AI powered SAAS platform for lifelong learning

Quarterly Presentation
Q3 2024

Q3 2024
Trading Highlights

Platform SaaS Revenue Accelerates 19% YoY
Our flagship LMS is growing globally and new add-on products recently launched, including Course Magic, Best Network and The Uni Guide are all generating revenue.

Average Revenue Per Customer Up 15% YoY
Utilisation rates of Course Designer and other AI tools continue to grow driving average revenue per customer up year on year.

Consistent High Growth > 15%
We have now delivered 12 consecutive quarters of year on year SaaS ARR growth in excess of 15%

Cash Outflows Decrease by 19%
Fiscal discipline and increasing sales led to further cashflow improvements on our way to break even.

$2.24m
Platform SaaS ARR – end Q3
▲ 19%

$9,367
B2B SaaS ARPC – end Q3
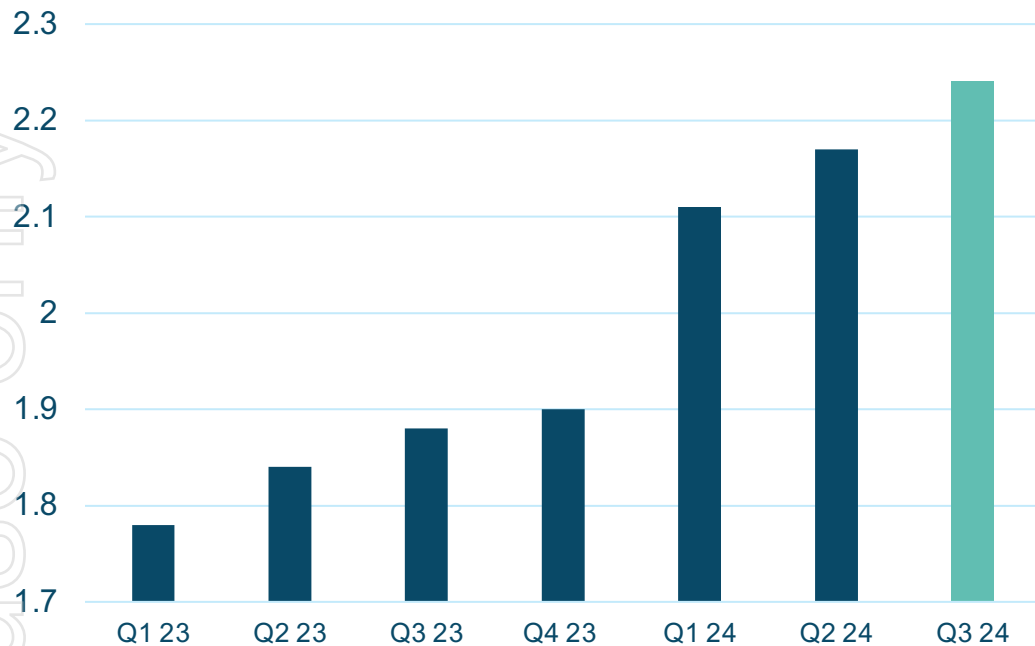▲ 15%

237
B2B SaaS Customers
▲ 4

28
B2C Customers
▲ 28

12 Quarters of SaaS Revenue Growth

SaaS ARR by Quarter

- The business has demonstrated a reliable growth engine averaging >15% SaaS ARR growth over 12 consecutive quarters.

- **Average revenue per B2B customer increased to $9,367** per customer in Q3 driven by AI adoption.

- **AI Course Builder** use continues to grow and is now an integral component of the company's learning management system

- 28 new B2C customers using Course Magic

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Our Product Suite

AI-powered LMS, providing a turn-key solution for institutions to deliver online and blended education that services as the central integration point for a range of other tools alongside a global course marketplace.

openlearning

theuniguide

Annually, The Uni Guide course marketplaces attract over 800,000 student users and list over 15,000 courses and degrees from 70 institutions.

The Uni Guide is a complementary acquisition that enables us to enter the student recruitment segment and cross sell our digital learning products to this client base.

https://theuniguide.com.au/

coursemagic

CourseMagic is a B2C product that enables users to build any course with their own AI instructional designer and export the course for teaching purposes and into other LMS systems.

Course Magic opens up a global B2C market and it spearheads our 'land and expand' strategy. The product went live in June and has shown good early sales traction.

http://www.coursemagic.ai/

best

Best Network is a biomedical education and skills training network that empowers a community of experts with digital tools for image-based biomedical education.

The system supports both online and face-to-face delivery with a library of 22,000 medical images utilised by 20 universities and 30,000 learners annually.

https://www.best.edu.au/

Course Magic Launches

28 New B2C Customers in 12 weeks
CourseMagic is a B2C product that enables users to build any course with their own AI instructional designer and export the course for teaching purposes and into other LMS systems.

Course Magic opens up a global B2C market and it spearheads our 'land and expand' strategy. The product went live in June and has shown good early sales traction with 28 new B2C sales in Australia, Malaysia, India, USA, Canada.
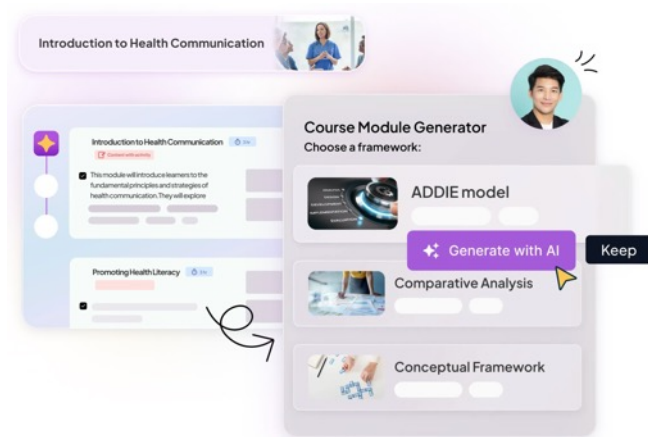
http://www.coursemagic.ai/

Export Formats to Suit all Systems
Users can build any course with their own AI instructional designer
and export the course for teaching purposes and into other LMS systems.

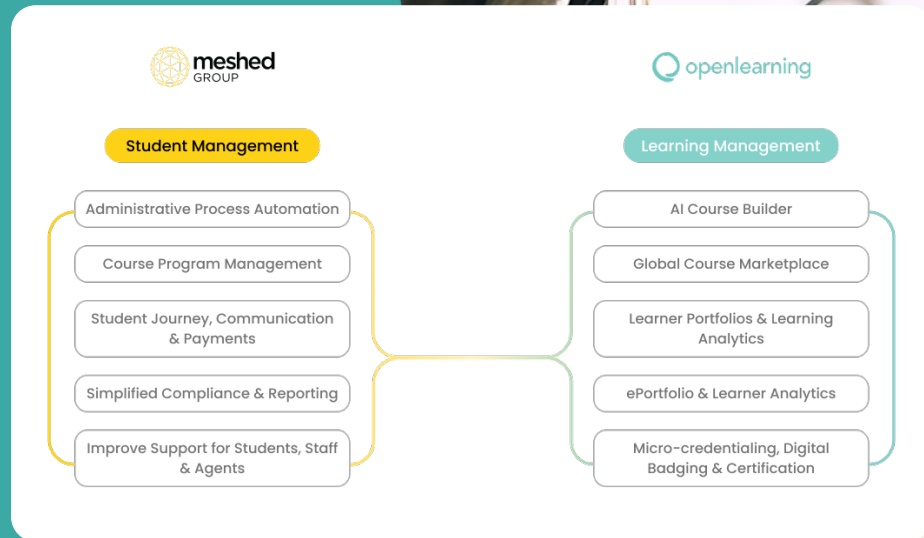coursemagic

Meshed Partnership

About Meshed

Meshed Group is a leading provider of Student Management Systems (SMS) with over 250 customers in the Australian higher education and vocational education sectors. An SMS stores and tracks student enrolments, course management, compliance, reporting and more.

A Combined Solution with Seamless Integration

Higher education institutions have struggled with disconnected systems for student administration and learning management, leading to inefficiencies and poor user experiences. Meshed Group and OpenLearning have partnered to provide a seamless, integrated solution.

Meshed Group's SMS is now deeply integrated with OpenLearning's LMS, allowing for seamless data flow and shared functionalities across both platforms, creating a more connected and efficient environment for administrators, educators, and students alike.

Meshed Group and OpenLearning will work together to promote this combined solution to education providers.

meshed GROUP   openlearning

Student Management   Learning Management

Student Management	Learning Management
Administrative Process Automation	AI Course Builder
Course Program Management	Global Course Marketplace
Student Journey, Communication & Payments	Learner Portfolios & Learning Analytics
Simplified Compliance & Reporting	ePortfolio & Learner Analytics
Improve Support for Students, Staff & Agents	Micro-credentialing, Digital Badging & Certification

Expanding our Footprint through Partners

Our Core Business in Australia & Malaysia

OpenLearning started in 2012 in Australia and expanded into Malaysia in 2015 and now built up a strong position in each market.

We believe there are significant opportunities to leverage our brand awareness in these markets to sell our LMS.

Expansion to India and the Philippines

We have made initial steps in India and partnered with Gujarat university on a trial delivery of compulsory courses to their students.

We have recently appointed 3 resellers in the Philippines as we plan expansion through 2024/25.

◎ Physical Offices

◉ Reseller Markets

CEO
Adam Brimo

"We are pleased by the consistent growth of our SaaS platform and the initial traction of CourseMagic.ai, reflecting both the increasing demand for AI-driven education solutions and the success of our innovative product development strategy.

We are also excited to partner with Meshed Group to provide a complete integrated solution for both student management and learning management to Australian education providers."

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