



JAN:ASX

**FY18 CEO Presentation**

**Annual General Meeting**

November 2018





# Janison FY18 CEO Presentation

Overview

FY18 Results

Q1 FY19 Trading Update

Outlook



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# Janison is a global education technology pioneer transforming how people learn



- 2018 is the **20<sup>th</sup> anniversary** of the founding of Janison which listed on the ASX in December 2017 and Directors own ~69%.
- **\$17.3 m in Revenue** from online Assessment and Learning solutions
- Education technology market is **growing at 17% p.a. to \$252bn** by 2020
- **40% growth in Platform** and Content income FY18 over the p.c.p.
- **Trading EBITDA in FY18 of \$3.2m** and cash at 30 Jun 2018 of \$3.6m



# Janison has two divisions focused on these market segments



## janison assessment

Robust and scalable digital assessment solutions for online tests and exams.



Schools



Language



Higher Education



Certifications

# 92%

Platform Growth  
To \$4.5m from \$2.3m in p.c.p.

## janison learning

Online learning solutions integrating platform and content to improve performance and compliance in the workplace.



Performance



Risk

# 17%

Platform & Content Growth  
To \$6.1m from \$5.2m in p.c.p.

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# Janison invests services to generate long term high margin recurring income which increased to 61%

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Products	Description	Income mix		
		FY17%	FY18%	
Platform	<ul style="list-style-type: none"> <li>Licensing and Hosting income</li> <li>Annual user subscription</li> <li>Platform maintenance and support fees</li> </ul>	Recurring Income	46%	52%
Content	<ul style="list-style-type: none"> <li>Janison's online learning library</li> <li>Partner content subscription fees</li> </ul>	Recurring Income	7%	9%
Services	<ul style="list-style-type: none"> <li>Professional services implementation fees</li> <li>Customised software and integration development</li> <li>Bespoke online learning content creation services</li> </ul>	Fees paid per project	47%	39%



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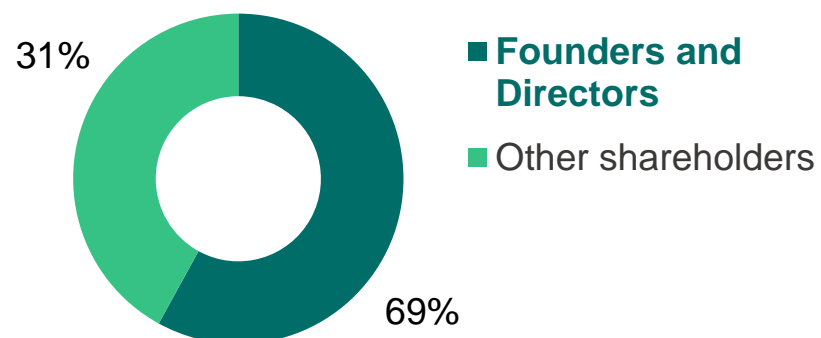
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# Janison generated profitable growth in FY18



## FY 2018 Group Revenue

**\$17.3m**

ASX: JAN	
Share price at listing	\$0.30
Share price as at 19th Jul 2018	\$0.43
Current market cap	\$56.3m
Enterprise value	\$52.7m
<b>FY18A EBITDA multiple</b>	16.4
<b>FY18A Revenue multiple</b>	3.2

Earnings summary (AUD\$m)	FY16A	FY17A	FY18A	Growth FY18
Learning revenue	5.4	6.6	7.6	16%
Assessment revenue	5.2	7.8	9.7	25%
<b>Group revenue</b>	<b>10.6</b>	<b>14.3</b>	<b>17.3</b>	<b>21%</b>
<b>Group Trading EBITDA</b>	<b>1.8</b>	<b>3.0</b>	<b>3.2</b>	<b>6%</b>
<b>Operating cash flow</b>	<b>2.1</b>	<b>(0.7)</b>	<b>0.8</b>	<b>+1.5m</b>
<b>Cash in bank</b>	<b>2.9</b>	<b>1.4</b>	<b>3.6</b>	<b>+2.2m</b>

# The recurring content and platform income is the engine of profitable growth

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Platform &  
Content Growth

**+40%**

**to**

**10.6m**

from \$7.6m in p.c.p.

International  
Income Share

**+23%**

from 12% in p.c.p.

Average Revenue  
per Client (ARPC)

**↑ to**

**201k**

From \$173k in p.c.p.

Trading EBITDA

**↑ to**

**\$3.2m**

From \$3.0m in p.c.p.

Cash at Bank

**↑ to**

**\$3.6m**

From \$1.4m in p.c.p.



# Assessment platform income increased by 90% to \$4.5 m

## FY18 Assessment Result

12 months ended 30 June	FY17 \$000s	FY18 \$000s	% change
License and hosting	1,487	3,318	123%
Platform maintenance fees	855	1,185	39%
<b>Total platform revenue</b>	<b>2,343</b>	<b>4,503</b>	<b>92%</b>
Project services	5,399	5,200	(4)%
<b>Total operating revenue</b>	<b>7,772</b>	<b>9,703</b>	<b>25%</b>
<b>Platform % of Revenue</b>	<b>31%</b>	<b>46%</b>	

**92%**

Growth in Assessment Platform revenue



**46%**

Platform revenue as a % of total Assessment revenue

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# Learning platform income grew 17% in FY18 to \$6.1m

## FY18 Learning Result

12 months ended 30 June	FY17 \$000s	FY18 \$000s	% change
License and hosting	3,925	4,163	6%
Content license fees	1,041	1,577	51%
Platform maintenance fees	261	373	43%
<b>Total platform revenue</b>	<b>5,227</b>	<b>6,113</b>	<b>17%</b>
Project services	1,344	1,489	11%
<b>Total operating revenue</b>	<b>6,571</b>	<b>7,602</b>	<b>16%</b>
<b>Platform % of revenue</b>	<b>80%</b>	<b>80%</b>	

17%

Growth in Learning Platform & revenue

80%

Platform revenue as a % of total Learning revenue



# Total platform income grew 40% in FY18 to \$10.6m

## FY18 Group Result

12 months ended 30 June	FY17 \$000s	FY18 \$000s	% change
Total platform revenue	7,563	10,616	40%
Project services revenue	6,780	6,689	(1%)
<b>Total operating revenue</b>	<b>14,343</b>	<b>17,305</b>	<b>21%</b>
Cost of sales	(8,005)	(10,626)	33%
<b>Gross profit</b>	<b>6,338</b>	<b>6,679</b>	<b>5%</b>
Gross profit %	44%	39%	
Opex & R&D Credit	(3,331)	(3,502)	(5%)
<b>Trading EBITDA <sup>1</sup></b>	<b>3,007</b>	<b>3,177</b>	<b>6%</b>
Trading EBITDA %	21%	18%	

# 40%

Increase in Group Platform revenue

# 3.2m

FY18 Trading EBITDA



(1) Before transaction costs, foreign exchange movements. Inclusive of R&D tax credit income. Prior period amounts are classified to conform to current period presentation.



# Janison FY18 Investor Presentation

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# We have four key priorities to rapidly grow the business

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1

**Nurture**  
existing  
clients

2

**Focus**  
on highest  
growth  
segments

3

**Build**  
innovative  
world class  
products

4

**Intensify**  
our sales and  
marketing  
spend

# Janison successfully raised capital to accelerate growth



Under the Placement on 27<sup>th</sup> September \$5 million was raised (before costs) via the issue of 12.5 million fully paid ordinary shares at \$0.40 per share.

Demand for the Placement was in excess of the funds sought with strong demand from existing and new institutional and sophisticated investors.

The funds raised will be used to

- Accelerate the development of new products, including the Janison Insights for Higher Education institutions;
- Support the implementation phase of a number of new customer contracts that will deliver significant platform revenue in the future;
- Enhance the executive leadership team; and
- Expand the sales and marketing team.

# 1

## Nurture existing clients

janison  
assessment

janison  
learning



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# 2

## Focus on highest growth segments

**janison**  
**assessment**

**janison**  
**learning**

Schools

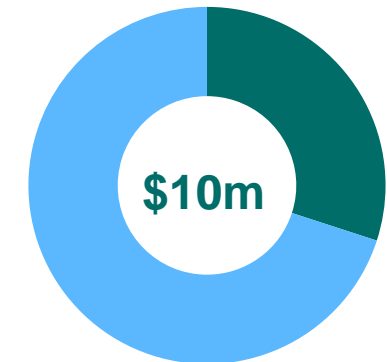
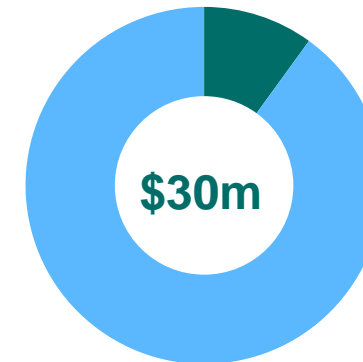
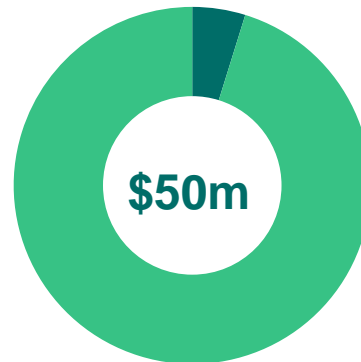
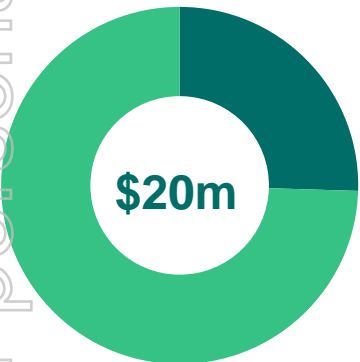
Language

Higher Education

Certifications

Performance

Risk



Lifecycle of a typical student from school to the workplace

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# Janison grew according to our plans in Q1 FY19



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Total Revenue  
Q1 FY19

\$5.1m

Cash at Bank  
30<sup>th</sup> September 2018

\$2.5m

Cash receipts from customers  
Q1 FY19

\$4.5m

Receivables  
30<sup>th</sup> September 2018

\$5.4m

Cash flow from Operations  
Q1 FY19

(\$466k)



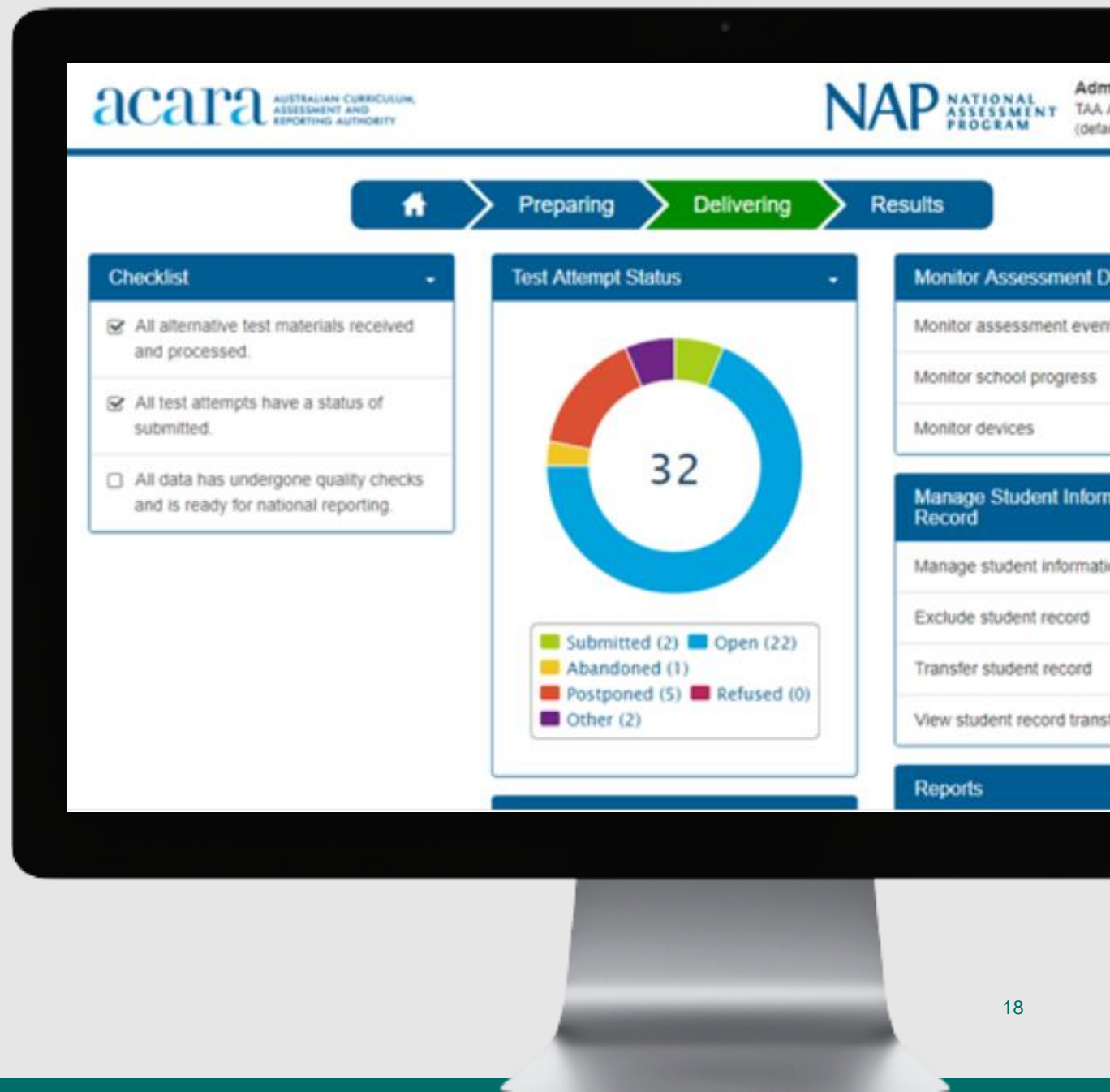
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We expect to continue to grow rapidly by specifically investing in our platform and business development

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Platform &  
Content Growth  
**+30%**

International  
Income Share  
**+30%**

Capitalised Platform Investment  
**↑ to**  
**\$2.4m**  
From \$1.6m in p.c.p.

Average Revenue  
per Client (ARPC)  
**↑ to**  
**250k**

Business Development  
**↑ to**  
**\$2m**  
From \$0.5m in p.c.p.



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