

ASX Announcement

28 April 2023

Janison awarded global agreement with Oxford University Press, and reaffirms FY'23 guidance

Janison Education Group Limited (ASX:JAN) ("Janison" or the "Company") is pleased to announce it will provide its digital assessment technology and event support services to enable Oxford University Press ("OUP") to develop and deliver a range of new and existing assessment products globally.

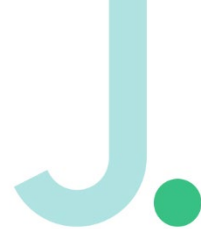
This represents another exciting advancement in Janison's international expansion plans that follows the recent announcement of Janison's new global [partnership](#) with Cambridge University Press & Assessment and cements Janison's place as a strategic partner in two of the three largest higher education institutions globally (World University Rankings – Times Higher Education).

OUP is the education publishing arm of Oxford University, one of the largest and most prestigious providers of learning and assessment content today. This strategic partnership between Janison and OUP will accelerate the implementation of OUP's digital strategy, and supports their objective to maximise the opportunities for students and teachers to access OUP content.

Signed by OUP's global headquarters in the UK, the three-year umbrella agreement worth approximately AUD\$1m TCV based on minimum assessment volumes will see Janison and OUP add further digital assessments over the next few years. The first new products are expected to be launched in the UK and Europe in 2H FY24. In addition to these, the partnership will see additional new products developed across OUP's primary, secondary and international education markets, with the potential to position OUP as one of Janison's largest enterprise customers globally.

Janison will assist OUP with a number of new digital products across a range of tests and markets, initially focusing on:

- **Phase 1** - for Years 6 and 9 – 10,000 tests p.a. from 2024 with growth to 50,000 by 2027
- **Phase 2** – roll-out from 2025 with estimate of 100,000 tests p.a. by 2028
- **Phase 3** - for years 5-8 in India and Pakistan – roll out from 2025 with estimate of 500,000 tests p.a. by 2028.



Janison will implement its standardised digital assessment platform, Janison Insights, and leverage its Microsoft Azure UK cloud deployment to support this new growth phase and enable OUP to take its assessment products to market, quickly and easily in a secure and reliable manner.

Janison is pleased to have achieved this milestone in its strategy to partner with large global enterprise, government and education institutions globally. Janison's UK-based Chief Operating Officer, Derek Welsh, will lead the expansion of Janison's UK-based teams to support this growth. These teams will support our existing UK and European partnerships, such as the OECD, Cambridge University Press & Assessment and now Oxford University Press.

About Oxford University Press (OUP)

Oxford University Press is the world's largest university press with offices in 50 countries. It publishes print and digital texts in more than 40 languages.

OUP's mission is to further Oxford University's objectives of excellence in research, scholarship, and education by publishing worldwide. OUP creates and distributes learning and assessment products to over 180 countries spanning across primary, secondary, higher education and English language sectors which are multidisciplinary in nature.

OUP has over 7,500 employees globally. OUP's learning and assessment IP contains more than 32,000 educational titles published across digital and print medium. OUP's digital platform 'Oxford Owl' attracts over 2 million users per month to access personalised learning and assessment journeys. In English Language Testing, the Oxford Placement Test attracts over 600,000 users p.a. across 94 countries.

FY23 Outlook

With a quarter of FY23 to go, Janison reiterates previous guidance of revenue (\$41-43m) and EBITDA (\$4-5m) with ongoing disciplined cost control. Larger cash receipts in 2H23 from ICAS in Q4 are expected to see the business finish break-even for total cashflow on a full year basis – a significant improvement over FY22.

*** End ***

This release has been approved by the board. For further enquiries, please contact Stuart Halls at: IR@janison.com

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