



ASX Announcement

10 August 2021

Janison accelerates PISA for Schools roll-out as OECD renews US national agreement until 2024

Janison Education Group Limited (ASX:JAN) (“Janison” or the “Company”), is pleased to announce the OECD (Organisation for Economic Co-operation and Development) has renewed Janison’s agreement to be the US National Service Provider (NSP) for a further three years.

Strong market tailwinds exist in the US to support the take-up of PISA for Schools over the next three years; schools emerging from lockdown have a heightened need to assess students’ learning loss during COVID-19 and its impact on their social and emotional well-being. The PISA for Schools assessment addresses these concerns and provides schools and school systems with rich and actionable diagnostics from which they can develop meaningful interventions, unlike any other test in the world.

In preparation for the renewal and to capitalise on the significant opportunity, Janison has developed comprehensive plans to capture a greater market share of secondary schools in the US. Through partners, consultants, and local industry experts, Janison has begun to engage with schools, school systems and districts to secure local agreements for the PISA for Schools assessment, delivered on the Janison Insights platform.

Working directly with school districts and the charter school network, Janison has secured more than 25 schools in our first month of this new school year. At a fixed price of A\$7,000 per school this will generate more than \$175,000 for Janison in FY22 with future years’ revenue guaranteed from many of these schools signing on for five-year agreements.

The US Federal Government has provided over \$200bn (approximately \$4,000 per student) in support packages for schools since the beginning of the pandemic. The PISA for Schools assessment aligns with several key elements of how funding may be used, including assessing and addressing learning loss, supporting diverse students, evaluating social, emotional, and mental health, and teacher professional development.

The Janison team and its partners, consultants and US based experts are now focused on recruiting schools to take the PISA for Schools test in the coming school year (starting in August/September) and are targeting 100-200 school registrations in the first year of this renewal.



Key highlights

- OECD renews Janison's US National Service Provider agreement for three more years
- Janison establishes USA sales network for PISA for Schools
- 25+ schools already signed on initially to sit PISA for Schools in 2021/22
- Multi-year contracts of up to five years
- A\$180,000 Platform licence ARR in Year 1 and \$900k+ total ARR contract value (TCV)

Key stats

- USA market: ~24,000¹ secondary (PISA-eligible) schools in the USA
- AUD\$7,000 per school licence fee

USA National Service Provider

Janison was accredited as the National Service Provider (NSP) in the United States in late 2019 by the OECD. Since this time, progress to onboard schools has been hampered by the impact of COVID-19 which caused rolling school closures across the country in 2020. Now, with the OECD renewal of the NSP agreement for a further three-year term, Janison has already made substantial progress in onboarding schools to sit the PISA for Schools assessment.

David Caspari, CEO of Janison, said: "*We are honoured to be granted this extension from the OECD and confident we now have the resources and knowledge to successfully execute on our plans in the US – in an environment much more favourable than in 2020. Having secured more than 25 US schools in such a short amount of time, and in some instances on five-year agreements, is a very strong signal of demand for the PISA for Schools assessment in the US. I'm excited for what we can achieve in the next 12 months.*"

-ENDS-

This announcement has been authorised for release by the Board.

For further information, please contact Stuart Halls at: IR@janison.com

¹ <https://nces.ed.gov/fastfacts/display.asp?id=84>

About Janison

Janison is an education technology pioneer helping to unlock the potential in every learner.

Janison, a multi-award-winning Microsoft education partner, delivers high-stakes, high-scale, online assessments to millions of students in more than 120 countries, for organisations including the Australian federal and state governments, Chartered Accountants ANZ, British Council, the University of London, the Organisation for Economic Co-operation and Development (OECD), and the Singaporean government. Janison's business comprises:

Online Assessments

- **Products** – world-class schools' assessment products including ICAS, REACH, JET, SCOUT and PISA for Schools, developed either in-house by world-leading test and item developers or licensed from global partners such as the OECD.
- **Platform** – a market-leading full-suite assessment platform for high-stakes and high-scale online exams with the capability to author, test, mark and provide insightful analysis. The platform is used by millions of students globally across 120 countries in schools and professional accreditation bodies such as the Chartered Accountants ANZ. The platform includes remote proctoring capability allowing educators to deliver exams in a remote setting with the confidence and exam integrity required for high-stakes assessments.
- **Professional Services** – Janison provides world-class professional services to assist clients in onboarding their assessments and students on to the Janison assessment platform. Janison also offers a range of assessment services including content and test development, exam management, and event delivery support for customers globally.