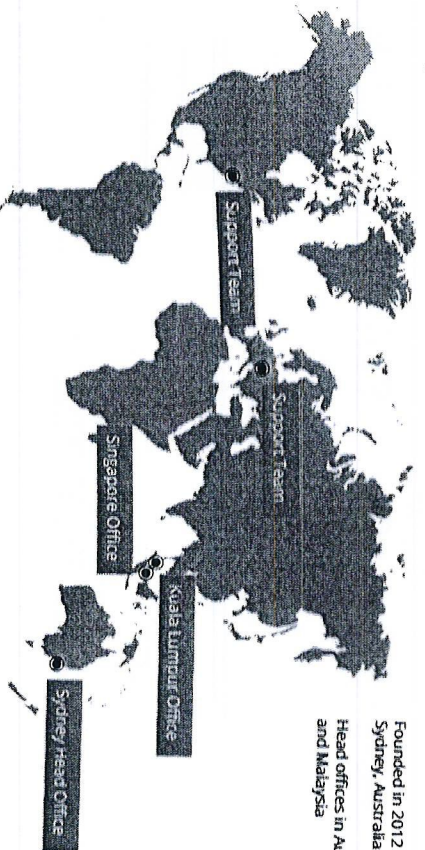


Anass Bennani
 Directeur de la Coopération
 et du Partenariat
Anass BENNANI

Headquartered in Australia, Global Team



Founded in 2012 in
Sydney, Australia
Head offices in Australia
and Malaysia

How it works

LEARNING DESIGN SERVICES

Design high quality short courses, massive online open courses (MOOCs), and graduate certificates with the help of our learning services team.

PLATFORM

OpenLearning is a platform for authoring and delivering online/blended courses. With a social-constructivist philosophy at its heart, it is the perfect tool for engaging your students in active, authentic learning.

MARKETING SERVICES

Take advantage of our global marketplace where universities and educational institutions can promote their courses and attract new students.

OpenLearning Corporate Profile

The #1 MOOC platform for higher education in Australia and Southeast Asia

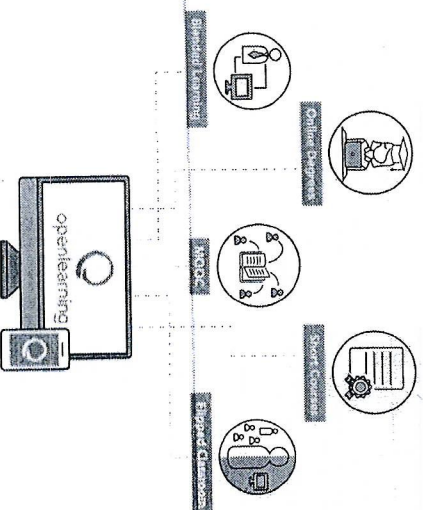
- 1.8 million students (100% YoY growth for 3 years)
- 10,000+ courses created
- 75+ education providers
- 60+ employees globally (30+ including contractors/external)
- A\$13.5m venture capital

Our Platform - Delivering Quality Education at Scale

Flexible enough to support fully online degrees to short executive education courses that can be designed and launched efficiently

Learning Technology

- Course Design
- Course Discovery
- Course Delivery
- Certification Technology
- Analytics
- Assessment
- Certification

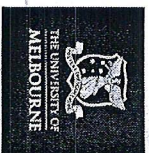


Case Study: Malaysia MOOC

Open learning has successfully launched and supported the first National MOOC Programme in the world

Key Australian Clients

In our home market of Australia, we work with some of the best institutions around, include Melbourne University which is ranked 39th best in the world (QS) and UNSW (ranked 45th). We have also won key projects with the Australian federal government and launched MOOCs to guide policy-making.



Successful Nationwide MOOC Programme

Open learning has delivered and supported a world-class secure, scalable and reliable platform for 4 years to accelerate the goals of the Malaysian Education Blueprint

	2012	2013	2014	2015	2016	2017	2018
MALESIAS MOOC	STUDENTS: 54,458 COURSES: 4	STUDENTS: 117,320 COURSES: 64	STUDENTS: 218,806 COURSES: 219	STUDENTS: 393,957 COURSES: 439	STUDENTS: 686,207 COURSES: 809		
OPEN LEARNING LAUNCHES IN SYDNEY AUSTRALIA							
TAYLOR'S UNIVERSITY LAUNCHES 1ST MOOC IN MALAYSIA ON OPEN LEARNING ON EMOTIONAL WELL-BEING & INTELLIGENCE							
MALESIAS MOOC PILOT LAUNCHED AT MOHE USING OPEN LEARNING							
MOHE SETS KPI FOR 60 MOOCs							
MOA LAUNCHES MOOC CREDIT TRANSFER							
OPEN LEARNING WITH 9 PUBLIC UNIVERSITIES (15 MOAs WITH UAS IN TOTAL)							
INTERNATIONAL MOOC CREDIT TRANSFER CONFERENCE							
LAUNCH OF PORTFOLIOS & TALENT SEARCH TO ENHANCE GRADUATE EMPLOYABILITY							
LAUNCH OF ANALYTICS							
LEARNING ANALYTICS							
LOCAL CUSTOMER SUPPORT							

Nationwide MOOC Platform for Public Units

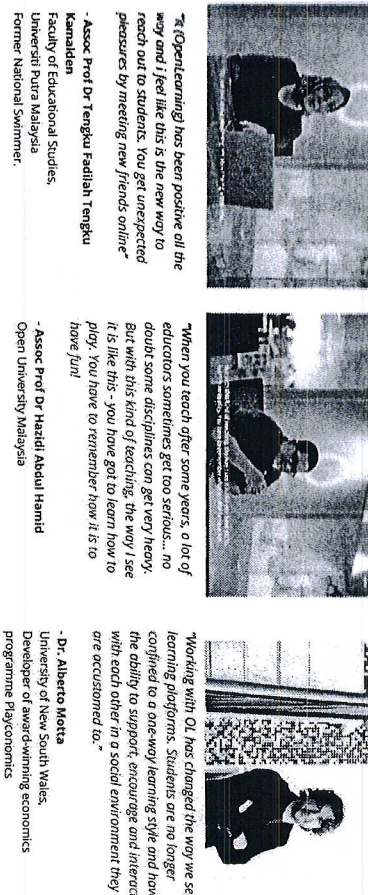
OL is able to provide a customisable MOOC platform for Public Units which acts as a one-stop centre for students to access resources and learning materials.

- Build courses once and share them with every Public Unit in Malaysia to reduce cost and increase quality - *Why build the same course 20 times?*
- Enable every Public Unit to design online/blended courses for their students, public and industry
- Powered by Open learning - We take care of hardware, software or IT requirements



What educators say about us

These authors also found that the use of a computer screen to administer the test improved the reliability of the test results.



OpenLearning trains, supports and coordinates with 20 IPTA, 34 Polytechnics & MOE

MALAYSIA

MeMOOC

MASSIVE OPEN ONLINE COURSES

By the number

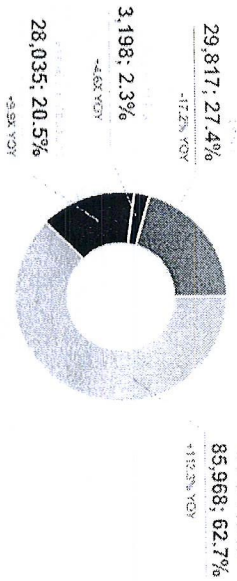
- Lifetime Total: 1.1m+ u
- TVET: 120,000 users
- Academics: 4,721+
- Courses: 1,000+

By the numbers.
Lifetime Total: 1.1m+ users
TWEET: 120,000 users
Academics: 4,721+
Courses: 1,000+

Total Enrolments on the Rise

In conjunction with the start of the 2018/2019 Academic Year, between 1st September and 20th October 2018, a total of 137,067 Malaysians from public universities, private universities, polytechnics and working professionals, enrolled into MOOC and blended courses offered on the OpenLearning platform.

This represents a 72.4% year-on-year growth.



Note: Enrolment numbers in 'Others' includes courses created by independent course creators and international universities
Source: OpenLearning - Amplitude Analytics and Back-End Database

16

Updates: Malaysia Usage Growth

In conjunction with the 2018/2019 Academic Year, growth of the platform has been stellar

Total Enrolments: Malaysian Public Universities (1 Sept- 20 Oct 2018)

Rank	Universities	Enrolments	%
1	Universiti Teknologi MARA	26,584	30.22%
2	Universiti Kebangsaan Malaysia	17,564	20.43%
3	Universiti Putra Malaysia	15,778	18.35%
4	Universiti Tun Hussein Onn	5,362	6.24%
5	Universiti Utara Malaysia	4,392	4.99%
6	Universiti Teknologi Malaysia Melaka	3,682	4.28%
7	Universiti Malaya	2,502	2.91%
8	Universiti Malaysia Sarawak	2,285	2.66%
9	Universiti Malaysia Kelantan	1,576	1.83%
10	Universiti Sains Islam Malaysia	1,465	1.70%
11	Universiti Pendidikan Sultan Idris	1,233	1.43%
12	Universiti Sains Malaysia	997	1.16%
13	Universiti Malaysia Terengganu	803	0.93%
14	Universiti Sultan Zainal Abidin	637	0.74%
15	Universiti Malaysia Pahang	619	0.72%
16	Universiti Teknologi Malaysia	300	0.35%
17	Universiti Islam Malaysia	211	0.25%
18	Universiti Pertahanan Nasional Malaysia	34	0.04%
19	Universiti Malaysia Sabah	26	0.03%
20	Universiti Malaysia Perlis	17	0.02%

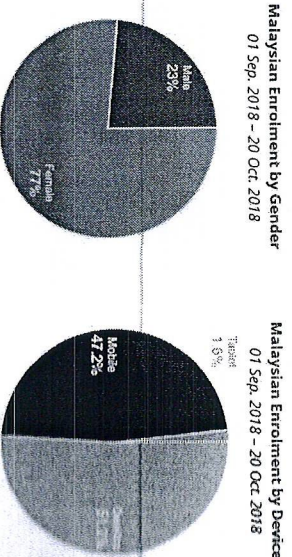
Source: OpenLearning - Amplitude Analytics and OpenLearning Database

18

Total Enrolments: By Gender & Device Preference

Usage growth is consistent with the general gender composition of students within Malaysia's higher education landscape.

Most interestingly, access to platform is almost evenly split between desktop and mobile. This is consistent with various reports suggesting that the future of learning will be led by mobile-first and mobile-only learners.



Source: OpenLearning - Amplitude Analytics and Google Analytics

17

Total Enrolments: Public Universities Courses by States (1 Sept- 20 Oct 2018)



Source: OpenLearning - Amplitude Analytics

20

Total Enrolments: International Students @ Public Universities (1 Sept- 20 Oct 2018)

International Enrolments Breakdown by Public Universities
01 Sep- 2018 - 20 Oct- 2018

Rank	University	Enrolments	%
1	Universiti Teknologi MARA	1,206	29.81%
2	Universiti Kebangsaan Malaysia	838	22.21%
3	Universiti Putra Malaysia	722	17.84%
4	Universiti Malaysia Sarawak	189	4.65%
5	Universiti Malaysia Kedah	156	3.86%
6	Universiti Teknikal Malaysia Melaka	150	3.71%
7	Universiti Tun Hussein Onn	145	3.58%
8	Universiti Utara Malaysia	95	2.35%
9	Universiti Sains Malaysia	77	1.90%
10	Universiti Malaysia Terengganu	73	1.80%
11	Universiti Pendidikan Malaysia	71	1.75%
12	Universiti Sains Islam Malaysia	61	1.51%
13	Universiti Malaysia Perlis	60	1.48%
14	Universiti Pendidikan Sultan Idris	48	1.08%
15	Universiti Malaysia Perlis	36	0.88%
16	Universiti Malaysia	36	0.88%
17	Universiti Sultan Abdul Halim	30	0.75%
18	Universiti Pendidikan Nasional Malaysia	22	0.54%
19	Universiti Malaysia Sultan	11	0.27%
20	Universiti Sains Malaysia	6	0.15%

Source: OpenLearning - Amplitude Analytics and OpenLearning Database

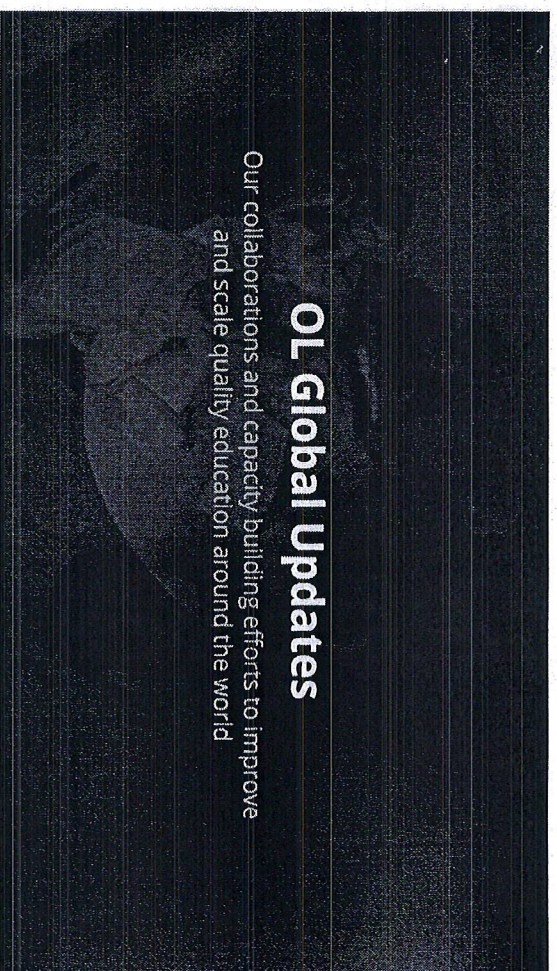
19

Malaysian Enrolments by Top 10 Courses (1 Sept- 20 Oct 2018)

Rank	Course	Institution	Enrolments
1	Tamadun Islam dan Tamadun Asia (TITAS)	Universiti Putra Malaysia	14,502
2	Integrated Language Skill I	Universiti Teknologi MARA	8,648
3	Keseperdahan & Hubungan Etik di Malaysia	Universiti Kebangsaan Malaysia	8,125
4	Asas Keusahawanan	Universiti Utara Malaysia	3,129
5	Refrigeration and Air Conditioning Systems	Universiti Teknologi MARA	2,519
6	Essential Academic English	Universiti Tun Hussein Onn	2,119
7	Introduction to Fluid Mechanics	Universiti Teknologi MARA	2,051
8	Information Literacy	Universiti Malaysia	1,984
9	Introduction to Entrepreneurship	Universiti Teknologi MARA	1,657
10	Technology Entrepreneurship (V2)	Universiti Teknikal Malaysia Melaka	1,320

Source: OpenLearning - Amplitude Analytics

21

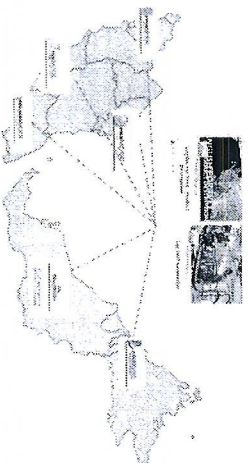


OL Supports Institutions to Scale Quality Education

Polytechnic Malaysia

Polyteknik Malaysia utilized the platform to deliver common courses online, allowing them to:

- Save teaching resources
- Increasing reach of courses
- Centrally monitoring progress
- Roll out new courses fast



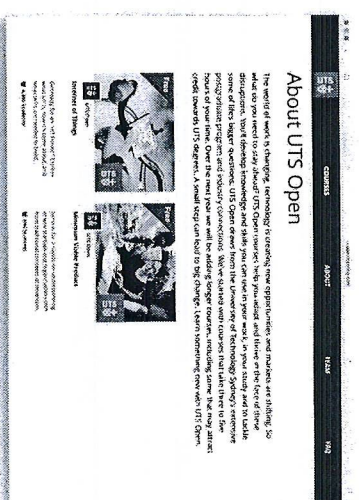
24

Partners Use OL to Reach a Global Audience

UTS Open

University Technology Sydney (UTS) partnered with OpenLearning to launch UTS Open. Taster courses were produced from UTS' top postgraduate programs and based on industry feedback

Launched in January 2018, over 5000 students have since enrolled into the MOOCs. Plans are underway to provide more paid programs via UTS Open

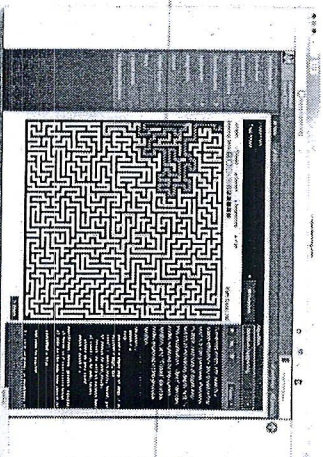


OL Collaborates with Australia's Best Institutions

UNSW Engineering

Transformation of face-to-face lectures into Blended learning courses on OpenLearning enables UNSW Engineering to increase the number of students enrolled in face-to-face programs and double revenue

OpenLearning's learning design team collaborated with lecturers from postgraduate engineering courses in Civil Engineering, Computer Science, Electrical Engineering and the Faculty of Built Environment

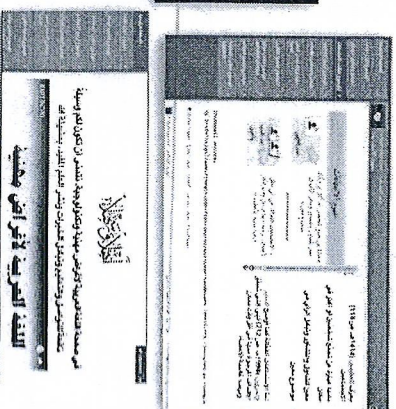
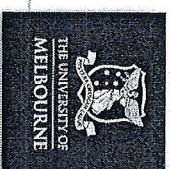


23

Melbourne University + Saudi Arabia Teacher Training

Melbourne University, in partnership with OL, is delivering teacher training to upskill teachers in Saudi Arabia.

OL has engineered the ability to build courses with right to left language functionality.



25

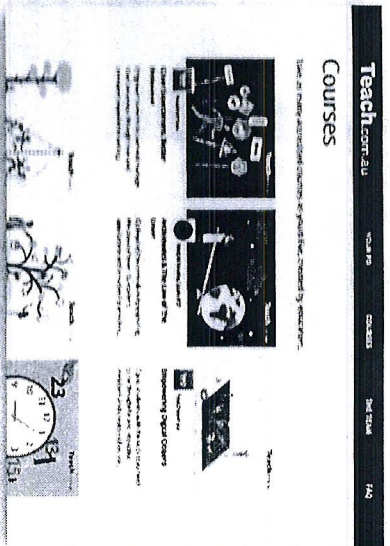
OL's Innovative Solution For Australian Teachers

Teach.com.au

Accredited Professional Development courses for teachers. Netflix style subscription model. 21 courses.

Launched May 2018, Australian market has 310,000 full-time teachers and 125,000 casual teachers - average spend of \$700/teacher/year on PD.

Project conceptualised, implemented and marketed by OpenLearning within 8 months, including accreditation by the New South Wales Accreditation Authority (NESA).



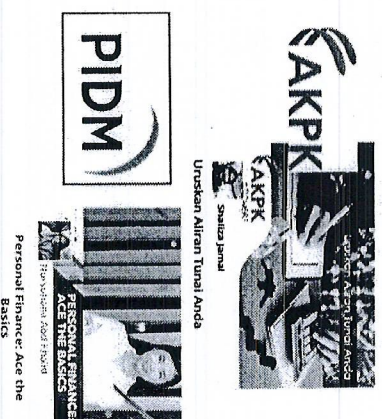
28

Enhancing Financial Literacy among Malaysians

AKPK + PIDM

OpenLearning is supporting AKPK and PIDM, agencies under Bank Negara Malaysia, to provide Financial Literacy courses as part of the National Agenda to improve Financial Literacy by 2020.

Courses will be free, 100% online and will be targeted at the Malaysian Youth.

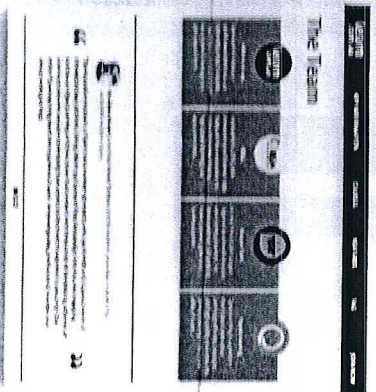


30

OL Partners with Australia's Leading TVET Provider

Hunter TAFE

Partnership between TAFE NSW (Hunter Institute), Innovation and Business Skills Australia (IBSA) and OpenLearning to provide IET under a three to learn, pay to certify model. Project conceptualised, implemented and marketed by OpenLearning within 10 months from commencement.



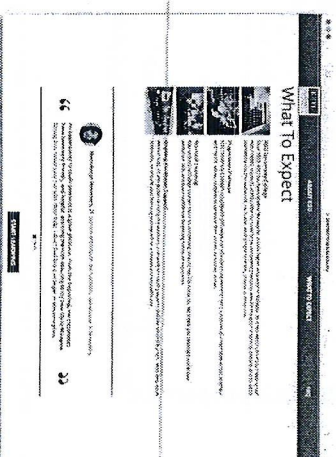
27

Major Malaysian Institutions Use OL End-to-End

KDU University College

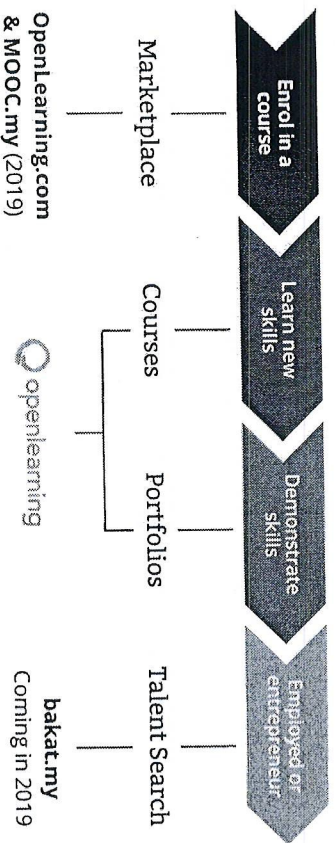
KDU University College is switching to the OpenLearning platform for all on-campus and off-campus courses, including their Learning Management System (LMS).

On top of managing the technology migration, OpenLearning will also train 220 KDU academics towards using the platform for their course delivery via fully-online and blended-learning approaches.



29

Complete Pathway from Education to Employment - Enabling Lifelong-Learning, Student Recruitment, Micro-Credentials and Distance Learning

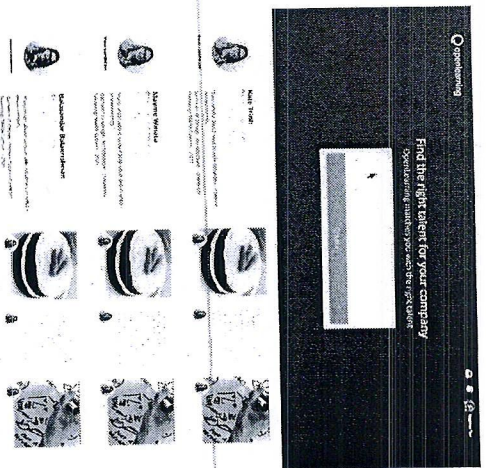


OL Talent Search

Enhancing graduate employability by connecting graduates to industry.

OL Talent Search uses machine learning algorithms and big data to find the most suitable candidate for prospective employers by searching through OL Portfolios.

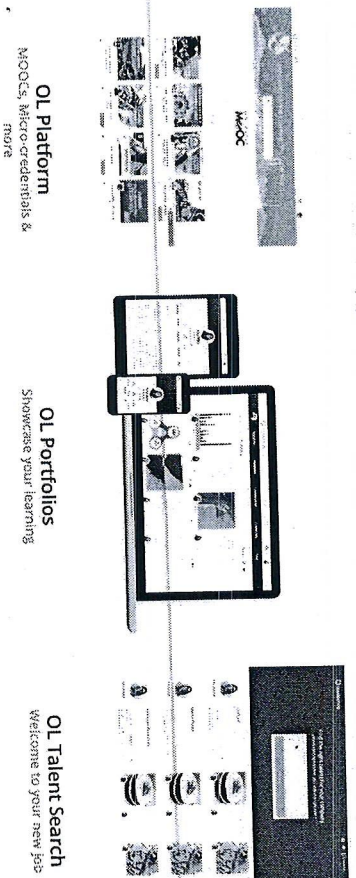
Fully engineered by OL, it is the first of its kind and will assist industry, especially SMEs, by optimizing resources in the recruitment process.



35

openlearning

From Education to Employability

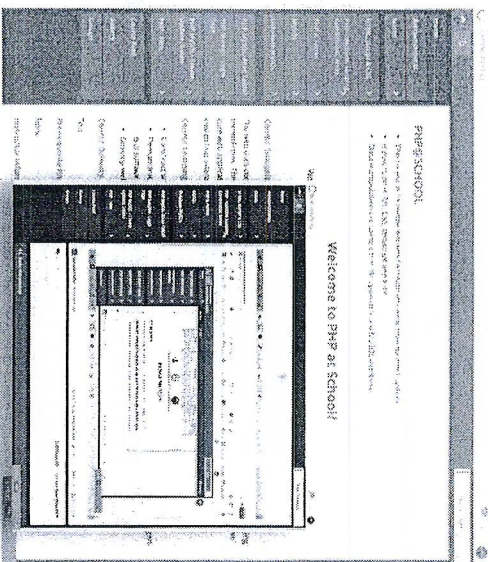


37

UnisZA lecturers use OL to train School Teachers

The course guides learners to develop interactive, dynamic websites using PHP through a series of walkthroughs and exercises.

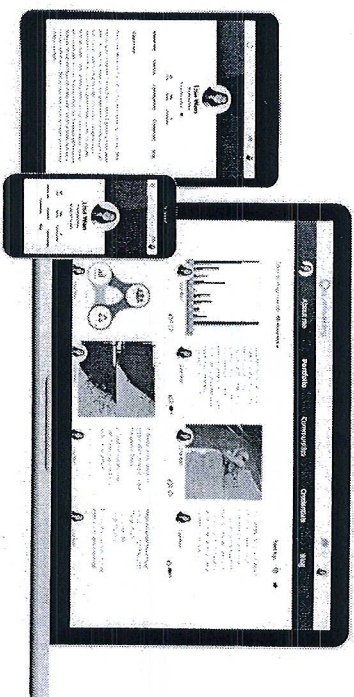
School teachers are learning how to use HTML, CSS, PHP, SQL and MySQL for their classrooms.



32

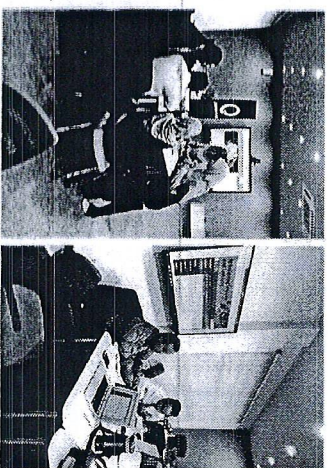
OL Portfolios

Automatically Generated Portfolios to showcase evidences of learning - coursework, learning experiences, micro-credentials and achievements to future employers in a way that truly reflects their skills and capabilities. OL Portfolio promotes lifelong learning and is towards enhancing graduate employability in the 4th Industrial Revolution. Available now for all OL learners.



34

Knowledge Transfer with Bahagian Teknologi Pendidikan (BTP), MOE



In collaboration with Universiti Putra Malaysia (UPM), Openlearning has provided training on MOOC creation and best practices to BTP educators.

The BTP professionals have recently gone through 12 full day workshops spread over 3 weeks between October-November 2018.

31

2019 New Features & Development

Openlearning

Portfolios & Talent Search

Our End-to-End Solution to Enhance Graduate Employability