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Manthano

- 1 Vision
- **Core Values**

- 3 Shared Services Model
- **4** Acquisition Philosophy
- **5** Marketing for Growth





- To become a world leader in the provision of vocational skills & specialist training in our targeted market sectors.
- Maintain our commitment to excellence and focus on providing quality services at all times, without exception.
- 3 Provide substantial R.O.I. to stakeholders in the company



Leadership

Our brand builds upon the strong leadership of our key personnel. A mix of leaders from different fields including Hospitality, Mining, Finance and Entrepreneurship brings both personal and market leadership to the company. This is further instilled into all our employees, and filters through to each of our successful students.

Compliance

Maintaining compliance with State, National and International bodies is one of the cornerstone pillars of Manthano. This stems from the understanding that standards set out by the respective bodies ensure that high quality training and better overall Customer Satisfaction is achieved. Our experience in working with Government and Education departments and policies has developed in to one of our greatest strengths. Our skills are efficiently deployed across all business units to ensure absolute compliance and business continuity in everything we do.



Opportunity

Our leadership team continually seeks out new opportunities for growth both organically, and through innovative sales and marketing. The acquisition strategy looks to isolate profitable and culturally compatible businesses ensuring the integration process is as seamless as possible.

Community

Working closely with local and international communities to provide valuable employment opportunities and enriching the lives of our students is at the foundation of our business. A strong partnership within these communities ensures that as a business we are providing solutions and training that is required and add value to the world in which we operate. Our students will ultimately take these skills out into the wider community and provide long lasting benefits.





Manthano Shared Services Model

To further enhance the acquisition plan, Manthano proposes a share services model which we believe will deliver a positive contribution across all business units.

Leadership

Marketing

Physical Infrastructure



Compliance

Administration

Human Resources





Manthano Acquisition Philosophy

- ✓ Profitable
- ✓ Debt Free
- ✓ Stand Out Leaders in Their Field
- ✓ Vocation or Upskill **Training Providers**
- ✓ Strong Growth Pipeline





Manthano builds upon the trusted brand created with years in the industry and the testimonials of previous successful students.



Existing Physical Presence

Successful Joint Venture partnerships for distribution to ready clients

Existing student pathways and government assistance

International Agent Network

Over 60 International Agents

Marketing material positioned as elite training outcomes.



Strong Online Presence

Well executed client focused website with smartphone compatibility

Relevant content & student information

Extensive SEO



Google **Advertising**

Professionally researched and executed Google Adwords campaigns targeting both onshore and offshore students



Social Media Marketing

Aggressive and integrated SMM strategy targeting both onshore and offshore students

Focus on local and Asian social media platforms





Current Corporate Structure





Domestic Student Intake

Hospitality & Business vocational skills training. Foundation skills for marginalised Australians.

International CRICOS Student Intake

Hospitality, Business & English skills training.



Domestic Student Intake

Established Construction industry skills & safety training.

Application under development for CRICOS





- √ State Government
- √ User Pays
- **Business to Business contracts**
- ✓ Individual payments

Business Administration

Work Health & Safety

Hospitality

Construction

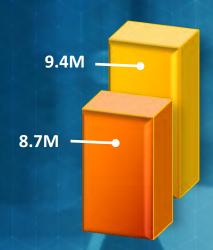
Commercial Cookery

Literacy & Numeracy

Project Management



Australian Education Industry



Non School Qualification is on the rise

In 2015, **9.4 million** (61%) Australians aged 15 - 64 years had a non-school qualification, up from 8.7 million (59%) in 2010 - 11 82%

With Non School qualification gain employment

61%

Without Non School qualification gain employment

A Non School Qualification is Effective

82% of people with a nonschool qualification were employed compared with 61% of those without a nonschool qualification.

Private VET in Australia

3,111 private providers delivered to 58% of 4.2 million enrolments - Total VET Activity

Government funded (domestic) enrolments trained by private providers has declined in recent years

Private providers delivered to 394,000 of 1.3 million government funded students



Australian Education Industry

International Education:

International Education within Australia is a **24 billion dollar industry** in export revenue annually

Australia's third largest export industry

Supporting over 130,000 jobs

2.4 million private sector enrolments since 2002

583,000 international students enrolled in Australia in 2017 (private providers mostly)

- Almost 40% of all international school students
- over 90% of all VET students
- over 80% of all ELICOS students

Sector Growth:

280% growth across the Private Sector

130%
growth across
the Government
Sector







RTO# 32303 CRICOS# 03528K

- **√** Hospitality Certificate III to Diploma Level **Hospitality Management** Commercial Cookery Certificate III & IV
- √ Skills for Work and Vocational Pathways
- ✓ Prepare to work safely in the construction industry business Certificate III to Advance Diploma Level

- **Business Administration** Certificate III to Diploma Level
- **Leadership and Management** Diploma Level
- **Community Services** Certificate III & Diploma Level



Revenue Streams

RTO# 32303 CRICOS# 03528K

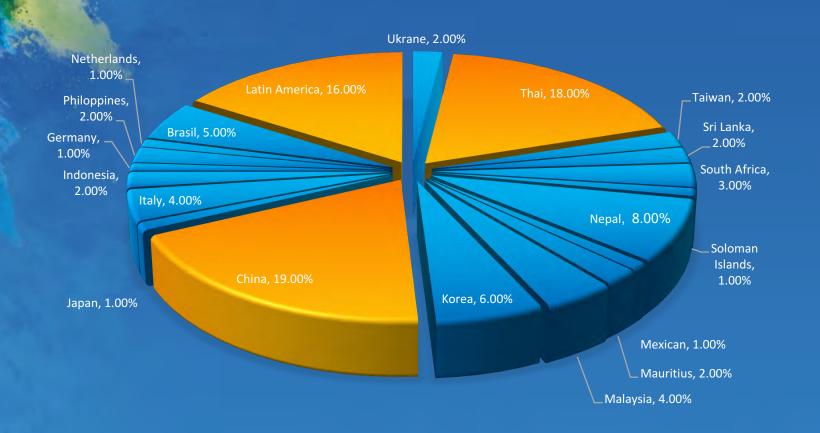
√ International student	√ Cert III Guarantee (QLD)
√ Traineeships	√ User Choice (QLD)
√ ELICOS	√ Higher Skills Funding (QLD)
√ The 5 levels of English Language training	√ Study Tours
Average Student Fee: \$9,000	Current Student Numbers: 500

^{*} The above fee is calculated as an average for different fee schedules both domestic and International and the number of students are based on Students enrolled in 2017 Academic Year. The numbers above may not be accurate, The above representation is only made to give the shareholders an overall view of SERO Institute's student acquisition and revenue streams



International Students

RTO# 32303 CRICOS# 03528K



- √ 450 CRICOS Positions Allocated
- ✓ Over 60 Agents world wide actively engaging students
- √ Wide range of nationalities
- ✓ 95% of enrolments in Hospitality& Leadership
- ✓ Merger will expand CRICOS course offering
- ✓ Merger may significantly increase CRICOS numbers





CTI has historically delivered revenues in excess of 7MM.

Additionally CTI was previously owned by Construction Control who has a significant need for training delivery to their staff and contractors.

Courses

Australian Capital Territory

- ✓ Cert IV B&C (Accelerated model)
- ✓ Diploma B&C (Accelerated model)
- ✓ Asbestos Awareness
- ✓ White Card

Queensland

- ✓ Cert IV B&C (Accelerated model)
- ✓ Diploma B&C (Accelerated model)
- ✓ Advanced Diploma B&C (Accelerated model)
- ✓ Recognition of Prior Learning (RPL)

New South Whales

- ✓ Cert IV B&C (Accelerated model)
- ✓ Diploma B&C (Accelerated model)





Revenue Streams

✓ Certificate IV

Diploma

✓ Advanced Diploma

√ Recognition of Prior Learning (RPL)

✓ Asbestos Awareness:

2 courses per week, 20 students per class \$260 per student

√ White Card

1 course fortnightly, 20 students per class \$225 per student

Average Student Fee: \$6,100

Current Student Numbers: 147

^{*} The above fee is calculated as an average for different fee schedules both domestic and International and the number of students are based on Students enrolled in 2017 Academic Year. The numbers above may not be accurate, The above representation is only made to give the shareholders an overall view of CTI's student acquisition and revenue streams

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Post Merger Corporate Structure

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New board Members

Ash Katta

Non Executive Director

Ash has enjoyed a successful business career building a variety of businesses in various sectors including retail, IT and education. Mr Katta is passionate about education business and has successfully built and run his own education businesses.

Ash is a member of Australian institute of Company Directors and serves as a director on private company Boards in Australia and overseas. He has an MBA from the University of Ballarat where he specialised in International Management.

Simon Tolhurst

Independent Non Executive Chairman

Simon Tolhurst is a Partner in HWL Ebsworth's Litigation Team and has over 20 years' experience in commercial dispute resolution matters. Simon has represented government as well as private organizations including mining companies, investment groups, International cruise liners and retail chains. Simon has been named in The Australian Financial Review's Best Lawyers[®] as one of Australia's best lawyers in the Litigation category. Simon has also been recognized in Doyle's Guide as a Leading Commercial Litigation & Dispute Resolution Lawyer.

Simon sits on the boards of a number of resource companies and is currently a member of Queensland Petroleum Exploration Association. Simon holds a Master of Laws (Hons) degree and is a practicing solicitor in the Supreme Court of Queensland as well as the High Court of Australia.

Simon will assist with the integration of the companies post merger and ensure governance and compliance across all areas.



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Post Merger Student Numbers

500 147 127 450

SERO
INSTITUTE

CAPITAL
TRAINING
INSTITUTE

TRAINING
INSTITUTE

TRAINING
INSTITUTE

TO Mathisi
Revible business training

Celtic
training

Bookkeeping
School

Total Students: 1,224

^{*} The above Student numbers are approximate numbers put together to give shareholders an idea of the student numbers Post merger. Neither IICT nor Manthano make any warranties regarding the information supplies above







Post Merger Infrastructure

A Nation Wide Education Provider

Head Office Perth

Adelaide Campus

Brisbane Campus

North Quay Campus

Campus Southport Campus

Mount Gravatt Campus

Toowoomba 🕹

Cairns Campus

Sydney Campus

Canberra Campus



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CRICOS Expansion

Total number of CRICOS places should exceed 1000.

CRICOS will be expanded in scope, numbers and geographical locations.

CTI obtain CRICOS accreditation and deliver training to foreign students in Brisbane, the Gold Coast and Sydney.

Celtic to obtain CRICOS accreditation for the Diploma of Nursing. Delivery locations will include Southport, Brisbane, Sydney and Adelaide.



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Geographical Expansion

Physical Campuses located in Adelaide, Sydney, Gold Coast, Brisbane, Toowoomba, Canberra and Cairns.

Manthano significantly increases the scope of services and training offered at all facilities.

Better utilisation of State Government funding where available and mitigates the risk of focussing on a smaller number of offerings.

The shared services model which will run from Queensland will allow the leaders of each business to focus on the development of new business opportunities.



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New Opportunities

With a broadened depth of experience and deeper engagement with partners and stakeholders the opportunity to extend the scope of the business is greatly improved.

Opportunities exist for entry into the Oil and Gas (National & International) training market with a specialist Occupational Health and Safety (OH&S) provider.

Opportunities for partnerships with both local and international Universities with the aim of establishing an articulation pathway for our successful graduates.

Manthano has significant opportunity to acquire a number of under performing RTO's and increase their EBIT by the utilisation of a shared services model.



iCollege



Pro-Forma Capital Structure incorporating all Manthano share issues

Ordinary Shares on Issue ¹	196,672,083
Ordinary Shares proposed to be issued at 2017 AGM	11,250,000
Shares to be issued on acquisition of Manthano	250,000,000
Total Ordinary Shares	457,922,083

¹ 44m ICTOB on issue with a conversion price of 8c expiring 15 July 2019.



iCollege



iCollege will be well positioned to address Australia's skills shortage and deliver world class training to students from around the world.



