

ASX Market Release

26 February 2026

FY25 Results

EDU Holdings Limited (**EDU, the Company or the Group**), a leading tertiary education provider, is pleased to report its results for the year ended 31 December 2025 (**FY25**).

Important Notes: The Company's financial year-end is 31 December. 1H refers to the 6-month period from 1 January to 30 June and 2H to the 6-month period from 1 July to 31 December. All comparisons are to the previous corresponding period (**PCP**) unless otherwise noted. Forward-looking statements are based on assumptions and current circumstances and should not be relied upon. EBITDA is a non-IFRS measure that represents earnings before interest, tax, depreciation and amortisation. EBITDA is presented on a post-AASB 16 basis.

Highlights

- Revenue up 95% to \$82.4m, reflecting strong enrolment growth across the Group
- Ikon represented 80% of Group revenue and 90% of operating EBITDA, reflecting the Group's continued strategic shift towards higher education
- EBITDA up 232% to \$26.1m, with margin expanding 13 percentage points (ppts) to 32%
- NPAT up \$12.2m to \$14.8m, with margin expanding 12 ppts to 18%
- EPS of 10.0 cents per share (cps), up 525% from 1.6 cps
- Final dividend declared of 3.0 cps. Total dividends paid and declared of 4.0 cps for FY25 (fully-franked)
- Strong cash flow generation, with cash at bank of \$18.5m on 31 December 2025, after full repayment of the Company's \$1.5m loan, \$3.6m of share buybacks and payment of the \$1.5m interim dividend
- Launch of four new courses, representing 17% of Ikon's T3'25 enrolments and marking Ikon's expansion into the postgraduate market

Group

Strong enrolment growth in EDU's higher education business, Ikon Institute (**Ikon**), and to a lesser extent Australian Learning Group (**ALG**), drove revenue growth of 95% to \$82.4m.

Scale benefits and operating efficiencies contributed to a 13 ppts increase in EBITDA margin to 32%, supported by the Group's strategic shift to higher education. EBITDA increased 232% to \$26.1m. Group EBITDA includes corporate overhead costs not allocated to operating segments.

Net profit after tax grew from \$2.6m to \$14.8m, delivering an NPAT margin of 18%, up 12 ppts, with NPAT growth reported across both Ikon and ALG.

Cash generation remained strong during the year, with cash at bank of \$18.5m on 31 December 2025, up from \$6.5m in the PCP. This balance was after full repayment of the Company's \$1.5m loan, \$3.6m of share buybacks, and payment of the Company's inaugural interim dividend of \$0.01 per share (\$1.5m in total) during the period.

The Group maintained a disciplined capital allocation framework during FY25, prioritising investment in organic growth and course portfolio expansion while maintaining a strong net cash position and returning surplus capital to shareholders through dividends and share buybacks.

Subsequent to year-end, the Company completed the selective buyback of 18 million shares at \$0.55 per share for total consideration of \$9.9 million, funded from existing cash reserves, further optimising the Company's capital structure. As at 31 January 2026, on a pro-forma basis reflecting completion of the selective buyback, cash at bank was \$22.8m.

Approximately 24% of the Company's shares have been bought back and cancelled in the past 18 months, supporting earnings per share accretion and long-term shareholder value.

Reflecting the strong full year performance, the Company has declared a final fully-franked dividend of \$0.03 per share. The record date is 4 March 2026 and the payment date is 31 March 2026.

Higher Education – Ikon

Ikon recorded another year of substantial growth, with total student enrolments reaching a record 4,537 in Trimester 3, 2025 (**T3'25**), up from 2,492 in the PCP. Student enrolments grew across all three trimesters during the year. Revenue rose 135% to \$65.9m, while EBITDA improved by 194% to \$26.1m.

Operating leverage benefits contributed to EBITDA margin improvement of 8 ppts to 40%. Net profit was \$16.1m, with Ikon's net profit margin increasing by 6 ppts to 25%.

The Group's increasing focus on higher education has significantly reshaped its operating profile and growth trajectory. Ikon now contributes 80% of Group revenue and 90% of operating EBITDA. Higher education benefits from longer average study duration, higher tuition fees, a more rational competitive landscape and lower agent commissions relative to the VET sector.

Product development continues to be a core pillar of Ikon's growth strategy. During the year, Ikon introduced four new courses: *Master of Counselling and Psychotherapy*, *Master of Education (Early Childhood)*, *Master of Teaching (Early Childhood Education)* and *Bachelor of Community Services*. This marked Ikon's entry into the postgraduate market, extending articulation pathways and broadening its addressable market. Uptake of the new courses, which target both domestic and international students, has been encouraging, representing 17% of Ikon's total enrolments in T3'25.

Two additional courses, *Bachelor of Social Work* and *Master of Social Work (Qualifying)*, were launched in 1H26. Further course expansion is underway, with 9 new courses (6 postgraduate and 3 undergraduate) intended to be developed and brought to market over the next 3–4 years.

Vocational Education – ALG

ALG's total enrolments grew by 11% during the year. Delivering improved operating performance, ALG recorded full-year revenue of \$16.5m, up 16% on the PCP, EBITDA of \$2.9m (a \$1.5m improvement) and a net profit of \$0.4m, compared to the PCP net loss of \$0.7m.

However, with softness in the broader VET sector, including as a result of tighter visa settings and increased regulatory focus, new student enrolments (**NSEs**) declined. ALG ended the year with Term 4, 2025 enrolments of 1,425, down 11% on the PCP.

ALG accounted for 20% of Group revenue and 10% of operating EBITDA in FY25. Notwithstanding its reduced relative contribution, ALG remains strategically valuable to the Group's portfolio, contributing to student diversity and providing progression pathways into Ikon, including for students who do not meet direct entry requirements.

The Group continues to pursue targeted initiatives to stabilise new student enrolments and optimise ALG's operating model in response to evolving market conditions.

Key priorities

As previously announced, from 1 April 2026, education providers will not be permitted to pay commissions to education agents on students transferring from other providers prior to completing their principal course of study (**transferring students**).

Students remain permitted to transfer between providers, with providers able to undertake direct recruitment activities and agents able to support transferring students on a fee-for-service basis.

While currently material, the proportion of the Group's NSEs represented by transferring students has been declining as diversification initiatives progress. The Group's other recruitment channels include domestic students (Ikon only), offshore international students, and onshore international students progressing to further study (having completed their principal course of study).

The Company has been implementing mitigation strategies ahead of and in response to the change, including building direct recruitment capability for onshore international students, developing alternative agent engagement models and increasing focus on domestic and offshore recruitment channels, alongside ongoing investment in course portfolio expansion.

Active capital management remains a focus, with capital deployment balanced between funding growth initiatives, maintaining balance sheet strength, and returning surplus capital to shareholders via dividends and share buybacks. An on-market buyback of up to 14.4m shares was approved at the recent extraordinary general meeting.

Outlook

The Group has commenced FY26 with strong momentum, with continued enrolment growth in Ikon more than offsetting softer enrolments in ALG.

Total student enrolments in T1'26 reached a record 6,627, a 36% increase on the PCP. 80% of enrolments were in Ikon, up from 66% in the PCP, reinforcing the Group's higher education weighting. New student enrolments were 1,163, up 5% on the PCP, with 1,049 in Ikon and 114 in ALG.

Ikon's enrolments were supported by a strong uptake of its new postgraduate courses and a record intake of domestic students. New courses launched in 2025 accounted for 24% of Ikon's T1'26 total student enrolments.

The Company expects to record continued growth in revenue, EBITDA and NPAT during FY26. Further guidance will be provided later in the year.

While the impact of the legislative change remains uncertain, the Board remains confident in EDU's long-term positioning as a quality provider operating in high-growth sectors aligned with Australia's skills priorities.

CEO comments

Commenting on the results, Adam Davis, Chief Executive Officer, said:

"Our FY25 performance reflects the successful execution of our strategy, delivering strong enrolment growth, margin expansion and cash generation across the Group.

Ikon, in particular, delivered an outstanding result, with record enrolments and encouraging demand for newly launched postgraduate courses, reinforcing the Group's higher education growth strategy.

While the regulatory environment continues to evolve, we are proactively diversifying recruitment channels, expanding our course portfolio and strengthening domestic and offshore capability to support sustainable growth.

With strong momentum entering FY26, we remain focused on disciplined execution, capital management and delivering long-term value for shareholders."

This announcement was authorised for release by the EDU Board of Directors.

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