



Janison.

WILSONS

Invested In You

# Rapid Insights Investor Conference.

23 May 2024

JAN.ASX

Authorised for release by the Board of Directors

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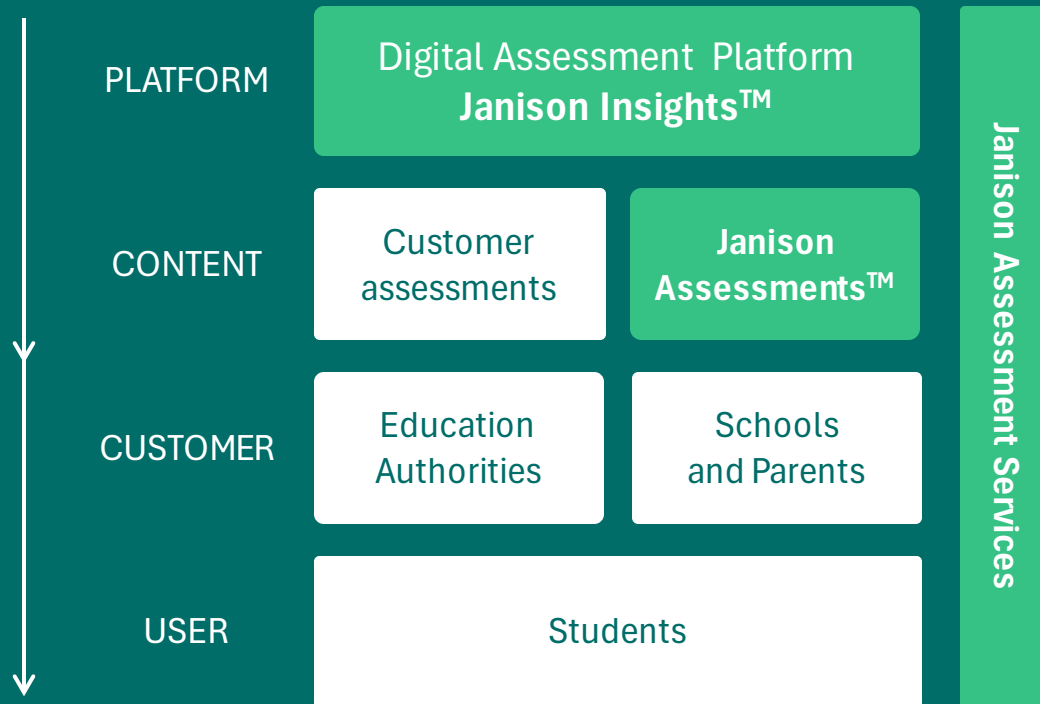
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# Janison: Unlocking potential through digital assessments.



## Janison delivers digital assessments.

**Janison Insights™** is Janison's digital assessment platform, developed in partnership with the Australian government, the Singapore exams board and several other leading education authorities, since 2015.

The platform is used by organisations globally to deliver digital assessments. Customers include the Australian government, Cambridge University Press & Assessment, the NSW Department of Education, Chartered Accountants ANZ, and many more.

**Janison Assessments™** is Janison's in-house test development arm, producing premium test content for Schools & Parents, and delivered on Janison's Insights™ platform.

Janison's unique offering includes the enterprise assessment platform as well as comprehensive assessment services such as integration, item and test design, customer and event delivery support, reporting and analysis.

# Janison: Proven success at scale.

## 33 million

TESTS DELIVERED ON JANISON INSIGHTS™

## 120 countries

JANISON DELIVERS COMPUTER BASED TESTS

## 26 years

EXPERIENCE DELIVERING ASSESSMENTS GLOBALLY

**Janison Insights™** powers some of the largest computer-based tests in the world.

Customers include the **Australian government**, delivering **NAPLAN Online** across all 9,000 Australian schools for years 3, 5, 7, and 9. Testing 400,000 students concurrently and 4 million tests in total.

The **NSW Department of Education** trusts **Janison Insights™** to deliver tests to school students across all NSW schools.

**Service NSW** relies on **Janison Insights™** to deliver learner driver licence testing in service centres across NSW.

**Cambridge University Press & Assessment** and **Oxford University Press** use **Janison Insights™** to deliver school assessments.

Through **Janison Assessments™**, Janison delivers its own suite of school assessments powered by **Janison Insights™**. These include the annual **ICAS competition** for academic excellence, **Allwell** placement and progression tests, scholarship tests and **QATs** high school certificate practice exams.

# Large global assessment market, rapidly digitising.

The global market for digital assessments was worth A\$8bn in 2020 and is expected to grow 12% p.a. to A\$19bn by 2028. Education authorities globally are undergoing a digital transformation after many years of dealing with the impact of COVID and the resulting learning deficit.

## Key benefits of computer-based tests (CBT):

- Cost effective
- Provides accessibility & distance learning
- Enhanced reporting and analysis
- Environmental impact

## Janison's unique value proposition:

- Scalability
- Resilience and offline capability
- End-to-end functionality and product features
- Full-service assessment offering (platform + services)

The Janison Insights™ platform has received significant co-investment over the past 7 years (>A\$15m), built via long-standing partnerships with some of the world's leading education assessment authorities - resulting in a platform with competitive advantage and the capacity to deliver material scale benefit. Focusing on growth, Janison is well-positioned to capture a greater market share.

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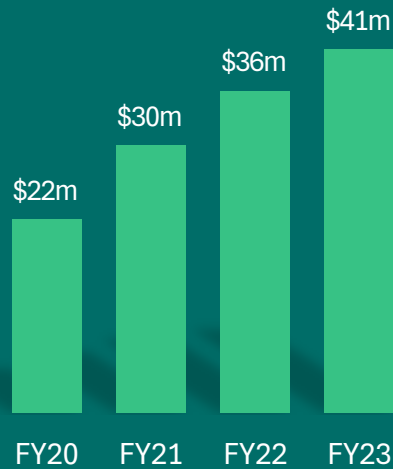
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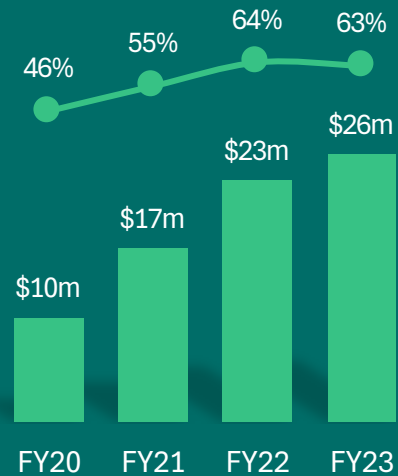
Outlook

# Financial performance.



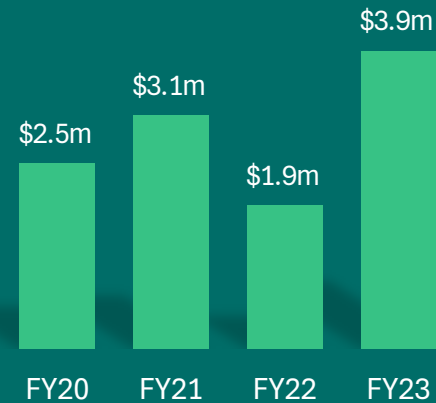
## Revenue

23% CAGR in revenue growth over the four years to FY23 through combined organic growth and acquisitions.



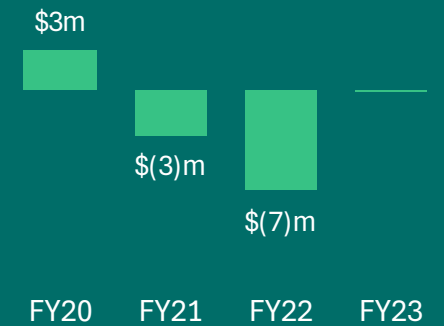
## Gross Profit

Strong improvement in gross profit margin from scale benefit - greater number of tests delivered on Janison Insights™.



## EBITDA

Consistently generating positive EBITDA profit.



## Free Cashflow

Improvement in Free Cashflow and reached cashflow positive in FY23.

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# Business update.

Ms. Sujata Stead was appointed CEO of Janison Education Group in November 2023 and joined the business on 1 May 2024, replacing Mr. David Caspari.

Founder and vice-chair, Mr. Wayne Houlden acted as Interim CEO until Ms. Stead joined in May 2024 and has now stepped back into a non-executive board director role.

Ms. Stead brings 20 years of experience in global education and assessment, most recently at Cambridge Boxhill Language Assessment (OET), and previously at Cambridge University and British Council.

**Ms. Stead is currently undertaking a thorough review of Janison's business and will present her business strategy to investors at the end of Q1 FY25. The priority will be to return the business to profitable growth.**

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# Outlook.

The sales and marketing campaign for ICAS 2024 has begun and the competition will be sat in August 2024 (cash received in FY24, sales recorded in Q1 FY25). Early indications suggest revenue and margins are set to grow in comparison to the prior corresponding period.

The recently-won, 5-year, \$45m agreement to digitise the NSW Department of Education's selective schools entrance exams is currently being implemented and is on track to transition from paper-based to digital in May 2025.

Focus is on strengthening sales and account management function to convert pipeline of enterprise customers.

Janison Assessment™ sales of AAS and QATs showing modest growth following an investment in sales resources, sales enablement, and marketing spend during FY24.

FY24 full year revenue expected to be low single-digit growth due to; ICAS 2023 headwinds in Q1 FY24, a focus on cost restructuring for profitable growth and the leadership transition during the year.

Strong focus on positive cashflow and operating leverage in FY24 with \$2m of cost contained during the year, reflecting lower revenue growth for the full year.

**End.**