## LSCHOLASTIC

Fiscal 2007 Second Quarter Earnings Presentation December 19, 2006

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## Forward-Looking Statements

This presentation contains certain forward-looking statements, which are subject to various risks and uncertainties, including the conditions of the children's book and educational materials markets and acceptance of the Company's products in those markets and other risks and factors identified from time to time in the Company's filings with the Securities and Exchange Commission. Actual results could differ materially from those currently anticipated.

## Dick Robinson

Chief Executive Officer, President and Chairman

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## Second Quarter Overview

- Clubs and Fairs off to strong start
- Continued educational technology growth
- Revenues, margins up in International and Media, Licensing \& Advertising
- On plan to achieve cost reduction goals


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## School Book Clubs

- Successful migration of customers to core clubs
- Troll ${ }^{\circledR}$ and Trumpet ${ }^{\circledR}$ clubs discontinued
- Significant promotion and fulfillment efficiencies
- Improved customer satisfaction


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## School Book Fairs

- Focus on customer experience driving higher revenue per fair
- Rebooking, new fairs increasing fair count
- Process improvements, efficiencies


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## Scholastic at Home

- Continued growth in revenues, customer base
- Focus on customer acquisition, especially on-line
- Increased promotion spending
- Results approximately level with prior year


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## Scholastic Education

- Solid educational tech sales, including READ 180 ${ }^{\circledR}$, FASTT Math ${ }^{\circledR}$
- School spending down for supplemental materials
- Lower print revenue


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## Other Quarter Highlights

- Strong core Trade sales
- Improved International results
- Strong advertising revenues
- On plan for cost reduction targets
- Balance sheet strength


## Mary Winston

Executive Vice President and
Chief Financial Officer

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## Income Statement

| \$M (except per share) | 2Q07 | 2Q06 | $\Delta$ |
| :---: | :---: | :---: | :---: |
| Revenue | \$735.5 | \$696.7 | 6\% |
| Cost of goods sold | 323.1 | 302.0 | (7\%) |
| Selling, general \& administrative | 250.5 | 247.5 | (1\%) |
| Bad debt expense | 19.5 | 15.1 | (29\%) |
| Depreciation \& amortization | 16.0 | 16.8 | 5\% |
| Operating income | 126.4 | 115.3 | 10\% |
| Interest expense, net | 8.3 | 9.1 | 9\% |
| Provision for income taxes | 43.0 | 39.3 | (9\%) |
| Net income | \$75.1 | \$66.9 | 12\% |
| Earnings per diluted share | \$1.75 | \$1.58 | 11\% |

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## Segment Operating Results

| $\$ \mathbf{M}$ | $\mathbf{2 Q 0 7}$ | $\mathbf{2 Q 0 6}$ | $\Delta$ |
| :--- | :---: | :---: | :---: |
| Children's Book Publishing \& Distribution |  |  |  |
| Revenue | $\$ 442.7$ | $\$ 424.2$ | $4 \%$ |
| School book clubs | 165.8 | 167.8 | $(1 \%)$ |
| School book fairs | 170.0 | 156.9 | $8 \%$ |
| Trade | 52.2 | 54.2 | $(4 \%)$ |
| Continuities | 54.7 | 45.3 | $21 \%$ |
| Operating income | 99.6 | 88.6 | $12 \%$ |
| Operating margin | $22.5 \%$ | $20.9 \%$ |  |

## Segment Operating Results (continued)

| $\$ \mathbf{M}$ | $\mathbf{2 Q 0 7}$ | $\mathbf{2 Q 0 6}$ | $\Delta$ |
| :--- | :---: | :---: | :---: |
| Educational Publishing |  |  |  |
|  |  |  |  |
| Revenue | $\$ 97.2$ | $\$ 99.2$ | (2\%) |
| Operating income | 17.1 | 21.6 | (21\%) |
| Operating margin | $17.6 \%$ | $21.8 \%$ |  |

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## Segment Operating Results (continued)

| \$M | 2Q07 | 2Q06 | $\Delta$ |
| :---: | :---: | :---: | :---: |
| International |  |  |  |
| Revenue | \$139.0 | \$121.4 | 14\% |
| Operating income | 19.8 | 12.8 | 55\% |
| Operating margin | 14.2\% | 10.5\% |  |

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## Segment Operating Results (continued)

| \$M | 2Q07 | 2Q06 | $\Delta$ |
| :--- | :---: | :---: | :---: |
| Media, Licensing \& Advertising |  |  |  |
| Revenue | $\$ 56.6$ | $\$ 51.9$ | $9 \%$ |
| Operating income | 9.2 | 7.7 | $19 \%$ |
| Operating margin | $16.3 \%$ | $14.8 \%$ |  |

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## Free Cash Flow

| $\mathbf{\$ M}$ | $\mathbf{2 Q 0 7}$ | $\mathbf{2 Q 0 6}$ |
| :--- | :---: | :---: |
| Net cash provided by operations | $\$ 142.5$ | $\$ 324.7$ |
| Additions to property, plant \& equipment | 13.1 | 15.3 |
| Prepublication \& production costs | 12.4 | 15.6 |
| Royalty advances | 8.8 | 7.6 |
| Free cash flow ${ }^{1}$ | $\$ 108.2$ | $\$ 286.2$ |

${ }^{1}$ Free cash flow is defined by the Company as net cash provided by operating activities, less spending on PP\&E, prepublication and production costs, and royalty advances.

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## Balance Sheet

| \$M | Nov. $\mathbf{3 0 , 2 0 0 6}$ | Nov. 30, 2005 |
| :--- | :---: | :---: |
| Cash \& cash equivalents | $\$ 133.7$ | $\$ 249.3$ |
| Accounts receivable, net | 339.0 | 308.3 |
| Inventory | 494.3 | 472.3 |
| Accounts payable | 145.6 | 164.4 |
| Accrued royalties | 42.9 | 114.0 |
| Lines of credit, short-term debt and current | 303.9 | 41.4 |
| $\quad$ portion of long-term debt | 173.3 | 473.5 |
| Long-term debt, excluding current portion | 66.1 | 74.9 |
| Capital lease obligations | $1,084.4$ | $1,008.0$ |
| Total stockholders' equity | 343.5 | 265.6 |
| Net debt ${ }^{1}$ | $24 \%$ | $21 \%$ |
| Net debt ${ }^{1}$ / capitalization |  |  |

[^0] equivalents.

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## Fiscal 2007 Outlook

- Continued strength in Children’s Books
- Education technology growth, softness in print
- Overhead cost reductions on track
- On plan for fiscal 2007 goals


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[^0]:    ${ }^{1}$ Net debt is defined by the Company as lines of credit and short-term debt plus long-term-debt, net of cash and cash

