

ASX Announcement

2 February 2023

1H23 Trading Update, +42% growth in EBITDA

Janison Education Group Limited (ASX:JAN) (“Janison” or the “Company”), is pleased to release its preliminary, unaudited financials and trading update for the six months ending 31 December 2023.

1H23 Trading Highlights:

- EBITDA growth of +42% vs. 1H22 to \$2.7m
- Gross profit improvement of +12% vs. 1H22 to \$14m
- Gross margin improvement 1ppt vs. FY22 to 65% (up from 34% in FY19)
- Assessments revenue growth +46% vs. 1H22, core Solutions revenue growth +2%, slight decline in overall Solutions revenue due to 2H event timing
- Significant cost reductions achieved to June 2022
- Strong cash balance of \$6M on hand at 31 Dec 2022 with favourable 2H23 receipts¹

FY23 guidance has been provided on Revenue, Margin and EBITDA as below, with confidence in achieving positive free cash flow for the full year FY23:

	1H23 Actual	2H23 Guidance Range	FY23 Total Range	% Growth on PY
Revenue	\$22m	\$19m-\$21m	\$41m-\$43m	+13-20%
Gross Profit	\$14m	\$12m-\$14m	\$27m-\$28m	+16-20%
Gross Margin	65%	65-67%	65-66%	+2-3 ppts
EBITDA	\$2.7m	\$1.3m-\$2.3m	\$4m-5m	+110-160%

¹ \$3m of cash received in January 2023 (2H23) relating to contracts signed in 1H23

Management has confidence in achieving full year FY23 analyst consensus and re-affirms medium-term horizon targets in achieving +20% CAGR in revenue for the next 3-5 years.

Business Unit Trading Update

Solutions

- Record new client wins in 1H23 with \$3m TCV and proven ability to expand
- Extension of Check-in to end-to-end formative assessments for NSW DoE
- Expansion of Cambridge Assessment partnership

Assessments

- +15% growth in ICAS revenue
- Exclusive ICAS co-branding partnership signed with prestigious Australian university
- AAS growth accelerating
- Return to pre-pandemic schooling and new brand partnership expected to drive ICAS volumes back towards historical levels over the medium-term

PISA for Schools

- India joins PBTS
- Harvard Maths Partnership
- Decision processes regarding momentum after period of risk aversion

David Caspari, CEO and Managing Director of Janison Education said: *"We are pleased to announce strong first half trading results for FY23, which reflects our unwavering commitment to delivering high-quality assessment solutions that deliver meaningful outcomes for our students and learners around the world. Our investment in innovation and technology has positioned us well for continued growth, and we are confident in our ability to maintain this trajectory, driving positive results in the future."*

- ENDS -

This release has been approved for release by the board of Janison.

For further enquiries, please contact Janison Investor Relations, email: IR@janison.com

About Janison

Janison is transforming education through technology to unlock the potential in every learner. Our team empowers teachers, students, accreditation bodies and governments to achieve meaningful educational outcomes by measuring progress and providing insights. Founded 20 years ago, we are an Australian owned EdTech pioneer delivering more than 8.7 million assessments annually in over 117 countries. Our technology supports our commitment to equity and accessibility for all.

Janison Solutions – a market-leading full-suite standardised assessment platform for high-stakes and high-scale online exams with the capability to author, test, mark and provide insightful analysis in a highly secure and scalable manner with equity and accessibility considerations for all students. The platform is used by millions of users globally across 117 countries each year in schools, professional accreditation bodies such as the Chartered Accountants ANZ, and education departments such as the NSW Department of Education. The platform allows remote exam delivery using proctoring capability to ensure the confidence and exam integrity required for high-stakes assessments.

Janison Assessments – a range of world-class school assessment products including the ICAS competition, Reach, Jet, Scout, QATs and AAS, all developed in-house by world-leading test- and item developers.

PISA for Schools – an exclusive agreement to deliver PISA for Schools globally in partnership with the OECD. This online high school test provides educators with the best available evidence drawn from best available data sets to inform best practice in schools. It is unique in that it uses the gold standard PISA-based scale for global benchmarking, and blends assessment of cognitive and social emotional skills.

Visit janison.com.