

ASX RELEASE | Schrole Group Ltd (ASX: SCL) New Strategic Distribution Partnerships

Highlights

- New strategic reseller agreement signed with UK-based jobs board Eteach
- Agreement provides Schrole customers with access to ~2 million UK candidates
- Two new sales distribution channels established in Thailand and the UAE

30 June 2022: Schrole Group (ASX: SCL) (“**Schrole**” or the “**Company**”), provider of accredited training and global Human Resources (HR) Software-as-a-Service (SaaS), is pleased to announce significant expansion of Schrole’s international distribution channels through access to Eteach’s 2 million UK-based educators in addition to two new sales distribution channels in Thailand and the UAE.

Eteach Distribution Agreement

Eteach is one of the United Kingdom’s leading online education specific recruitment platforms. Founded in 2001, it was the world’s first teacher recruitment website.

Read more about Eteach at <https://www.Eteach.com/about-us>

Schrole has signed a new strategic Reseller Agreement with Eteach, providing Schrole with a direct API integration into Eteach’s job advertising board. This significantly increases Schrole’s customer value proposition by providing Schrole’s international schools and customers with access to Eteach’s more than 2 million UK-based teachers and school staff. The initial term of the agreement is until 30 June 2023 with options for extension, and provides the opportunity for schools to place pay per job advertisements and an annual licence for unlimited job advertisements. While the pricing is commercial in confidence, Schrole receives a margin for each advertisement sold. **The contract contains standard termination terms.**

Schrole’s UK international school customers will be provided with the opportunity to promote their vacancies to UK domestic candidates from within the Schrole platform through paid advertisements on the Eteach job board. This will provide Schrole with the opportunity to better service UK-curriculum international schools, which represent 49% of the total international schools market.

Thailand and UAE expansion

Schrole’s push into the UK-curriculum market will also benefit from the new sales distribution centres in Thailand and the United Arab Emirates (UAE), two markets with relatively high concentrations of UK curriculum international schools.

First sales from the Thailand office have already commenced, with activity expected to accelerate in the new northern hemisphere school year.

A new UAE sales representative has also been hired and is due to commence in September 2022. The UAE representative has been recruited from a major competitor with well-established contacts within UK curriculum schools throughout the Middle East.

Managing Director Commentary

Rob Graham, Schrole Managing Director said,

"I am pleased to announce this expansion of our strategic distribution channels.

In the prior 12 months, a key priority was to deliver the expanded Schrole HR SaaS product suite, ahead of time and within cost expectations. We achieved that outcome.

Our next objective was to demonstrate product-market fit through achieving first revenues and customer traction across the expanded product suite. We achieved that also.

Now, our primary focus is driving global sales growth. Strategic reseller partnerships are a key strategy that Schrole will continue to use to access large pools of potential customers or to add value to existing customer offerings.

The strategic collaborations announced today fit within our growth strategy. I am delighted to partner with Eteach, whose 2 million candidates will significantly expand the value that Schrole can provide its international schools customers and also significantly increase our revenue potential."

About Schrole

Schrole provides global Human Resources Software-as-a-Service (SaaS). Initially targeting teachers and educational organisations, Schrole is now scaling globally and targeting new growth markets.

Schrole HR is a complete Human Resources SaaS solution, combining recruitment, background checks, onboarding, relief teacher management, and professional development.

- **Schrole Connect** is education's most advanced recruitment and applicant tracking app. See ASX release dated 15 July 2021 for details of upgraded Schrole Connect 3.0.
- **Schrole Events**, part of the Connect module, provides regionalised online events. See ASX release 21 September 2021 for details of its inaugural release.
- **Schrole Cover** is a cloud-based software platform that engages relief staff at the touch of a button.
- **Schrole Verify** provides background screening in the international schools' sector.
- **Schrole Develop** provides accredited professional development solutions contextualised to client needs.
- **Schrole Engage** was released in February 2022 and provides onboarding software for schools. First revenues were announced on 22 March 2022.

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.