

1H FY26 Results and Investor Update

Janison Education Group Limited (ASX: JAN), today reports its financial results for the half year ended 31 December 2025.

1H FY26 Highlights

- \$23.1m Group revenue, up 2% on the prior corresponding period (pcp), reflecting continued momentum in product, partially offset by changes in platform delivery mix
- Gross margin improved to 58%, up 1ppt from pcp, supported by stable cost of sales and favourable product mix
- Operating EBITDA of \$1.3m, reflecting the timing of strategic investments to support future growth
- Operating cash flow of \$3.8m, an increase of \$2.7m on pcp
- Strong balance sheet with \$13.3m cash at period end
- Secured several strategically important contracts, including a five-year national contract with the New Zealand Ministry of Education valued at approximately \$21m, alongside new wins with the Western Australian School Curriculum and Standards Authority and the Victorian Building and Plumbing Commission
- Customer pipeline: \$26m (31 December 2025), down from \$40m (October 2025) following conversion of NZ Ministry of Education contract (\$21m TCV) to revenue. Quality pipeline maintained, including \$1.4m for Jai AI-powered item development platform
- Continued progress in the commercial rollout of Jai, with initial revenue contribution and early customer adoption supporting platform scalability.

Janison CEO Sujata Stead said, *"The first half of FY26 was a solid and predictable period for the business, with performance broadly in line with our expectations. Revenue was up on the prior corresponding period, and while Operating EBITDA was lower year-on-year, this reflects the deliberate investment decisions we made in FY25 to focus on profitable growth by strengthening our platform, capability and delivery readiness including continued development of Jai.*

We are encouraged by the quality of our pipeline and our ability to convert significant opportunities like the NZ Ministry of Education contract. This improved visibility is enabling us to accelerate platform investment, informed by strategic customer roadmap validation. Our focus is on further enhancing scalability, AI capabilities, and architectural flexibility to support sustainable growth as we move through the second half and beyond."



Key Financial Results Metric	1H FY26 (\$M)	1H FY25 (\$M)	Growth on PCP (\$M)	Growth on PCP (%)
Revenue	23.1	22.7	0.4	2%
Gross Profit	13.4	13.0	0.4	3%
Gross Margin	58%	57%		+1 ppt
Opex	12.1	11.1	1.0	9%
Operating EBITDA*	1.3	1.9	(0.6)	(32%)
EBITDA margin	6%	8%		(2) ppt
Reported EBITDA	1.0	0.8	0.2	30%
Reported EBIT	(3.0)	(3.7)	0.7	19%
Reported NPAT	(2.8)	(3.0)	0.2	7%

*A reconciliation of the Operating EBITDA to Reported EBITDA is included in slide 11 of the Investor Presentation and the key difference being non-operating expenses. The improvement in Reported EBITDA is driven by lower non-operating expenses compared to 1H25, which included restructuring and strategic review costs.

The Company delivered revenue growth of 2% to \$23.1m, driven by continued strength in the Product segment, partially offset by a decline in Platform revenue following the cessation of certain paper-based delivery activities. Gross profit increased 3% to \$13.4m, with gross margin improving to 58%, reflecting stable cost of sales and favourable sales mix within Product.

Operating expenses increased 9% to \$12.1m, reflecting strategic investments initiated in 2H FY25 and carried into the current period to support platform capability, AI-enabled products and future growth. As a result, Operating EBITDA declined to \$1.3m, with EBITDA margin decreasing to 6%, reflecting the timing of investment relative to revenue recognition.

Reported EBIT improved to a loss of \$(3.0)m, compared with \$(3.7)m in the prior corresponding period, driven by lower depreciation and amortisation and the absence of prior period restructuring and strategic review costs. Reported NPAT improved to a loss of \$(2.8)m, from \$(3.0)m in 1H FY25.

Operating cash flow rose to \$3.8m, reflecting disciplined working capital management. This supported ongoing investment in the business and resulted in a period-end cash balance of \$13.3m, providing the Company with a strong balance sheet and flexibility to execute its strategy, noting some timing-related working capital reversals in relation to customer advance payments as delivery progresses.



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Operational update

Platform

The Platform business generated \$12.3m in revenue, down 2% on the prior period, reflecting the absence of (\$0.9m) of non-recurring paper-based assessment revenue, the cessation of PISA-Based Test for Schools under the IPP model (\$0.4m), and (\$0.2m) lower Learning revenue from customer attrition, partly offset by \$1.2m growth in Janison Insights and an initial \$0.1m contribution from Jai.

On a like-for-like basis excluding prior period paper-based delivery revenue from one large contract that has since been digitised – Janison Insights delivered strong 13% revenue growth and the overall Platform business grew by 6%.

Higher implementation services revenue from newly won clients reduced Platform gross profit margin by 2 percentage point to 50%.

Combined with increased operating expenses, Platform business EBITDA loss was \$(1.0m), compared to a \$(0.1m) loss in the prior period.

Product

Janison achieved 6% growth in its Product segment, driven by continued strength in ICAS and related assessment products, including past paper sales. Strong sales of high-margin ICAS past papers contributed towards lifting gross margin to 67% in 1H26, enabling Product EBITDA to increase \$0.3m to \$2.3m despite higher operating expenses.

Contract wins

During the period, Janison secured several strategically important contract wins in the APAC region that strengthen its government and regulatory footprint and underpin future platform revenue.

- A five-year national contract with the New Zealand Ministry of Education, valued at approximately \$21m, to deliver the Country's Student Monitoring, Assessment and Reporting Tool (SMART). The bilingual, twice-yearly assessment program for students in Years 3–10 will be delivered via Janison's digital assessment platform and represents one of the Company's most significant international platform wins to date. Revenue commenced under a bridging contract in July 2025, with Year 1 revenue estimated at approximately \$3.0m.
- A three-year contract with the Victorian Building and Plumbing Commission, valued at approximately \$0.7m, with options to extend. The contract supports the digitisation of accreditation assessments and reinforces Janison's position as a trusted provider of secure, high-stakes assessments for government and regulatory bodies.
- A first contract with the Western Australian School Curriculum and Standards Authority, valued at approximately \$1.4m over five years, to deliver the Online Literacy and Numeracy



Assessment. This win expands Janison's engagement with state education authorities and extends its platform footprint beyond New South Wales.

Jai

During the half, Janison continued the commercial rollout of Jai, its AI-enabled item development platform. Jai delivered an initial revenue contribution of approximately \$0.1m and was incorporated into several platform deployments. The customer pipeline attributable to Jai increased to approximately \$1.4m, reflecting early customer interest and supporting longer-term platform scalability.

Pipeline

Customer pipeline stands at \$26m (31 December 2025), compared to \$40m (October 2025). The decrease reflects successful conversion of the NZ Ministry of Education contract (\$21m TCV) to revenue, demonstrating strong pipeline-to-revenue execution. Opportunities continue to be weighted toward government, education and regulatory customers, with growing proportion of larger, multi-year contracts.

The quality pipeline and demonstrated conversion capability support medium-term revenue visibility, subject to customer procurement timelines.

Outlook

Following the NSW Department of Education's (DoE) revised clarity on roles and responsibilities to current year testing for Opportunity Class (OC) and Selective High School exams (SHS), the Group has exited certain non-core service activities (venue/logistics) that were associated with the OC and SHS test delivery.

As a result, services revenue and earnings associated with this program will be lower in 2H FY26; however, management views this as a positive step in strengthening operational focus and margin quality. The impact is being actively managed through pipeline conversion and growth in other regions, including the New Zealand Ministry of Education contract, which are expected to contribute to offsetting the change over time.

Janison CEO Sujata Stead said, "We begin the second half of FY26 in a strong position, with over \$13m in cash, a balanced customer pipeline and emerging benefits from investments made in 2025. While the timing and conversion of pipeline opportunities are difficult to predict, our continued investment in platform capability, including AI-enabled products, will drive long-term profitable growth for our business in coming years."



Investor webinar

Chief Executive Officer Sujata Stead and Chief Financial Officer Dharmendra Singh will provide an overview of 1H FY26 business activities and highlights, followed by a Q&A session.

Date and Time: Tuesday, 24 February 2026 at 11:00am (AEDT).

Pre-registration is required. To register please use the following link:

https://us02web.zoom.us/webinar/register/WN_V4TK-slzTommjAUHJy0_QA

After registering, you will receive a confirmation email containing information about joining the meeting.

This release has been authorised by the Board of Janison.

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About Janison

Janison is an Australian-owned education technology pioneer that supports organisations globally with leading online assessment solutions. For over 20 years, we've worked with governments, educators, and corporations to transform the way learning is assessed—making it more accessible, efficient, and impactful.

Our technology powers some of the world's largest and most trusted education programs, including NAPLAN Online, delivered in partnership with Education Services Australia on behalf of the Australian Government. With deep domain expertise and a track record of reliable delivery at scale, Janison enables seamless digital assessments for millions of learners worldwide. We are committed to helping educators and institutions deliver fair, effective and future-ready assessment experiences.

