



ISS-SCHROLE ADVANTAGE ALLIANCE BUILDING SALES MOMENTUM

COMMENCEMENT OF SALES TO SCHOOLS MIGRATING TO ISS-SCHROLE ADVANTAGE FROM SCHROLE CONNECT

Highlights:

- **First sales generated to schools migrating from Schrole Connect to ISS-Schrole Advantage**
- **Demonstrates immediate interest in the product ahead of the new platform launch anticipated for August / September 2018**
- **ISS-Schrole Advantage platform expected to achieve higher pricing compared to previous Schrole Connect product**
- **From commencement it is expected that over 380 schools across 113 countries will utilise the ISS-Schrole Advantage platform, which will provide those schools with access to a database of 72,000 current teachers**

Tuesday, 26th June 2018: Australian education technology company Schrole Group (ASX: SCL) (“Schrole” or the “Company”) is pleased to announce the ISS-Schrole Advantage platform has delivered initial sales to international schools.

The ISS-Schrole Advantage platform is being developed as part of the strategic alliance with Schrole and leading international school service provider International School Services, Inc (“ISS”) (refer ASX announcement dated 5 April 2018). The upgraded Software-as-a-Service (“SaaS”) platform that will underpin the ISS-Schrole Advantage services is now in advanced stages of development.

These sales to existing Schrole Connect customers have occurred ahead of the formal sales and marketing activity that Schrole and ISS plan to undertake to their combined school networks and clients, to take place following formal launch of the ISS-Schrole Advantage platform anticipated for August / September 2018.

Schrole believes the enthusiasm of these schools to migrate to the ISS-Schrole Advantage platform is testament to the quality of the comprehensive integrated recruitment service now being offered to international schools as ISS-Schrole Advantage.

From commencement in September 2018, more than 380 schools are expected to utilise this platform, an increase of over 150% on Schrole’s current international school client base. The ISS-Schrole Advantage platform will provide those schools access to a database of 72,000 current teachers.

Key metrics of ISS-Schrole Advantage are highlighted in Figure 1 below:



Figure 1: Key metrics of ISS-Schrole Advantage

Significant revenue growth opportunity

The ISS-Schrole Advantage Alliance is a positive commercial development for Schrole with access to the platform being sold at higher subscription prices than the existing Schrole Connect product.

The ISS-Schrole Advantage alliance will accelerate the number of schools using Schrole’s software platform beyond the current growth trajectory, placing Schrole and the alliance among the market leaders in international school recruitment.

The platform will be sold as two distinct product options – Classic and Premium - providing a comprehensive solution which meets the individual needs of schools.

The alliance places ISS-Schrole Advantage in a strong position for continued sales growth immediately following its scheduled launch in August / September – the beginning of the prime recruitment period for international schools.

The international school market is anticipated to double over the next 10 years from the current 9,712 international schools¹, with over 700 new international schools established in 2017 alone.

Schrole Managing Director Rob Graham said that these first sales highlight the immediate interest from international schools to take up the ISS Schrole Advantage offering.

“It is a very pleasing result for Schrole, providing an increase in revenue more than two months ahead of the formal launch of ISS-Schrole Advantage in August / September and is further proof that international schools see great value in the combined offering.

¹ ISC Research 2018

“It is a very exciting time in Schrole’s short history as we build our alliance with ISS to take an outstanding position in the provision of international education recruitment services and, ultimately, deliver value for our shareholders.”

About ISS-Schrole Advantage

ISS-Schrole Advantage will use the upgraded Schrole Connect platform, an online SaaS international school recruitment platform that provides an advanced cloud-based solution, for recruiting the best candidates into international schools.

Schools and candidates will have an array of ways to interact to find the best matches, including online portals, the upgraded Schrole Connect candidate management system, fairs, engaging apps and virtual events.

The system will provide improved solutions for bringing schools and educators together, ensuring ease of use, smart search capabilities, and additional modules that will maximise user experience.

The new ISS-Schrole Advantage platform will include enhancements to the current Connect platform and will utilise the algorithm currently under development with Edith Cowan University to help better match schools and teachers.

About ISS

ISS, a company headquartered in Princeton, New Jersey, is a not-for-profit organisation that provides comprehensive, customised, student-centred services to international schools and educators, including recruiting services. Founded in 1955, ISS is widely recognised by international schools for its leadership in international school education.

About Schrole

Schrole delivers innovative, technology-based solutions for the education sector. The company has four revenue generating business units:

- **Schrole Connect** – an online Software-as-a-Service platform that enables international schools to streamline teacher recruitment and candidate management activities;
- **Schrole Verify** – a new global standard for background screening in the international schools sector.
- **Schrole Cover** – a cloud-based software platform that engages your preferred relief staff at the touch of a button; and
- **Schrole ETAS** – Schrole Education and Training Advisory Service provides accredited training solutions customised to the contexts in which our clients operate.

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