



ASX RELEASE | Schrole Group Limited (ASX:SCL)

ISS-Schrole Advantage Software Platform Goes Live

Highlights:

- ISS-Schrole Advantage software platform launched to fundamentally reshape international school recruitment
- Alliance places Schrole among the market leaders in international school recruitment with over 380 schools and over 72,000 school candidates using the platform
- Strong school contract renewals and new school sales on Advantage platform with value of annual subscriptions sold in September to date of over US\$600,000
- Over 80% of schools opting for Premier subscription, demonstrating value of alliance with ISS

Thursday, 27th September 2018: Australian education technology company Schrole Group (ASX: SCL) (“Schrole” or the “Company”) is pleased to advise that it has launched its new international school recruitment platform ISS-Schrole Advantage.

ISS-Schrole Advantage goes live

The new platform - **ISS-Schrole Advantage** – has been developed by Schrole in collaboration with International Schools Services, Inc (“ISS”) in accordance with the Alliance Agreement (“**Agreement**”) between Schrole and ISS (see ASX announcement dated 3rd September 2018).

ISS-Schrole Advantage is an advanced cloud-based solution for international school staff recruitment. The platform represents a major upgrade on the previous Schrole Connect platform and will transform international school clients’ experience in recruiting teachers and other staff.

As part of the launch, the combined existing ISS/Schrole client base of over 380 international school clients and over 72,000 teacher candidates has been migrated across to the ISS-Schrole Advantage platform. This places the ISS-Schrole Advantage firmly among the market leaders for international school recruitment.



ISS-Schrole Advantage invoicing has commenced

All ISS-Schrole Advantage services are being sold to clients through ISS-Schrole Advantage Pty Ltd, a wholly owned subsidiary of Schrole. Under the terms of the Agreement, the net revenue of ISS-Schrole

Advantage Pty Ltd 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.

In step with the launch of the ISS-Schrole Advantage platform, ISS-Schrole Advantage Pty Ltd has commenced invoicing of clients for annual software licence renewals that are falling due in the month of September 2018. For the current month to date, ISS-Schrole Advantage has issued annual renewal invoices for 39 existing ISS & Schrole international school clients with a total value of over US\$500,000.

ISS and Schrole are also capitalising on the launch of ISS-Schrole Advantage by continuing to market and sell the ISS-Schrole Advantage platform to new school clients, with 14 sales to new schools in the current month adding an additional US\$100,000 revenue to ISS-Schrole Advantage Pty Ltd. Combined the annual subscriptions sold in September to date are valued at over US\$600,000.

Further underlining the value of the Alliance, over 80% of schools that have subscribed to the ISS-Schrole Advantage platform in the month to date have opted for the Premier subscription package. A Premier subscription, which allows those schools to attend ISS-run international school recruitment fairs, attracts a significant price premium when compared to the Classic subscription that only offers access to the Advantage platform.

Commenting on the launch, Schrole's Managing Director Mr Rob Graham said:

"The launch of ISS-Schrole Advantage is a pivotal event for both Schrole and ISS, representing the culmination of more than six months dedicated collaboration by both organisations.

The new Advantage platform puts us at the forefront of a fundamental reshaping of the international school recruitment market.

Advantage sets a new industry standard and dramatically enhances the way both schools and candidates interact to find the best matches. This had been achieved by way of online portals, an upgraded candidate management system, a complete rewrite of confidential references covering all aspects of employee competency across a wide range of occupations, sophisticated candidate search and matching algorithms, international school fairs registrations, and virtual events.

Going forward, our product roadmap for Advantage will provide further enhancements to the school and candidate experience that will be rolled out in an agile and responsive way over coming months.

The early strength of our sales to new schools, as well as the high proportion of schools opting for the Premier subscription, underlines the market appeal of the Advantage product suite and the strategic value of the Alliance."

About Schrole

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

- **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.

About International Schools Services (ISS)

As a nonprofit organization, International Schools Services (ISS) works with more than 500 international schools and thousands of educators each year across its suite of services, creating the largest global footprint in international education support. Since its inception in 1955, ISS has launched and managed more than 100 international schools; placed approximately 50,000 educators; developed ground-breaking learning programs, such as the World Language Initiative and Level 5 Creativity & Innovation Hubs; processed about 15,000 school supply orders annually; and stewarded over 75 school foundations each year. With its headquarters in Princeton, NJ, USA and locations in China and the Middle East, ISS currently owns or operates nearly 20 international schools around the world and promotes innovation and best practices for global education through its core services that include founding and managing student-centered, future-oriented schools; recruiting world-class educators; providing cutting-edge professional learning opportunities; sourcing essential school supplies; and stewarding school foundations. ISS staff has extensive experience in all aspects of international education, with most senior leaders having served as Heads of Schools across a variety of continents. To learn more, please visit: www.iss.edu

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