

# ASX RELEASE | Schrole Group Limited (ASX:SCL)

# **Appendix 4E Preliminary Final Report and Summary of Activities**

Wednesday, 28 February 2018: Australian education and technology company Schrole Group Limited (ASX:SCL) ("Schrole" or "the Company") is pleased to release its Appendix 4E Preliminary Final Report and Activities Summary for the year ended 31 December 2017.

# **Key Milestones:**

- Successful \$6 million capital raising and ASX listing on 12<sup>th</sup> October 2017.
- A 97% year-on-year (28% quarter-on-quarter) increase in active licences using Schrole platforms (Cover and Connect) to 31 December 2017 to over 260 licences.
- Current client software subscriptions represent over \$1m annualized income at 28 February 2017 (an increase of over 76% from 31 December 2016)

**Schrole Cover** (cloud-based SaaS platform for the fast filling of casual staffing positions)

- A 153% year-on-year (20% quarter-on-quarter) increase to 122 licences as at 31 December 2017 with 127 licences at 28 February 2018.
- Initial school licence sales of Cover in New South Wales and Victoria – hitting key growth markets on Australia's east coast.
- Agreement with Sentral integration of Cover into Sentral's web-based software solution, which manages school administration, student information and related functions. Cover will be white labelled as "Casual Cover". Agreement continues expansion of Cover into Australia's east coast schools market. (ASX announcement dated 21 November 2017)
- Sir Charles Gairdner Hospital tender awarded to provide a staff messaging system based on a white-labelled version of Cover. Feedback

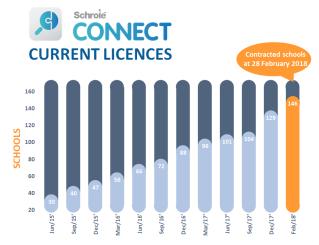
Average contracted client licences per quarter

- from users has been extremely positive. (ASX announcement dated 11 October 2017)
- Large WA engineering company contract awarded for casual workforce placement and as a productivity enhancer. Enables additional flexibility without the need for additional full-time employees or a third-party labour hire company. (ASX announcement dated 17 October 2017)
- First aged care client signs on in Melbourne, Victoria.
- Aquatic centre signs on in Western Australia.



### **Schrole Connect** (online SaaS international schools recruitment platform)

- A 66% year-on-year (37% quarter-on-quarter) increase to 141 licences as at 31 December 2017 with 146 licences at 28 February 2017
- Successfully signs seven schools operated by the Qatar Foundation, a non-profit education organisation associated with the Qatari royal family.
- New schools signed up in Vietnam, Madagascar, India and the Netherlands.
- Confirmed sales and extensive sales leads arising directly from conference attendance and sales visits to India, Asia, Europe and the Middle East.
- School users of Connect now in 42 countries - confirms global application of the Connect platform.



Average contracted schools per quarter

**Schrole Verify** (solution for schools and candidates to complete international background checks)

- **Verify product launched** and First Advantage partnership formed. (ASX announcement dated 29 November 2017)
- First sales expected to commence in Q1, 2018.

## **Schrole Develop** (training and consulting division)

- **Increased number of enrolments** for the new TAE40116 Certificate of Training & Assessment courses in December quarter 2017 through subsidiary ETAS Group.
- ETAS Group continues training partnership with large multinational mining company for On-the-Job Training (OJT) program across mine sites in Western Australia.
- Extended four-day program successfully launched with positive feedback received from course attendees.

#### **Key Staff Appointments / Platform Development**

- IT Software Development Manager and a Digital Marketing Manager appointed.
- Schrole's Development Manager Daniel Foster is further advancing the core product suite and building of in-house software development capability to further accelerate the development timetable.
- Digital Marketing Manager Peter Liddell is developing the Schrole brand with particular focus on the user experience of the Company's technology platforms and evolving the effectiveness of Schrole's products for its customers.



#### **Schrole Managing Director Rob Graham:**

"We are delighted with the progress Schrole has made over the last three months. We have successfully listed on the ASX, expanded our operations, won business, implemented our products into new industries, entered into key strategic relationships with partners, launched the new Schrole Verify product and extended the Company's capabilities via strategic hires. We look forward to Schrole's sustained growth and will continue to focus on developing and improving our cutting-edge educational technology."

### **About Schrole Group Ltd**

Schrole is an Australian educational technology company providing schools worldwide with innovative talent management solutions and consulting services to address staffing and recruitment challenges.

Schrole is run by and for education professionals. Founded and managed by former principal Rob Graham, Schrole is passionate about helping schools secure the best teachers and save time on administrative processes, so they can focus on the important job of teaching the next generation. Schrole's innovative solutions are currently being used by over 250 international and domestic schools in more than 40 countries worldwide.

Schrole has three business units: Schrole Connect, an online Software-as-a-Service (SaaS) platform for efficient and effective recruitment of international school teachers; Schrole Cover, a cloud-based SaaS platform for the fast filling of casual staffing positions; and Schrole Develop, a training and consulting organisation that provides Australian-accredited leadership training and strategic consulting services to schools. To learn more please visit: www.schrolegroup.com

#### **Ends**

## For further enquiries please contact:

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