

Janison PBTS platform to launch in Brazil

Janison Education Group Limited (ASX:JAN) (“Janison” or the “Company”) is delighted to announce that the first country to provide the OECD PISA Based Test for Schools (“PBTS”) on the Janison Insights platform will be **Brazil**.



Background

On 29th April 2019 Janison entered into a partnership agreement with the **Organisation for Economic Co-operation and Development (“OECD”)** to provide the digital solution for its **PISA-based Test for Schools (“PBTS”)**. 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. Currently the PBTS is a paper-based test administered in more than 10 countries including the **US, Russia, Brazil, Spain, UAE** and the **UK**. PBTS paper-based testing is being discontinued and all countries who wish to participate in PBTS will need to switch to the online platform which is exclusively operated by Janison.

Brazil Agreement

Fundação Cesgranrio, one of largest providers of assessment services in Brazil, has signed with Janison and the OECD to be the national service provider for PBTS in Brazil, commencing June 2019 for an initial term until December 2021.



Pricing for the test is dependent on the number of schools to which Brazil decides to roll out the digital PBTS assessment but the contract carries a **minimum platform licence and hosting fee of €60,000** p.a. for 20,000 tests in year one and 30,000 tests in year two. Additional tests are charged at a rate of €1 per test.

Over the life of the initial agreement the **minimum revenue** is expected to be **AUD\$200,000 with further revenue potential on a per-test basis if Brazil exceeds the minimum test volumes**, which Janison believes is likely to occur due to the large number of schools in Brazil.

The OECD and Janison are currently in discussions with other countries and their respective assessment providers and expects to announce more agreements in the coming months and years.

Senior OECD team members, including Andreas Schleicher, Director for the Directorate of Education and Skills attended a conference in Rio de Janeiro last week where the two year agreement was signed with our local partner, Fundação Cesgranrio (see image below).



The Janison platform

Janison will use its existing 'Insights' platform to provide the PBTS in Brazil and in other countries. 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.

Further Highlights

During Q4 Janison also completed a number of sizable projects and successfully launched its platform with the following highly-valued and loyal clients:

- **Roads & Maritime Services (RMS) NSW**
Janison's platform was developed for RMS to modernize its current driver/rider knowledge test. The platform successfully went live in a number of service centres around NSW and is expected to be fully deployed in all centres by the end of 2019. The contract generates \$2.8m of revenue over the next three years with an additional \$1.2m of upfront services revenue already received in FY19. The platform now has the potential to service other states' and countries' driver knowledge test needs. Initial conversations with other bodies are underway.
- **UNSW Global - ICAS**
Janison successfully migrated ICAS Assessments online. ICAS Assessments are designed to recognise and reward academic excellence in school students. Revenue generated from this assessment and other UNSW products combines to a total of \$1.1m p.a. for Janison.
- **Australian Science Innovations**
For the sixth consecutive year Janison successfully delivered the 'Big Science Competition' which challenges over 18,000 students from years 7 to 10 and tracks their performance against state and national averages.
- **NAPLAN**
Janison completed the delivery of the software platform for NAPLAN Online 2019 with the testing platform being used by students to submit over 2.1 million NAPLAN tests over a three-week period during May 2019. The testing platform was developed and supported by Janison under a contract with Education Services Australia to provide an online-based assessment delivery solution.

Work is currently underway in preparation for the 2020 NAPLAN event where the number of students taking the test is expected to double.

- **Australian Electoral Commission** – Janison supported the successful delivery of the federal election voting process in May 2019 with the use of Janison’s learning platform (“**Janison Academy**”) to train more than 40,000 electoral staff across 10,000 polling stations throughout Australia.

Outlook

Janison is currently experiencing a strong second half in FY19 and has gained further platform revenues as projects such as RMS and UNSW ICAS above have gone live. Momentum has continued from Q3 into Q4 as a result of this and the capture of LTC earnings following the Company’s acquisition of LTC which completed on 1st April 2019. LTC traditionally has its largest seasonal quarter in Q4 during one of the peak exam periods for universities and higher education bodies - May and June.

Janison reaffirms the previous guidance for the FY19 outlook as stated in the Q3 Trading Update (ASX release 30th April 2019).

Tom Richardson, Chief Executive Officer of Janison states:

“We are humbled by our loyal client base and incredibly excited about their growth plans for FY20 and how our platforms can help transform the way people learn. We continue to invest in Janison Insights and Janison Academy and can see the global potential of these secure, scalable and reliable online platforms.

We remain committed to working with our partners to expand Janison internationally and are focused on increasing our high-margin recurring platform income.”

About Janison Education Group

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

- **Janison Learning** – a leading integrated learning platform (“**Janison Academy**”) used by large enterprises and government departments to build capability in their people.
- **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.

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.