Kip McGrath Education Centres Limited Appendix 4D Half-year report



1. Company details

Name of entity: Kip McGrath Education Centres Limited

ABN: 73 003 415 889

Reporting period: For the half-year ended 31 December 2024 Previous period: For the half-year ended 31 December 2023

2. Results for announcement to the market

| | | | | \$'000 |
|---|----|--------|----|--------|
| Revenues from ordinary activities | up | 2.4% | to | 15,251 |
| Earnings Before Interest, Tax, Depreciation and Amortisation ('EBITDA') | up | 45.6% | to | 3,393 |
| Profit from ordinary activities after tax attributable to the owners of Kip McGrath Education Centres Limited | up | 955.6% | to | 616 |
| Profit for the half-year attributable to the owners of Kip McGrath Education Centres Limited | up | 955.6% | to | 616 |
| , | | | | 0.0 |

Dividends

There were no dividends paid, recommended or declared for the financial year ended 30 June 2024.

On 25 February 2025, the directors declared a fully franked interim dividend of 0.5 cents per ordinary share for the year ending 30 June 2025 and will be paid on 27 March 2025 to those shareholders on the register at 7pm on 13 March 2025. The total dividend is estimated to be \$284,000.

Comments

The profit for the consolidated entity after providing for income tax amounted to \$616,000 (31 December 2023: loss of \$72,000).

Refer to Managing Director and Chief Executive Officer's report for further commentary on the results.

The earnings before interest, tax, depreciation and amortisation ('EBITDA') amounted to \$3,393,000 (31 December 2023: \$2,330,000). EBITDA is a financial measure which is not prescribed by the Australian Accounting Standards ('AASBs') and represents the profit under AASBs adjusted for specific items. The directors consider EBITDA to be one of the core earnings measures of the consolidated entity.

he following table summarises key reconciling items between statutory profit after tax attributable to the shareholders of Kip McGrath Education Centres and EBITDA.

| | Consolidated | |
|---|----------------------|----------------------|
| | 31/12/2024 \$'000 | 31/12/2023 \$'000 |
| Revenue from ordinary activities | 15,251 | 14,887 |
| EBITDA | 3,393 | 2,330 |
| Less: Depreciation and amortisation | (2,332) | (2,359) |
| Less: Interest expense | (145) | (124) |
| Add: Interest income | 39 | 47 |
| | | |
| (Loss)/profit before income tax expense | 955 | (106) |
| Income tax expense | (339) | 34 |
| (Loss)/profit after income tax expense | 616 | (72) |

Kip McGrath Education Centres Limited Appendix 4D Half-year report



3. Net tangible assets

Reporting period Cents

Previous period Cents

Net tangible assets per ordinary security

3.37

(1.86)

Right-of-use assets have not been treated as intangible assets for the purposes of the net tangible asset calculation.

4. Control gained over entities

Not applicable.

5 Loss of control over entities

Not applicable.

6. Dividend reinvestment plans

The following dividend or distribution plans are in operation:

The Board approved a Dividend Reinvestment Plan ('DRP') for eligible shareholders commencing with the dividend declared on 22 August 2023 and, unless the Board determines otherwise, will continue for any subsequent dividends. Under the DRP shareholders may elect to have dividends on some or all of their ordinary shares automatically reinvested in additional Kip McGrath shares.

The DRP booklet is available on https://www.kipmcgrath.com/global/shareholder-information

7. Details of associates and joint venture entities

ot applicable.

8. Foreign entities

Details of origin of accounting standards used in compiling the report:

Not applicable.

9. Audit qualification or review

Details of audit/review dispute or qualification (if any):

The financial statements were subject to a review by the auditors and the review report is attached as part of the Interim Report.

10. Attachments

Details of attachments (if any):

The Interim Report of Kip McGrath Education Centres Limited for the half-year ended 31 December 2024 is attached.

For personal use only

Kip McGrath Education Centres Limited Appendix 4D Half-year report



11. Signed

As authorised by the Board of Directors

Signed _

Damian Banks Chairman Sydney Date: 25 February 2025



Kip McGrath Education Centres Limited

ABN 73 003 415 889



Dear Shareholders,

Despite significant cost of living pressures globally and a challenging environment in the US, I am pleased to report that revenue for the first half increased by 2.4% to \$15.3M and NPAT was up 956% to \$0.6M.

The US market was significantly affected by the election and subsequent Trump administration policies on government spending, which has resulted in revenue for Tutorfly dropping 78%. However, in our primary operations, franchise fees rose by 15.6%, while corporate revenue increased by 5%. Earnings improved due to cost-saving initiatives implemented in the prior year. EBITDA grew 46% to \$3.4M driven by reductions in headcount and marketing expenses.

Tutorfly

put to market has nearly ceased. While the volume of new RFPs remains strong, operational start dates continue to be delayed. We anticipate that schools will resume normal operations once uncertainty decreases, given that most funding is state-driven. We continue to maintain minimal staffing to ensure responsiveness should conditions improve. Meanwhile, the new Corporate Centre in Frisco is gradually gaining momentum, with plans to establish two additional centers in adjacent territories to create a regional hub being implemented as Frisco proves through break-even.

Operations & Core business drivers

Global network revenue for the half-year reached \$52.9M, reflecting a 4.8% increase compared to the same period last year. Lesson delivery declined by 0.4% (excluding the US), as cost-of-living pressures have impacted assessment volumes, though retention remains strong. Revenue growth was also supported by the successful implementation of price adjustments during the period.

| | though retention remains strong. Revenue growth was also adjustments during the period. | supporte | d by the | successf | ul impler | nentatior | of price | |
|-----|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| OLU | Core Business Driver | FY22 HY1 | FY22 HY2 | FY23 HY1 | FY23 HY2 | FY24 HY1 | FY24 HY2 | FY25 HY1 |
| 7 | Lesson numbers ('000) | 881 | 991 | 903 | 1,004 | 919 | 1,012 | 915 |
| _ | Centre numbers | 526 | 531 | 522 | 505 | 495 | 489 | 469 |
| _ | Average weekly lessons per centre | 64.4 | 71.8 | 66.5 | 76.5 | 71.4 | 79.6 | 75.1 |
| | Average lesson charge (\$) | \$ 50.7 | \$ 48.4 | \$ 49.5 | \$ 53.2 | \$ 54.9 | \$ 57.0 | \$ 57.8 |
| Ιĭ | Franchise fee % | 14.3% | 15.6% | 16.4% | 16.2% | 16.2% | 17.0% | 17.9% |
| _ | EBT Contribution margin centre (\$'000) | \$ 14.3 | \$ 13.6 | \$ 10.7 | \$ 12.4 | \$ 9.5 | \$ 11.4 | \$ 14.7 |

Centre numbers have declined with global closures driven primarily by the removal of underperforming locations and the exit of silver partners unwilling to transition to gold status. This has contributed to an increase in the franchise fee percentage to 17.9% from 16.2% at December 2023. Average weekly lessons per centre remains flat, while average lesson charges have continued to improve with an 5.2% year-on-year increase to A\$57.80.

Corporate centres continue to perform well, achieving strong year-on-year increase in contribution, while franchise centres also recorded a rise. We remain confident that targeted expansion in key areas presents a strong growth opportunity for the business.

Capitalisation and Cash Balances

We invested \$0.9M for the half in the ongoing development of our specialised software and curriculum. Underlying net cash flow from operations was \$3.2M, allowing us to repay \$1.4M in debt during the period. The company renewed its debt facilities with HSBC in December 2024 and at this time the full facility of \$1.85M remains undrawn. Unrestricted cash balances at 31 December 2024 were \$3.5M.

1



Outlook

The global tuition market is experiencing some cost-of-living pressures; however, most parents continue to prioritize tutoring within their household budgets. Our blended delivery model offers the flexibility and convenience that aligns with the needs of modern families.

We anticipate continuing strong performance in our core markets for the full FY25 year, though challenges persist in the US, resulting in an uncertain outcome across that market.

The Board has approved an interim dividend of 0.5 cents per share, fully franked, to be paid on 27 March 2025.

We extend our gratitude to our customers, franchisees, employees, and shareholders for their invaluable contributions to the education and success of our students.

Storm McGrath

Managing Director & Chief Executive Officer

25 February 2025 Sydney

Kip McGrath Education Centres Limited Directors' report 31 December 2024



The directors present their report, together with the financial statements, on the consolidated entity (referred to hereafter as the 'consolidated entity') consisting of Kip McGrath Education Centres Limited (referred to hereafter as the 'company' or 'parent entity') and the entities it controlled at the end of, or during, the half-year ended 31 December 2024.

Directors

The following persons were directors of Kip McGrath Education Centres Limited during the whole of the financial half-year and up to the date of this report, unless otherwise stated:

Damian Banks (Chairman) Storm McGrath Ian Campbell

Lynne Lewis (appointed as Non-executive Director on 26 November 2024)

Diane Pass (retired as Non-executive Director on 26 November 2024)

Principal activities

The principal activities of the consolidated entity during the course of the financial half-year continued to be the sale of franchises and providing services to franchisees in the education field. The company is also increasing the number of tutoring centres that are corporately owned. The consolidated entity operates in Australia and overseas, principally in the United Kingdom, New Zealand and the United States of America.

Dividends

There were no dividends paid, recommended or declared for the financial year ended 30 June 2024.

On 25 February 2025, the directors declared a fully franked interim dividend of 0.5 cents per ordinary share for the year ending 30 June 2025 and will be paid on 27 March 2025 to those shareholders on the register at 7pm on 13 March 2025. The total dividend is estimated to be \$284,000.

Review of operations

The profit for the consolidated entity after providing for income tax amounted to \$616,000 (31 December 2023: loss of \$72,000).

Refer to Managing Director/Chief Executive Officer's report for further commentary on the results.

The earnings before interest, tax, depreciation and amortisation ('EBITDA') amounted to \$3,393,000 (31 December 2023: \$2,330,000). EBITDA is a financial measure which is not prescribed by the Australian Accounting Standards ('AASBs') and represents the profit under AASBs adjusted for specific items. The directors consider EBITDA to be one of the core earnings measures of the consolidated entity.

The following table summarises key reconciling items between statutory profit after tax attributable to the shareholders of Kip McGrath Education Centres and EBITDA.

| | Conso | lidated |
|---|----------------------|----------------------|
| | 31/12/2024 \$'000 | 31/12/2023 \$'000 |
| Revenue from ordinary activities | 15,251 | 14,887 |
| EBITDA | 3,393 | 2,330 |
| Less: Depreciation and amortisation | (2,332) | (2,359) |
| Less: Interest expense | (145) | (124) |
| Add: Interest income | 39 | 47 |
| | | |
| (Loss)/profit before income tax expense | 955 | (106) |
| Income tax expense | (339) | 34 |
| | | |
| (Loss)/profit after income tax expense | 616 | (72) |
| | | |

Significant changes in the state of affairs

There were no significant changes in the state of affairs of the consolidated entity during the financial half-year.

Kip McGrath Education Centres Limited Directors' report 31 December 2024



Business risks

The material business risks that could adversely affect the consolidated entity's financial performance and growth potential in future years and how the consolidated entity propose to mitigate such risks were detailed in the Annual Report at 30 June 2024. Those risks have been assessed up to the reporting date with no significant changes occurred since then.

Rounding of amounts

The company is of a kind referred to in Corporations Instrument 2016/191, issued by the Australian Securities and Investments Commission, relating to 'rounding-off'. Amounts in this report have been rounded off in accordance with that Corporations Instrument to the nearest thousand dollars, or in certain cases, the nearest dollar.

Auditor's independence declaration

A copy of the auditor's independence declaration as required under section 307C of the Corporations Act 2001 is set out immediately after this directors' report.

This report is made in accordance with a resolution of directors, pursuant to section 306(3)(a) of the Corporations Act 2001.

On behalf of the directors



PKF(NS) Audit & Assurance Limited Partnership ABN 91 850 861 839

755 Hunter Street, Newcastle West NSW 2302 Level 8, 1 O'Connell Street, Sydney NSW 2000

Newcastle T: +61 2 4962 2688 F: +61 2 4962 3245 Sydney T: +61 2 8346 6000 F: +61 2 8346 6099 info@pkf.com.au www.pkf.com.au

Auditors' Independence Declaration under Section 307C of the Corporations Act 2001 to the Directors of Kip McGrath Education Centres Limited

I declare that, to the best of my knowledge and belief, during the half year ended 31 December 2024, there have been:

- (i) no contraventions of the auditor independence requirements as set out in the *Corporations Act* 2001 in relation to the review; and
- (ii) no contraventions of any applicable code of professional conduct in relation to the review.

PKF

MARTIN MATTHEWS
PARTNER

25 FEBRUARY 2025 NEWCASTLE, NSW

Kip McGrath Education Centres Limited Contents 31 December 2024 Statement of profit or loss and other comprehensive income Statement of financial position 8 Statement of changes in equity 9 Statement of cash flows 10 Notes to the financial statements 11 Directors' declaration 18 Independent auditor's review report to the members of Kip McGrath Education Centres Limited 19

Kip McGrath Education Centres Limited Statement of profit or loss and other comprehensive income For the half-year ended 31 December 2024



| | Note | Consol 31/12/2024 \$'000 | idated 31/12/2023 \$'000 |
|---|------|--------------------------------|--------------------------------|
| Revenue | 4 | 15,212 | 14,840 |
| Interest revenue calculated using the effective interest method | | 39 | 47 |
| Revenue from ordinary activities | | 15,251 | 14,887 |
| Expenses | | | |
| Royalties, commissions and other direct expenses Employee expenses | | (122) (7,829) | (136) (8,229) |
| Marketing expenses | | (874) | (1,278) |
| Administration expenses | | (2,050) | (2,030) |
| Franchise support costs Depreciation and amortisation expense | | (879) (2,332) | (768) (2,359) |
| Impairment of receivables | | (32) | (2,339) |
| Loss on sale of assets | | (3) | - |
| Net foreign exchange gain/(loss) | | (30) | (53) |
| Finance costs | | (145) | (124) |
| Profit/(loss) before income tax (expense)/benefit | | 955 | (106) |
| Income tax (expense)/benefit | | (339) | 34_ |
| rofit/(loss) after income tax (expense)/benefit for the half-year attributable to the owners of Kip McGrath Education Centres Limited | | 616 | (72) |
| ther comprehensive income | | | |
| Items that may be reclassified subsequently to profit or loss | | | |
| Foreign currency translation | | 211 | 23_ |
| Other comprehensive income for the half-year, net of tax | | 211 | 23 |
| Total comprehensive income for the half-year attributable to the owners of Kip McGrath Education Centres Limited | | 827 | (49) |
| | | | |
| O | | Cents | Cents |
| Basic earnings per share | 13 | 1.084 | (0.127) |
| Diluted earnings per share | 13 | 1.076 | (0.127) |

Kip McGrath Education Centres Limited Statement of financial position As at 31 December 2024



| Trade and other receivables 6 923 1,17 Prepayments 570 56 Total current assets 7,221 7,13 Non-current assets Trade and other receivables 6 820 83 Plant and equipment 404 39 Right-of-use assets 7 3,076 2,14 Intangibles 8 22,638 23,34 Deferred tax 1,264 1,02 Total non-current assets 35,423 34,87 Current liabilities Trade and other payables 9 3,899 3,93 Contract liabilities 207 23 Borrowings 10 - 1,38 Lease liabilities 1,184 94 Lipcome tax 477 18 Employee benefits 1,299 1,21 Total current liabilities 2,072 1,36 Non-current liabilities 2,072 1,36 Non-current liabilities 3,805 3,27 | | Note | Consol 31/12/2024 \$'000 | lidated 30/06/2024 \$'000 |
|--|--------------------------|------|--------------------------------|---------------------------------|
| Cash and cash equivalents 5 5,728 5,39 Trade and other receivables 6 923 1,17 Prepayments 570 56 Total current assets 7,221 7,13 Non-current assets Trade and other receivables 6 820 83 Plant and equipment 404 39 Right-of-use assets 7 3,076 2,14 Intangibles 8 22,638 23,34 Deferred tax 1,264 1,02 Total non-current assets 28,202 27,74 Total assets 35,423 34,87 Diabilities 35,423 34,87 Urrent liabilities 9 3,899 3,93 Contract liabilities 9 3,899 3,93 Contract liabilities 9 3,899 3,93 Income tax 477 18 Employee benefits 1,299 1,21 Otal current liabilities 7,066 7,90 Non-current liabilities 2,072 1,36 Deferred tax 1, | Assets | | | |
| Trade and other receivables 6 923 1,17 Prepayments 570 56 Total current assets 7,221 7,13 Non-current assets Trade and other receivables 6 820 83 Plant and equipment 404 39 Right-of-use assets 7 3,076 2,14 Intangibles 8 22,638 23,34 Deferred tax 1,264 1,02 Total non-current assets 28,202 27,74 Otal assets Surrent liabilities Trade and other payables 9 3,899 3,93 Contract liabilities 207 23 Borrowings 10 - 1,38 Ease liabilities 1,184 94 Income tax 477 18 Employee benefits 1,299 1,21 Total current liabilities 2,072 1,36 Non-current liabilities 2,072 1,36 Deferred tax <t< td=""><td></td><td></td><td></td><td></td></t<> | | | | |
| Prepayments 570 56 Total current assets 7,221 7,13 Non-current assets s 8 Trade and other receivables 6 820 83 Plant and equipment 404 39 Right-of-use assets 7 3,076 2,14 Intangibles 8 22,638 23,34 Déferred tax 1,264 1,02 Fotal non-current assets 28,202 27,74 Total assets 35,423 34,87 Diabilities 207 23 Contract liabilities 207 23 Forrowings 10 - 1,38 Lease liabilities 1,184 94 Lincome tax 477 18 Employee benefits 1,299 1,21 Total current liabilities 2,072 1,36 Non-current liabilities 2,072 1,36 Deferred tax 1,733 1,91 Total non-current liabilities 3,805 3,27 | | | | 5,397 |
| Total current assets 7,221 7,13 Non-current assets 7 30 83 Trade and other receivables 6 820 83 Plant and equipment 404 39 Right-of-use assets 7 3,076 2,14 Intangibles 8 22,638 23,34 Deferred tax 1,264 1,02 Total non-current assets 28,202 27,74 Total assets 35,423 34,87 Diabilities 35,423 34,87 Uurent liabilities 207 23 Frade and other payables 9 3,899 3,93 Contract liabilities 9 3,899 3,93 Contract liabilities 9 3,899 3,93 Gerowings 10 - 1,38 ease liabilities 1,184 94 Income tax 477 18 Employee benefits 7,066 7,90 Non-current liabilities 2,072 1,36 D | | 6 | | 1,175 |
| Non-current assets Trade and other receivables 6 820 83 Plant and equipment 404 39 Right-of-use assets 7 3,076 2,14 Intangibles 8 22,638 23,34 Deferred tax 1,264 1,02 Fotal non-current assets 28,202 27,74 Cotal assets 35,423 34,87 Diabilities 9 3,899 3,93 Contract liabilities 9 3,899 3,93 Contract liabilities 9 3,899 3,93 Percent liabilities 1,184 94 Income tax 477 18 Income tax 477 18 Income tax 1,299 1,21 Income tax 1,299 1,21 Income tax 7,066 7,90 Income tax 1,299 1,21 Income tax 1,299 1,21 Income tax 3,805 3,27 Income tax 3,805 3,27 Income tax 3,805 3,27 | | | | 561 |
| Trade and other receivables 6 820 83 Plant and equipment 404 39 Right-of-use assets 7 3,076 2,14 Intangibles 8 22,638 23,34 Deferred tax 1,264 1,02 Total non-current assets 28,202 27,74 Cotal assets Current liabilities Trade and other payables 9 3,899 3,93 Contract liabilities 207 23 Rorrowings 10 - 1,38 Lease liabilities 1,184 94 Income tax 477 18 Employee benefits 1,299 1,21 Total current liabilities 2,072 1,36 Non-current liabilities 2,072 1,36 Deferred tax 1,733 1,91 Total non-current liabilities 3,805 3,27 Total liabilities 10,871 11,17 | lotal current assets | | 7,221 | 7,133 |
| Plant and equipment 404 39 Right-of-use assets 7 3,076 2,14 Intangibles 8 22,638 23,34 Deferred tax 1,024 1,02 Fotal non-current assets 28,202 27,74 Total assets 35,423 34,87 Diabilities 35,423 34,87 Urrent liabilities 9 3,899 3,93 Contract liabilities 207 23 Borrowings 10 - 1,38 Lease liabilities 1,184 94 Income tax 477 18 Imployee benefits 1,299 1,21 Total current liabilities 2,072 1,36 Non-current liabilities 2,072 1,36 Dease liabilities 2,072 1,36 Dease liabilities 3,805 3,27 Total non-current liabilities 3,805 3,27 Total liabilities 10,871 11,17 | | | | |
| Right-of-use assets 7 3,076 2,14 Intangibles 8 22,638 23,34 Deferred tax 1,264 1,02 Fotal non-current assets 28,202 27,74 Outal assets Current liabilities Frade and other payables 9 3,899 3,93 Contract liabilities 207 23 Borrowings 10 - 1,38 Lease liabilities 1,184 94 Income tax 477 18 Implementary 1,299 1,21 Total current liabilities 2,072 1,36 Non-current liabilities 2,072 1,36 Deferred tax 1,733 1,91 Total non-current liabilities 3,805 3,27 Total liabilities 10,871 11,17 | | 6 | | 832 |
| Intangibles 8 22,638 23,34 1,264 1,02 1,03 1,02 1,03 | | 7 | | 392 |
| Deferred tax | | | | |
| Total non-current assets 28,202 27,74 | | 0 | | |
| Cotal assets 35,423 34,87 Current liabilities 9 3,899 3,93 Contract liabilities 207 23 Borrowings 10 - 1,38 Lease liabilities 1,184 94 Income tax 477 18 Employee benefits 1,299 1,21 Total current liabilities 2,072 1,36 Deferred tax 1,733 1,91 Total non-current liabilities 3,805 3,27 Total liabilities 10,871 11,17 | | | | |
| Current liabilities 9 3,899 3,93 Contract liabilities 207 23 Borrowings 10 - 1,38 Lease liabilities 1,184 94 Income tax 477 18 Employee benefits 1,299 1,21 Otal current liabilities 7,066 7,90 Non-current liabilities 2,072 1,36 Deferred tax 1,733 1,91 Total non-current liabilities 3,805 3,27 Total liabilities 10,871 11,17 | Total Holl dalloll doods | | 20,202 | |
| Current liabilities Frade and other payables 9 3,899 3,93 Contract liabilities 207 23 Borrowings 10 - 1,38 Lease liabilities 1,184 94 Income tax 477 18 Employee benefits 1,299 1,21 otal current liabilities 7,066 7,90 Non-current liabilities 2,072 1,36 Deferred tax 1,733 1,91 Total non-current liabilities 3,805 3,27 Total liabilities 10,871 11,17 | Otal assets | | 35,423 | 34,875 |
| Trade and other payables 9 3,899 3,93 Contract liabilities 207 23 Borrowings 10 - 1,38 Lease liabilities 1,184 94 Income tax 477 18 Employee benefits 1,299 1,21 otal current liabilities 7,066 7,90 Non-current liabilities 2,072 1,36 Deferred tax 1,733 1,91 Total non-current liabilities 3,805 3,27 Total liabilities 10,871 11,17 | Diabilities | | | |
| Trade and other payables 9 3,899 3,93 Contract liabilities 207 23 Borrowings 10 - 1,38 Lease liabilities 1,184 94 Income tax 477 18 Employee benefits 1,299 1,21 otal current liabilities 7,066 7,90 Non-current liabilities 2,072 1,36 Deferred tax 1,733 1,91 Total non-current liabilities 3,805 3,27 Total liabilities 10,871 11,17 | Current liabilities | | | |
| Contract liabilities 207 23 Borrowings 10 - 1,38 Lease liabilities 1,184 94 Income tax 477 18 Employee benefits 1,299 1,21 Total current liabilities 7,066 7,90 Non-current liabilities 2,072 1,36 Deferred tax 1,733 1,91 Total non-current liabilities 3,805 3,27 Total liabilities 10,871 11,17 | | 9 | 3.899 | 3,935 |
| Lease liabilities 1,184 94 Income tax 477 18 Employee benefits 1,299 1,21 Total current liabilities 7,066 7,90 Non-current liabilities 2,072 1,36 Deferred tax 1,733 1,91 Total non-current liabilities 3,805 3,27 Total liabilities 10,871 11,17 | | _ | | 237 |
| Income tax 477 18 Employee benefits 1,299 1,21 Total current liabilities 7,066 7,90 Non-current liabilities 2,072 1,36 Deferred tax 1,733 1,91 Total non-current liabilities 3,805 3,27 Total liabilities 10,871 11,17 | Borrowings | 10 | - | 1,381 |
| Total current liabilities Non-current liabilities Dease liabilities 2,072 1,36 Deferred tax 1,733 1,91 Total non-current liabilities Total liabilities 10,871 11,17 | | | | 949 |
| Total current liabilities Non-current liabilities Dease liabilities 2,072 1,36 2,072 1,36 2,072 1,36 3,805 3,27 Total non-current liabilities 3,805 3,27 Total liabilities | | | | 181 |
| Non-current liabilities Peferred tax Total non-current liabilities Total liabilities 10,871 11,17 | | | | 1,218 |
| Comparison | otal current liabilities | | 7,066 | 7,901 |
| Comparison | Non-current liabilities | | | |
| Total non-current liabilities 3,805 3,27 Total liabilities 10,871 11,17 | Dease liabilities | | 2,072 | 1,360 |
| otal liabilities 10,871 11,17 | | | | 1,915 |
| Total liabilities 10,871 11,17 | | | 3,805 | 3,275 |
| Net assets 24,552 23,69 | Total liabilities | | 10,871 | 11,176 |
| | Net assets | | 24,552 | 23,699 |
| Equity | Equity | | | |
| | | | 17.898 | 17,898 |
| | | | | 931 |
| | | | | 4,870 |
| Total equity 24,552 23,69 | Total equity | | 24,552 | 23,699 |

Kip McGrath Education Centres Limited Statement of changes in equity For the half-year ended 31 December 2024



| Consolidated | Issued capital \$'000 | Reserves \$'000 | Retained profits \$'000 | Total equity \$'000 |
|--|-----------------------------|--------------------|-------------------------|------------------------|
| Balance at 1 July 2023 | 17,784 | 896 | 4,402 | 23,082 |
| Loss after income tax benefit for the half-year Other comprehensive income for the half-year, net of tax | <u>-</u> | 23 | (72) | (72) 23 |
| Total comprehensive income for the half-year | - | 23 | (72) | (49) |
| Transactions with owners in their capacity as owners: Share-based payments (note 14) Dividend reinvestment plan Dividends paid (note 11) | 114 | 24 | - - (849) | 24 114 (849) |
| Balance at 31 December 2023 | 17,898 | 943 | 3,481 | 22,322 |
| Consolidated | Issued capital \$'000 | Reserves \$'000 | Retained profits \$'000 | Total equity \$'000 |
| Balance at 1 July 2024 | 17,898 | 931 | 4,870 | 23,699 |
| Profit after income tax expense for the half-year other comprehensive income for the half-year, net of tax | - | - 211 | 616 | 616 211 |
| otal comprehensive income for the half-year | - | 211 | 616 | 827 |
| Transactions with owners in their capacity as owners: Share-based payments (note 14) Cancellation of options expired | - | 26 (101) | - 101 | 26 - |
| Balance at 31 December 2024 | 17,898 | 1,067 | 5,587 | 24,552 |
| For pe | | | | |

Kip McGrath Education Centres Limited Statement of cash flows For the half-year ended 31 December 2024



| Payments to suppliers and employees (inclusive of GST) (12,827) (13 Interest received 3,691 1 | 605 <u>944)</u> 661 |
|---|---------------------------|
| Payments to suppliers and employees (inclusive of GST) 3,691 Interest received Interest and other finance costs paid Income taxes paid (12,827) (13 3,691 1 (145) (145) (403) | 944) |
| Interest received 39 Interest and other finance costs paid (145) Income taxes paid (403) | |
| Interest received Interest and other finance costs paid Income taxes paid (145) (403) | 661 |
| Interest and other finance costs paid (145) Income taxes paid (403) | |
| Income taxes paid(403) | 47 |
| · | 124) |
| Net cash from operating activities3,182 | 650) |
| | 934_ |
| Cash flows from investing activities | |
| Payments for property, plant and equipment (215) | 325) |
| Payments for intangibles 8 (675) (2 | 362) |
| | CO7\ |
| Net cash used in investing activities(890)(2 | <u>687)</u> |
| Cash flows from financing activities | |
| Proceeds from borrowings - | 221 |
| | 451) |
| | 736) |
| Repayment of borrowings (1,381) | |
| Net cash used in financing activities (1,961) | 966) |
| Net increase/(decrease) in cash and cash equivalents 331 (2 | 719) |
| | 149 |
| Cash and cash equivalents at the end of the financial half-year 55,7286 | 430 |



Note 1. General information

The financial statements cover Kip McGrath Education Centres Limited as a consolidated entity consisting of Kip McGrath Education Centres Limited and the entities it controlled at the end of, or during, the half-year. The financial statements are presented in Australian dollars, which is Kip McGrath Education Centres Limited's functional and presentation currency.

Kip McGrath Education Centres Limited is a listed public company limited by shares, incorporated and domiciled in Australia. Its registered office and principal place of business is:

7 Bond Street Newcastle NSW 2300

A description of the nature of the consolidated entity's operations and its principal activities are included in the directors' report, which is not part of the financial statements.

The financial statements were authorised for issue, in accordance with a resolution of directors, on 25 February 2025. The directors have the power to amend and reissue the financial statements.

Note 2. Material accounting policy information

These general purpose financial statements for the interim half-year reporting period ended 31 December 2024 have been prepared in accordance with Australian Accounting Standard AASB 134 'Interim Financial Reporting' and the Corporations Act 2001, as appropriate for for-profit oriented entities. Compliance with AASB 134 ensures compliance with International Financial Reporting Standard IAS 34 'Interim Financial Reporting'.

hese general purpose financial statements do not include all the notes of the type normally included in annual financial statements. Accordingly, these financial statements are to be read in conjunction with the annual report for the year ended 30 une 2024 and any public announcements made by the company during the interim reporting period in accordance with the continuous disclosure requirements of the Corporations Act 2001.

The accounting policies adopted are consistent with those of the previous financial year and corresponding interim reporting period, unless otherwise stated.

New or amended Accounting Standards and Interpretations adopted

The consolidated entity has adopted all of the new or amended Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') that are mandatory for the current reporting period. The adoption of these Accounting Standards and Interpretations did not have any significant impact on the financial performance or position of the consolidated entity during the financial half-year ended 31 December 2024 and are not expected to have a significant impact for the full financial year ending 30 June 2025.

Note 3. Operating segments

Identification of reportable operating segments

The consolidated entity has only one operating segment based on the internal reports that are reviewed and used by the Chief Executive Officer and the Board of Directors (collectively referred to as the Chief Operating Decision Makers ('CODM')) in assessing performance and in determining the allocation of resources. The operating segment information is as disclosed throughout these financial statements.

The information reported to the CODM is on at least a monthly basis.

Geographical information

The geographical information of non-current assets below is exclusive of financial instruments and deferred tax assets.



Note 3. Operating segments (continued)

Geographical information

Note 4. Revenue

| | Calca to ayton | mal augtamara | Geographica | |
|---------------------------------|----------------------|---------------------------------------|-----------------------------|----------------------|
| | 31/12/2024 \$'000 | nal customers 31/12/2023 \$'000 | ass 31/12/2024 \$'000 | 30/06/2024 \$'000 |
| Australasia | 8,016 | 7,594 | 24,106 | 24,363 |
| United States and North America | 286 | 1,289 | 776 | 338 |
| United Kingdom and Europe | 6,478 | 5,585 | 2,056 | 2,018 |
| Overseas other | 385 | 348 | - | |
| | | | | |
| | 15,165 | 14,816 | 26,938 | 26,719 |

The geographical non-current assets above are exclusive of deferred tax assets.

| | Conso | lidated |
|--|----------------------|----------------------|
| Ф | 31/12/2024 \$'000 | 31/12/2023 \$'000 |
| Revenue from contracts with customers | | |
| Franchise fees | 8,428 | 7,285 |
| Sale of master territories and franchisee centres | 200 | 193 |
| national advertising contributions ('NAC') | 999 | 771 |
| Direct sales | 113 | 396 |
| _Student lessons | 5,139 | 4,882 |
| School lessons | 286 | 1,289 |
| S | 15,165 | 14,816 |
| Other revenue | | |
| Other revenue | 47 | 24 |
| \bigcirc | | |
| Revenue | 15,212 | 14,840 |
| | | |
| Disaggregation of revenue | | |
| The disaggregation of revenue from contracts with customers is as follows: | | |

| | Conso | lidated |
|---|----------------------|----------------------|
| | 31/12/2024 \$'000 | 31/12/2023 \$'000 |
| Timing of revenue recognition | | |
| Services and goods transferred at a point in time | 15,114 | 14,726 |
| Services transferred over time | 51 | 90 |
| | 15 165 | 1/1 916 |

The disaggregation of revenue by major product lines is disclosed at the top of this revenue note and the geographical regions is presented in note 3 'Operating segments'.



Note 5. Cash and cash equivalents

| | Conso | lidated |
|---|----------------------|----------------------|
| | 31/12/2024 \$'000 | 30/06/2024 \$'000 |
| Current assets Cash at bank Restricted cash | 3,519 2,209 | 3,239 2,158 |
| | 5,728 | 5,397 |

Restricted cash represents amounts held on behalf of franchisees and is not available for use by the consolidated entity. The corresponding liability is recognised in other payables and accruals (note 9).

Note 6. Trade and other receivables

| <u>></u> | Consolidated | |
|--|----------------------|----------------------|
| | 31/12/2024 \$'000 | 30/06/2024 \$'000 |
| O | | Ψ 000 |
| Current assets | | |
| Trade receivables | 1,200 | 1,302 |
| Dess: Allowance for expected credit losses | (377) | (341) |
| \supset | 823 | 961 |
| Other receivables | 100 | 214 |
| $\boldsymbol{\omega}$ | 923 | 1,175 |
| | | 1,170 |
| Non-current assets | | |
| noan to director | 613 | 615 |
| Loan to employees | 207 | 217 |
| \odot | 820 | 832 |
| <u>Q</u> | 020 | |

The loan to director has a market interest rate with ten year repayment terms from the date of commencement (27 February 2024) with security over the underlying shares held by the director. The loans to employees have a market interest rate with repayment terms of five and ten years from the date of commencement (16 December 2021 and 27 February 2024 respectively) with security over the underlying shares held by the relevant employees.

Note 7. Right-of-use assets

| | Conso | Consolidated | | |
|---|----------------------|----------------------|--|--|
| | 31/12/2024 \$'000 | 30/06/2024 \$'000 | | |
| Non-current assets Land and buildings - right-of-use Less: Accumulated depreciation | 6,868 (3,792) | 5,289 (3,140) | | |
| | 3,076 | 2,149 | | |

The consolidated entity leases buildings for its offices and retail outlets under agreements of between 3 and 5 years, with options to extend in some cases. The leases have various escalation clauses. On renewal, the terms of the leases are renegotiated.



Land and

Note 7. Right-of-use assets (continued)

Reconciliations

Reconciliations of the written down values at the beginning and end of the current financial half-year are set out below:

| Consolidated | buildings \$'000 |
|-----------------------------|---------------------|
| Balance at 1 July 2024 | 2,149 |
| Additions | 1,527 |
| Exchange differences | 33 |
| Depreciation expense | (633) |
| Balance at 31 December 2024 | 3,076 |

Note 8. Intangibles Consolidated 31/12/2024 30/06/2024 \$'000 \$'000 Non-current assets Goodwill - at cost 4,241 4,241 Intellectual property - at cost 4,012 4,012 Product and overseas development costs ess: Accumulated amortisation 23,032 22,313 (15,617)(14, 187)7,415 8,126 Franchise and development territories Less: Accumulated amortisation 7,281 7,198 (311)(265)6,970 6,933 Other intangible assets - at cost 3,231 3,231 Less: Accumulated amortisation (3,231)(3,197)34 22,638 23,346

Reconciliations

Reconciliations of the written down values at the beginning and end of the current financial half-year are set out below:

| Consolidated | Goodwill \$'000 | Intellectual property \$'000 | Product and overseas development costs \$'000 | Franchise and development territories \$'000 | Other intangibles \$'000 | Total \$'000 |
|-----------------------------|--------------------|------------------------------------|---|--|--------------------------------|-----------------|
| Balance at 1 July 2024 | 4,241 | 4,012 | 8,126 | 6,933 | 34 | 23,346 |
| Additions | - | - | 675 | - | - | 675 |
| Exchange differences | - | - | 22 | 83 | - | 105 |
| Amortisation expense | - | - | (1,408) | (46) | (34) | (1,488) |
| | | | | | | |
| Balance at 31 December 2024 | 4,241 | 4,012 | 7,415 | 6,970 | - | 22,638 |



Consolidated

Note 9. Trade and other payables

| | 31/12/2024 \$'000 | 30/06/2024 \$'000 |
|---------------------------------------|----------------------|----------------------|
| Current liabilities | | |
| Trade payables | 438 | 533 |
| Amounts held on behalf of franchisees | 2,209 | 2,157 |
| GST and other similar payable | 342 | 375 |
| Other payables and accruals | 910 | 870 |
| | | |
| | 3,899 | 3,935 |

Note 10. Borrowings

| Note 10. Borrowings | | |
|---------------------|----------------------|----------------------|
| | Conso | lidated |
| | 31/12/2024 \$'000 | 30/06/2024 \$'000 |
| Current liabilities | | |
| Bank loans | - | 1,381 |

The USD loan facility was fully repaid in December 2024. A new \$1.850m facility has been established with HSBC, which remains fully undrawn as of 31 December 2024.

As at the balance date the entity had available undrawn banking facilities of AUD 1,850,000 (31 December 2023: AUD 1,250,000).

Assets pledged as security

The bank loans are secured by a security interest over all property of the consolidated entity to HSBC Bank.

Note 11. Dividends

Dividends

There were no dividends paid, recommended or declared for the financial year ended 30 June 2024.

On 25 February 2025, the directors declared a fully franked interim dividend of 0.5 cents per ordinary share for the year ending June 2025 and will be paid on 27 March 2025 to those shareholders on the register at 7pm on 13 March 2025. The total dividend is estimated to be \$284,000.

Franking credits

| | Consolidated | |
|--|----------------------|----------------------|
| | 31/12/2024 \$'000 | 30/06/2024 \$'000 |
| Franking credits available at the reporting date based on a tax rate of 25% | 837 | 563 |
| Franking credits available for subsequent financial years based on a tax rate of 25% | 837 | 563 |

Note 12. Contingent liabilities

The consolidated entity has provided bank guarantees totalling \$399,000 (30 June 2024: \$402,000) on multiple leases for office premises.



Note 13. Earnings per share

| | Consolidated | |
|--|----------------------|----------------------|
| | 31/12/2024 \$'000 | 31/12/2023 \$'000 |
| Profit/(loss) after income tax attributable to the owners of Kip McGrath Education Centres Limited | 616 | (72) |
| | Number | Number |
| Weighted average number of ordinary shares used in calculating basic earnings per share Adjustments for calculation of diluted earnings per share: | | 56,762,493 |
| Performance rights | 420,000 | |
| Weighted average number of ordinary shares used in calculating diluted earnings per share | 57,262,517 | 56,762,493 |
| | Cents | Cents |
| Basic earnings per share Diluted earnings per share | 1.084 1.076 | (0.127) (0.127) |
| ote 14. Share-based payments | | |
| In accordance with the Kip McGrath Employee Share Option Plan approved by the Board in 2 | 2022 ("the Plan" | '), options over |

in accordance with the Kip McGrath Employee Share Option Plan approved by the Board in 2022 ("the Plan"), options over ordinary shares in the parent entity were granted to certain KMP to be issued at nil consideration to certain KMP, at the discretion of the Remuneration Committee. The options granted under the Plan carry no voting rights, and only vest if certain Tiperformance and/or service related conditions as determined by the Board are met. Shares issued under exercised options will rank equally with ordinary shares.

On exercise each option converts to one share, except in certain circumstances such as rights issues or bonus issues.

Set out below are summaries of options granted under the plan:

1/12/2024

| Grant date | Expiry date | Exercise price | Balance at the start of the half-year | Granted | Exercised | Expired/ forfeited/ other | Balance at the end of the half-year |
|------------|-------------|----------------|---|----------|-----------|---------------------------------|---|
| 13/12/2022 | 28/10/2026 | \$1.150 | 2,215,000 2,215,000 | - | - | (2,215,000) (2,215,000) | |
| 31/12/2023 | | Eventies | Balance at | | | Expired/ | Balance at |
| Grant date | Expiry date | Exercise price | the start of the half-year | Granted | Exercised | forfeited/ other | the end of the half-year |
| 13/12/2022 | 28/10/2026 | \$1.151 | <u>2,615,000</u> 2,615,000 | <u> </u> | <u> </u> | | <u>2,615,000</u> 2,615,000 |

The weighted average share price during the financial half-year was \$0.413 (31 December 2023: \$0.529).

The weighted average remaining contractual life of options outstanding at the end of the financial year was nil years (31 December 2023: 2.9 years).



Note 14. Share-based payments (continued)

Set out below are summaries of performance rights granted under the plan:

| | Number of rights 31/12/2024 | Weighted average exercise price 31/12/2024 | Number of rights 31/12/2023 | Weighted average exercise price 31/12/2023 |
|---|-----------------------------------|---|-----------------------------------|---|
| Outstanding at the beginning of the financial half-year Granted | 420,000 | \$0.000 \$0.000 | - | \$0.000 \$0.000 |
| Outstanding at the end of the financial half-year | 420,000 | \$0.000 | | \$0.000 |

The weighted average remaining contractual life of performance rights outstanding at the end of the financial half-year was 2.5 years (31 December 2023: nil years).

For the performance rights granted during the current financial half-year, a 'face value' valuation has been adopted using a **TWAP of \$0.4991.**

Note 15. Events after the reporting period

Apart from the dividend declared as disclosed in note 11, no other matter or circumstance has arisen since 31 December 2024 that has significantly affected, or may significantly affect the consolidated entity's state of affairs in future financial years. 12024 that has significantly affected, or may significantly affect the consolidated entity's operations, the results of those

Kip McGrath Education Centres Limited Directors' declaration 31 December 2024



In the directors' opinion:

- the attached financial statements and notes comply with the Corporations Act 2001, Australian Accounting Standard AASB 134 'Interim Financial Reporting', the Corporations Regulations 2001 and other mandatory professional reporting requirements;
- the attached financial statements and notes give a true and fair view of the consolidated entity's financial position as at 31 December 2024 and of its performance for the financial half-year ended on that date; and
- there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

Signed in accordance with a resolution of directors made pursuant to section 303(5)(a) of the Corporations Act 2001.

On behalf of the directors

Damian Banks Chairman



PKF(NS) Audit & Assurance Limited Partnership ABN 91850861839

755 Hunter Street, Newcastle West NSW 2302 Level 8, 1 O'Connell Street, Sydney NSW 2000

Newcastle T: +61 2 4962 2688 F: +61 2 4962 3245 Sydney T: +61 2 8346 6000 F: +61 2 8346 6099 info@pkf.com.au www.pkf.com.au

INDEPENDENT AUDITOR'S REVIEW REPORT

TO THE MEMBERS OF KIP MCGRATH EDUCATION CENTRES LIMITED

Report on the Half-Year Financial Report

Conclusion

We have reviewed the accompanying half-year financial report of Kip McGrath Education Centres Limited (the Company), which comprises the consolidated statement of financial position as at 31 December 2024, and the consolidated statement of profit or loss and other comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the half-year ended on that date, a statement of accounting policies, other selected explanatory notes, and the directors' declaration of the company and the consolidated entity comprising the Company and the entities it controlled at the year's end or from time to time during the financial year.

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of Kip McGrath Education Centres Limited is not in accordance with the Corporations Act 2001 including:

- (a) giving a true and fair view of the consolidated entity's financial position as at 31 December 2024, and of its financial performance for the half-year ended on that date; and
- (b) complying with the Australian Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001.

Independence

In conducting our review, we have complied with the independence requirements of the Corporations Act 2001. In accordance with the Corporations Act 2001, we have given the directors of the Company a written Auditor's Independence Declaration.

Directors' Responsibility for the Half-Year Financial Report

The directors of the Company are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with the Australian Accounting Standards and the Corporations Regulations 2001 and for such internal control as the directors determine is necessary to enable the preparation of the half-year financial report that is free from material misstatement, whether due to fraud or error.



Auditor's Responsibility for the Review of the Half-Year Financial Report

Our responsibility is to express a conclusion on the half-year financial report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagements ASRE 2410 Review of a Financial Report Performed by the Independent Auditor of the Entity, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the half-year financial report is not in accordance with the Corporations Act 2001 including: giving a true and fair view of the consolidated entity's financial position as at 31 December 2023 and its performance for the half year ended on that date, and complying with Australian Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001. As the auditor of Kip McGrath Education Centres Limited, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

PKF

MARTIN MATTHEWS
PARTNER

25 FEBRUARY 2025 NEWCASTLE, NSW