



Solutions for managing human capital

SchroleTM

ASX:SCL

INVESTOR PRESENTATION
April 2018

Diversified product portfolio that is revenue generating and positioned for growth



Teacher recruitment.
Streamlined.



Your relief staff on call.
Without calling.



Global background screening.
Simplified.



Workplace training and assessment.
Customised.

Schrole revenue model



Average annual
licence value

US\$3,000 – US\$12,000

2017 (Note 1)
Revenue

\$915,000



AUD\$500 – AUD\$2,500

\$133,000



Average
transaction value

\$400

2017 (Note 1)
Revenue

Launched
March 2018



\$3,700

\$423,000

Note 1: Reported \$A revenue as at 31 December 2017 (12 months)



Key investment themes

- Established software solutions for ed. tech sector
- Management have deep education industry knowledge and experience
- Revenue generating and rapid growth
- Fast growing client base of over 550* schools and businesses globally
- Rich database of more than 115,000* teachers plus referral network connections
- Established training service with exposure to the expanding education and rejuvenated mining sectors

Consistent growth trajectory



Vocational education
business (ETAS) established
and operating since **1994**

Educational solution
business (Schrole)
established in **2013**

Schrole secures first
major hospital
contract
– **Oct 17**

Successful \$6 million
oversubscribed capital
raising & ASX listing
– **Oct 17.**

Agreement with
education services
company Sentral
– **Nov 17**

Verify product
launched / Signs
formal agreement
with First Advantage
– **Nov 17**

International
Schools Services
alliance
– **Apr 18**

Schrole

ASX:SCL



Significant and growing international market

- Currently more than **9,483** international schools worldwide, and forecast to almost **double over the next 10 years***
- US\$48.3 billion in fee income (2017) and forecast to reach **US\$89 billion by 2026***
- Estimated US\$2 billion current spent on recruitment and training **growing to US\$4.5 billion***
- Estimated **80,000 teacher placements** every year

■ Schrole serviced schools

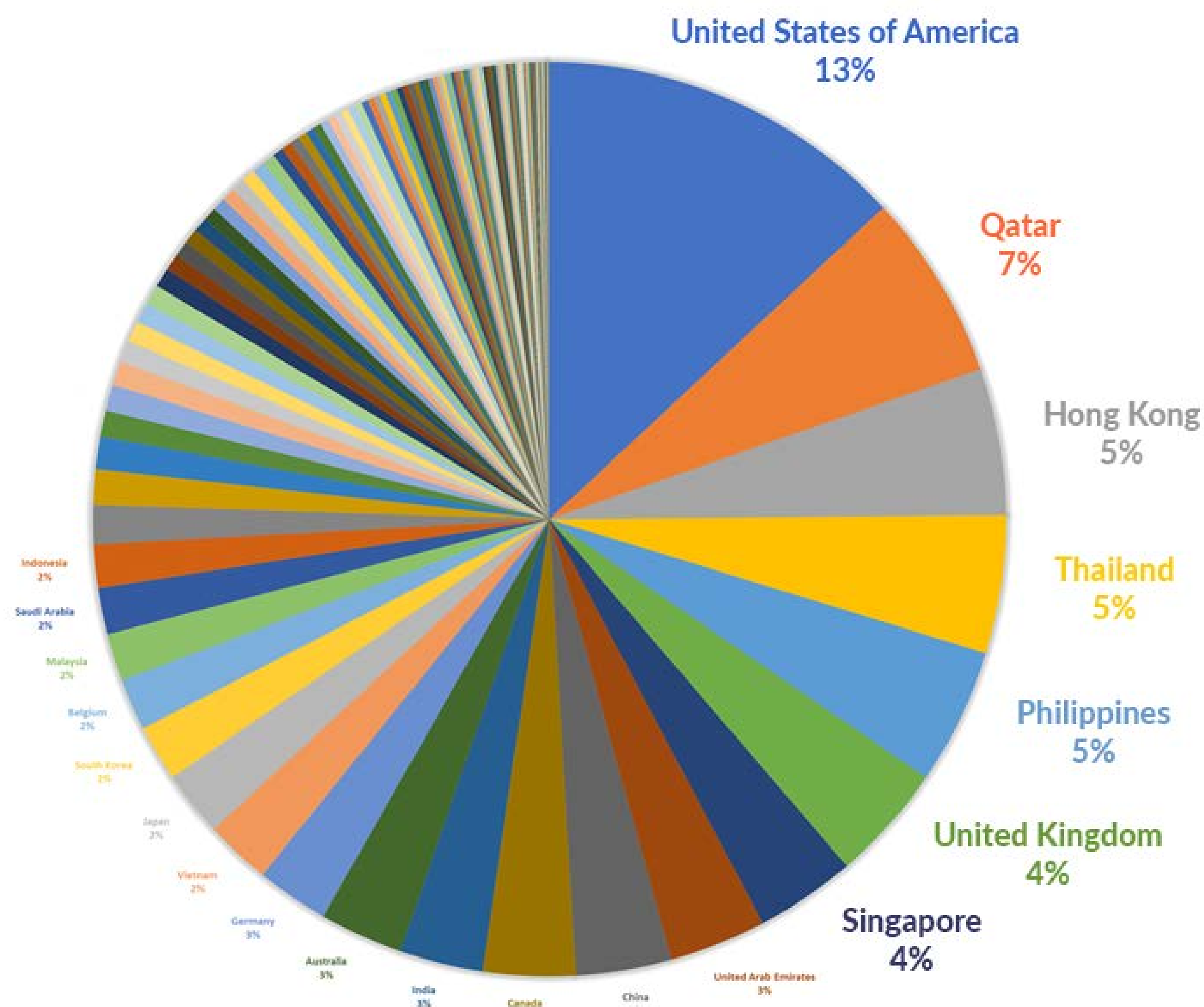


International teacher recruitment. Simplified.

- High IP software for recruiting teachers into international schools
- Disruptive tech alternative to traditional and expensive recruiting agencies & fairs
- Two-way process enables both candidates and the schools to find the ideal job or candidate
- Candidate data is rich and leverageable
- Developed by former international school teachers and principals, with deep industry knowledge
- Advanced school / candidate matching algorithm under development with Edith Cowan University.

Global and growing candidate database

SCL candidates sourced from **181 countries**



Key website statistics
2017 v 2016

PAGE VIEWS

3,500,000

+38.5%

UNIQUE VISITORS

270,000

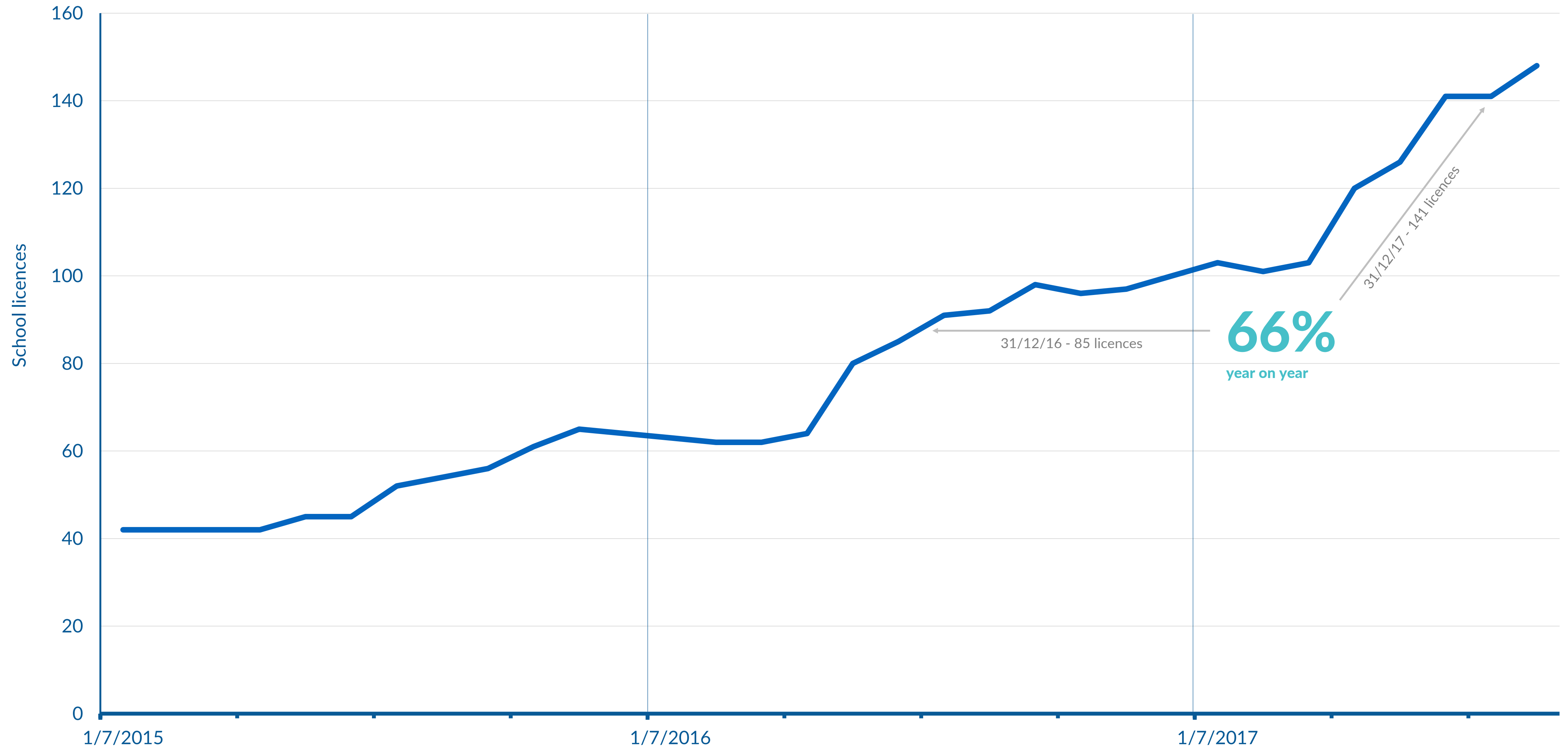
+51.3%

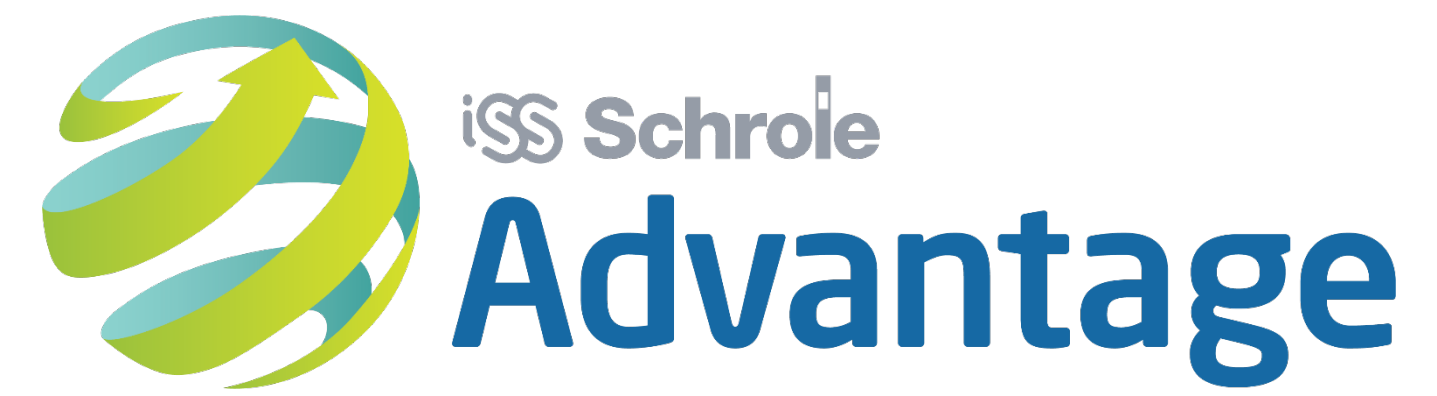
REGISTERED TEACHERS

60,099

+17.4%

Connect licence growth





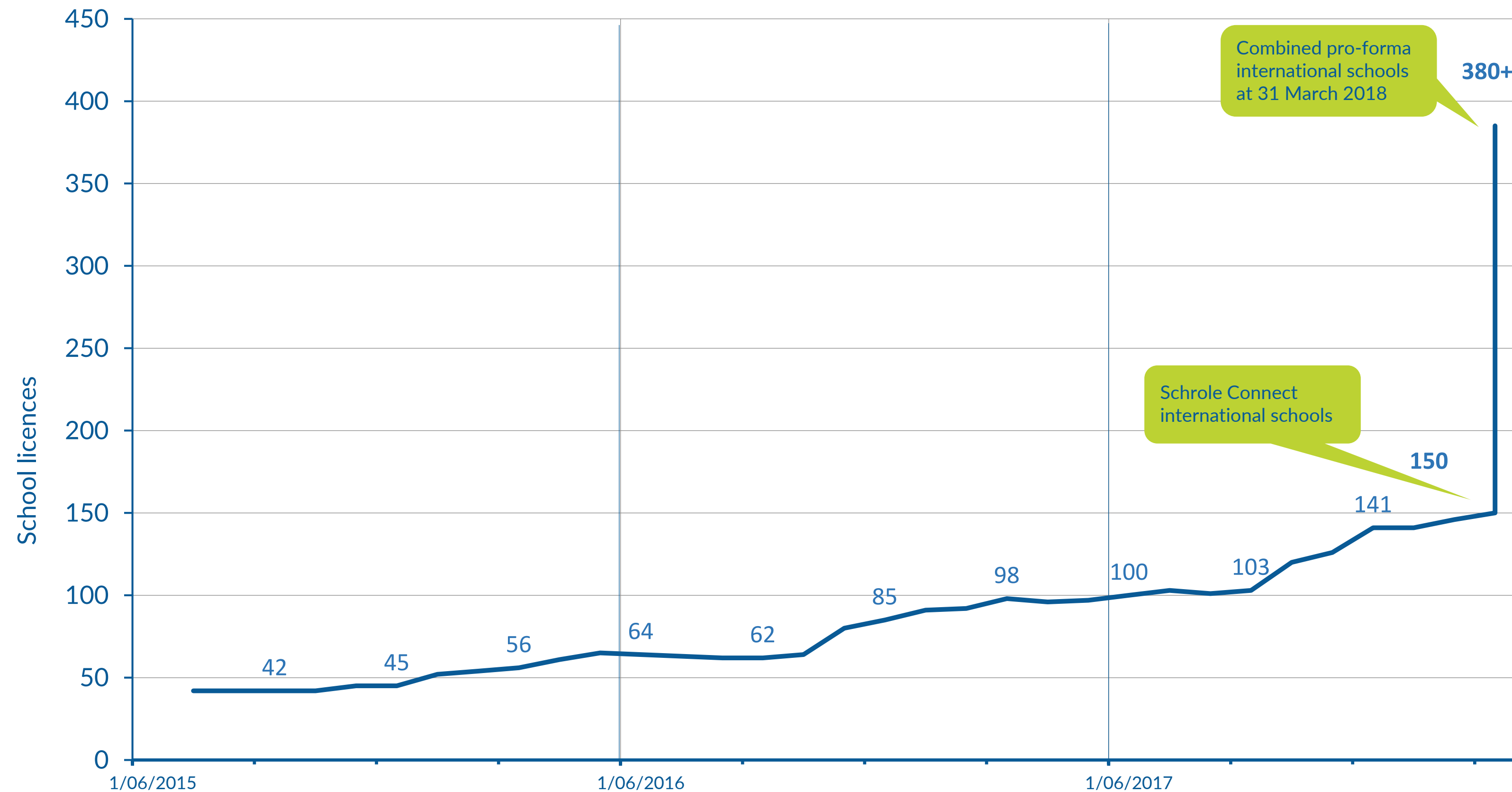
Alliance with International Schools Services (ISS)



- Schrole formed alliance with ISS* in April 2018 to provide integrated recruitment services across global markets
- ISS is a globally recognised not-for-profit organisation providing a range of services including recruitment
- More than 380 schools and 100,000 candidates will be utilising the ISS-Schrole Advantage platform.
- Alliance will accelerate the number of schools using Schrole's software platform beyond current growth trajectory
- Alliance will operate as a wholly owned subsidiary of Schrole

*Commencement in August 2018 subject to signing of formal agreement. For further information please see the Company's announcement at ASX on April 5, 2008

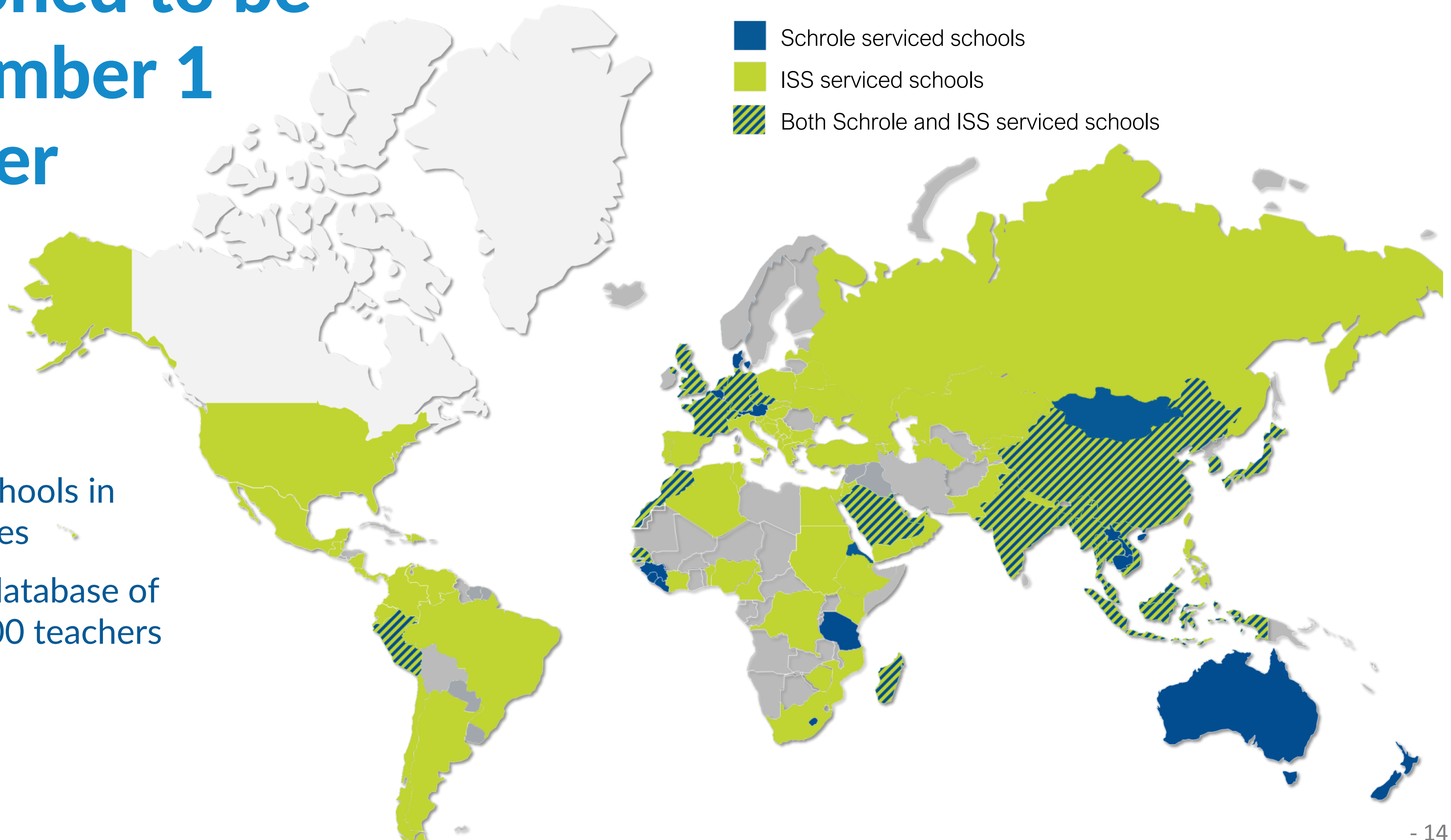
Alliance is expected to more than double market penetration



- Creates a clear market leader attracting candidates & schools
- Maximises opportunities for cross selling of **Verify** and **Cover** products where Schrole retains 100% of sales revenue
- ISS alliance increases brand awareness and trust in a risk averse sector

Positioned to be the number 1 provider

- Servicing schools in 113 countries
- Combined database of over 100,000 teachers





A market with an overwhelming need

- More than **11,900*** schools in Australia and New Zealand
- There are 330,000 school teachers with an estimated **33,000 relief placements*** every day
- Time spent finding relief staff can take hours
- Phone and sms methods are clumsy and expensive
- Up to an estimated **10% of a principal's work day^** can be lost during cold and flu season.
- From **600 to 4000** jobs per month in 12 months

*Source: Australian Bureau of Statistics

^Schrole estimate



Your relief staff on call. Without calling.

A woman with dark hair, wearing a grey t-shirt, is holding a green mug in her right hand and looking down at a red smartphone in her left hand. A large, semi-transparent red circle is overlaid on the image, centered on the woman's torso. The background is a blurred office or home setting with papers and a glass bottle visible.

- Combined desktop and smartphone application
- Relieves teachers and administrators from the time burden of finding relief staff
- Reduces the average time to fill vacancies to as low as 3 minutes
- Opens up a greater network of pre-qualified candidates

Simple to set up.

Ridiculously simple to use.



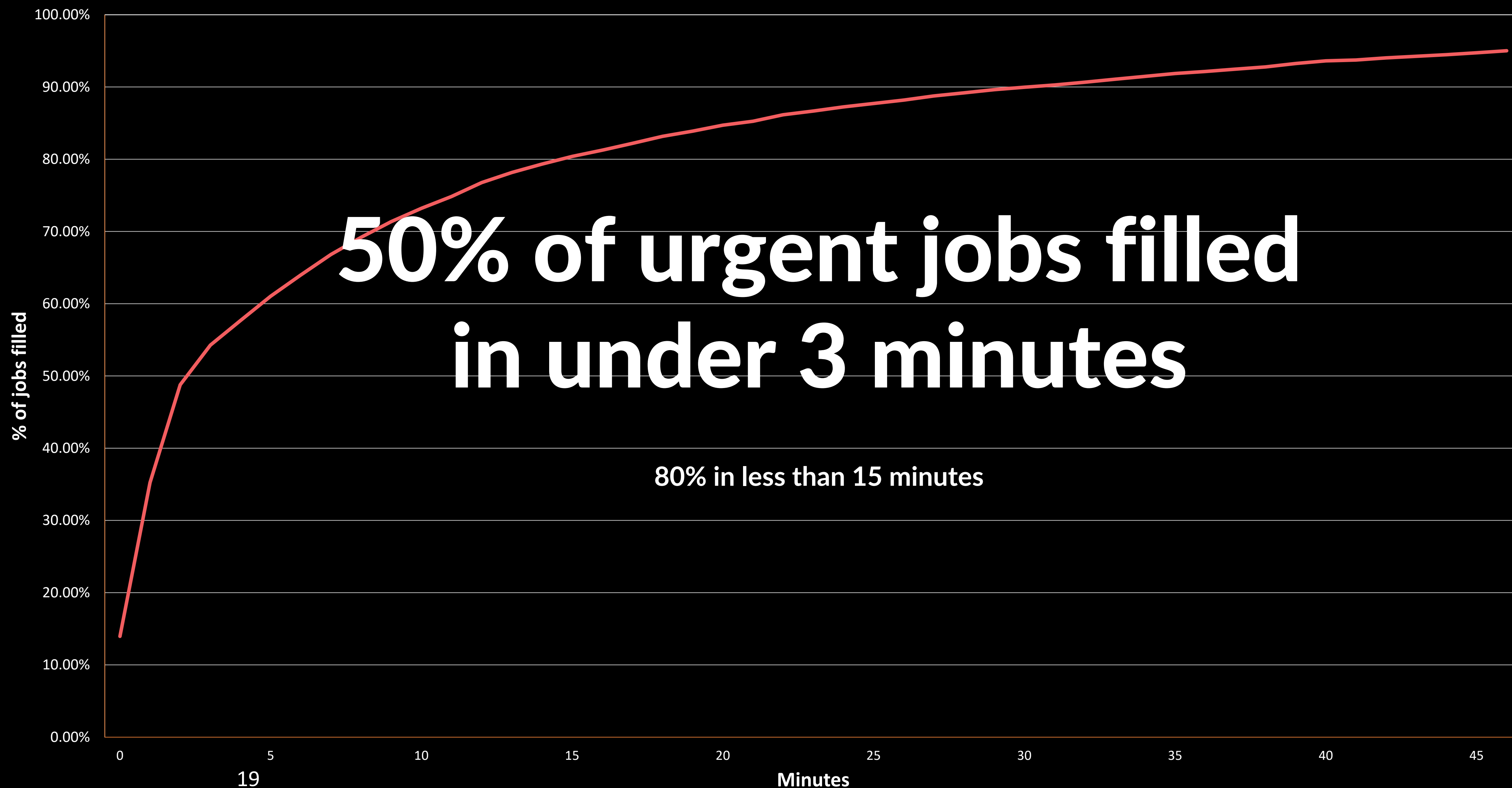
Staff member calls to say they can't come to work.
Alternatively, the employee can use the app to list the vacancy themselves (if authorised).

Open the app.
Select the job role, location and required time.

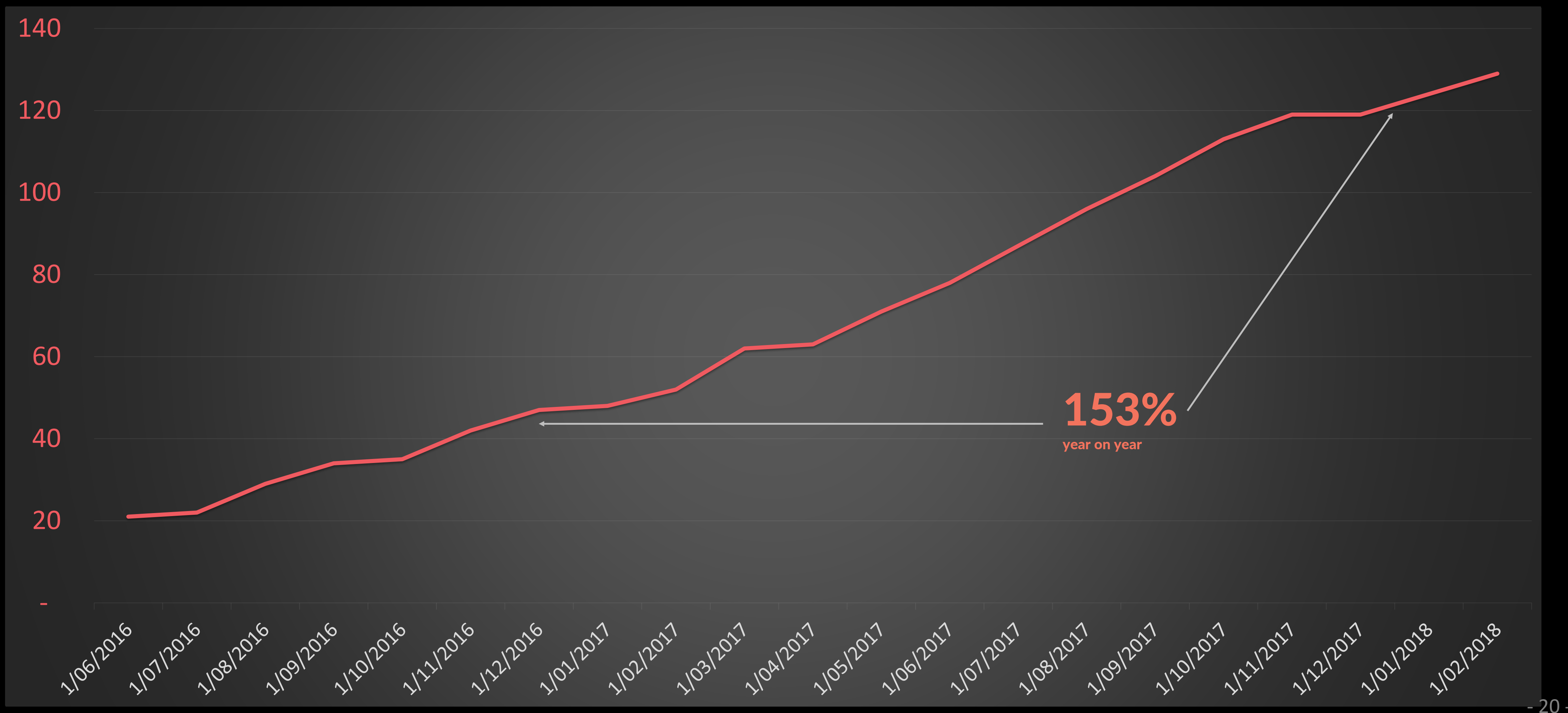
An alert notification goes to your preferred tier of casual staff. They have a set time to respond.

If your Group A people don't respond in time, the notification goes to your 2nd preference group, and so on.

The first person to accept gets the job. Everyone else receives a notification to advise that the position is filled.



Cover licence growth



Diversification beyond education

- **Sir Charles Gairdner Hospital** tender awarded to provide a staff messaging system based on a white-labelled version of Cover. Feedback from users has been extremely positive.
- Advanced discussions with **6 hospitals across WA**
- Large WA engineering company contract awarded for casual workforce placement
- First aged care client signs on in Melbourne, Victoria.
- Aquatic centre signs on in Western Australia.



Nursing



Leisure Centres



Aged Care



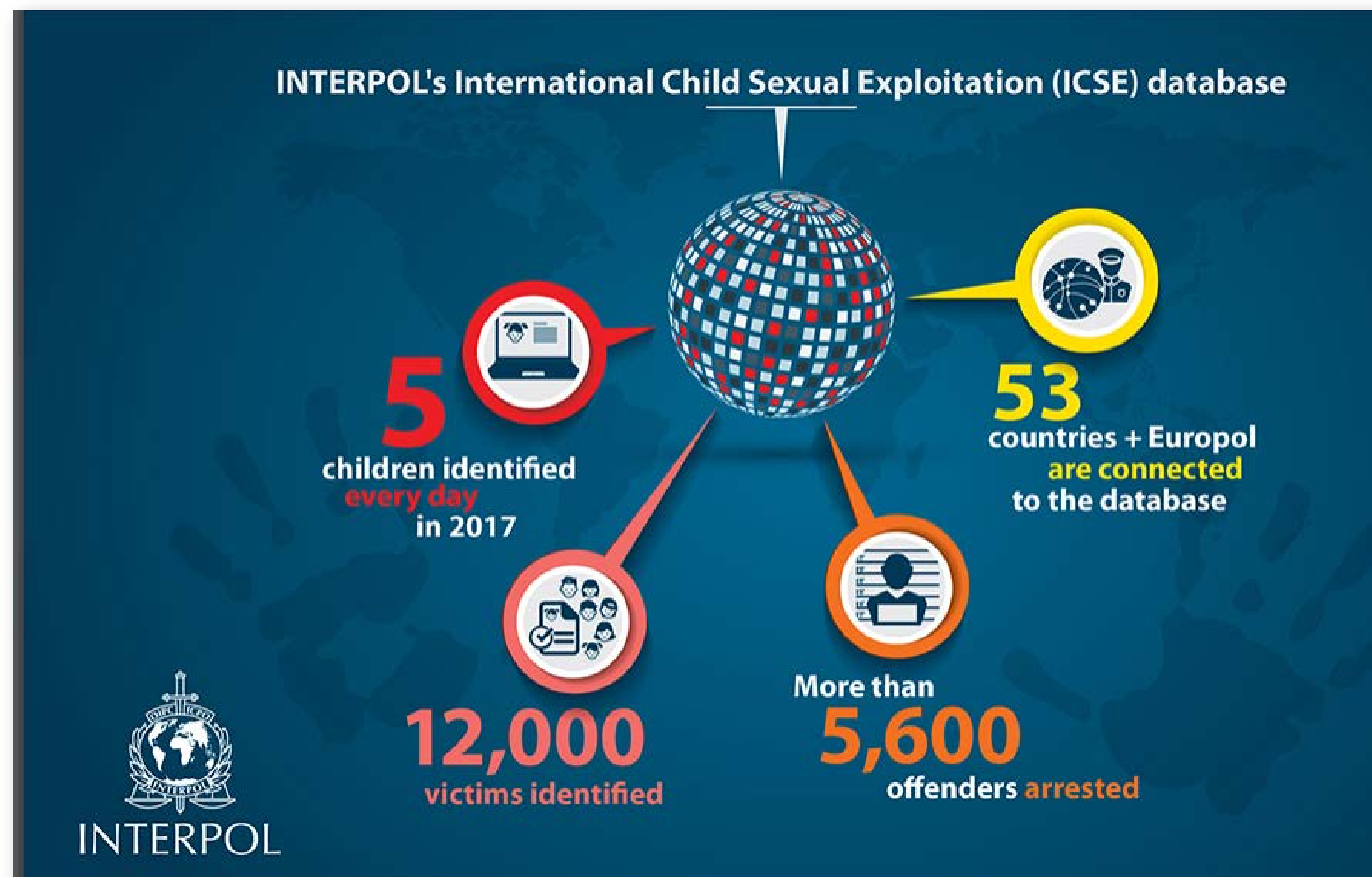
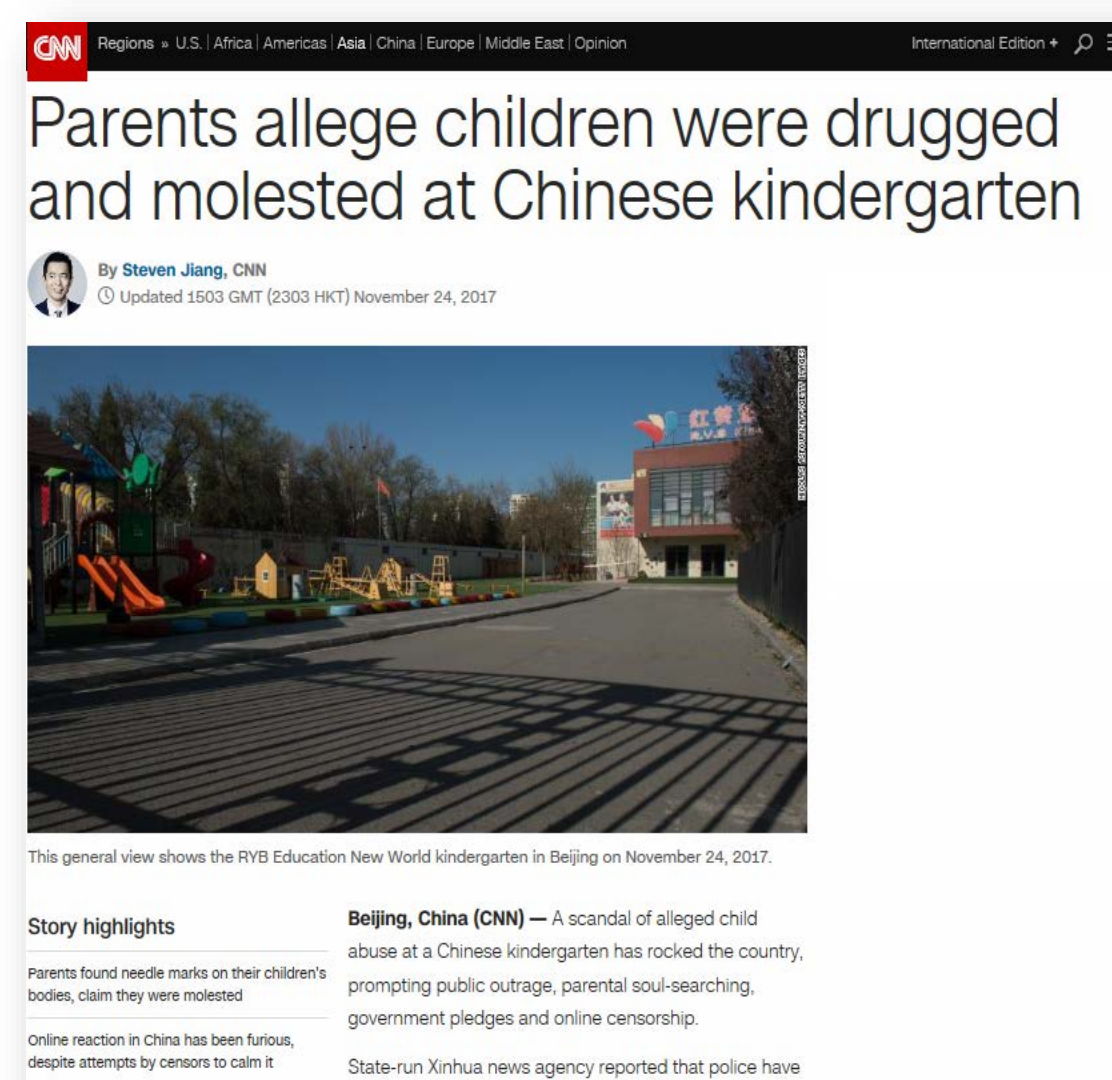
Cleaning



Catering



Unvetted teachers pose a risk to children

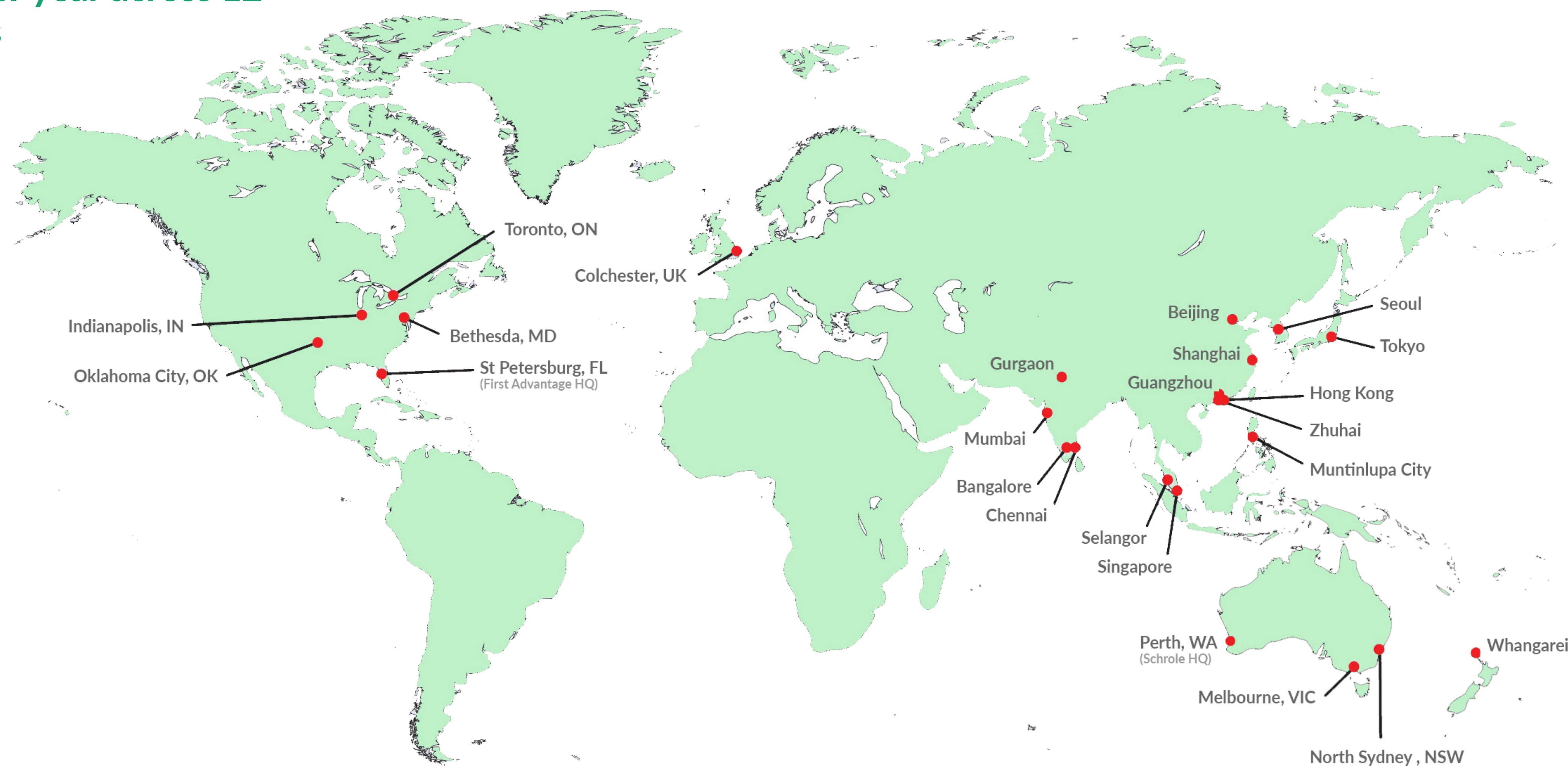


Global background screening. Simplified.



- A simplified and customised background screening solution for international schools
- Exceeds standards set by the International Taskforce for Child Protection
- Powered by the world's largest screening network – First Advantage
- Access information in hard-to-reach locations where other agencies struggle
- Future integration with Schrole Connect will change the game for international schools' recruitment

Screening partner handles
55,000,000 background
checks per year across 12
countries





Workplace training and assessment. Customised.



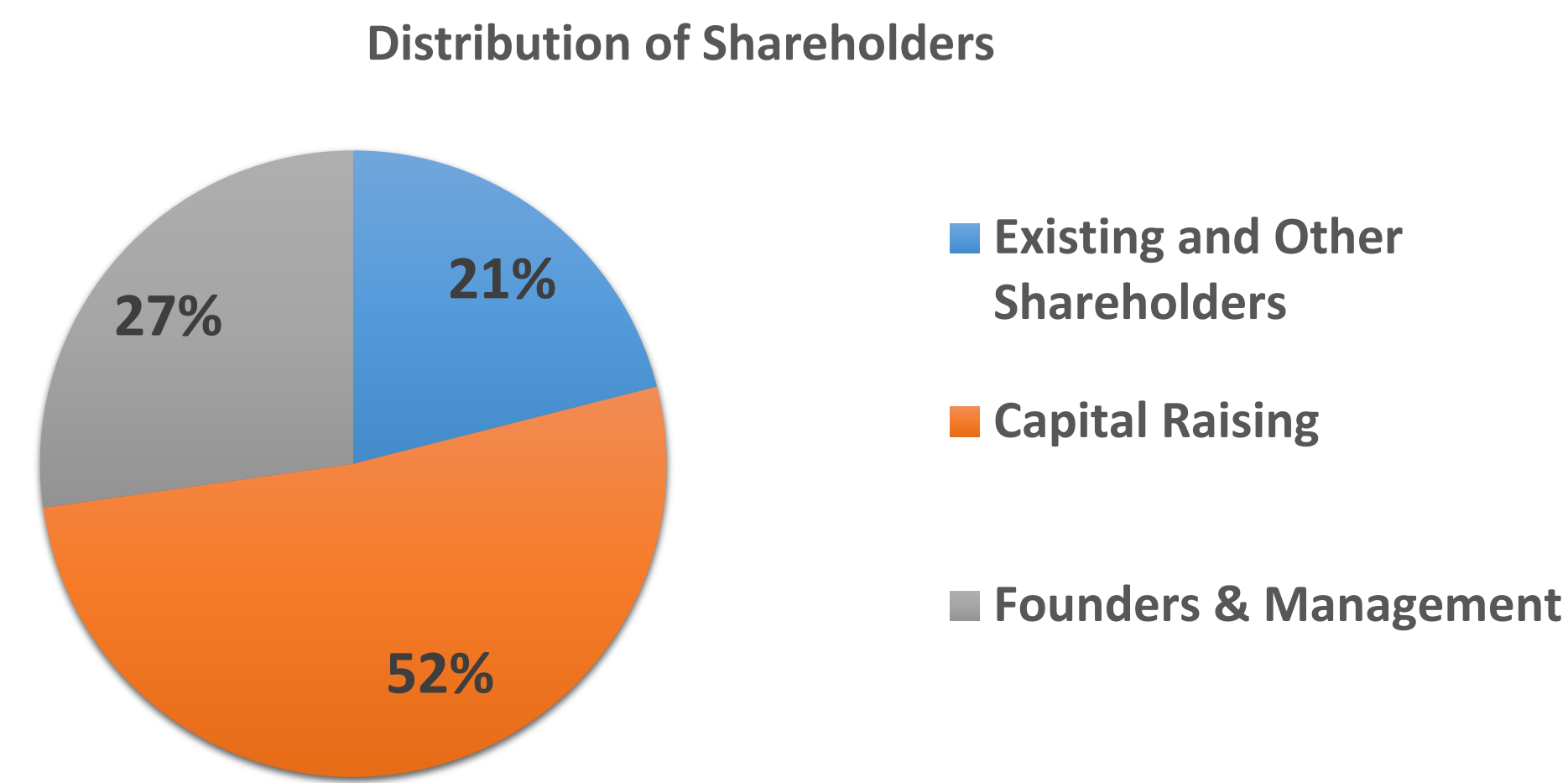
- A registered training organisations with a 20 year history in train-the-trainer education.
- Significant exposure to West Australian resources & government sectors
- Delivering nationally recognised qualifications in Training and Assessment; and Leadership and Management
- Has 'weathered the storm' within the WA resource sector and is now experiencing growth well above budget

Schrole capital structure

SCL Listing Date	12 October 2017
Listing Price	\$0.02
Current Share Price (as at 28/3/18)	\$0.017
Shares on Issue	393m
Restricted	186m
Cash on Hand (31 Dec 2017)	\$3.1m
Market Capitalisation	\$10.4m
Enterprise Value	\$7.3m

Performance Shares	Milestones	Period from IPO
Series A: 40m shares	215 Connect or 198 Cover schools	18 months
Series B: 100m shares	Sales revenue of \$7m over 12 months	36 months
Series C: 150m shares	EBITDA of \$3m over 12 months	48 months

Total Top 5 Shareholders	23.9 %
Total Top 20 Shareholders	43.0 %



Experienced board & management team



Rob Graham, *B.Ed, M.Ed*
Managing Director

Managing Director of Schrole Group. Over 30 years experience as a teacher and principal, and ran an international school recruitment company prior to forming Schrole.



Nick Allan, *B.Com ACA*
CFO and Company Secretary

20 year career in corporate finance, accounting and information technology at listed and unlisted companies in Australia and the UK.



Stuart Carmichael, *B.Com, CA*
Chairman | Non Executive Director

Partner & Director Ventnor Capital. Over 20 years international experience advising on corporate finance, commercial and operational matters. Non-Executive Director De.mem Limited (ASX:DEM)



Craig Read-Smith, *Bcm*
Non Executive Director

Partner at Systemic with over 20 years experience in the software development & information technology sector. Non-Executive Director at Snap.



Shaun Hardcastle, *BA LLB*
Non Executive Director

Partner & Director of Bellanhouse Lawyers, advising on equity capital markets and mergers & acquisitions. Non-Executive Director of Hawkstone Mining Ltd (ASX: HWK).



Why invest?

- ☑ Revenue generating
- ☑ Established suite of products
- ☑ Global client base
- ☑ Market leading recruitment platform
- ☑ Experienced board of directors
- ☑ Deep industry knowledge
- ☑ Sufficiently funded
- ☑ Significant growth to date

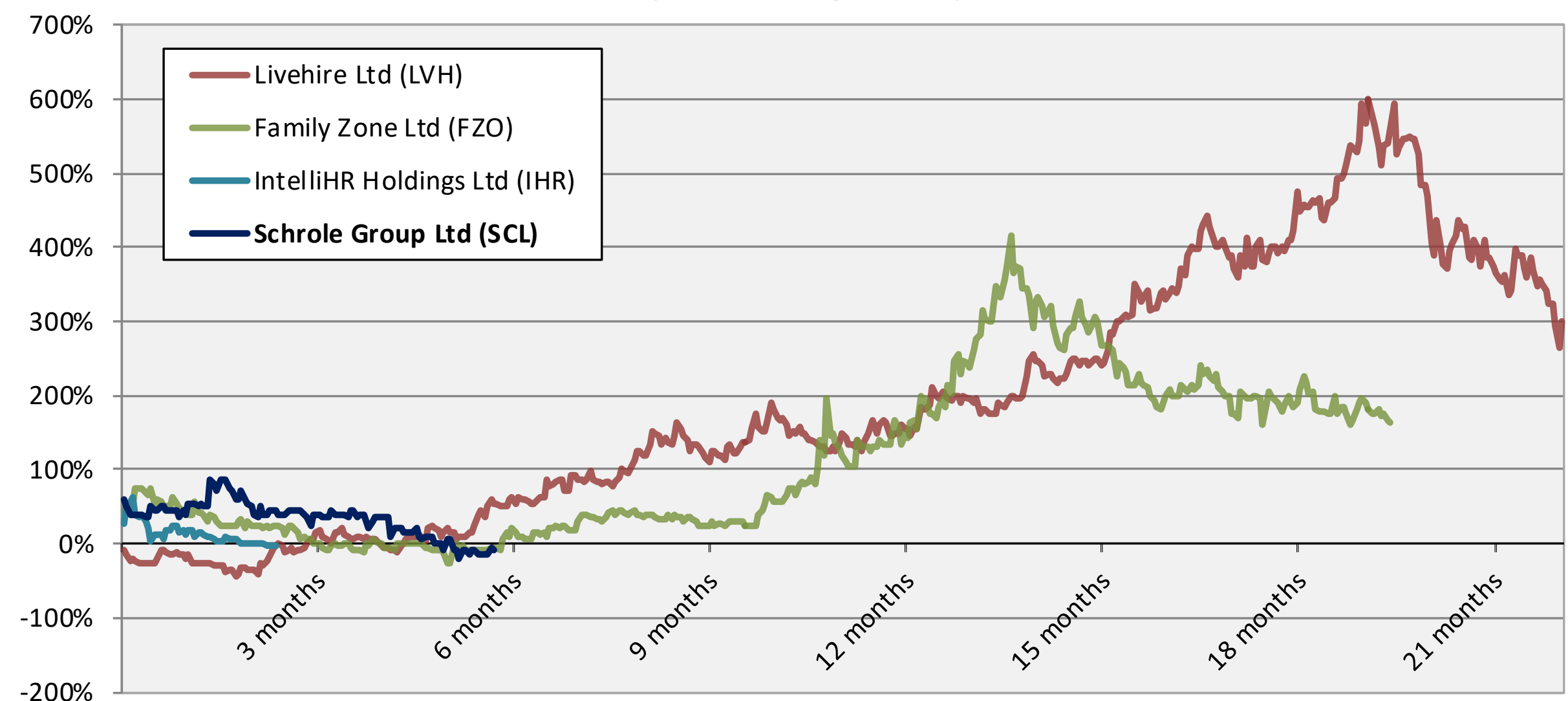


Market comparables

	Undiluted Market Cap*	Total Revenue (y/e 31/12/17)	Market Cap / Total Revenue
Livehire Ltd (LVH)	\$ 206.3m	\$ 2,134,878	97x
Family Zone Ltd (FZO)	\$ 63.2m	\$ 2,118,254	30x
IntelliHR Holdings Ltd (IHR)	\$ 30.1m	\$ 199,469	151x
Schrole Group Ltd (SCL)	\$ 10.4m	\$ 1,413,266	7x

* As at 6 April 2018

Relative share price performance
(months post-listing to 6 April 2018)



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