

ASX Announcement | 3 July 2025

OpenLearning Signs A\$155,000 Platform SaaS Agreement With Education Centre of Australia

Sydney, Australia 3rd July 2025: OpenLearning Limited (ASX: OLL) ('OpenLearning' or 'the Company') the AI-powered learning management system (LMS) is pleased to announce that Education Centre of Australia Pty Ltd (ECA) has signed a new platform software as a service (SaaS) agreement with OpenLearning.

Highlights

- **5-year usage-based SaaS agreement** with ECA to utilise OpenLearning's LMS for a minimum of 2,500 students per year.
- Total minimum **contracted SaaS fees of A\$155,000** over the 5-year period, with the potential for additional revenue based on usage.

After reviewing several LMS options, ECA chose OpenLearning for its scalability, AI innovation, and strong examinations and outcome-based assessments feature.

ECA will use OpenLearning in the following colleges and divisions:



ELSIS is an English language college based in Sydney, Melbourne and Brisbane that has been providing English courses to students from all over the world including South America, Asia and Europe for over 30 years.



ECA College, is a registered training organisation that delivers vocational qualifications from Certificate IV, Diploma and Graduate Diploma level across various disciplines.



ECA Professional Year delivers academic and internship programs to IT graduates to prepare them for the IT workplace.

ELSIS & ECA College General Manager, Sharon Oh said, "We're excited to collaborate with OpenLearning to elevate the online learning experience at ECA College. The platform's innovative assessment and examination tools, along with the student portfolio feature, particularly stand out. These capabilities will empower our students to seamlessly transition their academic projects into real world workplace applications."

ECA, Professional Year General Manager Luciano D'Ambrosi commented: "ECA Professional Year is delighted to partner with OpenLearning, an enterprising way forward in how we engage and empower our students in the one-year job readiness program. Our syllabus will be delivered on the OpenLearning platform, an interactive space that goes beyond traditional content delivery to one promoting more active learning and real world application. The platform assists our trainers to connect with our learners so that understanding becomes an enjoyable process focusing on creating,

participating and reflecting. Students benefit from the tools to collaborate and build career ready skills, to an easy access to mentor support. We believe learning should not only inform, but it should also inspire. This alliance with OpenLearning is an important milestone in ECA Professional Year re-defining how we continue to evolve to deliver a peerless experience for our community of students, to gain the skills and confidence to thrive as the agile IT managers of the future in Australia's tech sector."

The agreement is with Education Centre of Australia Pty Ltd, which wholly owns ECA Investments Group Pty Ltd (as trustee for The ECA Investments Group Trust). ECA Investments Group holds a substantial interest (over 10%) in OpenLearning Limited and is represented on its board by nominee director Rupesh Singh. The Company's Board of Directors, excluding Rupesh Singh, the CEO of ECA who abstained from deliberations on the agreement, has concluded that this agreement is on commercial terms and is in the best interest of the Company and its shareholders.

The minimum fees payable under the SaaS agreement between OpenLearning and ECA are not currently financially material, however, the Company believes that the agreement warrants an announcement to its shareholders considering ECA's substantial shareholding in OpenLearning and the strategic value of three Australian higher education providers utilising its platform.

The agreement was duly received and executed by the Company after 8:00pm (AEST) on 2 July 2025, with an effective commencement date of 1 September 2025. Under the agreement, SaaS fees are calculated based on the number of unique students utilising the LMS each year, subject to a minimum threshold of 2,500 students per annum. Except as noted above, all other terms of the agreement with Education Centre of Australia are consistent with standard SaaS platform agreements entered into with educational institutions and universities. A summary of such standard terms, including customary termination provisions, is set out in section 10.3.1 of the Company's IPO prospectus, released to the ASX announcements platform on 10 December 2019.

Ends.

Authorised by:

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Group CEO & Managing Director

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We encourage shareholders to sign up for electronic news distribution with our share registry, Automic at:

automicgroup.com.au

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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 5 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