

ASX Announcement  
31<sup>st</sup> January 2020

## Janison accelerates global rollout of PISA-Based Test for Schools with signing of Portugal

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 fourth country: Portugal.

This announcement follows the previous signings announced for:

- Brazil - [June 2019](#)
- Russia - [September 2019](#)
- USA - [October 2019](#)



### Portugal Agreement

In January 2020, Janison signed a two-year agreement with **POLITEC & ID**, the National Service Provider (“NSP”) in Portugal, to provide the digital assessment platform that will power PBTS in the spring of 2020.

POLITEC & ID is a Portuguese non-profit private entity established in 2013. It is a collaborative network of industry and research centres formed with the purpose of executing national R&D projects to enhance knowledge and transform innovation challenges into opportunities. POLITEC & ID has been endorsed by the OECD to facilitate the local delivery of PBTS in Portugal.

In the first year of this partnership, the PBTS is expected to be piloted to students across **44 municipalities** and **103 school groups** in Portugal - approximately **100 schools** or **5,000 students in total**, with a view to extending this in subsequent years. As at 2017 there were approximately 630,000 secondary school students across approximately 800 secondary schools in Portugal<sup>1</sup>.

### PBTS Cumulative Progress to Date and Outlook

This agreement now takes the number of countries signed on to the Janison Insights platform up to four. **These four countries are expected to deliver approximately \$1.2m 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 four countries alone represent a combined market size of 9m PBTS-age students across more than 120,000 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.

---

<sup>1</sup> source: UNESCO

## PBTS (PISA-BASED TEST FOR SCHOOLS) TRACKER

| Country Signed                                     | Date Signed | Tests Commence | TAM <sup>3</sup>                         | Yr 1 Janison Share <sup>2</sup>          |                           | Total Yr 1 Licence Revenue <sup>2</sup> |
|----------------------------------------------------|-------------|----------------|------------------------------------------|------------------------------------------|---------------------------|-----------------------------------------|
|                                                    |             |                | No. of 15 year old students <sup>1</sup> | No. of 15 year old students <sup>1</sup> | % Market Share of schools |                                         |
| Brazil                                             | Jun 2019    | Dec 2019       | 3.1m                                     | 60,000                                   | 1.9%                      | \$ 197                                  |
| Spain                                              | Sep 2019    | TBC            | 0.5m                                     | 2,400                                    | 0.5%                      | \$ -                                    |
| Russia                                             | Sep 2019    | Nov 2019       | 1.3m                                     | 80,000                                   | 6.0%                      | \$ 197                                  |
| United States                                      | Oct 2019    | Jan-Mar 2020   | 4.1m                                     | 6,000                                    | 0.1%                      | \$ 700                                  |
| Portugal                                           | Jan 2020    | Apr 2020       | 0.1m                                     | 6,000                                    | 5.3%                      | \$ 100                                  |
| All other PISA countries (members & partners)      |             |                | 26.7m                                    |                                          |                           |                                         |
| <b>Total</b>                                       |             |                | <b>35.9m</b>                             | <b>154,400</b>                           | <b>0.4%</b>               | <b>\$ 1,194</b>                         |
| OECD Platform Fee                                  | Apr 2019    | n/a            | n/a                                      | n/a                                      | n/a                       | \$ 100                                  |
| <b>Total (including OECD Platform Licence Fee)</b> |             |                |                                          |                                          |                           | <b>\$ 1,294</b>                         |

<sup>1</sup> The PBTS and PISA tests are for 15 year-old students only

<sup>2</sup> Estimated, and based on EUR:AUD exchange rates at the time of (expected/actual) invoicing

<sup>3</sup> "TAM" = Total Addressable Market of PISA aged students based on the 2018 PISA assessment

### Spain

In September 2019 Janison entered into a contra-agreement with [2E](#), a Spanish National Service Provider (NSP), in which Janison will permit the use of its PBTS platform for a one-off event to a maximum of 40 schools in exchange for Spanish translation of the PBTS test. This allows Janison to build a position in Spain and establish a relationship with the NSP in addition to having the test content available for delivery in Spanish which would considerably help in the roll-out to countries such as Argentina and Colombia, should Janison enter into agreements in these countries.

### Market Share

The PBTS tests a sample of students to assess its population, therefore not all students in each school who choose to opt in are required to sit the test. As such, Janison expects its total market share of all PBTS-age students currently sitting the PISA test to reach a maximum of between 2% and 4% over the coming years, due to the sampling nature of the assessment.

### Further Expansion of the US Opportunity with The Better Education Company (TBEC)

In December, Janison teamed up with **The Better Education Company** ([TBEC](#)) in the USA to assist with the roll-out of Janison PBTS across North America. A commercial partnership agreement has been signed with TBEC to leverage its extensive network of schools and school relationships across North America to maximise the penetration of the PBTS assessment in the first two years. TBEC will earn a commission for its role in securing each new school on to the Janison PBTS platform.

TBEC are the founders of the BASIS network of charter schools in the US. The Tucson-based company, founded over 20 years ago currently has 27 schools of its own and delivers a unique curriculum styled along more European and Asian teaching methods. TBEC has relationships with several of the other 20 charter school networks across the USA.

**Janison is pleased to have secured such a well-regarded and highly connected partner in TBEC. As a result, the Company has increased its baseline forecast for revenue from the USA for PBTS in FY20 to approximately AUD \$700,000, or 100 schools, in year 1.**

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 29<sup>th</sup> 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.

Similar to previous agreements, the NSP will pay Janison a base fee of €60,000 (approximately **AUD \$100,000**) per annum for licensing the Janison Insights software for the purpose of delivering the PBTS test to up to a maximum of 20,000 students, thereafter for additional students sitting the test the NSP will pay approximately €1.00 (**AUD \$1.60**) per student.

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