



20 November 2018: ASX/Media Release (ASX: KNM)

## INAUGURAL PHILIPPINES SALES

Online education publisher **KNeoMedia Limited** ("**KNeoMedia**" or the "**Company**") (ASX: KNM) is pleased to report first sales of 134 KNeoWorld Seat Licences through its Joint Venture (JV) KneoWorld Philippines Inc.

As previously advised, trials were undertaken in six special needs schools in Nueva Vizcaya Province, Northern Philippines. One trial has now converted to commercial deployment at the first school, Solano East Central SPED Centre, with 120 licences activated. Under the JV, Seat Licences are sold for US\$100.00 per licence. Engagement is continuing with the other five schools.

As well, 14 Seat Licences have been deployed at Batino Elementary School SPED Centre, Quezon City, Metro Manila, a centre sponsored by Rotary. While a small deployment, visibility with Rotary in the Philippines, and potentially other markets, aligns with the Company's Partnering strategy and is a pleasing development.

KneoWorld Philippines continues to build its sales pipeline. Discussions and demonstrations in other Provinces is ongoing, and the JV is establishing its credentials with educators more broadly in the Philippines. The Company recently attended and presented at the Federation of Associations of Private Schools and Administrators (FAPSA) Annual Conference on 17 November, an umbrella organisation of self-funded private schools in the Philippines with 10,00 members. KneoWorld content was well received.

KNeoMedia Chief Executive Officer James Kellett said: "We are pleased to have secured first sales in the Philippines. Our JV partner is active in building broad visibility for our content and securing more deployments. A workable sales model has been implemented that ensures no delays in sales receipts as all payments are in advance."

The Company looks forward to providing an update on US sales and cash collections at the Annual General Meeting later this week. An announcement on an important development with respect to validation of the KneoWorld content is also expected.

### **About KNeoMedia Limited:**

**KNeoMedia Limited (ASX: KNM) is an education publishing company that delivers world-class education assessment products and games-based learning to global educational markets, particularly to Special Needs education facilities. The Company sells on an annual Seat Licence basis through its KneoWorld.com portal via education departments and distribution agreements. KneoWorld is an education games portal where students play their way through a futuristic and epic world with the games mapped to validated educational content including numeracy, literacy, science, arts, reasoning and memory. The content delivers extensive analytical performance data to educators and complies with child online privacy protection including US COPPA and European GDPR. Our SaaS model provides KneoWorld with a global education market opportunity selling on a business to business strategy.**

### **For further information, please contact:**

James Kellett  
Chief Executive Officer  
T: (03) 8622 3354 M: +61 439 805 070  
E: [jkellett@kneomedia.com](mailto:jkellett@kneomedia.com)

Sophie Karzis  
Company Secretary  
T: +61 3 8622 3354  
E: [sk@ccounsel.com.au](mailto:sk@ccounsel.com.au)

**Released through:** Ben Jarvis, Six Degrees Investor Relations: +61 413 150 448



Follow KNeoMedia on Twitter: <http://twitter.com/KNeoMedia>