

STADIO

— HOLDINGS —

INTERIM RESULTS PRESENTATION
FOR THE SIX MONTHS ENDED 30 JUNE 2025

28 August 2025

WE'RE A NEW VISION IN HIGHER EDUCATION



PRESENTATION OVERVIEW



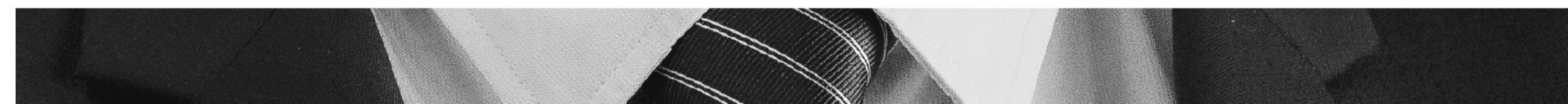
WE'RE IN
A STRONG
POSITION

2025 INTERIM
FINANCIAL RESULTS
UNPACKED

QUESTIONS
& ANSWERS

WE'RE IN A STRONG POSITION

CHRIS VORSTER
CHIEF EXECUTIVE OFFICER





REFLECTING ON A SOLID SIX MONTHS

- 2025 has started well for the Group
- Earlier investment into systems, processes, programmes, staff, etc is starting to show returns through enhanced operating efficiencies and improved margins
- We continue to make a big impact on the country with our student enrolments increasing to nearly 55 000 students in August 2025
- Our programme and qualification mix continues to grow ensuring programmes offered remain relevant and commercially viable
- At least 8 new programmes will be offered in 2026, in addition to existing programmes taken to new sites
- All campuses are now multi-School campuses
- Industry partnerships continue to play a big role

STRONG 2025 INTERIM FINANCIAL RESULTS

51 197

Semester 1
student
numbers up

9%

JUN 2024: 47 024

R957m

Revenue
up

16%

JUN 2024: R826m

30.6%

EBITDA
Margin
up

JUN 2024: 28.5%

R183m

Profit
after tax
up

27%

JUN 2024: R144m

20.8cps

Earnings per
share
up

28%

JUN 2024: 16.3 cps

20.7cps

Core headline
earnings
per share
up

28%

JUN 2024: 16.2 cps

R368m

Cash
generated from
operations
up

20%

JUN 2024: R307m

15.4%

Return on
Equity

JUN 2024: 12.6%

THE NEED FOR QUALITY HIGHER EDUCATION IN SOUTH AFRICA CONTINUES TO RISE

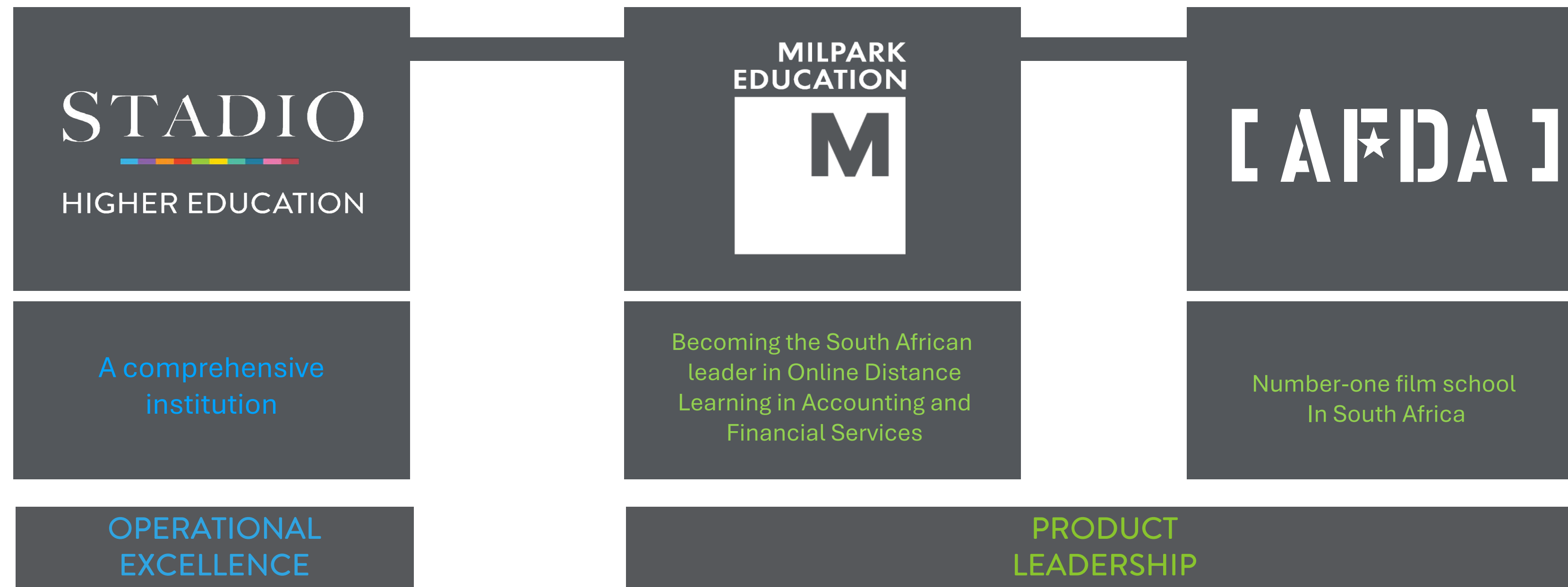
OUR PURPOSE IS TO
EMPOWER THE NATION
BY **WIDENING ACCESS** TO
QUALITY HIGHER
EDUCATION

OUR 3 PRIVATE HIGHER EDUCATION INSTITUTIONS
ARE PLAYING A BIG ROLE
IN SUPPORTING GOVERNMENT
TO GIVE MORE QUALIFYING INDIVIDUALS

1. The opportunity to access higher education
2. The support to obtain a quality higher education qualification
3. Hope for a better future

WITH NEARLY 55 000 STUDENTS, WE'RE ALREADY IN THE
TOP LARGEST HIGHER EDUCATION PROVIDERS
IN SOUTH AFRICA

WE HAVE STRENGTH THROUGH OUR 3 DISTINCT OFFERINGS



- STADIO Higher Education offers a wide range of programmes across both contact learning and distance learning. STADIO Higher Education was born out of the amalgamation of 4 former institutions. Management have invested much time and costs into aligning processes, systems and policies and have created the solid foundation from which this institution can grow
- AFDA and Milpark remain smaller niche offerings, with Milpark expanding its offerings into other disciplines. These institutions are focused on being leaders in their specific offerings
- All institutions are registered in their own right, with their own management, policies and registered programmes
- Dr Stan Du Plessis, the former COO at Stellenbosch University, started as the new CEO for STADIO Higher Education on 1 August 2025 – this allows dedicated focus for STADIO Higher Education going forward
- STADIO Holdings Management can focus on other growth opportunities and realising synergies across the Group
- This is an exciting time for the Group



TECHNOLOGY DRIVEN INSTITUTIONS

- Technology is critical for our success and enabling scalability whilst retaining quality
- Merwe Roux appointed as new Group CIO to drive efficiencies and synergies across the Group
- Technology will require continued investment to remain up to date and relevant
- AI incorporated into teaching and learning and daily operations
- Technology will not replace the human contact – we will continue to need good people, working with technology, to offer a superior product



DURBANVILLE CAMPUS

- Construction is progressing well
- On track to open for new students in January 2026 with at least 1 000 students
- Will construct Phase 2 earlier (estimated completion in August 2026)
- Total construction cost for Phase 1 & Phase 2 will be R325 million
- Student capacity will increase to in excess of 6 000 students
- Comprehensive campus housing 7 Faculties, offering multiple qualifications (including Engineering)
- Sports facilities will be available, offering a holistic student experience
- Bellville campus will move across to the Durbanville campus

AFDA HATFIELD TO OPEN IN 2026

WE CONTINUE TO EXECUTE OUR GROWTH STRATEGY - REACHING MORE STUDENTS AND CREATING VALUE FOR ALL OUR STAKEHOLDERS

EXPLORING OTHER
OPPORTUNITIES THROUGH
EXCITING INTERNATIONAL
AND LOCAL PARTNERSHIPS

ACCREDITING
NEW
IN-DEMAND
PROGRAMMES

TAKING
PROGRAMMES
TO NEW SITES
OF DELIVERY
& TO NEW
MODES

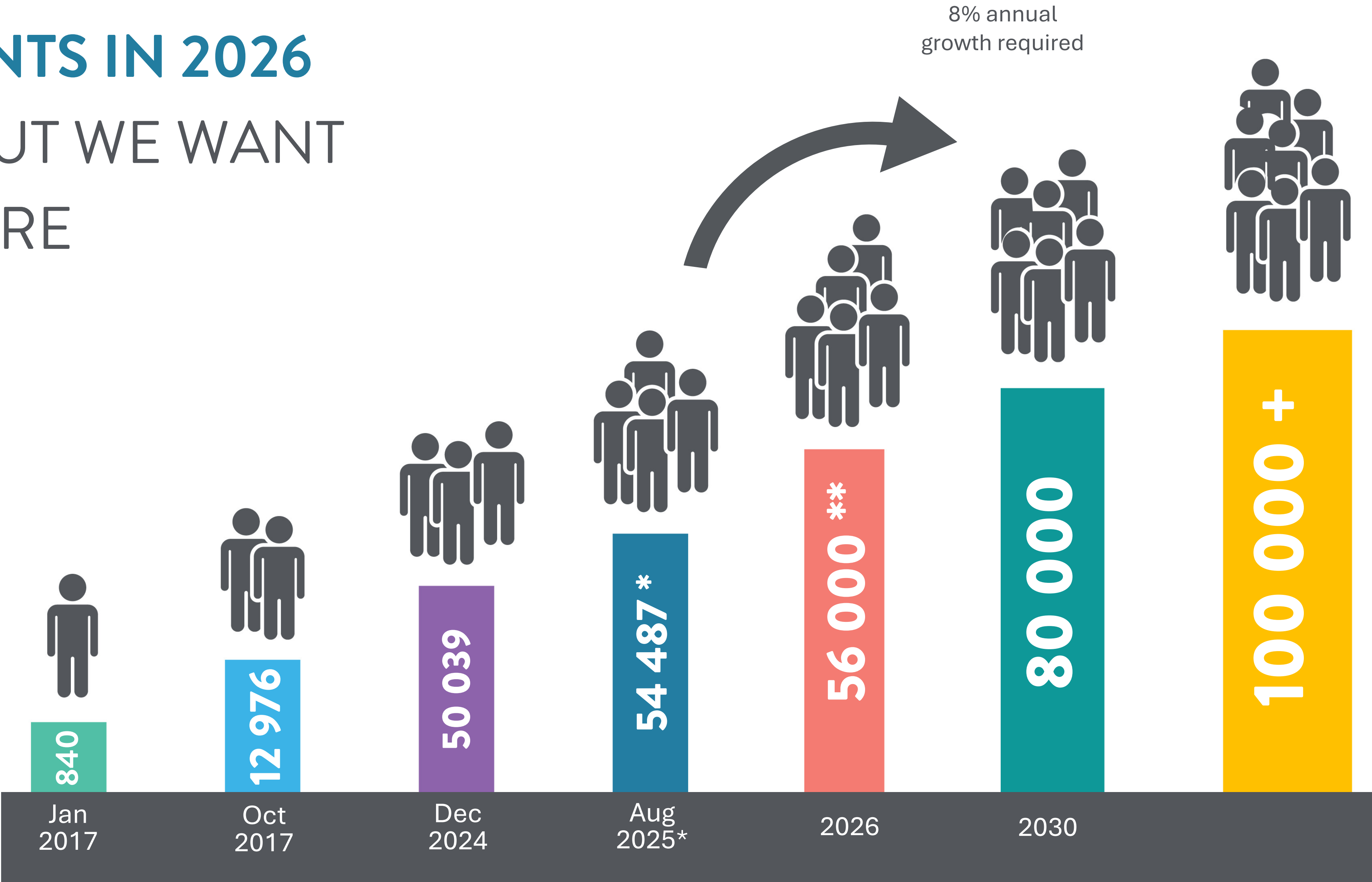
OPENING
NEW
FACULTIES
& SCHOOLS

OPENING NEW
COMPREHENSIVE
CAMPUS &
OPTIMISING
EXISTING
CAMPUSES

EXPLORING
NEW
OPPORTUNITIES
& MARKETS

56 000 STUDENTS IN 2026 IS IN REACH BUT WE WANT TO ENROL MORE

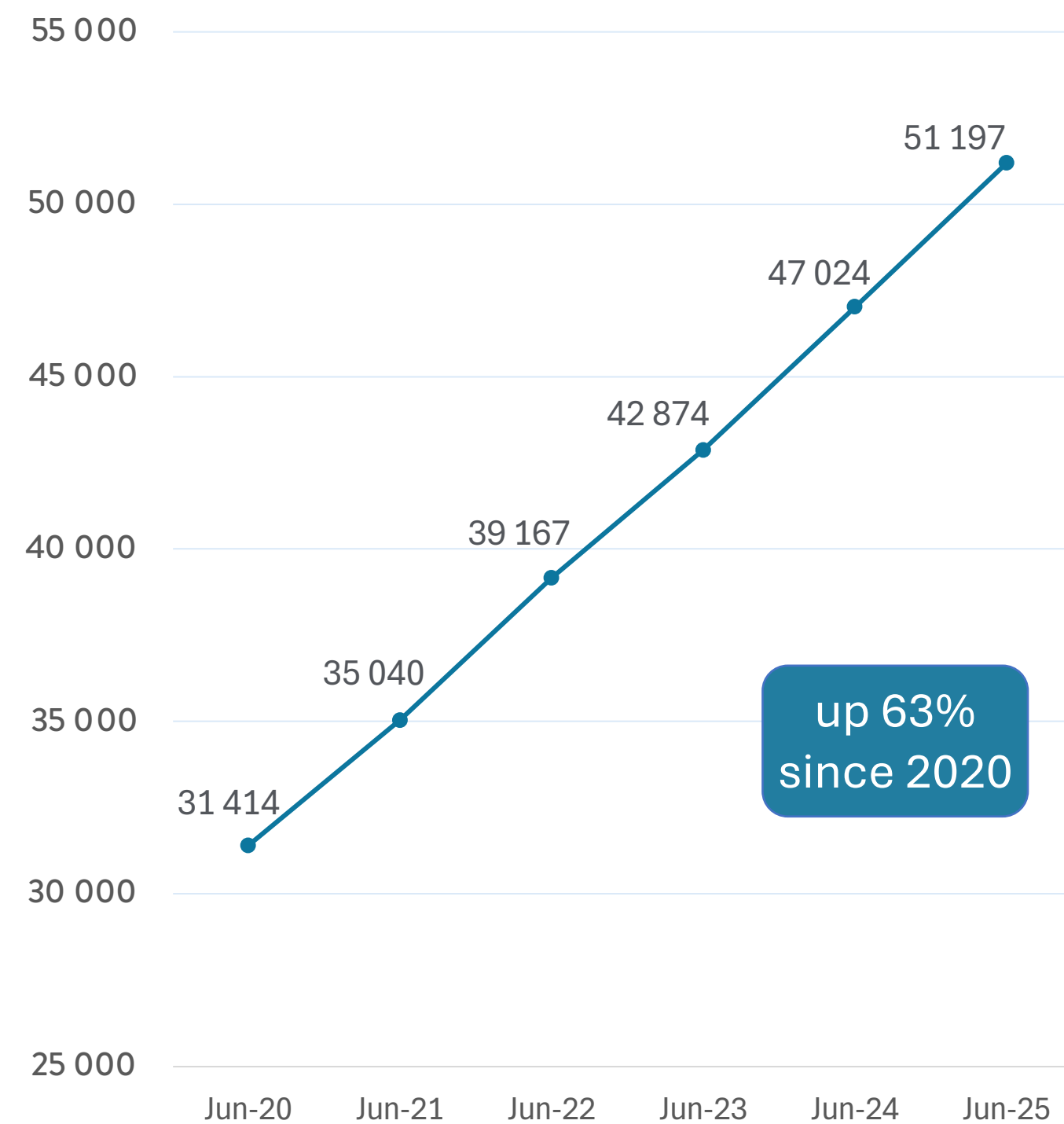
TARGET:
80% DISTANCE LEARNING
20% CONTACT LEARNING



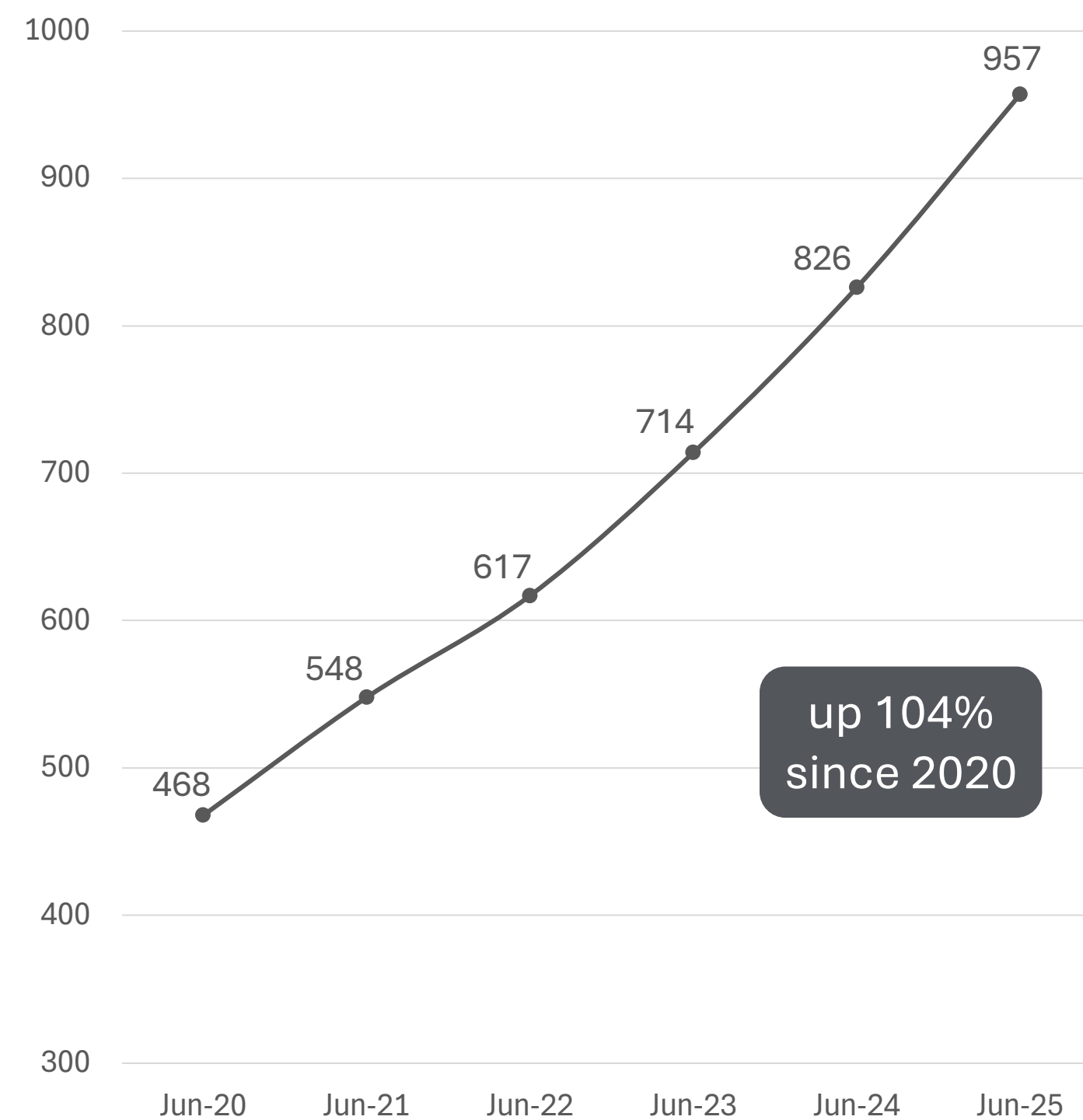
* Second semester registrations are ongoing
** In accordance with Prelisting Statement

CONSISTENTLY GOOD GROWTH

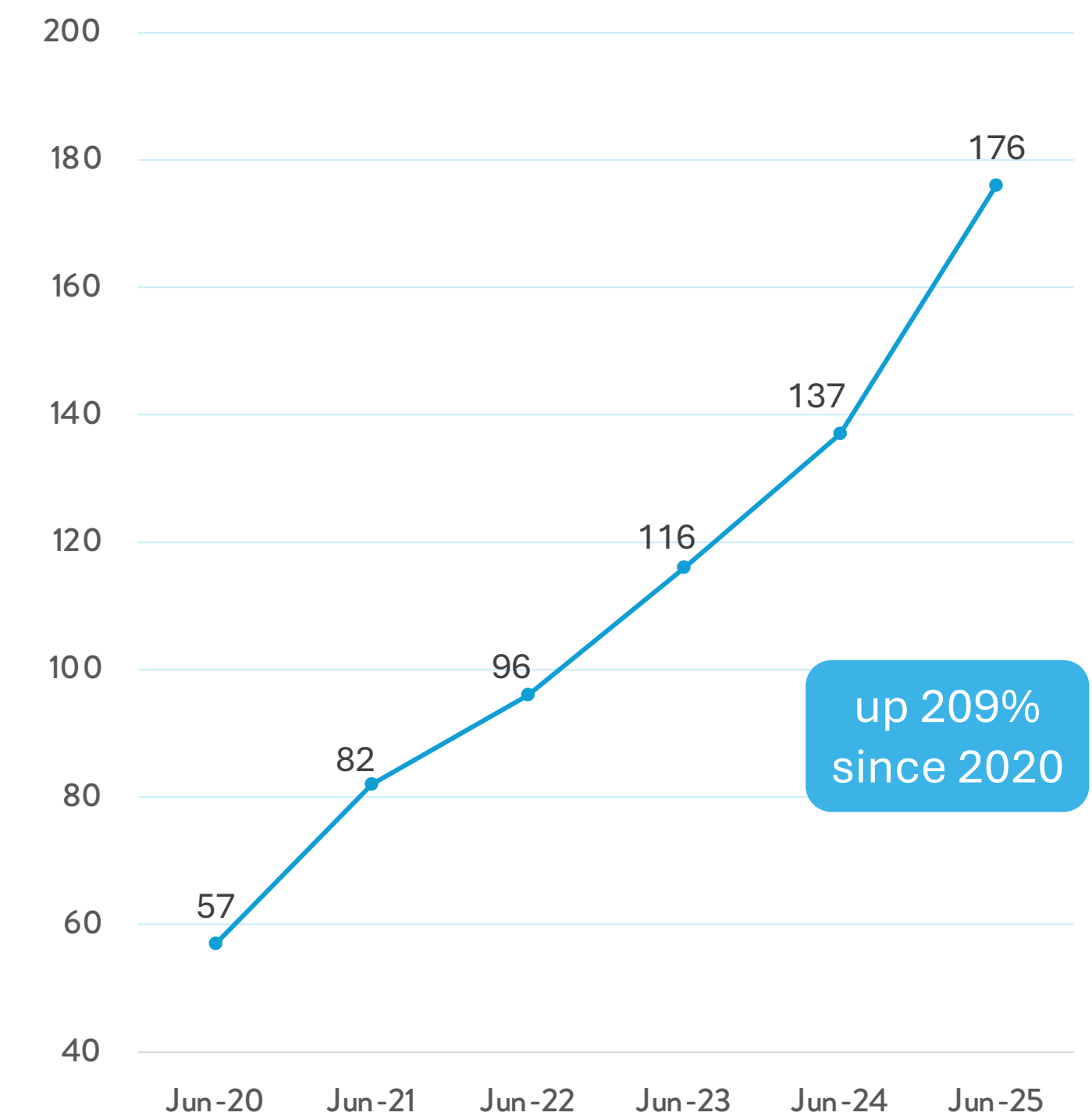
S1 STUDENT NUMBERS



REVENUE (R millions)



CORE HEADLINE EARNINGS (R millions)



THE GROUP, AND
STADIO HIGHER EDUCATION SPECIFICALLY,
ARE ENTERING A NEW CHAPTER,
ONE WHICH I AM EXTREMELY EXCITED FOR...

“CHANGE IS THE HEARTBEAT OF GROWTH”

THE FUTURE IS BRIGHT!





2025 INTERIM FINANCIAL RESULTS

ISHAK KULA
CHIEF FINANCIAL OFFICER



SUMMARY 2025

- We produced solid results, with revenue growth of 16% to R957 million, driven by good overall student growth of 9%
- EBITDA margins improved to 30.6% (2024: 28.5%) - efficiencies coming through
- Financial performance supported by good cash generation, with cash generated by operations up 20% to R368 million
- Loss allowance margin for the period marginally increased to 8.7% (2024: 8.3%) but in line with the December 2024 full year.
- Key capital and other investments during the period of R120 million. Key items –
 - R71 million in STADIO Durbanville campus
 - R16 million in other campus expansion projects including new IT Labs
 - R13 million in curriculum and software developments

SUMMARY 2025

CONTINUED

- The STADIO Randburg campus is still classified as a non-current asset held for sale – R18.9m
- Shares issued and repurchased
 - Issued 3.3 million (R24.4 million) shares, towards the settlement of the Group's share incentive scheme
 - Purchased and cancelled 1.1 million (R9.4 million) SDO shares by June 2025
 - Subsequently purchased 0.8 million (R7.2 million) SDO shares

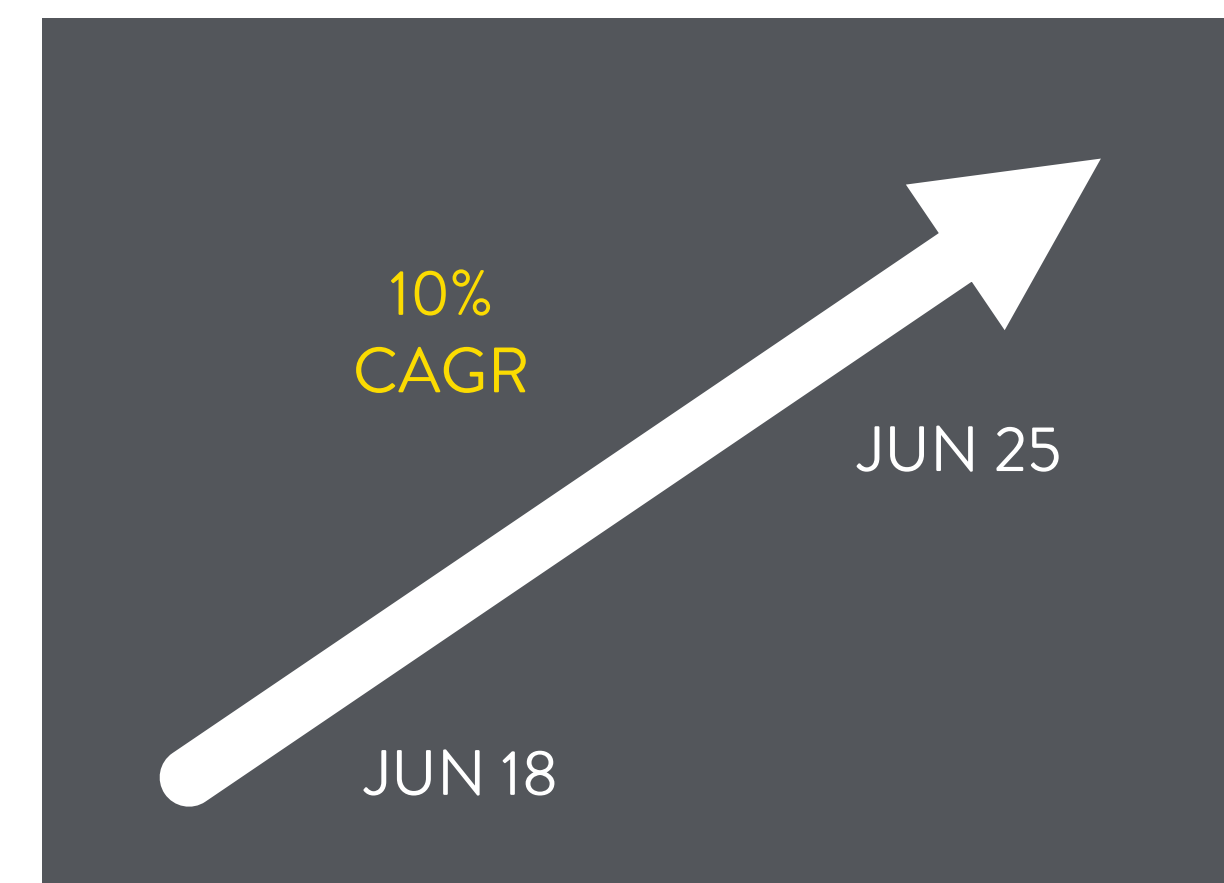
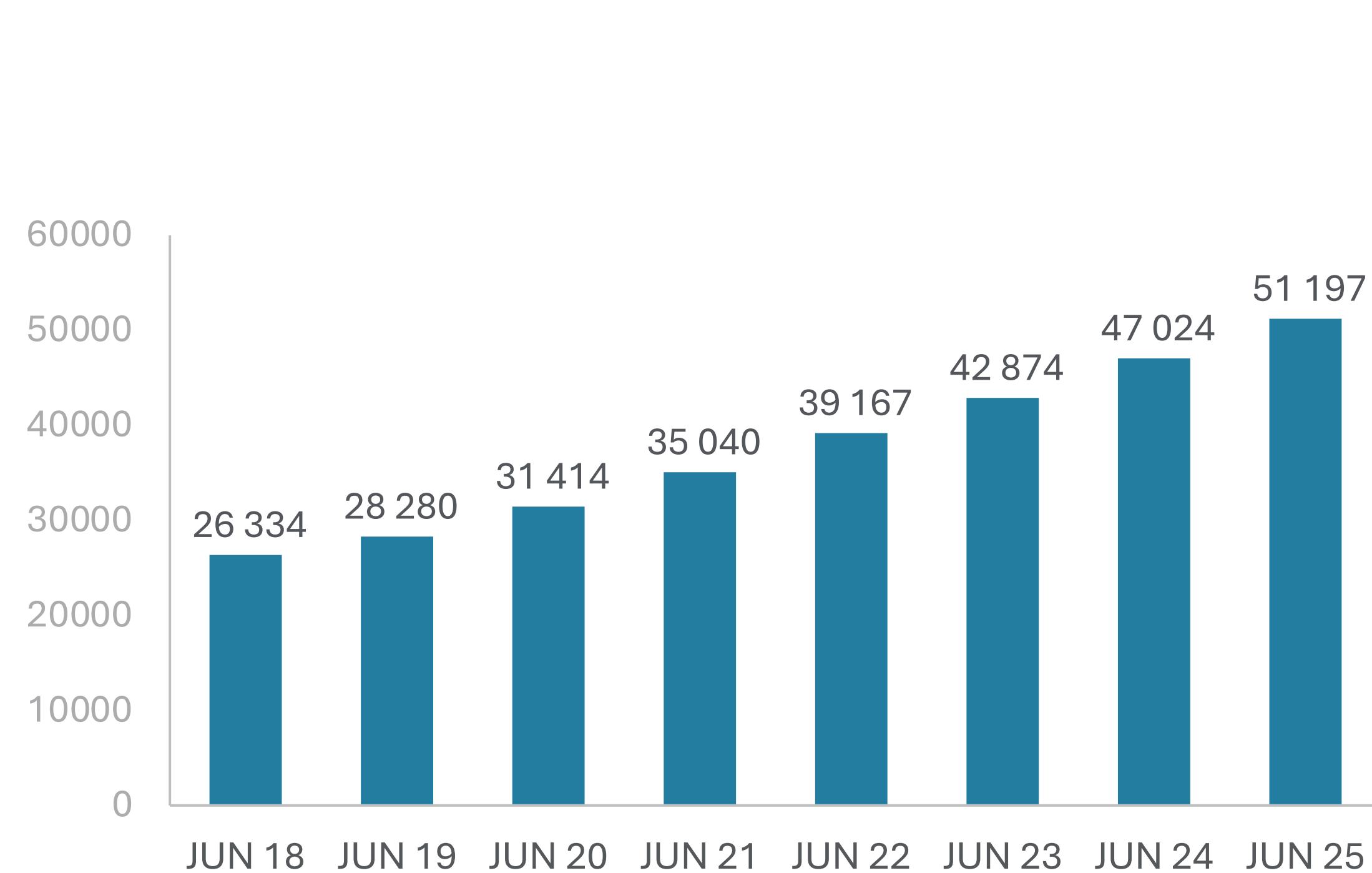
Group remains committed to avoiding shareholder dilution

- A dividend of R128.6 million was paid to shareholders and R11.3 million to minorities
- We have a strong balance sheet, with R53 million in external debt (other than IFRS 16 leases)

Please note – due to the nature of the operations and new enrolments in both the first semester (January to June) and the second semester (July to December), revenue and EBITDA in the second half of the financial year will not necessarily be in line with the first six months reported on.

TOTAL STUDENT NUMBERS

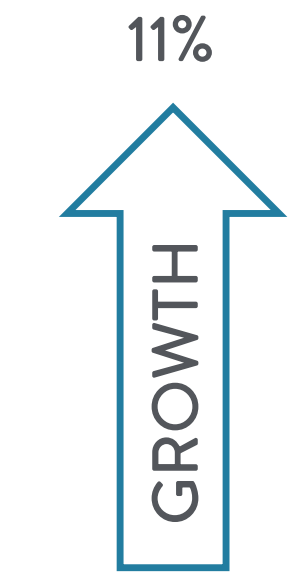
SEMESTER 1: 30 JUNE



STUDENT NUMBERS

CONTACT LEARNING - SEMESTER 1

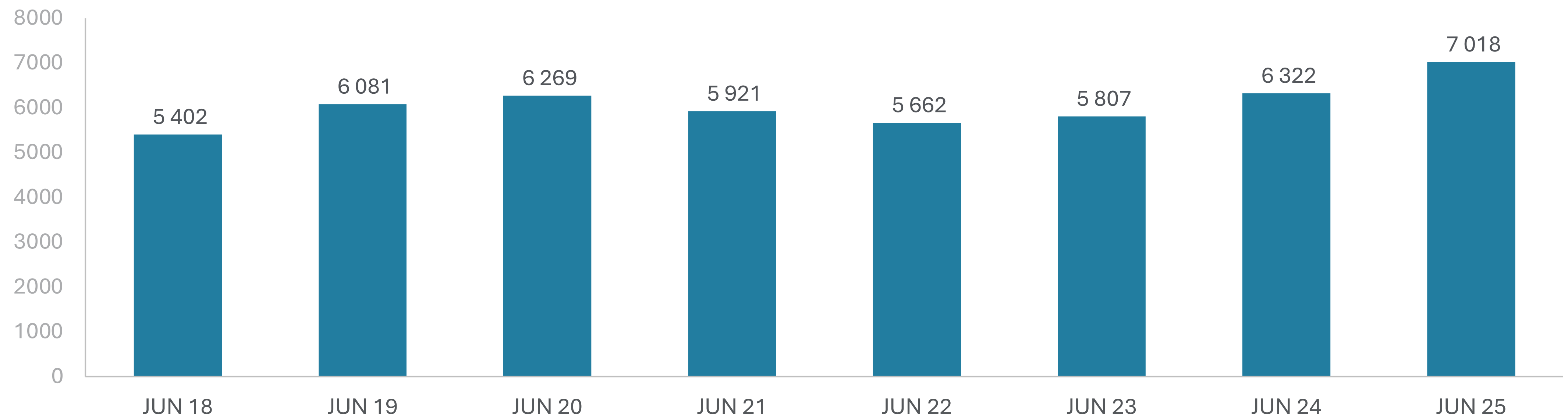
- Contact learning growth driven by:
 - Site extensions and growth in new qualifications coming through and contributing to growth
 - Poor enrolments in prior years starting to work its way out of the system



4% CAGR

JUN 25

JUN 18

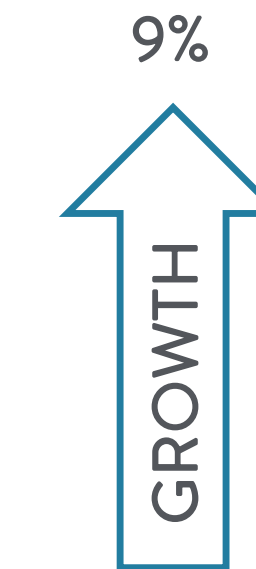


SEMESTER 1: 30 JUNE

STUDENT NUMBERS

DISTANCE LEARNING – SEMESTER 1

- Distance learning impacted by:
 - 11% growth excluding legacy business-to-business (B2B) Milpark Education business offerings
 - Growth in new qualifications coming through and contributing to growth

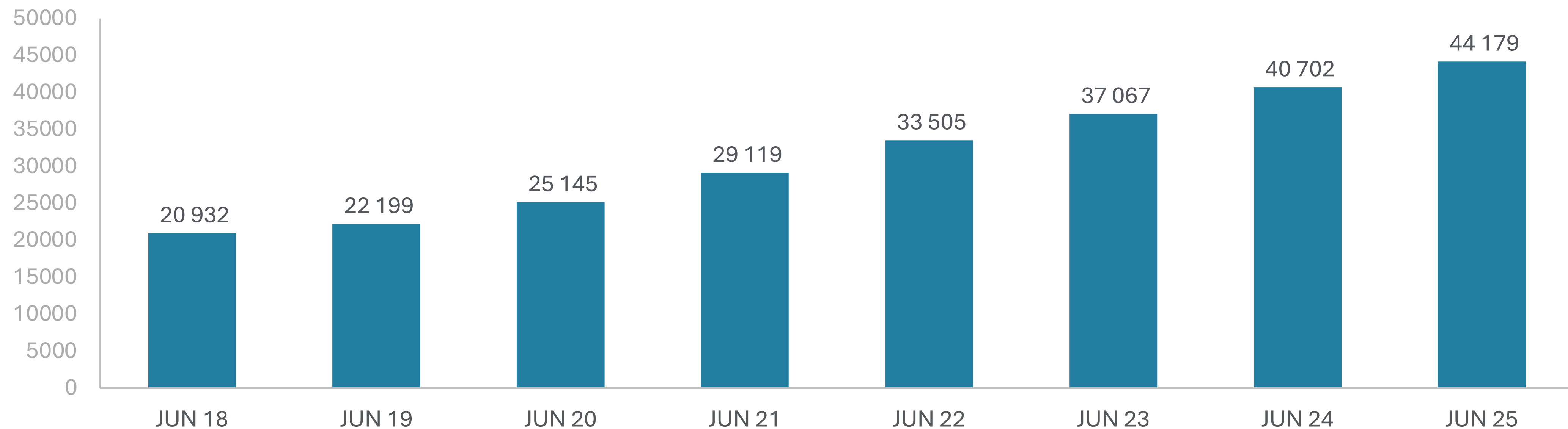


JUN 24
to JUN 25

11% CAGR

JUN 25

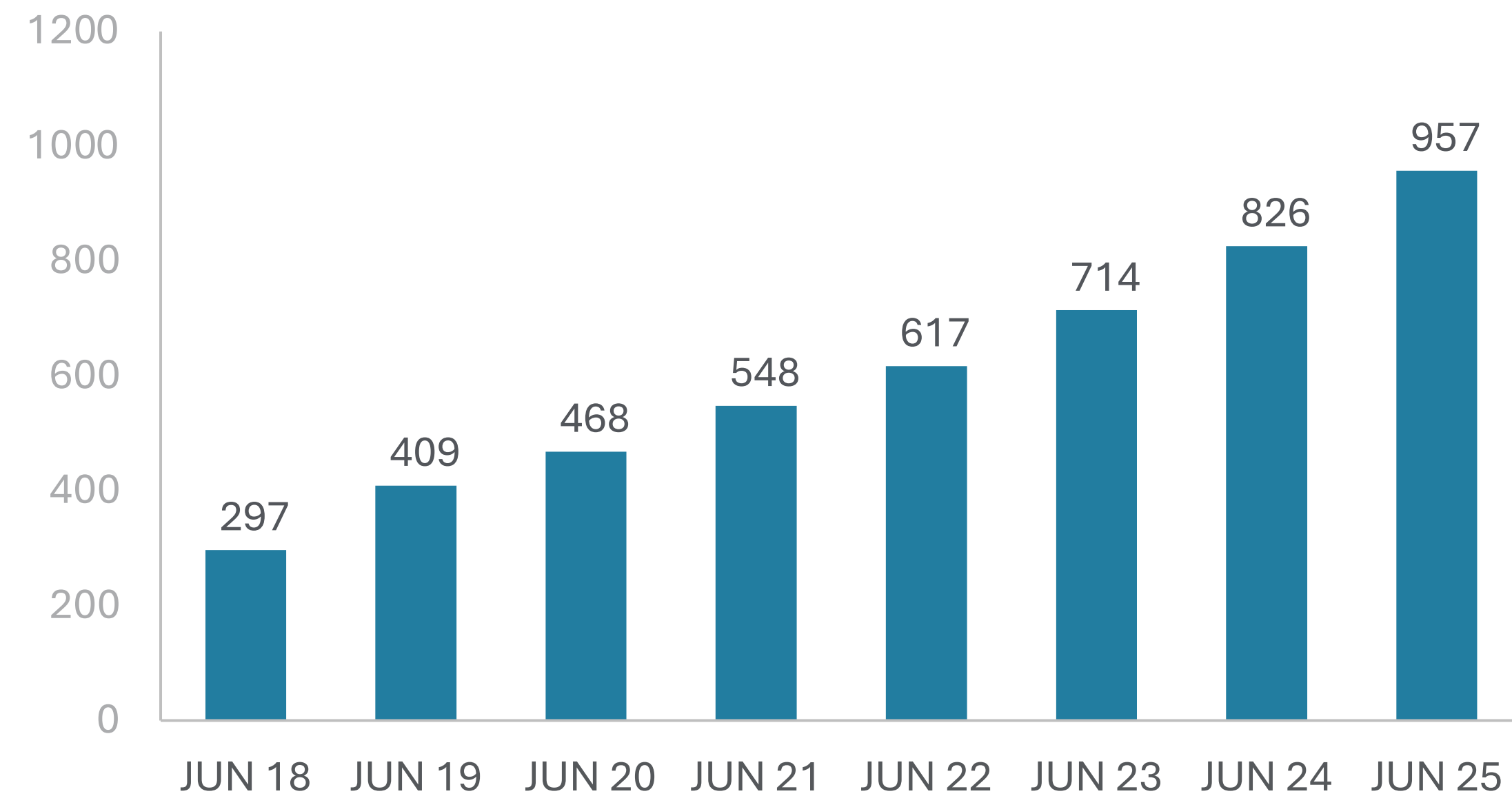
JUN 18



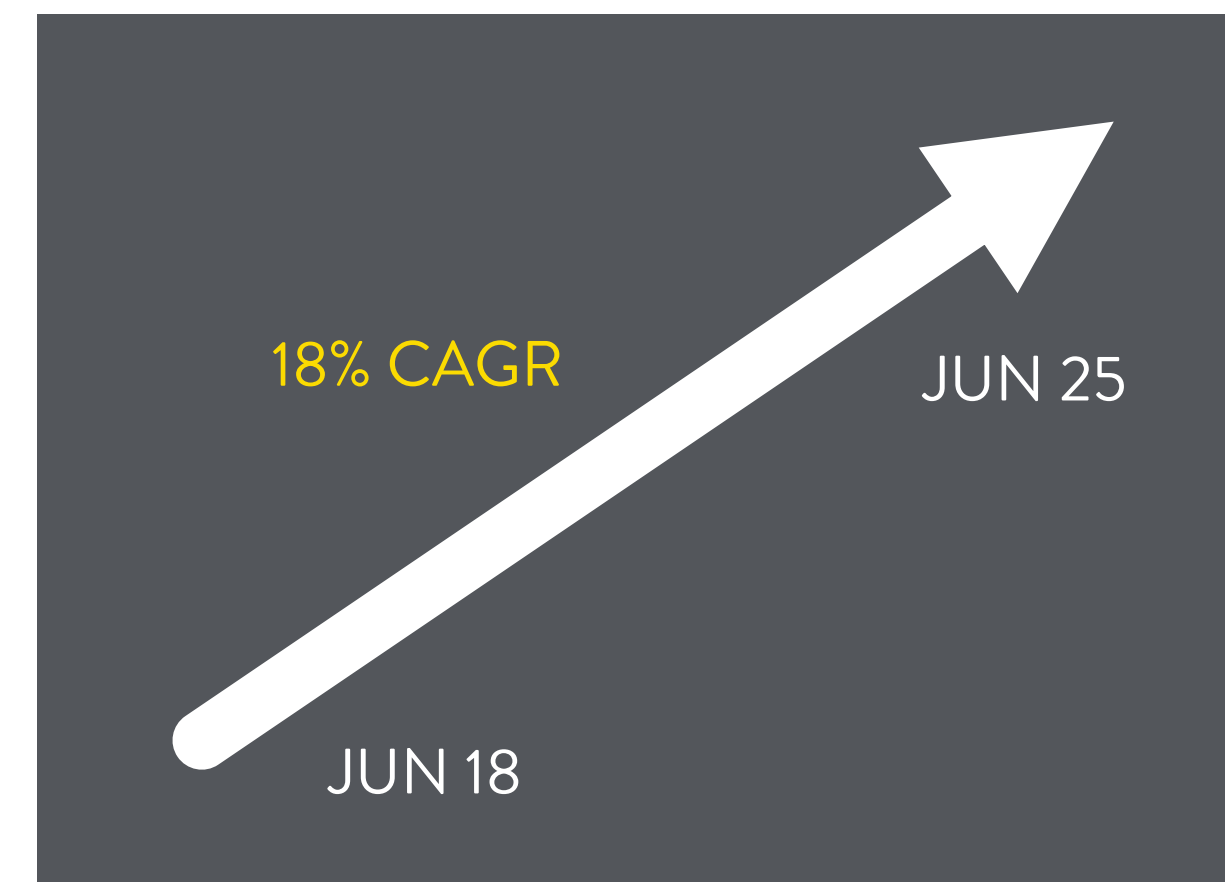
SEMESTER 1: 30 JUNE

REVENUE

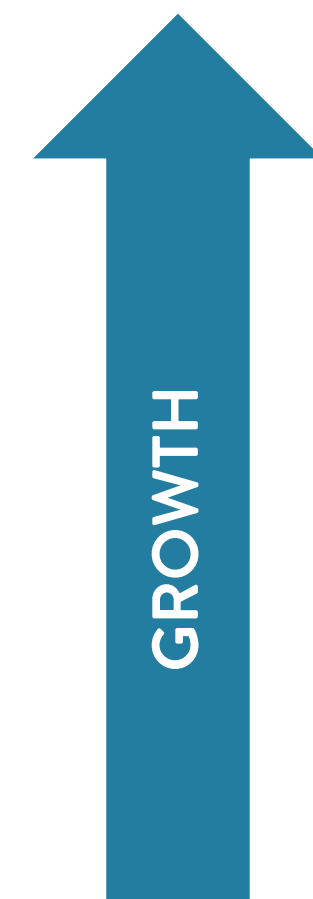
(R millions)



- Key elements of the 16% revenue growth are -
 - 15% growth on contact learning to R301 million
 - 16% growth on distance learning to R650 million

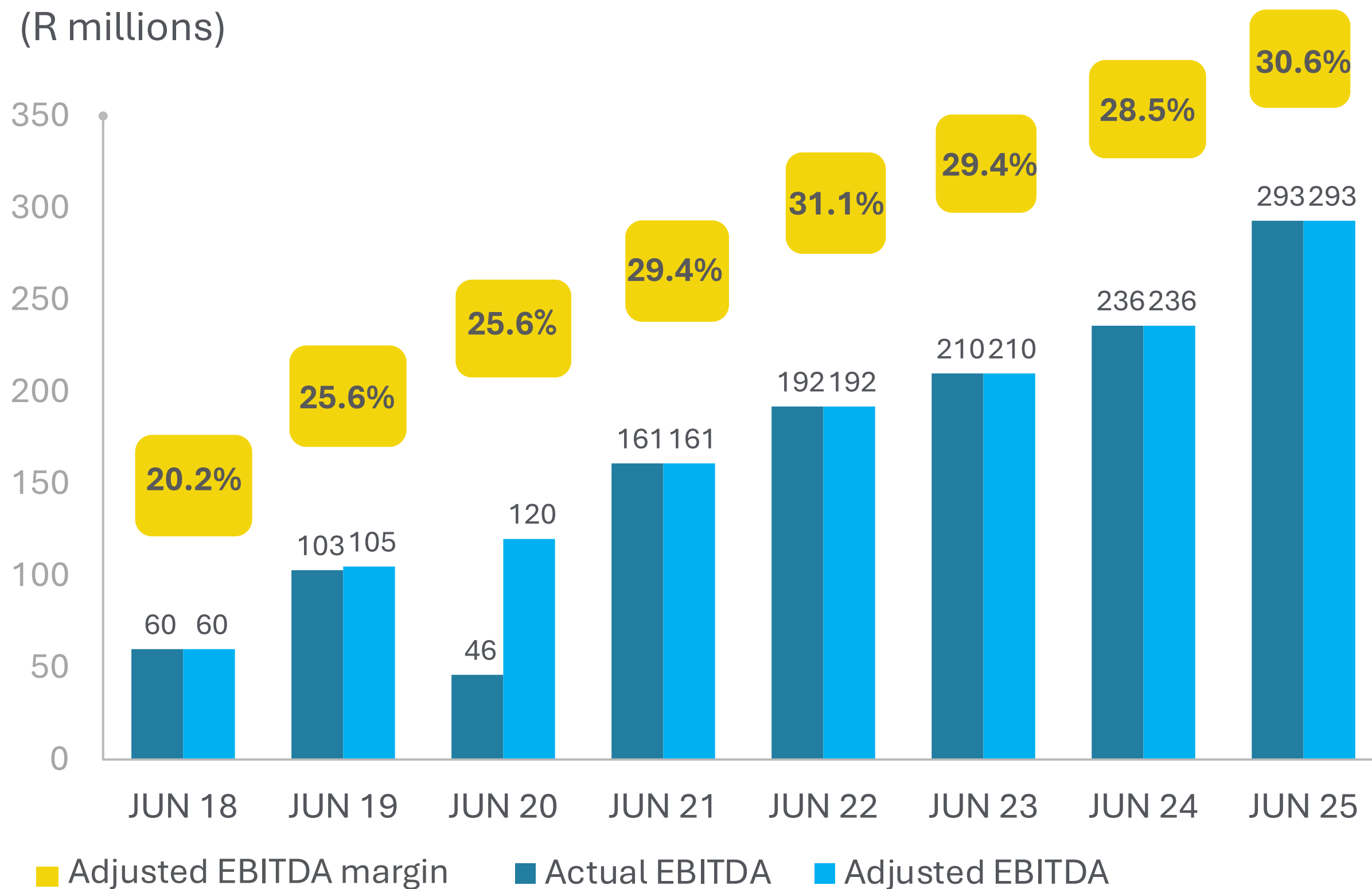


16%



JUN 24
to
JUN 25

EBITDA AND ADJUSTED EBITDA



30.6% Adjusted EBITDA margin

- No significant difference between EBITDA and adjusted EBITDA for the period
- Adjusted EBITDA margins increased to 30.6% (2024: 28.5%)

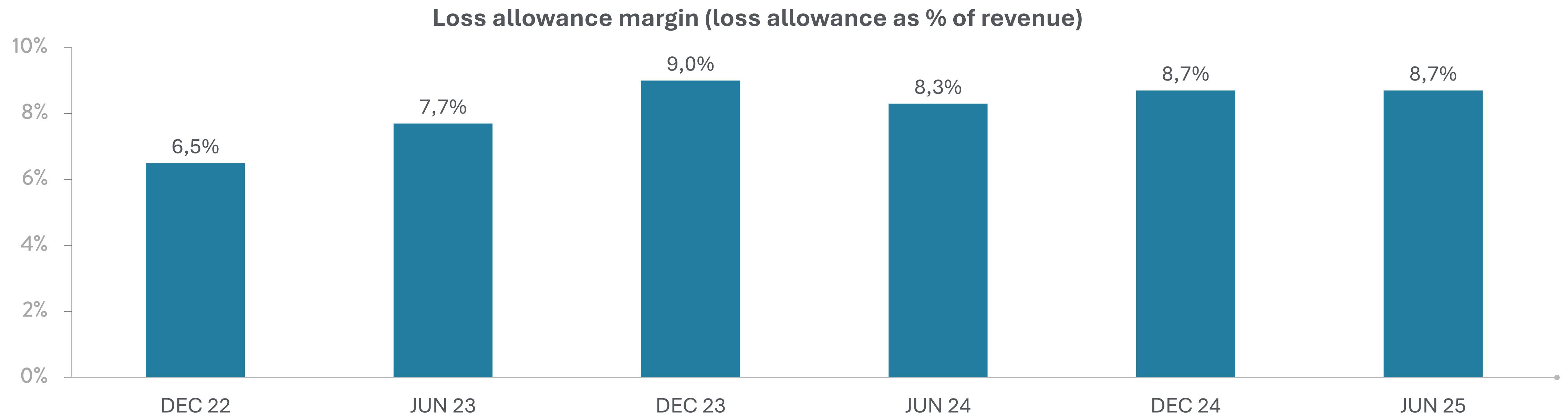
MARGIN ANALYSIS

- Employee cost margin improved despite continued investment
- Operating expense margin improved to 22.9% but influenced by strategic investments in:
 - Marketing and advertising
 - Software licensing and computer costs
- Loss allowance margin increased from the prior period but in line with Dec'24 full year

EXPENSE ANALYSIS (R millions)	JUN 24	JUN 25	% CHANGE
Revenue	826	957	16%
Employee costs	336	366	9%
Employee costs as % of revenue	40.7%	38.2%	
Other operating expenses	192	219	14%
Other operating expenses as % of revenue	23.2%	22.9%	
Loss allowance expense – net of recoveries	68	83	22%
Loss allowance expense – net of recoveries as % of revenue	8.3%	8.7%	

TRADE RECEIVABLE & LOSS ALLOWANCE

- New collection processes are being embedded and refined. Starting to yield benefits, which can be seen in recoveries.
- The loss allowance margin of 8.7% (Jun 2024: 8.3%) is slightly up from prior year, mainly due to adjustment made to loss allowance margin based on prior year collections trends



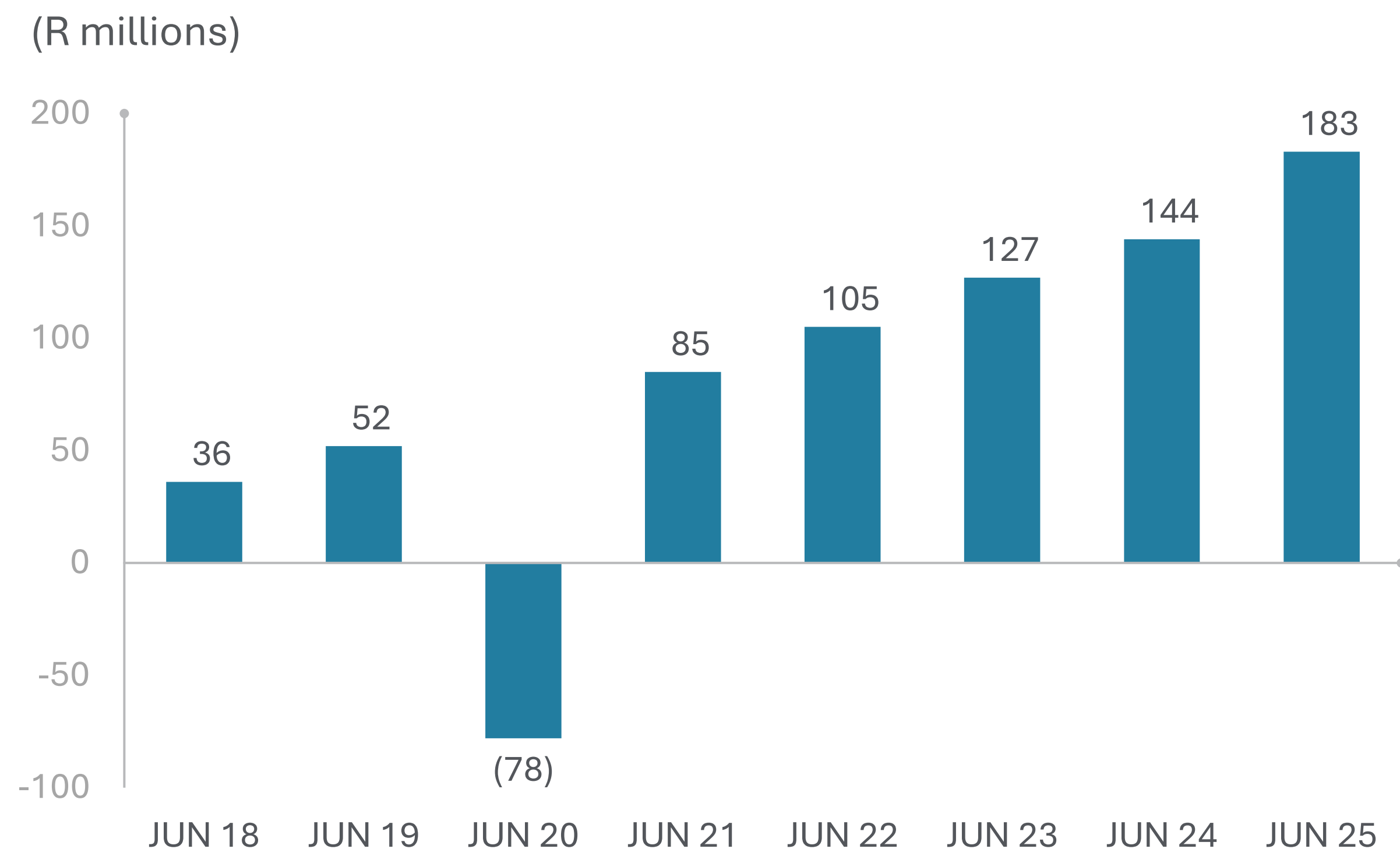
TRADE RECEIVABLE & LOSS ALLOWANCE

- Total receivables grew by 18% compared to revenue growth of 16%
- Current period receivables growing by 15% and in line with revenue growth
- Prior period receivables growing by 22%, and remains well covered at 86% (highest risk category)

TRADE DEBTORS (R millions)	JUN 23	JUN 24	JUN 25	% GROWTH JUN 23 TO JUN 24	% GROWTH JUN 24 TO JUN 25
Gross debtors	387	444	523	15%	18%
Debtors related to prior periods	(122)	(169)	(206)	39%	22%
Debtors related to current year	265	275	317	4%	15%
Revenue growth				16%	16%

DEBTORS RELATING TO PRIOR YEAR (R millions)	JUN 23	JUN 24	JUN 25	% GROWTH JUN 23 TO JUN 24	% GROWTH JUN 24 TO JUN 25
Gross debtors	122	169	206	39%	22%
Loss allowance	(110)	(142)	(178)	29%	25%
Net debtors	12	27	28	125%	4%
Loss allowance coverage (%)	90%	84%	86%		

PROFIT/(LOSS) FOR THE PERIOD



- Strong 27% growth in Profit after tax impacted by:

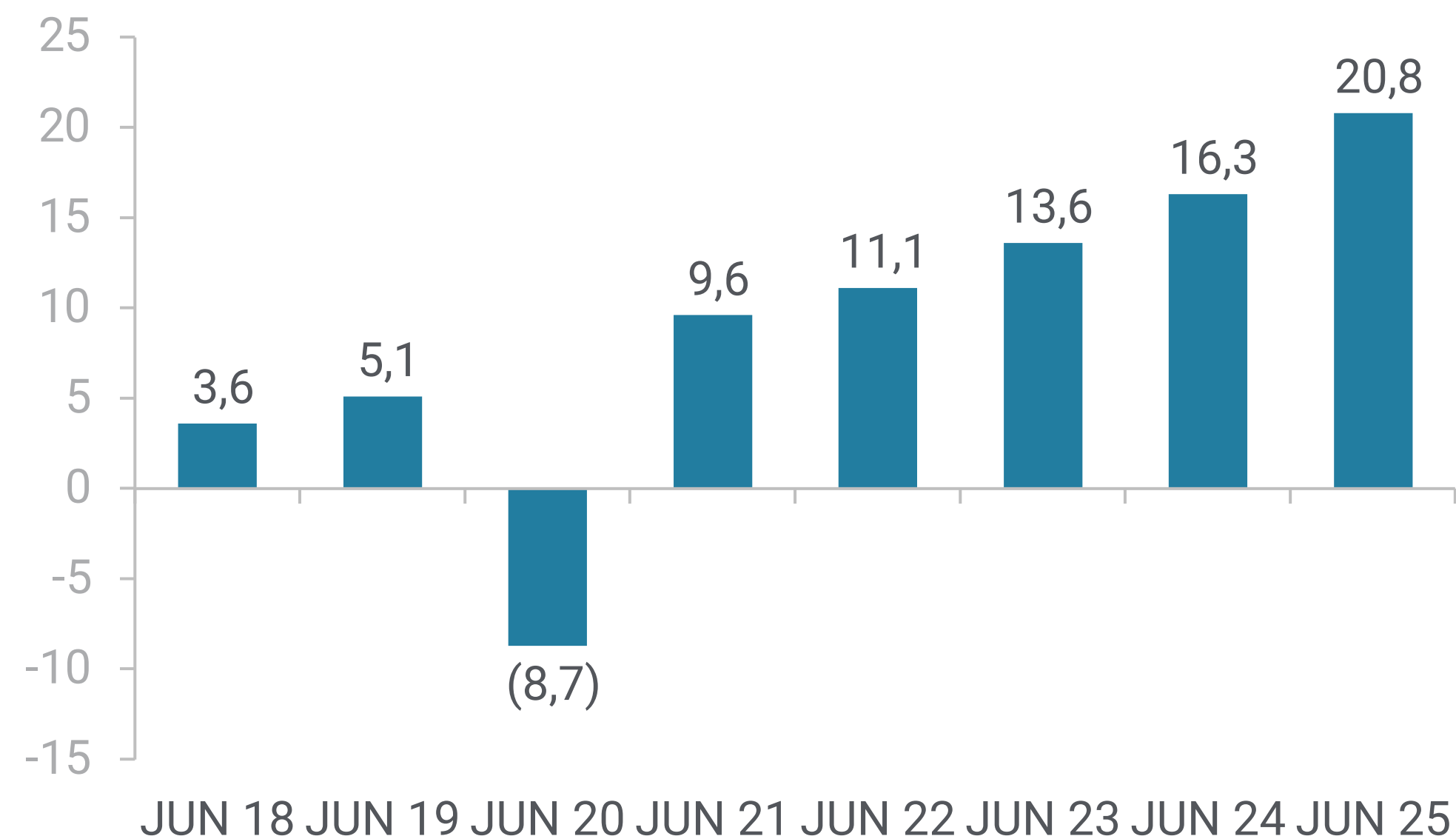
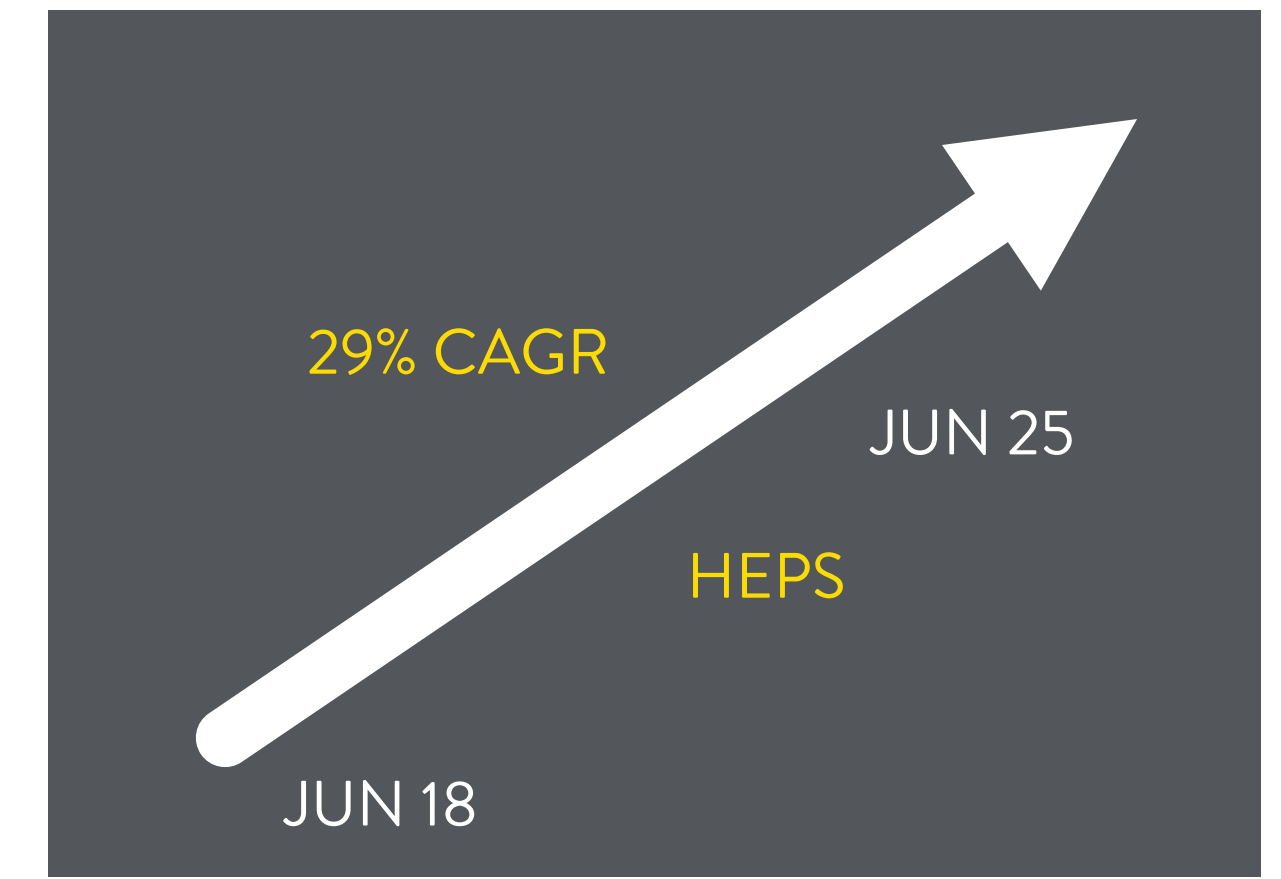
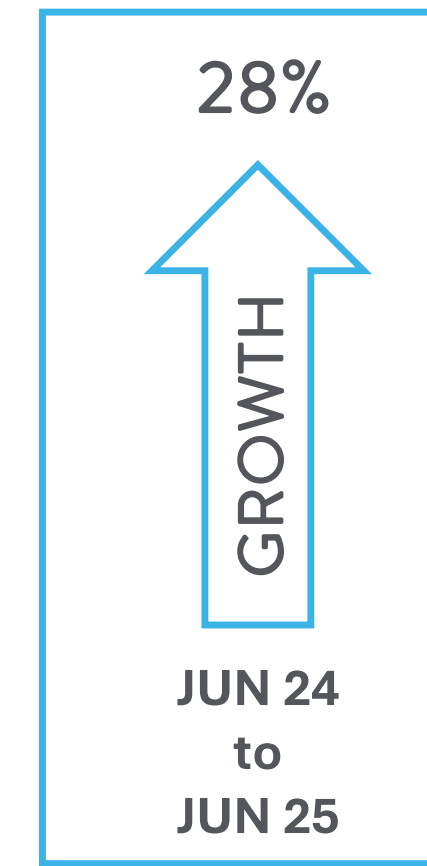
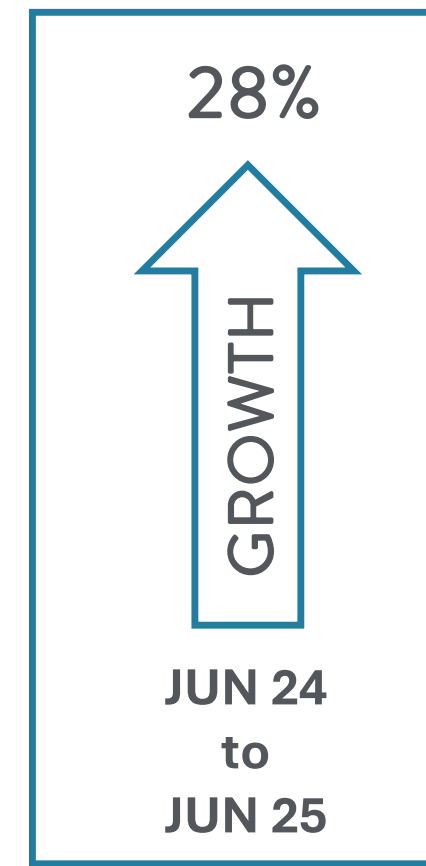
- Organic growth in EBITDA
- Continued investment for future growth (increases in marketing and advertising costs, and computer/license costs)
- Lower growth in depreciation and amortization
- Net investment income due to positive cash balances and utilization of the RCF in prior period

27%

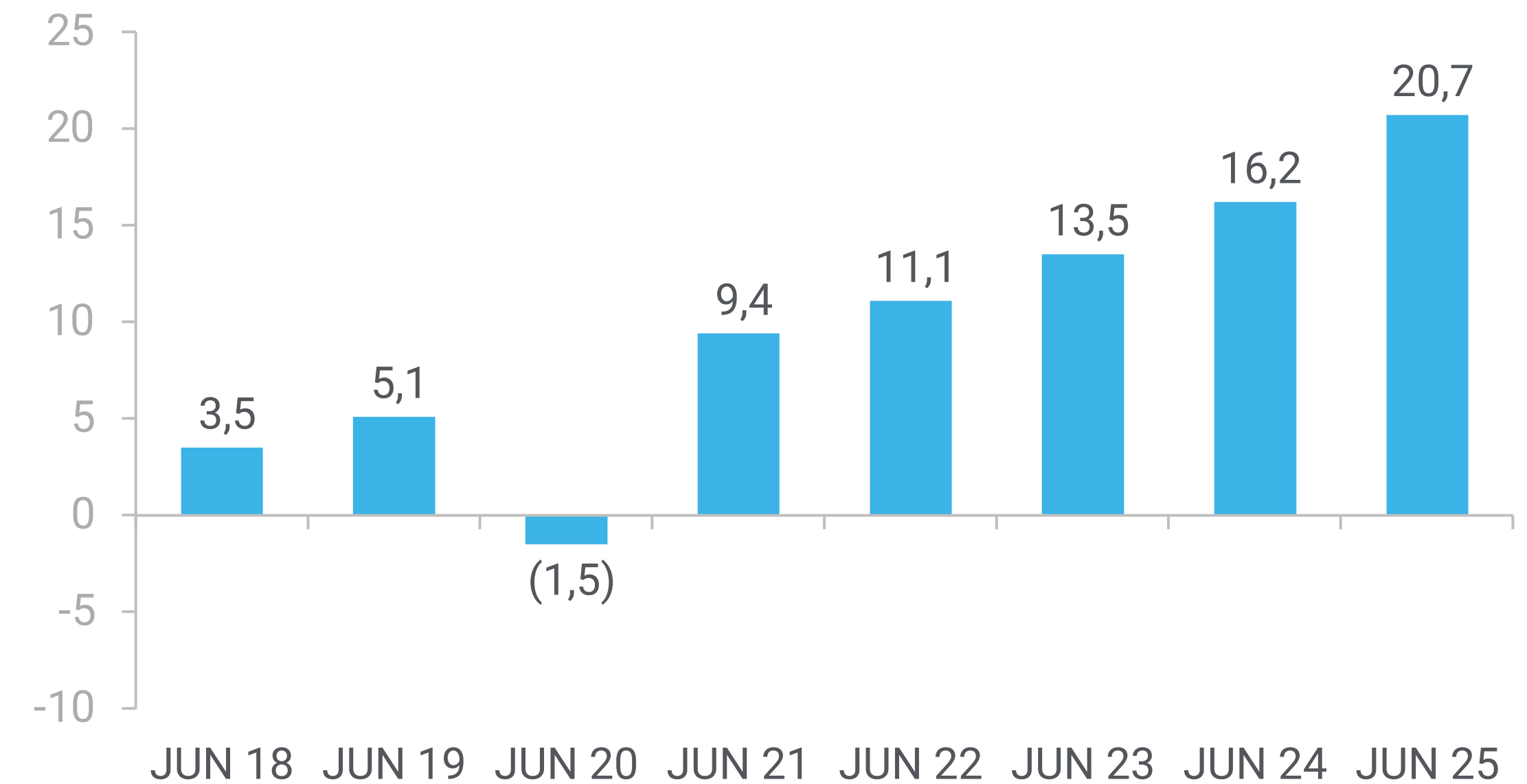


JUN 24
to
JUN 25

EARNINGS PER SHARE (EPS) AND HEADLINE EARNINGS PER SHARE (HEPS)



EPS (cps)



HEPS (cps)

CORE HEADLINE EARNINGS

28%



JUN 24
to
JUN 25

28%



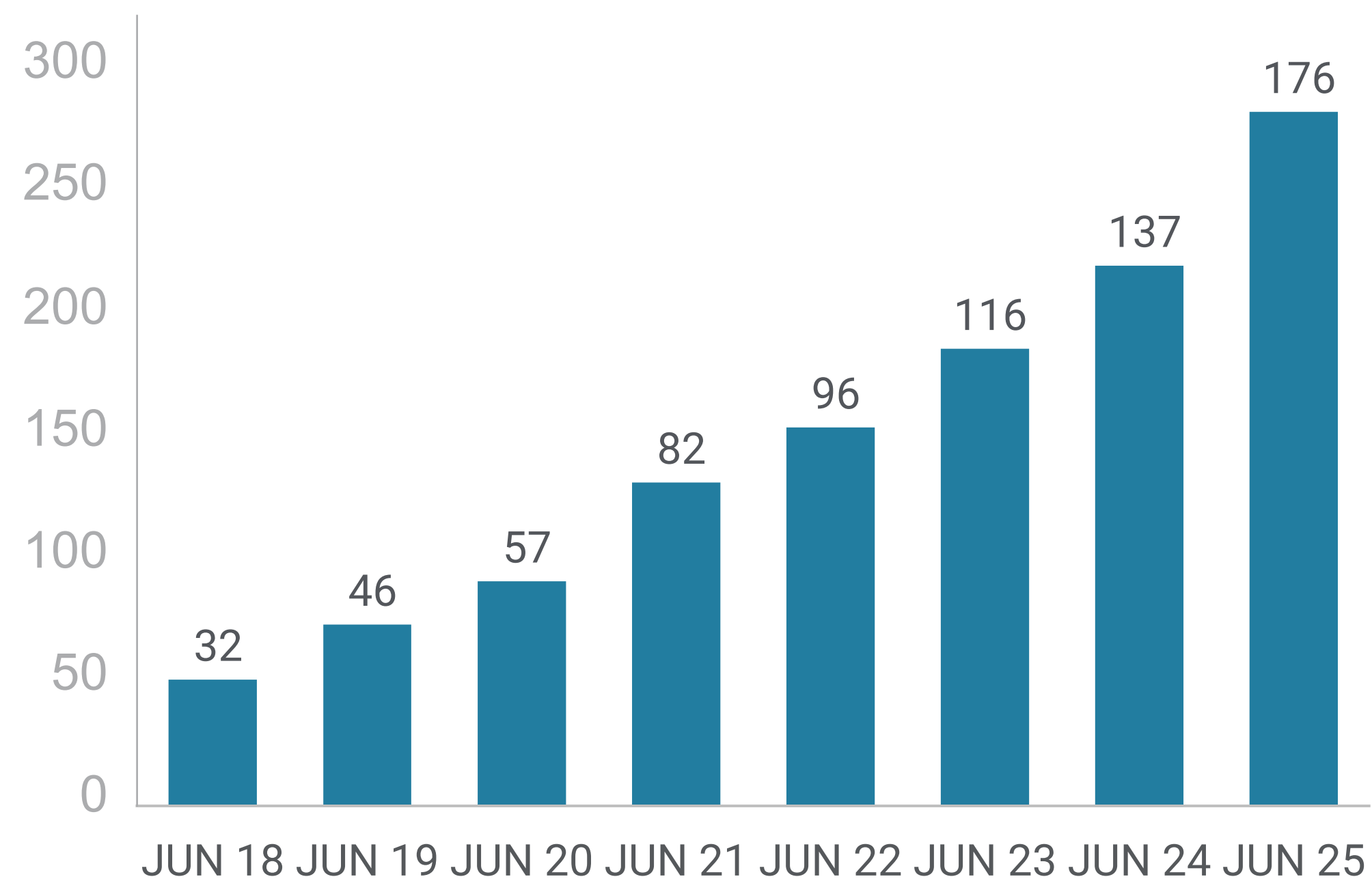
JUN 24
to
JUN 25

26% CAGR

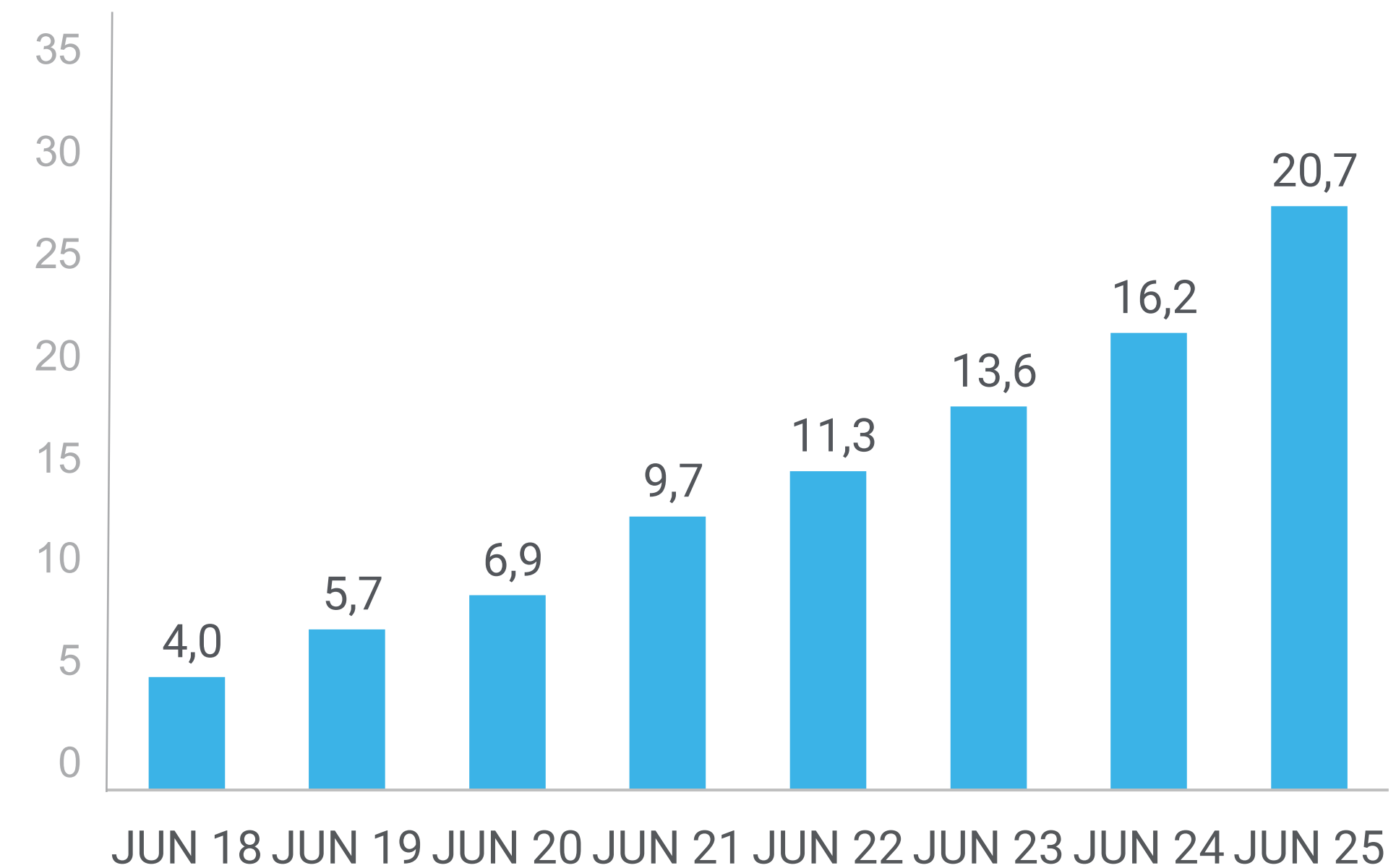
JUN 25

Core HEPS

JUN 18

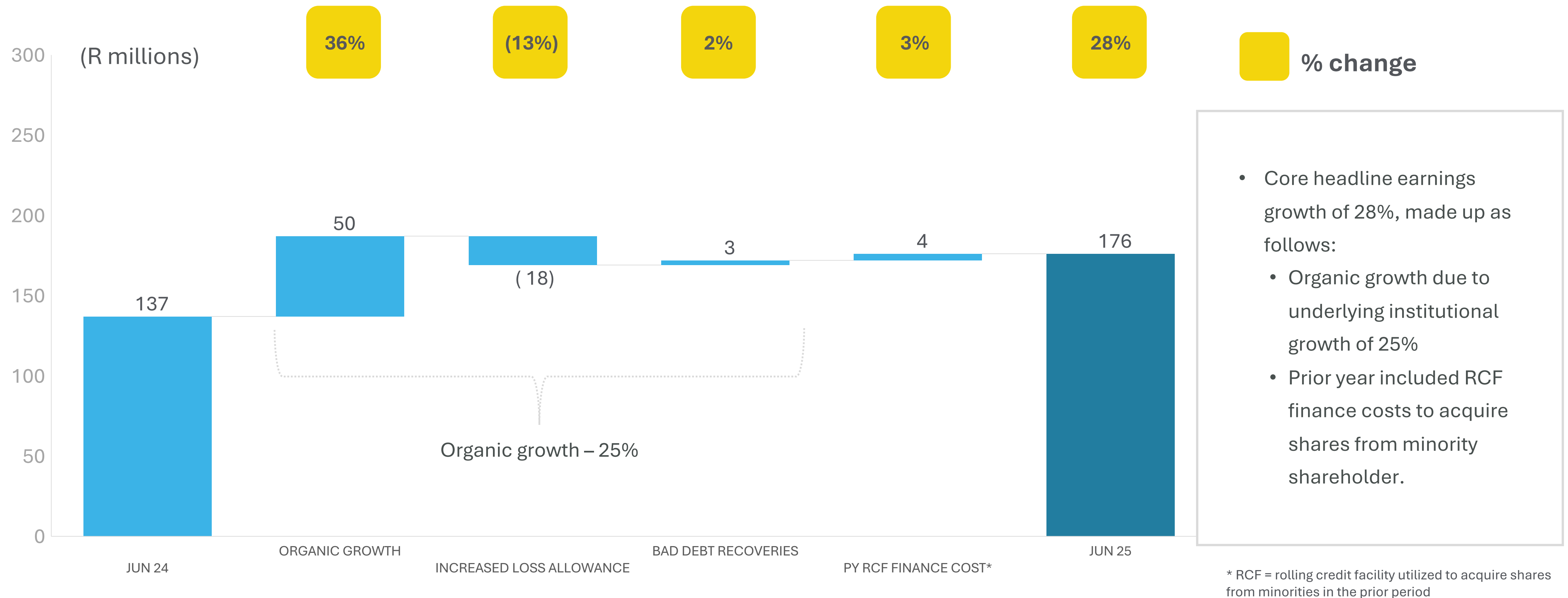


Core Headline Earnings (R millions)



Core HEPS (cps)

CORE HEADLINE EARNINGS MOVEMENT



STATEMENT OF FINANCIAL POSITION

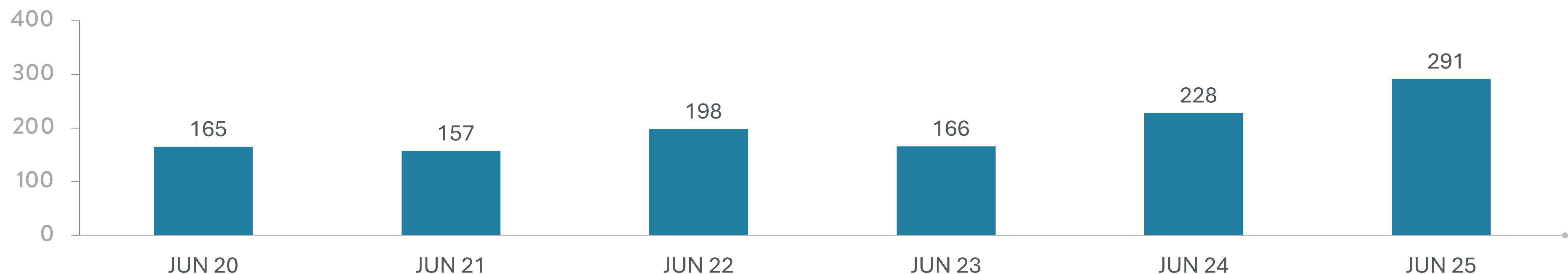
SUMMARISED STATEMENT OF FINANCIAL POSITION	DEC 24 R millions	JUN 24 R millions	JUN 25 R millions
Total assets	2 389	2 400	2 703
Property, plant and equipment	889	891	978
Right-of-use assets	62	67	92
Intangibles (incl Goodwill)	923	913	931
Other assets	153	132	166
Trade and other receivables	230	299	321
Cash and cash equivalents	132	98	215
Total equity	2 024	1 886	2 053
Attributable to equity holders	1 957	1 827	1 991
Non-controlling interests	67	59	62
Total liabilities	365	514	650
Borrowings	0	0	53
Lease liabilities	112	117	146
Other liabilities	253	397	451
Number of shares in issue (m)	848	847	851
NAV per share (cents)	231	216	234
Gearing ratio	6%	6%	10%
Gearing ratio (excl IFRS16: lease liability)	0%	0%	3%

- Invested R120m on capital expenditure including:
 - Durbanville campus incl. borrowing costs capitalized (R71m)
 - software development (R3m)
 - curriculum development (R10m)
 - building projects and new IT labs (R16m)
 - recurring capex (R20m)
- R215m of cash on hand
- Gearing ratio 10% (3% excluding IFRS 16 lease liability)
- Debt facility of R100m – R53m utilised by 30 June 2025

CASH FLOW FROM OPERATIONS

CASH FLOW FROM OPERATIONS (R millions)	JUN 20	JUN 21	JUN 22	JUN 23	JUN 24	JUN 25
Net cash flow from operations (before working capital)	124	168	198	217	231	287
Working capital changes	89	51	52	38	76	81
Net cash generated from operations	213	219	250	255	307	368
Cash generated from operations (as % of normalised EBITDA)	178%	136%	130%	121%	130%	126%
Free cash flow less recurring capex	165	157	198	166	228	291

Free cash flow less recurring capex (R millions)



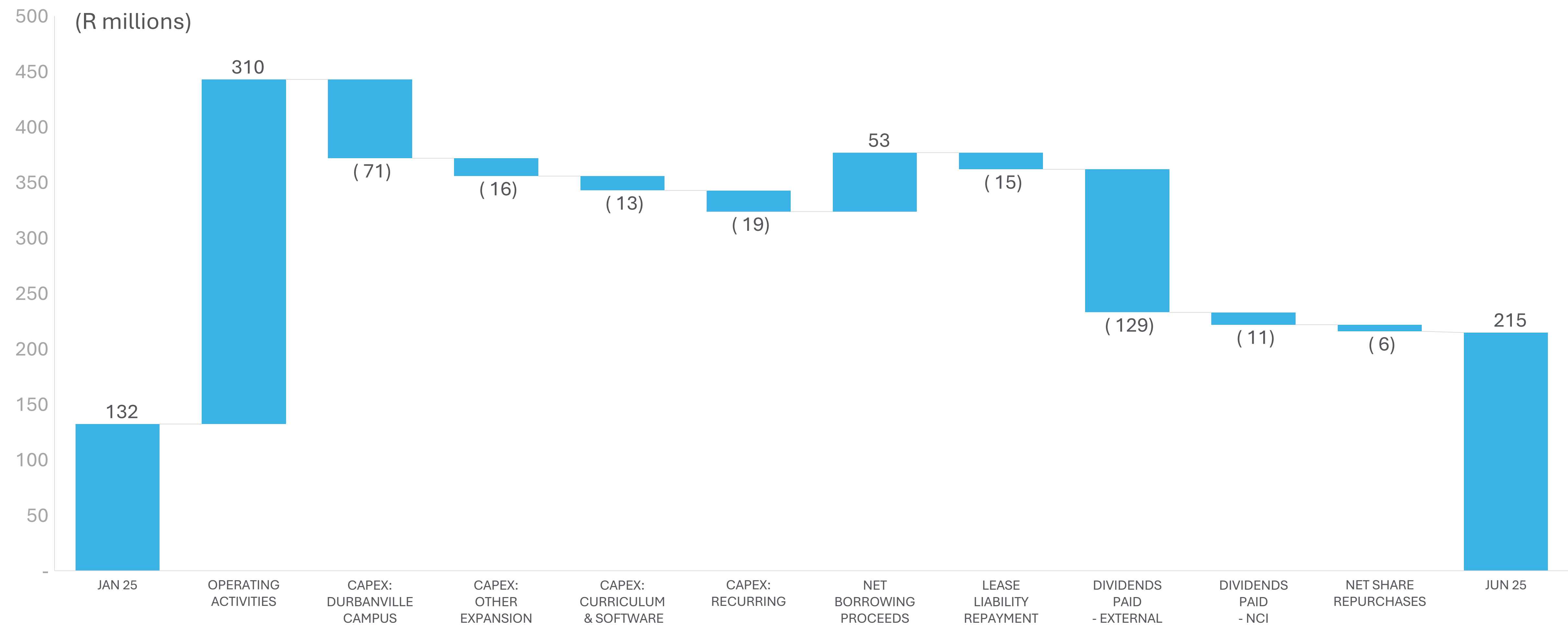
*Adjusted for CA Connect settlements

CAPITAL INVESTED

CAPITAL INVESTED (R millions)	DEC 20	DEC 21	DEC 22	DEC 23	DEC 24	JUN 25
Acquisitions	-	10	-	15	123*	-
Infrastructure development and capital assets	98	181	87	44	86	110
Programme development	7	-	7	15	20	10
Total	105	191	94	74	229	120
Cumulative investment	1 882	2 073	2 167	2 241	2 470	2 590

* Additional interest acquired in Milpark Education

CASH UTILISATION



2025 CAPITAL EXPENDITURE: CAPITAL PROJECTS

2025 CAPITAL EXPENDITURE (R millions)	SPEND- S1	ESTIMATED SPEND-S2	TOTAL ESTIMATED SPEND 2025
Curriculum and intangible development	13	29	42
Durbanville property*	71	142	213
Other capital assets	36	34	70
Total Capital Projects	120	205	325



* Excluding borrowing costs capitalised

7 YEAR FINANCIAL OVERVIEW

	JUN 19	JUN 20	JUN 21	JUN 22	JUN 23	JUN 24	JUN 25
Student numbers	28 280	31 414	35 040	39 167	42 874	47 024	51 197
Revenue (R millions)	409	468	548	617	714	826	957
EBITDA (R millions)	103	46	161	192	210	236	293
EBITDA (R millions)- normalised	105	120	161	192	210	236	293
Headline earnings/(loss) (HE) (R millions)	42	(12)	79	95	115	137	176
Core headline earnings (CHE) (R millions)	46	57	82	96	116	137	176
EPS (cents)	5.1	(8.7)	9.6	11.1	13.6	16.3	20.8
HEPS (cents)	5.1	(1.5)	9.4	11.1	13.5	16.2	20.7
Core HEPS (cents)	5.7	6.9	9.7	11.3	13.6	16.2	20.7
Net asset value (NAV) per share (cps)	203	184	189	201	212	216	234

QUESTIONS & ANSWERS

