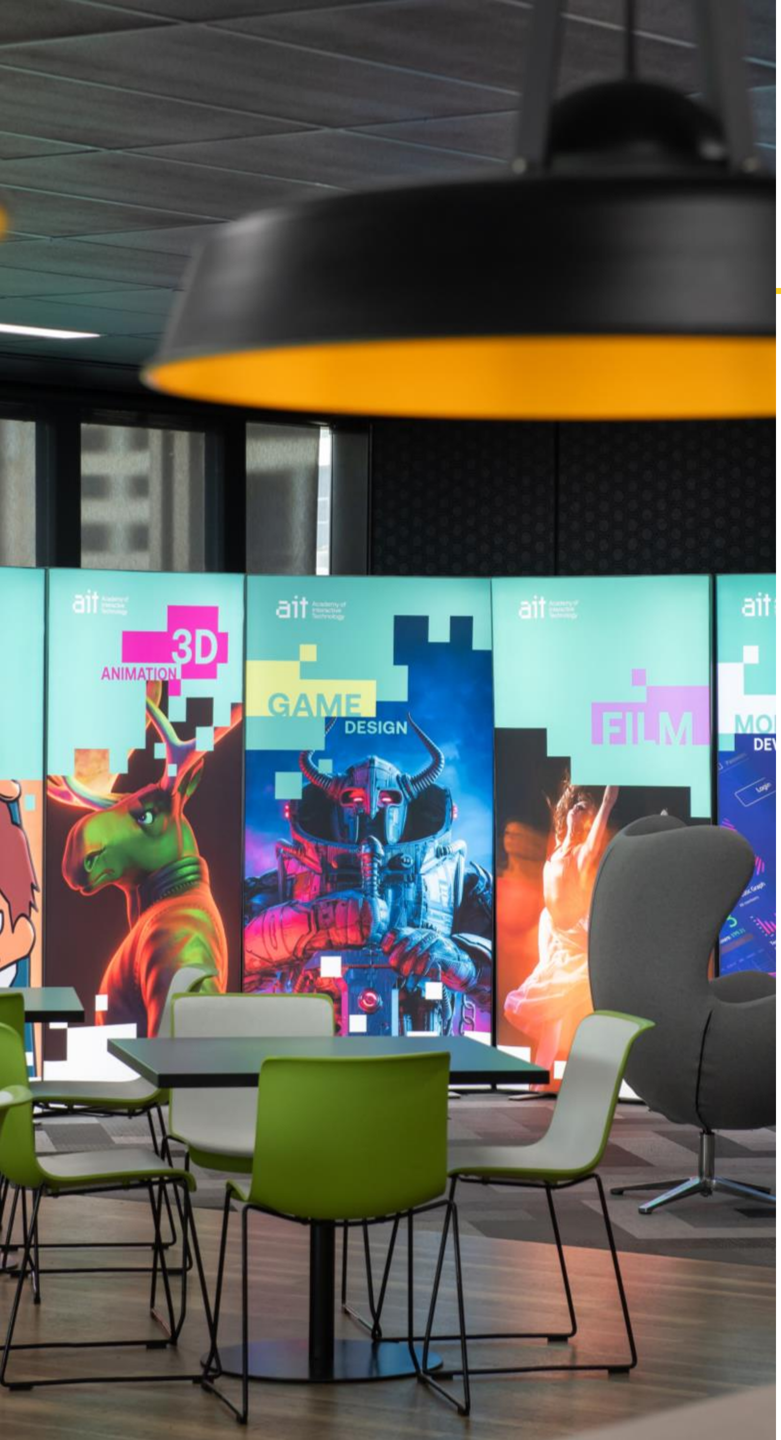
NextEd Group

FY24 Results Presentation

29 August 2024



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Financial highlights

Solid results in difficult market conditions

FY24 financial results

Revenue	EBITDA[1]	NPAT(A) adjusted[2]
$111.4m	$15.0m	$0.2m
▲ $9.1m	▼ $1.7m	▼ $5.8m
vs FY23	vs FY23	vs FY23

Operating cash flows	Cash position at end June 2024
$1.7m	$19.3m
▼ $23.5m	▼ $20.9m
vs FY23	vs FY23

- Consolidated revenue grew 9% - growth achieved in the International Vocational and Go Study segments
- EBITDA impacted by lower number of Technology & Design students - international students switching to cheaper VET colleges (visa hopping now banned under legislative change in late 2023) and increased student visa rejection rates
- Operating cashflows turned positive in H2 FY24 ($3.6 million) – driven by improved cash collections and targeted cost reductions in response to changing market conditions
- Healthy balance sheet position maintained - $19.3 million cash on hand and no financial debt

1. *EBITDA (before impairment) is a financial measure which is not prescribed by Australian Accounting Standards ('AAS') and represents the statutory profit under AAS adjusted for specific non-cash and significant items*
2. *NPAT(A) adjusted is calculated as the net profit after tax adjusted for impairment (FY24: $28.9m; FY23: $nil), the after-tax impact of amortisation associated with acquired intangible assets (FY24: $1.3m; FY23: $1.9m) and interest and depreciation costs for leased premises undergoing fit out prior to any revenue generation (FY24: $1.2m; FY23: $0.5m)*

Operational improvements underpin FY24 performance

More international vocational students

3,146 **at June 2024**

▲ 100

vs June 23

New courses accredited in period

▲ **6**

Total courses 148

Cost management[1]

▼ **$5.0m**

Annualised savings achieved

- International vocational student numbers grew by 3% vs June 2023
- Growth in 2H FY24 was circa 800 students driven by Hospitality and Healthcare courses – offsetting some of the fall in English language student numbers
- 6 new accredited courses (3 vocational health care and 3 vocational IT) approved by regulators in FY24 - demonstrating strong regulatory standing
- Cost reductions include exiting leases in Sydney and Brisbane, discontinuing use of short-term licensed classrooms, reducing non-teaching headcount and optimizing discretionary spend
- Annualised cost savings achieved from exiting leased premises ($1.7 million) and reductions in non-teaching labour costs ($3.3 million)

1. *Annualised cost savings from early FY25*

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Operating highlights

FY24 strategic investments

New course development

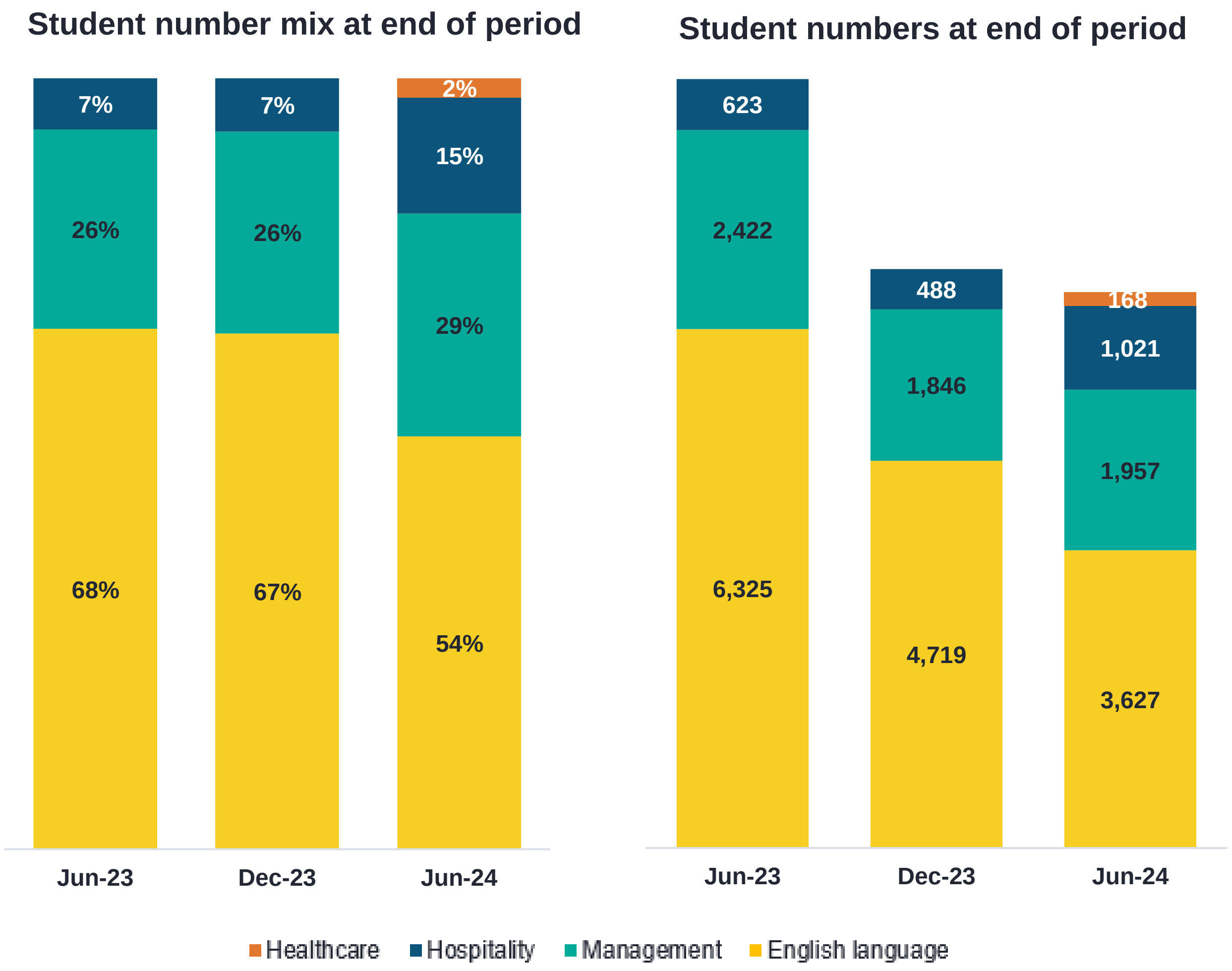
- Launched international student hospitality vocational courses in substantial Melbourne and Sydney markets in September 2023 – impressive growth momentum achieved with 1,158 students at end of July 2024
- Launched 3 high demand international student vocational healthcare courses (aged care, individual support and community services) in March 2024 – encouraging growth with 236 students at end of July 2024
- Received exclusive regulatory approval for a period of 5 years for internally developed Diploma of e-Commerce and Advanced Diploma of Marketing Automation qualifications in May 2024, with first student intakes planned for October 2024

Campus expansion

- Melbourne campus expansion - 12 additional classrooms and a commercial teaching kitchen
- Brisbane campus expansion - 13 additional classrooms enabling the exit of 10 remaining lower yield, short term licensed classrooms
- Relocated Adelaide campus and launched international student operations in Adelaide in April 2024
- Relocated Gold Coast campus in April 2024, including new commercial teaching kitchen and aged care lab facilities - tapping into the attractive Gold Coast market for both domestic and international students

Student mix shift to higher margin vocational courses

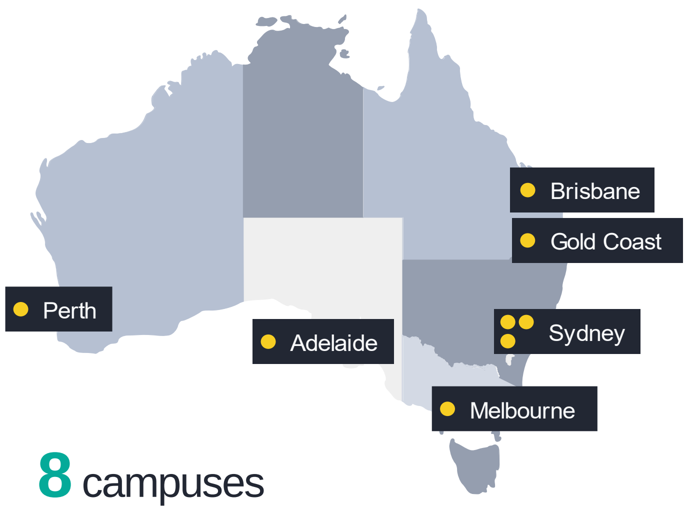
International student mix shift to higher margin vocational courses in Management, Hospitality & Healthcare



- Growth in higher margin vocational courses, especially the newly launched Hospitality and Healthcare courses has largely offset the decline in English language student numbers since the end of H1 FY24
- English language student numbers impacted by higher rates of student visa rejections due to government visa policy
- Higher margin vocational students represented 46% of the International Vocational segment student cohort at the end of FY24, up from 33% in December 2023

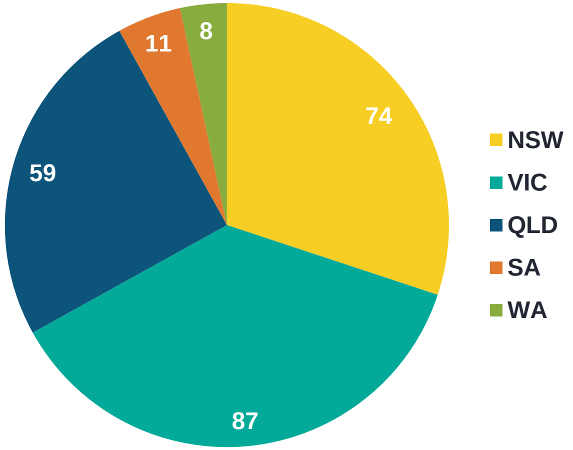
Managing campus utilisation

NextEd campus locations at end of July 2024



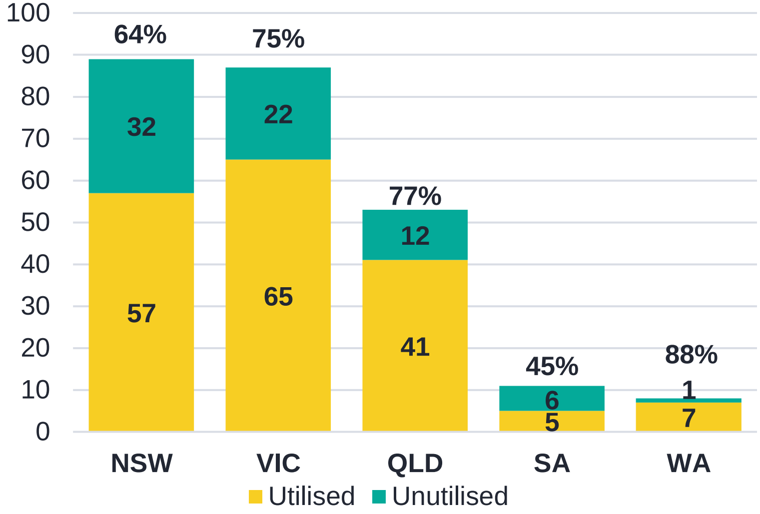
8 campuses

Number of classrooms by state at end of July 2024



Total number of classrooms **239**

Average weekday classroom utilisation* in H2 FY24 was 71%



** Course being delivered in a classroom during the daytime shift*

- Campuses located in prime CBD locations to tap into large addressable markets – can support significant future revenue growth potential without further property investment
- Investments made in specialist teaching facilities to support delivery of high demand hospitality, aged care and IT courses where student numbers are growing
- Exited the Thomas Street, Sydney campus (18 classrooms) in July 2024 – delivering annual savings of circa $1.3 million
- Current campus utilisation negatively impacted by international student visa policy – increases in visa rejections and delays in visa processing impacting student numbers
- Seeking to license or sublease surplus classrooms to improve utilisation

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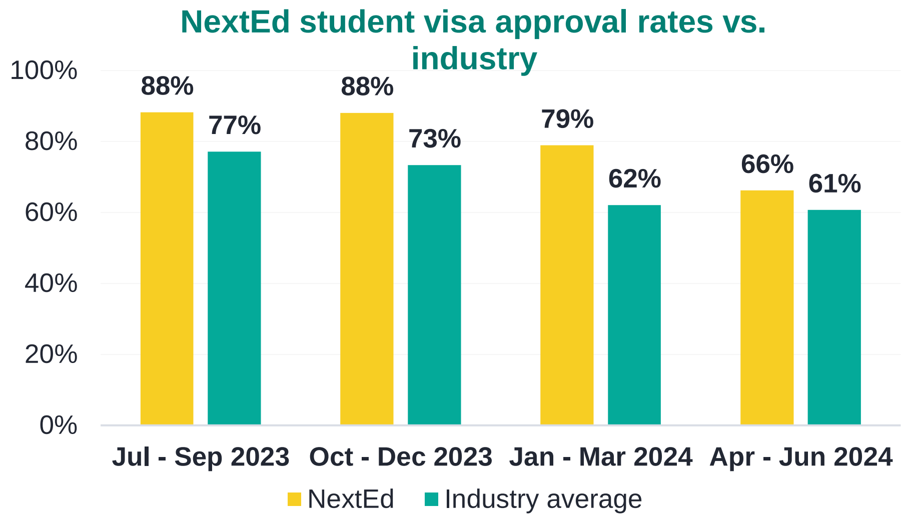
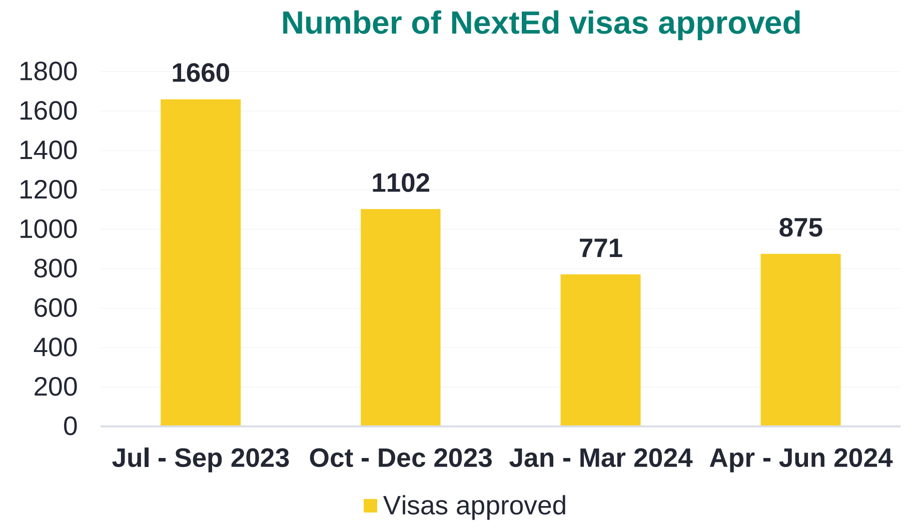
Macro environment and NextEd responses

Emerging impacts of government migration policy

- The Federal Government has targeted a reduction in international student numbers to assist halving net migration into Australia by 2025
- NextEd continues to outperform the industry on international student visa approval rates – but has experienced a significant decrease in approvals since January 2024 despite maintaining reputable recruitment practices and receiving no advice from government about different assessment criteria
- The Education Services for Overseas Students Amendment (Quality and Integrity) Bill 2024 introduced in May 2024 proposes international student enrolment limits (‘caps’) from 2025 - currently subject to a Senate Inquiry
- NextEd supports legislative amendments to target unscrupulous operators who service non-genuine students - however, we are concerned proposed international student caps from 2025 will negatively impact quality private providers like NextEd and will damage Australia’s reputation as a study destination
- NextEd has experienced significant delays in lodged visa applications being processed since January 2024 – applications historically processed in several days are now in some cases taking many months - causing students to miss course commencement dates





Source: Department of Home Affairs English language visas granted (excluding China) plus total vocational student visas granted

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NextEd responses to market conditions

In response to current international student market conditions, NextEd has:

- Focused on growing domestic student revenues and profits – not impacted by immigration policy
- Prioritised growth in high demand, higher margin vocational courses in Hospitality, Aged Care and IT (including newly accredited diplomas in e-Commerce and Marketing Automation) – where visa approval rates are higher and aligned with the Federal Government's December 2023 Migration Strategy to address critical skilled workforce needs
- Encouraged international students to package their English language studies with NextEd's vocational courses in their visa applications to demonstrate genuine educational intentions – and achieve higher lifetime student value
- Implemented annualised cost base reductions (in addition to variable teaching and agent commission costs) of approximately $5.0 million from early FY25
- Ceased campus footprint expansion and ended the lease over the Thomas Street campus in Sydney (18 classrooms) in July 2024
- Planned total investing cashflows to be under $1.0 million in FY25
- Completed a $10.0 million contingent liability facility with Commonwealth Bank of Australia to release approximately $9.0 million of cash that was previously used to secure bank guarantees
- Monitored opportunities to recruit and service students who become displaced by other financially distressed colleges as a direct result of visa policy – approximately 60 displaced English language students were enrolled in Adelaide in August

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Financial results

Revenue growth driven by vocational course demand

($000's)	Full year actuals FY24	FY23	Change %
Revenue	**111,367**	**102,220**	**9**
Gross profit	**57,279**	**56,868**	**1**
Gross profit % to revenue	51%	56%	
Operating costs	(42,319)	(40,194)	(5)
EBITDA excluding impairment	**14,960**	**16,674**	**(10)**
Impairment of intangible assets	(28,925)		
EBITDA including impairment	**(13,965)**	**16,674**	**(184)**
Depreciation and amortization	(15,052)	(11,986)	(26)
EBIT	**(29,017)**	**4,688**	**(719)**
Net finance expense	(3,533)	(1,772)	(99)
Profit before tax	**(32,550)**	**2,916**	**(1,216)**
Income tax benefit	1,319	692	91
NPAT	**(31,231)**	**3,608**	**(966)**
Impairment of intangible assets	28,925		
Amortization of acquired intangibles	1,273	1,857	(31)
Pre-revenue generation lease costs	1,194	548	118
NPAT(A) adjusted*	**161**	**6,013**	**(97)**

- Revenue and EBITDA growth driven by International Vocational, Go Study and Domestic Vocational segments
- Gross profit reduced as percentage of revenues due to course mix swing away from higher margin bachelor degree courses in the Technology & Design segment and higher teaching costs
- 2H FY24 operating costs were $1.9 million lower than 1H FY24 – active response to lower student numbers
- Non-cash impairments of goodwill and other intangible assets totaling $28.9 million recognised in 2H FY24 as a direct consequence of the uncertainty around Federal Government policies to limit future international student numbers

* NPAT(A) adjusted is calculated as the net profit after tax adjusted for impairment (FY24: $28.9m; FY23: $nil), the after-tax impact of amortisation associated with acquired intangible assets (FY24: $1.3m; FY23: $1.9m) and interest and depreciation costs for leased premises undergoing fit out prior to any revenue generation (FY24: $1.2m; FY23: $0.5m)

Segment results – vocational student strength

($000's)	International Vocational	Technology & Design	Go Study	Domestic Vocational	Elimination / Corporate	Total
Revenue						
FY24	85,849	12,354	5,865	8,647	(1,348)	**111,367**
FY23	74,720	15,446	5,133	8,218	(1,297)	**102,220**
Change	11,129	(3,092)	732	429	(51)	**9,147**
Variance %	15%	(20)%	14%	5%	4%	**9%**
EBITDA*						
FY24	20,645	1,376	600	1,882	(9,543)	**14,960**
FY23	19,390	3,756	(151)	1,931	(8,252)	**16,674**
Change	1,255	(2,380)	751	(49)	(1,291)	**(1,714)**
Variance %	6%	(63)%	497%	(3)%	(16)%	**(10)%**

* *EBITDA is defined as earnings before impairment, interest, tax, depreciation and interest*

- International Vocational segment revenue grew 15% vs pcp - vocational course revenues in 2H FY24 grew 34% vs 1H FY24 as newly launched courses in Hospitality and Healthcare gained traction
- Go Study segment revenue grew 14% vs pcp and EBITDA returned to profitability
- Domestic Vocational segment revenue grew 5.2% vs pcp following including from positive growth following the opening of the new Adelaide campus
- Domestic Vocational segment EBITDA was flat vs pcp, however 2H FY24 was 198% higher than 1H FY23 due to higher revenue and operational improvements
- Technology & Design segment revenue declined 20% vs pcp as some international students switched to cheap vocational courses delivered by other colleges and new international student enrolments were constrained by government visa policy

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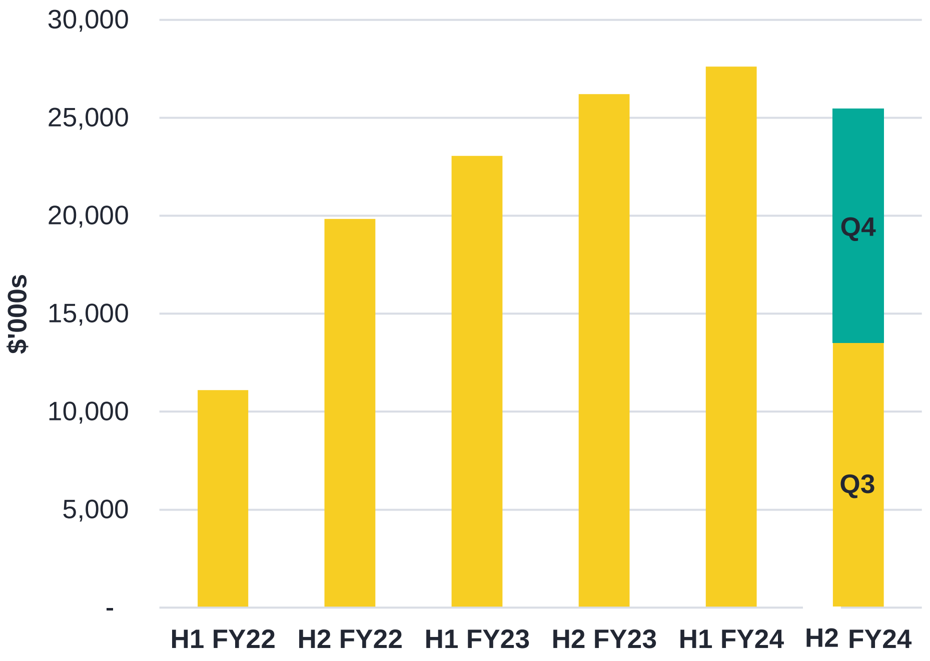
Cost management update

Opex* pre-AASB16



- Cost reductions were actioned in 2H FY24 - circa $1.5 million lower costs than 1H FY24
- Cost reduction actions have been implemented across all functions and departments (non-teaching headcount and property costs) – annualised cost savings of circa $5.0 million from early FY25

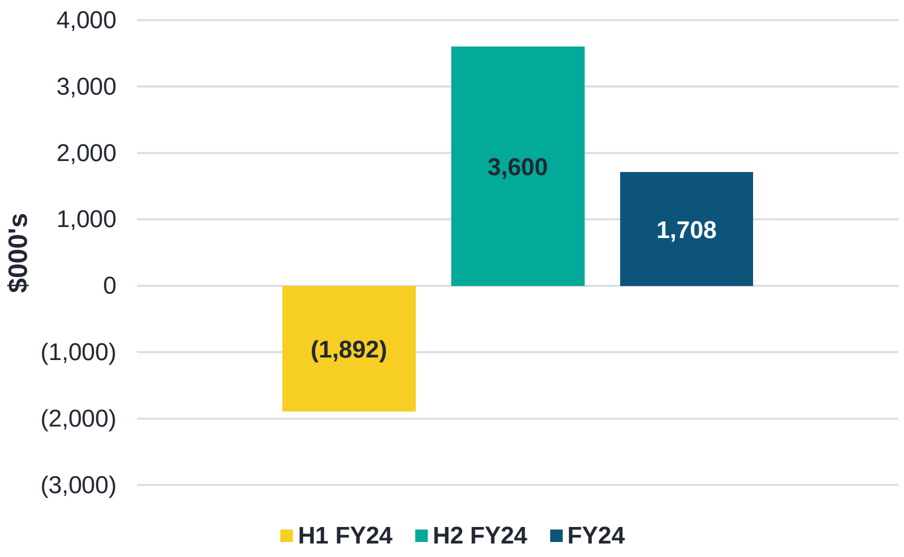
** Opex includes all operating costs including rental costs on a pre-AASB16 basis*

Cash flows – strategic expansion investments

- Operating cash flows improved in H2 FY24, driven by active debtor management and early benefits from targeted cost reductions
- Campus expansion projects are now complete
- $10.0 million facility implemented in H2 FY24, freeing up circa $9.0 million of cash previously used to support bank guarantees

($000's)	FY24	FY23
Operating activities (excl. M&A costs)	1,708	25,180
Investing activities	(11,411)	(6,146)
Financing activities	(1,280)	(15,931)
Net increase in cash and cash equivalents	**(10,921)**	**3,103**
Cash and cash equivalents at the beginning of the year	30,264	27,161
Cash and cash equivalents at the end of period	**19,343**	**30,264**
Term deposits securing bank guarantees	-	9,931
Total cash balance	**19,343**	**40,195**

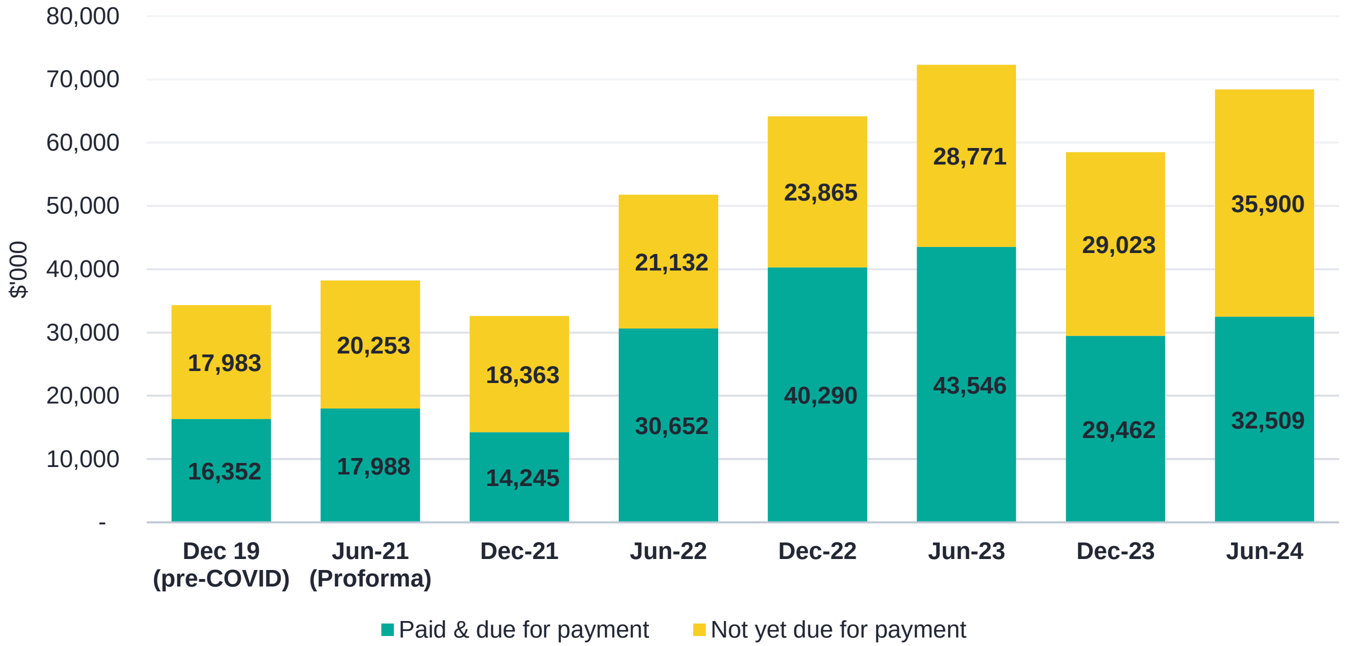
Operating cash flows – by half year



Strong balance sheet position

($000's)	Jun-23	Dec-23	Jun-24
Current assets			
Cash and cash equivalent	30,264	16,834	19,343
Trade receivables	7,118	7,597	14,972
Inventories	341	238	110
Prepayments and other assets	12,280	8,585	6,742
Total	**50,003**	**33,254**	**41,167**
Non-current assets			
Trade receivables	445	712	2,179
Property, plant and equipment	9,696	16,334	17,628
Right-of-use asset	38,665	45,577	41,510
Intangible assets	63,330	62,068	31,800
Other assets (term deposits for bank guarantees)	9,931	8,077	-
Total	**122,067**	**132,768**	**93,117**
Total assets	**172,070**	**166,022**	**134,284**
Current liabilities			
Trade and other payables	9,802	9,776	10,367
Contract liabilities	43,101	28,750	30,330
Lease liabilities	5,996	7,470	7,472
Employee benefits	2,179	2,476	2,323
Provisions	194	190	203
Total	**61,272**	**48,662**	**50,695**
Non-current liabilities			
Contract liabilities	445	712	2,179
Deferred tax liabilities	4,294	3,903	2,965
Employee benefits	207	258	258
Provisions	2,570	2,595	3,164
Lease liabilities	37,844	44,083	40,399
Total	**45,360**	**51,551**	**48,965**
Total liabilities	**106,632**	**100,213**	**99,660**
Equity	**65,438**	**65,809**	**34,624**

Contract liabilities (deferred revenue)



- Contract liabilities balance grew by $3.0 million in H2 FY24 as the mix of students shifted to higher margin vocational students.
- Vocational students generally undertake longer duration courses and are invoiced in advance with bi-monthly payment plans.
- Higher mix of vocational students has resulted in both higher contract liabilities and trade receivables

5 *Immediate outlook*

Immediate outlook

Over the longer term, we expect government policy to protect international education export earnings (which also materially impacts the tourism industry and GDP growth) and to support Australia's future workforce requirements and economy

NextEd is positioning itself to capitalise on government changes once clarified and to take advantage of the likely tightened competitive landscape. NextEd will continue to execute on our focused strategy by leveraging its:

1. Differentiated and unique market position
2. High demand course range and study pathways for students – including in critical skills areas where there is strong workforce demand
3. National campus footprint in prime CBD locations with significant future revenue growth potential without further property investment
4. Track record of successfully adapting to changes to market conditions and regulatory environment in an industry with compelling long-term growth drivers

Thank You

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Appendices

NextEd's differentiated market position

Diversified revenue base:

- Broad course range in English language, vocational and higher education segments
- Domestic and international students – broad nationality mix

Strong compliance record reduces risk and enables new course accreditations:

- Swift regulatory approvals for new campuses and courses underscore reputation and regulatory standing
- Tuition pricing, source market and governance strategies in place to deter non-genuine international students

National campus footprint complemented by online delivery:

- Quality CBD campuses in all major metropolitan Australian cities, including locations classified as regional
- Many courses with online delivery or work placement components

Extensive international student agency relationships and capabilities:

- Trusted relationships with over 500 international student recruitment agents from a broad range of source countries
- Track record of cancelling agent agreements when unscrupulous behaviours are detected

Government funding and tuition loan flexibility for domestic students:

- Vocational funding contracts with 5 State and Territory governments
- HELP loans accreditation for certain vocational and higher education courses

Industry relevant curriculums:

- Delivering courses in high-demand skills where there is strong and/or growing demand for graduates – and immigration opportunities available
- Work closely with industry participants to assist students achieve work experience and job-ready learning outcomes

Income Statement (pre and post AASB16)

	Full year actuals						Change			
	FY24			FY23			$	%	$	%
($000's)	Post AASB16	Pre AASB16	*Difference*	Post AASB16	Pre AASB16	*Difference*	Post AASB16		Pre AASB16	
Revenue	**111,367**	**111,367**		**102,220**	**102,220**		**9,147**	**9**	**9,147**	**9**
Agent commissions	(22,044)	(22,044)		(19,527)	(19,527)		(2,517)	(13)	(2,517)	(13)
Education expenses	(32,044)	(32,044)		(25,825)	(25,825)		(6,219)	(24)	(6,219)	(24)
Gross profit	**57,279**	**57,279**		**56,868**	**56,868**		**411**	**1**	**411**	**1**
Gross profit % to revenue	51%	51%		56%	56%					
Other income	37	37		37	37		-	-	-	-
Employee costs	(26,720)	(26,720)		(24,573)	(24,573)		(2,147)	(9)	(2,147)	(9)
Receivables impairment	(1,266)	(1,266)		(1,860)	(1,860)		594	32	594	32
Property costs	(4,900)	(16,403)	11,503	(4,514)	(13,596)	9,082	(386)	(9)	(2,807)	(21)
Marketing	(3,478)	(3,478)		(3,729)	(3,729)		251	7	251	7
Other expenses/income	(5,992)	(5,992)		(5,555)	(5,555)		(437)	(8)	(437)	(8)
EBITDA excl impairment and M&A	**14,960**	**3,457**	**11,503**	**16,674**	**7,592**	**9,082**	**(1,714)**	**(10)**	**(4,135)**	**(54)**
Impairment of intangible assets	(28,925)	(28,925)		-	-		-	-	-	-
EBITDA incl impairment	**(13,965)**	**(25,468)**	**11,503**	**16,674**	**7,592**	**9,082**	**(30,639)**	**(184)**	**(33,060)**	**(435)**
Depreciation and amortization	(15,052)	(6,084)		(11,986)	(5,062)		(3,066)	(26)	(1,022)	(20)
- Lease related	(8,968)	-	(8,968)	(6,924)	-	(6,924)	(2,044)	(30)	-	-
- Other expenses	(6,084)	(6,084)		(5,062)	(5,062)		(1,022)	(20)	(1,022)	(20)
EBIT	**(29,017)**	**(31,552)**	**2,535**	**4,688**	**2,530**	**2,158**	**(33,705)**	**(719)**	**(34,082)**	**(1,347)**
Net finance expense	(3,533)	850		(1,772)	828		(1,761)	(99)	22	3
- Lease related	(4,383)	-	(4,383)	(2,600)	-	(2,600)	(1,783)	(69)	-	-
- Other expenses/income	850	850		828	828		22	3	22	3
Profit before tax	**(32,550)**	**(30,702)**	**(1,848)**	**2,916**	**3,358**	**(442)**	**(35,466)**	**(1,216)**	**(34,060)**	**(1,014)**
Income tax benefit	1,319	1,319		692	692		627	91	627	91
NPAT	**(31,231)**	**(29,383)**	**(1,848)**	**3,608**	**4,050**	**(442)**	**(34,839)**	**(966)**	**(33,433)**	**(826)**
Impairment of acquired intangibles	28,925	28,925		-	-		-	-	-	-
Amortization of acquired intangibles	1,273	1,273		1,857	1,857		(584)	(31)	(584)	(31)
Pre-revenue generation lease costs	1,194	774	420	548	473	75	646	118	301	64
NPAT(A) adjusted*	**161**	**1,589**	**(1,428)**	**6,013**	**6,380**	**(367)**	**(5,852)**	**(97)**	**(4,791)**	**(75)**

** NPAT(A) adjusted is calculated as the net profit after tax adjusted for impairment (FY24: $28.9m; FY23: $nil), the after-tax impact of amortisation associated with acquired intangible assets (FY24: $1.3m; FY23: $1.9m) and interest and depreciation costs for leased premises undergoing fit out prior to any revenue generation (FY24: $1.2m; FY23: $0.5m)*

Non-IFRS information

- The Company uses certain measures to manage and report on its business that are not recognised under Australian Accounting Standards ('AAS'). These measures are collectively referred to as non-IFRS financial measures. Although the Company believes that these measures provide useful information about the financial performance of the Company, they should be considered as supplemental to the measures calculated in accordance with AAS and not as a replacement for them. Because these non-IFRS financial measures are not based on AAS, they do not have standard definitions, and the way the Company calculates these measures may differ from similarly titled measures used by other companies.
- The non-IFRS measures used by the Company include EBITDA and adjusted net profit after tax ('NPAT(A)').
- EBITDA is earnings before interest, tax, depreciation and interest. NPAT(A) adjusted is calculated as the net profit after tax adjusted for impairment of intangible assets, the after-tax impact of amortisation associated with acquired intangible assets and interest and depreciation costs for leased premises undergoing fit out prior to any revenue generation.

($000's)	FY24	FY23
NPAT(A) adjusted	**161**	**6,013**
Less:		
Impairment of intangible assets	(28,925)	-
Amortization of acquired intangible assets (tax effected)	(1,273)	(1,857)
Pre-revenue generation lease costs	(1,194)	(548)
Net profit / (loss) after tax	(31,231)	3,608
Less income tax benefit	(1,319)	(692)
Net profit / (loss) before tax	(32,550)	2,916
Add back:		
Impairment of intangible assets	28,925	-
Depreciation and amortization	15,052	11,986
Net finance expenses	3,533	1,772
EBITDA	**14,960**	**16,674**

Half year income statements

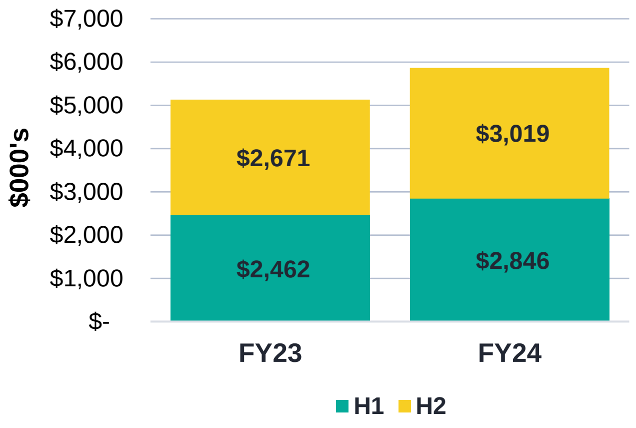
($000's)	Half year actuals H1 FY24	H2 FY24	Change $	%	Half year actuals H1 FY23	H2 FY23	Change $	%
Revenue	**59,201**	**52,166**	**(7,035)**	**(12)**	**43,574**	**58,646**	**15,072**	**35**
Agent commissions	(11,262)	(10,782)	480	4	(7,451)	(12,076)	(4,625)	(62)
Education expenses	(17,570)	(14,474)	3,096	18	(10,618)	(15,207)	(4,589)	(43)
Gross profit	**30,369**	**26,910**	**(3,459)**	**(11)**	**25,505**	**31,363**	**5,858**	**23**
Gross profit % to revenue	51%	52%			59%	53%		
Other income	37	0	(37)	0	37	0	(37)	0
Employee costs	(14,024)	(12,696)	1,328	9	(11,628)	(12,945)	(1,317)	(11)
Receivables impairment	(771)	(495)	276	36	(902)	(958)	(56)	(6)
Property costs	(2,720)	(2,180)	540	20	(1,909)	(2,605)	(696)	(36)
Marketing	(1,749)	(1,729)	20	1	(1,792)	(1,937)	(145)	(8)
Other expenses/income	(2,878)	(3,114)	(236)	(8)	(2,663)	(2,892)	(229)	(9)
EBITDA excl impairment and M&A	**8,264**	**6,696**	**(1,568)**	**(19)**	**6,648**	**10,026**	**3,378**	**51**
Impairment of intangible assets	0	(28,925)			0	0		
EBITDA incl impairment	**8,264**	**(22,229)**	**(30,493)**	**(369)**	**6,648**	**10,026**	**3,378**	**51**
Depreciation and amortization	(7,221)	(7,831)	(610)	(8)	(5,631)	(6,355)	(724)	(13)
- Lease related	(4,334)	(4,634)	(301)	(7)	(3,169)	(3,755)	(586)	(18)
- Other expenses	(2,887)	(3,197)	(309)	(11)	(2,462)	(2,600)	(139)	(6)
EBIT	**1,043**	**(30,060)**	**(31,103)**	**(2,982)**	**1,017**	**3,671**	**2,654**	**261**
Net finance expense	(1,643)	(1,890)	(246)	(15)	(915)	(857)	58	6
- Lease related	(2,176)	(2,207)	(31)	(1)	(1,140)	(1,460)	(320)	(28)
- Other expenses/income	533	317	(215)	(40)	225	603	378	168
Profit before tax	**(600)**	**(31,950)**	**(31,350)**	**(5,224)**	**102**	**2,814**	**2,712**	**2,661**
Income tax benefit	386	933	547	142	364	328	(36)	(10)
NPAT	**(214)**	**(31,017)**	**(30,803)**	**(14,384)**	**466**	**3,142**	**2,676**	**574**
Impairment of intangible assets	0	28,925			0	0		
Amortization of acquired intangibles	911	362	(549)	(60)	946	911	(35)	(4)
Pre-revenue generation lease costs	664	530	(135)	(20)	139	409	270	195
NPAT(A) adjusted*	**1,361**	**(1,200)**	**(2,562)**	**(188)**	**1,551**	**4,462**	**2,911**	**188**

** NPAT(A) adjusted is calculated as the net profit after tax adjusted for impairment (FY24: $28.9m; FY23: $nil), the after-tax impact of amortisation associated with acquired intangible assets (FY24: $1.3m; FY23: $1.9m) and interest and depreciation costs for leased premises undergoing fit out prior to any revenue generation (FY24: $1.2m; FY23: $0.5m)*

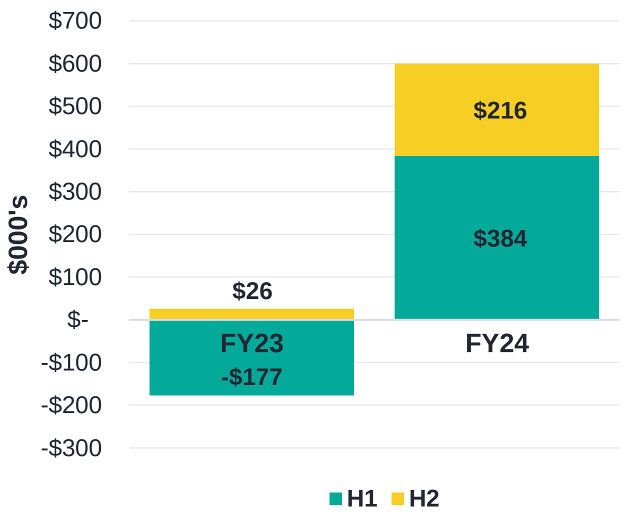
Go Study – returns to profitability

- Revenue increased 14% vs pcp - growth in onshore Australia, France and Mexico
- FY24 EBITDA increased by $0.8m vs pcp - student number growth including from the prior year reopening overseas offices post-pandemic gaining momentum
- Go Study is a valuable source of students for the International Vocational segment – representing approximately $4.5m of FY24 tuition revenues for the International Vocational segment with no external agent commission costs – high profit students

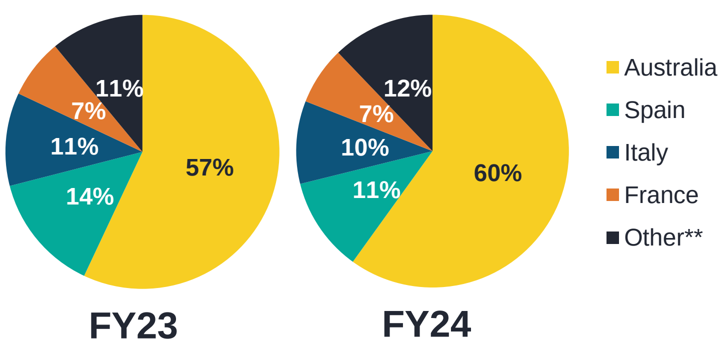
Revenue



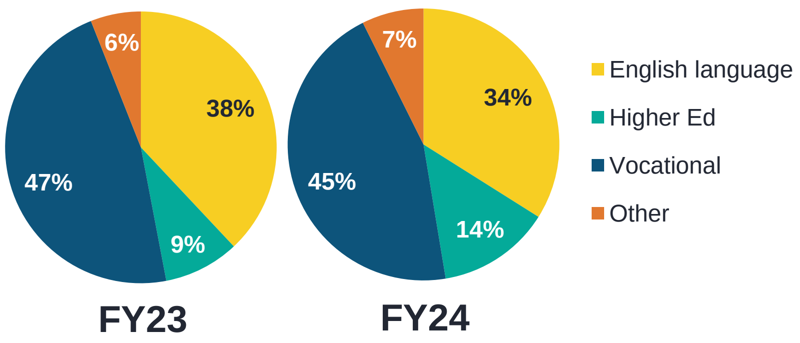
EBITDA



Revenue by source country



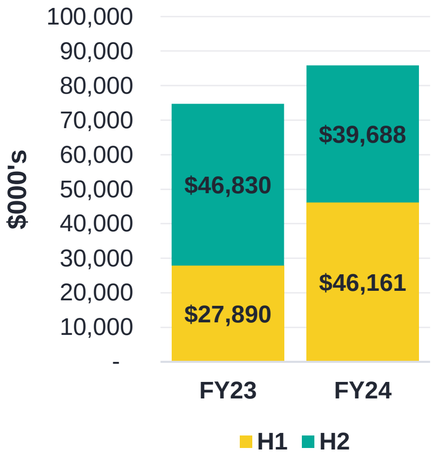
Revenue by course type



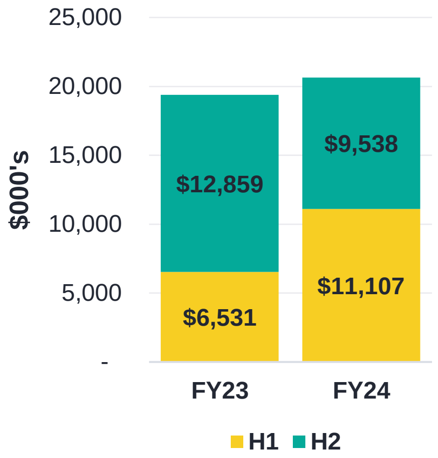
International Vocational – English language impacted by visa policy

- Revenue and EBITDA growth against pcp driven by resilient English language and VET performance in highly competitive market
- EBITDA growth driven by revenue growth and active management of variable overheads
- Targeting broad nationality mix of source countries – but notably zero Subcontinent students into English language courses
- Growth in Hospitality and Healthcare student numbers expected in FY25

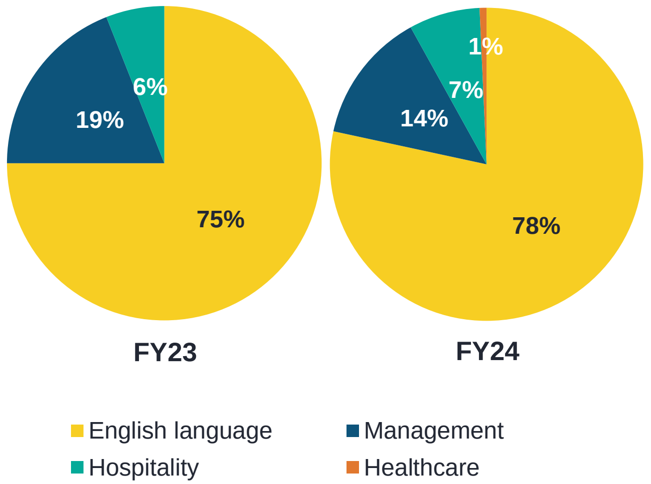
Revenue



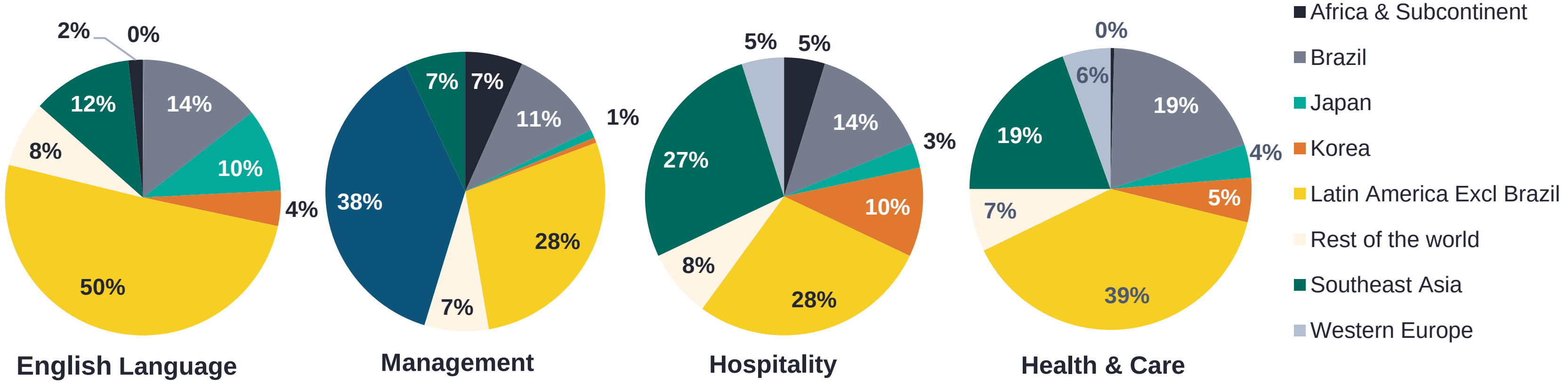
EBITDA



Revenue mix



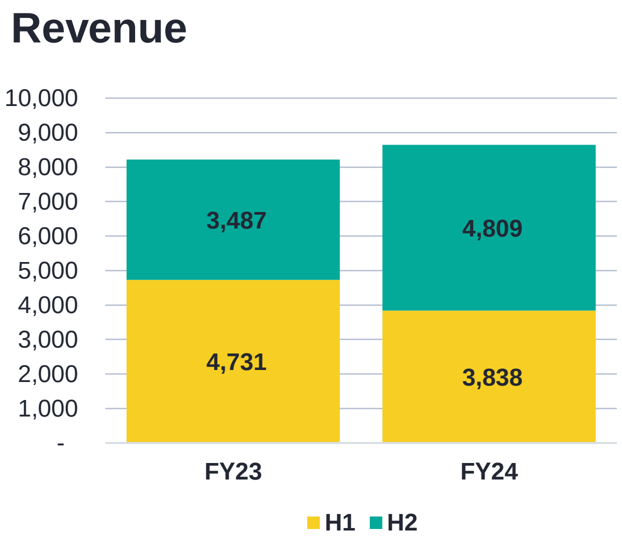
FY24 international student nationality mix

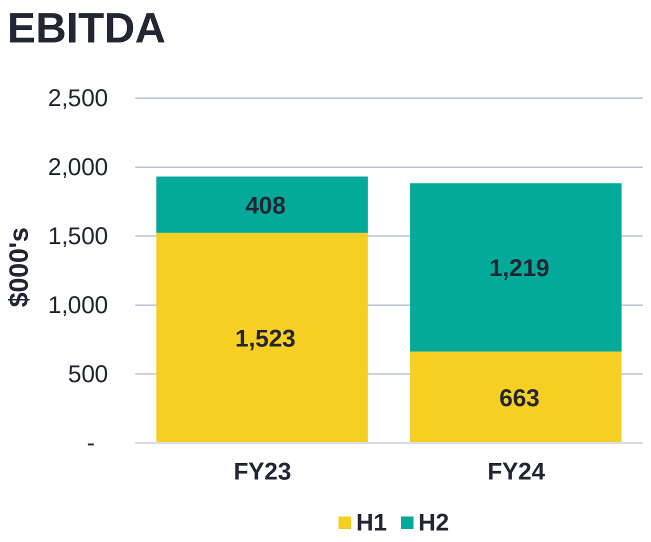


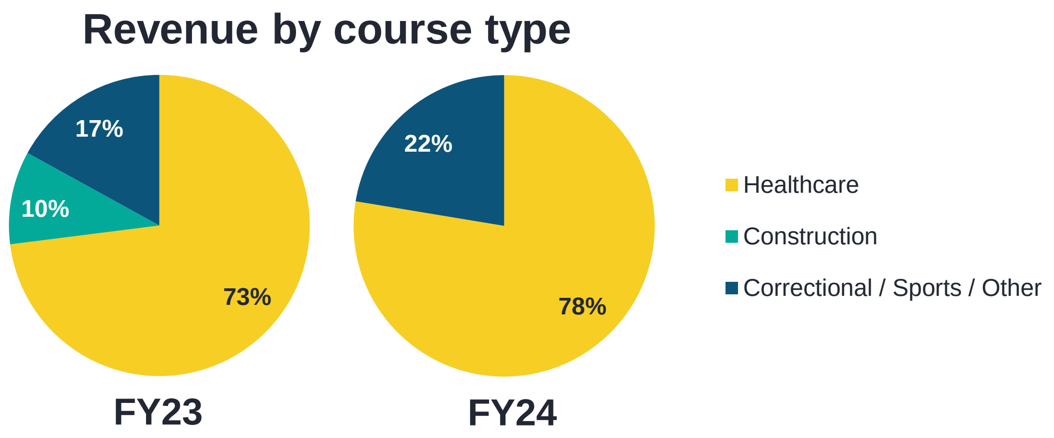
Segment Results

Domestic Vocational – gaining positive momentum

- Revenue and EBITDA growth in H2 FY24 against the previous half year – with positive momentum continuing into FY25
- Positive operational efficiencies and student progressions being achieved since restructure undertaken in H1 FY24
- Ceased delivery of unprofitable construction courses in H1 FY24
- Not impacted by proposed changes to immigration policy



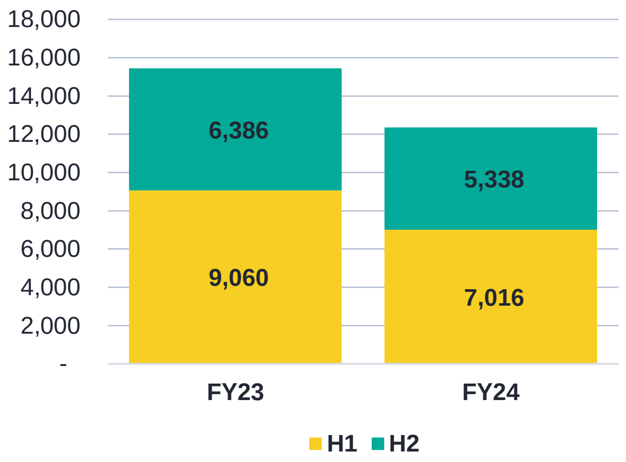




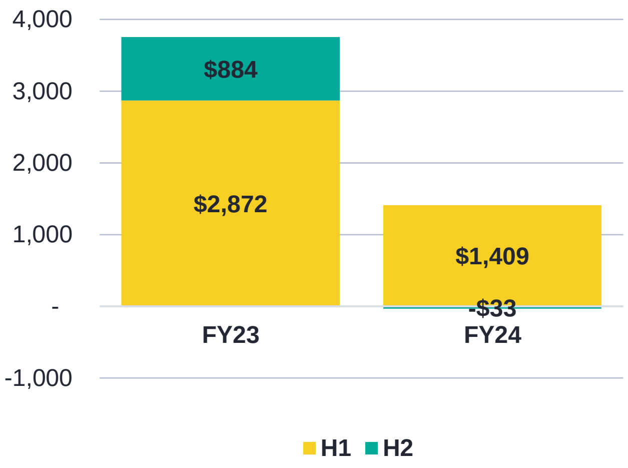
Technology & Design – international student decline

- FY24 revenue and EBITDA impacted by lower international student numbers as some students dropped out of their course to move to lower priced vocational courses delivered by other colleges (visa hopping now banned by legislation passed in late 2023) and higher visa rejection rates due to government immigration policy
- Segment EBITDA is impacted by relatively high campus costs – including specialist facilities to support course delivery
- International student revenues are expected to decline in FY25 due to flow-on impacts of recent government visa policy

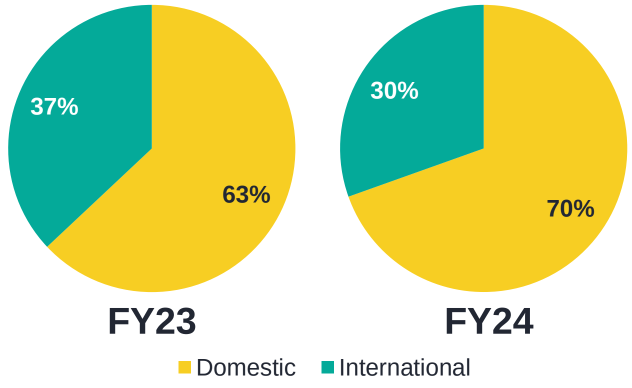
Revenue



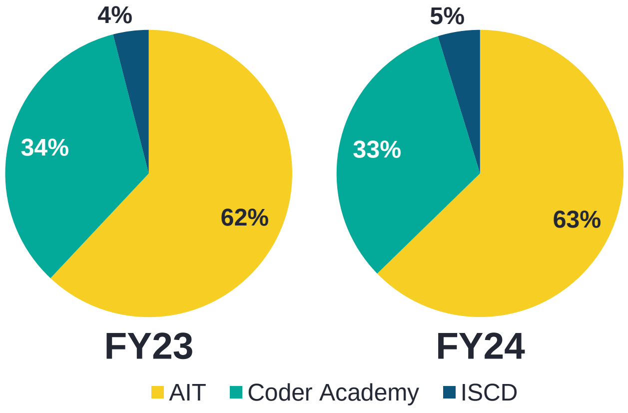
EBITDA



Revenue by student market



Revenue by brand



NextEd campus footprint by location

Campus	December 2023			June 2024			Change + / (-)		
	Leased premises	Licensed classrooms	Total	Leased premises	Licensed classrooms	Total	Leased premises	Licensed classrooms	Total
Sydney[1]	92	-	92	74	-	74	(18)	-	(18)
Melbourne	87	-	87	87	-	87	-	-	-
Brisbane	24	10	34	38	-	38	14	(10)	4
Gold Coast[2]	10	2	12	21	-	21	11	(2)	9
Perth	8	-	8	8	-	8	-	-	-
Adelaide	11	-	11	11	-	11	-	-	-
Total	**232**	**12**	**244**	**239**	**-**	**239**	**7**	**(12)**	**(5)**

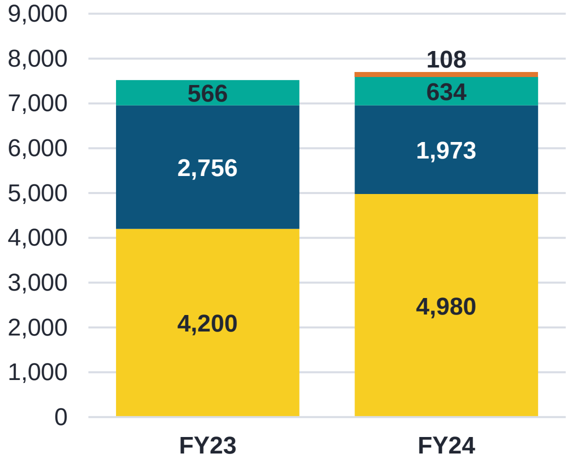
(1) Thomas St campus exited in May 2024

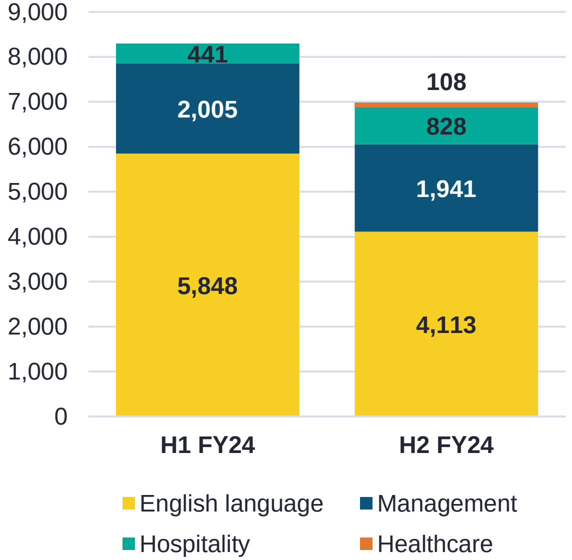
(2) New Gold Coast campus launched in Q4 FY24

NextEd Group

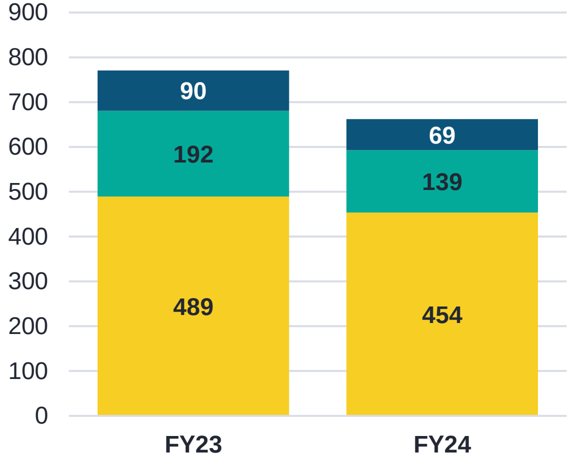
Average student numbers by segment

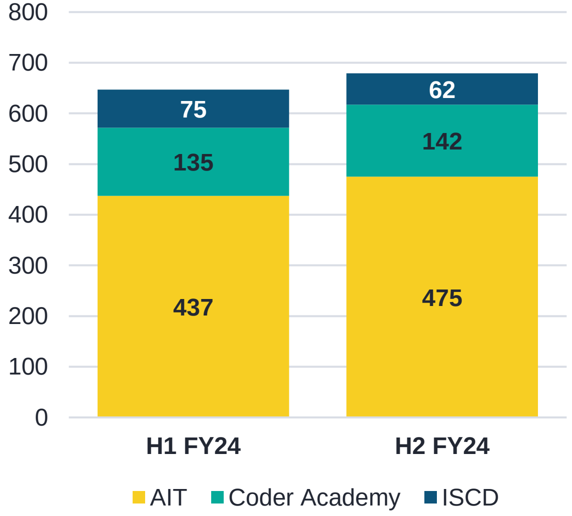
International Vocational



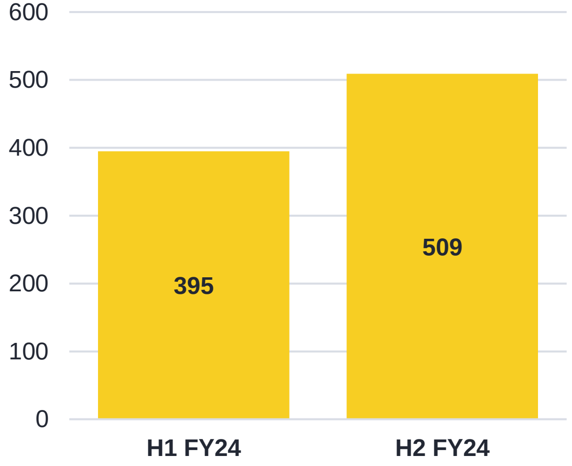


Technology & Design





Domestic Vocational



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