

Janison secures landmark UK contract with National Foundation for Educational Research (NFER) to deliver Scotland's National Standardised Assessments

Highlights

- The Scottish Government awards national contract for the Scottish National Standardised Assessments (SNSA) and Gaelic-medium equivalent (MCNG) to National Foundation for Educational Research (NFER), with Janison as principal technology subcontractor to NFER in the delivery.
- The subcontract with NFER includes a Total Contract Value (TCV) for Janison of ~A\$14.2 million over the initial four-year term.
- Delivered via Janison Insights — Janison's proven national-scale adaptive assessment platform — leveraging Janison's experience with similar exams like NAPLAN (delivered in Australia) and SMART (delivered in New Zealand), including established bilingual delivery capability.
- Janison's first contract to deliver technology for a national government assessment in the United Kingdom, establishes a flagship UK reference and platform for further government opportunities across the region.

Janison Education Group Limited (**ASX: JAN**) ("Janison" or the "Company") has been appointed as principal technology subcontractor to NFER in connection with NFER's award of the Scottish Government contract to deliver the Scottish National Standardised Assessments (SNSA) and Measaidhean Coitcheann Nàiseanta na Gàidhlig (MCNG) — Scotland's national standardised assessment programme.

The SNSA and MCNG provide teachers across Scotland with diagnostic assessment data to support learner progress across four key school stages, delivered annually at national scale in both English and Gaelic. NFER is the UK's leading independent provider of educational research and assessment, with over 75 years of delivering assessments and research. Janison will provide the core assessment delivery platform pursuant to a subcontract with NFER, with platform go-live targeted for August 2027.

Contract Terms

The subcontract commences 21 August 2026 and runs to 21 October 2030, with three one-year extension options exercisable by the Scottish Government (to July 2033). Extensions are at the sole discretion of the Scottish Government and are not guaranteed. The subcontract TCV for Janison is approximately A\$14.2 million over the initial four-year term, with potential to increase materially across the full seven-year term if all extension options are exercised.

The contract is subject to standard government termination provisions, including termination for convenience with 90 days' notice. Compensation on termination is limited, consistent with standard Scottish Government ICT contract terms.

Strategic Context

This contract is Janison's first national government assessment reference in the United Kingdom and marks a significant step in the Company's strategy to build market leadership in digital assessment across ANZ and the UK. Janison's selection reflects its proven capability delivering large-scale national assessment programmes in Australia, including NAPLAN, and New Zealand, including SMART and bilingual delivery. The contract provides a repeatable model for further UK and European opportunities and reduces Janison's revenue concentration across its ANZ programme base.

Investment and Returns Profile

Successful delivery of the NSA contract will require a material upfront investment in the initial implementation phase, including platform configuration, integration, resource mobilisation, and in-country operational setup. This investment is expected to have a corresponding impact on operating EBITDA and cash reserves in the initial implementation phase in FY27, reflecting working capital requirements associated with commencing a contract of this scale. All figures are expressed in Australian dollars in this announcement. The contract is denominated in GBP and the Company will therefore be exposed to movements in the AUD/GBP exchange rate.

Janison expects this investment profile to normalise as the programme moves into steady-state delivery. As platform utilisation scales and revenue recognition commence under the contract terms, the Company expects meaningful improvement in margin contribution and operating cash flow over the contract term. Once at steady-state delivery, the contract is expected to be margin accretive, reflecting the operating leverage inherent in Janison's platform model.

Sujata Stead, CEO of Janison, said: *"This is a landmark moment for Janison. Being selected to deliver Scotland's national assessment programme – our first entry into the UK government assessment market – is a powerful endorsement of our platform, our people, and the strength of our partnership with NFER. It marks clear progress against our strategy to grow market share across ANZ and the UK, with partnerships a core pathway to growth. Having extended our proven national-scale delivery from Australia to New Zealand for the first time this year, and now to Scotland, we are proud to bring that experience to Scottish learners and educators."*

This announcement has been approved for release by Janison's Board of Directors.

For further enquiries, please contact:

Investor Relations

Adrian Mulcahy

Automic Markets

E: adrian.mulcahy@automicgroup.com.au

P: +61 438 630 422

Media Relations

Rebecca Melville

Head of Marketing, Janison

E: rmelville@janison.com

About Janison

Janison is an Australian-owned education technology pioneer that supports organisations globally with leading online assessment solutions. For over 20 years, we've worked with governments, educators, and corporations to transform the way learning is assessed, making it more accessible, efficient, and impactful.

Our technology powers some of the world's largest and most trusted assessment programs, including NAPLAN Online, delivered in partnership with Education Services Australia on behalf of the Australian Government. With deep domain expertise and a track record of reliable delivery at scale, Janison enables seamless digital assessments for millions of learners worldwide. We are committed to helping educators and institutions deliver fair, effective, and future-ready assessment experiences.

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