



ANNUAL REPORT 2022



CEO REPORT

REFLECTION ON OUR PAST AS WE LOOK AHEAD TO OUR FUTURE

In 2015, Edulution was born out of a desire to prove that technology can be harnessed to create a highly effective, low-cost way of giving Africa's most marginalised children an opportunity to bridge the attainment gap between them and their wealthier peers.

From a few centres in Lusaka, Zambia, Edulution has grown over the last seven years and we have utilised our evolving Learning Platform to run effective digital education pilots in Zambia, Namibia, and South Africa, reaching over 44,000 children from marginalised urban and rural areas, including refugee camps. We have trained and employed over 220 previously unemployed youth as coaches.

In 2022 we not only expanded our reach but also grew funding to \$2.1M (2021 \$1.3M) - that is a compound annual growth rate of 44% since inception. We were able to onboard several new funders, including some from the public sector.

Our long-term funder retention rate is 94%, clear evidence that our backers believe in our model and strategy and are willing to renew and invest longer term.

Ongoing independent evaluations continue to confirm the efficacy and positive compounding effects of our innovative programme. Our midline independent evaluation carried out by Brombacher & Associates showed a 36% improvement versus the control group after a year or less on the programme.

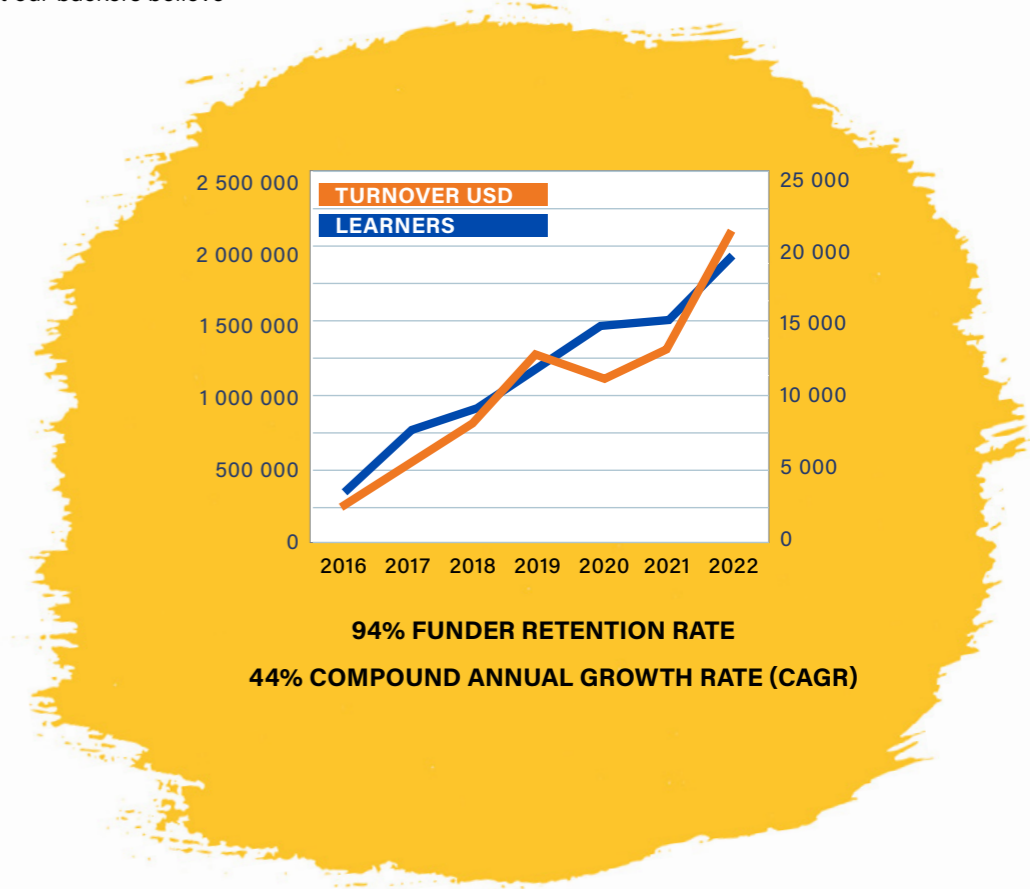
We are very proud of these achievements, especially given that we had to navigate a two-year pandemic in the process. But we have more to do, and we are excited to announce we are entering a new strategic phase in 2023. For our model to be a truly scalable solution for millions of children and unemployed youth, Edulution has launched its 'Strategy Toward Sustainability'.

SUSTAINABLE SCALE AND IMPACT

MEAN TWO THINGS AT EDULUTION:

1. Having a robust, scalable, and effective platform and model that others can use; and
2. Uptake of the solution into the education system and government budgets, thus enabling the solution to be delivered as a common good.

We know that collaboration is key and this becomes an important strategic pillar in our next phase. We are excited to be working with credible and experienced organisations in the public and NGO sectors. One of our values at Edulution is **'ALONE I CANNOT, ONLY TOGETHER WE CAN'** and never has this been truer.



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2022 REVIEW

In 2022 we expanded into the Mpumalanga province in South Africa opening 14 new centres there. To give an example of our collaboration strategy in action for this endeavour we partnered (or worked closely) with Penreach NPC, Sesego Foundation, the SA Innovation Fund, the Department of Basic Education (DBE), the provincial education ministry, and local and international funders.

By the end of 2022 the Edulution group was serving 18,300 active learners per month operating out of 71 centres in three different countries (Zambia, South Africa, Namibia) and employing 189 young, previously unemployed coaches. Over 2 million learner hours of engagement and more than 16,500 grade levels (or years) were caught up, with 26% of our learners caught up to their maths grade level. The annual rate of improvement for learners completing Edulution courses in the year was 122%.

LOOKING AHEAD, OUR STRATEGY TOWARD SUSTAINABILITY

We believe that our 'road tested' model has the potential to be a part of a much larger solution to an increasingly desperate problem. In the next phase of our strategy we are focusing on making our platform and services available for others to use - this makes the programme far more scalable than if we were to try to do it all ourselves. A consequence of this strategy is that we limit growth in our internally run Edulution centres, running them as 'showcases', thus allowing us to allocate and align our funding and resources to the overall strategy.

IN PRACTICAL TERMS, THERE ARE TWO MAJOR FOCUSES FOR THE NEXT TWO YEARS:

1. MOBILISE FOR SCALE:

so that implementation partners or clients - be they foundations, multinational organisations or governments, can use the platform and support services for their purposes. To do so we must invest resources in our platform, product & stakeholder engagement.

PLATFORM

Enhancing, packaging, and piloting the platform so others can use it

- Codify & package the platform and services for others to implement or license
- Pilot Penreach NPC as an implementation partner in Mpumalanga, South Africa
- Pilot Edulution Zambia as an implementation partner using experienced coaches

PRODUCT

Further developing the product set for the initial client base

- Enhance, develop, and test Edulution's People Development Assets
- Develop and pilot Teacher Engagement modules to augment the product offering
- Evaluate alternative course content that aligns with the local context where necessary

STAKEHOLDER ENGAGEMENT

Coordination and network the different Edulution stakeholders

- Coordinate all Edulution stakeholders, funders, collaborators, and the public sector
- Execute strategy to engage government funding
- Develop and execute private-sector partnership strategy

2. OPERATING 50-60 EDULUTION LEARNING CENTRES:

in South Africa & Zambia to serve as "showcases" for government, foundations and other interested parties as well as a test bed for Edulution's ongoing research & development. The pilot in Namibia concluded in December 2022 and we continue to engage with the MoEAC exploring ways in which we can be helpful in implementing their facilitated digital learning strategy.

We are encouraged that this strategic pivot has the blessing and support of our existing funders and we thank them for their continued faith in us. We have also noted that there is an increasing trend for impact funders to invest in 'capacity building' rather than simply delivering a programme to a small group of beneficiaries in need. They have realised, as we have, the impact potential with this approach and we are encouraged that this confluence of strategic thinking is attracting the interest of several new funders.

THE NEED HAS NEVER BEEN GREATER, JOIN US

The need for solutions like Edulution's 'Catch-Up' Programme has never been greater. Our 7 years working in diverse and challenging environments, the maturation of our proven, effective and scalable model, a growing family of credible funders and increasingly strong relationships with governments, some of whom are beginning to fund us, puts us in a credible position to be part of the solution to this very dire but unfortunately expanding need.

As we contemplate larger scale, it's clear that funding is a prerequisite - both in the form of outcome funding as well as capacity building funding so that we can codify, simplify and package what we do so that one day millions may use the model. If you are interested in supporting the Edulution Tribe, please reach out to partners@edulution.org



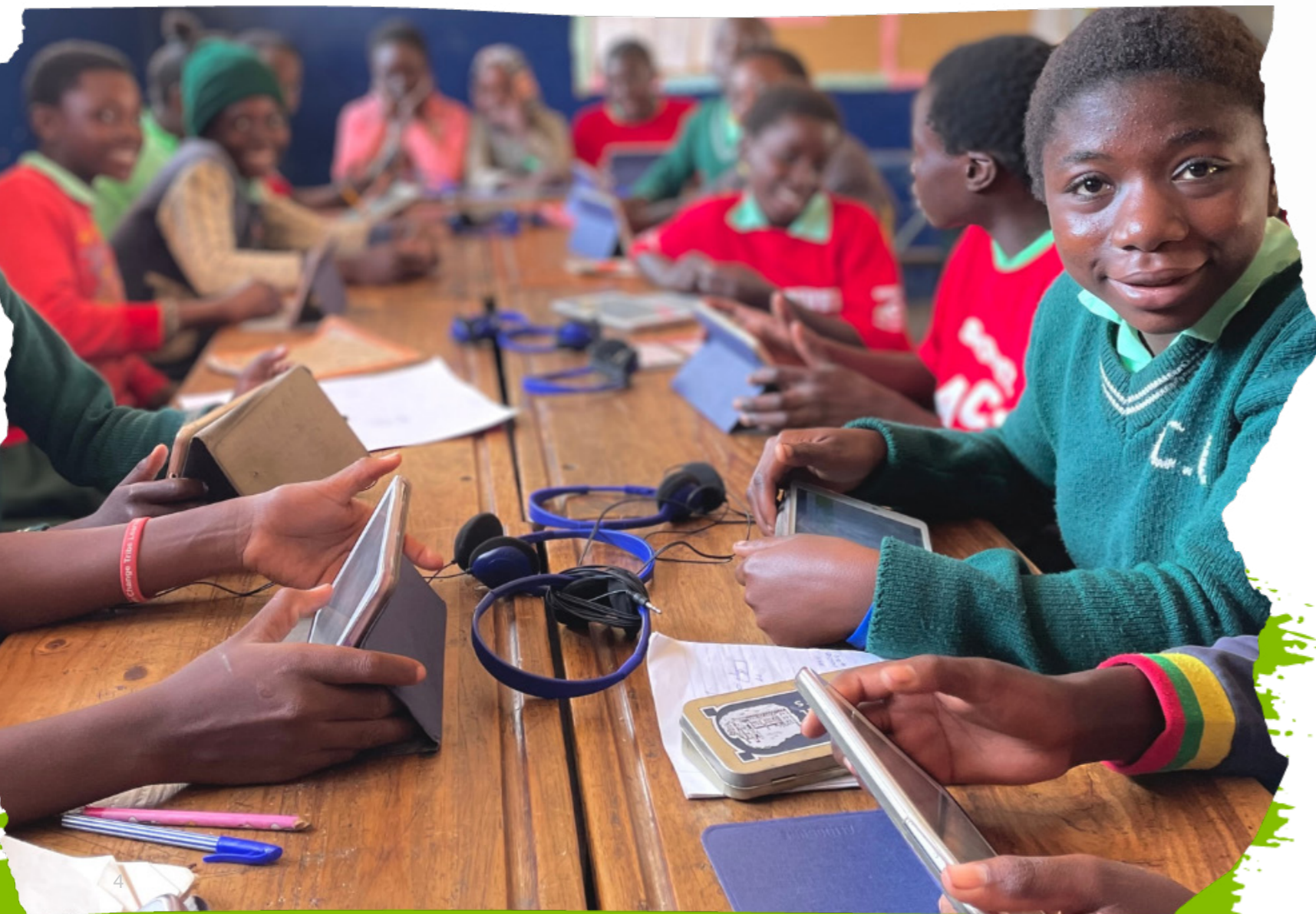
INTRODUCING EDULUTION

Edulution is an innovative learning platform, designed for the developing world and powered by technology, data, & incentivised youth coaches

90% of the world's youth live in developing countries. 80% of them are poorly educated with limited economic prospects. The Covid-19 pandemic has further exacerbated the pre-existing Global Learning Crisis, resulting in only 10% of primary school children having foundational learning skills and 70% of 10 year olds unable to read simple text.

Sub-Saharan Africa has the highest rates of children falling behind and failing to learn. Youth unemployment is another major issue - in South Africa for example it has reached 64%, painting a bleak picture for the next generation of school graduates.

Despite governments' priority to invest in education, they are not delivering as quickly as needed. The reasons are multi-faceted, but when you break it down to its core, the solution required for effective learning in the developing world is quite simple.



At Edulution, we believe that there are four components to effective learning. You need to:

- Be actively engaged
- Work at your own pace
- Achieve mastery before progressing
- Work in a fun and supportive environment

Edulution developed a unique Learning Platform to deliver effective learning (offline & off-grid) utilising a mix of:

1. Technology
2. Enterprising Coaches
3. Content
4. Evidence-based analytics

Technology enables the active, self-paced, mastery part, and the Coaches provide a fun and supported environment. Effective use of data plays a key role throughout - in guiding the Learner journey, monitoring and incentivising stakeholders & Coaches, and producing actionable intelligence that is guiding our learning programmes.

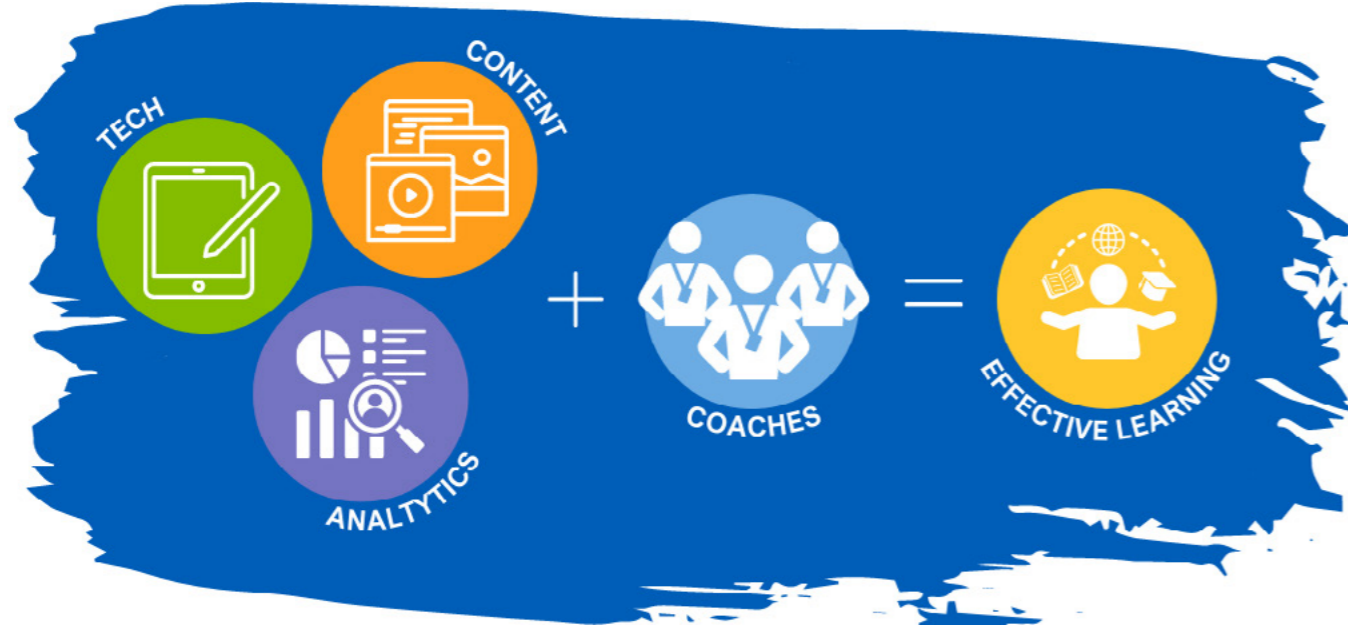
'Edulution has developed a way of using unemployed youth to educate the next generation and in one solution attend to two of the biggest problems in the developing world today'

The Edulution Numeracy Catch-up Programme has been piloting the Edulution Learning Platform in Zambia, Namibia and South Africa. The maths learning platform delivers a solution into the education system that is scalable and can withstand the rigours of both urban and rural delivery, with the ability to operate offline & off-grid.

In 2022, the Numeracy Catch-up Programme operated 71 Edulution Learning Centres and served over 18,300 active monthly Learners and achieved a learning improvement rate of 122%.

And with over 200 employed Coaches that previously were unemployed local youth, Edulution is positively impacting vulnerable communities by creating jobs and promoting entrepreneurship and innovation.

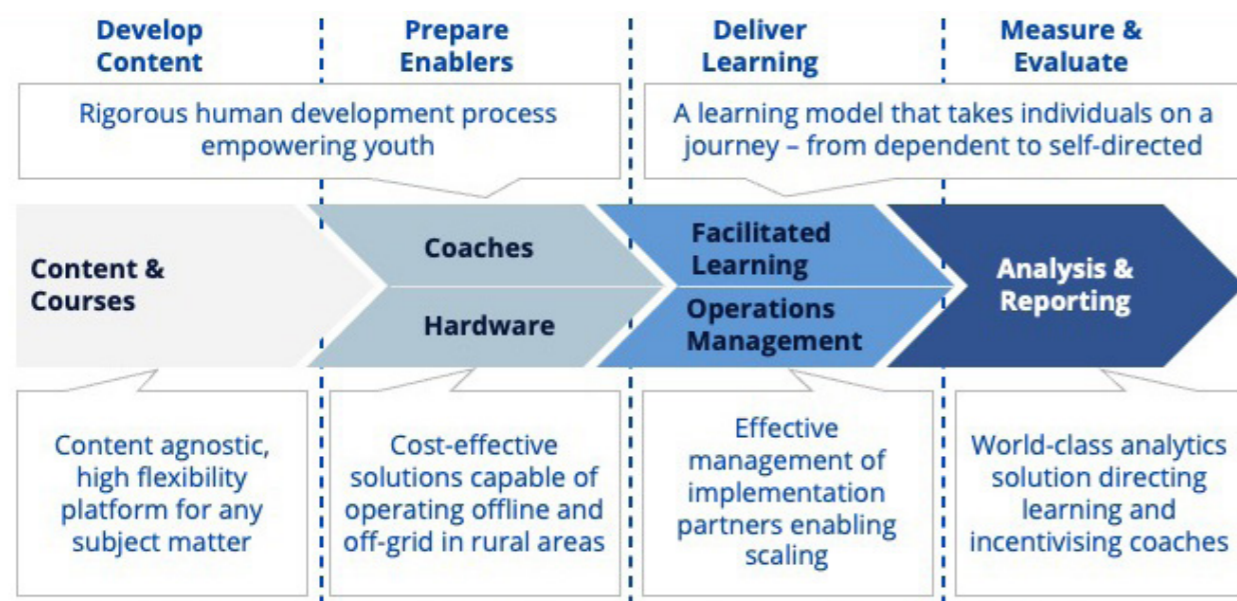
LEARNING PLATFORM



Effective learning requires active engagement, self-paced learning, and concept mastery in a fun and supportive environment. Edulution achieves this through a unique combination of technology, exciting content, effective coaching by carefully selected, well-trained and economically incentivised Coaches, and a comprehensive performance measurement system producing actionable analytics.

These attributes are linked seamlessly in Edulution's fully integrated, end-to-end solution, the Edulution Platform. Whilst only currently deployed in-house by Edulution for the implementation of the Edulution Programme at its 'showcase centres' in Zambia and South Africa, the Learning Platform is designed for third parties to use in the delivery of structured learning programmes of any description in the most challenging of circumstances.

LEARNING PLATFORM



THE PLATFORM COMPRISES OF PRODUCT COMPONENTS AUGMENTED BY SERVICES

The Platform is being codified and packaged. Once complete, it may be used by third parties in various ways, for different types and levels of Learners, covering different subjects or content, and in different parts of the world.

	Content & Courses	Coaches Hardware	Facilitated Learning Operations Management	Analysis & Reporting	
Product	Content agnostic platform Course design & configuration toolset	Facilitator selection and training guidelines HW specs, configuration scripts, etc.	Blueprints for facilitated learning sessions Support systems like CMS and IMS	A&R system with auto data loading Multi-faceted dashboards Customisable incentive models	License Fees For the platform (or components thereof)
Services	Source content Configure and load content	Select & recruit coaches Train coaches Procure/ manage HW	Run facilitated learning sessions Manage ops & systems	Process & analyse data, report and advise Operate & manage incentive models	Service Fees To operate, oversee or implement the product (or components thereof)

Implementation partners will use it in assisting with the expansion of the current Edulution Programme, while fee-paying licensees will use it, either in part (certain modules only) or in full, for other similar applications. While completely self-contained, the Platform will be augmented by services offered by Edulution where these are required, for rollouts and support, and even ongoing operations where required.

THE MAJOR PROJECTS FOR 2023 AND BEYOND ARE:

PLATFORM: Enhancing, packaging, and piloting the platform for others to use:

- Codify and package the platform - develop the processes, systems, agreements, and other assets that when packaged, can be effectively leveraged by an implementation partner to deliver the solution
- Enhance the data analytics and reporting capability to include Learner velocity dashboards that focus on Learner flow (time per Learner outcome) as well as identify bottlenecks
- Pilot Penreach NPC as an implementation partner in Mpumalanga, South Africa and pilot Edulution Zambia as an implementation partner led by experienced Coaches

PRODUCT: Further developing the product set for the initial client base

- Enhance, develop, and test Edulution's People Development Assets
- Develop and pilot Teacher Engagement modules to augment product offering
- Evaluate alternative course content that aligns with the local context where necessary

TECHNOLOGY PLATFORM

The Technology Platform at Edulution takes a Learner on a journey to mastery and equips Coaches with the tools and insights to facilitate, monitor and report on their progress effectively. It provides insightful analytics to all our internal and external stakeholders as well as calculating and managing Coach commissions and outcome funding.

The 'technology stack' can be divided into three major components:

AT THE CENTRE (OFFLINE/OFF-GRID)

TABLETS: in-house developed Android OS image customised and optimised for the programme

LAPTOP: in-house developed Ubuntu OS designed specifically for the programme. Hosts software and a router provide LAN for connecting tablets

LMS AND COACH SOFTWARE HOSTED ON LAPTOP:

1. A customised version of Kolibri, an offline open source LMS which hosts courses with open source content and exercises
2. In-house developed tools to assess the Learner and put them on the right courses, plus tools to assist the Coach in session
3. In-house developed software to aggregate data for month-end data submission & laptop software updates



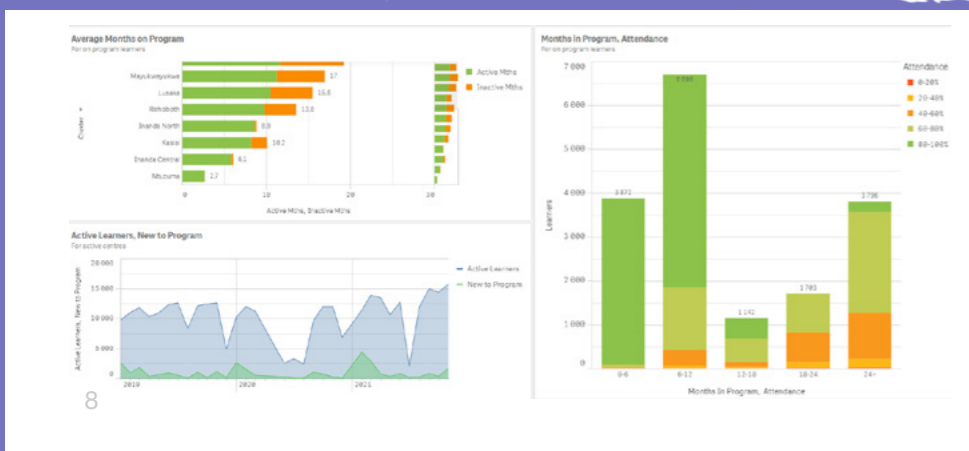
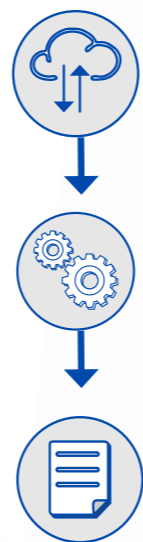
IN THE CLOUD

DATA PRE-PROCESSING: in-house developed software and tools to seamlessly process & validate Learner activity data from Centres from which outcome funding and Coach commissions are calculated. A separate module manages hardware inventory at the Centres

CENTRAL DATABASE: in-house developed Postgres data model with three schemas - Learner data, Coach management & inventory management

REPORTING AND ANALYTICS: in-house developed Qlik Sense reporting dashboards for different stakeholders about Learners, Coaches and hardware inventory

QLIK SENSE: a data discovery and analytics platform that Edulution has been granted a free license for



AN IN-HOUSE DEVELOPED QLIKSENSE DASHBOARD MONITORING LONG-TERM LEARNER RETENTION

EDULUTION NUMERACY CATCH-UP PROGRAMME

Edulution first deployed its Learning Platform in 2015 and is using it to deliver the Edulution Numeracy Catch-up Programme in three countries: Zambia, Namibia and South Africa. To date the programme has impacted more than 40,000 Learners.

LEARNING SESSIONS

Government and community schools are selected to host the programme and choose 270-300 Learners in grades 4 to 7 to participate. The Learners are enrolled in the programme for the academic year and attend Edulution sessions for 3 to 4 hours a week in groups of 30 to 50. Two Coaches facilitate the sessions and are guided by 'live' analytical data dashboards to guide their facilitation of effective learning. Learners use tablets to do an initial assessment and then, facilitated by the Coach and guided by the software, engage with appropriate interactive exercises and videos, working at their own pace to achieve mastery before moving to the next level.

COACHES

Coaches who are previously unemployed youth are selected from local communities wherever possible. Their training focuses on nurturing self-belief to unleash purpose-led, innovative and accountable Coaches. Their earnings are based on reaching their KPMs, which reflect Learner activity and performance.

TECHNOLOGY

The Edulution programme operates offline & off-grid often in remote rural areas. Therefore, robust technology is an important part of Edulution's effectiveness, allowing learning Centres to operate in just about any environment. A bespoke inventory management system tracks and supports all the hardware in the field.

CONTENT

Edulution uses adapted content primarily from Khan Academy for its numeracy programme. The content is structured to align with Zambian, Namibian and South African primary maths curricula and has been approved by all the various Governmental Departments of Basic Education.

REPORTING & ANALYTICS

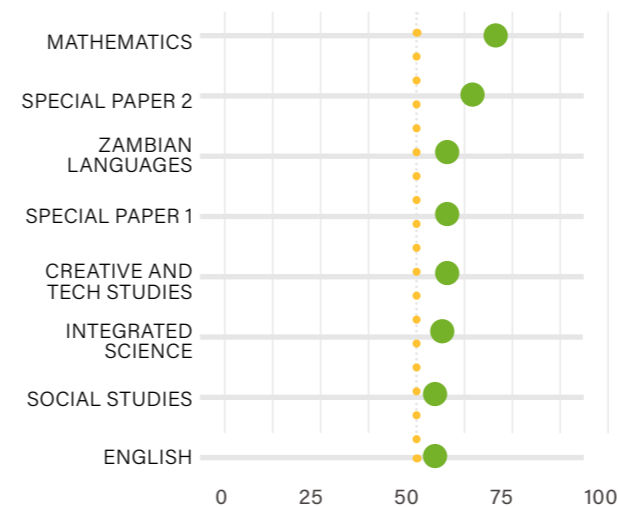
Learner activity and progress are analysed monthly and is the basis for Edulution's outcome funding and Coach payment model. Data is fed back to all stakeholders - Coaches, programme managers, outcome funders, headmasters, parents, Learners and other authorised stakeholders.

WHY MATHS

- It is a gateway to higher education opportunities
- Employers use it as a filter when hiring
- It teaches logical thinking & mental flexibility
- An individual's school maths outcomes correlate with their adult economic performance
- Finally, maths achievement is a source of self-respect & confidence in school and life



ZAMBIA INDEPENDENT EVALUATION



Edulution learners' median (green points) vs median of entire cohort (dashed vertical line).

EFFECTIVE LEARNING

In South Africa, an independent assessment by Brombacher and Associates, published in August 2022, South African Edulution Learners outperform their peers by up to 36%. In KZN, 11% of Learners were at their grade level compared to 3% 12 months earlier.

In Zambia, an independent evaluation by the Swiss Educational Innovation Network (SNBI) in 2020 found that Edulution Learners outperformed their peers in mathematics by 23 percentile ranks.

HUMAN DEVELOPMENT

This year again, our Coaches surprised us with their proficiency and professionalism. We opened 14 new Centres in Mpumalanga, hired and trained 35 new Coaches, and continued operations in KwaZulu-Natal in 14 Centres, where 32 Coaches entered their second year of service. Due to vacancies in our field management throughout the year, our Coaches had to operate independently, taking discretionary action in line with their training and our internal culture.

The result was exceptional: our Coaches excelled in driving Learner Outcomes and managing complex dynamics at their Centres. The lesson for us is that if you select the right people who work for the right reasons and then train them properly; before trusting them to make in-field decisions aligned with their job requirements – you get great results.

'At its heart, Edulution is a human development organisation.

Accountable, innovative coaches are our secret sauce.

Our Coach retention rate of 86% is testament to this'

Key to this is our focus on human development - the benefits of which accrue to all our stakeholders. While Coaches have been productively employed in their contracted roles, through their training, intensive mentorship, and participation in the enabling culture of Edulution, their career prospects and sense of self have been transformed. We have validated this through our Coach surveys, where Coaches report their confidence levels, optimism regarding the future, and ability to transfer skills to other sectors have increased substantially. This has maximised their prospects of future employment beyond the life of the Edulution programme.

Similarly transformed are the Learners that the Coaches have worked with. In addition to improved numeracy results, they show increased performance in their other subjects, and their reported sense of confidence regarding the future has increased. Digital learning has begun to unlock a brighter future for every Learner we have engaged with.

Another key benefit has been the impact on teachers and school leadership, who have seen how a digital learning solution can enhance their teaching practice and Learner Outcomes. We have thus de-stigmatised e-learning and made these teachers receptive to such learning innovations and confident to drive its use independently of Edulution. The positive effect on teachers has led us to develop a more intentional teacher engagement strategy in 2023 to create a path for the greater inclusion of teachers in the programme going forward.

Other goals for 2023 include launching and packaging our Leadership training curriculum and further converting our training material to digital forms to enable their use and dissemination at scale.



STORIES



Tuyembeka joined the Namibian Edulution programme at the beginning of 2022. She was one of the “quieter” Edulution Learners. She always came to the session, did the work required and went home. Over time, Tuyembeka started to catch up in maths, and she began to gain more and more confidence and blossomed.

She no longer feels shy in front of her schoolmates and Edulution Coaches. By the end of the year, Tuyembeka took the lead in running session energisers and stepped up to help her fellow classmates. She’s developed into a new person and loves attending the Edulution programme. In December, she passed her level three post-test and looks forward to joining a new group of Learners in 2023.

TUYEMBEKA LEARNER STORY



COACH STORY DABWITSO

Dabwitso is originally from Mazabuka, in Zambia’s Southern Province, and is a PestalozziWorld alumnus who joined Edulution in March 2016 as a trainee Coach at age 18. Eight years later, he has moved on from direct Coaching to being part of the tech team in Lusaka and training new Coaches across Centres in Zambia, Namibia, and South Africa.

“It’s a fascinating and varied professional journey. A Coach can be trained to work with the Learners, then promoted from Assistant to Bronze, Silver, and Gold Coach, moving up to working at the hub. Throughout your Coaching career, you will learn a lot about teaching, engaging with Learners, Coach growth, child protection, and how to be a better professional. These tools greatly benefit a person’s professional skills and contribute to an important and incredible personal development.”

COACH & LEARNER STORY PATSON



The Linda compound & community school is located just outside of Lusaka, Zambia. The newly formed township is plagued with social unrest and unemployment and is home to some of Zambia’s most vulnerable children. **Patson** was one of these children, who came from a challenging home environment, struggled with poor grades and eventually dropped out of school.

However, the teachers at Linda community school brought him back and enrolled him in the Edulution Numeracy Catch-up Programme in 2017. When he gained confidence and started to thrive in school, he was at the top of his class in the final exams in grades 9 and 12. Patson became an assistant Edulution Coach in 2022 and enrolled with a full scholarship at the University of Zambia in 2023, studying to become a Mechanical Engineer.



PRINCIPAL STORY MR. NGOBESE

Mr. Ngobese is the principal of iNanda Day Centre, located outside of Durban, South Africa.

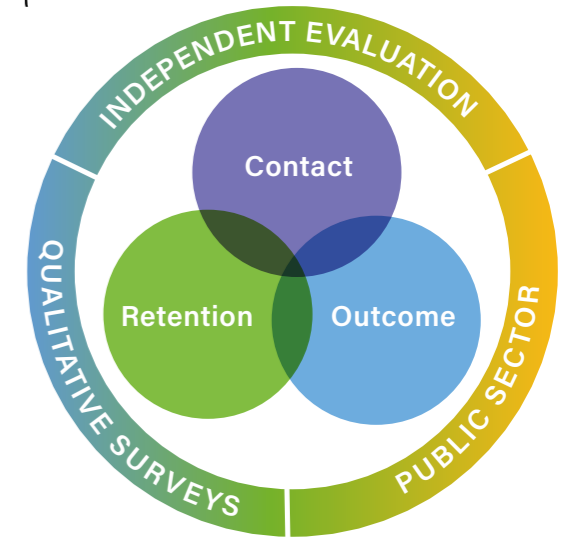
“My school is the most disadvantaged in terms of everything. The Learners we serve in the school are from poor backgrounds, and most live with illiterate parents. Hosting the Edulution Numeracy Catch-up Programme has helped us a lot in terms of results, specifically in Mathematics. We have seen that the Learners engaged in the programme have improved outstandingly, and our school is now one of the best-performing schools in the area.

When we consciously enrolled Learners in the programme that we thought were struggling the most with maths, we thought they would have a hard time in it. However, it turns out that they are doing very well and are incredibly happy to be given this opportunity. Overall, their results have improved in Maths but also in other subjects. Regarding Learner retention, we used to have 935 Learners coming to our school, and now we have gone up to 1211 Learners because of Edulution. I would like to thank Edulution for hosting the programme at our school. You are making a positive impact on the Learners, the school and the community.”

MEASURING OUR PROGRAMME

Edulution has automated data collection and analysis at its core. We measure the Numeracy Catch-up Programme impact by continually analysing three core KPIs focused on Learner contact, retention and outcomes indicators.

This data is then contextualised by Qualitative Surveys, Independent Evaluations and progress of Public Sector partnerships.



MEASURE	Description	Target (Group)	Results 2022
Learners (KPM)	Active Monthly Learners	18,000	18,300 Learners, on target
Learner Contact Hours (KPM)	How many hours we spend with our Learners per month	8 - 18	2,084,610 hours were conducted in 2022, at an average of 11.4 hours per Learner per month
Learner Retention (KPM)	How regularly the Learner attends; both short term and long term. Expressed as a score versus target	80%	Regular attendance was 72%, improved from 66%, but older Learner stats still impacted by the legacy of COVID
Learner Improvement (KPM)	Average annual rate of improvement in Edulution courses	80%	Learners achieved 122% which is above target
Learner Outcomes	Learners who reach their grade level in the year	25%	26% of Learners caught-up to their grade level or better
Qualitative Surveys	Programme satisfaction surveys	Learner, Coach & Heads of School satisfaction surveys	All surveys came out positive but areas for improvement were identified
Independent Evaluation	Independently conducted evaluations to assess the Edulution programme	South Africa Midline Evaluations by Brombacher & Associates	36% improvement in the first year exceeded expectations
Public Sector Partnerships	An internal assessment of the status & trajectory with partners & governments	Successfully Update MoUs with various Government Agencies & win Government Funding	MOU's were signed with the ministries in SA and ZM. Public sector funding won in SA

ZAMBIA

CONTACT HOURS **1,048,544**

RETENTION **66%**

LEARNER IMPROVEMENT **127%**

LEARNERS AT GRADE LEVEL OR AHEAD **33.5%**

ACTIVE LEARNERS **8500**

COACHES EMPLOYED **78**



Edulution Zambia employed 78 Coaches in 2022. Of these, four served as Silver Coaches and five as Gold Coaches. There are 33 female Coaches and 45 male Coaches. Coach retention is high at 87%, with the majority of Coaches being with Edulution for more than 5 years. The expansion in South Africa included required the secondment of 11 senior Coaches from the Zambian team, who played a critical role in imparting technical and Coaching skills to the newly recruited South African team in KwaZulu-Natal and Mpumalanga provinces. The success of the South African expansion bears testament to the caliber and work ethic of the Zambian Coaches.

Over the course of the year, Edulution conducted three qualitative surveys to measure programme satisfaction. The Coach survey was positive. Particularly high scoring was feedback from Coaches on environmental and job satisfaction. The Learner survey validated the Coach approach, with the highest scoring response. Heads of schools completed a survey, 96% of whom said they would recommend Edulution to another school.

In these tough economic conditions, local administrative costs were closely contained despite the kwacha depreciation and local inflation. Effective repairs and refurbishments continued to support the economic life span of assets in the field, with tech costs consequently below budget.

Edulution Zambia actively engaged with our partners over the year, meeting with the Ministry of Education, District Education Board Secretaries, Heads of Schools and parents on a quarterly basis, providing them with updates on Edulution and Learner progress. A stable political landscape, and an MOU signed with the Ministry of General Education, served as a continued foundation for a solid partnership. Engagement by visiting and locally based donors was welcomed by the hub team and Coaches, who are always delighted to showcase and share the stories of Learners and activities in their Centres.

In 2022 Edulution Zambia delivered its programme to 31 schools located in urban, peri-urban and rural areas across Zambia, including a refugee camp in Western Province.

The programme supported 8,500 active monthly Learners in (grades 4 to 7). Learners achieved 1,048,544 contact hours, with a retention rate of 66% and an average rate of improvement of 127%.

Zambian schools operate double-shift days, with Learners attending school either in the morning or in the afternoon. When not in school, Learners frequently work with their families in the fields to help with planting or harvesting needs. Although Zambia has made progress in enrolling children in primary school (87.9% net primary school enrolment according to UNICEF) due to socioeconomic and cultural factors, Edulution has difficulties in keeping a high retention rate in Zambia, especially in schools in rural areas.

Edulution Zambia nevertheless saw record numbers of Learners catching up to their grade level. 33.5% of Learners, more than a third of all 8,500 active monthly Learners, are now working at their grade level, they on average begin on the Edulution program 2 years behind. This indicates that the Edulution model facilitated by the Coaches is doing phenomenal work with Learners once they have them in a session.

Zambia conducts an annual national Grade 7 exam, and the results are shared by the District Board Secretaries of the Ministry of Education. An independent study conducted by SNBI in Switzerland showed that Edulution learners outperformed their peers by 23 percentile ranks.





ACTIVE LEARNERS **7200**

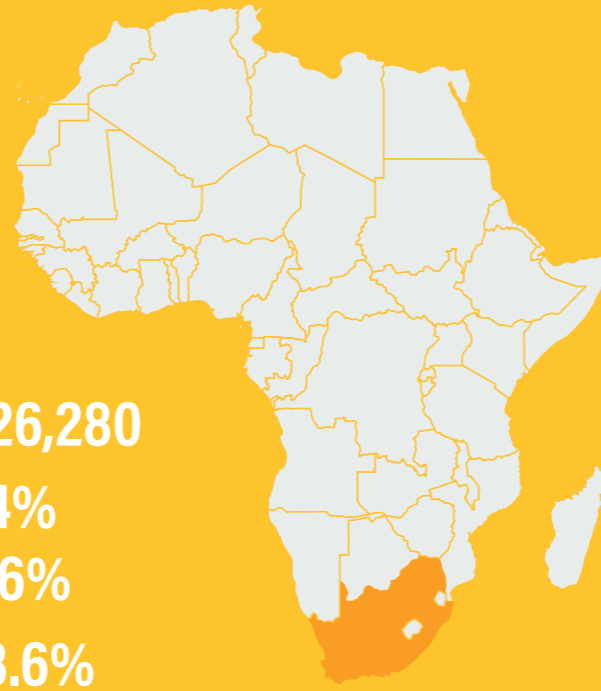
COACHES EMPLOYED **75**

CONTACT HOURS **726,280**

RETENTION **74%**

ANNUAL RATE OF IMPROVEMENT **116%**

LEARNERS AT GRADE LEVEL OR AHEAD **18.6%**



SOUTH AFRICA

Funded by the National Pathway Management Network (NPMN) Innovation Fund and other local and international sponsors and working in collaboration with the Sesego Foundation, the Department of Rural Edulution, Pinetown and Ehlanzeni District Officials and School Management Teams, Edulution South Africa was able to successfully expand its curriculum-aligned mathematics catch-up programme to serve 7,200 (Grades four to seven) Learners across 24 rural schools within the Pinetown district of KwaZulu-Natal and the Ehlanzeni district of Mpumalanga.

Edulution South Africa (SA) launched in March 2021 and in 2022, employed 75 Coaches, 60% of whom were female, and with the Coach retention rate reached 83%, demonstrates that our Coaches are motivated and enjoy high job security. Edulution SA successfully supported 18.6% of its Learners to reach their Grade level in Mathematics. Logging just under three-quarters of a million hours on the programme, Learners achieved an annual rate of improvement of 116% in the Edulution courses. This was possible because of 74% Learner attendance, which equates to an average of 10 hours 36 minutes a month per Learner. This is an impressive result for Edulution SA, given the disruptions (notably the floods, power and water outages) that have occurred at the schools throughout the year. Coaches are Edulution's "secret sauce".

'In a survey conducted with over 6,000 Edulution Learners, Learners said that the Coaches are their most significant motivator to do well'

Learners also noted that the Edulution Programme is helping them gain self-confidence and inspiring them to want to do maths in high school.

Edulution follows best practice monitoring and evaluation principles in verifying the true impact of our programme. An independent evaluation of Edulution Learners and a control group of Learners is conducted at every school we operate in, repeated after one year, then again after two years. Typically 50-70% of Learners in a school are enrolled on Edulution, with the balance forming a control group. The basis for this is the Early Grade Mathematics Assessment (EGMA) evaluation developed by Brombacher and Associates, which assesses the core functional skills of Learners as a predictor of future success rather than testing the entire curriculum for each Grade. After one year on the programme, Edulution Learners have improved by 36% against the control group. Further mid-line and end-line assessments are planned through 2023 and 2024.

Edulution offers a scalable solution for effective learning that prepares young people to participate meaningfully in the labour market and the broader SA economy.

OUR KEY PLANS FOR 2023 ARE TO:

- Increase our social impact to 30 Centres with 80 Coaches serving 9,000 Learners;
- Continue to demonstrate the efficacy of the Edulution Learning Platform through internal and external evaluations;
- Engage with key stakeholders within the public and private sectors to influence policy and ensure the financial sustainability of the Learning Platform and its ability to scale;
- Develop and test our teacher engagement assets;
- Expand our existing presence in South Africa to include deeper rural communities;
- Source digital content that is optimised for the African context;
- Develop the capability to enable others to implement the Edulution Learning Platform.

In 2022, Edulution's progress in South Africa was positively impacted by its engagement with Penreach NPC and key stakeholders within the Maths, Science and Technology Directorate of the Mpumalanga Department of Education and additional sources of local funding, notably from the Get It Done Foundation and the NPMN Innovation Fund – a national treasury initiative with the goal to address the challenge of youth unemployment in South Africa.

Edulution has received continued support from the School Management Teams, the Provincial and District Officials and notably from the Department of Basic Education (DBE), who have enabled Edulution's excellent access to schools and input from curriculum officials. Nevertheless, Edulution must translate this support into more substantial influence on DBE digital learning policy and, eventually, consistent financial backing to roll out the Edulution Learning Platform at scale into schools across the country.

FINANCE Turnover & EBITDA improving post pandemic, strategic focus on capacity building

The increase in total revenue for the Edulution Group from \$1.3m (2021) to \$2.1m (2022) is a good reflection of an organisation emerging well from a challenging two years of disruption.

The post-pandemic era has allowed improving access to Learners for our programmes, and consequently, 'outcome funding' was much closer to budget. But 2022 was not without its own unique challenges, both socio-political disruptions (riots) and acts of God (flooding) which translated into 'outcome funding' 2022 closing 11% behind budget. Our overall funding for the year was on target, with the deficit on 'outcome funding' made up by 'other funding' receipts exceeding budget.

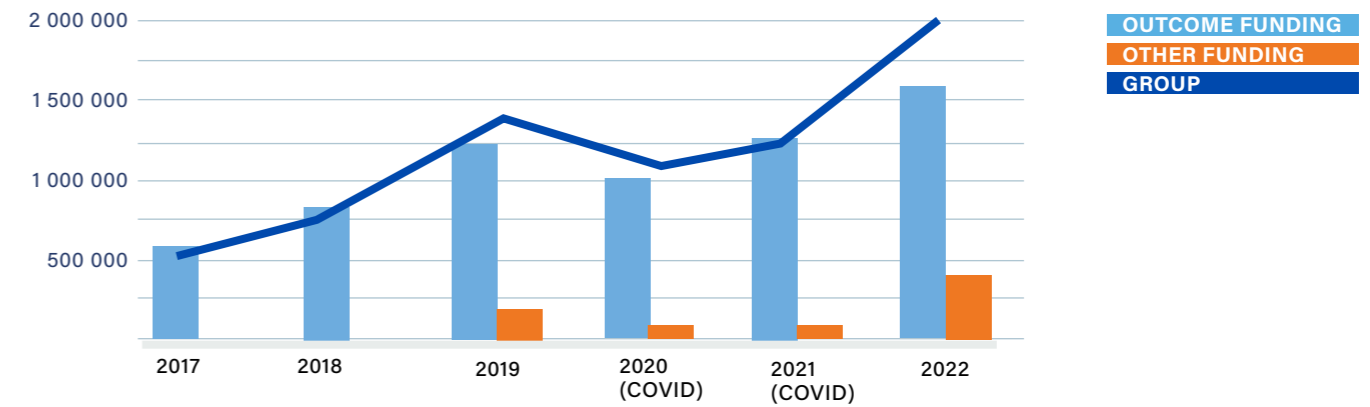
The operating countries net income ratio improved, as did the group EBITDA deficit, which is encouraging given global inflation levels increasing our costs whilst we did not increase our own prices. Forecasts for 2023 see the group achieving break even, which will stem the depletion of reserves which we have experienced in recent years due

to expansion in SA compounded by the pandemic impact of 2020/21.

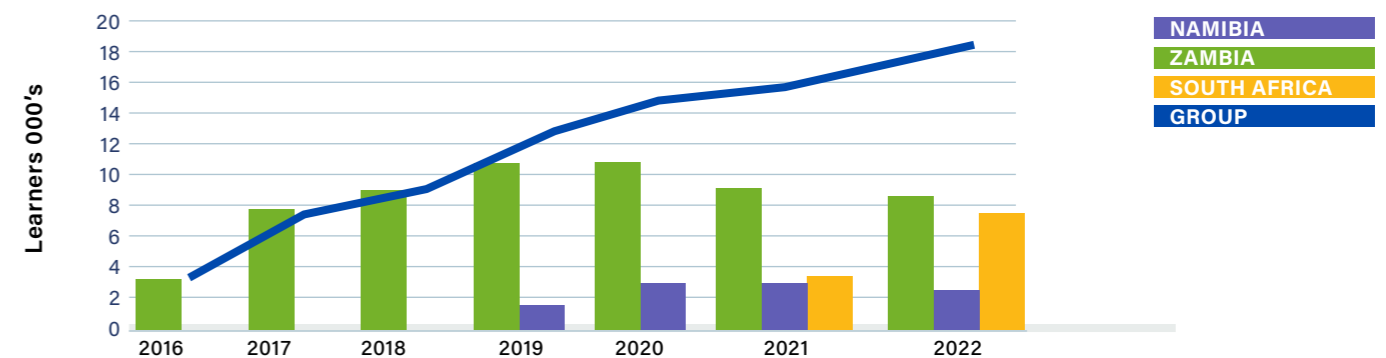
We are grateful to retain existing and welcome new funders onboard during 2022, which also ushered in a change in our funding mix. Whilst our funding has historically been outcomes-based, 'other funding' was sought for platform development as our strategic focus began to pivot.

The increasing shift towards codification and packaging of systems for scaled implementation capacity for others to use continues into 2023. Consequently, 'other funding' is forecast to constitute an increased proportion of total income to fund this capacity-building phase.

The cost containments in 2022, coupled with the confidence and support for the 2023 strategy shown by our funders, paints a positive, sustainable financial outlook which aligns well with our overall 'path to sustainability' strategy.



TOTAL FUNDING PROGRESSION						
	2017	2018	2019	2020 COVID	2021 COVID	2022
OUTCOME FUNDING	588 881	828 322	1 265 148	1 057 743	1 313 116	1 666 698
OTHER FUNDING			176 448	58 811	34 344	455 505
GROUP TOTAL	588 881	828 322	1 441 596	1 116 554	1 347 460	2 122 203



LEARNERS ON THE PROGRAMME							
	2016	2017	2018	2019	2020	2021	2022
ZAMBIA	3 400	7 700	9 000	10 750	10 800	9 000	8 500
NAMIBIA				1 500	3 000	3 200	2 600
SOUTH AFRICA						3 500	7 200
TOTAL LEARNERS	3 400	7 700	9 000	12 250	13 800	15 700	18 300

HEADCOUNT				
	2019	2020	2021	2022
COACHES	112	104	138	189
HUB	12	13	19	20
STRATEGIC SERVICES	9	8	8	8
GROUP	133	125	165	217

FINANCIAL STATEMENT - Group (USD)

INCOME AND EXPENDITURE			BALANCE SHEET		
	2022	2021		2022	2021
FUNDING			ASSETS		
OUTCOMES BASED	1 666 698	1 313 115	Bank	498 527	829 973
OTHER	455 505	34 344	Other assets	142 299	80 931
	2 122 203	1 347 459		640 825	910 905
COUNTRY COSTS			LIABILITIES		
Centres	963 436	674 467	Current liabilities	75 750	192 559
In-country support	774 378	560 224	Long term liabilities	439 886	446 683
	1 737 814	1 234 691			
Country Net Income	384 389	112 768	CAPITAL & RESERVES	125 190	271 663
Strategic services	484 267	489 503			
				640 825	910 905
NET INCOME/(LOSS)	(99 878)	(376 735)			

STAKEHOLDERS

At Edulution we have six types of partnerships ranging from funders to partners, all equally important for us to achieve our strategic goals. In 2022, we were delighted to welcome our newest Change Tribe Stakeholders - mc2h, a Swiss Foundation that has invested in our Mobilising for Scale Strategy. And the Get it Done Foundation, a South African Foundation, has joined our family of Outcome Funders.

OUTCOME FUNDERS	Fund the activity and progress of Learners at our Centres	2022: \$1.7M 2021: \$1.3M	Our target is to reach USD1.5M in outcome funding for 2024
EQUITY, DEBT & GRANT FUNDERS	Fund the model development, working capital & losses to break-even	\$2.3M since 2015	We are seeking USD1M in 2023 & 2024 to invest in the Mobilising for Scale Strategy - to codify & package
PUBLIC SECTOR FUNDERS	Government & Provincial funding in SA to support our Programmes in various ways	2022: \$200K	Further develop key strategic partnerships and foster new opportunities on the provincial level
PUBLIC SECTOR PARTNERSHIPS	With the education ministries to provide infrastructure, access to the Learners & support of the Programme	Critical for Strategy viability	Continue building trust at levels of government & demonstrating effectiveness, scale and utility
COLLABORATION PARTNERS	Local partners to implement & realise the Edulution strategies	Critical for Strategy viability	Build on existing local partnerships with non-governmental organisations
IN KIND GOODS & SERVICES	Currently software providers that donate free licenses to their software, otherwise unaffordable to us	\$250K pa	Seek partners who wish to support providing hardware e.g. tablets for our Centres

ALIGNED WITH OUR STRATEGY TOWARDS SUSTAINABILITY, OUR GOALS ARE TO:

- Coordinate all Edulution stakeholders (funders, collaborators, and the public sector)
- Successfully run a conference (an 'Indaba') in May 2023 with the Department of Basic Education titled "The Future of Facilitated E-Learning"
- Execute strategy to engage government & provincial funding to unlock further public funding
- Develop a seventh funding channel, private-sector partnerships
- Execute the outcome funding strategy & engage local organisations

Our Change Tribe Stakeholders continue to be instrumental in this next phase of Edulution and we are excited to be working with credible and experienced organisations who are working towards the same mission as us, to transform how Africa learns. With an increasing trend of impact funders investing in 'capacity building' rather than the Edulution Catch-up programme we are grateful and encouraged by the support of our vision.

PARTNER WITH US & TRANSFORM HOW AFRICA LEARNS

The need for solutions like Edulution's 'Catch-Up' Programme has never been greater. As we contemplate larger scale, it's clear that funding is a prerequisite - both in the form of outcome funding as well as capacity building funding so that we can simplify, codify and package what we do so that one day millions may use the model.

Join our mission and invest in us and contribute to changing the lives of millions of children and unemployed youth through Outcome Funding, capacity building funding with a Grant, or investment or one of the other partnership models that suit your organisation.

Reach out to partners@edulution.org to learn more about our projects in 2023 and how to join the Change Tribe.

Interested in partnering with us?
partners@edulution.org

OUTCOME FUNDERS			SINCE
Happel Foundation		CH	2019
PestalozziWorld		CH	2015
Vitol Foundation		GB	2020
Dell Foundation		US	2021
Project Luangwa		ZM	2017
Propel Education		IR	2017
Pupkewitz Foundation		NA	2019
Ohlthaver & List		NA	2019
FirstRand		NA	2019
Get it Done Foundation		SA	2022

EQUITY, DEBT & GRANT FUNDING

Happel Foundation		CH	2019
PestalozziWorld		CH	2015
UBS Optimus Fund		CH	2021
GIFT Foundation		CH	2021
mc2h Foundation		CH	2022

PUBLIC SECTOR FUNDERS

NPMN Innovation Fund		SA	2022
Unemployment Insurance Fund		SA	2021

PUBLIC SECTOR PARTNERSHIPS

Dept of Basic Education		SA	2021
Ministry of General Education		ZM	2016
Ministry of Education Sports & Culture		NA	2019

COLLABORATION PARTNERS

Sesego Foundation		US	2021
Penreach NPC		US	2021

IN KIND SERVICES

QlikSense (reporting licenses)		US	2017
Google (G Suite licenses)		US	2015
GIT (accounting licenses)		CH	2015

THANK YOU



We extend our continued gratitude to our long-term and newer partners and funders. Your support has been key in the last eight years to shape Edulution into what it is today - a vibrant and international organisation with a talented and passionate team. Our Learning Platform which was piloted in the form of the Edulution Catch-up Programme in three countries has gained credibility and validation as a scalable, impactful, viable solution that produces effective learning and empowered Learners in various contexts.

We are now excited to embark on the next growth phase of Edulution and prepare our solution to impact on the lives of millions of Learners and unemployed youth. We are extremely grateful for your continued support and belief and walking this path with us as we transform how Africa learns.

A key Edulution value remains true for our partners and funders:

'When they succeed, we succeed!'

Thank you for being the reason that we do.
With deep gratitude.

The Change Tribe



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Edulution Holdings SA • Switzerland • Company Registration Number: CHE-198.650.699 • Established 2015

Edulution Zambia Ltd • Zambia • Company Registration Number: 130157 • Established 2015

Edulution Learning Namibia (Pty) Ltd • Namibia • Company Registration Number: 2018/0873 • Established 2018

Edulution Learning South Africa NPC • South Africa • Registration Number: 2020/674027/08 • Established 2020



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