



الشركة الوطنية للتربية والتعليم  
NATIONAL COMPANY FOR LEARNING & EDUCATION

# INVESTOR PRESENTATION

Q1 2023

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# NCLE Overview



# NCLE is celebrating its 65<sup>th</sup> anniversary since its inception in 1958



65 Years

Of Excellence in  
K-12 Education



23.1 k\*

Enrolled Students



32.8 k\*

Optimal Capacity



2.5 K\*

Academic Staff



11\*

School complexes under  
operation



5

Announced upcoming school  
projects



SAR 1 Billion

Total Assets
























SAR 51.6 M

Dividends



\* Including Al-Salam school which shall take effect starting from Q2 2023. Detailed Q1 data excluding Al-Salam school in the following slides

# Enrolled students grew to 21.6 in Q1 2023 compared to 15.5k in Q1 2022

											
	TNS – Al-Rayyan	TNS – Al-Rawabi	TNS – Al-Nuzha	TNS – Qurtubah	TNS – Buraidah	Al-Khwarizmi	Al-Ghad	TNS – Al-Qairwan	TNS – Al-Aridh	TNS – Al-Dhahran	Al-Salam
Establishment	1980	2009	2013	2017	2019	2010	1990	2020	2021	2022	2015
Location	Riyadh	Riyadh	Riyadh	Riyadh	Qassim	Riyadh	Riyadh	Riyadh	Riyadh	Dhahran	Dhahran
Curriculum											
Optimal Capacity	5,250	4,375	4,375	1,050	2,625	1,220	2,200	4,550	3,000	2,300	1,950
Enrolled Students	3,788*	3,736	3,002*	1,050	1,551	1,180	1,693	3,205	2,075	343	1,572
Utilization	72 %	85 %	69 %	100 %	59 %	97 %	77 %	70 %	69 %	15 %	81 %



30,945  
Student

Q1 2023 Optimal Capacity



21,623  
Student

Q1 2023 Enrolled Students



70% Of Optimal  
Capacity

Q1 2023 Utilization Of Campuses

Diversified  
Offering

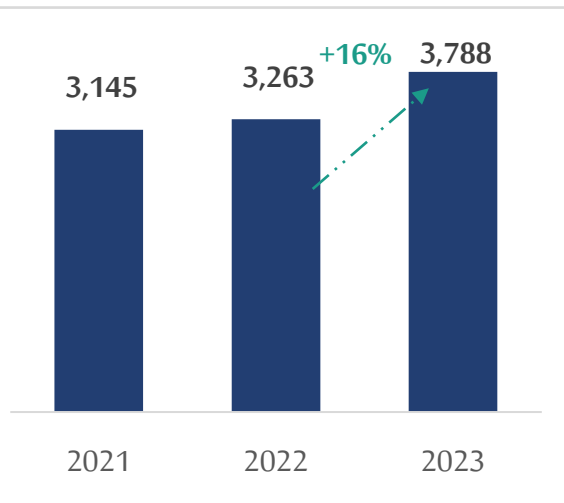
National & International Programs

The financial impact will appear in Q2 2023

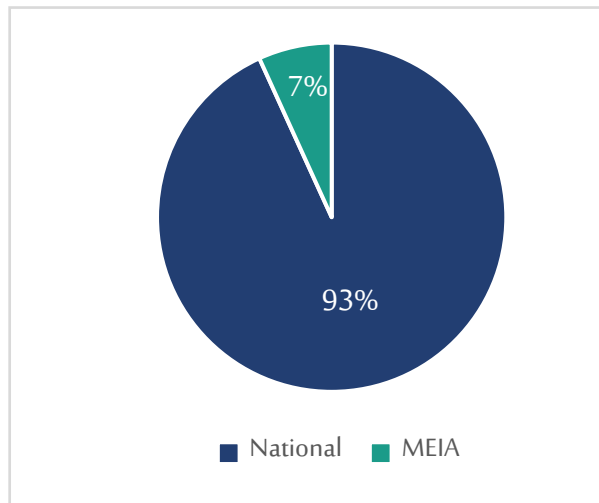
\* Includes 256 Students from MEIA Academy Al-Rayyan and 350 MEIA Academy Al-Nuzha

# Al-Rayyan School Complex highlight

YOY student growth



Program contribution 2023  
(% from total students)



365 Founded

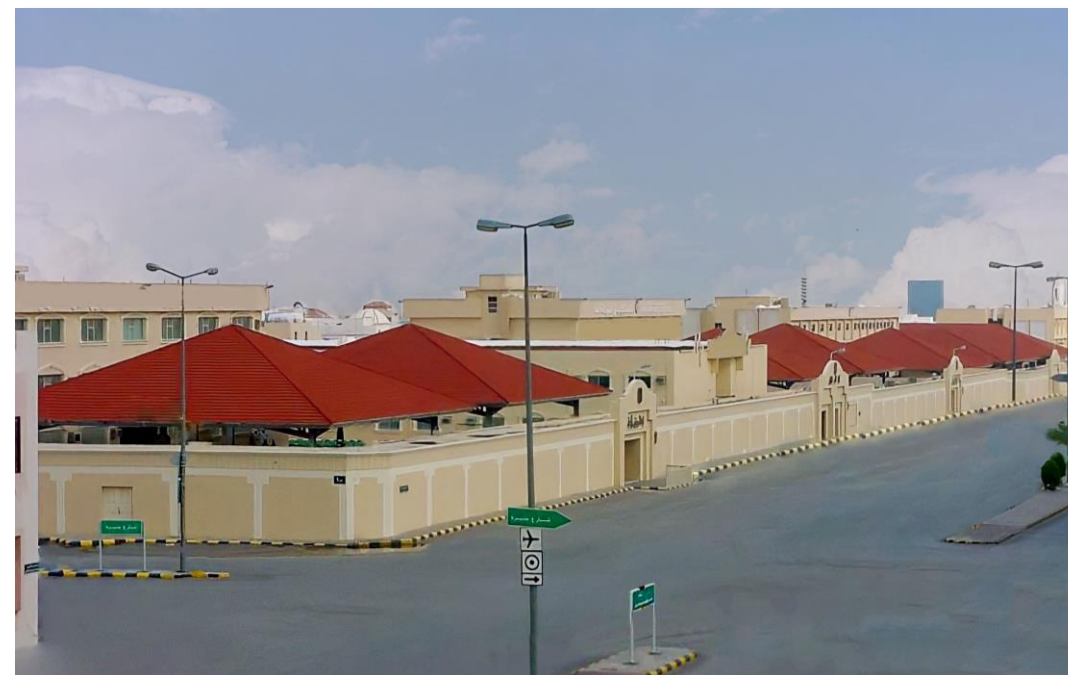
1980

Curriculum

National  
MEIA (Int'l)

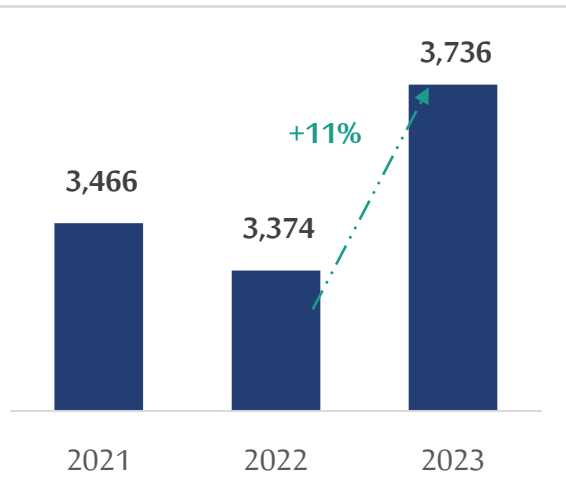
Capacity

5,250

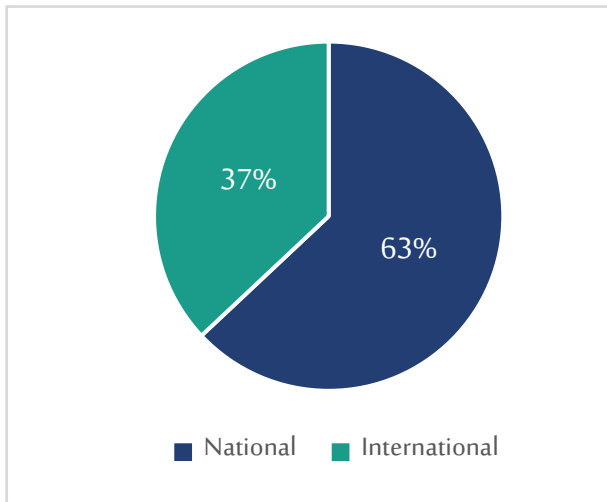


# Al-Rawabi School Complex highlight

YOY student growth



Program contribution 2023  
(% from total students)



365 Founded

2009

Curriculum

National  
International

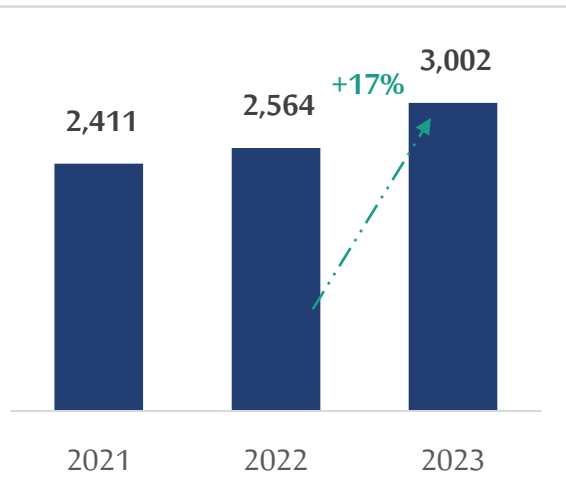
Capacity

4,375

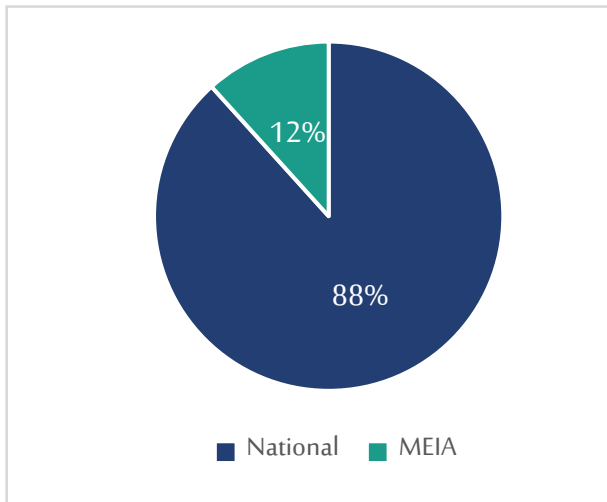


# Al-Nozha School Complex highlight

YOY student growth



Program contribution 2023  
(% from total students)



 **365** Founded

2013

 **Curriculum**

National  
MEIA (Int'l)

 **Capacity**

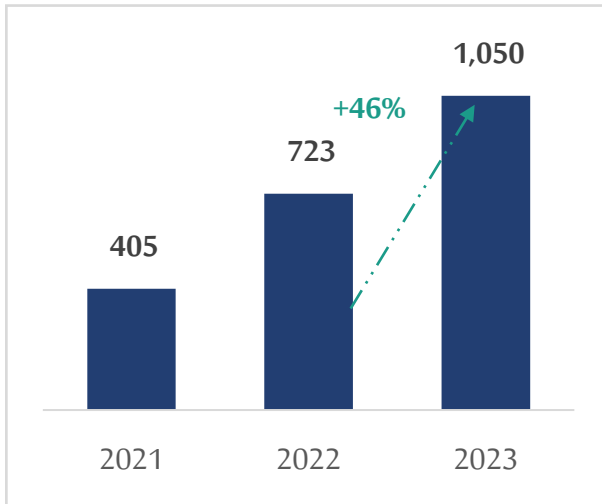
4,375



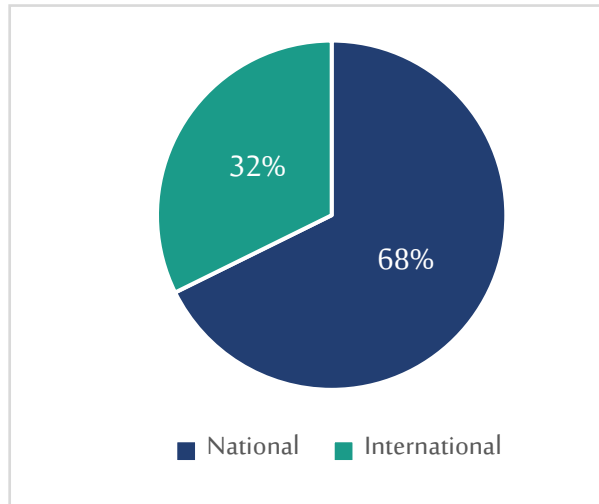


# Qurtubah School Complex highlight

YOY student growth



Program contribution 2023  
(% from total students)



365 Founded

2017

Curriculum

National  
International

Capacity

1,050

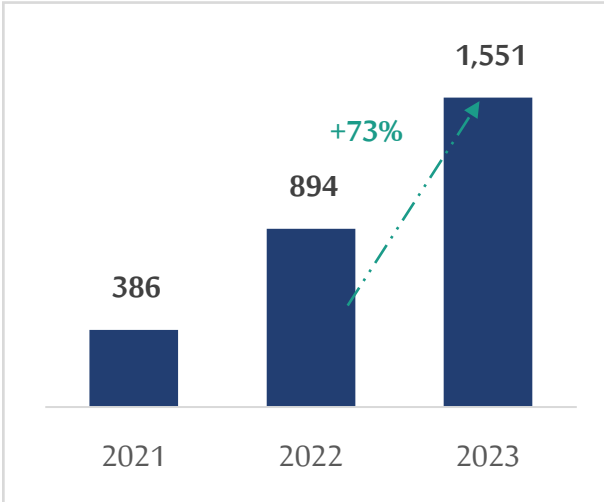


مدارس التربية النموذجية  
Tarbyh Namouthajiyah Schools

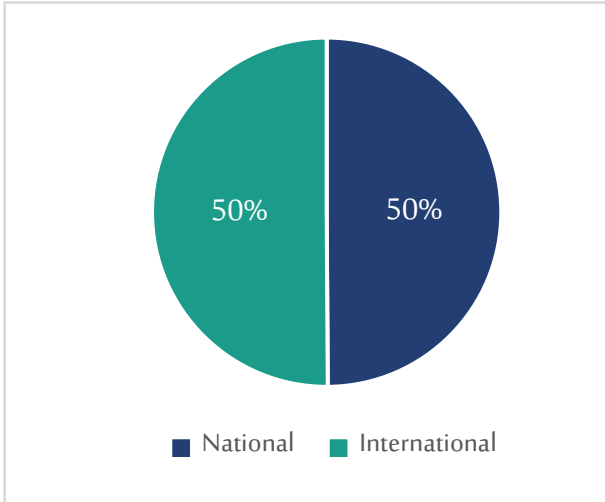
1958  
TNIS  
مدارس التربية النموذجية العالمية  
Tarbyh Namouthajiyah International Schools

# Buraidah School Complex highlight

YOY student growth



Program contribution 2023  
(% from total students)



365 Founded

2019

Curriculum

National  
International

Capacity

2,625

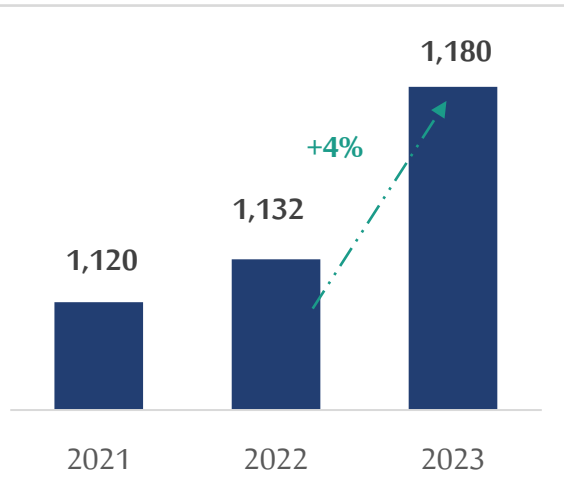


مدارس التربية النموذجية  
Tarbyh Namouthajiyah Schools

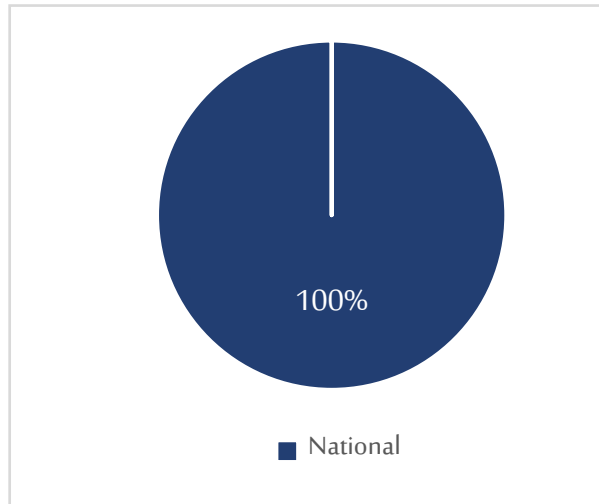
1958  
TNIS  
مدارس التربية النموذجية العالمية  
Tarbyh Namouthajiyah International Schools

# Al-Khwarizmi School Complex highlight

YOY student growth



Program contribution 2023  
(% from total students)



365 Founded

2010

Curriculum

National

Capacity

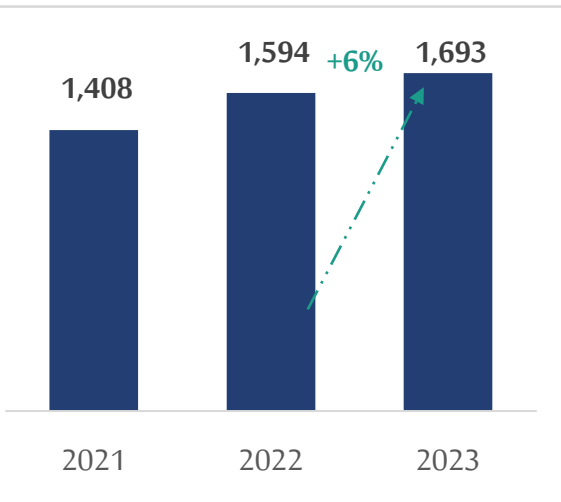
1,220



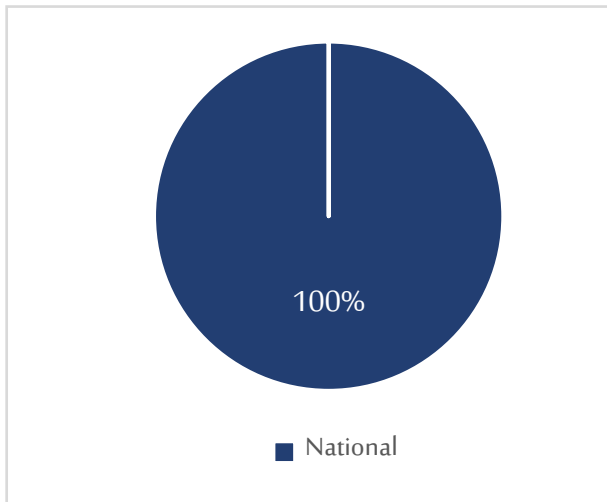
Al Khwarizmi School

# Al-Ghad School Complex highlight

YOY student growth



Program contribution 2023  
(% from total students)



365 Founded

1990

Curriculum

National

Capacity

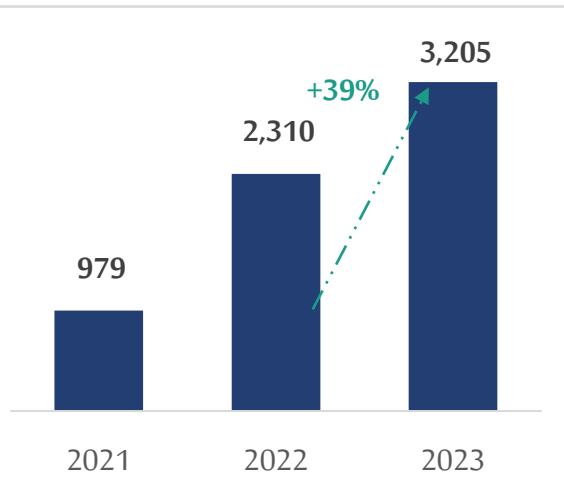
2,200

مدارس الغد الأهلية  
AL Ghad Schools

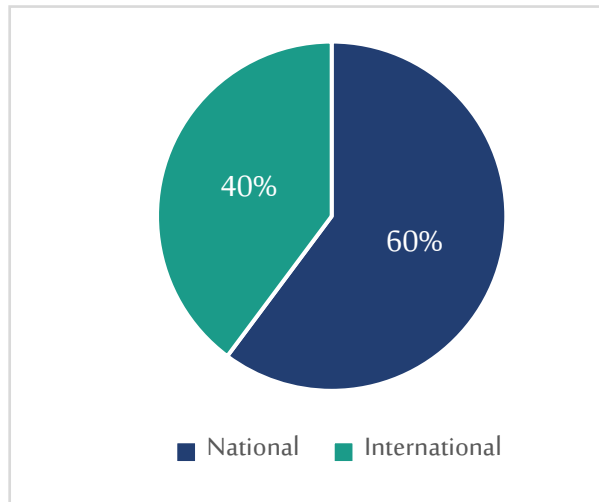


# Al-Qairwan School Complex highlight

## YOY student growth



## Program contribution 2023 (% from total students)



 365  
Founded

2020

 Curriculum

National  
International

 Capacity

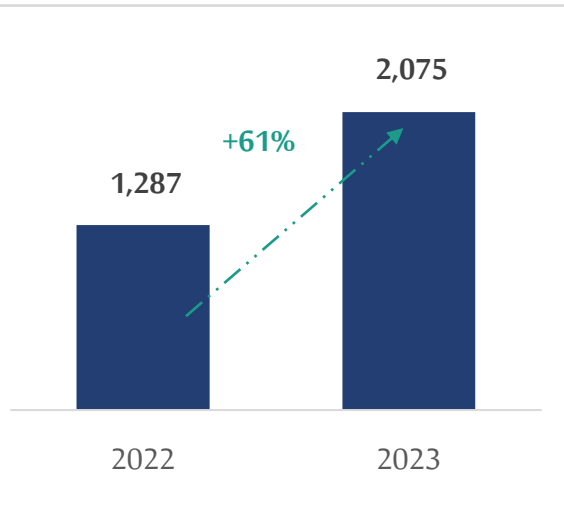
4,550



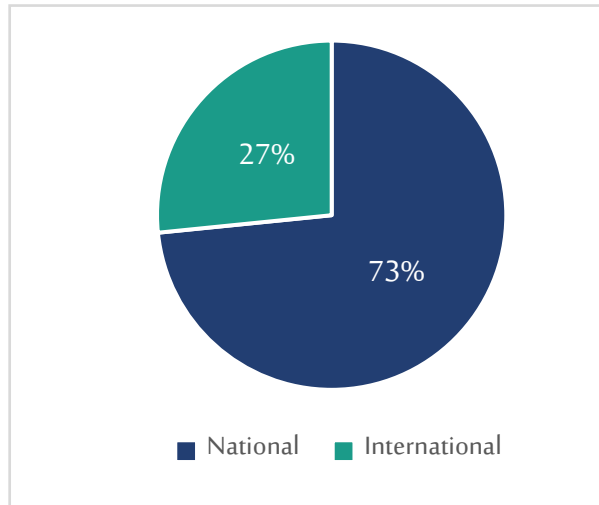


# Al-Aridh School Complex highlight

YOY student growth



Program contribution 2023  
(% from total students)



365 Founded

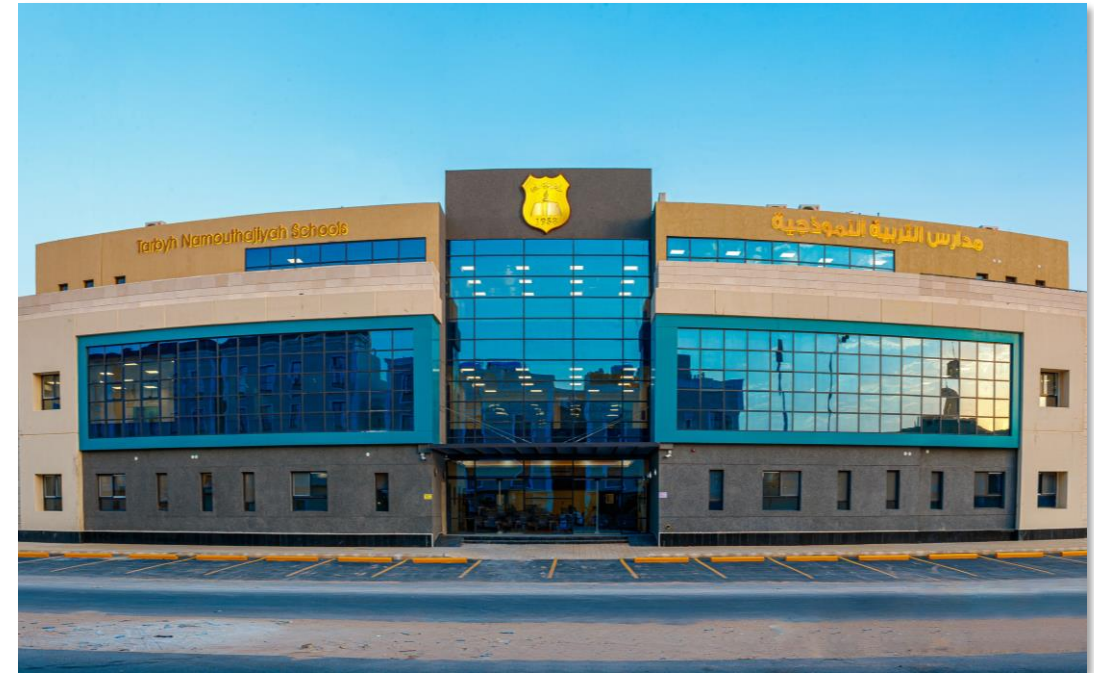
2021

Curriculum

National  
International

Capacity

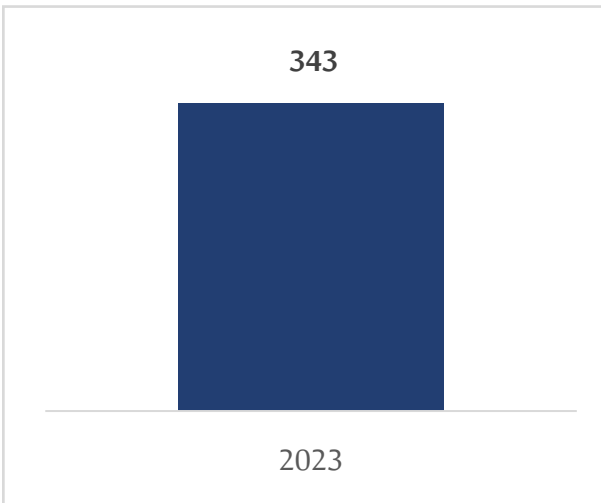
3,000



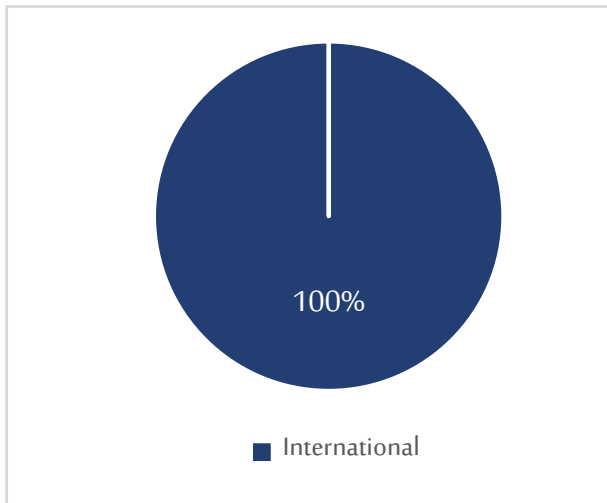
مدارس التربية النموذجية العالمية  
Tarbyh Namouthajiyah International Schools

# Al-Dhahran School Complex highlight

YOY student growth



Program contribution 2023  
(% from total students)



365 Founded

2022

Curriculum

International

Capacity

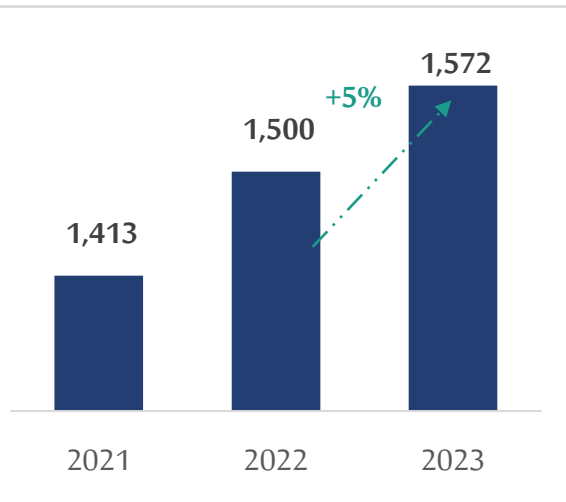
2,300



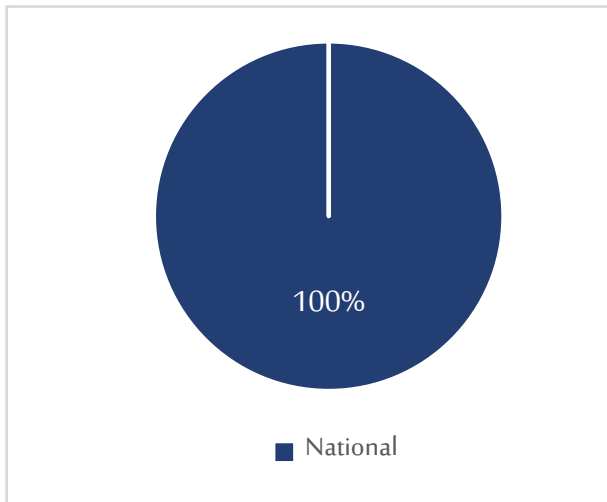
مدارس التربية النموذجية العالمية  
Tarbyah Namouthajiyah International Schools

# Al-Salam School Complex highlight

YOY student growth



Program contribution 2023  
(% from total students)



365 Founded

2015

Curriculum

National

Capacity

1,950





# Q1 2023 - Financial Outlook



# NCLE recorded its highest earning in Q1 2023

**21.6 k\***  
Enrolled students  
From 15.5k in Q1 2022



**SAR 105 M**  
Revenue  
Compared to 73.3 M in Q1 2022

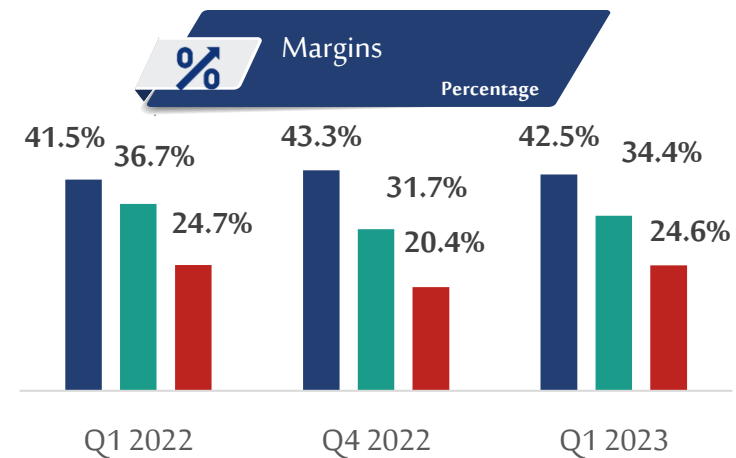
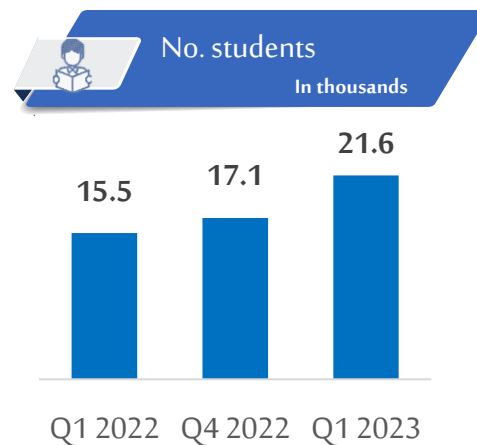
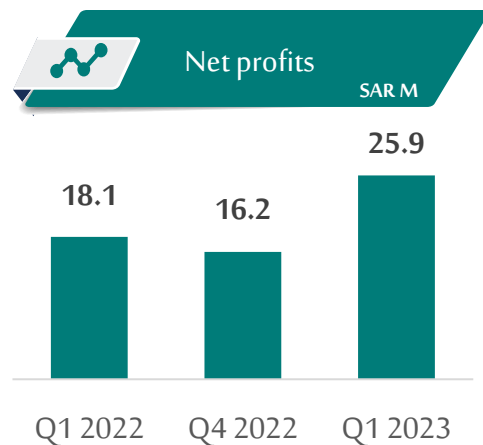
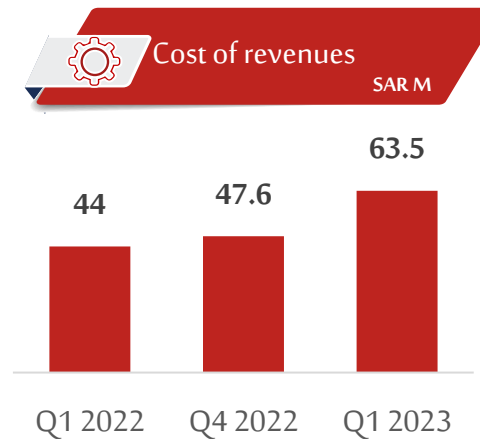
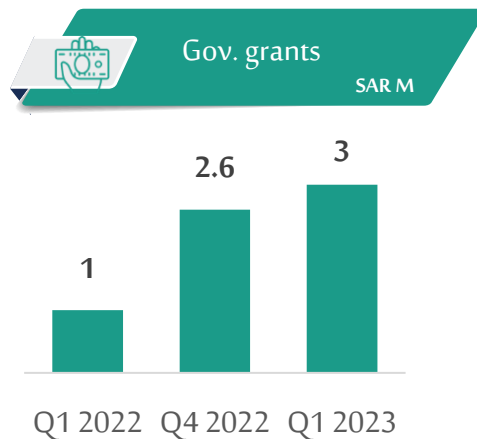
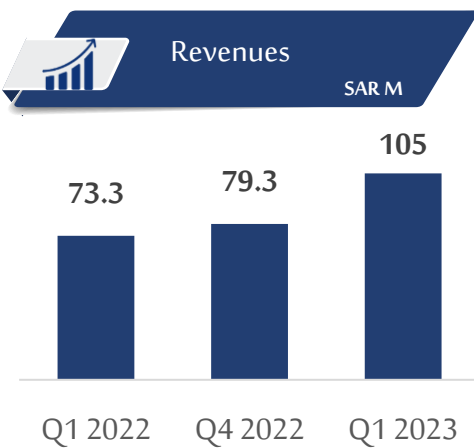
**SAR 25.9 M**  
Net profit  
Compared to 18.1 M in Q1 2022



**24.6%**  
Net profit margin  
Compared to 24.7% in Q1 2022

\* The student number is 23.1 k including Al-Salam school which will take effect in Q2

# NCLE maintained healthy financial growth in Q1 2023



■ Gross Profit Margin ■ EBITDA Margin  
■ Net Profit Margin

# NCLE maintained healthy financial growth in Q1 2023

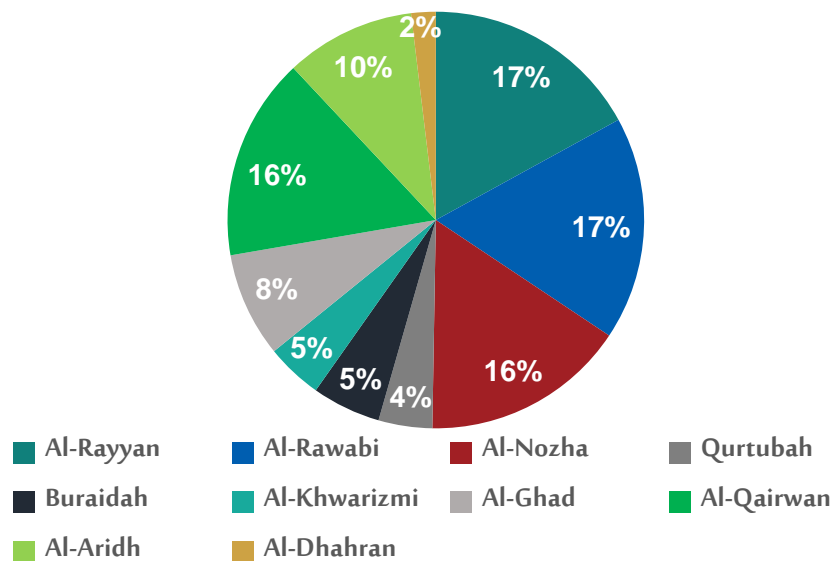
## Key highlights for Q1 2023

- Revenue has increased during this quarter by 43% compared to the same quarter of the previous year which resulted mainly from the increase in the number of students enrolled in the company's schools by 40% from 15.5 thousand students in the same quarter of the previous year to 21.6 thousand students during the current quarter.
- All educational campuses of the company witnessed a growth in the number of students during the current year compared to the previous year. In addition, a new educational campus for TNS was opened in Dhahran in the Eastern Province at the beginning of the current year 2022-2023.
- The government grants and subsidies also have increased during the current quarter by SAR 1.9 million compared to the same quarter of the previous year as a result of the company receiving annual support from the Ministry of Education during this quarter.
- Decrease in financing costs during the current quarter by 0.8 million compared to the same quarter of the previous year as a result of the increase in the revenue achieved from short-term Islamic Murabaha during the current quarter.
- Overall, the net profit has increased during this quarter by 43% compared to the same quarter of the previous year, with a net profit margin of 24.6%.

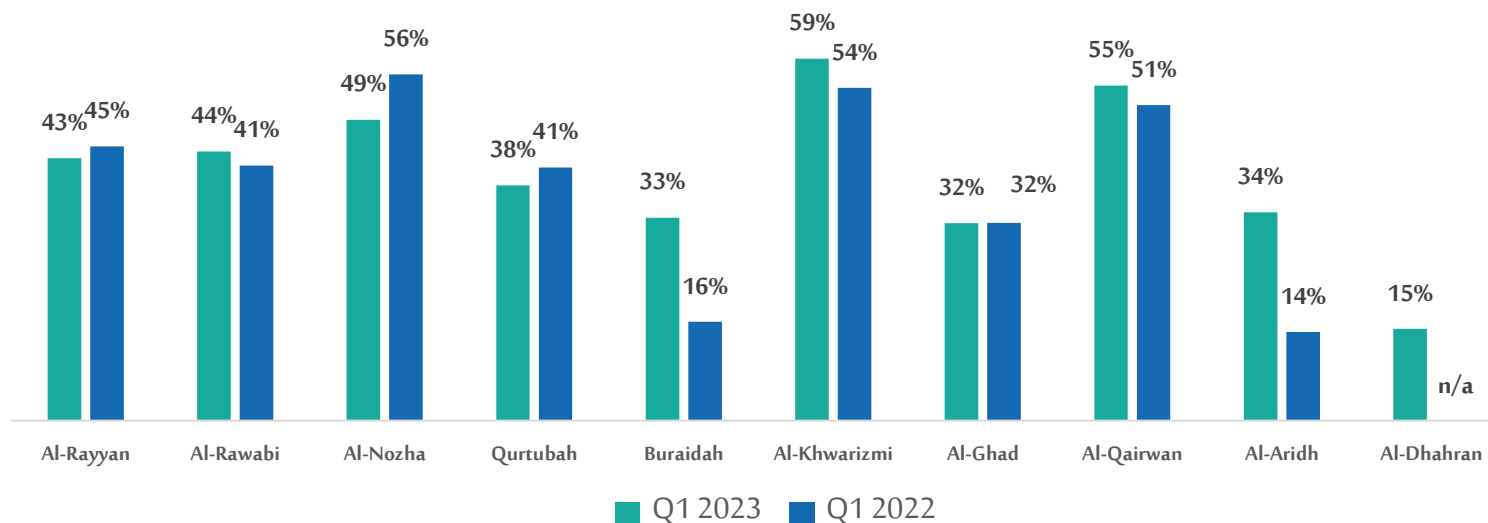
# NCLE campuses experienced healthy financial growth



## Revenue By Campus



## Gross Margin by Campus

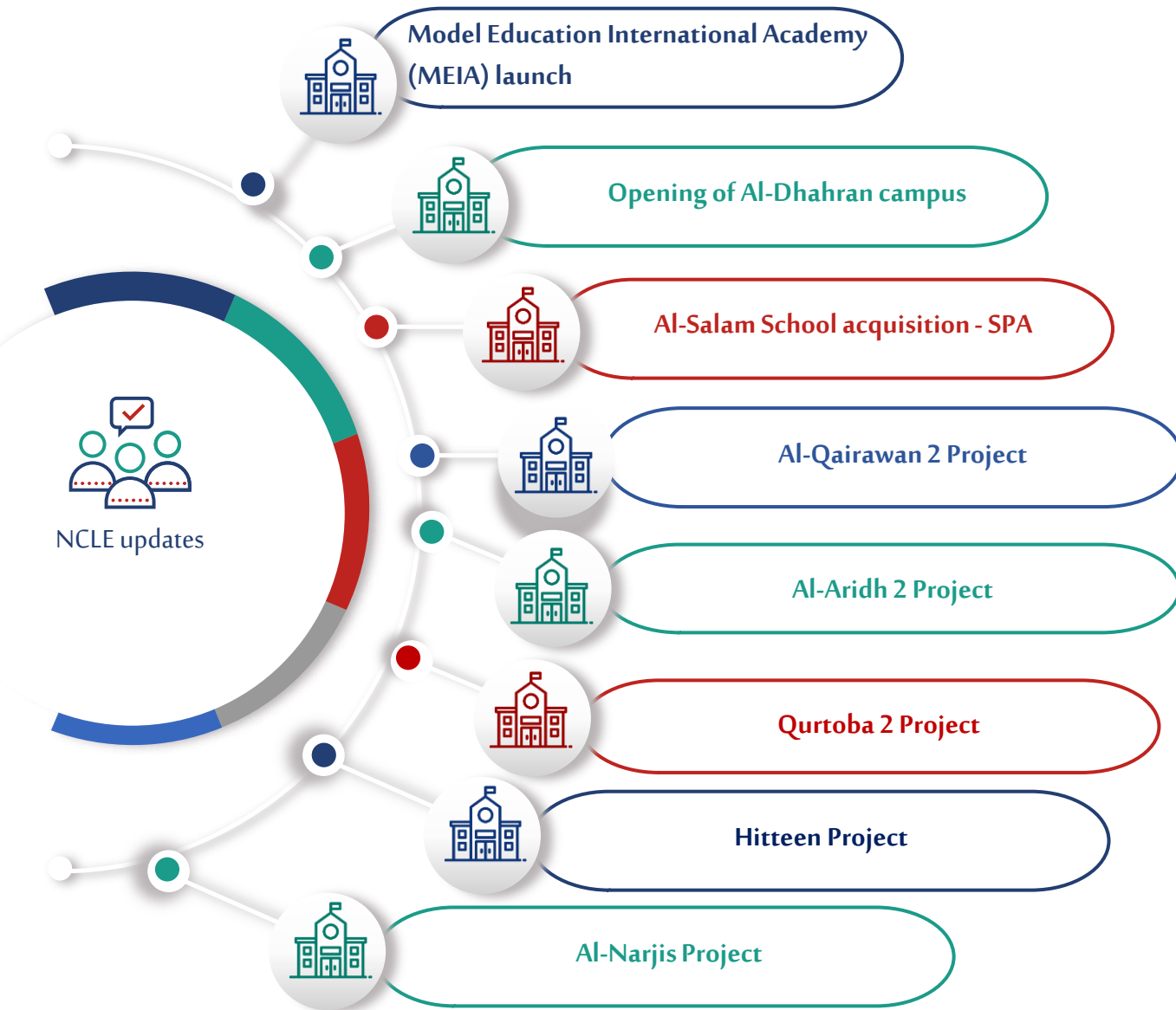


Campuses	Al-Rayyan	Al-Rawabi	Al-Nozha	Qurtubah	Buraidah	Al-Qairwan	Al-Aridh	Al-Khwarizmi	Al-Ghad	Al-Dhahran
Revenue	17,871,308	18,220,295	16,711,684	4,382,589	5,604,405	16,522,503	10,588,463	4,603,687	8,541,914	1,999,260
Government Grants & Subsidies	595,012	405,196	368,502	232,431	232,392	533,912	423,327	135,809	124,859	-
Cost	(10,827,892)	(10,646,852)	(8,892,404)	(2,937,662)	(3,984,774)	(8,044,171)	(7,417,883)	(2,026,489)	(5,919,932)	(1,699,949)
Gross Profit	7,638,428	7,978,639	8,187,782	1,677,358	1,852,023	9,012,244	3,593,907	2,713,007	2,746,841	299,311

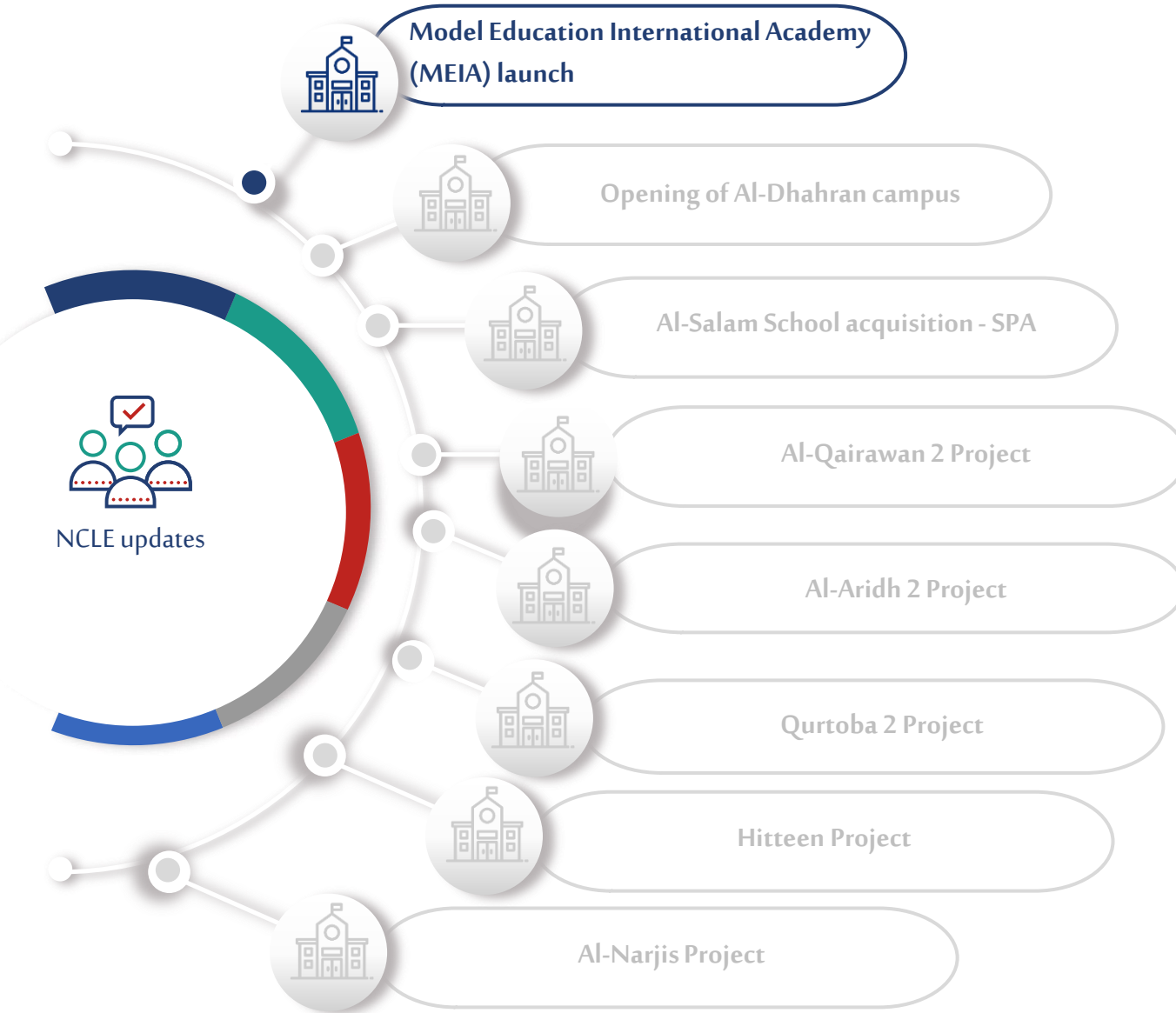
# NCLE Upcoming Growth



# NCLE Upcoming Growth



# NCLE Upcoming Growth

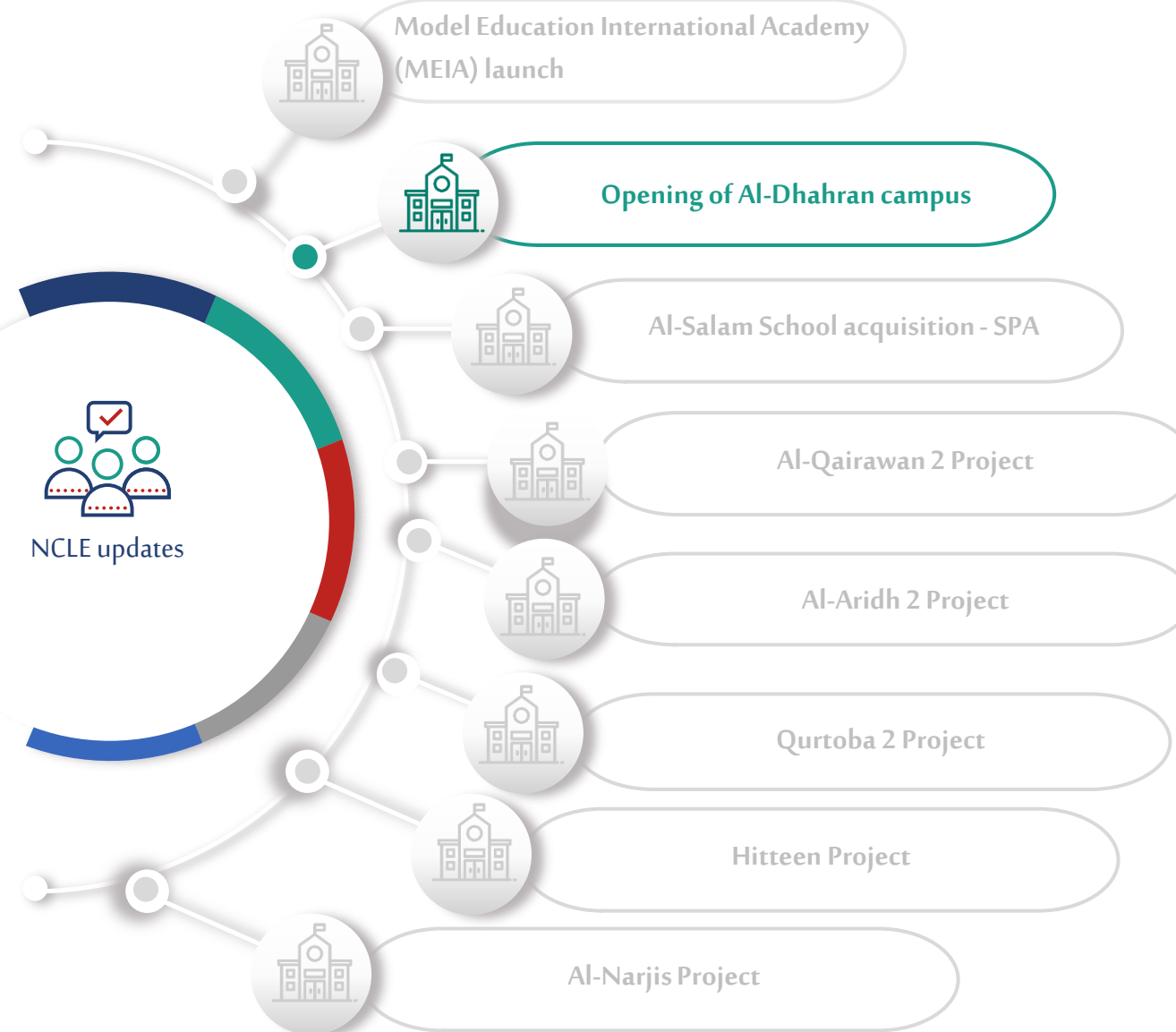


- MEIA is a 7:30 am to 4:30 pm international school.
- Students attend classes, have lunch, do homework, and enjoy various activities.
- NCLE launched MEIA in Rayan and Nuzha campuses to diversity offering, increase utilization, and fill the needs of new generation of parents.
- Successful launch with 606 students enrolled in the second Academic year 2022/2023.





# NCLE Upcoming Growth

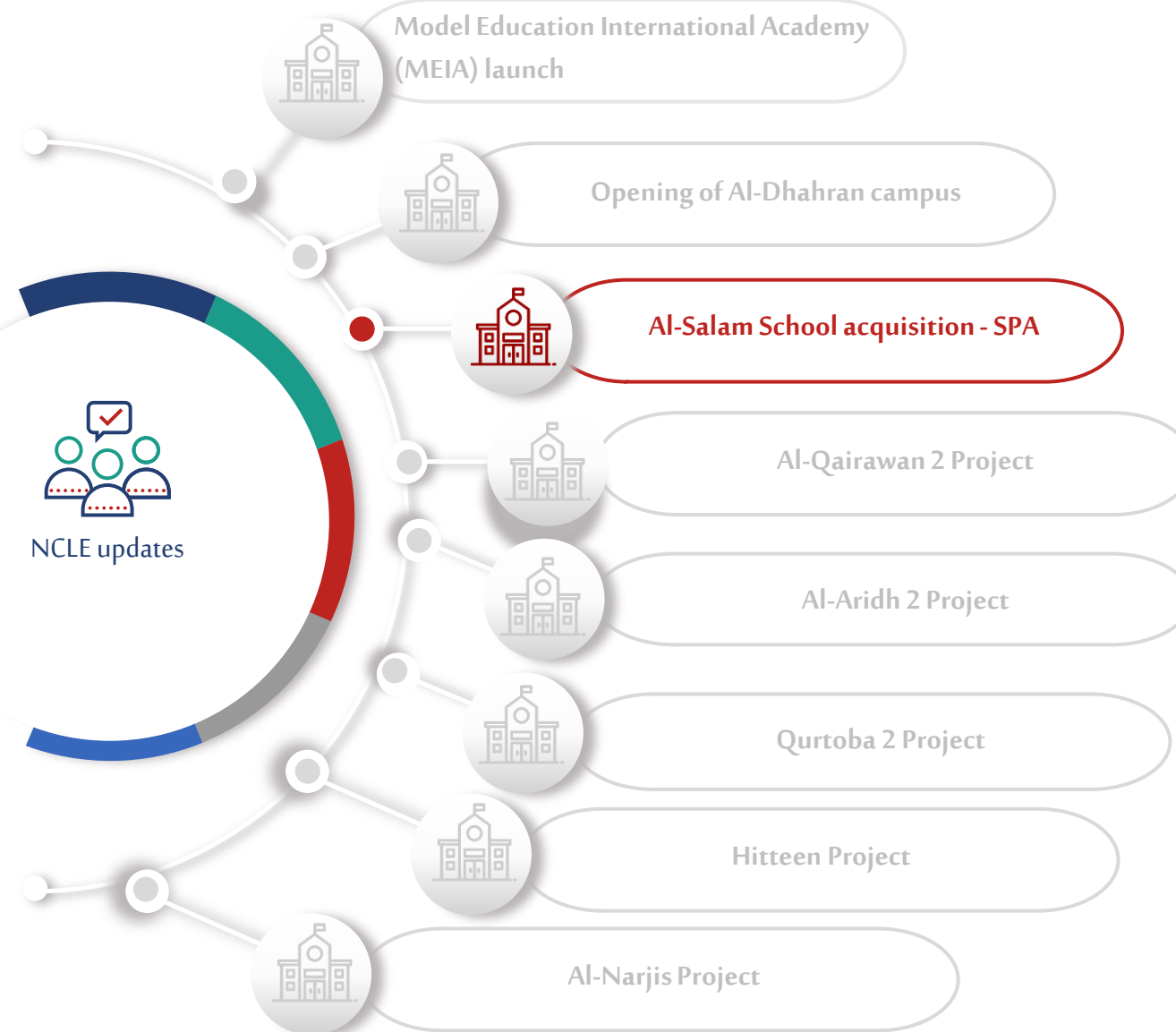


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Tarbyhah Namouthajiyah International Schools

- NCLE announces the opening of Educational campus starting from the academic year 2022/2023 Corresponding to 27-08-2022.
- The school registered 343 students representing 15% of the capacity in the first year of operation.
- The educational campus has an optimal capacity of 2,300 students. The campus is located at Al-Qusour district in Al-Dhahran city and was built on a land with a total area of 9,875 m2 .
- The educational campus provides its services in accordance with the American International Curriculum for the stages of kindergarten, primary, intermediate, and secondary levels for boys and girls .



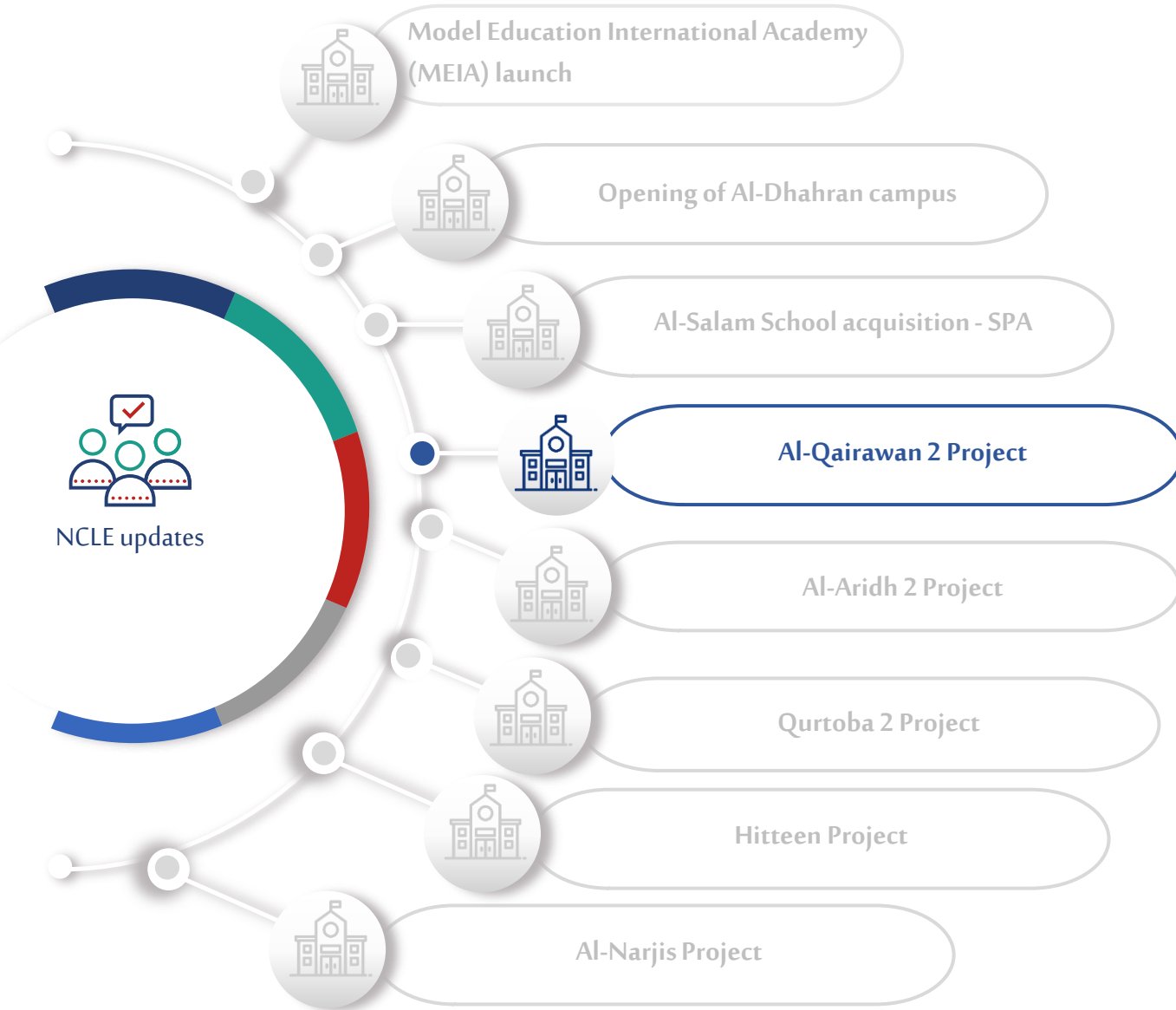
# NCLE Upcoming Growth



<b>Khobar, Eastern Province</b>	<b>1.5 K student</b>	<b>1.9 K students</b>
<b>Location</b>	<b>Number of students</b>	<b>Capacity</b>
<b>280 staff</b>	<b>10,480 sqm</b>	<b>SAR 18,500</b>
<b>Number of company' staff</b>	<b>Land size</b>	<b>Average tuition</b>

- NCLE completed Al-Salam schools' transaction in Al-Khobar with an amount of SR 72 million.
- The assets of Al-Salam include the land and building of the educational complex for Al-Salam Schools.
- Al-Salam recorded revenue of SR 28.5 million, SR 25.1 million, and SR 22.3 million in 2019, 2020 and 2021, respectively. Additionally, it recorded a net profit (loss) of SR 2.9 million, SR 2.4 million and SR (1.4 million) in 2019, 2020 and 2021, respectively.
- NCLE recognizes the opportunity to improve the profit margins of Al-Salam by implementing well-driven synergy tactics.

# NCLE Upcoming Growth

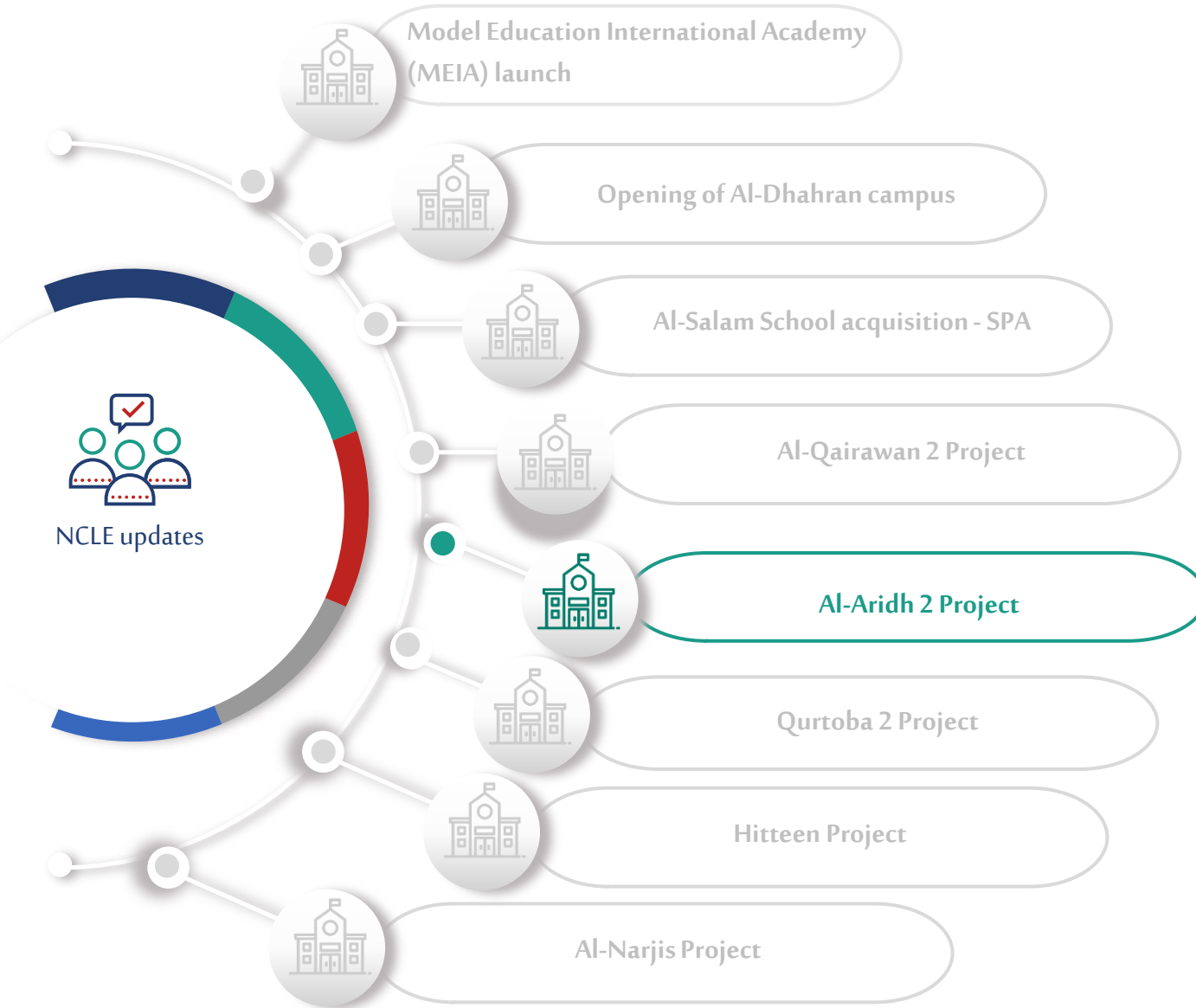


## Al-Qairawan 2 Project

- A lease agreement for an educational complex building (boys– girls) on a land area of (9,735 m2) in Al-Qairawan district- Riyadh.
- The contract duration is twenty (20) years starting from 27/8/2023, with an amount of SR 5.8 million annually throughout the contract period.
- The complex has an estimated capacity of 1,720 students. It will start operating from the academic year 2023/2024.
- The company aims from this educational complex to grow its market share in the north of Riyadh by providing educational curricula that serve multiple segments of parents to meet various desires.



# NCLE Upcoming Growth

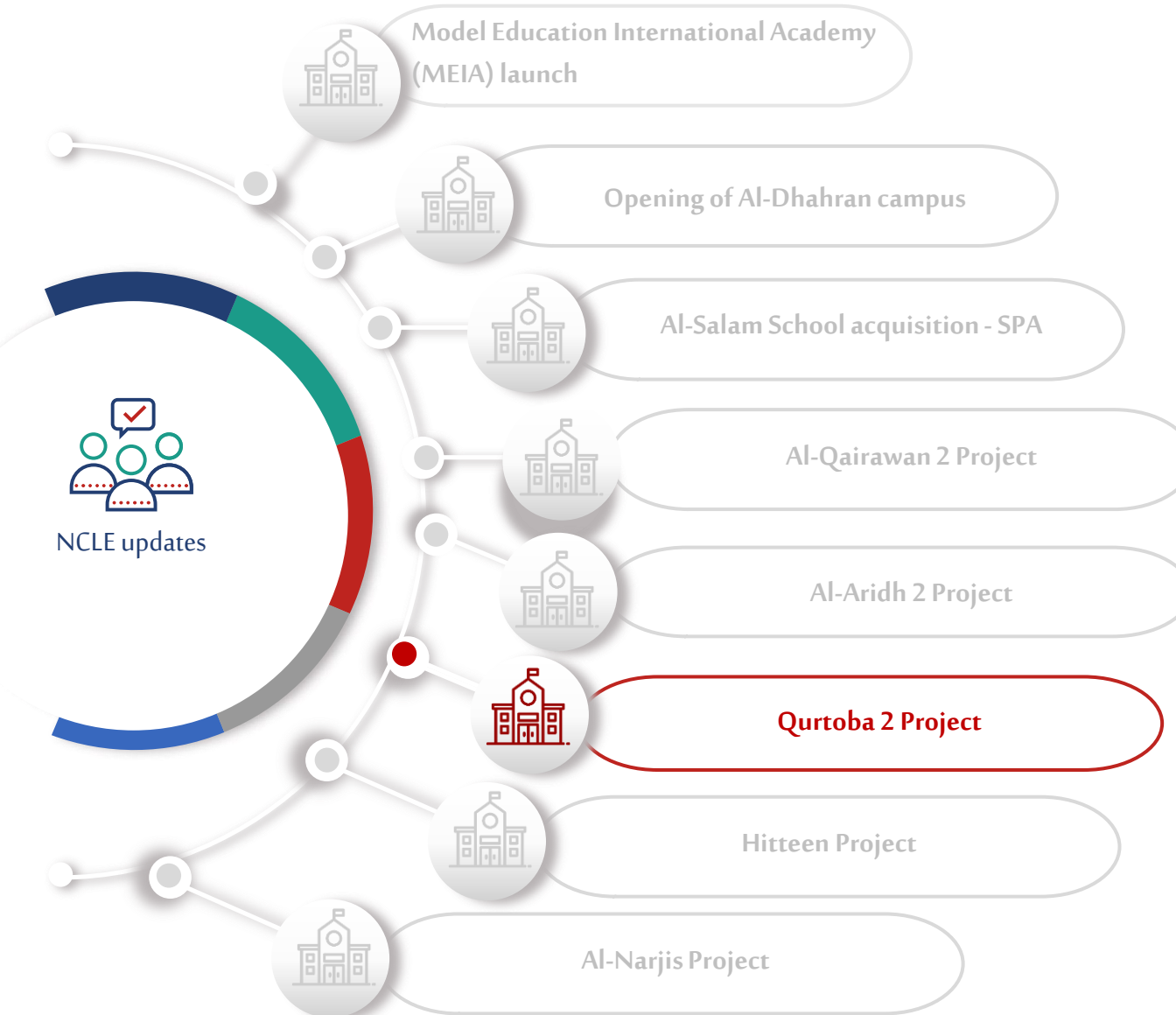


## Al-Arid 2 Project

- A lease agreement for an educational complex building (boys– girls) on a land area of (14,833 m2) in Al-Arid district- Riyadh.
- The contract duration is twenty (20) years starting from 27/8/2023, with an amount of SR 8.3 million annually throughout the contract period.
- The complex has an estimated capacity of 2,520 students. It will start operating from the academic year 2023/2024.
- The company aims from this educational complex to grow its market share in the north of Riyadh by providing educational curricula that serve multiple segments of parents to meet various desires.



# NCLE Upcoming Growth

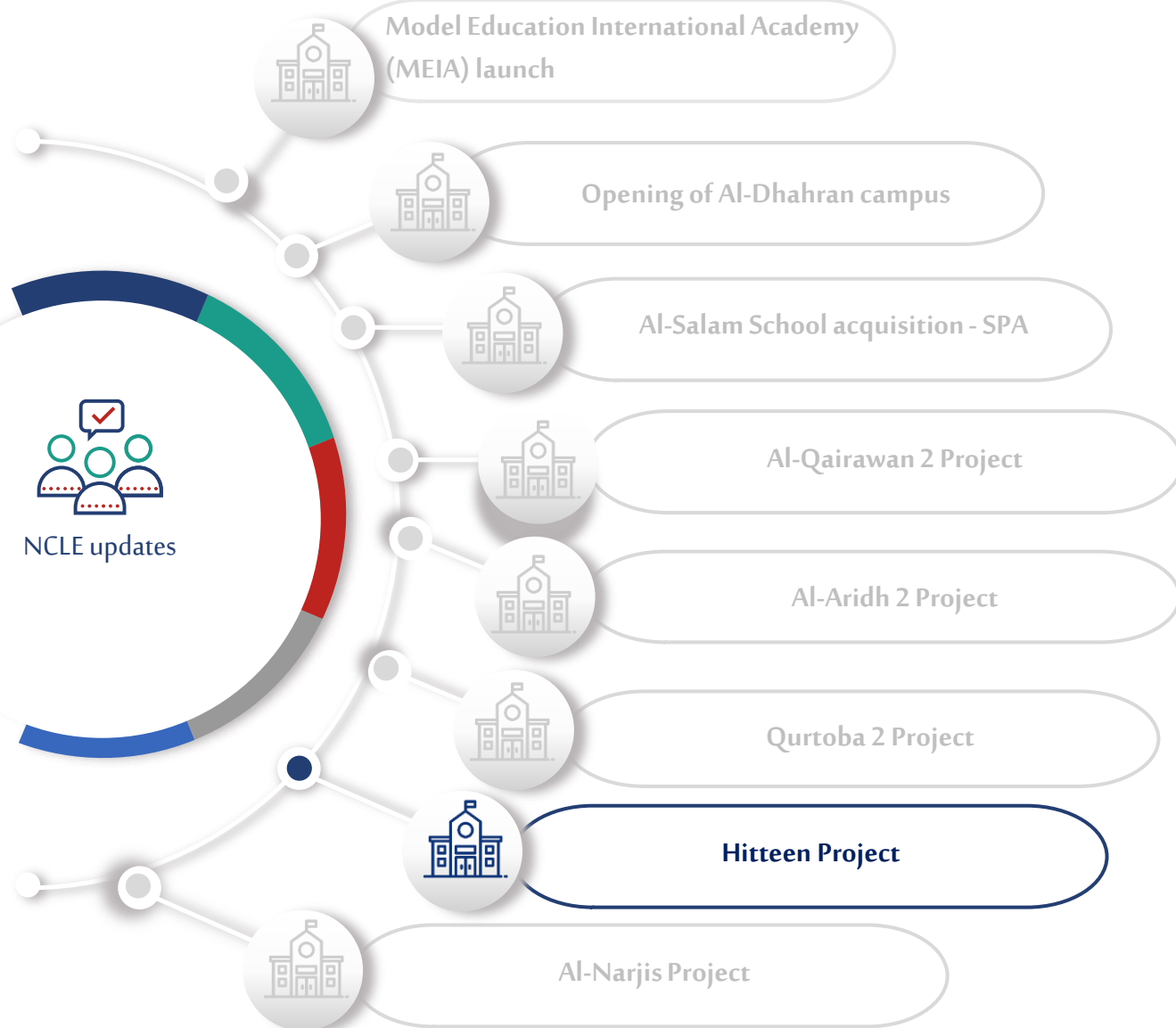


## Qurtaba 2 Project

- A land lease contract in Qurtubah district- Riyadh with an area of (13,200 m2) to construct and operate Tarbyh Namouthajiyah schools complex.
- The contract duration is 27 years (including 2 years grace period) with a Lease amount of SR 1.6 million annually and increases of 10% every 5 years.
- The educational complex will complement the services of the company's current school in Qurtubah district, which is close to reaching its capacity and offers kindergarten and primary stages only.



# NCLE Upcoming Growth

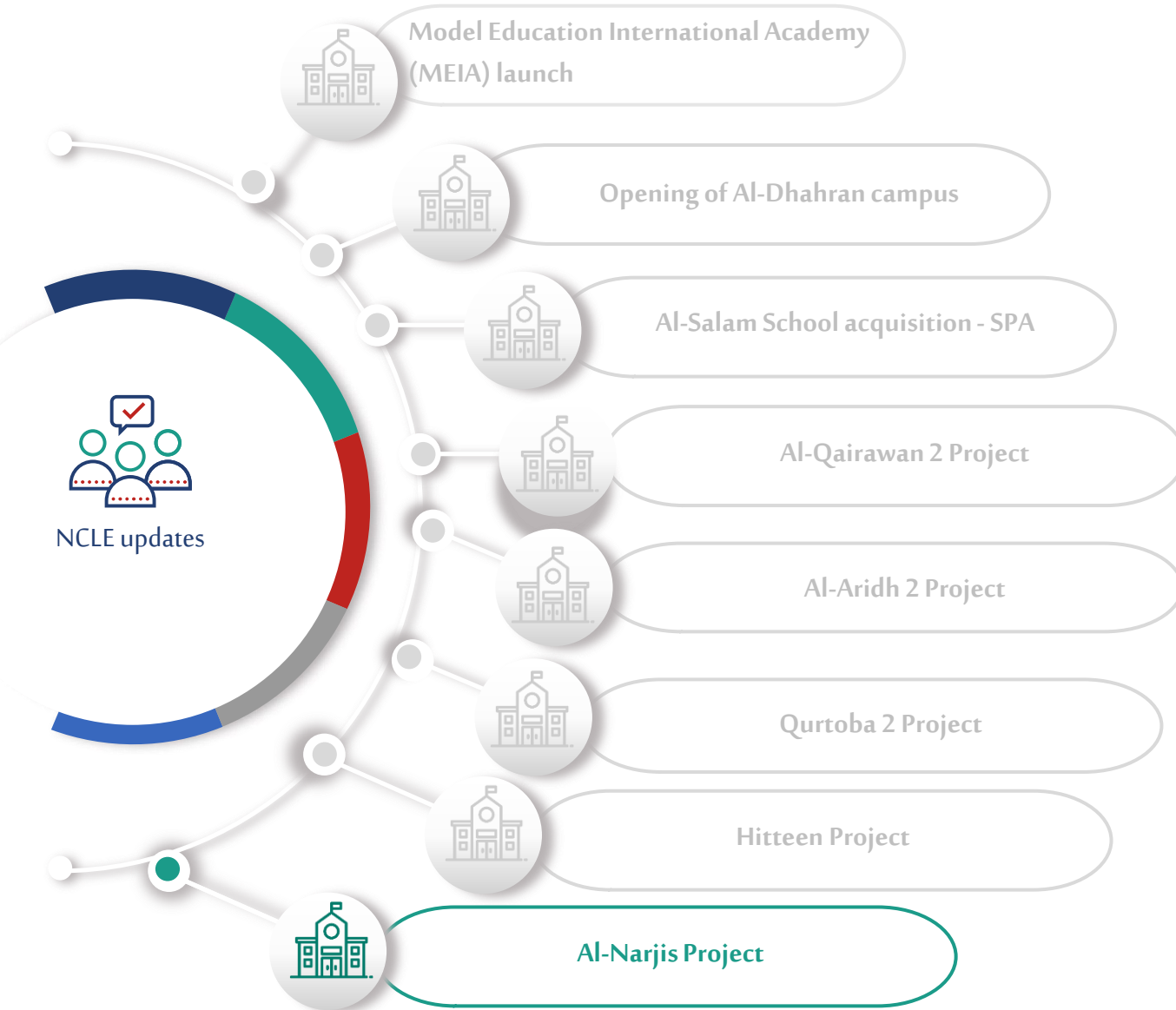


## Hetteen Project



- A land lease contract in Hetteen district- Riyadh with an area of (12,650 m2) to construct and operate an educational complex for NCLE.
- The contract duration is 26 years and 6 months (including 1 year and 6 months grace period ) with a lease amount of SR 2.46 million annually and increases of 10% every 5 years.
- This investment is part of the company's strategy to expand and grow the student base in order to generate the growth and returns that achieve the company's strategy.

# NCLE Upcoming Growth



## Al-Narjis Project

- Lease of land in Al-Narjis district - Riyadh with an area of (9,991 m<sup>2</sup>) to construct and operate Tarbyh Namouthajiyah schools complex.
- The contract duration is 20 Hijri years (including 2 years grace period) with a lease amount of SR 2.15 million annually and an annual increase of 4%, starting from the eleventh year.
- This investment is part of the company's strategy to expand and grow the student base in order to generate the growth and returns that achieve the company's strategy.



# Q&A



For more information, please contact us:  
[investor.relations@edu.com.sa](mailto:investor.relations@edu.com.sa)