

ASX Announcement | 28 October 2020

## OpenLearning partners with UNSW to deliver innovative online university Transition Program for international students

### Investment highlights

- OpenLearning has signed a five-year license agreement with the University of New South Wales Global (UNSW Global) to deliver the new Transition Program (online) for international students.
- OpenLearning will be responsible for designing and delivering the program with guidance from UNSW Global, who will provide its academic expertise and promote the program globally
- OpenLearning expects to receive net revenue of between \$6,000 to \$9,000 for each student in the program after fees paid to UNSW Global and based on the estimated enrolment fee per student
- On completion of the four-month program, qualifying international students will gain entry into UNSW, a world top 50 university
- Innovative new delivery model relies on activity-based learning, personalised coaching, portfolio-based assessment and interviews instead of exams by leveraging the OpenLearning platform

Sydney, Australia, 28 October 2020: Higher education technology company **OpenLearning Limited** ('OpenLearning' or 'the Company') is pleased to announce that it has signed a five-year agreement with the University of New South Wales Global (UNSW Global) to design and deliver an online pathway program for international students through its OpenLearning platform. A summary of the material terms and conditions of the agreement is set out in the Schedule to this announcement.

The new UNSW Transition Program (online) is set to commence in March 2021 and is designed to provide the same outcomes for international students as UNSW Global's existing face-to-face Transition Program, which will continue to be delivered on campus. The four-month program will be delivered via the Company's platform to international students who want to gain entry into UNSW, a world top 50 university. UNSW Global is a wholly-owned enterprise of UNSW and a pioneer of foundation studies and pathway programs.

The agreement is transformative for OpenLearning both in terms of the additional revenue stream it will provide and the nature of the work the Company will undertake.

### Significant new revenue stream

The Company expects to receive net revenue of between \$6,000 to \$9,000 for each student in the program after fees paid to UNSW Global and based on the estimated enrolment fee per student. The Company will incur upfront costs for the establishment, design and delivery of the program and will expand its team in Australia under the leadership of the Company's Managing Director of Australia, Cherie Diaz, who has extensive experience in the private higher education sector for both domestic and international students.

Under the agreement, UNSW Global will be responsible for marketing the program and providing curriculum, content, quality assurance, and certification. The Company will support UNSW Global's marketing activities in addition to carrying out its own marketing initiatives through the OpenLearning platform in order to maximise student numbers.

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### **A ground-breaking approach to reimagining online education**

Based on an established on-campus program, the new UNSW Transition Program (online) offers the same learning and pathway outcomes as its face-to-face counterpart, but with a completely different delivery style and learning experience.

Rather than a 'lift-and-shift' implementation of the on-campus program, the new program is purpose-built for online delivery. In addition to providing its platform and design services, OpenLearning is responsible for managing the student lifecycle from application through to teaching and assessment. After consistently proving the efficacy of its platform and educational philosophy, OpenLearning is confident that it has the expertise and resources to pioneer this new delivery model in collaboration with UNSW Global.

The Company's ground-breaking online teaching model relies on activity-based learning, personalised coaching and interviews instead of exams. OpenLearning will provide students with more feedback from teachers and peer interaction than other online programs, with a progressive shift from teacher-led sessions to student-led ones that give students accountability with support. In addition, an automatically generated online portfolio will allow teachers to monitor students' progress throughout the program, making it possible to tailor coaching and support to each student.

### **Expansion of an existing partnership**

OpenLearning first partnered with UNSW Global in May of this year to launch the online University English Entry Course (UEEC 10). With high student satisfaction and attendance rates for the interactive 10-week course, the development of more online-first courses was a priority for UNSW Global. The new partnership aims to leverage OpenLearning's innovation in online delivery and UNSW's academic expertise to create a student-centric learning community.

The Company and UNSW believe that an online pathway program is not only well suited to the current market conditions but will continue to appeal to students by saving them time and money.

**OpenLearning Group CEO & Managing Director Adam Brimo said:** "We're excited to partner with UNSW Global to set a new standard for online education by reimagining the UNSW Transition Program. For the first time, we're combining OpenLearning's socially constructive and community-driven approach with a teaching model that integrates small group and personalised coaching, continuous portfolio-based assessment and final interviews instead of exams to create a superior learning experience that will thoroughly prepare students to succeed at Australia's top universities."

**UNSW Global CEO Laurie Pearcey said:** "At UNSW, we are passionate about the digital transformation of teaching and learning as well as the power of community and social engagement. Our partnership with OpenLearning is based on these shared values, and together we are opening up international learning opportunities to more people around the world."

**Ends.**

#### **Authorised by:**

Adam Brimo  
Group CEO & Managing Director

**Stay up to date with OpenLearning news as it happens:**

Visit the Investor section of the OpenLearning website at: <https://solutions.openlearning.com/investor-home/>. There you can download the Company's Prospectus and see recent ASX Announcements and press coverage.

In addition to signing up for OpenLearning news directly from the Company, we also encourage shareholders to register to receive electronic communications from our share registry, Automic. To sign up for e-communications from Automic, please visit <https://www.automicgroup.com.au/>.

Thanks for your ongoing support. We look forward to sharing OpenLearning news with you.

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**About OpenLearning**

OpenLearning Limited is a software as a service company that provides a scalable online learning platform to education providers and a global marketplace of world-class courses for learners of all levels.

OpenLearning's platform enables the delivery of project-based, social learning to encourage interaction among users and foster a community of collaborative learners. The company's unique service provides a complete learning environment for all types of online education - from short courses through to micro-credentials and online degrees.

With more than 2.6 million learners worldwide across over thousands of courses provided by 143 education providers, OpenLearning is at the forefront of a new wave of online education delivery.

To learn more, please visit: <https://solutions.openlearning.com/>

**About UNSW**

UNSW Global has led the way in global education and training for over 50 years as a not-for-profit, wholly-owned enterprise of UNSW Sydney (University of New South Wales). Offering transformational university pathway programs, comprehensive language courses, more than 30,000 students have studied at UNSW Global.

To learn more, please visit: <https://www.unswglobal.unsw.edu.au/>

## Schedule – Agreement Terms

The material terms and condition of the agreement with UNSW Global are set out below:

- **Services:** Under the agreement, OpenLearning will supply students under the Transition Program with online learning resources under the licence granted by UNSW Global (refer below), deliver the Transition Program to students through the OpenLearning platform, manage enrolments in the Transition Program (including ensuring that enrolled students meet UNSW Global’s eligibility criteria and taking payment of enrolment fees) and providing support to enrolled students.
- **Term:** The term commenced on the date of execution of the agreement and continues until 1 March 2026 (**Term**), with the Transition Program anticipated to commence being delivered through the OpenLearning platform on 1 March 2021.
- **Enrolments:** OpenLearning will be responsible for undertaking the process of enrolling eligible students in the Transition Program, including taking payment of all fees payable by eligible students for delivery of the Transition Program.
- **Licence:** UNSW Global will grant a non-exclusive, non-sub-licensable, non-transferrable licence, worldwide licence to use UNSW Global’s program materials for the purpose of OpenLearning carrying out its services under the agreement. OpenLearning has acknowledged that the intellectual property in program materials licensed to OpenLearning by UNSW Global are the property of UNSW Global and are to be used only for the purpose of offering the Transition Program to eligible students.
- **Licence Fee:** OpenLearning will pay a licence fee, being a proportion of the enrolment fee payable by eligible students, to UNSW Global calculated on a per student basis in consideration for access to the program materials required to carry out the Transition Program and the delivery of OpenLearning’s services under the agreement.
- **Intellectual Property in OpenLearning platform:** UNSW Global acknowledges that the intellectual property in the OpenLearning platform is the property of OpenLearning.
- **Termination:** Either party may terminate the agreement in the event that an event of insolvency occurs in respect of the other party or where a material breach of the agreement occurs, which would include non-payment, non-delivery of services, or a change in Australian regulations that prevents the program from being delivered. The agreement may be terminated by either party if a material breach occurs and is not remedied within 30 days of notice of breach. The agreement may also be terminated if an instance of material or systemic academic fraud or misconduct occurs, affecting or involving a significant number of students.