



الشركة الوطنية للتربية والتعليم
NATIONAL COMPANY FOR LEARNING & EDUCATION

Earnings Presentation

FY 2022 Q1

DISCLAIMER

Information contained in this document is subject to change without further notice and it may not contain all material information concerning National Company for Learning and Education (the “Company”). The Company is not liable or responsible of accuracy of referenced information from external parties and the accuracy of data in this document. Investors should review the relevant announcements and financials published on Tadawul website and obtain professional advice where appropriate. The Company accepts no liability and will not be liable or responsible for any loss or damage arising directly or indirectly from the use of the contents of this document.

Information in this document contains projections and forward looking statements that reflect the company’s current views with respect to future events and financial performance. These views are based on current assumptions which are subject to various risks and may change over time. No assurance can be given that future events will occur, that projections will be achieved, or that the Company’s assumptions are correct. Actual results may differ materially from those projected.

This document is strictly not to be distributed without the explicit consent from the Company.

NCLE Overview



NCLE is celebrating its 64th anniversary since its inception in 1958



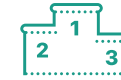
64 Years
Of Excellent
Education



K-12
National & International
Curriculum



15.5k
Enrolled Students
2021/2022



3rd
Ranking in Market
Share in Riyadh



10 Campuses
9 In-operation
& 1 Under Construction



29 k
Optimal capacity
Q1 2022



SAR 944 mn
Total assets
Q1 2022



SAR 34.4 mn
Dividends
FY2021



2022 Q1 financials



NCLE recorded its highest quarter earning in Q1 2022

15.5k

Enrolled students

From 13.3k in Q1 2021



SAR 73.3 mn

Revenue

Compared to 42.1 mn in Q1 2021

SAR 18.1 mn

Net profit

Compared to 3.8 mn in Q1 2021



24.7%

Net profit margin

Compared to 9% in Q1 2021

Enrolled students grew to 15.5k in Q1 '22 compared to 13.3k in Q1 '21

										
	TNS – Al-Rayan	TNS – Al-Rawabi	TNS – Al-Nozha	TNS – Qurtobah	TNS – Buraidah	Al-Khawarzmi	Al-Ghad	TNS – Al-Qairawan	TNS – Al-Arid	TNS – Dhahran
Establishment	1980	2009	2013	2017	2019	2010	1990	2020	2021	2022 Expected Opening
Location	Riyadh	Riyadh	Riyadh	Riyadh	Qassim	Riyadh	Riyadh	Riyadh	Riyadh	Dhahran
Curriculum										
Optimal Capacity	5,600	4,375	4,375	1,050	2,625	1,220	2,200	4,550	3000	2,625
Enrolled Students	3,014*	3,219	2,370**	562	765	1,114	1,508	2,030	918	NA
Utilization	54 %	74 %	54 %	54 %	29 %	91 %	69 %	45 %	31%	NA

* Included 80 Students from (MEIA Academy Al-Rayan)

**Included 160 Students from (MEIA Academy Al-Nozha)



28,995
Student

FY2022 Optimal Capacity



15,500
Student

FY2022 Enrolled Students



53% of optimal
Capacity

FY2022 Utilization Of Campuses

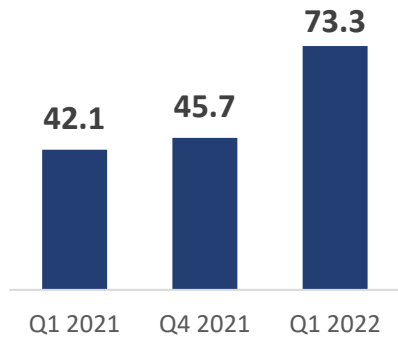
Diversified
Offering

National & International Programs

NCLE maintained a healthy financial growth in Q1 of '22

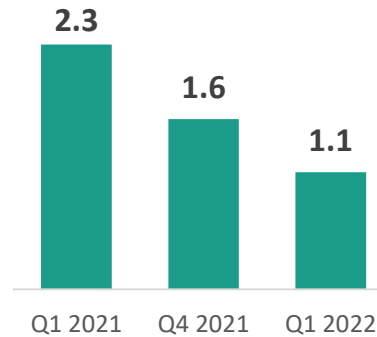
Revenues

SAR mn



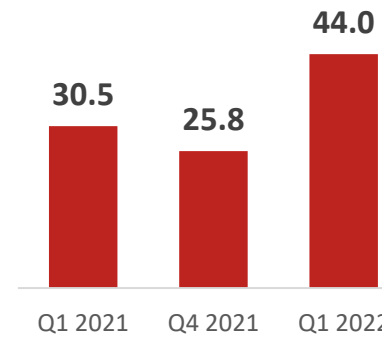
Gov. grants

SAR mn



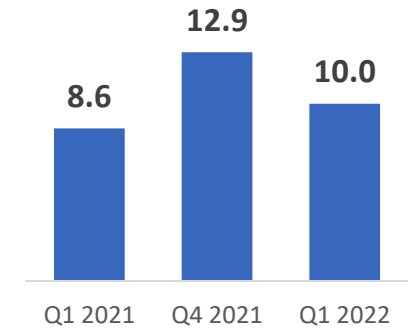
Cost of revenues

SAR mn



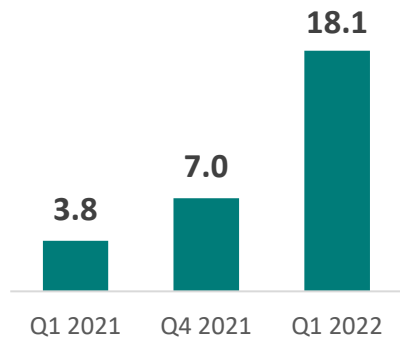
Marketing, G&A

SAR mn



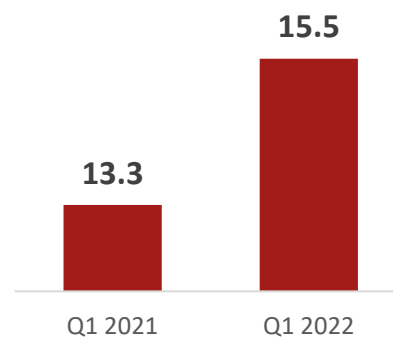
Net profits

SAR mn



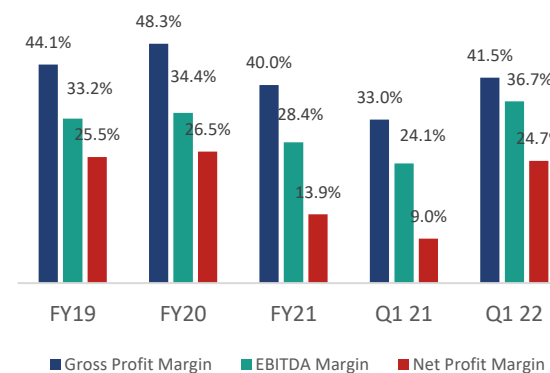
No. students

Thousands



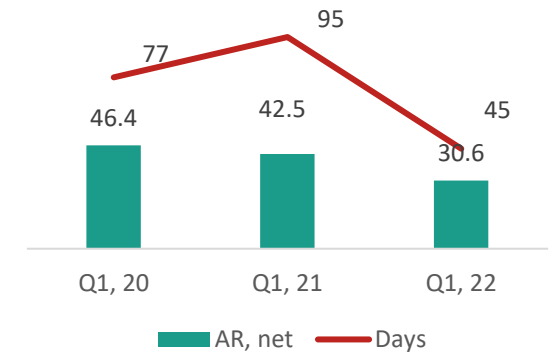
Margins

Percent



Accounts Rec.

SAR mn



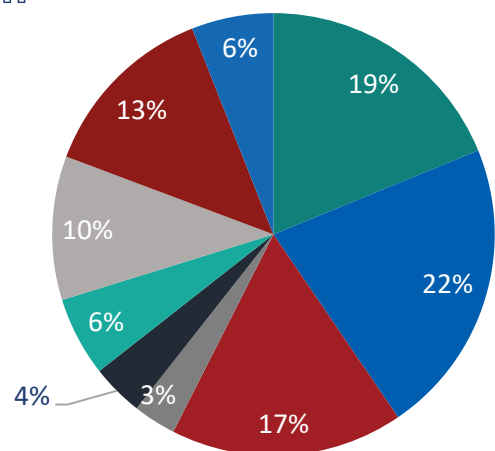
NCLE maintained a healthy financial growth in Q1 of '22

Key highlights for Q1 2022

- The increase in net profit was driven by growth of revenues by 74% this quarter compared to same quarter last year which was based on growth of enrolled students by 17% and increase of tuition fees compared to last year's tuition fees that included discounts related to the repercussions of the pandemic. *
- NCLE continues achieving its growth targets, as a new educational campus was opened- Tarbyh Namouthajiyah Schools (TNS) in Al-Arid district at the beginning of the current year 2021/2022, which contributed to the increase in the number of students during the current quarter
- Growth in the number of students is witnessed in the newly operated educational campuses (TNS - Al-Qairawan campus and TNS - Qassim campus).
- NCLE achieved the profitability rates it used to achieve prior to the pandemic, despite the high operational costs of operating new complexes.
- Revenues grew by 74% compared to same quarter of past year which led to net profit growth by 378% compared to the same period
- Cost of revenues grew by 44% compared to same quarter of past year due to growth of students, and nature of expenses in operating newly opened schools
- Government grants decreased by 31% compared to previous quarter and 53% compared to same quarter of past year due to decrease of HRDF and SANID
- Marketing expenses decreased by 23% compared to last quarter due to marketing campaign season that takes place in Q4 every year

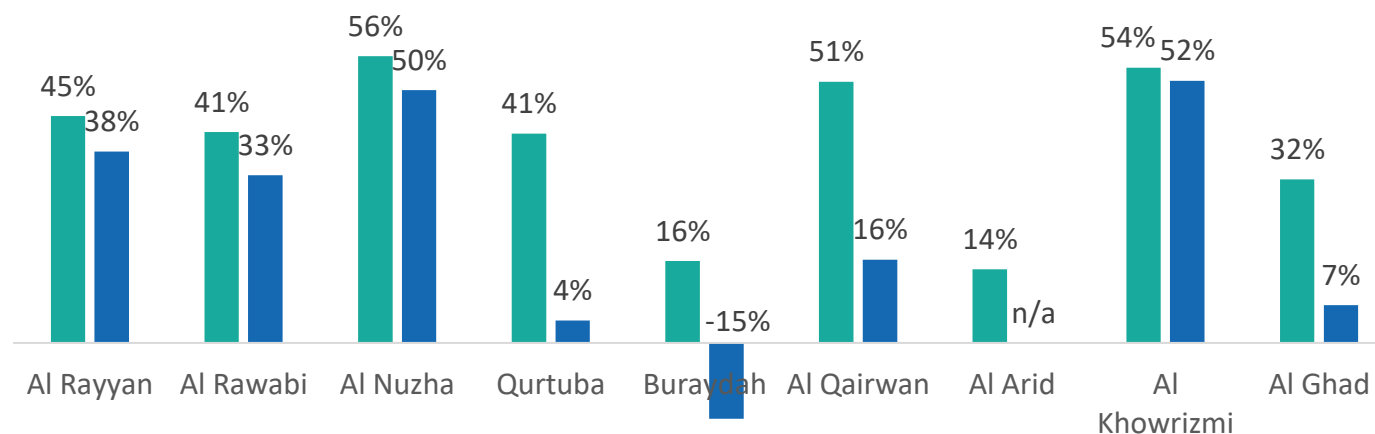
NCLE campuses experienced healthy financial growth

Revenue By Campus



■ Al-Rayan ■ Al-Rawabi ■ Al-Nozha ■ Qurtuba ■ Buraydah
■ Al-Khawarizmi ■ Al-Ghad ■ Al-Qairawan ■ Al-Arid

Gross Margin by Campus



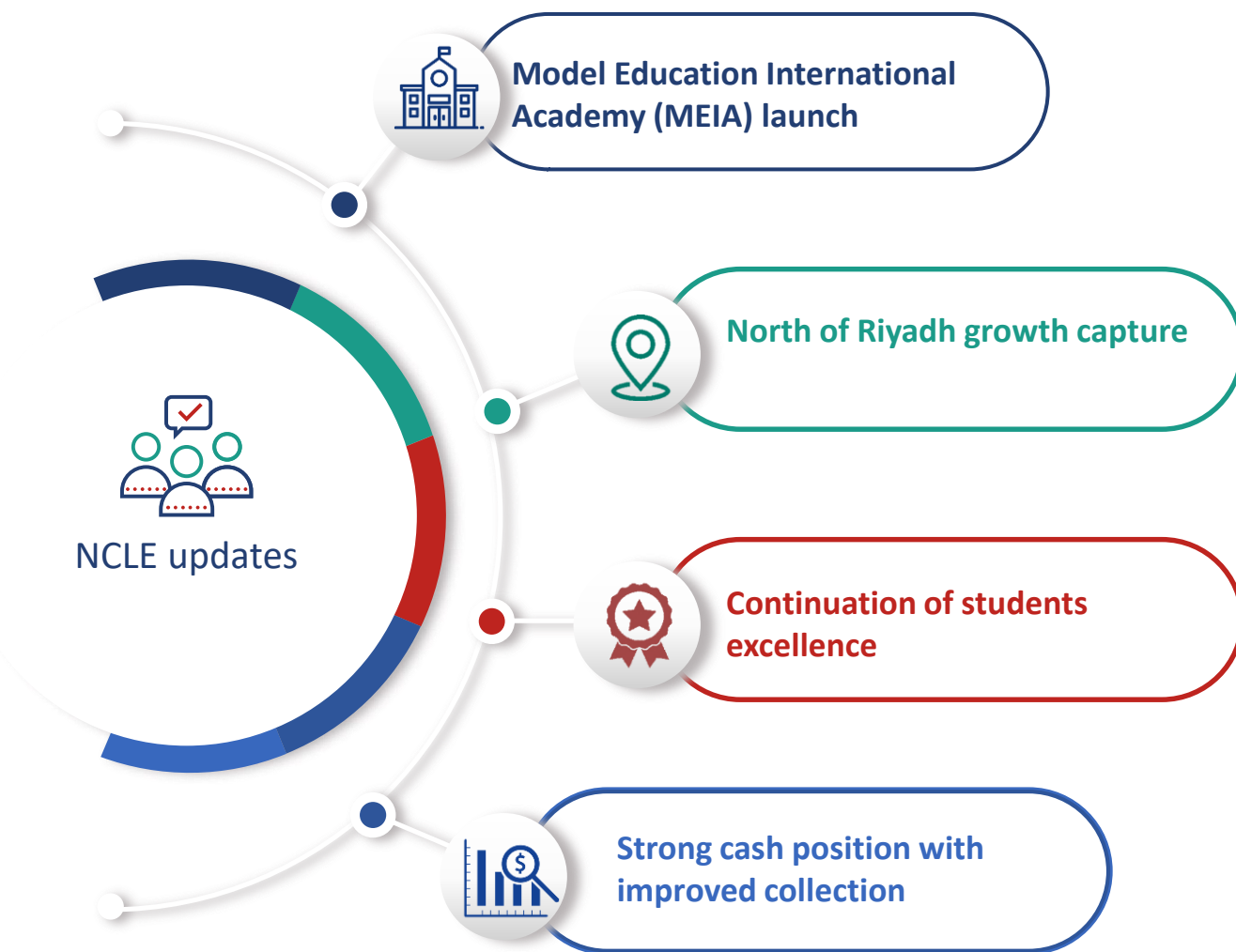
■ Q1 2022 ■ Q1 2021

Campuses	Al-Rayan	Al-Rawabi	Al-Nozha	Qurtobah	Buraidah	Al-Qairawan	Al-Arid	Al-Khwarizmi	Al Ghad
Revenue	13,784,117	15,879,449	12,457,000	2,295,693	2,786,614	9,745,115	4,386,631	4,248,640	7,701,690
Government Grants & Subsidies	291,805	302,534	338,466	24,300	19,800	12,180	49,950	10,083	43,300
Cost	(7,925,002)	(9,592,300)	(5,771,119)	(1,374,090)	(2,357,590)	(4,751,060)	(3,801,890)	(1,957,832)	(5,265,967)
Gross Profit	6,150,920	6,589,683	7,024,347	945,903	448,824	5,006,235	634,691	2,300,891	2,479,023

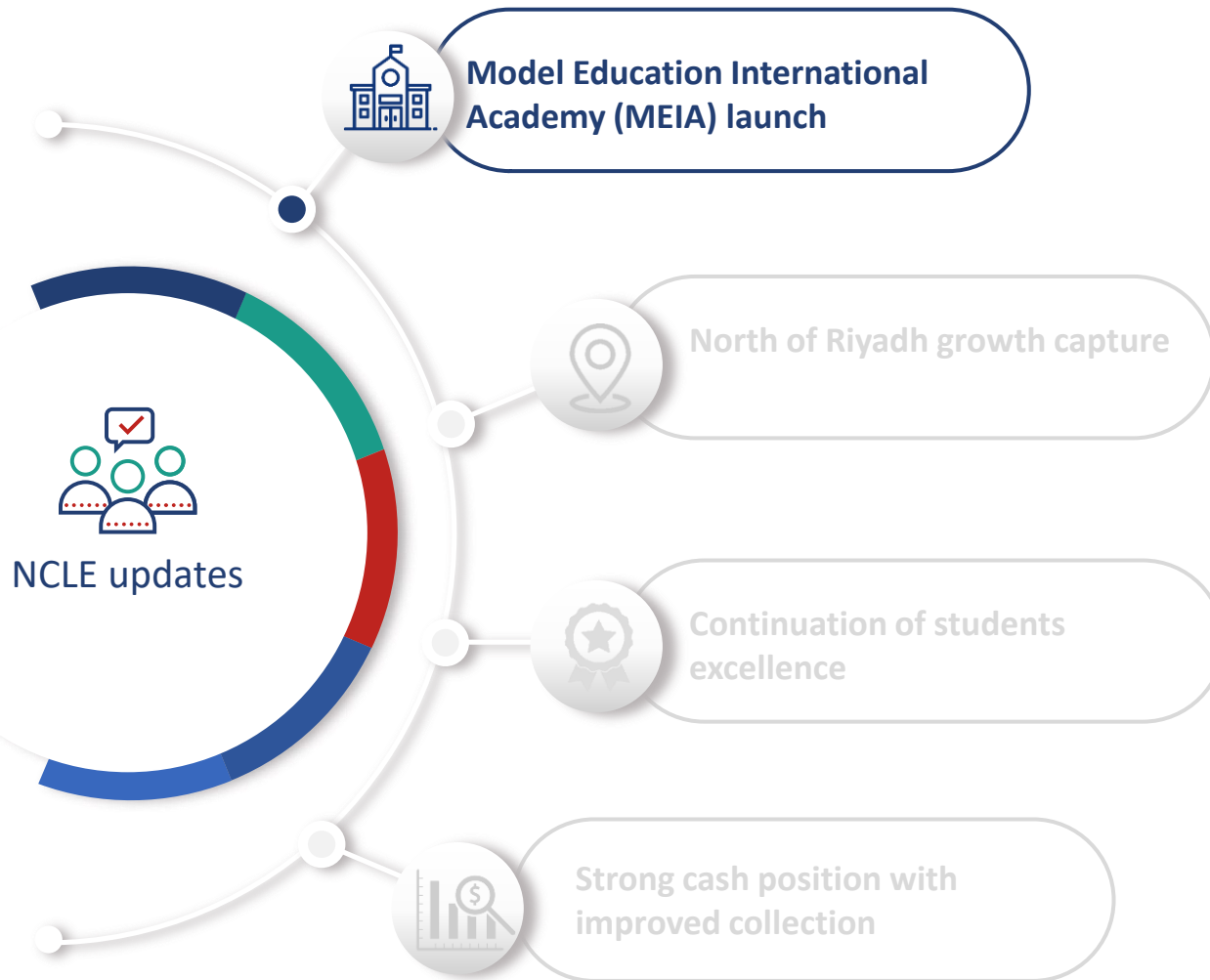
NCLE executive updates



NCLE updates



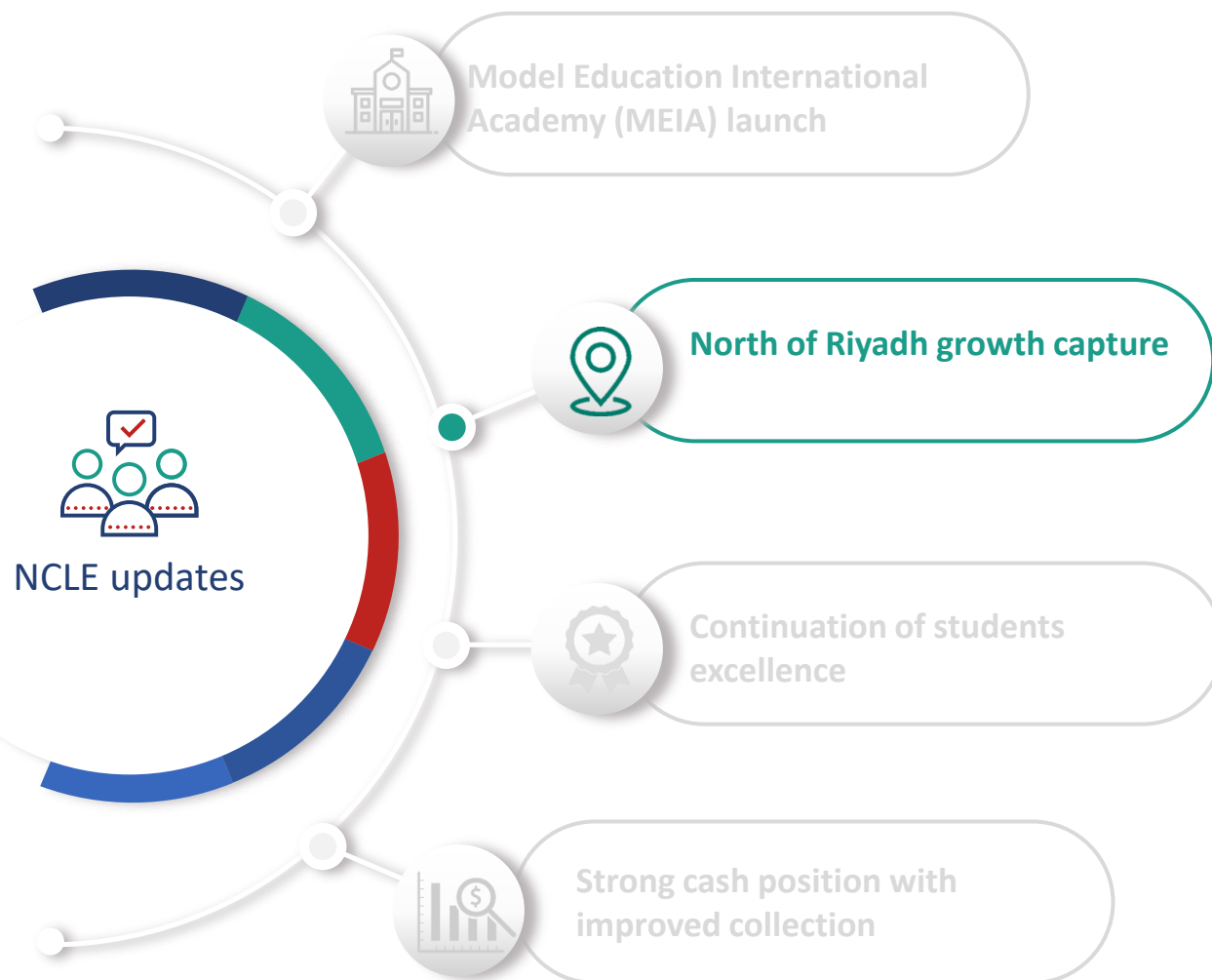
NCLE updates



- 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 240 students enrolled

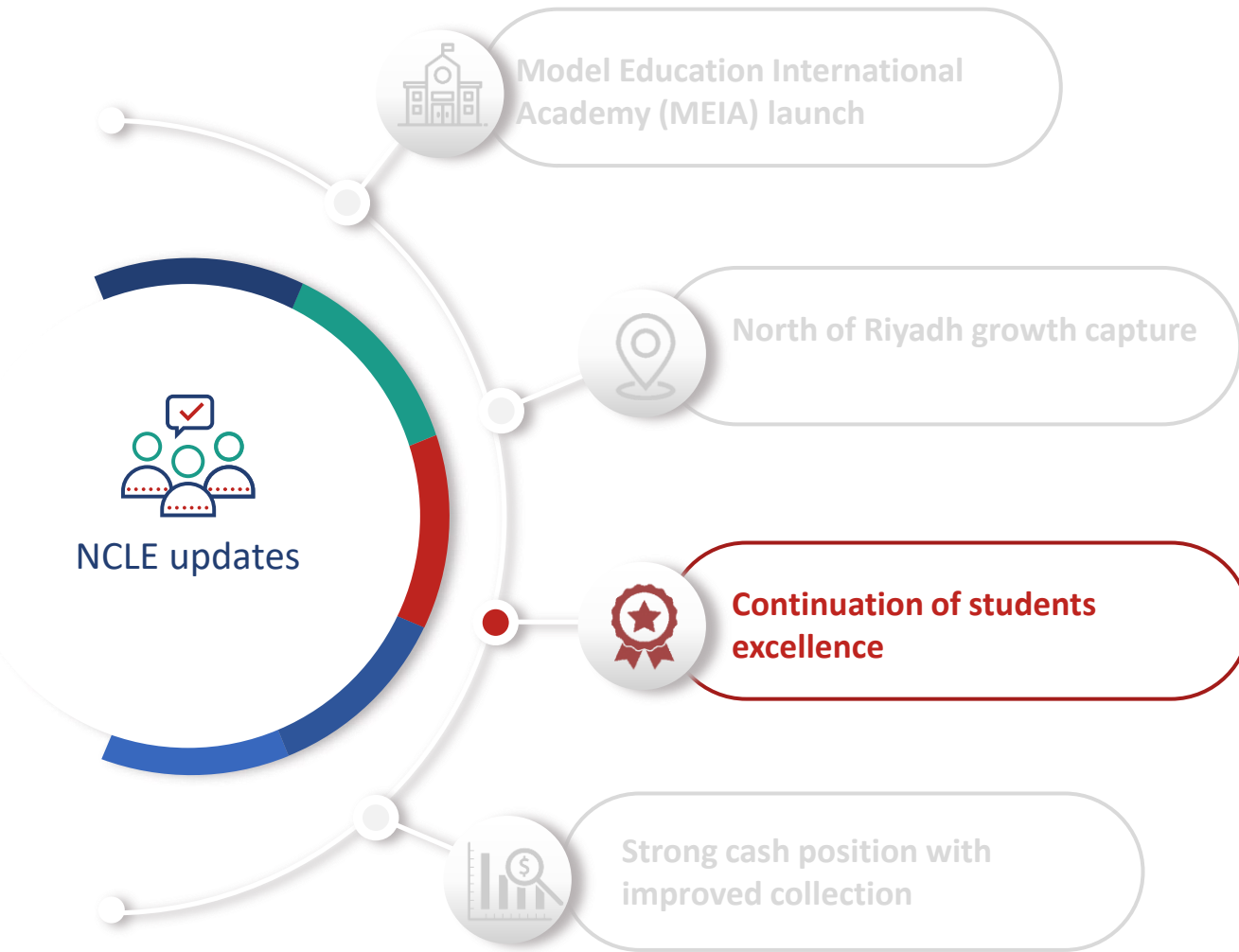


NCLE updates



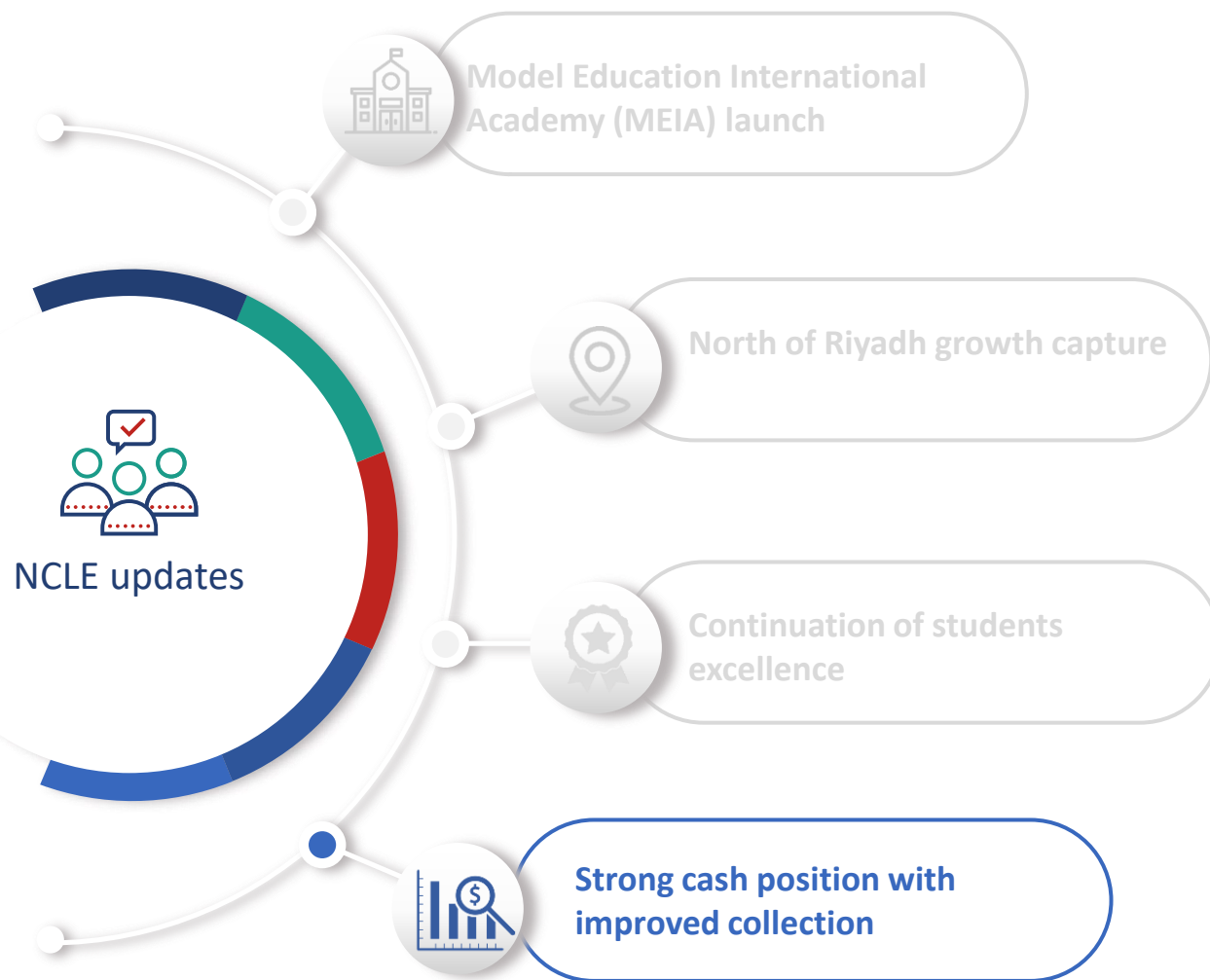
- NCLE managed to establish strong roots in North of Riyadh with a capacity of 7500+ students through Qairawan and Aridh campuses
- Qairawan enrollment doubled in its 2nd year of operation with over 2000 students
- Aridh successful launch resulted in 900+ students in year 1 of operation

NCLE updates

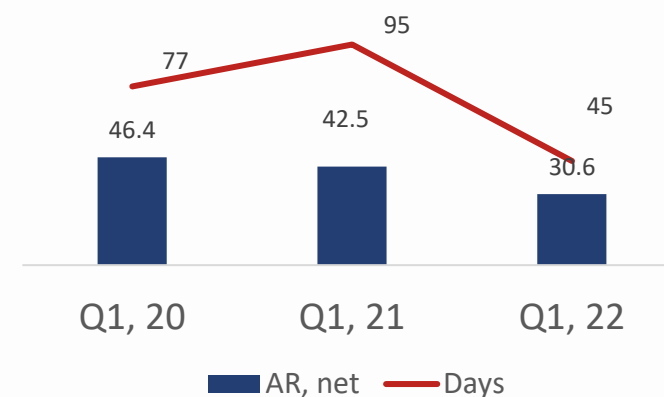


- NCLE schools has been maintaining strong performance in student success
- 2nd place in KSA - Kangaroos Global Math Competition
- 1st place in Al-Qassim 2nd place in Riyadh in the global Olympiad robot competition
- Cognia reaccreditation for the international program for the next 5 years
- Hamdan Bin Rashed Excellence Award for Educational Performance
- Scientific Creativity Award from the Ministry of Education
- 2 out of NCLE's 10 schools were in top 20 schools in KSA in qudurat and tahsili exams

NCLE updates



- Enhanced collections through various initiatives (i.e. online payment channels and early payment discounts)
- Maintained dividends distribution levels despite the pandemic with SR 34,4 million Represent 8% of the Capital and dividends yield of 140%.



Q&A



For more information, Please contact us:
investor.relations@edu.com.sa