

EDULUTION ANNUAL REPORT **2024**

CONNECT & COLLABORATE



CONTENTS

- 2 CEO Report
- 4 Introducing Edulution
- 6 Blended Learning
- 7 Mindspark Partnership
- 8 SkillsHub
- 9 Technology
- 10 Advocacy
- 11 Zambia Update
- 12 South Africa Update
- 13 Penreach - ISP
- 14 Monitoring & Evaluation
- 15 Learners & Coaches
- 17 School Testimonials
- 18 Finance
- 19 Stakeholders
- 20 Gratitude



A WORD FROM OUR CEO...

Edulution enjoyed a successful 2024 where we grew our impact and influence through collaborating deeply and connecting widely with stakeholders. We had operations in the Eastern and Western regions of Zambia, and in Mpumalanga province in South Africa. In total, Edulution operated **41 Learning Centres** with **90 Coaches**, serving just over **16,000 Learners** in Grades 4-7. Edulution also opened a Learning Centre for **out of school youth** in Zambia, providing numeracy and literacy support for 60 participants (aged 18-30) in **Pestalozzi International's SkillsHub**, demonstrating our models flexibility across age groups.

Edulution continued its journey to **scale readiness** by enhancing its content through a partnership with **Ei Mindspark**. Ei Mindspark is an adaptive learning platform that utilises artificial intelligence (AI) and data-driven algorithms to personalise education for students. The initiative tailors content based on individual strengths and weaknesses, with proven success in improving learning outcomes worldwide.

Centre expansion was limited this year to focus on introducing Mindspark in existing centres and specifically to launch the **offline version** of the platform. Six new rural centres were added in the Nkomazi District in Mpumalanga province, confirming our commitment to provide learners in rural schools the same digital learning opportunity as learners in urban schools.

We continue to believe that **Blended Learning** is a viable solution for large classes, wide ranges of learner abilities, limited number of teachers and limited infrastructure. The end goal is to create a pathway for schools to deliver the Edulution programme using teachers who have been trained in how to successfully implement Blended Learning in the classroom. Continued development of the Blended Learning model occurred with focus on **teacher engagement**, which provided important information to guide the development of our teacher training, and importantly our roadmap to **faculty taking ownership** of the training.

Over the course of the year, Edulution has made significant enhancements to various elements of the technology platform to derive better **operational efficiencies** and make it easier for coaches and **ISPs** to use Edulution's system. The required platform development included streamlining, enhancing and improving existing systems, codifying operational processes, simplifying data dashboards and the development of a robust **client service support platform**.

This has led to the development of several digital tools that offer multiple benefits, such as ease of access for all users on a simple portal (especially for mobile phones), anywhere/anytime access for agents, and the ability to proactively identify systemic issues for correction.

Education is a public sector responsibility and as such **solutions must be co-created with and owned by the public sector**. Edulution has transitioned from partners on paper to partners on the ground, engaging with the public sector to develop ideas and finding solutions for the constraints that exist within the ecosystem. We have engaged more actively by working with committees to determine the pace and type of service delivery, ensuring that we build a sense of ownership and ultimately management of the programme beyond our participation.

The successes achieved in 2024 could not have been achieved without Edulution's exceptional and committed team, particularly its coaches. I would like to take this opportunity to thank each and every one of them.

All our achievements are made possible by the continued support of our funders. I am particularly pleased to welcome the [Impact Linked Finance Fund](#) and [DG Murray Trust](#) who joined us on our journey this year.

We were fortunate to recruit Ms Muule Moonga as Country Head of Zambia at the end of the year. Ms Moonga brings a wealth of global, regional and local experience in the Zambian development sector, and we are excited to welcome her to the team.

2024 saw us put in place a number of foundations which will enable us to achieve the scale and impact we have planned through 2030. I look forward to working with you as we continue on this exciting journey and encourage you to visit our centres, where the magic happens.

Alone We Cannot, Together We Can.

Richard Akwei, Edulution CEO

EDULUTION
transforming learning



INTRODUCING EDULUTION

Edulution is an innovative Learning Platform, designed for the developing world - powered by technology, data & incentivised youth Coaches.

Another day in an unprivileged school: an overwhelmed teacher with 120 children to teach in a classroom designed for 30. Despite everyone's best intentions, very little teaching or learning occurs here. Every year the children fall further behind their Grade level, until one day they leave school. These children face a future without further education and limited employment options.

There is a better way.

By putting a tablet loaded with exciting content, videos and exercises into the learner's hands, and supporting the teacher to guide the session, powerful and effective learning can occur. Each child can learn at their own pace and master content. Drop-out rates decrease, and learners catch-up to their Grade level with a newfound love of learning.

Edulution makes it happen. We have developed a unique Learning Platform to deliver effective learning (offline & off-grid), utilising a mix of:



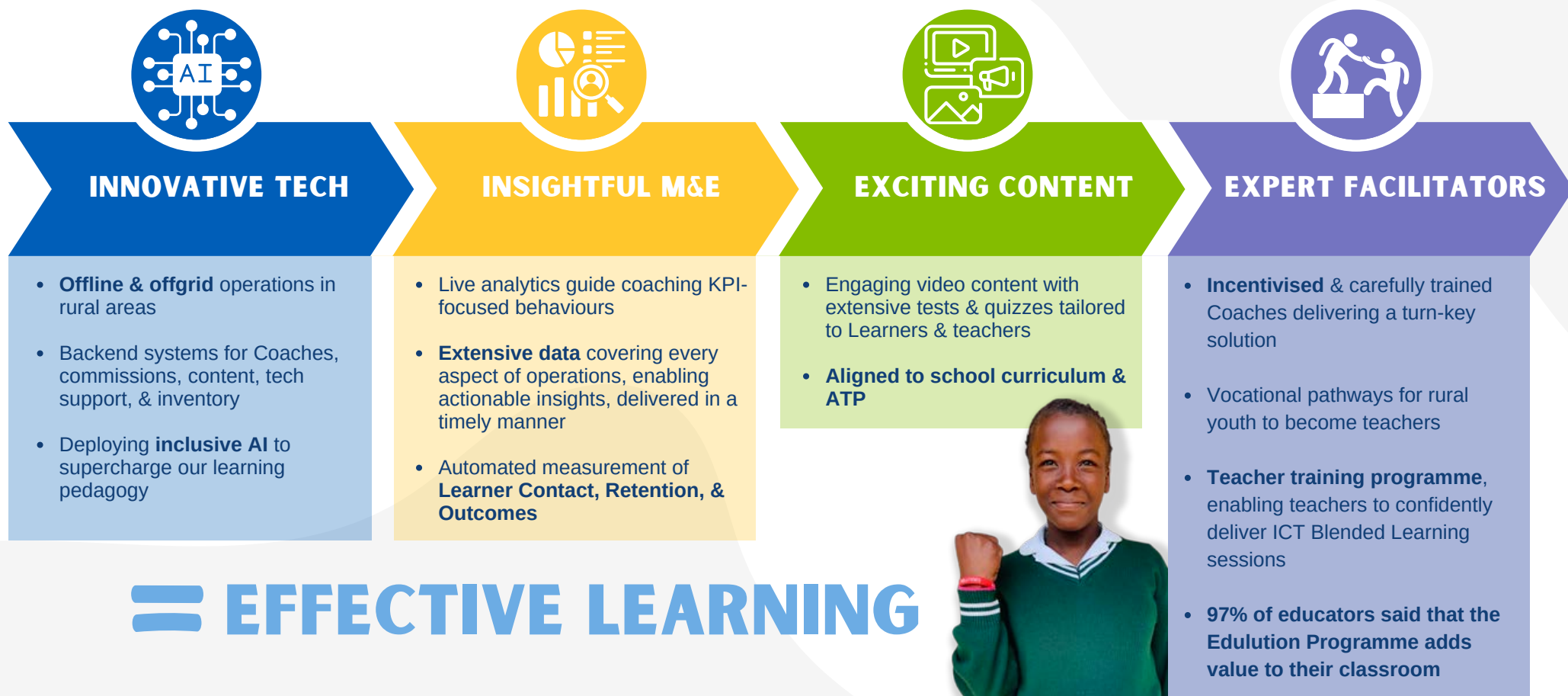
ACHIEVEMENTS IN 2024

- Operated 41 learning centres
- Served over 16,000 learners
- Employed 90 Coaches
- Supported 2,455 learners in reaching or exceeding their Grade level



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





Our mission - to transform how Africa learns - is more critical than ever, as 90% of the world's youth live in developing countries. 80% of them are poorly educated with limited economic prospects. This **escalating Global Learning Crisis** results in only 10% of Primary School children having foundational learning skills. The problem is most acute in sub-Saharan Africa, where learning outcomes and **mass youth unemployment** remain intractably intertwined. Despite governments' priority to invest in education, learning outcomes remain poor due to **ever-increasing class sizes** and **lack of teacher capacity**.

Edulution's **Blended Learning** approach addresses these challenges and allows for each child to be **actively engaged** on their own device and learning journey for the full lesson. Learners are able to:

- Work at their own pace aligned with the curriculum
- Master concepts before progressing
- Learn in a fun and supportive environment



To read more about our work with teachers, click or scan this link with your camera

BLENDED LEARNING STRATEGY

Collaborating with governments and partner organisations, Edulution delivers **offline and off-grid** numeracy programmes to Primary School learners from **marginalised communities**. Our vision is to revolutionise learning for millions in developing countries by **blending technology with human facilitation** through a **Blended Learning (BL) model**. This innovative approach transforms how children learn and teachers teach.

Blended Learning is especially impactful in underserved schools that face challenges such as diverse learner abilities, insufficiently qualified teachers, and poor infrastructure. Research indicates that incorporating technology into early elementary mathematics education leads to superior outcomes compared to traditional methods alone. To support its BL model, Edulution employs a **world-class adaptive digital learning platform** that is engaging, effective, and fun. This platform delivers **personalised content**, enabling students to progress at their own pace while helping teachers meet curriculum goals and Annual Teaching Plans.

For Edulution to be effective and for its approach to be adopted into the public education sector, we must prioritise teachers and demonstrate cost-efficient learning improvements. **We recognise that technology should complement, not replace, traditional teaching methods while addressing the diverse needs of young learners.** Edulution is committed to training teachers to implement the BL model in a balanced and developmentally appropriate manner.

Edulution emphasises balancing technology with human facilitation to create **sustainable educational opportunities** for underserved communities. By involving partners and stakeholders in the **educational ecosystem** - particularly teachers - it aims to build an inclusive, collaborative, and impactful environment.

In 2025, Edulution plans to achieve affordability by scaling the programme to include more schools and learners, reducing facilitators by upskilling teachers, and leveraging existing IT infrastructure or enabling schools to acquire their own.



MINDSPARK PARTNERSHIP

In December 2024, Edulution Learning South Africa NPC and the Edutech Institute formalised a partnership through a Memorandum of Understanding (MOU). This collaboration combines Edulution's distinctive approach to facilitated digital learning with Educational Initiatives' (Ei) Mindspark - an **adaptive, AI-enabled learning solution**. Notably, Mindspark has been **independently evaluated by J-PAL**, demonstrating its ability to achieve up to **twice the learning gains** in mathematics. The MOU outlines shared goals, including providing the public education system with access to innovative solutions that enhance mathematics understanding in Primary Schools. Additionally, it focuses on **supporting and training educators** to maximise the benefits of digital learning environments, as well as **contextualising and integrating African languages** into the Mindspark platform. Under this agreement, Edulution will oversee implementation, training, and monitoring, while Edutech will supply technical support and access to Mindspark. Both parties also pledge to **secure funding and scale** sustainable Blended Learning solutions in alignment with local curricula and government policies.

Dolan Govender, Founder of the Edutech Institute, said of the partnership; ***"Edutech Institute's partnership with Edulution has been outstanding. Their shared vision to close the education gap is evident. Their meticulous planning and professional execution of our Ei Mindspark Maths product in challenging environments has been impressive. The key has been the Edulution team's consistent dedication and remarkable commitment to inclusivity."***

In 2025, Edulution plans to deploy Mindspark in 20 schools across Zambia and South Africa, aiming to revolutionise primary education with its innovative approach.

Mindspark is fun!

- Encourages learning through gamified practice
- Rewards mechanism through sparkies and leaderboards

Mindspark is adaptive

- Adapts itself to Learner's learning level
- Enables self-learning of concepts gradually and thoroughly
- Misconception buster for Learners and teachers

Mindspark is your teacher's assistant

- Assign learning topics aligned to ATP
- Detailed view of each Learner's performance and learning level
- Set customised worksheets for practice/tests

Mindspark is a practice tool

- Questions designed using 20 years of research based on Learner's responses
- Engages Learner's mind to effectively solve three times more questions



SKILLSHUB WITH PESTALOZZI

Pestalozzi
International

Accelerated Learning Programme at Pestalozzi Zambia: A Transformative Journey

The launch of Edulution's Accelerated Learning Programme at the [Pestalozzi World SkillsHub](#) in Lusaka, Zambia has been an exciting and transformative journey.

This initiative was designed to prepare young adults, who had dropped out of school at various levels, ages, and Grades, for **vocational training** at the SkillsHub. We developed a version of the custom Edulution methodology into a 6 month programme of intensive numeracy and life skills classes that demonstrated our facilitated EdTech approach to education **works equally well with adults**.

While focusing on numeracy catch-up, our Coaches also took on the challenge of guiding the trainees to envision their futures, set achievable goals, develop structured steps to success, and cultivate professional behaviour. Through this, trainees have learned to **take ownership** of their learning journeys and their workspaces.

Edulution worked closely with the Pestalozzi team to tailor our approach and ensure trainees were well equipped for success in their vocational skills programmes. This collaboration has been instrumental in **reigniting hope** among trainees, some of whom have been out of work and education for a decade.

From the Chama District in Muchinga Province, Fishani's life took a challenging turn in 2022 when he lost his father. Financial difficulties forced him to **drop out of school** in Grade 11, leaving his future uncertain. Fishani yearned for a **meaningful path to build a better future**. Despite his demanding night shifts as a security guard, he decided to attend the selection process and was accepted into the SkillsHub. This marked the beginning of a **transformative journey**, reigniting his hope and ambition. With a passion for agriculture and food production, Fishani is now leveraging his newfound skills.



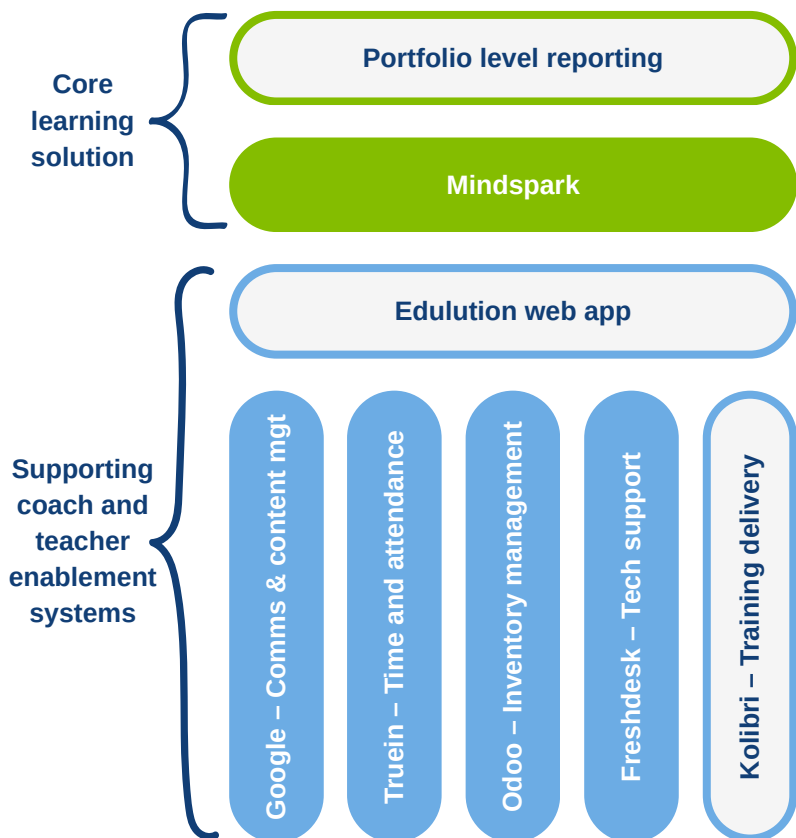
We are proud to have **45 active trainees** currently engaged in the Edulution Accelerated Learning Programme. By the end of February, we successfully transitioned 8 trainees to the Pestalozzi SkillsHub for **trade school enrolment**. Additionally, we are thrilled to have inspired 4 trainees to **return to school** after realising their potential and passion for learning, empowering them to build a brighter future.



TECHNOLOGY

Having entered a new strategic alliance, Edulution is now transitioning to the facilitation of MindSpark's world class adaptive learning solution, while focusing its own technology efforts on the development of supporting coach and teacher enabling systems.

SOFTWARE



Legend:

Solid boxes – Existing solutions

Hollow boxes – Under development

Tech milestones accomplished in 2024:

- Effectively piloted the MindSpark solution in Zambia
- Deployed the updated Kolibri learning management system in South Africa & Zambia
- Migrated to the Qlik SaaS solution & streamlined the suite of reports
- Rolled out the Truein coach time & attendance app
- Implemented the Freshdesk tech support system
- Selected & implemented the Odoo inventory management system
- Developed the business requirements, & functional & technical specifications for the 'umbrella' Edulution Web App

OFFLINE & OFFGRID

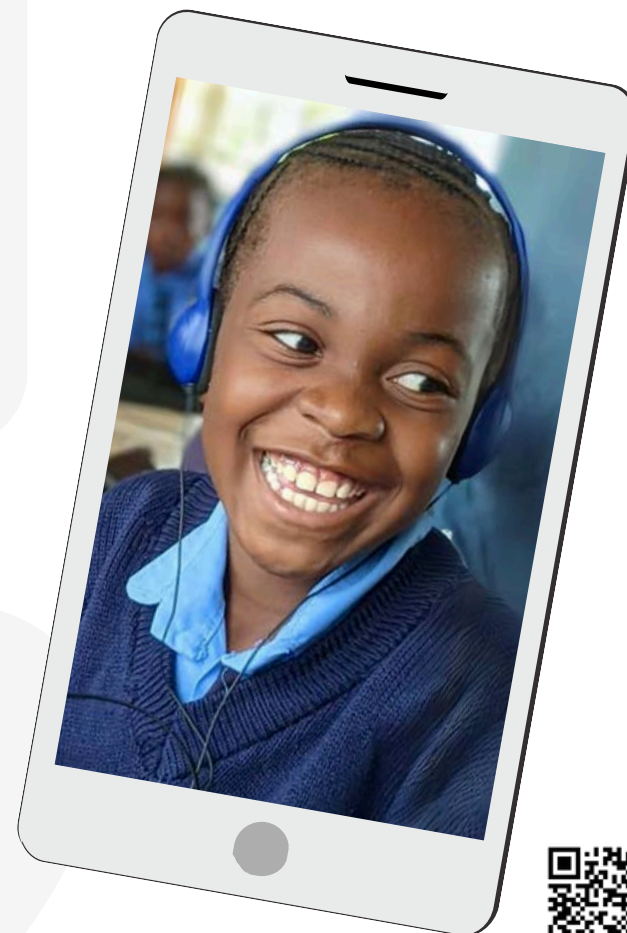


Unique Edulution capacity to operate our technology completely **offline and off-grid**, allowing us to reach the most **marginalised, rural communities** that other Ed-Tech organisations cannot



Hardware:

We continue to provide & maintain the hardware tools required for session delivery. Each centre is equipped with up to 60 tablets with headsets, a charging station, plus a laptop & router as the basis for a wireless LAN connecting to all tablets.



ADVOCACY



To go fast, go alone. To go far, go together.

A key goal for 2024 was to build relationships with stakeholders and fellow practitioners in the EdTech ecosystem, and to begin collaborating towards systemic change to achieve improved learning outcomes.

We initiated an EdTech symposium in June, partnering with the [Binding Constraints Lab](#) to host the leading EdTech and numeracy non-profits for a two-day deep dive into the challenges and opportunities in our sector. The emphasis was on reflection towards action, with the result that three working groups were formed to advance progress in the areas of data, teacher integration and government advocacy. A second two-day symposium was held in December focusing on the [data stream with senior DBE officials](#) in attendance.

Edulution attended the 17th eLearning Africa conference in Kigali, Rwanda in May to pick up on continental trends and best practice around EdTech delivery. There was a lot of talk around connectivity and implementation challenges, two areas in which Edulution has innovated with success.

In November, we exhibited at the [Injini South Africa EdTech Week conference](#) in Cape Town, with our CEO Richard Akwei speaking at one of the knowledge sharing sessions. And in February 2025, after a rigorous selection process, we were selected as one of 12 EdTech Fellows in the [Injini MasterCard Foundation Fellowship](#).

Richard was interviewed on national broadcaster SABC in late November, commentating on the recently released [TIMMS results](#) that confirmed the seemingly intractable nature of the numeracy learning crisis.

Advocacy and relationships continue at government and provincial levels as our team forges connections with the curriculum advisors and mathematics specialists within the Mpumalanga Department of Education.

As Edulution nears its 10th anniversary in 2025, we appreciate more than ever the value of partnerships, **collaboration and co-creation**. Our goal in the year ahead is to integrate more deeply into the EdTech impact ecosystem and to work with others to push private sector solutions into the public sector system for the benefit of all.

ZAMBIA UPDATE

Zambia had a busy, consistent and successful 2024, with some exciting new developments arriving towards the end of the year with the launch of Mindspark and the appointment of a new Country Head. The **2024 Grade 7 cohort matched the outstanding performance of the previous year**, demonstrating consistent achievement. 799 Edulution Learners participated in the exams, achieving an **average percentage score of 73% in Mathematics!**

STRATEGIC FOCUS

The transition from our existing platform (Kolibri) to **Mindspark** has been implemented in 10 centres. This shift brings true adaptive learning aligned to the curriculum into our methodology. We anticipate a significant increase in learning gains and a reduction in the timespan needed to achieve them. We **relocated** five rural centres to Lusaka, thereby focusing activity closer to the Hub and in one educational district. Greater impact and targeted relationship building at provincial level will result. We also secured five **new schools** in Lusaka district and undertook advocacy with the provincial MoGE officers and school leadership to ensure smooth start up. Furthermore, we launched the **Vocational SkillsHub** with Pestalozzi International, catching-up out of school youth in foundational maths and literacy.

As a human development organisation we constantly invest in our coaches to refine their existing skills and introduce new ones:

- **Leadership skills training** with Field Coordinators and Silver Coaches, driving effective monitoring and support to coaches in the centres
- **Facilitator training** to equip coaches to work with young adults in the SkillsHub
- **Training to our Pestalozzi Partners** in conducting ongoing evaluation and providing constructive feedback to participants
- **Training in Mindspark pedagogy**, adaptive learning and programme implementation, with the in-field support of the Mindspark team
- **Internal ongoing coach development** through monthly meetings and scenario based training, events and maths workshops



Kickstarting Ei
Mindspark!



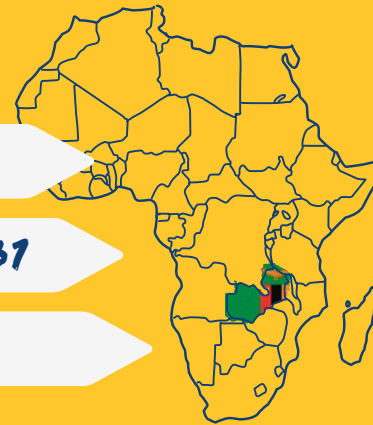
2024 LOOKED LIKE THIS...



CENTRES: **19**

LEARNERS: **6,231**

COACHES: **37**



STAKEHOLDER ENGAGEMENT

Aligned with the Edulution strategy of *Connect and Collaborate*, we:

- Joined the **Zambia National Education Coalition**
- Participated in the MoE's **National Symposium** at the University of Zambia
- Connected with the multi-stakeholder Pestalozzi Skills Hub **Round Table** Meeting
- Hosted **senior officials** from the Directorate of Open and Distance Education (DODE) at multiple field visits to our centres
- Formed a **Program Management Team (PMT)** (as provided for in the current MoU). Four members were selected from the Directorates of Information, Communication and Technology DODE, Planning and Information, as well as the Directorate of Teacher Education Specialised Services (TESS)

SOUTH AFRICA UPDATE

In 2024, Edulution navigated a challenging year marked by disruptions but celebrated notable achievements in education. Crime, unplanned school closures, and timetable conflicts reduced learner contact hours. Despite these obstacles, Edulution effectively utilised available time with learners, demonstrating resilience and adaptability in achieving remarkable learner outcomes.

LOOKING FORWARD

Looking forward, Edulution's 3-year plan outlines a comprehensive strategy to enhance education **delivery and scalability** through technology, training, and partnerships. Key responsibilities include effectively implementing **Ei Mindspark both offline and online**, facilitated by trained teachers and Coaches. Edulution aims to maximise the platform's monitoring and evaluation capabilities, providing tools and dashboards for teachers, administrators, and facilitators to drive and track progress.

Teacher-focused efforts involve designing and iterating **Blended Learning training sessions to empower educators and facilitators**. Youth facilitators will be trained and incentivised to act as **in-school ICT EdTech enablers**, fostering digital literacy while aiding programme delivery.

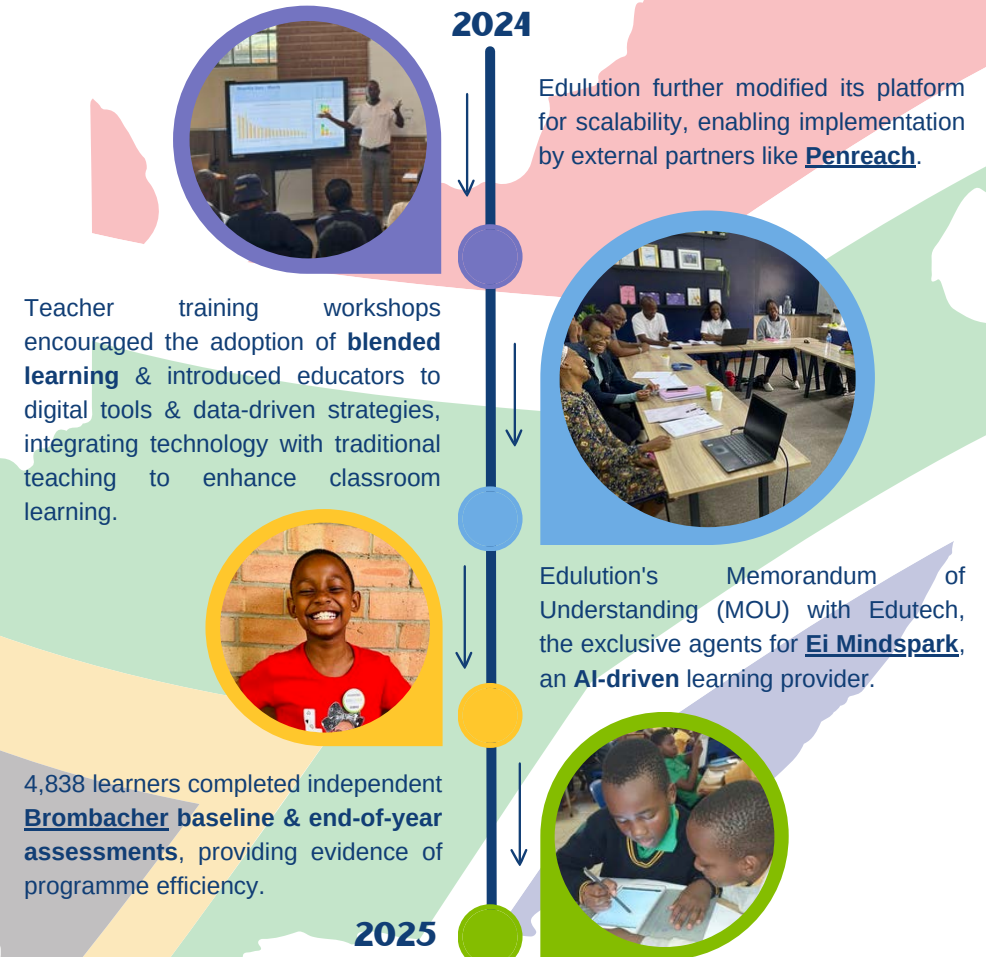
Edulution will utilise robust digital hardware and backup power systems that can function seamlessly in both **online and offline environments**. It will deploy its team expertise across areas such as human development, stakeholder advocacy, field operations, learner concept management, data analysis, and financial planning.

Strategic partnerships are central to the plan's success. Collaborating with **Implementing Service Providers** and education stakeholders, Edulution will seek to deliver a **Blended Learning model** that schools can adopt confidently. Additionally, innovative funding mechanisms and social impact philanthropy will be pursued to ensure resources for implementation and to catalyse wider collaboration.

To scale impact, Edulution aims to digitise, codify, and package the Blended Learning model, **enabling its adoption across the broader education ecosystem**.

OUR GREATEST IMPACT TO DATE...

Learner outcomes improved significantly, with **28%** of all participants achieving their Grade level by year-end. For schools involved since January 2024, this figure rose to **36%**, surpassing the 32% recorded in 2023 and drastically improving from the 3% seen at the programme's inception in 2021. The 2024 performance stands as Edulution's **highest to date**, underscoring the programme's impact despite operational challenges.



PENREACH

IMPLEMENTATION SERVICE PROVIDER

Edulution will continue to work with new Implementation Service Providers, like Penreach, in other districts and provinces to further **scale & iterate** the Edulution Learning Platform.

“This partnership with Edulution goes beyond traditional implementation, embodying a collaborative approach that directly supports Penreach’s vision of educational excellence for all South Africans.

In 2024, the first year of full implementation, we witnessed good progress in learners achieving Grade-level maths proficiency. 53 Maths Change Agents (Coaches), embedded in 22 schools, played a crucial role in strengthening the local maths ecosystem. Over the course of the year, we valued the shared innovation, mutual learning, and joint responsibility that enriched our expertise and delivered tangible impact in under-resourced communities.

The alignment of Edulution’s values with Penreach’s fostered a deep sense of accountability, driving meaningful change and lasting impact.”

- Susanna Behrendt, Penreach, Chief Operating Officer



To read more about our strategic partnerships, click or scan this QR code.

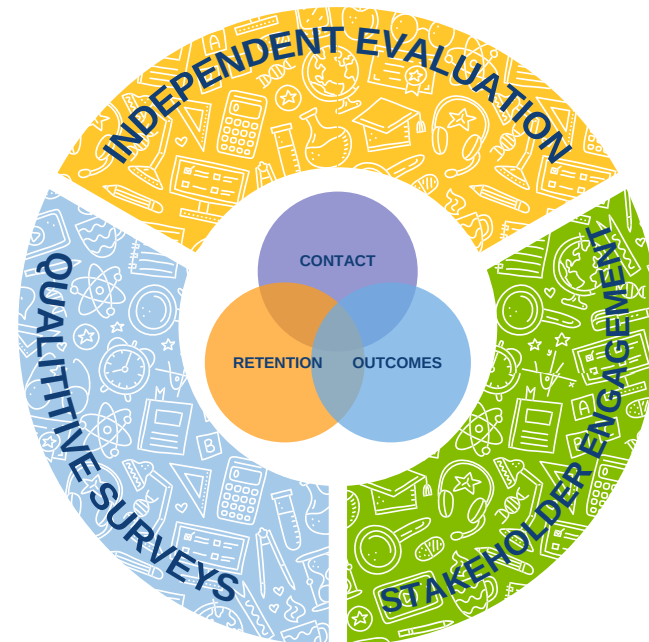


MONITORING & EVALUATION

In 2024, Edulution strengthened its **data-driven approach** to impact measurement. Our MEL systems continue to track **real-time data on learner contact, retention, and outcomes**, enabling responsive action and performance improvement.

A major development was the pilot of **Mindspark**, a new Learning Management System (LMS) integrated into selected centres. Mindspark provides **deep learner-level analytics**, enhancing the frequency and quality of our reporting. As adoption expands in 2025, its data will enrich Edulution's MEL framework, offering sharper insights into learning progress and engagement.

Quantitative data continues to be contextualised by Qualitative Surveys, Independent Evaluations, and progress in Stakeholder Engagement. Together, these components form the foundation of our evidence-based strategy and innovation. **In 2024, Edulution successfully supported 2,455 learners in reaching or exceeding their Grade level.**



MEASURE	DESCRIPTION	TARGET GROUP	RESULTS 2024
Hours per Learner (KPI)	How many hours we spend with our Learners per month	9 hours	10.6 hours
Learner Outcomes (KPI)	Learners at Grade level or ahead by year end	30%	36%
Qualitative Surveys	Programme satisfaction surveys	Learner, Coach & Heads of School satisfaction surveys	All Surveys show positive sentiment in SA and Zambia
Stakeholder Engagement	An internal assessment of the status & trajectory with partners & governments	Expand local funder base, engage implementation partner/s, progress MOUs with Government Agencies	Significant local funding secured in SA, first implementation partner signed and engaged, and MOU signed with the ministry in Zambia

LEARNERS

*“Emmanuel Banda is a learner in Grade 5, and has the qualities of a **true leader**. What sets him apart is his compassionate heart. Without being assigned any specific duties, Emmanuel takes the initiative to:*

- *Check on friends who have missed class*
- *Inform his teacher about the reasons behind his friends' absences, ensuring a fair understanding before any conclusions are made*
- *Supports his classmates when they are struggling with a maths problem*

*Emmanuel's exceptional leadership skills, empathy, and responsibility make him a **shining star in our community**. Let's celebrate Emmanuel's achievements and encourage others to follow in his footsteps.”*

- Cletus and Asa,
Emmanuel's Coaches



THIS IS OKUHLE...



Okuhle attends Edulution sessions twice a week, for 4 hours total. She works on her own tablet, following a learning path that is right for her.



Her coaches support with tips, motivation and guidance, acting as youth role-models.



Her performance generates live data, so her coach and teachers know how well she is doing.



After 1 year she has caught up two Grade levels!



COACHES



*“My name is Cletus Mwelwa, and I have been with Edulution for eight years now. Over time, a lot has changed in the education system. However, one thing that truly stands out in my work is not just what we do, but **how we do it**. The way we facilitate learning is simply amazing. The introduction of Mindspark has made me realise how privileged I am to be part of Edulution. When we first received the news about transitioning to Mindspark, I was extremely excited. But as the reality set in, I had mixed feelings. I wasn't sure how it worked. However, with time, my Coach Buddy, and the learners, I started exploring its features, gaining more insights. And then boom! We fell in love with it.*

*What struck me was how **user-friendly** it is for learners. It's also made my work much easier; I could quickly access the information I needed to **intervene and support** my learners effectively. The dashboard is incredibly **intuitive**, and the system itself is designed to adapt to each learner's level of understanding, ensuring **personalised learning experiences**.”*



CLETUS MWELWA - 'EMBARKING ON A NEW ADVENTURE'



ASA LWANGA - 'LEVERAGING TECHNOLOGY FOR GREATER IMPACT'

*“Hello! My name is Asa Lwanga and I am currently working at Chibelo Primary School, a centre which is used to pilot Mindspark. We've been working with Mindspark for the past 4 months. As coaches, we've always sought **innovative ways to engage our learners**. When the Mindspark platform was introduced, I was amazed at its features and coaching tools that made learning easy and effective.*

*I began to thoroughly familiarise myself with the platform's features and **customisation options**. Our learners are so excited and happy about the cool features and affirmation that they receive as they solve maths. The interactive games and exercises make math enjoyable and accessible even for struggling learners.*

*Witnessing such transformations reinforced my commitment to **leveraging technology and enhancing education**. MindSpark has been a game-changer for me and my learners, and I'm excited to continue exploring its potential.”*

SCHOOL TESTIMONIALS



“Edulution is an essential tool that has put learners back on track and helped them to develop a love for maths. The school has improved in terms of results and we have witnessed learner's discipline and attendance improving drastically. The monthly reports created by the programme allow teachers to track the performance of the learners and identify areas that need emphasis. The reports also assist teachers in identifying learners with special needs much more efficiently.

Teachers have the liberty to incorporate strategies from Edulution that fully engage learners, whilst simultaneously preparing them to be competent 4th industrial revolution citizens. The programme has also made it possible for differentiated learning to take place, since various videos of the same content are made available to learners based on their learning style and abilities.

”

PRINCIPAL MORUPANE, ZWELISHA PRIMARY SCHOOL



“Vukasambe would like to thank Edulution for its commitment in improving the math skills and lives of our learners. We've seen a huge improvement. As learners are working at their own pace, they are able to concentrate without pressure to truly understand maths concepts.

We have also observed that even in class where there's a teacher present, learners no longer ask as much for help, aiming to try and assist each other first, due to Edulution's emphasis on Peer-to-Peer learning. Attendance has increased daily as the students are motivated and don't want to miss their Edulution classes.

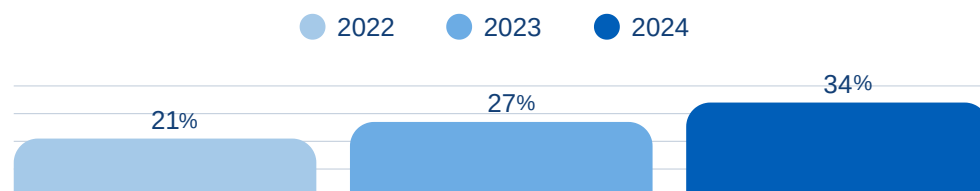
”

PRINCIPAL NCUBE, VUKASAMBE PRIMARY SCHOOL

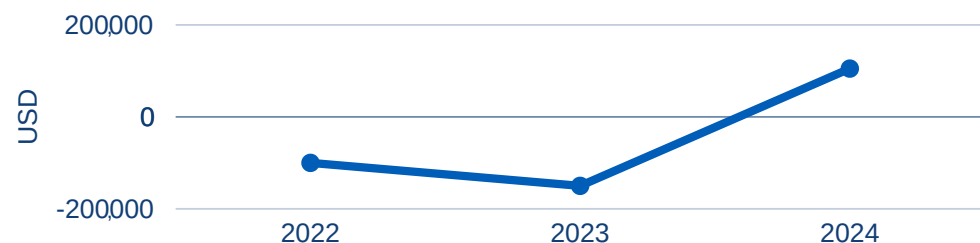
FINANCE - STRENGTH IN TRANSITION

Eduktion's financial performance in 2024 reflects the effectiveness of its **strategic transition toward platform-enabled scale**. With funding at USD 1.657m (1.659m in 2023), the organisation sustained high-quality delivery while continuing to reallocate resources toward platform enhancements.

Platform : Total ratio



Net Funding Results



Operational efficiency remained strong throughout 2024. **The group recorded a surplus of USD 105k** - an encouraging recovery from the prior year's USD 141k deficit. This was achieved by streamlining program delivery and investing in long-term capability while **keeping overheads well managed**. Furthermore, the closing cash and liquidity position of USD 811k equips Eduktion with the flexibility to respond to future needs and opportunities.

The pivot toward a modular SaaS model, accompanied by enhanced data tools and a new cohort of partners, continues to gain traction and **attract funder interest**.

The Eduktion group comprises of entities in Zambia, South Africa, Namibia and Switzerland. All financial accounts are subject to audit.



LOOKING AHEAD TO 2025

2025 is expected to be a year of strategic execution. Eduktion aims to expand the Learning Platform's reach through **licensing agreements and Implementation Service Providers**. With systems now tested and refined, partners can adopt and run the platform more independently and cost effectively, multiplying impact.

With robust financial underpinnings and a refined technology backbone, Eduktion is poised to drive systemic change. The teacher capacitation and blended learning pilot, launched in 2024, will scale in the coming year, aligning with public sector priorities and building deeper integration with school systems. **The finance strategy in 2025 remains focused on balanced growth**: increasing reach while sustaining quality and financial resilience. Overall, Eduktion enters 2025 financially healthy, strategically focused, and more ready than ever to scale what works through schools and partners.

STAKEHOLDERS

Edulution works with six categories of stakeholders, all equally important for us to achieve our strategic goals. We are immensely grateful and excited to work with credible and experienced organisations who share our vision of *Transforming How Africa Learns*, and have maintained our **94% funder retention rate**.

Outcome Funders	Country	Partner since
Peretti Foundation	SA	2024
Temo Capital	SA	2023
Get It Done Foundation	SA	2022
Michael & Susan Dell	US	2021
GIFT Foundation	CH	2021
Tomlinson Family	CH	2021
Vitol Foundation	GB	2020
Happel Foundation	CH	2019
Project Luangwa	ZM	2017
Propel Education	IR	2017
Pestalozzi International	CH	2015

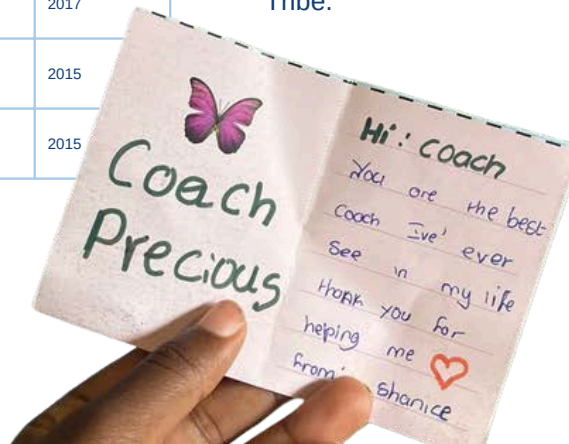
Equity, Debt & Grant Funding	Country	Partner since
Injini Mastercard Foundation	SA	2025
DG Murray Trust	SA	2024
Impact Linked Finance Fund	SA	2024
Mc2h	CH	2022
UBS Optimus Fund	CH	2021
Happel Foundation	CH	2019
Pestalozzi World	CH	2015

Public Sector Funders	Country	Partner since
Jobs Fund	SA	2022
Unemployment Insurance Fund	SA	2021

Public Sector Partnerships	Country	Partner since
Dept of Basic Education	SA	2021
Ministry of Education Sports & Culture	NA	2019
Ministry of General Education	ZM	2016

Collaboration Partners	Country	Partner since
Penreach NPC	SA	2021
Sesego Foundation	SA	2021

In-Kind Services	Country	Partner since
QlikSense (reporting licenses)	US	2017
Google (Gsuite licenses)	US	2015
GIT (accounting licenses)	CH	2015



Outcome Funders - Fund the activity and progress of Learners at our Centres

Equity, Debt & Grant Funding - Fund the model development, working capital & losses to break-even

Public Sector Funders - Government & Provincial funding in SA to support our programmes in various ways

Public Sector Partnerships - With the education ministries to provide infrastructure, access to the Learners & support of the programme

Capacity Funders - Fund the development of the Learning Platform

In-kind Goods & Services - Currently software providers that donate free licenses to their software, otherwise unaffordable to us

PARTNER WITH US & TRANSFORM HOW AFRICA LEARNS

The need for solutions like Edulution 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: 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 info@edulution.org to learn more about our projects in 2025 and how to join the Change Tribe.



THANK YOU

Edulution is inspired by a vision of an Africa where positive human potential is unleashed through effective learning. To achieve this we remain true to one of our core values, ***“Alone I cannot, together we can”***, by collaborating deeply and widely with valued stakeholders.

To our long-term funders and newly enrolled supporters, thank you, we are grateful for your support and humbled by the trust placed in us to fulfil our shared mandate. To our government partners and collaborators, thank you, for trusting us to work with you in schools to pilot and demonstrate new solutions to the challenges faced by public sector education. We are grateful also to our remarkable Coaches and Hub teams that always exceed expectations in delivering outcomes in ever challenging conditions.

In the year ahead we look forward with optimism to working more closely with teachers and local governments in delivering the benefits of blended EdTech learning into the classrooms that need it most.

We are extremely grateful for all the support and belief we are blessed with as we work together to **transform how Africa learns.**

With deep gratitude,

EDULUTION



www.edulution.org



[Edulution](https://www.facebook.com/Edulution)



info@edulution.org



[edulutionafrica](https://www.instagram.com/edulutionafrica)

Edulution Holdings SA - Switzerland - Company Registration Number: CHE-188650699 - 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: 2020/1674027/08 - Established 2020

