

## ASX RELEASE | Schrole Group Ltd (ASX: SCL) Qatar Foundation

### Highlights

- Schrole to provide a bespoke recruitment event to Qatar Foundation utilising its Events platform
- The total growth in Qatar Foundation contract value for Schrole increases from \$29,000 to \$115,000, a 296% increase in its contract yield
- Potential contract expansion across other Schrole software products

1 August 2022: Schrole Group (ASX: SCL) (“**Schrole**” or the “**Company**”), provider of accredited training and global Human Resources (HR) Software-as-a-Service (SaaS) solutions, is pleased to announce a 296% increase in its yield from Qatar Foundation (“**QF**”) contract increasing from \$29,000 to \$115,000, utilising the Schrole Events platform to provide a bespoke, exclusive recruitment event\* for QF Schools.

### Summary

Schrole will provide a bespoke recruitment event for QF for \$59,000. The event will take place in January 2023, with Schrole providing the Events platform and marketing and technical support. Opportunities to provide other Schrole HR SaaS modules are currently being explored.

This QF contract follows on from the recently announced Dulwich Group contract, whereby both groups are utilising the Schrole Events platform for their respective bespoke, group-wide recruitment events. See ASX release, “*Dulwich Group*”, dated 21 July 2022.

### Significance

These recent increases in contract value are significant for several reasons.

- The contract expansions demonstrate that there is demand for Schrole to work closely with its clients to offer increasingly sophisticated solutions to meet their individual needs. Schrole is a trusted partner of these groups, and it is notable that this is the first time they have chosen to participate in their own unique event.
- The Schrole Events contracts are indicative of the Company’s potential to increase the contract value across the wider Schrole Community of platform users, customers, and referees. In 2021, the Company shared 50% of the total revenue of \$58,000 received with International School Services (ISS). As part of this arrangement, SCL received \$29,000 to provide its Schrole Connect Module (Connect) to the 12 schools in the QF group. See ASX release, “*Revision of International School Services agreement to allow Schrole to focus on its SaaS business*”, dated 8 July 2020. As the ISS agreement has been terminated, there is no further revenue sharing and Schrole has been able to increase its total contract values directly with its customers.
- QF has chosen SCL as its recruitment partner and has committed to using Schrole Connect and the bespoke event in January 2023. The total growth in contract value for the Company is from \$29,000 to \$115,000, a 296% increase.
- Strategically, this demonstrates the success of the Company’s decision to target large school groups. Within its existing customer base, Schrole has identified at least 15 other comparably large school groups who are well suited to Schrole’s sophisticated HR suite of solutions.

## About Qatar Foundation

Qatar Foundation is a not-for-profit organization that provides full life cycle education, from preschool to doctoral studies. Founded in 1995, Qatar Foundation now has 7,000+ enrolled students across its 13 schools, with 1,300+ staff and faculty and 6,000+ alumni.

Read more about Qatar Foundation here: <https://www.qf.org.qa/education/pre-university>

## Managing Director Commentary

Rob Graham, Schrole Managing Director said,

*"I am delighted to announce this new contract with Qatar Foundation, a highly respected provider of all levels of education.*

*This is our second bespoke event for a major, global education group in recent weeks, and demonstrates that our client focused solutions are in high demand from such large clients.*

*I am particularly pleased with the demonstrated increase in contract value for this group. Since we have terminated our relationship with ISS, we have been able to receive the full amount for all sales and renewals and this has meant an increase in our cash receipts.*

*We look forward to working with Qatar Foundation to deliver their bespoke recruitment events and potentially support them with other Schrole HR SaaS offerings."*

\*The event is a one-off event and the contract contains standard commercial clauses including termination rights.

## About Schrole

**Schrole provides global Human Resources Software-as-a-Service (SaaS). Initially targeting teachers and educational organisations, Schrole is now scaling globally and targeting new growth markets.**

Schrole HR is a complete Human Resources SaaS solution, combining recruitment, background checks, onboarding, relief teacher management, and professional development.

- **Schrole Connect** is education's most advanced recruitment and applicant tracking app. See ASX release dated 15 July 2021 for details of upgraded Schrole Connect 3.0.
- **Schrole Events**, part of the Connect module, provides regionalised online events. See ASX release 21 September 2021 for details of its inaugural release.
- **Schrole Cover** is a cloud-based software platform that engages relief staff at the touch of a button.
- **Schrole Verify** provides background screening in the international schools' sector.
- **Schrole Develop** provides accredited professional development solutions contextualised to client needs.
- **Schrole Engage** was released in February 2022 and provides onboarding and contract management software for schools.



This release was authorised by the Company's Board of Directors.

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**Forward Looking Statements**

Statements contained in this release, particularly those regarding possible or assumed future performance, revenue, costs, dividends, production levels or rates, prices or potential growth of the Company, are, or may be, forward looking statements. Such statements relate to future events and expectations and, as such, involve known and unknown risks and uncertainties. Actual results and developments may differ materially from those expressed or implied by these forward-looking statements depending on a variety of factors.