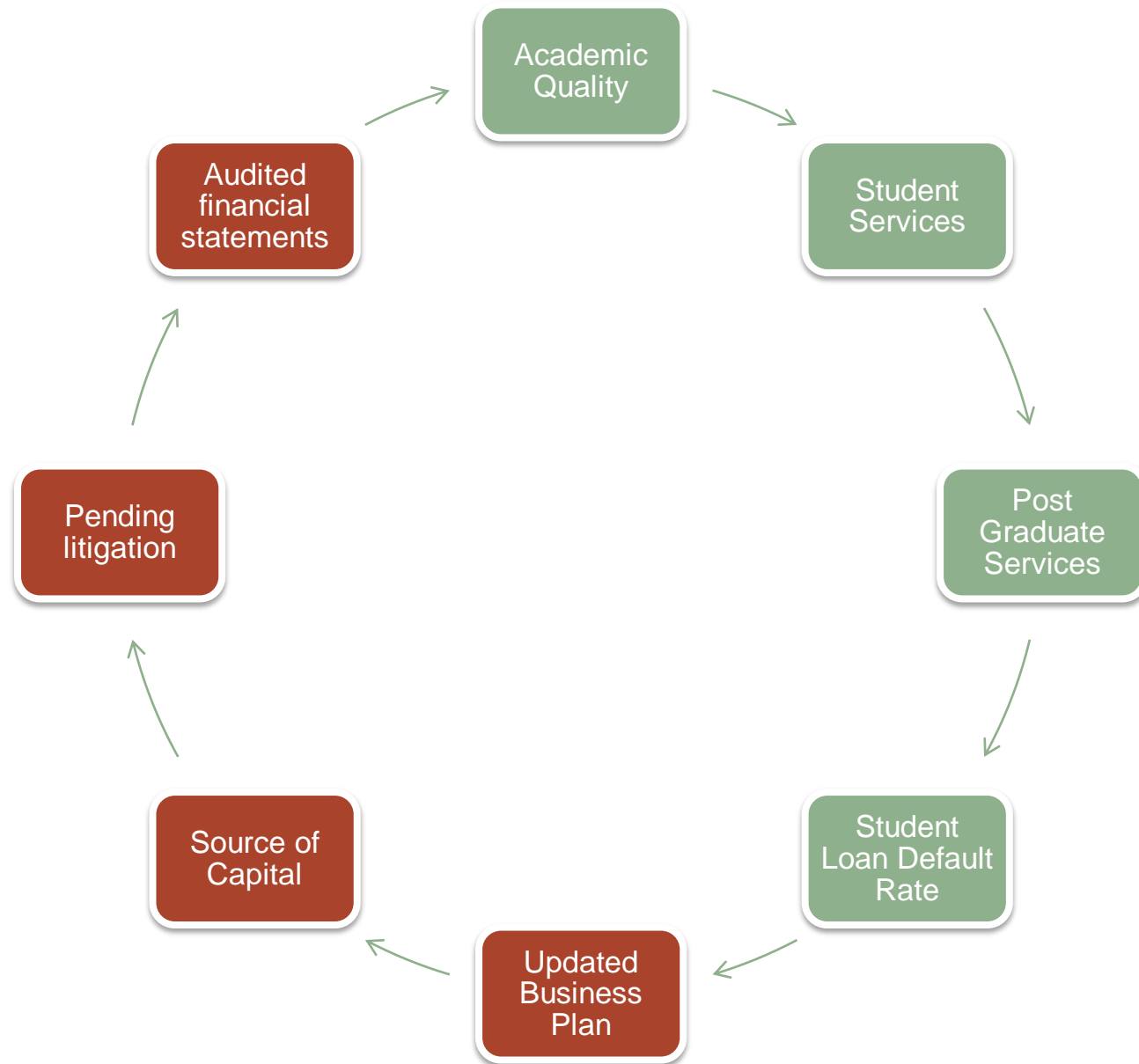
Scrutiny Faced by Private Education Providers

- **Governing Bodies Regulate Private and Public Education Institutes:**
 - Canadian Provincial agencies include
 - Degree Quality Assurance Board (DQAB)
 - Education Quality Assurance (EQA)
 - Private Career Training Institutions Agency of British Columbia (PCTIA)
 - Other industry and professional associations
 - Regulators in China include: Ministry of Education, provincial Education Commission, municipal Education Bureau and Labor Bureau

- **Private Institutions can face termination of licenses by the Students Loan Department if:**
 - High student loan default rate
 - Not adequately preparing students for jobs
 - Providing a curriculum that does not meet job market demands



Transparency Issues Facing Private Education Providers





Testimonials in CIBT's Global Career Centre

Holy M. (East Vancouver)

• "This is one of the best ways Sprott-Shaw has lived up to its promises of assistance in job finding. Since this project started I have had several job offers and believe it or not I chose the ones which suited me most. Not for the money but because of the type of work I enjoyed. I believe many other Graduates like me have benefited immensely from this free service."

Mariana G. (New Westminster)

• "The free employment service provided by Sprott-Shaw for the graduates it is a good idea. It's wonderful to know that someone is thinking how to help the graduates to find a job, especially now when the market is not very good. I benefit from this service receiving; resume checkup, job postings, advices about how to follow up after interviews, and moral support. All of these keep my hope alive and helped me to find a job. Thank you very much for your help!"

Peter A. (Victoria)

• "It has been my pleasure to work with Ana in my job search efforts. She has been extremely helpful with providing valuable leads that have resulted in my employment with Pacifica Housing. Her insightful input aided in my tweaking of a resume that I can be proud of and that has proven to be successful now as well as some key interview skills that I honed while consulting with Ana. Thank you for providing this service and for Ana and her hard work."

Brandi R. (Abbotsford)

• "The service is extremely helpful. You need to pride yourself because you make sure that your graduates are successful. The staff is very helpful, friendly, and easy to talk to. You helped me find the perfect job very quickly."



Thank You

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