

DIVISIONAL REVIEW: TERTIARY

BRAND OVERVIEW

BRAND	DESCRIPTION	NO OF CAMPUSES*	EST	LOCATION	ACCREDITATION AND ENDORSEMENTS
	<p>The Independent Institute of Education (IIE) is responsible for the academic leadership and governance in the group. As a national provider, the IIE oversees a total of 21 DHET registered** sites in the group.</p> <p>www.iie.ac.za</p>		2005	Gauteng	<p>The Department of Higher Education (DHET)</p> <p>British Accreditation Council (BAC)</p> <p>Open University (OU)</p> <p>Higher Education Quality Committee (HEQC)</p> <p>South African Institute of Chartered Accountants (SAICA)</p>
	<p>Rosebank College offers an affordable and unique urban higher education experience with campuses located in the heart of city centres. A focus on courses that are fully integrated with work experience ensures graduates are ready to step into the work environment.</p> <p>www.rosebankcollege.co.za</p>	7	1948	Gauteng, Free State, KwaZulu-Natal and Limpopo	<p>Chartered Institute of Business Management (CIBM)</p> <p>Federated Hospitality Association of South Africa (FEDHASA)</p> <p>Hochschule für Gestaltung (HfG)/ University of Art and Design in Offenbach</p>
	<p>Varsity College is a premium education brand based on a uniquely progressive approach to teaching, learning and development. This student-centric approach focuses on academic excellence, pioneering teaching practices, all-encompassing student support and authentic student life experiences.</p> <p>www.varsitycollege.co.za</p>	8	1991	Gauteng, Eastern Cape, KwaZulu-Natal and Western Cape	<p>The African Institute of the Interior Design Professions (IID) partnership</p> <p>The Design Education Forum of Southern Africa (DEFSA)</p> <p>Autodesk, Inc.</p> <p>Project Management South Africa (PMSA)</p>
	<p>Vega produces graduates who are able to design and create original strategic solutions to brand challenges in business and society.</p> <p>The Design School of Southern Africa has been incorporated into the Vega offerings.</p> <p>www.vegaschool.com</p>	4	1999	Gauteng, KwaZulu-Natal and Western Cape	<p>Microsoft IT Academy</p> <p>Public Relations Institute of South Africa (PRISA)</p> <p>Chartered Institute of Management Accountants (CIMA)</p> <p>The Marketing Association of South Africa (MA(SA))</p> <p>The Digital Marketing Institute</p>
	<p>The Private Hotel School is a leading hotel, hospitality and culinary school based in Stellenbosch and Johannesburg. Their dynamic team guides students and creates a strong foundation for a successful career in the hospitality and tourism industries. The curriculum is taught through innovative academic methods and provides practical training and opportunities with respected industry partners.</p> <p>www.privatehotelschool.co.za</p>	1	2006	Western Cape	<p>DHET, QCTO, City & Guilds (UK), SACA and America Hospitality Academy – International Hotel Management School (AHA-IHMS)</p> <p>Federated Hospitality Association of Southern Africa (FEDHASA)</p> <p>Association of Private Providers of Education Training and Development (APPETD)</p> <p>Stellenbosch Tourism</p> <p>Serves on the Management board of EUROCHRIE, the official federation of Europe and Africa of the International Council for Tourism and Hospitality Educators</p>

BRAND OVERVIEW

BRAND	DESCRIPTION	NO OF CAMPUSES*	EST	LOCATION	ACCREDITATION AND ENDORSEMENTS
	<p>Capsicum Culinary Studio is South Africa's largest chef school. The professional courses offered are internationally accredited and allow graduates entry into the global marketplace. Capsicum's purpose is to support students in developing the key skills, qualities and attitudes required for a successful career in the culinary arts industry.</p> <p>www.capsicumcooking.com</p>	6	2003	Gauteng, Eastern Cape, KwaZulu-Natal and Western Cape	The Quality Council for Trades & Occupations (QCTO) Institute of Certified Bookkeepers (ICB) The City & Guilds Institute (UK) Swiss Education Group (SEG) World Association of Chefs' Societies (WACS) The South African Chefs Association (SACA)
	<p>Oxbridge Academy provides the opportunity for students to study a wide range of nationally and internationally recognised courses and qualifications from home. The distance learning model enables students to work and gain practical experience while they gain relevant theoretical knowledge through their studies.</p> <p>www.oxbridgeacademy.co.za</p>	1	1997	Western Cape	DHET, QCTO, UMALUSI, select courses endorsed by IIE Institute of Certified Bookkeepers (ICB) Education, Training and Development Practices Sector Education and Training Authority (ETDP SETA) APPETD South African Institute of Occupational Health and Safety (SAIOSH)

Our brands in the rest of Africa

	<p>The University of Africa is a private open distance learning tertiary institution with an expanding portfolio of faculties and programmes ranging from diplomas to PhDs. As a pan-African university, its mission is to respond to the actual and realistic needs of students who want to empower themselves, their families and their communities.</p> <p>www.universityofafrica.net</p>	1	2007	Zambia	The Zambian Ministry of Education, Science, Vocational training and Early Education
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* Number of campuses as at 28 February 2018.

** DHET Registration nr. 2007/HE07/002.

Please refer to our website www.advtech.co.za for an interactive map of our site locations.



The academic excellence feature on pages 26 to 31 focuses on the accreditation and qualifications in more detail. Refer to our key stakeholder relationships on pages 42 and 43.

DIVISIONAL REVIEW: TERTIARY continued



voted the **Cooldest Campus** in 2017 by the Sunday Times Generation Next youth survey



vega SCHOOL DESIGN · BRAND · BUSINESS

ACCOLADES

Loerie Awards:

2 gold
2 silver
4 bronze

International student and lecturer exchange
France, the Netherlands, Mauritius, Nigeria and Nepal

Promax Africa Future Award

4 Pending finalists

D&AD Awards*
New Blood
Pencil Winner

3 gold pack finalists

IAB Bookmark
Black Pixel Award

Winner of the National Instagram Hack at the 2017 Loeries

STRATEGY

Our strategy is to drive the quality and accessibility of our qualifications in this slow growth economy.

We focus on ensuring that our qualifications remain current and relevant and that the content and assessments bridge the curriculum and the constantly evolving world of work. Our programmes prepare students for the workplace by incorporating placements or simulated workplace experience or other practical components. To ensure that many of our graduates find employment we have developed several support and development initiatives including our very successful Graduate Empowerment Programme (GEP).



Please read more about how we ensure academic excellence on pages 26 to 31.

* Global Association for Creative Advertising & Design Awards.

PERFORMANCE HIGHLIGHTS

The tertiary division continued its recent success and has had another year of excellent organic growth. The division's brands have strong value propositions and are well positioned to effectively deliver a quality offering to their respective target markets. This, together with good operational structures and efficiencies, has created a platform for robust growth despite the tough economic environment.

Through the GEP, we offer structured career services, including coaching workshops for students and graduates, mentorship programmes and graduate placements while engaging and partnering with corporates – their prospective employers. The division has supported and matched graduates with the more than 700 prospective employers and businesses on our books, which include top companies such as Apple, Barloworld Logistics, Bidvest, Bytes Technology, Dimension Data, Discovery, FNB Wealth, Investec, Mr Price, Netcare, Standard Bank and Vodacom. Rosebank College alone has placed 4 030 of its students in jobs since 2016.

Varsity College remains our largest brand in the tertiary portfolio and with an unrelenting focus on the best teaching and learning practices, our students obtain excellent academic results and distinction rates. For the last six years, Varsity College students have achieved an 82% module pass rate average and an 83% pass rate in 2017 in the South African Institute of Chartered Accountants' (SAICA) ITC Certificate board exams, with five of the top 20 students being from Varsity College. The brand also offers students a balanced student life experience which includes a wide range of sports, cultural and social activities.

Vega School, an industry-renowned leader in creative design, brand and business education, was ranked as the top creative based educational institution in South Africa by the internationally recognised Loerie Awards. Vega students also received several other industry accolades showcasing the level of excellence inspired and nurtured at the brand.

Students and lecturers were recognised internationally through exchange programmes with global thought leading institutions. These include Fontys Academy for Creative Design in the Netherlands, Sup de Pub, a leading communications school in France, and Orange Academy based in Lagos, Nigeria.



For a quick overview please refer to our performance against objectives on pages 10 to 15.

Rosebank College launched the School of Education in 2018. The accredited IIE education degrees, offered for the first time through Rosebank College, were designed with the teacher's development in mind, and focus on equipping our graduates with the necessary skills and tools to become effective and student-centred educators.

The acquisition of University of Africa (UoA), which became effective in 2017, signifies the tertiary division's first step beyond SA's borders. It is in line with our strategic vision to expand into the rest of Africa.

The UoA offers distance education programmes with a student base in Southern Africa including Zambia, Zimbabwe, Angola, Uganda and the DRC. It has developed a business model to make tertiary education more accessible to many communities by offering 'register as you go' and 'pay as you go' courses.

To improve customer service to our students, a 24-hour service desk was introduced, enhanced and supported by new technologies. The result is a positive user experience, streamlined systems and reduced administrative costs.



Refer to our key stakeholder relationships on pages 42 to 43.

GROWTH AND EXPANSION

Organic growth has been the most significant driver of the division's excellent results, with acquisitions more focused on adding to the portfolios and entering growing sectors in the tertiary education space.

The blended learning model, implemented at the Rosebank College digital campus in Polokwane, proved to be successful with excellent academic results and an enhanced student learning experience. This success led to the opening of two new campuses, applying the same model, in Pietermaritzburg and Bloemfontein in 2018. The Rosebank College Durban campus moved to new facilities to increase capacity and simulate the mega-campus model in Johannesburg.

Statistics show that tourism remains one of the fastest-growing economic sectors, contributing about 4.5% to total employment in 2015/2016. We concluded the acquisition of a majority stake in The Private Hotel School (TPHS), a leading hotel, hospitality and culinary school offering 13 accredited programmes delivered from a well-established campus in Stellenbosch. TPHS, combined with Capsicum Culinary Studio, has established our presence in the hotel, hospitality and culinary education sector.

LOOKING AHEAD

Considering the 2017 organic growth in enrolment numbers and our expansion into other education sectors through acquisitions, we confidently predict further growth in 2018.

We continue to explore new geographies, delivery channels and product formats in order to identify further growth opportunities. Effective online education strategies will be applied in the coming years to support our expected growth in the distance education space.

A joint campus for The Private Hotel School and Capsicum opened in 2018 in the vibrant Rosebank area in Johannesburg, with the premises specifically selected due to Rosebank's positioning as a hospitality and tourism hub. The new facilities include lecture venues, leading edge training kitchens, a fully operational deli and conference facilities, all of which combine to ensure a superior learning experience for our students.



Refer to the CEO's report on pages 18 to 21 for more insight.

