

1H24 Trading Update

Record contract win, strong cash position.

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.

1H24 Highlights:

- **Disciplined financial performance:** \$22m group revenue with strong underlying growth in core Solutions business of +11% and significant improvement in free cash flow (cash at bank \$9m, up +\$3m or +51% on PCP¹).
- **Delivery and expansion of large-scale, strategic clients:** awarded 5-year \$45m agreement for NSW state selective education placement digital transition, and expansion of new global assessment authorities (+\$2m revenue in 1H24).
- **Strong cost and cash flow focus:** approximately \$2m of annualised cost-out identified in 1H24, capex spend controlled, under \$1.5m.
- **New leadership to commence in 2024:** appointment of Sujata Stead – former CEO of Cambridge BoxHill Language Assessment, to start 1 May 2024.

1H24 Key Financials:

\$m	1H FY24	1H FY23	+/- % vs PCP
Revenue	22.1	22.0	+0.3%
<i>Janison Solutions</i>	12.1	11.8	+3%
<i>Janison Assessments</i>	10.0	10.3	(2)%
Gross Profit	13.6	14.4	(5)%
Gross Margin	61%	65%	(4)pps
Opex	11.9	11.8	(1)%
EBITDA	1.6	2.6	(37)%
Free Cash Flow	(1.7)	(5.5)	+69%
Cash on Hand	9.2	6.1	+51%

¹ PCP = prior corresponding period (1H23)

Business Unit Trading Update

Janison Solutions

- Record new agreement signed with NSW Department of Education, \$45m TCV deal over 5 years (plus 5-year option) to deliver computer-based Selective Education placement tests across the state.
- +11% growth of core Solutions business (excluding Learning business).
- Agreement to deliver NAPLAN Online for a further 3 years (plus 3 x 1 year option) with the Australian government (via Education Services Australia).
- Developing relationships with strategic customers – global assessment authorities, with approximately \$2m combined additional revenue recorded in 1H24.
- Learning business continues to be non-prioritised but a profitable arm of Janison Solutions.
- Healthy pipeline of large platform opportunities expecting to grow over 2024.
- Preparing for the 2024 NAPLAN Online in March 2024 and higher second half activity in customer services work.

Janison Assessments

- Investment in ICAS technology and CRM expecting to contribute to growth in 2024.
- ICAS revenue marginally lower than PCP, as announced in Q1. Challenging economic conditions facing parents.
- Anticipating growth in FY25 domestically and internationally, as well as further leveraging the University of Sydney co-brand agreement.

OECD / PISA Based Test for Schools (PBTS)

- A change in policies at the OECD regarding PISA Based Test for Schools (PBTS) means Janison will concentrate on the International Platform Provider (IPP) model rather than sell the test into schools via the National Service Provider (NSP) model. NSP model generated \$0.1m of revenue in 1H24.

* 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

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