



ASX RELEASE | Schrole Group Limited (ASX: SCL)

New ~AUD100,000 contract with Premier International School in Vietnam

11 March 2021: Schrole Group (ASX: SCL) (“Schrole” or the “Company”), provider of global Software-as-a-Service (SaaS) and training solutions for teachers and educational institutions, is pleased to report a new contract valued at USD76,800 (~AUD100,000) to deliver Schrole Develop’s Diploma of Leadership and Management to the International School of Ho Chi Minh City (ISHCMC), part of the global Cognita Group of 82 schools.

Key Highlights

- Schrole Develop sale increases ISHCMC contract value from ~AUD20,000 to ~AUD120,000*
- Validates upsell strategy throughout Schrole Community of circa 360 schools
- ISHCMC now utilising 2 of Schrole’s 4 key products
- Significant potential for further sales to the Cognita Group of 82 schools

New Contract – Schrole Develop

This contract validates Schrole’s “land and expand” strategy of introducing clients to the Schrole Community. This supports the significant up-sell and cross-sell potential across Schrole’s full product suite. ISHCMC is now utilising 2 of Schrole’s 4 key products, with an increase in contract value from ~AUD20,000 to ~AUD120,000.

The Diploma of Leadership and Management program will be delivered fully online, utilising Schrole Develop’s learning management system. The Diploma is globally scalable, given:

- Schrole’s existing community of circa 360 international schools
- Schrole Develop’s proven online delivery capability
- Course content contextualised for teachers in international schools

The new contract award represents significant potential for further sales to other schools across the Cognita Group, as well as the broader Schrole community of circa 360 schools.

Schrole has commenced discussions to introduce Schrole’s wider platform of 4 products to Cognita’s 7,500 employees within 82 schools in Europe, Latin America, Middle East and Asia.

Strong international outlook for Schrole Group

Schrole’s pipeline of international sales is strong and growing. A planned sales and marketing drive over the second half of 2021 will further the company’s growth across all 4 key products in the international education sector.

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MD Commentary

Schrole Group Managing Director, Mr Rob Graham said:

“The delivery of professional development services into international schools is part of Schrole’s strategy to provide a range of HR services to schools including an extended suite of Software as a Service (SaaS) modules and additional high value services such as professional development and training.

“It is very pleasing to have signed this contract with ISHCMC. The program has had enthusiastic take up by teachers, and our contextualised program will help develop well trained leaders who can assist with the ongoing development of the school.

This validates our strategy of increasing the contract value per school and reinforces the ability of Schrole Develop to expand its training services beyond the blue-chip mining companies in Western Australia.”

About Schrole

Schrole is a global provider of SaaS solutions for teachers and educational organisations. The Company’s mission is to become the world’s leading 2-sided online marketplace for teachers and educational institutions. Schrole HR will provide a range of integrated modules to optimise HR processes and provide online professional development for teachers and educational organisations.

Schrole HR will be progressively released from 1 July 2021, integrating Schrole’s current and new product offerings, to provide:

- **Schrole Connect** (currently sold as ISS-Schrole Advantage) - an online SaaS platform that enables international schools to streamline teacher recruitment and candidate management activities;
- **Schrole Verify** – background screening in the international schools sector;
- **Schrole Engage** (first release 2021) - contract management and onboarding software for schools;
- **Schrole Cover** – a cloud-based software platform that engages relief staff at the touch of a button; and
- **Schrole Develop** – providing accredited professional development solutions contextualised to client needs.

*Schrole’s international sales are in USD. The contract value has been converted to AUD at prevailing exchange rates.

This release was authorized 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.

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