



## **SCHROLE ACHIEVING STRONG RENEWAL SALES FOR 2018/2019 INTERNATIONAL SCHOOL YEAR WITH 50% AVERAGE SUBSCRIPTION PRICE INCREASE**

### **Highlights:**

- Schrole has received strong renewal rates to date for 2018/2019 international school year
- Average price achieved for these renewals represents a 50% increase on the average school-by-school price charged from prior year
- Strong renewal rates and ability to secure significant price increases further reinforces the strategic importance and improved customer proposition of the ISS-Schrole Advantage platform due to be launched in September 2018
- Renewal and enlargement of commercial relationship with major client Qatar Foundation

**25<sup>th</sup> July 2018:** Australian education technology company Schrole Group (ASX: SCL) (“Schrole” or the “Company”) is pleased to announce it is achieving strong renewal sales of existing Schrole Connect customers onto the new ISS-Schrole Advantage platform for the 2018/2019 international school year.

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 nearing completion and is scheduled for launch in September 2018.

### ***Sales renewals – enhanced offering resulting in 50% average price increase***

Since 1<sup>st</sup> July 2018 Schrole has renewed international school subscription licenses representing 45 school for the 2018/2019 school year, with these renewals including migration onto the upcoming ISS-Schrole Advantage platform when launched.

The average price achieved for these renewals to date represents an increase of over 50% on the average school-by-school price charged for Schrole Connect for the prior international school year. These renewals represent over 25% of Schrole’s existing Connect client base. The remainder of Schrole’s Connect customers will be due for renewal progressively over the coming 2018/2019 year.

Of the schools that have renewed since 1 July 2018, over 40% have opted for the ISS-Schrole Advantage Premium platform that allows those schools to attend international school recruitment fairs. The ability to offer recruitment fair attendance to schools is a key feature of the expanded service offering that the ISS-Schrole Alliance provides and which Schrole did not previously offer.

Under the binding term sheet between ISS and Schrole, all ISS-Schrole Advantage services will be sold to clients through a new wholly-owned subsidiary of Schrole, the net revenue of which will be shared 50:50 by Schrole and ISS, subject to a transitional arrangement aimed at maintaining each party’s current revenue base at a minimum.



**Figure 1: Key metrics of ISS-Schrole Advantage**

### **Renewal and expansion of Qatar Foundation subscription**

Schrole previously announced the signing to Schrole Connect of seven schools operated by the Qatar Foundation, a non-profit education organisation chaired by Her Highness Sheikha Moza bint Nasser of the Qatari royal family (refer ASX announcement dated 17 October 2017).

As part of the renewals noted above, Schrole has now agreed the terms of renewal of Qatar Foundation subscription for the 2018/2019 school year onto the upcoming ISS-Schrole Advantage platform. The renewal has been expanded to cover 13 Qatar Foundation schools (up from 7 previously) and represents a total subscription value of over US\$40,000 per annum.

Schrole is also engaged in discussions with Qatar Foundation to provide accredited professional development training services through Schrole’s subsidiary organisation ETAS.

Schrole Managing Director Rob Graham said:

*“The strong renewals of Schrole customers for the 2018/2019 international school year onto the ISS-Schrole Advantage platform provides further confirmation of the benefits of the ISS-Schrole Alliance, both to Schrole and to the international school sector.*

*The average price increase achieved is particularly encouraging and provides compelling evidence of the improved value proposition for international schools that the ISS-Schrole alliance provides.*

*We’re particularly pleased with the renewal and expansion of the Qatar Foundation relationship, which exemplifies the confidence with which the international school market views the ISS-Schrole alliance and indicates the major cross-selling opportunities to Schrole that the alliance brings.”*

## About Schrole

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

- **Schrole Connect to be renamed ISS-Schrole Advantage** for the international school market - 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.

### For further information please contact:

#### Schrole Group Ltd

##### Rob Graham

Managing Director

Schrole Group Ltd

E: [investors@schrole.com](mailto:investors@schrole.com)

P: +61 8 9230 7000

#### Corporate Enquiries

##### Shane Wee

Director

Alto Capital

E: [shane@altocapital.com.au](mailto:shane@altocapital.com.au)

P: +61 8 9223 9868

#### Media Enquiries

##### David Tasker

Managing Director

Chapter One Advisors

E: [dtasker@chapteroneadvisors.com.au](mailto:dtasker@chapteroneadvisors.com.au)

P: +61 433 112 936