

Barnes & Noble Education and Pearson Expand Relationship, Driving Access and Affordability at Campuses Nationwide

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BNED to Distribute Pearson's New Rental Titles in Fall 2018

BASKING RIDGE, N.J.--(BUSINESS WIRE)--Jun. 19, 2018-- [Barnes & Noble Education, Inc. \(NYSE: BNED\)](#), a leading provider of educational products and services solutions for higher education and K-12 institutions, today announced an agreement with [Pearson](#) to distribute Pearson rental titles at the Company's 1,483 physical and virtual campus bookstores nationwide. The agreement will allow the companies to provide students, faculty and institutions with greater access to more affordable course materials.

Through its Barnes & Noble College and MBS Textbook Exchange subsidiaries, BNED will distribute rental textbooks offered through Pearson's rental program at its contract managed campus bookstores nationwide, as well as at institutionally and privately run stores serviced by MBS Wholesale and MBS Systems. The Pearson rental program includes more than 130 titles across popular subject areas, and continues to expand to meet the growing student demand for affordable subscription products.

"It is critical that we work closely with our publishing partners as we continuously seek new ways to offer the more than six million students we serve even greater access to affordable learning materials," said Patrick Maloney, Chief Operating Officer of Barnes & Noble Education and President of Barnes & Noble College. "We are excited to further expand our partnership with Pearson, ensuring that students start the coming school year with unparalleled access to course materials that fit their learning style and budget."

"Students today want to have access to their course materials at an affordable price and in the format of their choice," said Kevin Capitani, president, Pearson North America. "This partnership with Barnes & Noble Education expands our rental program to reach more students than ever, not only in those stores operated by BNED, but also in up to 600 independent bookstores through MBS's POS system. This all results in more titles for students, delivered more efficiently, and at lower prices."

With its centrally located, advanced distribution center, MBS provides frictionless integration for publisher rental programs, including Pearson's. MBS offers a single point of entry for rental titles, and centralized administration and distribution to more than 3,700 stores. MBS also provide seamless ordering, receiving and returns of these materials through the same processes bookstores use today, adding the reporting required to track transactions.

"For years, MBS has demonstrated its ability to drive successful rental programs, and we are pleased to extend this knowledge and expertise to partners such as Pearson as they grow their own rental offerings," said David Henderson, President of MBS Textbook Exchange. "This partnership will further drive positive outcomes for our clients, allowing them to offer the students they serve greater access to more affordable rental titles. We look forward to working with Pearson on this program."

ABOUT BARNES & NOBLE EDUCATION, INC.

Barnes & Noble Education, Inc. (NYSE: BNED), a leading provider of educational products and services solutions for higher education and K-12 institutions, enhances the academic and social purpose of educational institutions. Through its Barnes & Noble College and MBS subsidiaries, Barnes & Noble Education operates 1,483 physical and virtual bookstores and serves more than 6 million students and faculty, and offers a suite of digital software, content and services including direct-to-student study tools. The Company also operates one of the largest textbook wholesale distribution channels in the United States. Barnes & Noble Education acts as a strategic partner to drive student success, provide value and support to students and faculty, and create loyalty and improve retention, while supporting the financial goals of our college and university partners.

BNED companies include: [Barnes & Noble College Booksellers, LLC](#), [MBS Textbook Exchange, LLC](#), [BNED LoudCloud, LLC](#), [Student Brands, LLC](#), and [Promoversity, LLC](#). General information on Barnes & Noble Education may be obtained by visiting the Company's corporate website: www.bned.com.

ABOUT PEARSON

Pearson is the world's learning company, with expertise in educational courseware and assessment, and a range of teaching and learning services powered by technology. Our mission is to help people make progress through access to better learning. We believe that learning opens up opportunities, creating fulfilling careers and better lives. For more, visit www.Pearson.com.

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Barnes & Noble Education
Carolyn J. Brown, 908-991-2967
Vice President
Corporate Communications
cbrown@bned.com
or

Pearson

Scott Overland, 202-909-4520

scott.overland@pearson.com