Overview

G8 Education’s child care portfolio comprises:

- **Australia**
  - 165 owned and contracted child care centres
  - Eight brands:
    - Early Learning Services
    - World of Learning
    - Community Kids
    - Casa Bambini
    - Holiday Club
    - Kindy Patch
    - Headstart
    - KinderHaven

- **Singapore**
  - 20 owned/operated child care centres
  - 51 franchised child care centres
Significant events in HY12

✓ Reported a 29% increase in revenue to $78m through a combination of organic and acquisition growth.

✓ Reported a profit after tax of $6.78m in HY12 compared to $3.75m in HY11 which was a 66% increase in Earnings Per Share.

✓ Reported an underlying Net Profit After Tax of $6.43m in HY12 against $4.45m in HY11, which represents a 44% increase.

✓ Like for like centre EBIT increase of 12% in HY12 compared to HY11

✓ Increase in occupancy on a like for like basis of 3.2% for HY12 against HY11.

✓ Underlying EBIT of $10.1m in HY12 v $7.2m in HY11, an increase of 39%

✓ Continuing strong cash NPAT to underlying NPAT conversion at 92%. (30 June 2012 was a Saturday which resulted in one weeks revenue and wages being outstanding as at 30 June 2012).
Significant events post 30 June 2012

- Increased the quarterly dividend by 33% up from 1.5 cents per share per quarter to 2.0 cents per share per quarter fully franked.

- Announced the acquisition of 26 childcare centres from multiple vendors, with a geographic split of 17 in Vic, 7 in NSW and 2 in QLD. The anticipated combined EBIT from these centres for the 12 months post settlement is $10.85m.

- Successfully raised $35.4m via a placement to institutional and sophisticated investors through the issue of 30.79m shares at $1.15.

- Share Purchase Plan (SPP) announced on 3 October 2012 to allow eligible shareholders to acquire up to $15,000 in GEM shares at the placement price of $1.15.

- G8 Education Limited was successful in the Singapore appeal with orders on specific performance of the business acquisition contract expected to be received in October 2012.

- Head Office executive restructure with the departure of the previous CFO and the appointment of a new CEO.
G8 Education Limited has 5 active analysts covering the company and the table below illustrates their respective views for the financial year ending 31 December 2013.

### GEM CY13

<table>
<thead>
<tr>
<th></th>
<th>Broker A</th>
<th>Broker B</th>
<th>Broker C</th>
<th>Broker D</th>
<th>Broker E</th>
<th>Average</th>
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</thead>
<tbody>
<tr>
<td><strong>EBITDA ($M)</strong></td>
<td>49.2</td>
<td>51.5</td>
<td>44.6</td>
<td>45.7</td>
<td>48.7</td>
<td>47.9</td>
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<tr>
<td><strong>NPAT ($M)</strong></td>
<td>28.9</td>
<td>32.4</td>
<td>27.5</td>
<td>26.8</td>
<td>32.4</td>
<td>29.6</td>
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<tr>
<td><strong>EPS (cps)</strong></td>
<td>12.2</td>
<td>13.6</td>
<td>11.4</td>
<td>11.3</td>
<td>13.1</td>
<td>12.3</td>
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### Substantial Shareholder

<table>
<thead>
<tr>
<th>Substantial Shareholder</th>
<th>Number of Shares</th>
<th>Percentage holding</th>
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<tbody>
<tr>
<td>Perpetual Nominees Limited and subsidiaries</td>
<td>29.6 million</td>
<td>12.7%</td>
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<tr>
<td>Wallace Infrastructure Pty Ltd</td>
<td>24.0 million</td>
<td>12.0%</td>
</tr>
<tr>
<td>Northcape Capital Pty Ltd</td>
<td>16.7 million</td>
<td>8.34%</td>
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<tr>
<td>Paradice Investment Management Pty Ltd</td>
<td>14.8 million</td>
<td>7.4%</td>
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Questions?