

ASX Announcement
1 October 2020

2020 Annual General Meeting

Chairman's Address

Good morning and welcome to the **Janison Education Group Limited Annual General Meeting** held virtually - via video conference.

The **Non-Executive** directors on this call today include **Wayne Houlden**, **Allison Doorbar**, **Brett Chenoweth**, **David Willington**, and myself. We are also joined by a number of executives including **David Caspari - Chief Executive Officer**, **Stuart Halls - Chief Financial Officer**, a number of the executive leadership team of Janison and the Company's auditors.

The 2020 financial year was the third year of the company being listed on the stock exchange and another very successful year, full of many achievements.

Some of the highlights include; an **11-percentage point improvement in Gross Margin**, **positive free cash flow of \$2.7m** and ending the year with more than **\$11m of cash on hand**. Within these consolidated Group results, the **Assessment division** – the focus for our future growth – posted a **+62% increase in platform revenue on the prior year** and a **16-percentage point improvement in Gross Margin** marking the inflexion point for Janison to a high-margin and highly scalable, recurring revenue business which now provides an **off-the-shelf digital assessment platform** and **world-leading schools' assessment products**.

On a people front, there were also several notable changes this year including **David Caspari** joining the Company as its new Chief Executive Officer in April - replacing Tom Richardson. On behalf of the board we are grateful to Tom for his efforts over the past five years to build Janison into the company it is today – a strong, ASX-listed entity set on a course toward becoming a successful global business, and we are very pleased to have David join us now – bringing with him a long career in blue-chip technology businesses and with a proven ability in sales and execution.

Since David joined in April 2020, we have already seen a marked improvement and a significant number of changes to the business which are already delivering fantastic results – this is evidenced by the first quarter financial results and first-half guidance. David will take us through these changes and the trading highlights in his presentation shortly.

COVID Impact

2020 was not without its challenges for Janison, as was the case for many other businesses, families and individuals dealing with the devastating impact of COVID. **Janison's exam management business - JEM**, which provides in-person exam services for a large number of universities, colleges and professional associations across Australia and globally, saw its revenues fall away in the key exam season of Q4. Thankfully, through the preparedness and swift actions of the executive team, a number of precautionary measures were put in place and the business was able to preserve cash and significantly reduce its costs to offset the downturn in revenue.

Credit for this must also be attributed to the entire staff of Janison who deserve great praise for the personal sacrifice they each made during this time and also for their resilience in the face of difficulties brought about by COVID – at work and at home.

Most education bodies around the world were severely impacted by COVID this year and very few, if any, were able to maintain business continuity when campuses closed and students were forced to study remotely. Whilst some institutions have filled the void with short-term solutions, it is our view that in the long-term, COVID will accelerate the need for the education industry to digitise its learning content and exam delivery. This is demonstrated by Janison's recent customer wins in Europe and also through an increase in the number of inbound enquiries for the Janison online assessment and remote proctoring solutions.

On behalf of the board, we are all very pleased with how the business has navigated the difficulties of 2020 – managing to finish the year even stronger than it started in 2020, and we are excited about what's to follow for the year ahead and beyond.

The board would like to thank all employees of Janison for working exceptionally hard to deliver robust, secure and scalable products for our valued customers across numerous geographies and time zones. I would also like to thank our shareholders for their continued support as we continue grow the business.

After the formal business of the meeting as set out in the Notice, I will hand over to **David Caspari** and **Stuart Halls** to present the trading update and financial results for Q1 as well as a first half outlook which was released to the market on Monday 28th September, ahead of the AGM, to comply with continuous disclosure obligations.

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This release has been authorised by the Chair.

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

About Janison Education Group

Janison, a multi-award-winning Microsoft education partner, successfully delivers online assessment events to millions of candidates in more than 100 countries, for organisations including the British Council, the Organisation for Economic Co-operation and Development (OECD), the Singaporean government, and national and state government departments in Australia.

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

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

Janison also manages the delivery and supervision services for in-person exams for the higher education sector and professional associations across Australia and New Zealand via the acquisition of LTC Testing in April 2019. Janison also recently acquired Educational Assessments – the creator and owner of the elite schools-based ICAS test, amongst other test products such as REACH, JET and SCOUT, from UNSW Global on 31 May 2020.

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.