



**Tech-enabled education
recruitment and training**

Investor presentation: May 2019



Education recruitment processes are out-dated, inefficient and carry risk

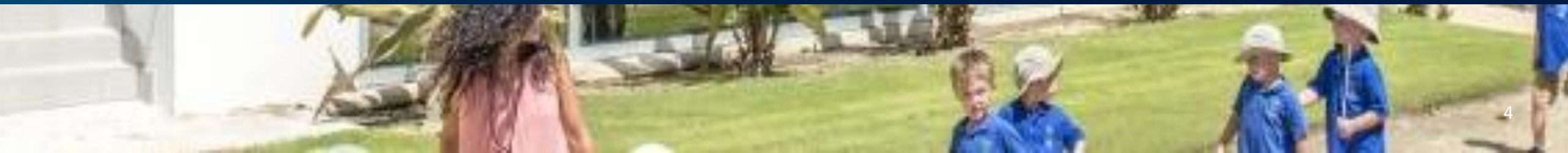
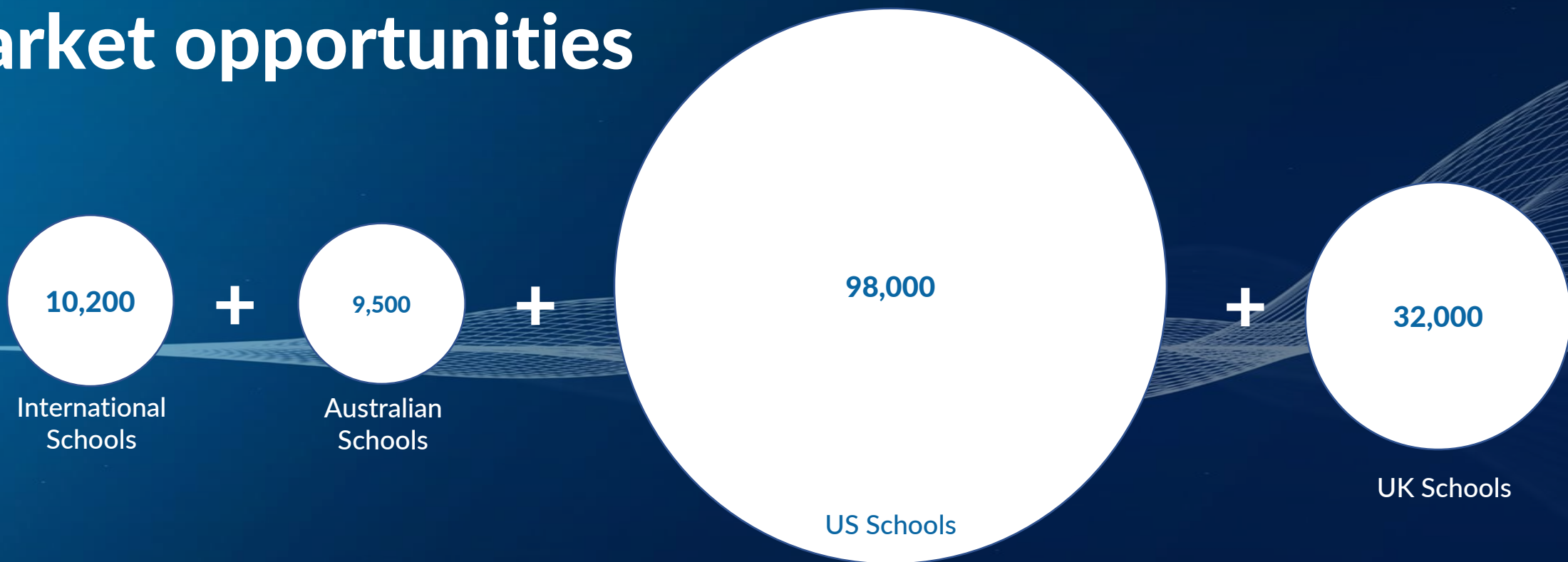
- Current education recruitment solutions include online job-boards, in-person recruitment fairs or agencies charging placement fees
- Existing technology solutions lack education industry specialisation or are over-simplified
- Privacy is paramount for both schools and teachers and is affected by rapidly evolving privacy legislation
- Child protection concerns make background screening and reputation critical considerations



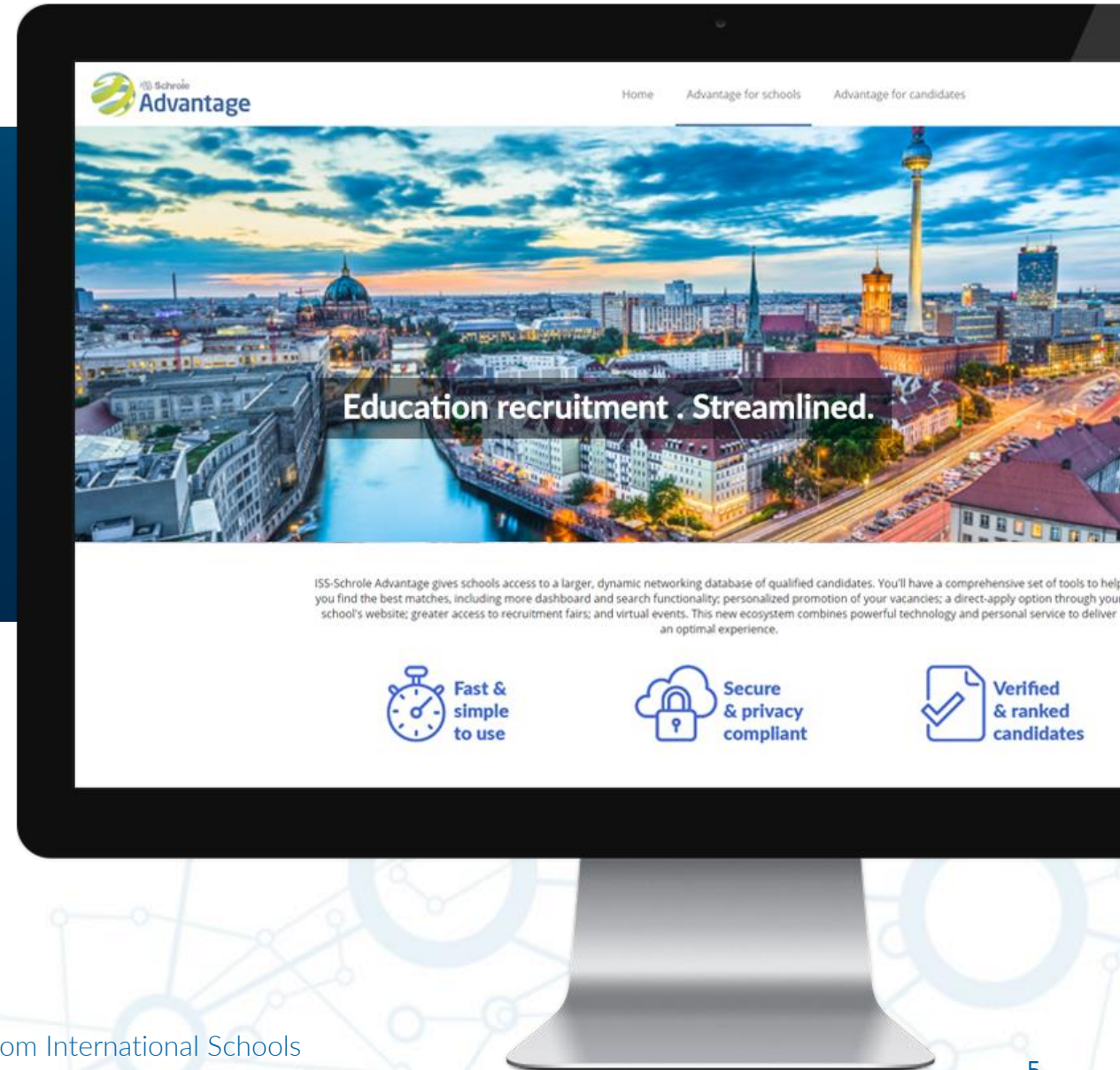
Schrole™



Market opportunities

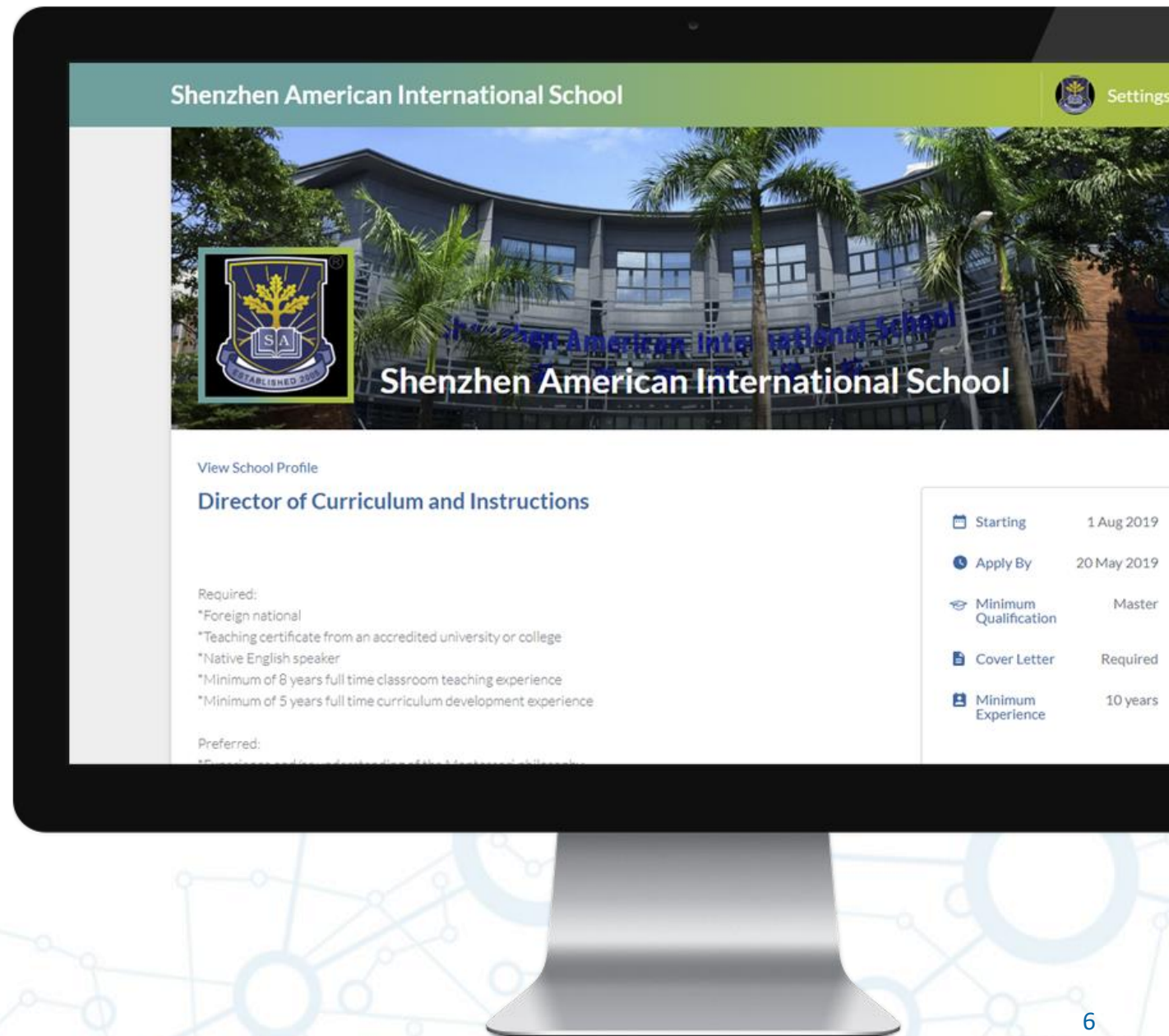


Schrole's technology is now disrupting the **US\$2 billion*** International Schools recruitment industry

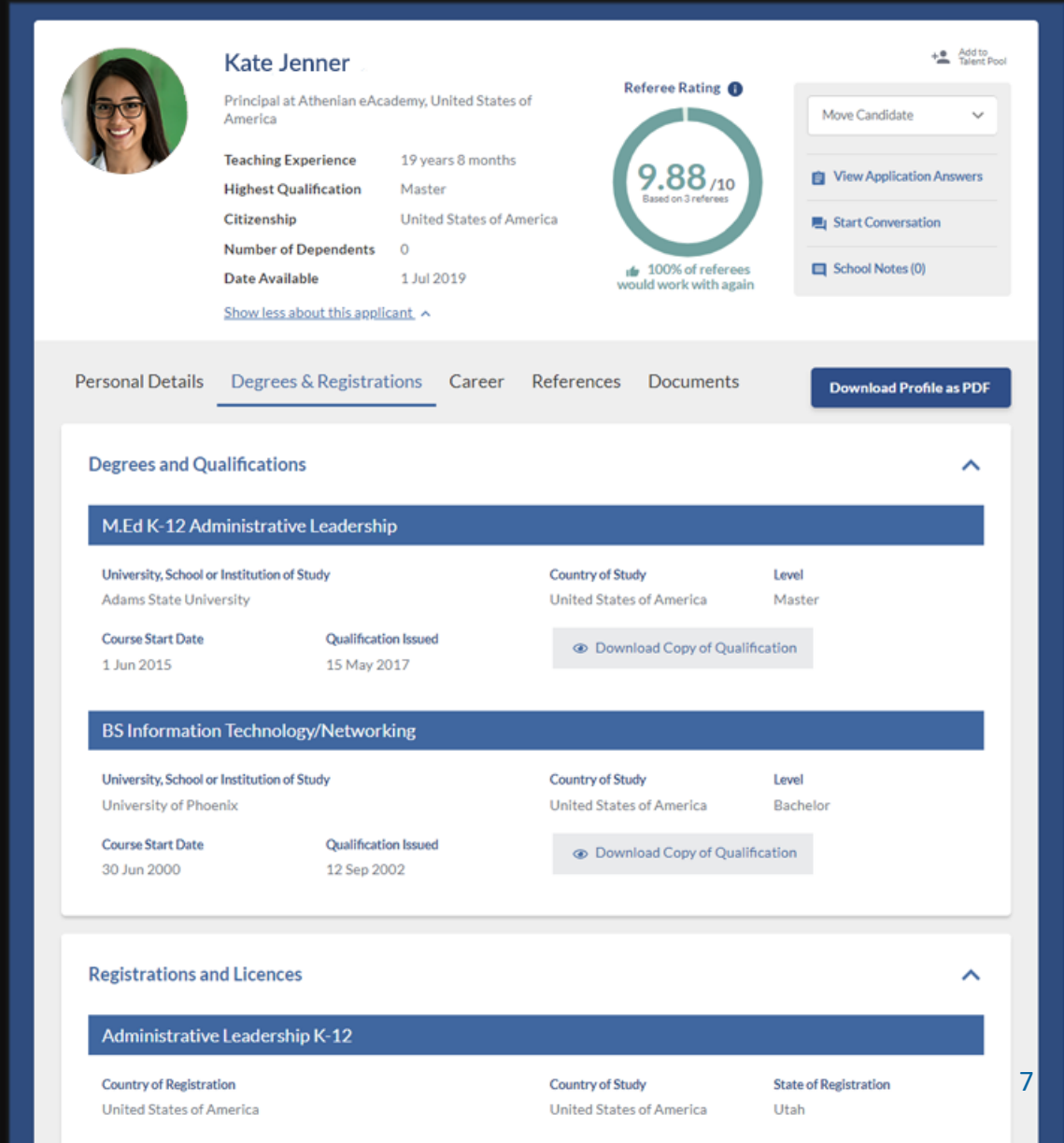


Schrole's technology connects international schools with highly qualified teachers.

- Revenue from schools & candidates
 - Schools average annual subscription **US\$7,120**
 - Candidates **US\$75** per annum
- Disrupts competitors' revenue models by eliminating advertising or placement fees



- Proprietary **SmartMatch** algorithm matches candidates' career history and career aspirations with job vacancies
- Unique **ReferenceRubrics** system provides deep insights into candidate quality
- Integrated **Conversations** functionality introduces social media-style functionality to a closed recruitment ecosystem



Kate Jenner
Principal at Athenian eAcademy, United States of America

Teaching Experience 19 years 8 months
Highest Qualification Master
Citizenship United States of America
Number of Dependents 0
Date Available 1 Jul 2019
[Show less about this applicant](#)

Referee Rating 1
9.88/10
Based on 3 referees
100% of referees would work with again

Move Candidate
View Application Answers
Start Conversation
School Notes (0)

Personal Details **Degrees & Registrations** Career References Documents [Download Profile as PDF](#)

Degrees and Qualifications

M.Ed K-12 Administrative Leadership

University, School or Institution of Study	Country of Study	Level
Adams State University	United States of America	Master

Course Start Date	Qualification Issued	
1 Jun 2015	15 May 2017	Download Copy of Qualification

BS Information Technology/Networking

University, School or Institution of Study	Country of Study	Level
University of Phoenix	United States of America	Bachelor

Course Start Date	Qualification Issued	
30 Jun 2000	12 Sep 2002	Download Copy of Qualification

Registrations and Licences

Administrative Leadership K-12

Country of Registration	Country of Study	State of Registration
United States of America	United States of America	Utah

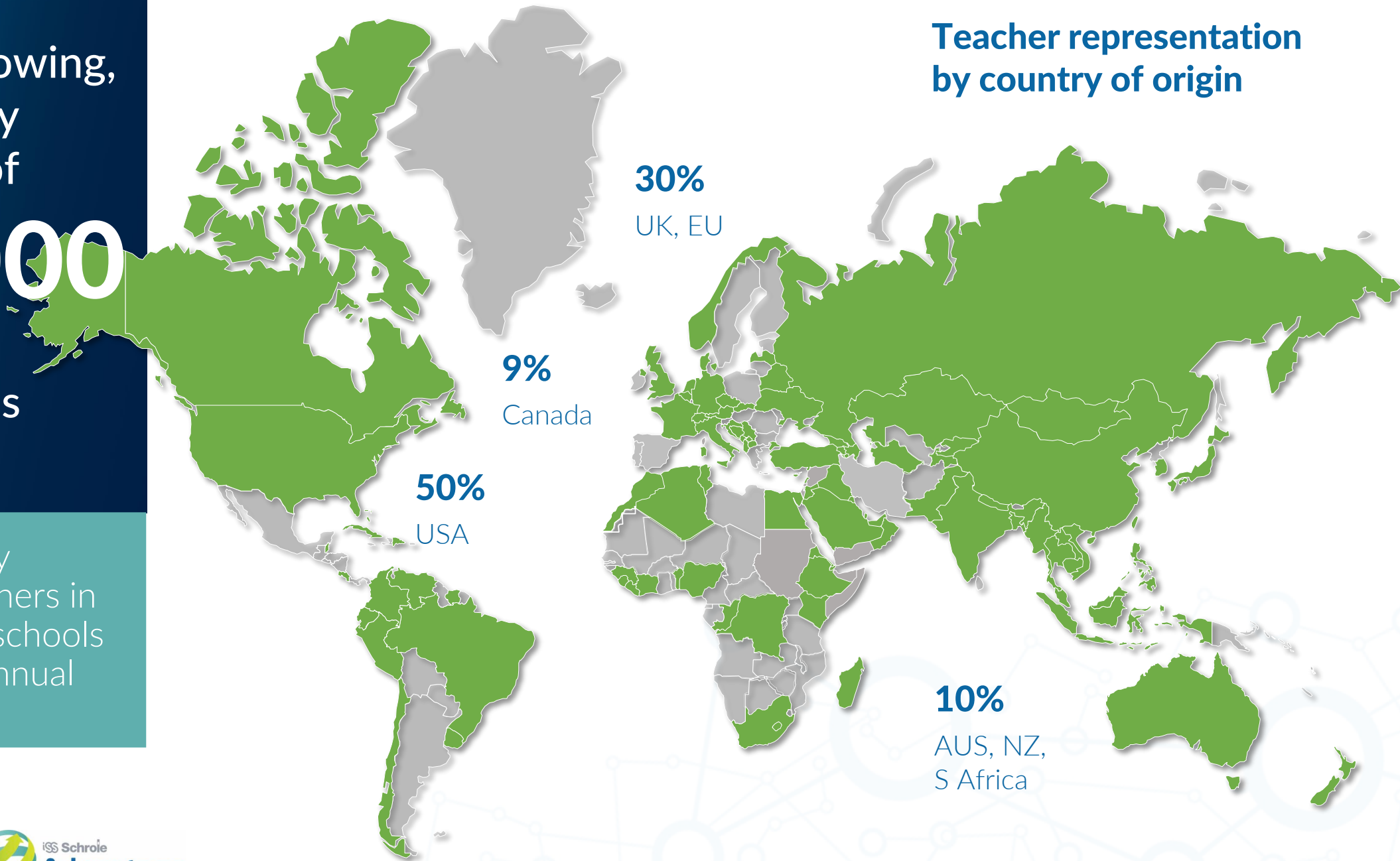
Rapidly growing,
high quality
database of

90,000

teachers
from across
the globe

Approximately
470,000 teachers in
international schools
with ~ **20%** annual
turnover

Teacher representation by country of origin





International teacher numbers Projection to 2028

Global Teaching Staff Requirements to 2028

	2018	2023 Projection	2028 Projection
Africa	37,723	47,578	57,756
Americas	62,487	78,811	95,671
Asia	282,473	356,267	432,480
Europe	84,242	106,250	128,979
Oceania	3,654	4,609	5,594
Total	470,579	593,514	720,480

*Estimate based on projections from International Schools Research





Financial indicators

Last 12 months

- 351 schools subscribing **(+25%)**
- 90,000+ candidate database **(+30%)**
- Total invoiced sales of \$4.6m in CY18 **(+200%)***
- Annual recurring revenue of \$3.8m in CYE18 **(+320%)**



*Revenue shared 50:50 between Schrole and ISS, subject to transition from the parties' prior revenue base



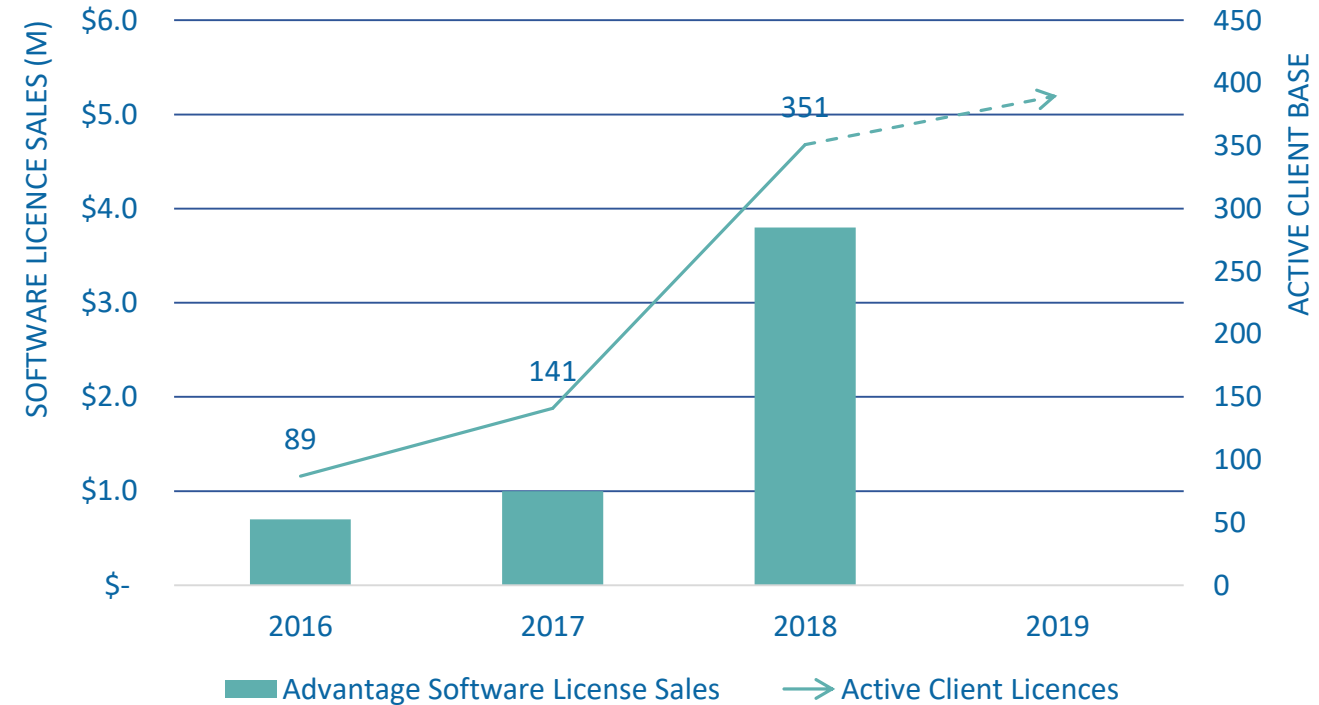


Advantage sales performance

Commercialised and growing



Advantage Sales & Licences*



*before deferred revenue adjustment and revenue split under the ISS alliance




Schrole Verify is a background screening product representing an opportunity to increase share of wallet




- Schools currently handle background checking
- Council of International Schools requires 100% of international teachers to be checked
- Future (CY Q3 2019) API* integration with provider of data from Interpol, the FBI & more
- Both schools and candidates pay an average of US\$300 for a detailed background check

Notifications



John Smith's Verify Check is now complete
All of John Smith's verify checks are now complete, you can view the status of them by visiting your verify orders page.

View verify status



iFair® March 2019
16 Mar 2019
Live chat opens: 8am (Princeton time) Live chat closes: 11am (Princeton time) What is an iFair®? This virtual recruitment fair makes it easy for job-seeking educators and international school recruiters to meet, chat, and interview for their perfect match!

Find out more

View your profile

List a new job

View your talent pool

View your Verify orders

Profile statistics

Total number of jobs listed

23


Applications received


237


Number of candidates hired

16

Your applicant nationalities

 33% America

 19% United Kingdom

 17% Australia

School public page views

1752

Job listing page views

3740

Application conversion rate

4.8%

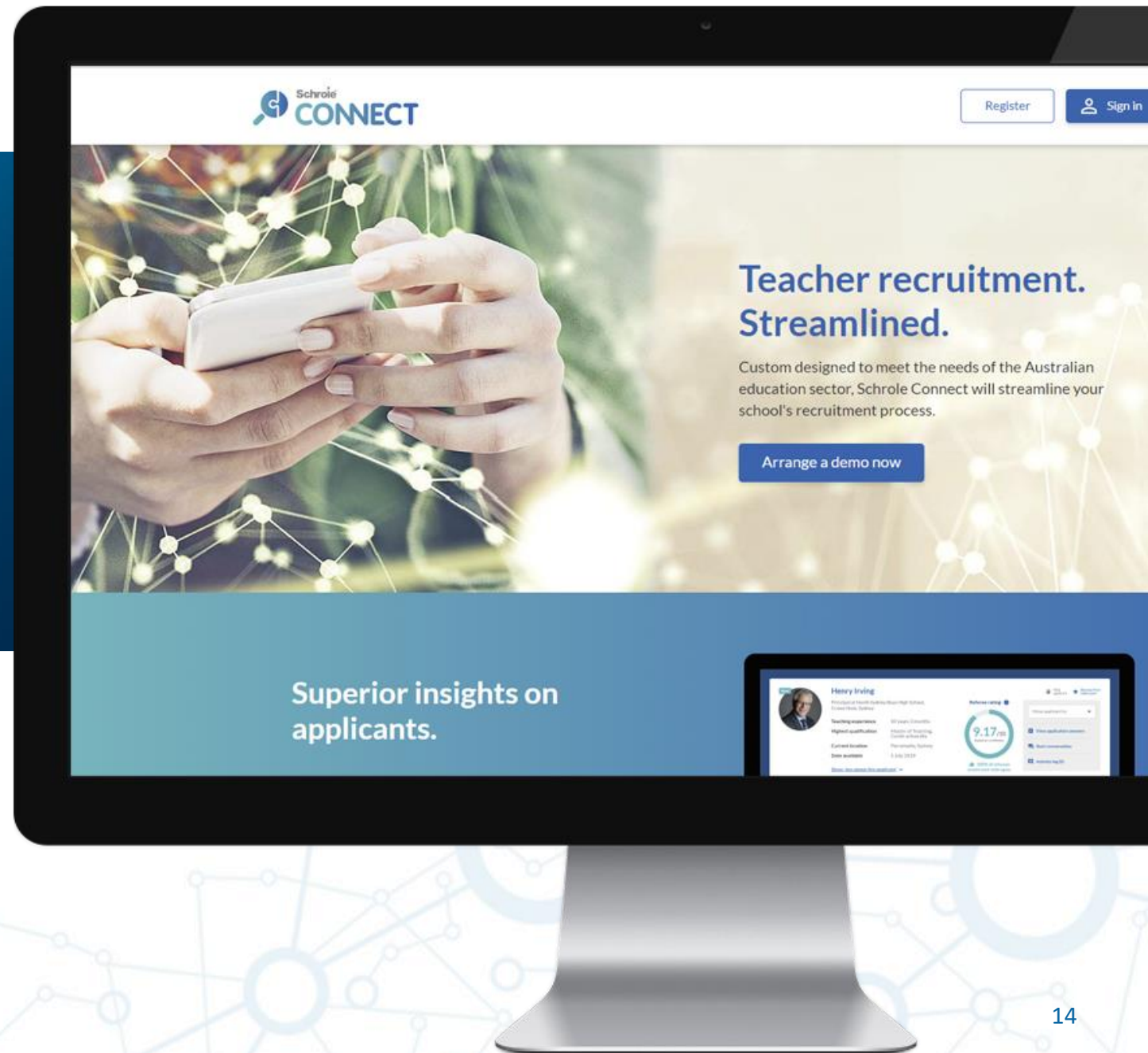
Site benchmark is 7%

Download a PDF summary

Most recent job listings

Student Services Lead Teacher	115 job views	30 Applications received	26% Applications conversion rate	Actions
Lower Elementary Teacher	220 job views	45 Applications received	20% Applications conversion rate	Actions
High School Guidance Counselor	35 job views	12 Applications received	34% Applications conversion rate	Actions 13

Schrole Connect is an
adaption of Advantage for
the Australian independent
schools market



Subscription revenue opportunity

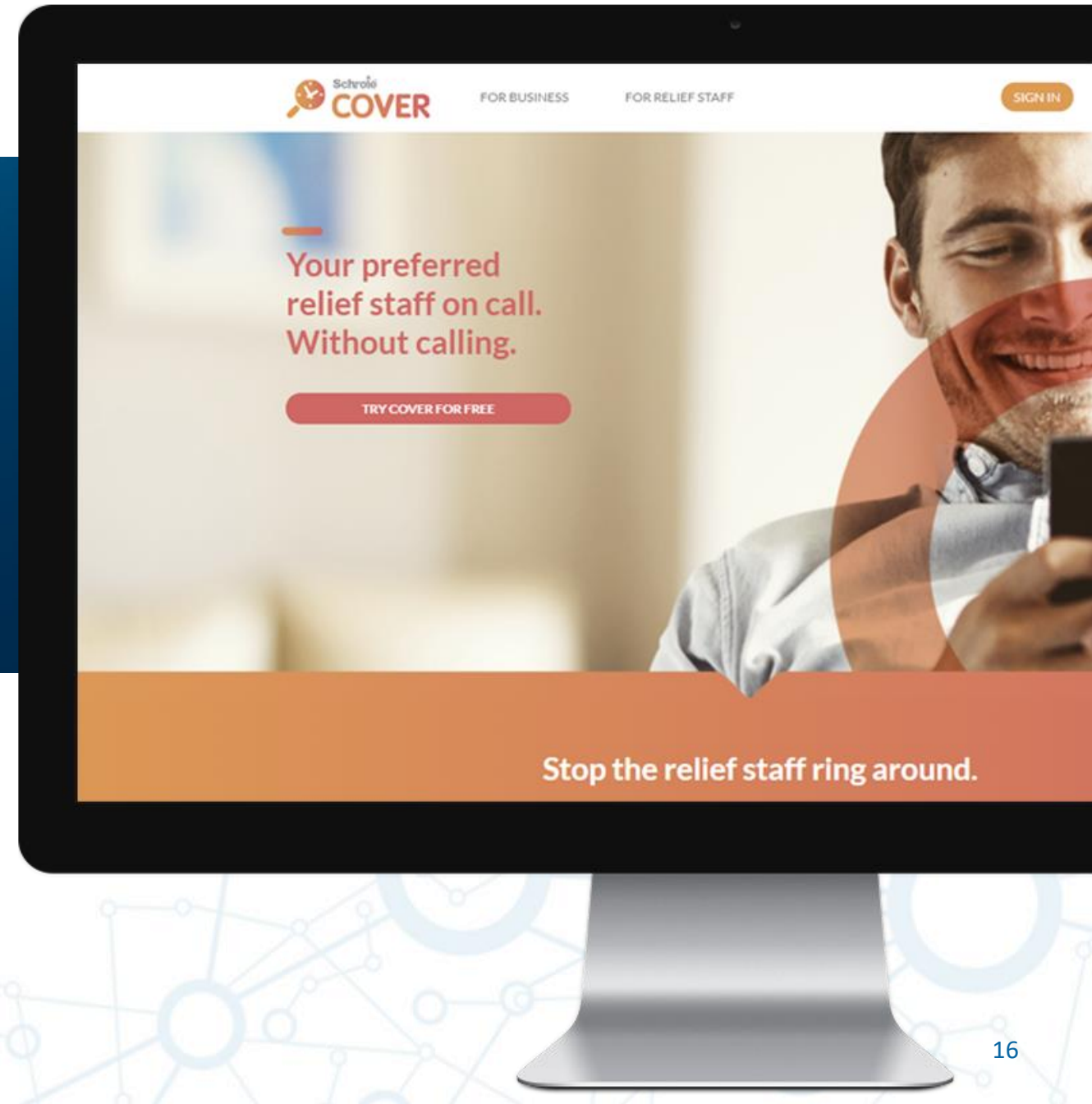
- Australian private schools (2,800) currently rely on industry non-specific ATS* or no system at all, this represents a subscription opportunity with a local version of Advantage

Candidate acquisition opportunity

- Acquisition of Australian teachers is an opportunity to enhance the Advantage database



Schrole Cover has already established a foothold in the Australian education sector



- **App-based SaaS platform** that automates the process of arranging relief teachers
- **170+ licenses** in Western Australia and 6,761 active teachers
- Average annual subscription fee of approximately **\$1,211 per school**
- Addressable market of approximately **11,900** schools in Australia & New Zealand
- App currently filling **95%** of urgent jobs within the first hour



Schrole ETAS offers training and development services



- 20 year history in delivering specialised training in Western Australia
- Delivers 'train the trainer' and leadership and management courses
- Provides contextualised solutions to suit the education and resources sectors
- Future vision includes **Diploma of Innovation in International Education**



Schrole is well placed to deliver on its growth strategy

- A unique market leading SaaS platform
- Software is developed, in market and rapidly becoming more sophisticated
- Key market is experiencing double digit growth
- Cross-selling opportunities exist within the current market to increase revenue from existing client base
- Significant market opportunities in Australia, the United States and the United Kingdom





APPENDIX

Company structure



Board & Management



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)

Capital Structure

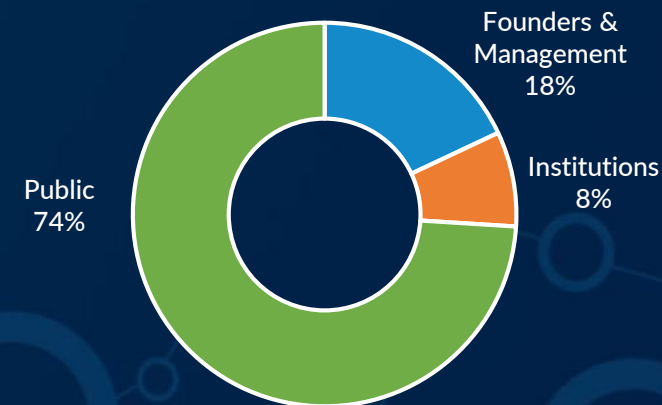
Ordinary Shares	
SCL Listing Date	12 Oct-17
Share Price @ 22 May 2019	\$0.009
52-week High / Low	\$0.039 / \$0.009
Shares on Issue (Unrestricted)	554m
Shares on Issue (Restricted)	233m
Cash (31 Mar 2019)	1.50m
Market Capitalisation	\$7.1m

Performance Shares	Milestones	Period from Listing
Series B: 93m shares	Sales revenue of \$7m over 12 months	36 months
Series C: 150m shares	EBITDA of \$3m over 12 months	48 months

Options	Exercise Price	Number
Expiring 3 years from issue/listing	\$0.02	50,000,000
Expiring 3 years from issue/listing	\$0.03	57,000,000
Expiring 3 years from issue/listing	\$0.04	104,000,000

Performance Rights	Vesting Milestone	Expiry
Class A: 4.7m rights	Vested	n/a
Class B: 13.6m rights	Sales revenue of \$7m over 12 months	36 months from listing
Class C: 22.6m rights	EBITDA of \$3m over 12 months	48 months from listing

Top Ordinary Shareholders	%
Top 5 Shareholders	25%
Top 10 Shareholders	32%
Top 50 Shareholders	57%
Founders & Management	18%



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