

ASX Announcement
14 June 2023

Janison extends NAPLAN Online agreement to 2030 in \$24m+ deal.

Janison Education Group Limited (**ASX:JAN**) ("**Janison**" or the "**Company**"), a leading provider of educational technology solutions, today announced that it has extended its agreement with Education Services Australia (ESA) to provide the platform powering NAPLAN Online nationally across Australia. The new agreement has an initial term of three years plus three additional optional years, valuing the deal at over AUD\$24 million for the full six-year term – a significant win for Janison, and the largest signed in the Company's history.

NAPLAN Online is a computer-based assessment used to measure the literacy and numeracy skills of Australian students in Years 3, 5, 7, and 9 across all schools nationally. The platform is used by over 1 million students annually and is the product of many years of development between ESA, Janison and Microsoft.

Under the terms of the new agreement, Janison will continue to provide ESA with the technology, support and maintenance services required to deliver NAPLAN Online. Janison's platform will enable ESA to improve the efficiency and effectiveness of the NAPLAN program whilst providing enhanced integrity and data security.

Janison will also work with ESA ongoing to develop new features and functionality for the platform which are expected to further enhance the capability of the platform and may deliver additional revenue in the form of software development services and performance testing.

"We are delighted to have renewed our agreement with ESA," said Janison CEO, David Caspari. "NAPLAN Online is a critical tool for measuring the educational progress of Australian students and we are proud to continue to play a role in its delivery. This is also an important milestone in Janison's history, signing our largest agreement which demonstrates the trust ESA has placed in Janison to deliver high-quality educational technology solutions. This builds on the strategic opportunities forged this year with Oxford University Press and Cambridge University Press & Assessments looking into FY24 and beyond."

In March 2023, Janison's assessment platform delivered 4.4 million NAPLAN Online tests for 1.2 million students, believed to be larger than any other school assessment globally. At its peak, more than 300,000 students simultaneously sat the exam on Janison's platform – maintaining the highest standards of exam equity across Australia, without issue.

LOOKING INTO FY24 AND BEYOND

This ESA agreement announced today builds on the previous organic contracts signed with Cambridge University Press & Assessment (CUPA) in [September 2022](#) and Oxford University Press (OUP) in [April 2023](#).

The Cambridge agreement was signed with a minimum contract value of ~\$1m in revenue over three years but has to date added \$2.5m in the last nine months in FY23 and is expected to grow significantly in FY24 and beyond. The Oxford agreement has commenced with a range of tests worth approximately ~\$1m in TCV but, similar to the Cambridge agreement, test volumes are likely to be higher than minimum contract amounts, and further opportunities exist to deliver additional OUP tests on the Janison assessment platform.

* Ends *

This release has been approved by the board.

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

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