

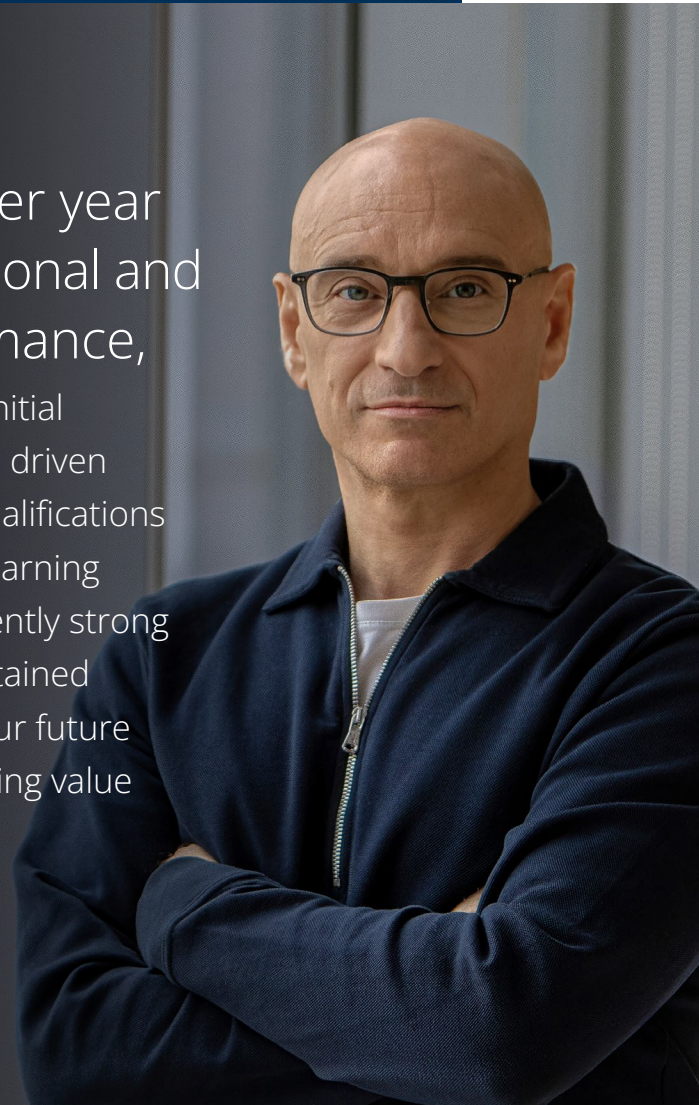
PEARSON 2023 PRELIMINARY RESULTS:

A PLATFORM FOR CONTINUED GROWTH

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2023 was another year of strong operational and financial performance, with results surpassing initial expectations once again, driven by our Assessment & Qualifications and English Language Learning businesses. Our consistently strong cash generation has sustained investment to support our future growth and deliver ongoing value for shareholders.

Omar Abbosh CEO



Underlying Group sales growth



*Excluding OPM and the strategic review businesses

Group adjusted operating profit



*Underlying growth versus prior year



Operating profit margin
↑ 4%
Compared to 2022



Cost efficiencies achieved



Operating cash conversion



Headline increase in free cash flow



Intention to extend share buyback

OPERATIONAL PROGRESS



New contract wins in A&Q following the integration of PDRI



Launched PTE for Canadian Student Direct Stream Visa



Pearson+ passed 1m cumulative **paid subscriptions**



Expansion of **generative AI beta** in Higher Ed products