



Learning Tree<sup>®</sup>  
International

# Company Presentation

## May 2011

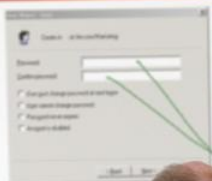


# Forward-Looking Statements

Except for historical statements and discussions, this discussion consists of "forward-looking statements." All plans, projections, and future estimates are forward-looking statements, which in some, but not all, cases, are identified by words such as "anticipate," "estimate," "project," "believe," "expect" and similar expressions. Please do not put undue reliance on forward-looking statements. Forward-looking statements are based on certain factors and assumptions about future risks and uncertainties. Many, but not all, of these factors and assumptions are identified in Item 1A, "Risk Factors" in Learning Tree International, Inc.'s ("Learning Tree's") Annual Report on Form 10-K ("Item 1A"). Although Learning Tree believes that the assumptions are reasonable, it is likely that at least some of the forward-looking statements will not come true. Accordingly, Learning Tree's actual results will differ from those suggested by any forward-looking statement, and those differences could be material. Factors that could cause or contribute to such differences include, among others, those factors included in Item 1A as well as those discussed in other places in Learning Tree's filings with the Securities and Exchange Commission. For example, actual results could differ materially from those projected as a result of Learning Tree's dependence on the timely development, introduction and customer acceptance of courses and products; risks in technology development and introduction; risks associated with the introduction of e-learning either by Learning Tree or its competitors; the impact of competition and pricing pressures; Learning Tree's ability to attract and retain key management and other personnel; risks associated with international operations, including currency fluctuations; the effect of changing economic conditions; Learning Tree's ability to maintain its current operating margins; the effect of adverse weather conditions, strikes, acts of war or terrorism, and other external events. Should one or more of these risks, or any other risk, materialize, or should one or more of the underlying assumptions prove to be incorrect, Learning Tree's actual results may vary materially from those anticipated, estimated, expected or projected. In light of the risks and uncertainties, there can be no assurance that any forward-looking information will in fact prove to be correct. Learning Tree does not undertake any obligation to update forward-looking statements.



Creating User Accounts (continued)



*Remember:  
Use  
Complex  
Passwords!!*

- Passwords are case sensitive and can be up to 14 characters long
- Password security can be increased via...
  - More later

Creating User Accounts (continued)

- "User must change password at next login"
  - Use for new accounts created with a temporary password
  - Do not use for accounts set up to provide network access for users working at workstations that are not members of a domain
    - The password cannot be changed over the wire
- "User cannot change password"
  - Use for Guest accounts
- "Password never expires"
  - Use for Service accounts
  - Overrides "Change password at next login"
- "Account disabled"
  - Always disable before deleting an account



# Who Is Learning Tree?

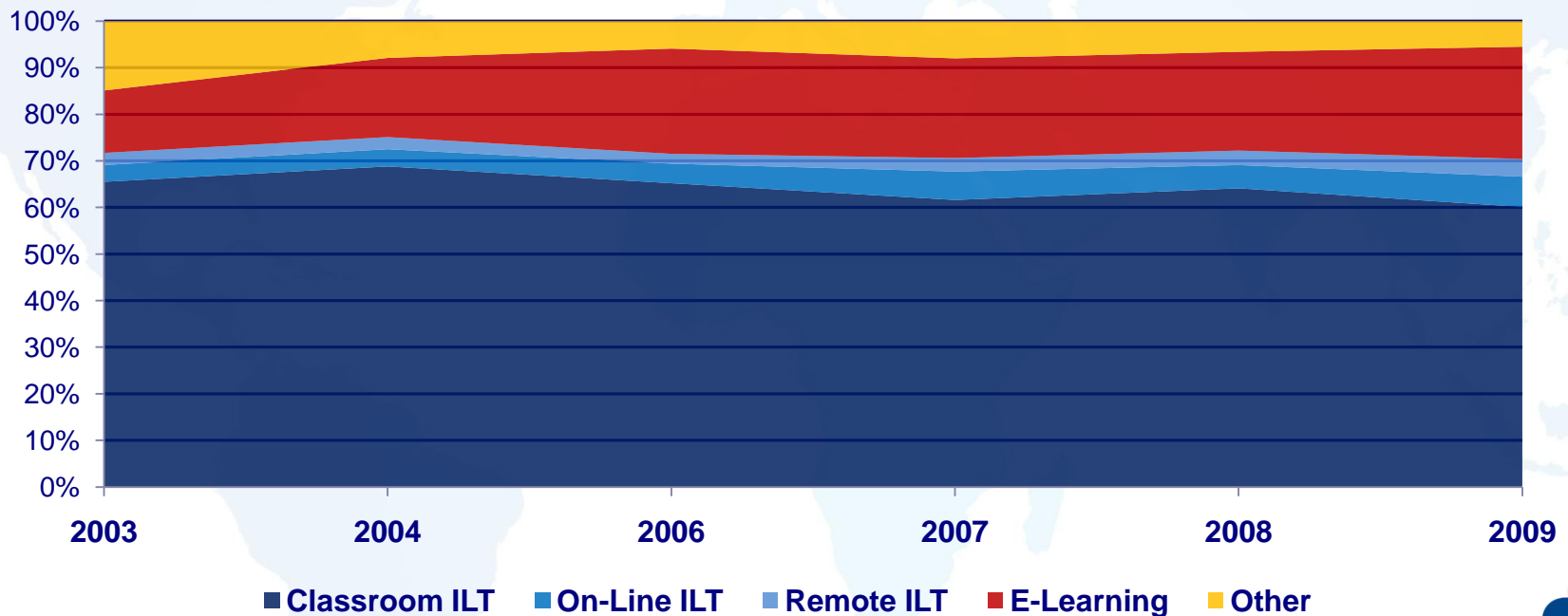
- Learning Tree International, founded in 1974, is the world's leading vendor-independent Information Technology and Management training company
- Corporate and government clients train their managers and IT professionals at Learning Tree Education Centers as well as their own facilities, and on-line attendees anywhere in the world connect to live classroom sessions through Learning Tree AnyWare™
- Proprietary library of 239 current hands-on courses
  - 158 IT courses
  - 81 management courses
- Highly scalable platform with courses developed centrally and delivered globally via a network of wholly owned subsidiaries
- Diversified revenue stream across product lines, geographies & industries
- In FY2010, Learning Tree presented courses in 54 countries



# Third-party management and IT training: Large, highly fragmented markets

- Management Training—\$73 billion worldwide market
- IT Training—\$22 billion worldwide market
- No single competitor with significant market share
- Instructor-led training comprises more than 2/3 of spend on formal training

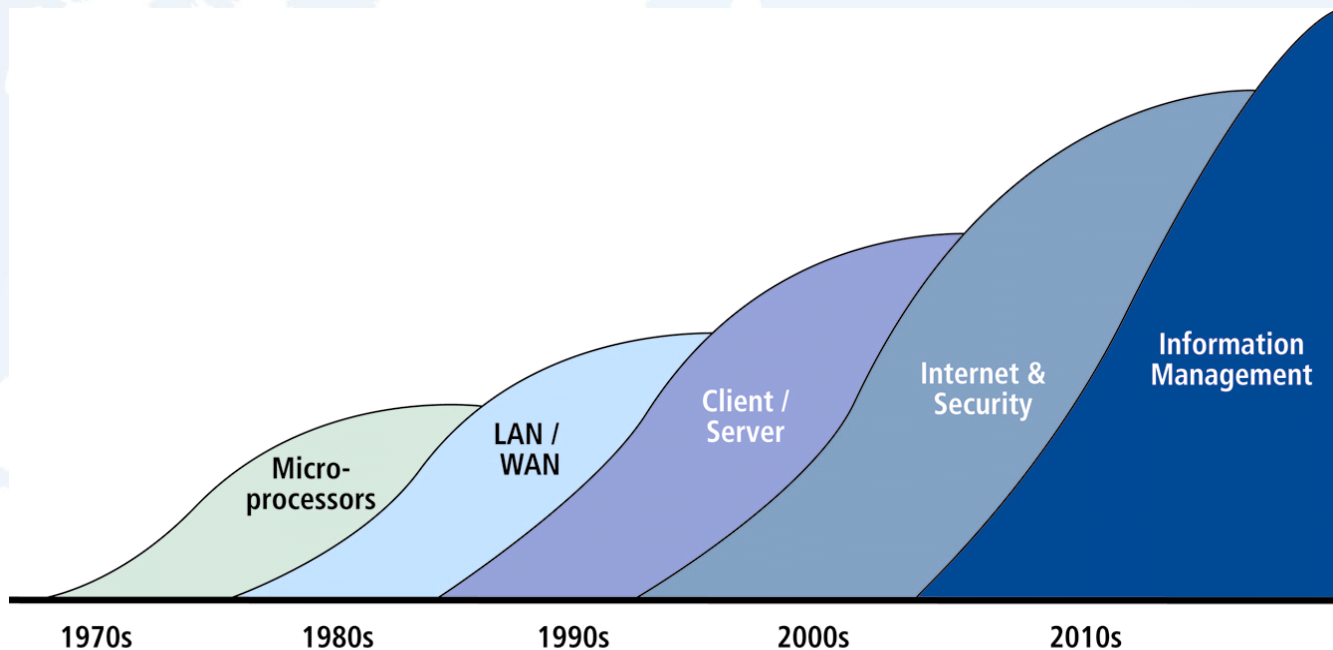
Percent of Formal Learning Hours Delivered by Mode



# Skills Gaps Have Specific Drivers

- **Information Technology skills gap drivers**

- Waves of new technology – typically 15 – 20-year span of influence
- Continually expanding skill sets required of IT professionals
- Ever-broadening IT workforce

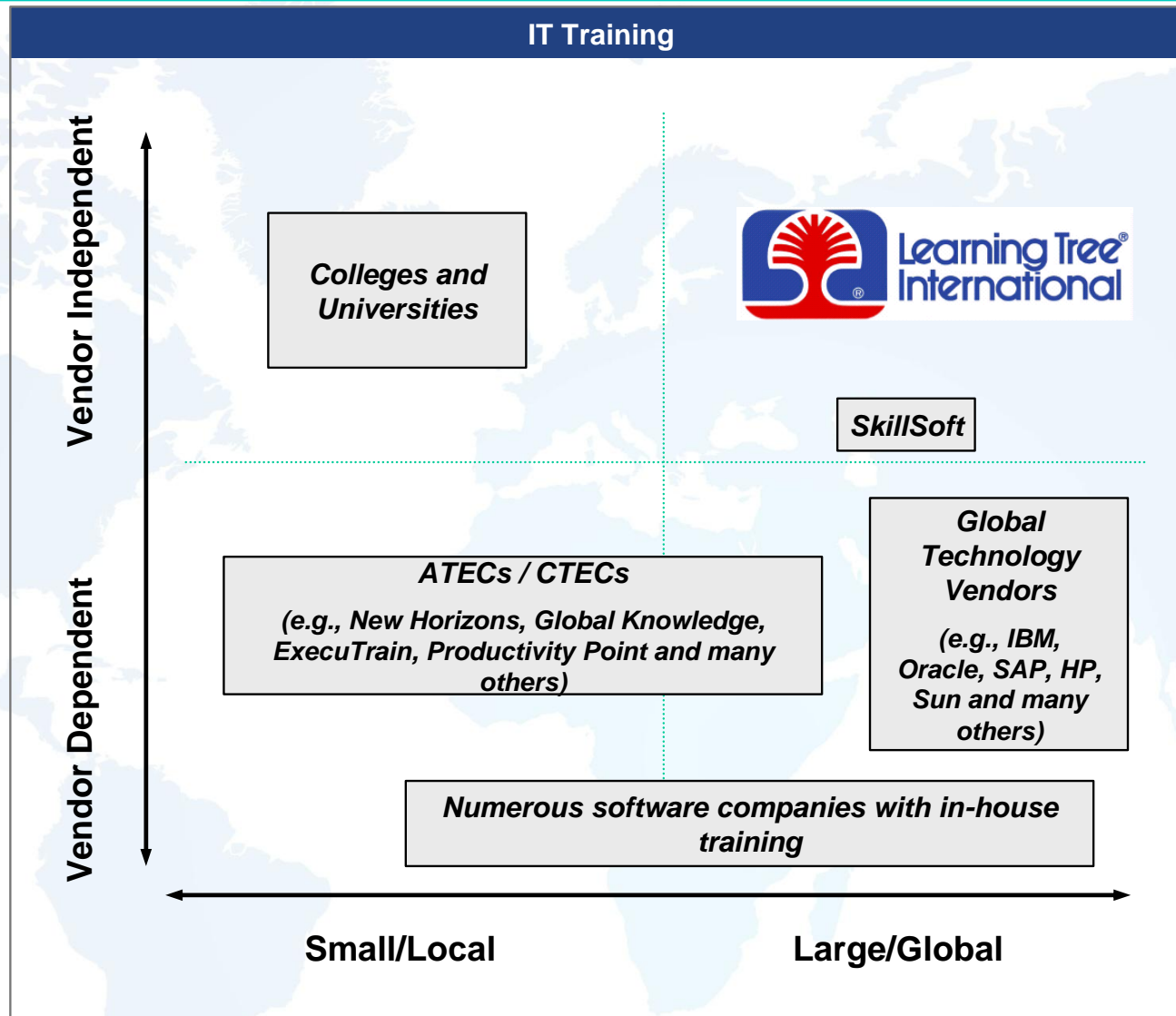


- **Management Training skills gap drivers**

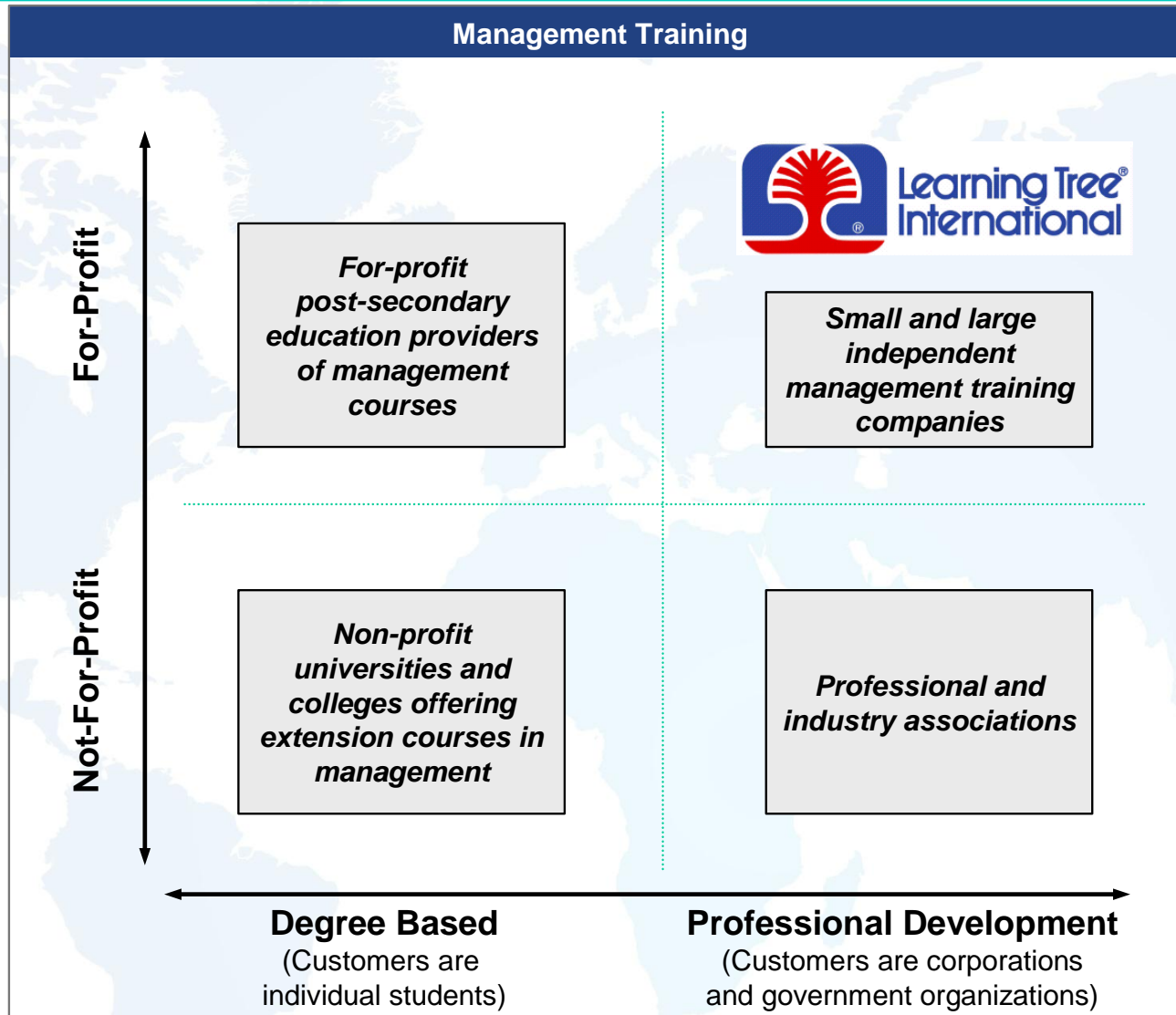
- Evolving needs of managers in technology-empowered environments
- Perpetual flow of individuals into and through management positions



# Market Landscape—IT Training



# Market Landscape—Management Training





# Learning Tree Market Strengths

- **Global presence—approximately half of revenues outside US**
- **Brand recognition and multi-tiered sales and marketing**
- **Extensive, blue chip customer base**
- **Impeccable client retention**
- **Breadth and quality of proprietary course library**
- **Vendor independence**
- **Comprehensive delivery model and proprietary, highly effective delivery technology**
- **AnyWare live on-line learning technology which integrates on-line attendees into live classrooms**
- **Size and quality of instructor team**



# Longstanding Global Presence



Ottawa



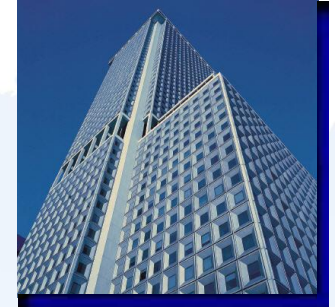
Toronto



Los Angeles



Washington, D.C.



New York



Tokyo



Chicago



Paris



Stockholm



London



# Multi-tiered Sales and Marketing



# Blue Chip Customer Profile

## US Clients



## International Clients



All trademarks are owned by their respective organizations.



# Large Base of Loyal Repeat Customers

- **At the organizational level:**
  - More than 8,200 organizations served in FY2010
  - Client base developed over 37-year history
  - Diversity of revenues across many clients, industries and geographies
  - Largest client is less than 4% of revenues
  - All 100 largest clients in FY2005 were clients five years later in FY 2010
- **At the individual level:**
  - Over 2 million course participants to date
  - About half of course participants had taken a previous Learning Tree course
- **By a 39:1 ratio, Learning Tree course participants state that Learning Tree courses are better at preparing them to use their new knowledge and skills than comparable competitors' courses they have taken.**



# Proprietary, Growing Library of Course Titles

Curriculum	# of Titles
Windows Systems and Exchange	18
Business Intelligence and SQL Server	16
Visual Studio and .NET Development	15
SharePoint, Access and Office	16
RDBMS and Oracle Databases	10
Web Development, Adobe and XML	14
Security	13
Software Engineering	12
Java, C++ and Perl Programming	10
UNIX and Linux	8
Networking, Cisco, Mac and PC Support	20
Cloud Computing	6
ITIL® Certification	13
Communication and Time Management	15
Project Management	18
Management and Leadership	17
Business Analysis	18
<b>Total</b>	<b>239</b>

158 IT  
Course Titles

81 Management  
Course Titles

Data for courses marketed as of August 2011.



# Comprehensive Delivery Model

## Events in Education Centers ("Public" courses)

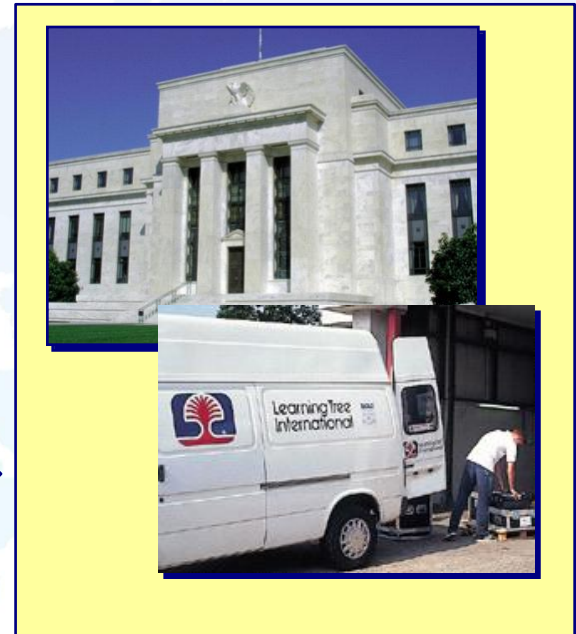


70% of Revenues

- Marketing
- Content
- Systems
- Instructors
- Operations



## Events at customer locations ("On-site" courses)



30% of Revenues



Additional Participants  
Join Classroom Events  
Online using AnyWare™



# Proprietary, Highly Effective Delivery Technology

- **Patented MagnaLearn™ Instructional Enhancement System**

- Superior presentation capability allows active instructor manipulation and enhancement of course content
- Visual reinforcement improves participant attention span and increases key concept retention
- Direct feedback of instructor notations for course content revisions



- **RealityPlus™ Instructional Design for management courses**

- Full-scale immersion in simulated real-world environment enables hands-on management learning activities
- Participants in RealityPlus™ practice new concepts in realistic simulations to obtain concrete, hands-on experience
- RealityPlus participants are equipped to apply new management skills immediately upon return to their jobs





# AnyWare™: Revolutionary Live On-line Interface Brings On-Line Attendees into Live Classroom Sessions

- **> 10,000 on-line attendees as of July 31, 2011**
- **On-line attendees use Internet browser to participate in live classroom instructor-led training**
  - Real-time audio and video connection to classroom
  - Full participation in all class activities and discussions
  - Real-time access to instructor and classmates
  - Completion of all hands-on exercises
  - Robust customer service and technical support processes
- **Same learning objectives, same learning experience, same outcomes, same completion rates as in-class participants**
- **AnyWare™ available on more than 165 (and increasing) course titles**
  - Convenient to time zones in North and South America, Europe and Africa
  - AnyWare also available for off-the-shelf or customized dedicated customer (“on-site”) sessions
  - Pilot program underway to provide AnyWare as a service to other education and training providers needing to reach dispersed audiences



# The AnyWare™ Classroom Portal



Developing a Web Site: Hands-On-09B1AAUS | Connect Pro Meeting

Meeting Present Help

Attendee List (0)

My Status: Active

Speaking:

[Demo PC]

[Left]

[Right]

Randy Williams

Kendall Laine

Nancy J. Ives

Shou-Huey JIANG

Xin MA

Share - [Left]

### Accessing Master Page Properties

- Master Page properties can be set from the Content Page
  - Access the Master Page from the Content Page's Master property
  - Convert the object in the Master property to the type of the Master Page

```

Dim mp As MyMasterPage
mp = CType(Me.Master, MyMasterPage)
mp.PageTitle = "This Page's Title"
    
```

*MasterPage*

- Simplify the code by setting the type of the Master Page in Source view
 

```

<% MasterType TypeName="MyMasterPage" %>
    
```

*Page Title*

```

Me.Master.PageTitle = "This Page's Title";
this.Master.PageTitle = "This Page's Title";
    
```

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Share - [Right]

### Creating a Consistent Layout

- Master Pages allow control page layout from a single location
  - Do NOT control appearance (handled by Themes and Skins)
- Define a layout with a Master Page
  - Create Content Pages based on the Master Page

*Define Master Page*

- A project can have multiple Master Pages
  - Valuable if a site has multiple page formats

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Chat

Matthew: safeboot

Trevor: I heard Sanctuary is not "go-forward" for our Vista PCs

Matthew: Talked to Corey Hampton and he mentioned that we might go to this at some point to replace safeboot

Carla: hmmm. This seems to act the same way well, sort of at least for the files on the computer

Carla: Is this what the safeboot does for us?

Trevor: yes

steves: Mike can you recommend a good book I may purchase concerning managing Vista environment?

Brenda: Doug states (as Ryan did) that we would have admin permission with our Admin acts by enabling the UAC prompt for credentials command (C:\Windows\LMUI\LM Enable UAC Consent\_A\_Account.com) He also said that developers and other users who are admins on their machines, the prompt-for-consent, is going to be required for any action that requires elevation, BUT raised as an issue and is now being reviewed. No decision has been made yet on whether the prompt-for-consent

To: Everyone

Camera and Voice

Technical Support

For technical assistance, click "Get Assistance".

Get Assistance

Getting Started

Good Morning and Welcome!

To begin, please ensure that your audio settings are configured:

- From the "Meeting" menu, select "Manage My Settings"/"Audio Setup Wizard..."
- Follow the steps in the wizard to configure your sound settings
- Once you have run the wizard, click the arrow next to the icon of the person with a raised hand (at the bottom left of your screen) and change the indicator to the "Agree" checkmark.

Use full screen mode:

Learning Tree AnyWare™

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# Highest Quality Worldwide Instructor Team

- **620 highly qualified instructors**
  - All are part-time, used “as needed”
  - Exclusive teaching agreements with Learning Tree
  - “Real world” IT & management professionals
  - Average over 26 years of practical experience
- **Teach an average of 9 events per year**
- **Course participants learn up-to-date, immediately applicable skills from industry practitioners**
- **Average instructor rating is 3.87 out of 4.00 (97% out of 100%)**
- **Instructors also provide subject-matter expertise to support course development and course customization**
- **Annual instructor retention rate exceeds 90%**

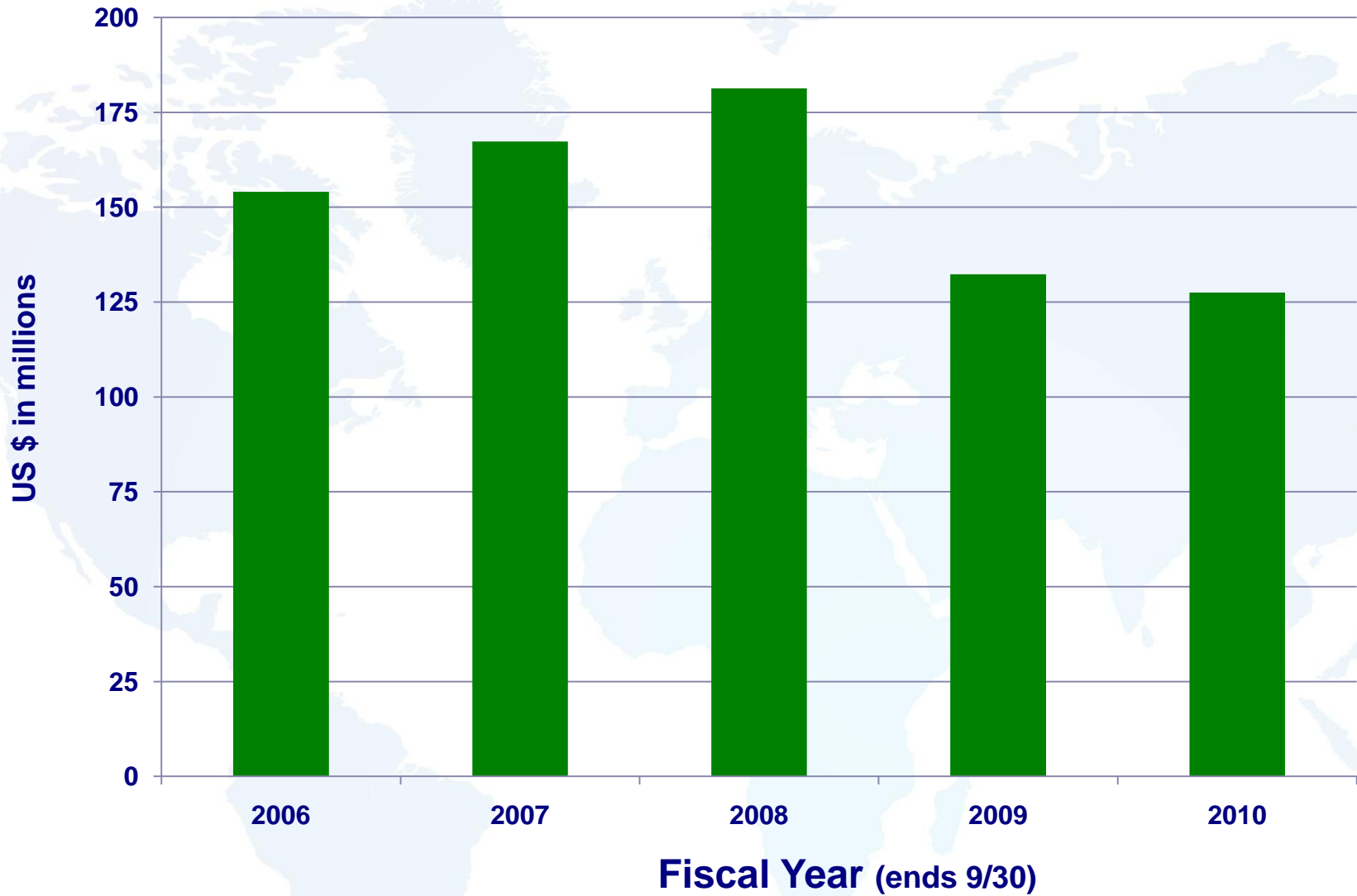


# Experienced Management Team

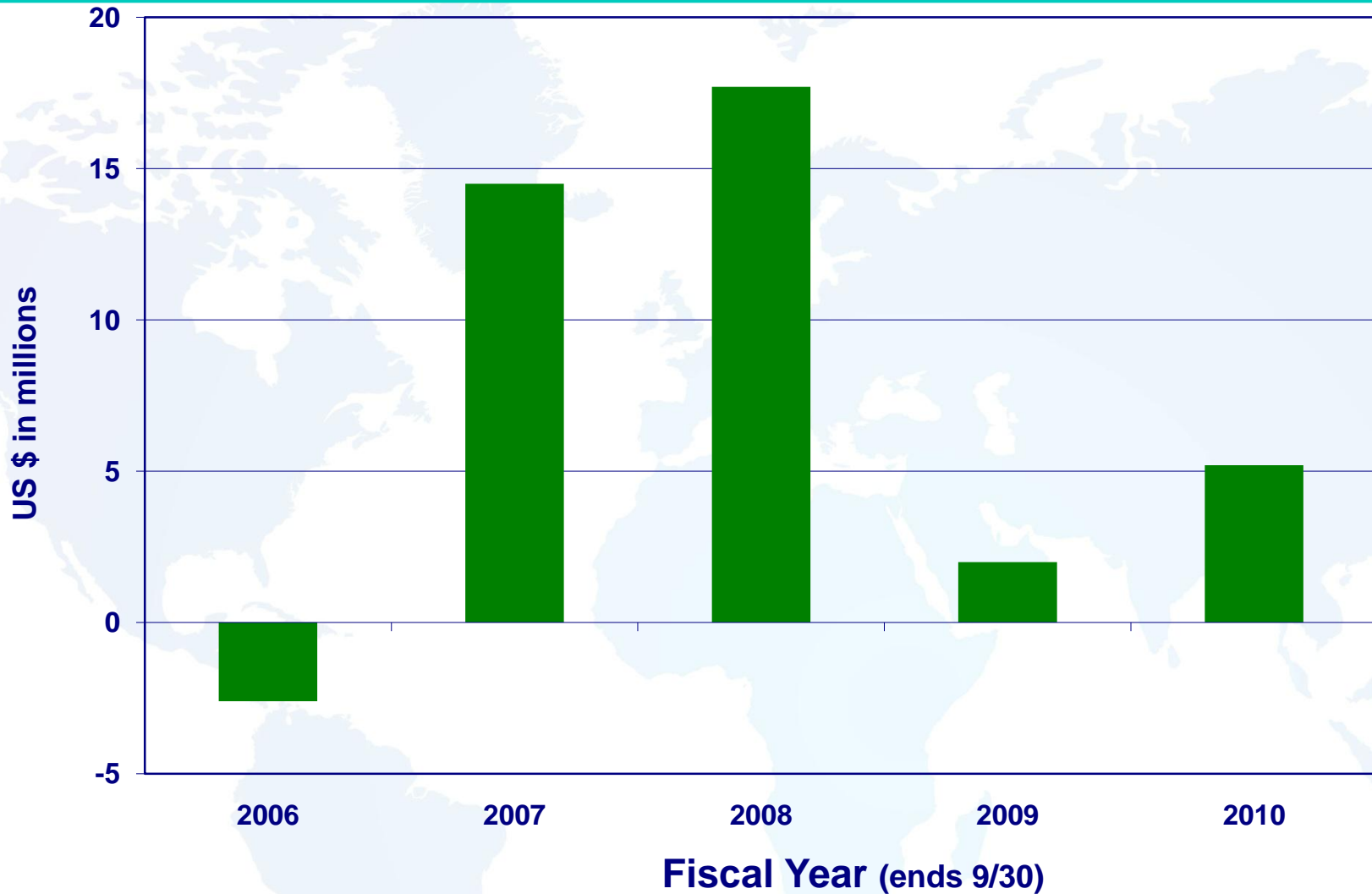
Name	Title	Years With Company	Years Of Experience
Nick Schacht	CEO and President	9	30
Bob Waldron	Chief Financial Officer	4	38
Magnus Nylund	Chief Information Officer	17	17
David Booker	Chief Operating Officer	17	26
Jonathan Alcorn	VP, Marketing	1	22
Jennifer Urick	VP, Product Development	14	21
Don Berbary	General Manager, US	6	32
Richard Chappell	General Manager, UK	14	26
Travis Lindgren	General Manager, Canada	3	14
Eric-Xavier Barrere	General Manager, France	1	26
Kristina Tidner	General Manager, Sweden	9	20
Yoko Segawa	General Manager, Japan	6	23
<b>AVERAGE TENURE</b>		<b>8</b>	<b>25</b>



# Revenue



# Operating Income



Note: FY09 figures include one-time G&A provision of \$4.2 million in anticipation of settlement of a contract dispute



# Business Momentum—the Right Time to Invest in Growth

- **FY 2007-2008 experience with growth initiatives**
  - Steady, accelerating revenue growth
  - Consistent, material profitability improvements
  - Growth initiatives contributed as predicted
- **Recession interrupted growth plans**
  - Conservative fiscal posture in FY 2009-2010
  - Growth initiatives reined in/suspended
- **FY 2011 outlook supports reinvestment in growth**
  - Four quarters of revenue growth
  - Resume key growth initiatives from prior growth strategy
  - Explore/examine new growth opportunities



# Three Proven Revenue Growth Initiatives

- **Initiative 1: Significantly increase rate of introduction of new course titles**
  - Resume title growth initiative interrupted by recession
  - Accelerate expansion into new topic areas
- **Initiative 2: Resume growth of on-site sales force**
  - Sales force growth also interrupted by recession
  - Results shown in terms of larger long-term contracts
- **Initiative 3: Continue driving use of AnyWare**
  - Expanding number of AnyWare-enabled titles
  - Expand marketing of Learning Tree training to markets beyond our traditional marketing territories relatively close to each education center
- **Revenue growth historically brings strong profitability leverage**





# Summary Operating Model

	2006	2007	2008	2009 <sup>(1)</sup>	2010	Potential <sup>(2)</sup> Long Term
Revenues	100%	100%	100%	100%	100%	100%
Gross Profit	51%	56%	58%	55%	54%	60-62%
Course Development	7%	5%	5%	6%	6%	5%
Sales and Marketing	28%	25%	24%	24%	24%	26%
General & Administrative	18%	18%	18%	24%	20%	12%
Operating Income (loss)	(2%)	9%	10%	2%	4%	17-19%

(1) FY09 figures include one-time G&A provision of \$4.2 million in anticipation of settlement of a contract dispute

(2) Optimal model in normal growth environment if long-term goals can be achieved. Actual results will vary, possibly materially.



# Investment Opportunity

- **The world's leading vendor-independent Information Technology and Management training company**
  - No dependence on government funding - all tuition paid by employers
  - Outstanding brand name built over 37 years
- **Revenue growth opportunities as world economies recover**
  - Resume rapid course title growth to increase size of proprietary course library
  - Drive market expansion through Learning Tree AnyWare™ and other patented technology
  - Resume growth of on-site sales force
- **Proven fundamental business model has profitability leverage with revenue growth**
  - Gross profit margins are controlled and improving
  - Renewed growth strategy based on proven initiatives
- **Strong, clean, debt-free balance sheet**
  - \$41.1 million in cash, equivalents, and available for sale securities at 4/1/10
  - All receivables from corporations and governments
- **Highly experienced and deep management team with an average of 25 years of industry experience**





**Productivity Through Training®**

