

MARKET RELEASE (ASX:RDY)

## ReadyTech advances flagship product strategy with \$15.4m in new business wins and enterprise momentum building

**27 August 2025** – ReadyTech Holdings Limited (ASX:RDY) (**ReadyTech** or **Company**), a SaaS provider of next generation cloud-based software to the education, workforce, government and justice sectors, is pleased to announce its results for the twelve months ended 30 June 2025 (**FY25**), a year of continued progress with momentum building across key enterprise markets, including multiple breakthrough wins in Education and Workforce Solutions, and a rebound in the Government segment.

### FY25<sup>1</sup> highlights

- Total revenue up 7.1% to \$121.8 million
- Subscription revenue of \$102.7 million, with recurring revenue representing 84.3% of total
- New business wins<sup>2</sup> of \$15.4 million with \$10.5 million delivered in 2H FY25 demonstrating improved momentum
- Average revenue per new customer up 36% to \$166.9k<sup>3</sup>, reflecting enterprise strategy success
- Major enterprise contracts signed in FY25, totalling \$15.4 million in deal value<sup>4</sup> with enterprise pipeline of \$33.1 million
- Robust sales pipeline underpins FY26 revenue target of \$132-135 million, with FY27 projected to be in the range of \$150-153 million.

Commenting on the FY25 result, ReadyTech Co-Founder and CEO Marc Washbourne said:

*"FY25 was a year of transition and foundation for ReadyTech, delivering \$15.4 million in committed new business, highlighted by our largest-ever Workforce Solutions customer. In 2H, with the successful integration of CouncilWise, we also saw strong evidence that the performance challenges we experienced in Local Government have been addressed. Overall, a strong Q4, with \$10.5 million in new contracts, positions us to accelerate cloud adoption and capture the growing enterprise opportunity. With focused investment in our flagship platform we are set to drive stronger growth through FY26 and beyond."*

*"ReadyTech is now positioned to secure major enterprise wins in rapidly transforming markets. With proven customer traction, scalable SaaS platforms and retention momentum, we are building durable competitive advantage. Our products are primed to harness AI, supporting sustainable long-term growth."*

<sup>1</sup> All figures are in AUD and comparisons are made against FY24 unless specified.

<sup>2</sup> Confirmed wins include closed deals and contracts awaiting signature.

<sup>3</sup> Total value over \$50k of first-year subscription and implementation fees.

<sup>4</sup> Deal value equals first-year annualised subscription and implementation fees.



## Flagship products driving enterprise momentum across key verticals

ReadyTech delivered total revenue of \$121.8 million in FY25, up 7.1% year-on-year, underpinned by strong performance across our flagship products. Subscription revenue rose 7.6% to \$102.7 million, with recurring revenue now accounting for 84.3% of total revenue, reinforcing the strength of the SaaS model.

Education & Work Pathways secured \$6.6 million in confirmed wins including multiple breakthrough contracts in higher education. Workforce Solutions achieved \$5.4 million in new business with expansion into new core verticals including education and hospitals.

Net revenue retention of 102% reflects continued progress with existing customers upgrading to cloud platforms and expanding their use of ReadyTech solutions, offset by delays in 1H FY25 for Government segment upgrades.

Expenses increased 9.8% to \$82.3 million, reflecting ReadyTech's targeted investment in capabilities to support future revenue growth. Investment in Research & Development represented 29.2% of revenue, while Sales & Marketing investment of 7.6% of revenue focused on accelerating growth in flagship products.

## AI innovation driving next-generation product capabilities

ReadyTech advanced seven AI product initiatives in FY25, including development of its first AI agents, demonstrating the Company's strategic investment in leveraging artificial intelligence to enhance customer value, as well as operational efficiency. AI initiatives include Talent IQ for workforce management, Recognition of Prior Learning (RPL) for education solving a major pain point, and Planner Assist to accelerate Local Government development approvals.

The Company's expanding AI roadmap positions ReadyTech to deliver significant productivity gains for customers and anticipates multiple incremental revenue streams as AI-enabled solutions scale through the customer base.

## Outlook positioned for accelerated growth

Commenting on ReadyTech's outlook, Mr Washbourne said:

*"ReadyTech is exceptionally well-positioned to capitalise on the accelerating demand for digital transformation and cloud-based solutions across our target markets. Our enterprise pipeline of \$33.1 million includes substantial high conviction opportunities, providing strong visibility into future growth."*

*"The targeted incremental investments of \$2.5 million we are making in flagship product capabilities, AI innovation, and our go-to-market approach in FY26 are positioned for profitable growth in medium term. With our proven track record of delivery, growing customer references,*



and products that address critical business needs, we're confident in our ability to win an increasing share of large enterprise opportunities."

"Looking ahead, FY26 revenue is projected in the range of \$132-135 million, with FY27 revenue projected to be in the range of \$150-153 million. Revenue growth is underpinned by \$10.5 million of confirmed wins in 2H FY25 and a high conviction pipeline of \$33.1 million for FY26. Cash margins are projected to be mid-teens for FY26, including targeted incremental investment of \$2.5 million, expanding to late teens in FY27."

**Analyst conference call details:**

An investor call will be hosted by Marc Washbourne (Co-Founder and CEO) and Nimesh Shah (CFO) at 10:30am (AEST) today.

Attendees can register for the call via the following link, and will receive their dial-in details upon registration: <https://s1.c-conf.com/diamondpass/10049454-8fys8h.html>

**– ENDS –**

*This announcement has been authorised for release by the Board of Directors of ReadyTech Holdings Limited.*

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**About ReadyTech**

ReadyTech is a leading provider of mission-critical SaaS for the education, employment services, workforce management, government and justice sectors. Bringing together the best in people management systems from students and apprentices to payroll, employment services, and community engagement, ReadyTech creates awesome technology that helps their customers navigate complexity, while also delivering meaningful outcomes. To learn more about ReadyTech's people-centric approach to technology, please visit [www.readytech.io](http://www.readytech.io).

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