

ASX Announcement
13th February 2020

Janison’s PISA Test for Schools to debut in a non-OECD country: Pakistan

Janison Education Group Limited (ASX:JAN) (“Janison” or the “Company”) is delighted to announce that through its partnership with the Organisation for Economic Co-operation and Development (OECD) the PISA-based Test for Schools (PBTS) will now be making an impact on school education in a sixth country: **Pakistan**.

This announcement follows the previous signings announced for:



§	Brazil:	June 2019
§	Russia:	September 2019
§	USA:	October 2019
§	Portugal:	February 2020
§	Spain:	February 2020

Pakistan Agreement

In February 2020, Janison signed a two-year agreement with Educational Services Pvt. Limited (**Beaconhouse**), the National Service Provider (“NSP”) in **Pakistan**, to provide the digital assessment platform that will power PBTS in June of 2020.

Until now, Pakistan has never been involved in the international PISA programme nor the PISA-based Test for Schools assessment process. This agreement therefore marks a significant event for the country and also for Janison in introducing PBTS into a non-OECD country and one which is new to the PISA / PBTS programme.



The [Beaconhouse](#) School System originated in 1975 and has grown to become one of the largest private school networks in the world operating Pre-K and K-12 schools in the UK, Malaysia, the Philippines, Pakistan, the UAE, Oman, Belgium and Thailand. It currently has over 315,000 full time students enrolled in its schools across eight countries.

In the first year of this partnership, the PBTS is expected to be piloted to students across 100 schools in Pakistan, with a view to extending this in subsequent years. As at 2015 there were approximately 6.1m middle school students¹ in a country of over 216 million inhabitants.

¹ source: UNESCO

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PBTS Cumulative Progress to Date and Outlook

This agreement now takes the number of countries signed on to the Janison Insights platform up to six. These countries are expected to deliver approximately \$1.4m of annual recurring licence revenue in the first year with a view to expanding this in year two and beyond as the test coverage increases within each country (these six countries alone represent a combined market size of 10.5m PBTS-age students across more than 160,000 schools).

In addition, there are a further 75 OECD member and partner countries currently running the tri-annual PISA test who represent potential markets for the annual Janison PBTS assessment.

Country Signed	Date Signed	Yr 1 Test Commences	TAM ³	Yr 1 Janison Share ²		Total Yr 1 Licence Revenue ²
			No. of 15 year old students ¹	No. of 15 year old students ¹	% Market Share of students	
1 Brazil	Jun 2019	Dec 2019	3.1m	60,000	1.9%	\$ 197
2 Spain	Sep 2019	Jan 2020	0.5m	2,400	0.5%	\$ -
3 Russia	Sep 2019	Nov 2019	1.3m	80,000	6.0%	\$ 197
4 United States	Oct 2019	Jan-Mar 2020	4.1m	6,000	0.1%	\$ 700
5 Portugal	Jan 2020	Apr 2020	0.1m	6,000	5.3%	\$ 100
6 Pakistan	Feb 2020	June 2020	1.3m	6,000	0.5%	\$ 100
All other PISA countries (members & partners)			26.7m			
Total			37.2m	160,400	0.4%	\$ 1,294
OECD Platform Fee	Apr 2019	n/a	n/a	n/a	n/a	\$ 100
Total (including OECD Platform Licence Fee)						\$ 1,394

¹ The PBTS and PISA tests are for 15 year-old students only

² Estimated, and based on EUR:AUD exchange rates at the time of invoicing

³ "TAM" = Total Addressable Market of PISA-aged students based on the 2018 PISA assessment

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 further agreements in the coming months.

Background

On 29th April 2019 Janison entered into a **five-year** partnership agreement with the OECD to provide the digital solution for its PBTS assessment. The [PBTS](#) is based on the globally renowned Programme for International Student Assessment ([PISA](#)).

While the PISA delivers **national-level** results every **three years**, the PBTS delivers **school-level** results **annually**, allowing school leaders to benchmark their individual school's performance with that of national education systems worldwide.

Notably, the PBTS – which 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, also measures students' socio-emotional skills, their family context, the teaching environment and their attitudes towards learning. This allows educators to understand how factors such as gender and students' socioeconomic status influence their abilities and their relationship with the results achieved.

The Janison platform

The Janison PBTS platform is based on **Janison Insights**. It offers educators an enhanced dashboard and streamlined reporting structure alongside a suite of other practical features which allow schools to explore their own data. Since signing with the OECD in April 2019, the Janison platform has successfully delivered PBTS throughout Russia, will complete delivery in Brazil in January 2020 and will commence delivery in the United States in January 2020.

To align more closely with the OECD pricing structure Janison has altered its pricing structure with NSPs whereby new countries signing on to use Janison's Insights platform for PBTS will pay a base fee of €60,000 (approximately **AUD \$100,000**) per annum for licensing up to a maximum of 200 schools, thereafter additional schools administering the test will pay approximately €100 (approximately **AUD \$160**) per school (previously the excess fee component was charged on a €1 per-student basis when the number of students exceeded 20,000).

This announcement is authorised by the Board of Directors of the Company.

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.