

ASX Announcement

10 March 2021

## Janison accredited by OECD as sole provider of PISA for Schools in Australia

Janison Education Group Limited (ASX:JAN) (“Janison” or the “Company”), is pleased to announce it has been accredited by the Organisation for Economic Cooperation and Development (“OECD”) as **sole provider** in **Australia** of the **PISA for Schools assessment** – the gold standard in the measurement of student learning – underpinned by the PISA-based scales. This further strengthens Janison’s market leader position within Australia for schools’ assessments.



### Agreement

In March 2021, the OECD accredited Janison as the exclusive provider of the PISA for Schools assessment across Australia for the next two years. This will see Janison leverage its existing go-to-market capabilities and operations teams to **promote, deliver and support the event** for participating schools across all states and territories in Australia.

Janison’s CEO, David Caspari, said: *“The board and management of Janison are extremely honoured to be partnering with the OECD in the roll-out of such an incredibly well-regarded assessment and benchmarking tool – the only test of its kind in the world.”*

*“For us, this is our mission – to be a global force for good by powering best-in-class educational assessments with passion and purpose. I congratulate the Janison team for working seamlessly with the OECD’s team to bring us to today when we are launching in yet another country – our home country of Australia,”* said Mr Caspari.

**The roll out for PISA for Schools in Australia is expected to begin in NSW with strong indications from a large number of government and independent schools wishing to participate in the program, with tests starting in April this year.** Management anticipate further demand from schools and state jurisdictions across Australia once the broader sales and marketing program commences this week.

For further information on the PISA for Schools assessment visit the Janison website [here](#).

## Financial Information

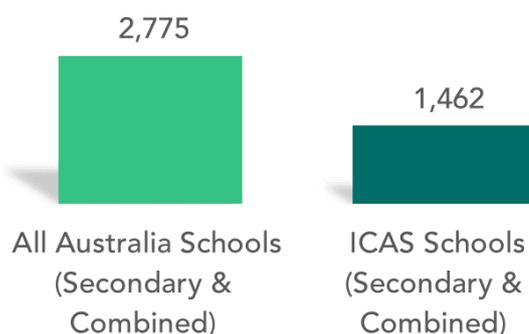
Schools choosing to undertake the assessment each year will be charged **\$7,000 per year** and the test can be sat at any time during the school year. Each school receives a comprehensive, customised report analysing the students' learning outcomes, well-being, and socio-emotional skills, benchmarked against other schools in Australia and globally. Schools are also granted access to a network of participating schools enabling them to leverage the experience of the world's leading school systems to improve their own policies and practice.

Janison's National Service Provider ("NSP") pricing of \$7,000 per school p.a. contrasts with that of the International Platform Provider ("IPP") model where Janison provides its assessment software to National Service Providers ("NSPs") who manage the in-country process. For this, Janison – as the IPP – charges a fixed minimum of ~\$100,000 (Eur 60,000) p.a., for up to 200 schools – equivalent to ~\$500 per school p.a., with overage fees for any country wishing to deliver the test to more than 200 schools.

## Market size in Australia

There are approximately **2,700 secondary and combined** schools in Australia<sup>1</sup> of which roughly 50% are existing Janison ICAS customers. **Total addressable market size in Australia is approximately \$19m** (2,700 schools at \$7,000 each) of which **the existing ICAS market share is approximately \$10m**.

Fig. 1: Janison market share of all secondary and combined schools in Australia<sup>2</sup>:



Unlike ICAS, which is student focussed, the PISA for Schools assessment is school focussed, and thus provides the added ability to engage with state jurisdictions as well as individual schools. For this reason, management will be seeking to secure a large number of schools simultaneously via state-level agreements.

<sup>1</sup> Source: [ACARA 2019](#).

<sup>2</sup> Based on schools that purchased ICAS between 2017 and 2019.

## Background

On 29th April 2019, Janison entered into a five-year exclusive partnership with the OECD to provide the digital solution for its PISA for Schools assessment globally.

PISA for Schools is an online assessment that supports individual school improvement efforts using benchmarking based on the OECD's Programme for International Student Assessment (PISA). It tests a sample of 15-year-old school students with two components:

- A cognitive test in reading, mathematics and science using scenario-based real-life questions - testing the application of knowledge.
- A questionnaire about a student's situation at home and school, reactions to the learning environment, and confidence and motivation for doing well at school.

Already 220,000 students across seven countries have undertaken PISA for Schools using the Janison platform, with the first testing in Australia scheduled for the beginning of Term 2 – between 19 April and 7 May 2021.

Educators are reporting that this provides a low-stakes, high value opportunity for schools to benefit from reliable PISA data to drive improvement. Around the world they are unpacking the data in their confidential, individualised reports and using the evidence to set strategic goals, address the gap between the least and most advantaged, leverage a global peer learning community and benefit from a holistic view which brings together heart and mind through the power of student voice.

## The Janison platform

The PISA for Schools test is powered by the Janison Insights platform which offers educators an enhanced dashboard and streamlined reporting structure alongside a suite of practical features enabling schools to explore their own data and compare their results to those of other schools and countries around the world.

This announcement follows the previous signings announced for the following countries ('IPP' denotes where Janison is the International Platform Provider and 'NSP' is where Janison assumes full responsibility for in-country roll-out as the National Service Provider):

	Country	Janison's Role	Date Signed
1	Brazil	IPP	<a href="#">June 2019</a>
2	Russia	IPP	<a href="#">September 2019</a>
3	USA	NSP	<a href="#">October 2019</a>
4	Portugal	IPP	<a href="#">January 2020</a>
5	Spain	IPP	<a href="#">January 2020</a>
6	Pakistan	IPP	<a href="#">February 2020</a>
7	Japan	IPP	<a href="#">February 2020</a>
8	Thailand	IPP	<a href="#">July 2020</a>
9	Australia	NSP	<a href="#">March 2021</a>

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This release has been approved by the board.

For further enquiries, please contact Stuart Halls at: [IR@janison.com](mailto:IR@janison.com)

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## About Janison

Janison is a global force for good seeking to change the world through digital educational assessments.

Our team of educators, technologists and change agents are passionate about empowering teachers and students to achieve better outcomes.

Our assessments are authentic and provide greater student insight and more reliable data within a faster timeframe; and our technology platform supports a commitment to equity and accessibility for all.

We are an Australian success story now thriving on the global stage by delivering more than 10-million best-in-class assessments annually in 120 countries.

From the spare room of a teacher's house in regional NSW, Janison is now a trusted edtech partner of the OECD, governments and private educators.

## 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.