

ASX Announcement | 27 May 2025

National University Philippines Signs Platform SaaS Agreement with OpenLearning

Manila, Philippines, 27th May 2025: OpenLearning Limited (ASX: OLL) the AI powered learning management system is pleased to announce that National University, one of the largest private universities in the Philippines, has signed a new platform software-as-a-service (SaaS) agreement with OpenLearning.

National University ran a competitive trial process to evaluate several of the top learning management systems (LMS) and selected OpenLearning's platform for implementation as the university's LMS across all their campus locations.

Highlights

- **National University has signed a 5-year usage-based SaaS agreement** with OpenLearning to utilise its LMS for a minimum of 40,000 students per year.
- The university has indicated that it intends to **expand usage of the LMS to all their 85,000 students** across all campuses in the coming years.
- The minimum contracted SaaS fees are US\$80,000 (circa A\$124,000) per year, with a total minimum contract value of US\$400,000 over 5 years.
- Once the LMS is fully implemented across all National University campuses, approximately up to **A\$250,000 in total annual SaaS fees per year are expected to be achieved** based on the current number of enrolled students at the university.

About National University

- National University (NU) operates across 14 campus locations throughout the Philippines, with ambitious plans for growth. As part of its 10-year expansion strategy, including new campuses in East Ortigas, Bacolod, and Las Piñas.
- NU is currently serving 85,000 students. The university is projected to enrol over 100,000 students in 2026-27.
- The university group includes Asia Pacific College, established in 1991 as a joint venture between IBM Philippines and the SM Foundation. APC aims to produce industry ready graduates with a strong foundation in information technology and related fields.
- It also includes Inspire Sports Academy, which offers a world class facility comprising a 5 level building, playing fields, gyms and courts designed to promote sports excellence.



More information about National University can be found here: <https://national-u.edu.ph/>



National University has 10 campus locations in Manila and across the Philippines and it has strong expansion plans. The group includes Asia Pacific College and Inspire Sports Academy.

National University President Renato Carlos H Ermita Jr said: “At National University, we are deeply committed to delivering education that works. After evaluating several learning management systems, we were particularly impressed with OpenLearning. The platform's intuitive AI course builder, its outcome based approach, and its scalability which is essential for a large, multi campus university like NU, were key factors in our decision. We’re excited to collaborate with the OpenLearning team as we roll out the platform across all of our campuses in the Philippines.”

OpenLearning CEO, Adam Brimo said, “We are thrilled to partner with National University, one of the Philippines' largest and most esteemed higher education institutions. NU has chosen our learning management system as the premier solution to advance their online learning initiatives across all campuses. This decision is a strong endorsement of the quality and continuous evolution of our technology and our leadership position in the application of Generative AI to education. We are committed to building a leadership position for our LMS in the Philippines, and this partnership marks a significant milestone in our strategic growth in the region.”



National University President Renato Carlos H Ermita with OpenLearning CEO, Adam Brimo and other senior executives from National University at signature ceremony in Manila on 26th May 2025.

The agreement was executed at a ceremony held between 2:30pm to 4:00pm Philippine Standard Time (4:30pm to 6:00pm Australian Eastern Standard Time) on 26th May 2025 with a commencement date of 26th May 2025. The SaaS fees payable under the agreement are determined by the number of unique students from National University who utilise the LMS each year, with a fixed minimum of 40,000 students each year. Besides what is outlined above, all other terms of the agreement with National University are customary for platform SaaS agreements with universities (a summary of which

was included in section 10.3.1 of the Company's IPO prospectus, released to the ASX announcements platform on 10 December 2019), including standard termination provisions.

Ends.

Authorised by:

Adam Brimo
Group CEO & Managing Director

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About OpenLearning

OpenLearning is an AI powered learning management system.

The platform provides a full suite of tools for online learning, course creation and delivery, for education institutions, corporations and government.

OpenLearning is a trusted partner to more than 250 leading education providers, who have delivered tens of thousands of courses to over 3 million learners through its platform.

With a strong position in the Australian and Malaysian higher education sectors, and a growing presence in the Philippines, Indonesia and India, OpenLearning is revolutionising the way education is accessed and delivered globally.

To learn more, please visit: solutions.openlearning.com