Fiscal 2009 Third Quarter Earnings Presentation March 26, 2009

## ms CHOLASTIC

## 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.

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## Dick Robinson

Chief Executive Officer, President and Chairman

## m S C H O L A S T I C

## Third Quarter Operating Highlights

- Children's Book revenue increase 2\% on strong Trade sales
- Club sales down modestly from soft J anuary; order volumes up
- Fair sales down slightly from lower clearance sales; revenue per fair up
- Revenue up in Canada, Australia and Asia, excluding foreign exchange
- Educational technology sales up 20\% from successful launch of System $44^{\text {m" }}$, continued sales of READ $180^{\circledR}$
- Print education sales down, though less than overall market declines
- Stimulus Package significant catalyst for Scholastic's Education businesses
- Potential opportunity for $\$ 100$ million in incremental sales of educational technology, consulting services and classroom books over next 30 months
- Comprehensive online resource at www.scholastic.com/economicrecovery


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## Maureen O'Connell

Executive Vice President,
Chief Administrative Officer and
Chief Financial Officer

## Key Financial Results

| \$M (except per share) | 3Q09 | Adj | 3Q09 Adj | 3Q08 |
| :---: | :---: | :---: | :---: | :---: |
| Revenue | \$424.9 |  | \$446.7 | \$440.4 |
| Cost of goods sold | 214.1 |  | 214.1 | 216.0 |
| Selling, general and administrative expenses | 199.5 | (4.8) | 194.7 | 202.7 |
| Bad debt expense | 2.4 |  | 2.4 | 3.1 |
| Depreciation and amortization | 14.5 |  | 14.5 | 14.4 |
| Impairment charges | 17.0 | (17.0) | 0.0 | 0.0 |
| Operating income (loss) from continuing operations | (22.6) | 21.8 | (0.8) | 4.2 |
| Other income (expense) | 0.3 |  | 0.3 | (0.9) |
| Interest expense, net | 5.6 |  | 5.6 | 6.0 |
| Loss on investments | 13.5 | (13.5) | 0.0 | 0.0 |
| (Loss) earnings from continuing ops before taxes | (41.4) | 35.3 | (6.1) | (2.7) |
| Provision (benefit) for income taxes | (6.3) | 4.6 | (1.7) | (1.3) |
| Net income (loss) from continuing operations | (35.1) | 30.7 | (4.4) | (1.4) |
| Earnings (loss) per share from continuing operations | (0.95) | 0.83 | (0.12) | (0.03) |
| Free cash flow ${ }^{1}$ | 73.7 |  |  | 56.8 |
| Total debt | 315.3 |  |  | 373.6 |
| Cash and cash equivalents | 37.0 |  |  | 191.7 |

 equipment and pre-publication and production costs.

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## Affirming FY09 Guidance

- EPS from continuing operations of $\$ 1.20$ to $\$ 1.50$
- Excluding severance and one-time expenses related to cost savings, as well as non-cash charges for goodwill impairments and non-operating items
- Free cash flow of $\$ 55$ to $\$ 80$ million


## Questions \& Answers

## Participants

- Richard Robinson
- Maureen O’Connell
- Ellie Berger, Scholastic Trade Publishing
- Margery Mayer, Scholastic Education
- Judy Newman, Scholastic Book Clubs
- Hugh Roome, Scholastic International

