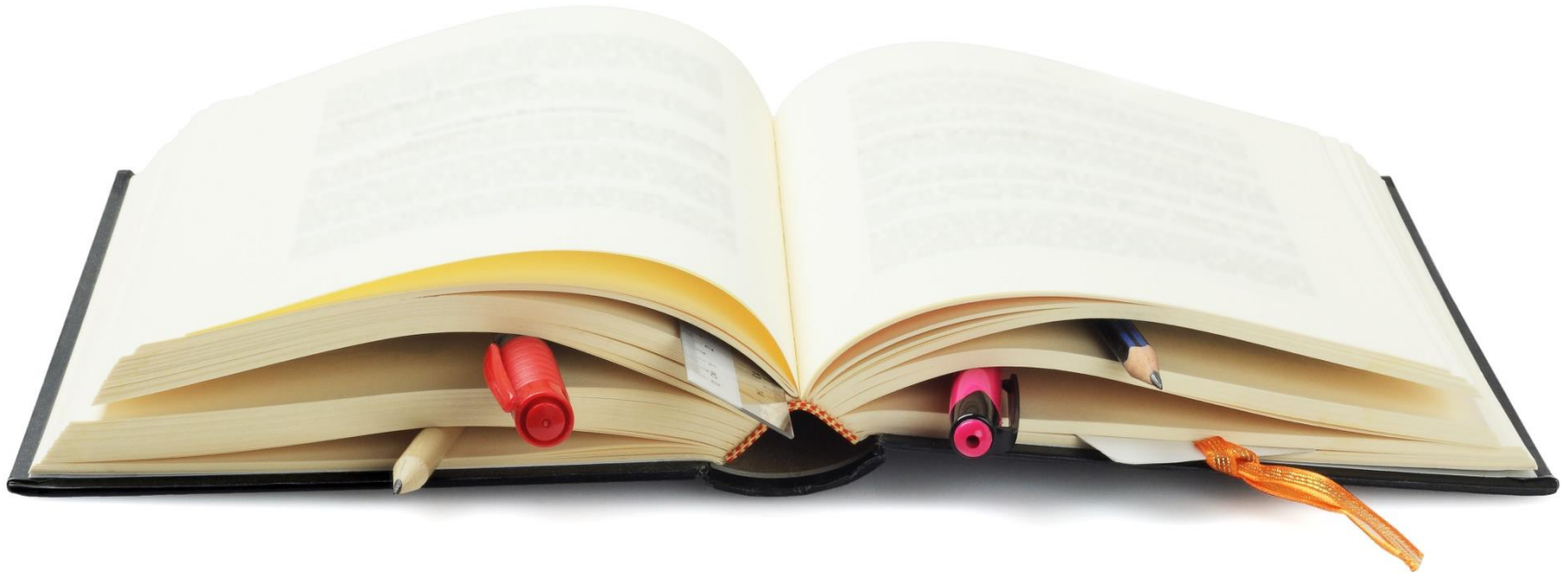
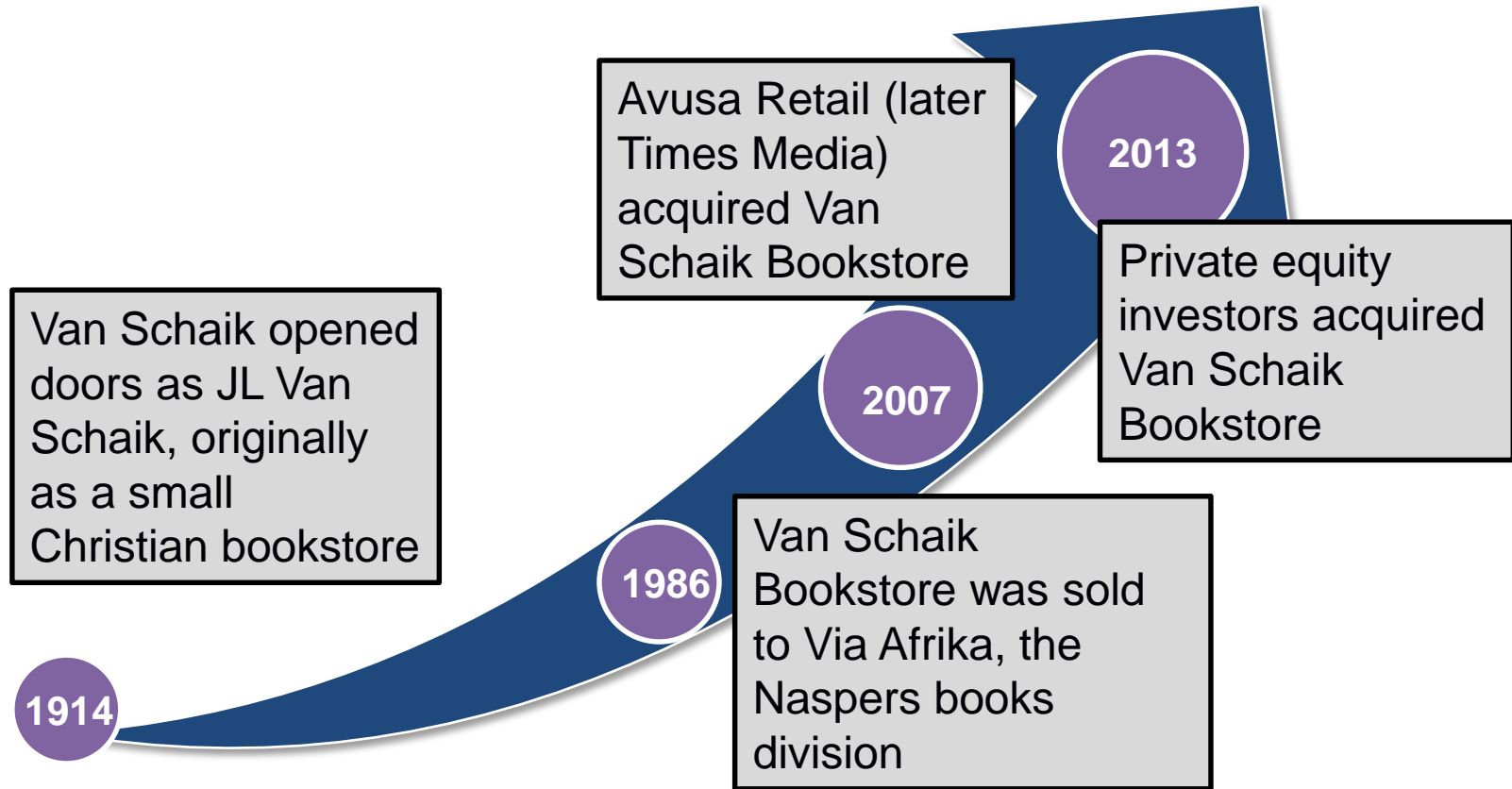


Company Profile





> Company Heritage



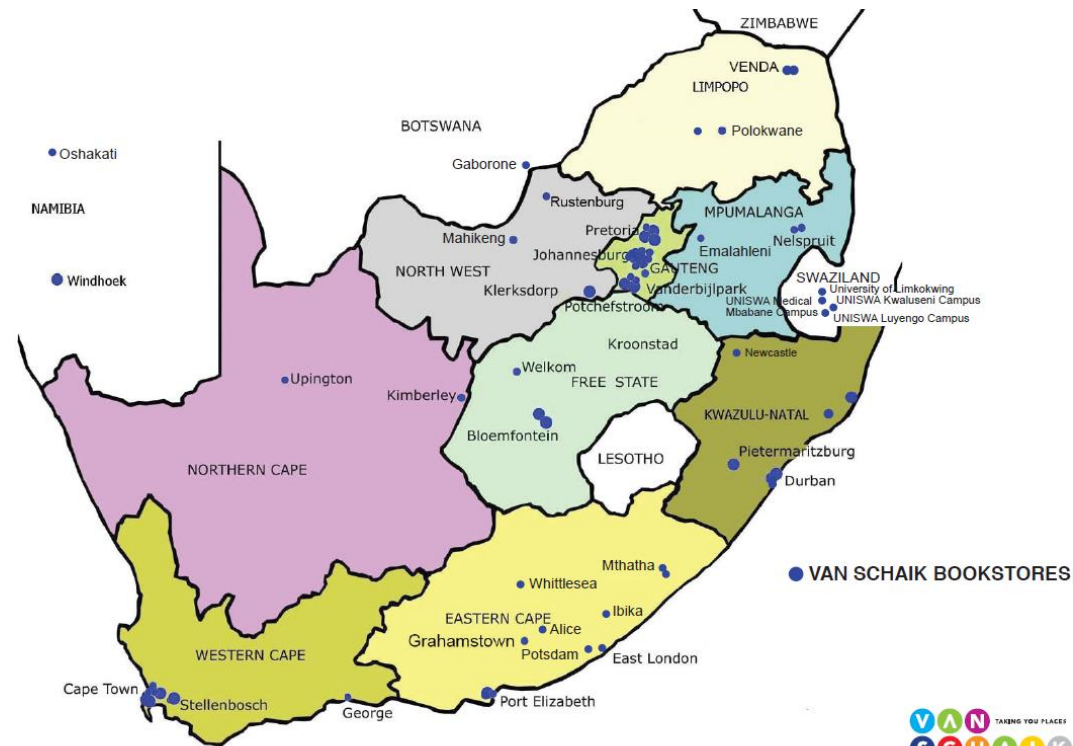
> Company Structure

- In December 2013 Times Media Group sold its stake in Van Schaik Bookstore to a consortium led by Medu Capital.
- Medu Capital is a professional investment management company, strategically positioned as a specialised private equity company.
- Medu Capital partners established businesses that require equity risk capital and/or BBBEE partners.



VSB Management

- 74 Bookshops
 - Library Division
 - Website and contact centre
 - Two seasonal sales points
- Two Bookshops in Namibia
- One Bookshop in Botswana
- Four Bookshops in Swaziland



> Industry Awards



> Publishers

- Van Schaik Bookstore has more than 800 active accounts with publishers, stationery suppliers and book wholesalers in South-Africa, Europe and the United States

OXFORD
UNIVERSITY PRESS
SOUTHERN AFRICA

 **Shuter & Shooter**
PUBLISHERS (PTY) LTD

 **CAMBRIDGE**
UNIVERSITY PRESS

 **MASKEW MILLER
LONGMAN**



Our Teachers. Our Future.

 **MACMILLAN**

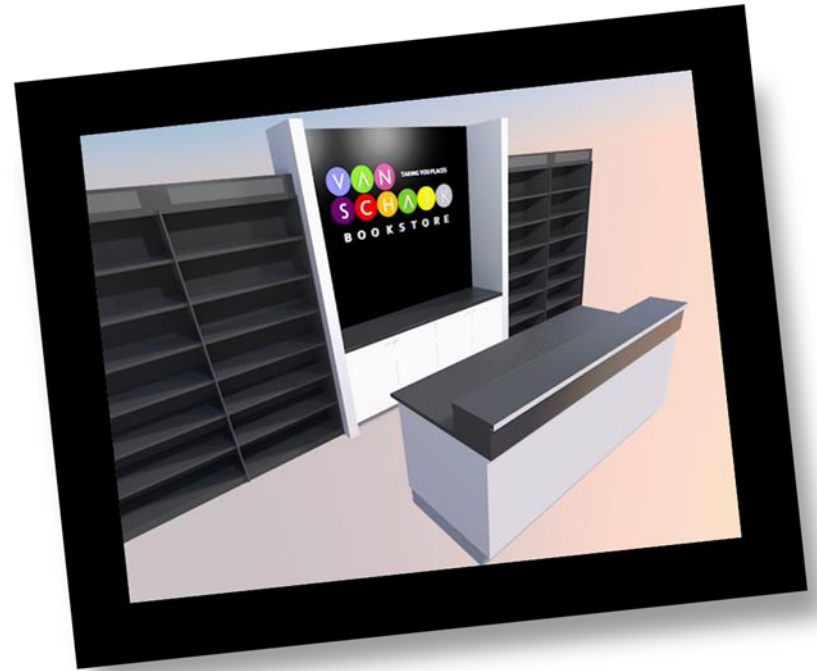
> Devices





> Services - Bookshops

- Pre-orders off distributed booklists at the institution – negotiated rebate.
- Closest store stock prescribed textbooks and stationery – no rebate.
- 30 day VSB debtor account – credit checks apply
 - Negotiated discount
 - Centralised or decentralised orders



> Stores Look and Feel



➤ Stores Look and Feel



> Stores Look and Feel



> Loyalty Card

Launched Jan 2015

- 87 000 members by Apr 2016
- 961 VIP members (lecturers) Apr 2016

**GET YOUR
VAN SCHAIK
REWARDS CARD
TODAY!**





Book sales - NSFAS vs Non NSFAS students





The role of textbooks

By utilizing textbooks, written by international experts in their specific fields, an institution ensures teaching of an international standard.

Publishers ensure that the latest technologies are incorporated in new, updated editions of textbooks.

By adopting the latest editions of textbooks, academics ensure that students are exposed to the latest international technological developments.



Conclusion

- Textbooks – whether in print or digital form are a valuable tool in the delivery of education to students.
- Booksellers facilitate access to education through stores on campus.
- In a world of changing options, publishers and booksellers, and the textbooks they create and distribute, are a vital part of the education chain.
- A Text book can never be replaced by generic material retrieved of the internet.



Your bookstore, **your lifeline**

