

Janison secures second country, Russia, in its PBTS rollout

Janison Education Group Limited (ASX:JAN) (“Janison” or the “Company”) is delighted to announce it has secured its second country in the digital rollout program for the Organisation of Economic Cooperation and Development (OECD) PISA-Based Test for Schools (“PBTS”) with the signing of an agreement to deliver the Janison Insights platform into Russia.

This announcement follows the previously announced signing of Brazil on to the PBTS platform, on 21 June 2019.



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Russia Agreement

An agreement has been formed between Janison and the Russian Federal Institute for the Evaluation of the Education Quality (FIOKO)¹. The FIOKO is a subdivision of the Russian government's department for education and science (Rosobrnadzor) and has responsibility for the in-country delivery of the Janison PBTS assessment throughout schools in Russia.

Russia has stated publicly its goal of ensuring the country is ranked within the top 10 for quality education globally by 2024. To assist with this goal, the Russian government is implementing a wide-scale digital benchmarking program across the country and Janison will provide the digital platform to facilitate this over an expected six year engagement period.

In the first year, a sample of 1,600 schools will be benchmarked across **14 regions** within Russia. The contract carries a **minimum platform licence and hosting fee of \$100,000** (€60,000 p.a.). Approximately 80,000 students are expected to sit the PBTS assessment in year one which would generate additional **excess revenue of \$95,000** (€57,000), resulting in a combined **total revenue of \$195,000** in the first 12 months.

Each year thereafter, a new agreement will be signed and a new sample selected across a different group of regions. A significant advantage of the technology and methodologies Janison is developing with the OECD is the ability to accurately benchmark and analyse school performance by only testing a sample of students in each school. This reduces the stress of test-taking amongst student populations and creates a more efficient approach to the delivery of national assessments.

Between 2020 and 2024 the number of students sitting the PBTS assessment is projected to increase significantly as Russia expands its coverage from 14 regions to all **49 regions** across Russia. Excess usage is charged on a per-student basis and therefore revenue is expected to continue to increase as the number of tests being delivered also increases.

In 2016 there were approximately 16 million secondary school students in Russia across 70,000 schools².

¹ http://obrnadzor.gov.ru/ru/press_center/news/index.php?id_4=7162

² Source: OECD

Outlook

In partnership with the OECD, Janison is currently holding additional discussions with national service providers of other countries and is optimistic it will be announcing more agreements in the coming months.

Background

On 29th April 2019 Janison entered into a partnership agreement with the **OECD** to provide the digital solution for its **PBTS** assessment. The PBTS is a voluntary assessment supporting school improvement efforts and benchmarking, based on the OECD's Programme for International Student Assessment (PISA).

Like PISA, the PBTS assesses the extent to which 15-year-old students near the end of compulsory education have acquired some of the knowledge and skills essential for full participation in modern societies. The PBTS test is available to all countries who participate in the PISA program, of which there were 80 in 2018, as well as other countries who may join in the future. Each country is charged a minimum of \$100,000 (€60,000) p.a. plus an excess usage over 20,000 students, for the use of Janison's digital platform, on which the PBTS assessment is delivered.

The Janison platform

Janison will use its existing 'Insights' platform to provide the PBTS assessment. The platform will require only minor customisations to cater for local languages and new reporting to generate the OECD PBTS results. This is in line with Janison's strategy to productise its existing platform. The PBTS is a standardised test across all countries.

For further enquiries, please contact Janison Investor Relations, email: IR@janison.com

About Janison Education Group

Janison is an education technology pioneer transforming the way people learn. It provides two primary offerings in the education technology industry:

- § **Janison Assessment** – a leading global platform ("**Janison Insights**") for the provision of large-scale digital exam authoring, testing and marking, servicing national education departments, tertiary institutions and independent educational bodies.
- § **Janison Learning** – a leading integrated learning platform ("**Janison Academy**") used by large enterprises and government departments to build capability in their people.

Forward looking statements

This announcement contains forward looking statements. All statements that address events or developments that Janison expects or anticipate will or may occur in the future and guidance on financial performance are forward looking statements. These forward looking statements are based on the Board or management's beliefs and expectations based on information currently available to the Board and management. The Company believes that these forward looking statements are reasonable as and when made. However, you should not place undue reliance on any such forward looking statements which are inherently uncertain. Janison does not undertake any obligation to publicly update or revised any forward looking statements whether as a result of new information, future events or otherwise except as required by law or the ASX Listing Rules. Forward looking statements are subject to certain risks and uncertainties many of which are outside its control that could cause actual results, events and developments to differ materially from Janison's historical experience, or its present expectations or projections.