iCollege

ASX:ICT

INTERNATIONAL ROADSHOW PRESENTATION

October 2015

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iCollege

BUSINESS OVERVIEW

OUR MISSION - To become Australia's leading provider of accredited vocational training

OUR BUSINESS – We currently provide accredited vocational training through 3 Registered Training Organisations with a further two under acquisition, across 22 industries and >70 accredited courses

OUR OPPORTUNITY – Consolidate and corporatise

OUR STRATEGIES – Acquisitions, course diversification,

- Selective acquisitions to accelerate our course content diversification strategy
- Acquisition integration and value-add
- Provide workers a relevant product offering
- Provide a clear pathway to employment for all graduates
- Development of Three iCollege institutes; WA, Qld and SA

OUR ACQUISITION VALUE-ADD - We add value through internal sales & marketing capability, revenue cross-sell, online course delivery, selective offering of government funding for students and offering workers relevant courses over their "full working life"

OUR COMPETITIVE ADVANTAGES –

- Blended education offering including online, classroom and OTJ (On The Job) training and assessments
- Diversified courses to maximise our revenue
- Access to varied funding models
- Internal sales & marketing capability drives revenue cross-sell
- Operational best practice

OUR BUSINESS

BOARD OF DIRECTORS

Hans de Back - Non-Executive Chairman

Ross Cotton - CEO

Victor Hawkins - Director

Phil Re - Non-Executive Director

EXECUTIVE MANAGEMENT

Stuart Manifold - COO

Stuart Usher - CFO

Chris Watts - Company Secretary

For full bios on directors please refer to **icollege.net**

CAPITAL STRUCTURE

Key Information (ASX:ICT) of 7 Sept 2015	
Share Price	$0.11
Shares on Issue	66,724,626
Convertible Notes	1,300,000
Market Cap	$7,339,708
Listed Options	23,756,507
Performance shares not issued	10,000,002

Share Register Distribution	
Top 20 Shareholders	62.2%
Top 50 Shareholders	83.51%

OUR SCHOOLS CONSOLIDATED

iCollege

ALL SCHOOLS CONSOLIDATED RESULTS FY15* (UNAUDITED)

Total	2015 ($)
Sales	8,650,621
COGS	3,473.463
Gross Profit	5,177,158
%	60%^
Expenses	16,720,874
EBIT	2,471,186

*All financial results contained in this presentation are iCollege's wholly owned entities and those it is in the process of acquiring. Results reflect the financial result as if these entities had been wholly owned and consolidated by iCollege for the full 12 month financial period

Bookkeeping School

MATHISI tailor made training

Management Institute of Australia

Apollo Healthcare Solutions

CELTIC TRAINING AND CONSULTANCY

interlink technology pty ltd

OUR OPPORTUNITY

STATE OF PLAY

- The registered training organisation sector is currently a "cottage" sector (with many single course RTOs), highly fragmented (approx. 5,000 RTOs nationally) and with a high proportion of classroom-based training

OUR OPPORTUNITY

- Consolidate a fragmented sector, with ~5,000 RTOs nationally
- Corporatise and introduce best practices into a "cottage" sector
- Online migration of "face to face" courses where appropriate, to increase efficiencies, improve customer experience and improve margins
- Development of improved blended learning regimes including, online, face to face and OTJ and assessments
- Development of robust pathways to employment for iCollege graduates through partnerships with other organisations and Peak Industry Bodies

OUR CONSOLIDATION STRATEGY

Why consolidate? Benefits of consolidation

- Expand customer offering
- Expand revenue cross-sell opportunities
- Reduce industry concentration risk
- Increase operating efficiency, scale and profit margins

Our diversification opportunity

- Geographic
- Industry
- Skills level

Our value-add

- Revenue cross-sell
- Internal sales & marketing capability
- Diversified offering. Including access to different funding models (VFH)
- Best practice operating efficiencies (ethical standards, customer outcomes, compliance, head office infrastructure)

Bookkeeping School

RTO ID: 32219

HEAD OFFICE: Gold Coast, QLD

BOOKKEEPING SCHOOL: BACKGROUND

iCollege

Bookkeeping School was established May 2010.

It is an online Registered Training Organisation (RTO) that delivers:

- FNS40211 - Cert IV in Bookkeeping
- FNSBKG404A - Carry out Business Activity and Instalment Activity Statement tasks
- FNSBKG405A - Establish and Maintain a Payroll System
- MYOB Training - Online & 2 Day Classroom Courses
- Manual Bookkeeping
- BAS + Payroll Compliance Units

1. Bookkeeping School objective is to offer career changing results through training.

2. Students are mentored, not just trained. With a 75% student return rate, Bookkeeping School prides itself on producing the best Accountants, Bookkeepers and BAS Agents in Australia.

With recent changes to legislation, all Bookkeepers and BAS Agents must now be qualified. This provides the Bookkeeping School with an excellent pipeline of future revenue.

HISTORICAL RESULTS FY15 (unaudited)

BKS	2015 ($)
Sales	71,253
COGS	25,824
Gross Profit	45,429
%	64%
Expenses	85,720
EBIT	(40,291)

The next 12 months will see expansion into other regional areas and states, a new website and a marketing drive centred on Accountants. There is significant funding available to students and this is an area that has not been explored in the business to date.

Bookkeeping School

MATHISI

tailor made training

(English translation of the Greek word – learning)

RTO ID: 31946

HEAD OFFICE: Gold Coast, QLD

MATHISI: BACKGROUND

iCollege

MATHISI is a well established QLD based RTO specialising in Business and Retail qualifications, delivering Nationally Recognised Training throughout Queensland. The fully accredited business has been operating for 5 years and has established a respected position in the market through the delivery of high quality training using proven course materials, resulting in a 96% completion rate and excellent student feedback.

MATHISI mission is to provide learning that leads to career advancing outcomes. MATHISI currently train in the following Sectors:

- Business
- Business – Legal
- Marketing
- Human Resources
- Work, Health and Safety
- Quality Auditing
- Aged Care
- Disability
- Community
- Education Support
- Financial Services
- Accounting and Bookkeeping
- Health Services
- Retail
- Retail Management
- Childcare

MATHISI delivers training under Government funded programs designed to up-skill the community.

MATHISI also has strategic partnerships in place to deliver further courses that results in outcomes for the students.

HISTORICAL RESULTS FY15 (UNAUDITED)

MATHISI	2015 ($)
Sales	1,330,766
COGS	654,912
Gross Profit	675,854
%	51%
Expenses	195,396
EBIT	480,458

Mathisi is well positioned to take advantage of the variety of Government initiatives whilst increasing their corporate business. The next two years will see continued growth and profitability.

MATHISI tailor made training

MANAGEMENT INSTITUTE OF AUSTRALIA 1
RTO ID: 91297

MANAGEMENT INSTITUTE OF AUSTRALIA 2
RTO ID: 31803

MANAGEMENT INSTITUTE OF AUSTRALIA
RTO ID: 32441

HEAD OFFICE:
SYDNEY, NSW. WITH 18 LOCATIONS AROUND AUSTRALIA

EASY RPL
HEAD OFFICE: LIVERPOOL, NSW.

MIA: BACKGROUND

One of Australia's most diverse RTOs. With a combined scope of 70 accredited Nationally Recognised courses and many more non-accredited courses, MIA has been positioned for national and international expansion.

The company established its RTO operations in 2005.

In 2011 Management Institute of Australia set up a unique model in the Australian VET sector. This model involved developing a sophisticated, systems-driven RTO model which has been adopted by a range of private education business owners. The model is predicated by having a flexible training delivery utilising online platforms and strong compliance systems.

Management Institute of Australia is committed to the continuous development and transfer of knowledge to enhance professional performance for our students, corporate partners and stakeholders.

The 4 strategic directions are:

1. Steady and continuous growth in the number, geographic and key learning areas of franchisees
2. Maintain a focus on nurturing learner engagement through the education process of franchisees
3. Develop a sustainable design to take the RTO franchisee model to selected international markets
4. Establish articulated pathways for our VET students into Higher Education

There are 22 industries covered and range from entry level (Certificate II) through to senior management training (Advanced Diploma).

Industries includes

- Business
- Training
- Warehousing
- Logistics
- Beauty
- Massage
- Fitness
- Automotive
- Rural
- Hospitality
- Project Management
- Commercial cookery
- Childcare
- Aged Care
- Disability services
- Tourism and travel
- Retail
- Learning management
- Bookepping
- Accounting
- Quality auditing
- Workplace Health and Safety

Management Institute of Australia does not rely on one form of Government funding and this diversity acts to mitigate risk.

HISTORICAL RESULTS FY15 (unaudited)

MIA	2015 ($)
Sales	5,088,908
COGS	2,616,812
Gross Profit	2,472,096
%	49%
Expenses	1,405,976
EBIT	1,066,120

The next 12 months will see further growth in senior management training across the industry sectors and the development of Higher Education programs (Bachelor Degree programs).

Management Institute of Australia

Apollo Healthcare Solutions

Compliance - Assurance - Productivity

APOLLO HEALTHCARE SOLUTIONS
HEAD OFFICE: ASCOT, QLD
CONTRACT LOCATION: EMERALD, QLD

APOLLO: BACKGROUND

Apollo Healthcare Solutions, assists businesses to maintain a Safe, Healthy and Productive workforce. Apollo believes that the sooner we can begin working with an injured employee, the sooner we can return them to meaningful work increasing the productivity in your business.

Apollo provides customers with our best practice occupational health and return to work solutions delivered through our OHS nurses and the Apollo Healthcare Solutions network of healthcare providers.

Apollo has negotiated agreements with dedicated Medical Clinics available where protocols are in place with the Doctors and staff to ensure swift and efficient treatment of work place injuries.

The next 12 months will see further growth in senior management training across the industry sectors and the development of Higher Education programs (Bachelor Degree programs).

HISTORICAL RESULTS FY15

APOLLO	2015 ($)
Sales	236,361
COGS	113,328
Gross Profit	123,033
%	52%
Expenses	0
EBIT	123,033

Apollo Healthcare Solutions

CELTIC TRAINING AND CONSULTANCY

HEAD OFFICE: ADELAIDE CITY, SA.

CELTIC: BACKGROUND

Celtic Training was established in 2005 as a direct result for the need of consistent quality training in the aged care sector. Through excellent client relationships the Celtic has developed its scope to provide training at various levels and diversity. The company now has more than 30 qualifications on scope covering everything from Foundations Skills to the Advanced Diploma of Nursing including personal care, administration, training and assessment, nursing, health and safety and injury management.

The client base includes residential and community aged care groups, disability agencies, hospitals and government departments. Through its WHS and Injury Management training the company's client base has also expanded into a broader range of industry sectors. Celtic has received strong industry support for it's Queensland Government Funding application

Until recently Celtic Training focused on providing only face to face training and was therefore limited to South Australia, however through technology developments a more blended learning approach is being taken which will allow for a great reach across the entire country.

HISTORICAL RESULTS FY15

CELTIC	2015 ($)
Sales	1,623,333
COGS	55,915
Gross Profit	1,567,418
%	97%
Expenses	880,568
EBIT	686,850

INTERLINK TECHNOLOGY PTY LTD

HEAD OFFICE: BRISBANE CITY, QLD

RTO: 31926

INTERLINK: BACKGROUND

ITS is accredited RTO holding the significant advantage of being an ASQA Delegate , meaning that additional Qualifications can be added to scope under a self regulating mechanism. ITS is owned and operated by qualified, commercially experienced and professionally certified and qualified trainers, assessors and consultants

Established to provide recognised training and practice-compliant courses leading to accredited qualifications & certifications within a range of relevant professional and career disciplines. Its holds the following Scope of Registered Qualifications:

- 3 levels of Project Management
- 3 levels of Business Management
- 2 levels of Integrated Risk Management (Unique to ITS)
- Diploma of Consultancy (Unique to ITS)
- Cert IV in Bookkeeping
- Cert IV in Safety & Environmental Practices (Unique to ITS)

ITS has current recognition by the following Peak Industry Bodies:

- ✓ Australian Institute of Project Management (AIPM) – Accredited Supplier of Training & Assessment Services in Project Management at 3 levels, for qualifications and AIPM certifications
- ✓ Institute of Management Consultants (IMC) – Accredited single supplier of the Diploma of Consultancy as a step towards Certified Management Consultant (CMC)
- ✓ Risk Management Institute of Australasia (RMIA) – single accredited supplier for Risk Management Qualifications at 2 levels as prerequisites for RMIA certification

HISTORICAL RESULTS FY15 (UNAUDITED)

ITS	2015 ($)
Sales	300, 000
COGS	120, 000
Gross Profit	180,000
%	60%
Expenses	60, 000
EBIT	120, 000

The next 12 months will see further growth in senior management training across the industry sectors. ITS currently has a number of ongoing ad developing contracts with significant corporate clients and Government Departments.

MOVING FORWARD

Integration - Continued leveraging of all assets through a centralised sales, marketing and compliance structure.

Development of iCollege institutes - iCollege are currently isolating suitable facilities to be developed as iCollege institutes in Qld, SA and WA. These institutes will provide a central location for students to attend and complete their qualifications. The funding model for these Institutes will include a blend of User Pays, State government funding and the utilisation of VFH through the iCollege application that is nearing completion. iCollege will utilise “smart partnerships” with other providers to further expand the course offerings and funding model. The Institutes will begin with offerings in:

- Nursing
- Community Services
- Allied Health
- Business
- Health and Fitness
- Design
- Childcare

These offerings will be expanded as additional opportunities and acquisitions are realised.

Concentration on Employment Pathways - iCollege is currently negotiating Joint Venture opportunities with two significant Peak Industry Bodies, both in Queensland and the other with a national focus. The reasoning behind these Joint Ventures is to secure defined employment opportunities for iCollege graduates. It is expected these negotiations will be successfully concluded Q2 2015/16FY.

WHAT WE OFFER

A user-friendly Learning Management System that delivers a better student experience and tablet optimised

Integration of traditional education businesses with our technology to improve outcomes and efficiencies

Growth spurred by acquisitions of businesses and portfolio of courses

A diverse range of accredited and non-accredited courses to be delivered on our online platform worldwide

iCollege

ASX:ICT

ROSS COTTON
Executive Director

E: ross@icollege.net **M:** +61 419 870 363