



الشركة الوطنية للتربية والتعليم  
NATIONAL COMPANY FOR LEARNING & EDUCATION

# Earnings Presentation

FY Q2 2022



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# NCLE Overview



# NCLE is celebrating its 64<sup>th</sup> anniversary since its inception in 1958



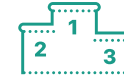
**64 Years**  
Of Excellent  
Education



**K-12**  
National & International  
Curriculum



**16.4k**  
Enrolled Students  
2021/2022



**3rd**  
Ranking in Market  
Share in Riyadh



**10 Campuses**  
9 In-Operation  
& 1 Under Construction



**29 k**  
Optimal Capacity  
Q2 2022



**SAR 919 M**  
Total Assets  
Q2 2022



**SAR 34.4 M**  
Dividends  
FY2021



# Q2 2022 Financials



# NCLE recorded its highest quarter earning in six-month period Q2 2022

**16.4k**

Enrolled students

From 13.3k last year



**SAR 150 M**

Revenue

Compared to 85 M six-month 2021

**SAR 36.3 M**

Net profit

Compared to 8.4 M six-month 2021



**24.2%**

Net profit margin

Compared to 10% six-month 2021

# Enrolled students grew to 16.4 in Q2 of 2022 compared to 13.3k in Q2 of 2021

										
	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	5,250	4,375	4,375	1,050	2,625	1,220	2,200	4,550	3000	2,625
Enrolled Students	3,155*	3,303	2,487**	644	821	1,129	1,558	2,191	1,089	NA
Utilization	56 %	75 %	57 %	61 %	31 %	93 %	71 %	48 %	36 %	NA

\* Included 87 Students from (MEIA Academy Al-Rayan)

\*\*Included 178 Students from (MEIA Academy Al-Nozha)



28,645  
Student

FY2022 Optimal Capacity



16,377  
Student

FY2022 Enrolled Students



57% Of Optimal  
Capacity

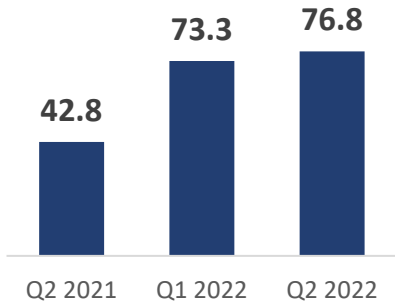
FY2022 Utilization Of Campuses

Diversified  
Offering

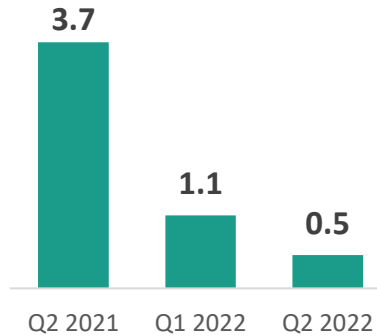
National & International Programs

# NCLE maintained a healthy financial growth in Q2 of 2022

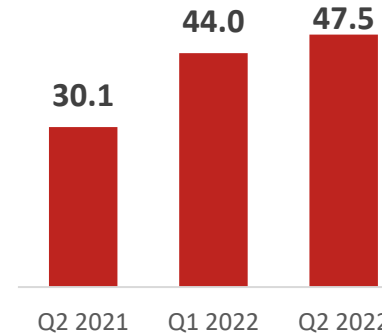
**Revenues**  
SAR M



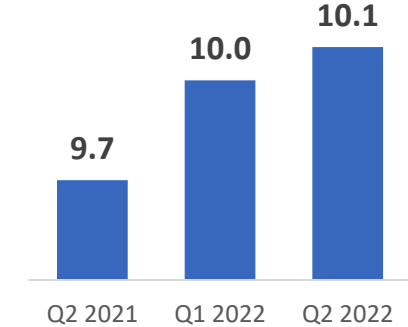
**Gov. grants**  
SAR M



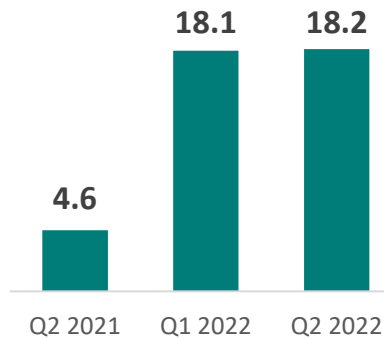
**Cost of revenues**  
SAR M



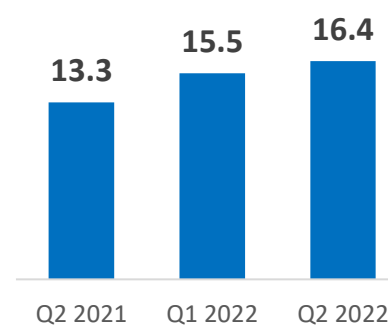
**Marketing, G&A**  
SAR M



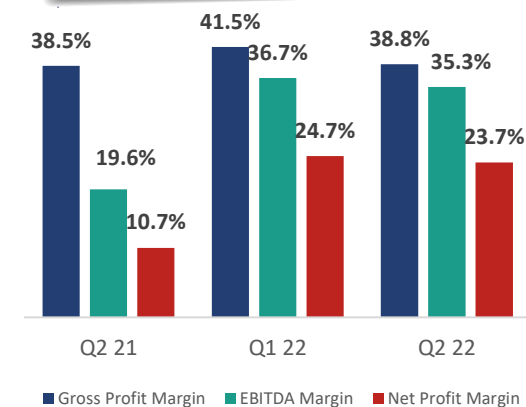
**Net profits**  
SAR M



**No. students**  
In thousands



**Margins**  
Percentage





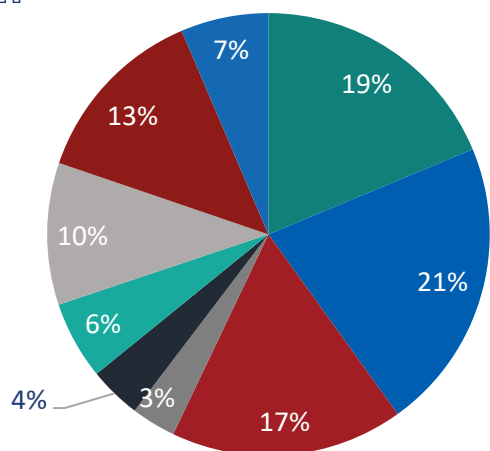
# NCLE maintained a healthy financial growth in Q2 of 2022

## Key highlights for Q2 of 2022

- The increase in net profit was driven by growth of revenue by 79% compared to the same quarter of the previous year which resulted mainly from:
  - ❖ Increase in number of students enrolled by 23% from 13.3 k students in last year to 16.4 k students in the current quarter coinciding with the second semester.
  - ❖ Increase in tuition fees compared to the last year that included exceptional discounts related to the repercussions of the Corona pandemic that the company announced at that time.
- 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 campuses.
- Revenues grew by 79% compared to same quarter of past year which led to net profit growth by 299% compared to the same quarter
- Cost of revenues grew by 58% compared to same quarter of last year due to growth of students, and nature of expenses in operating newly opened schools.
- Government grants decreased by 86% compared to same quarter of past year due to benefiting from SANED initiative during the same quarter of last year.

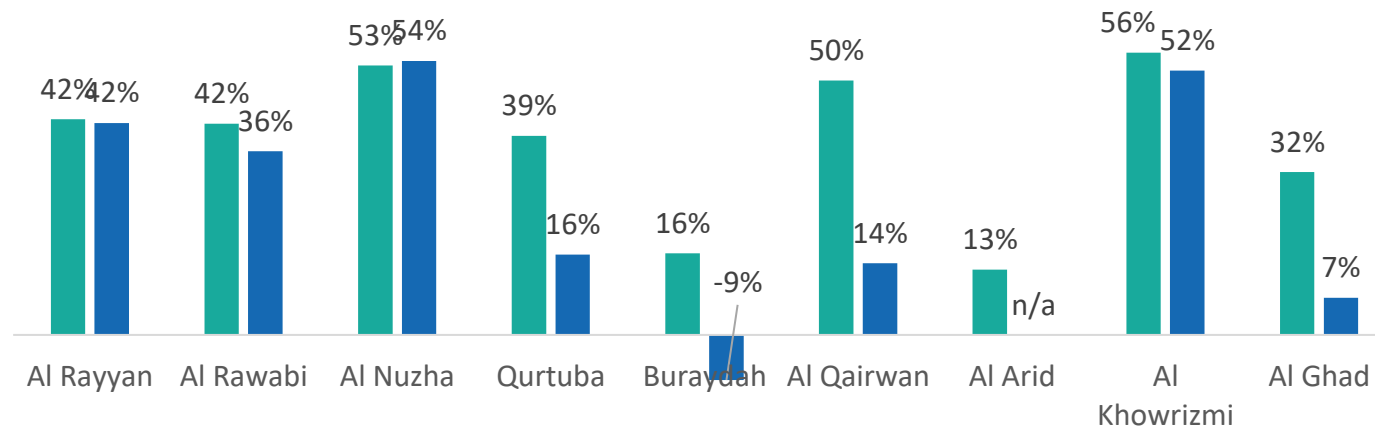
# NCLE campuses experienced healthy financial growth

 Revenue By Campus



■ Al-Rayan   
 ■ Al-Rawabi   
 ■ Al-Nozha   
 ■ Qurtobah   
 ■ Buraidah  
■ Al-Khwarizmi   
 ■ Al-Ghad   
 ■ Al-Qairawan   
 ■ Al-Arid

 Gross Margin by Campus



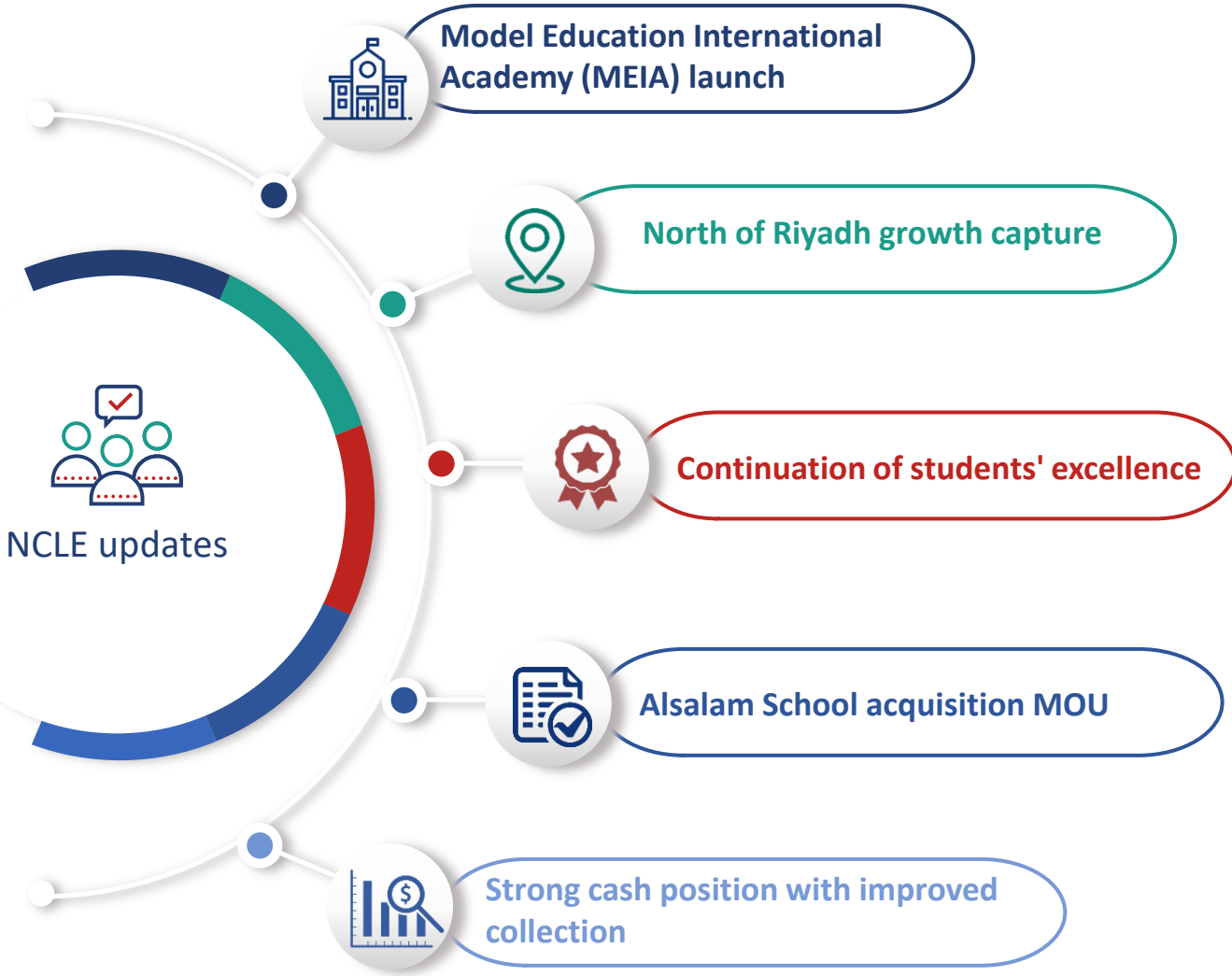
■ six-month 2022   
 ■ six-month 2021

Campuses	Al-Rayan	Al-Rawabi	Al-Nozha	Qurtobah	Buraidah	Al-Qairawan	Al-Arid	Al-Khwarizmi	Al Ghad
Revenue	28,086,467	32,035,336	25,524,163	4,889,595	5,718,734	20,033,035	9,628,830	8,559,401	15,568,102
Government Grants & Subsidies	413,066	409,835	439,715	47,063	40,426	17,180	54,950	136,247	66,092
Cost	(16,573,156)	(19,134,255)	(12,436,279)	(3,021,233)	(4,839,799)	(10,022,739)	(8,443,780)	(3,940,998)	(10,647,016)
Gross Profit	11,926,377	13,310,916	13,527,599	1,915,425	919,361	10,027,476	1,240,000	4,754,650	4,987,178

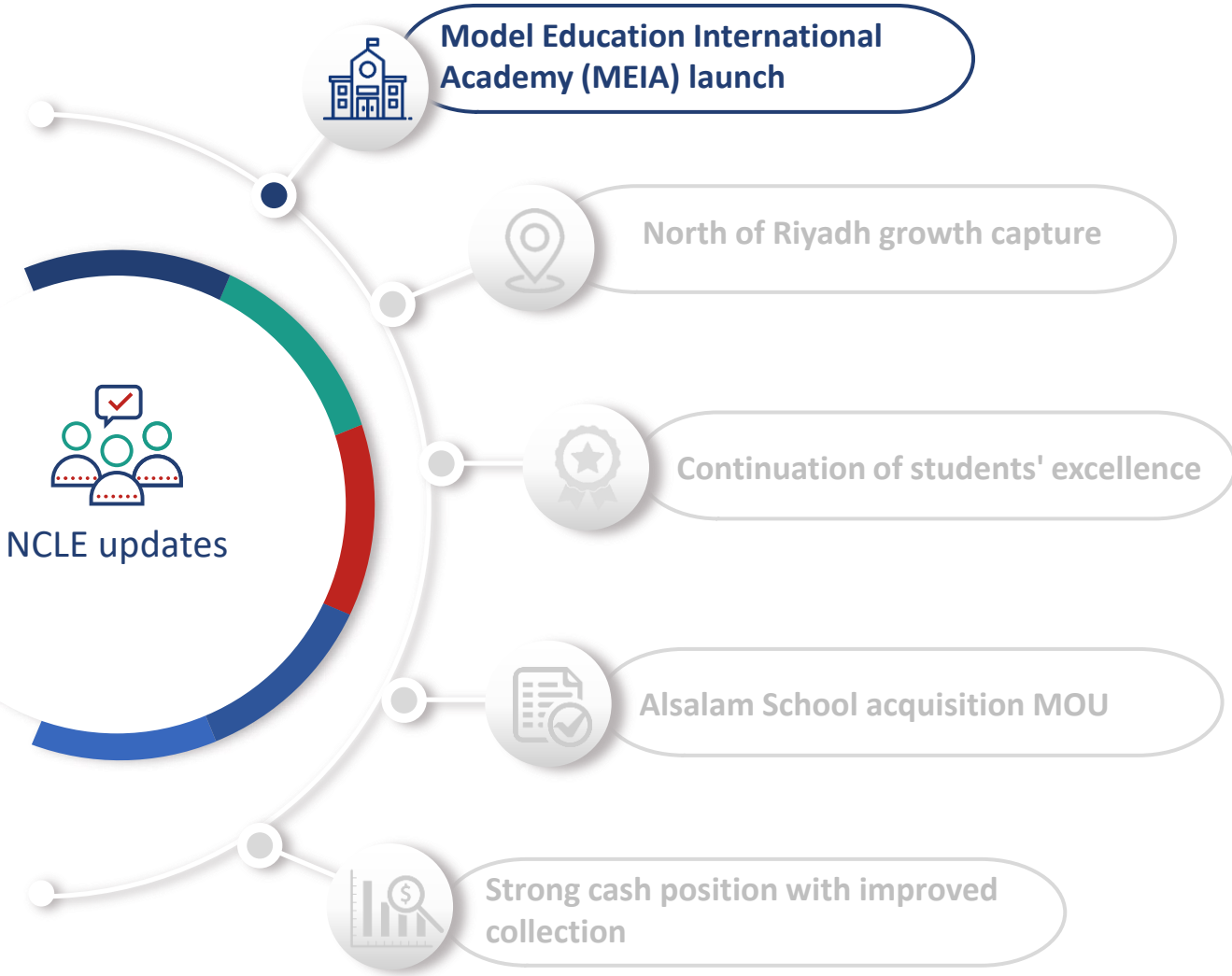
# NCLE executive updates



# NCLE updates



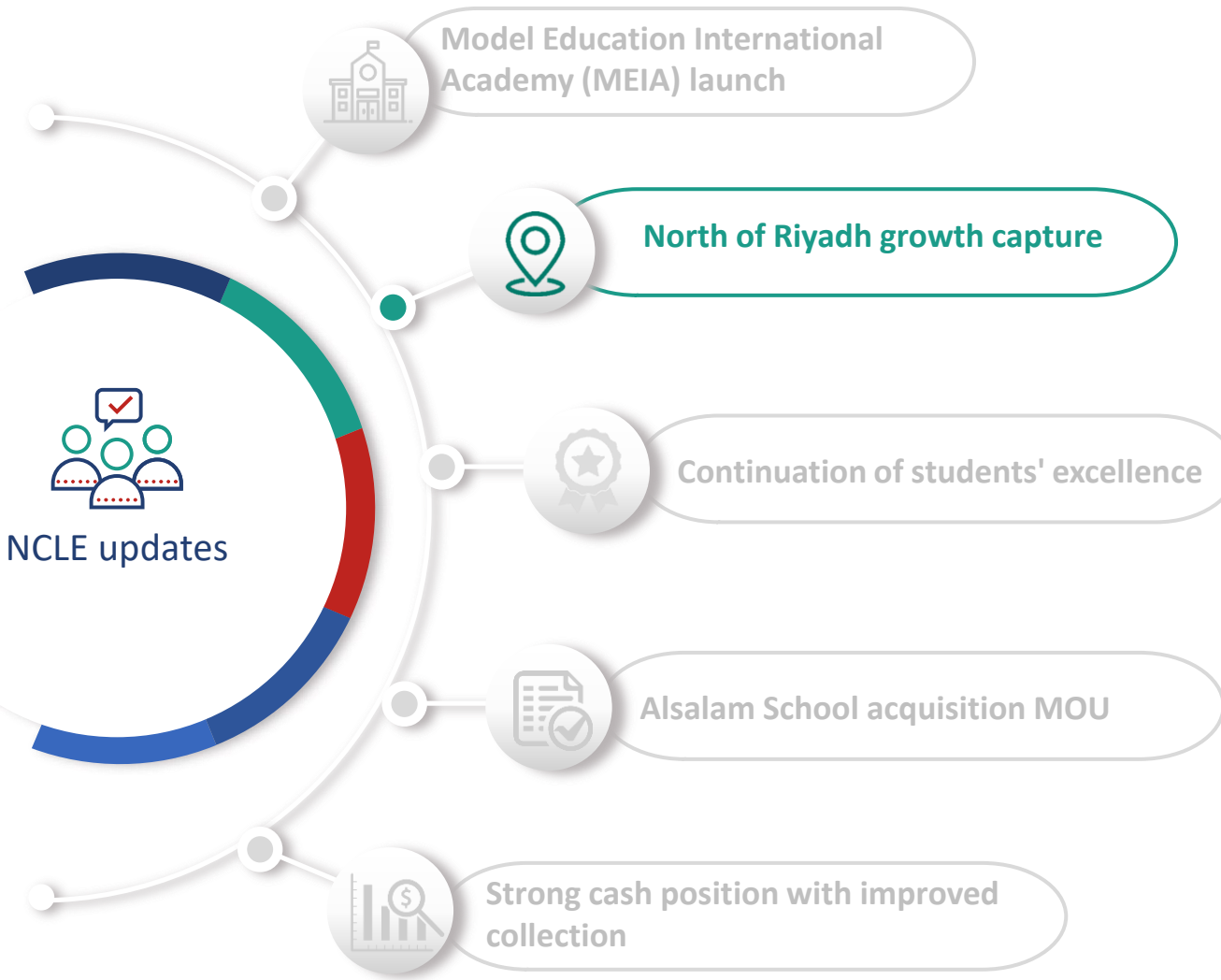
# NCLE updates



- 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 265 students enrolled

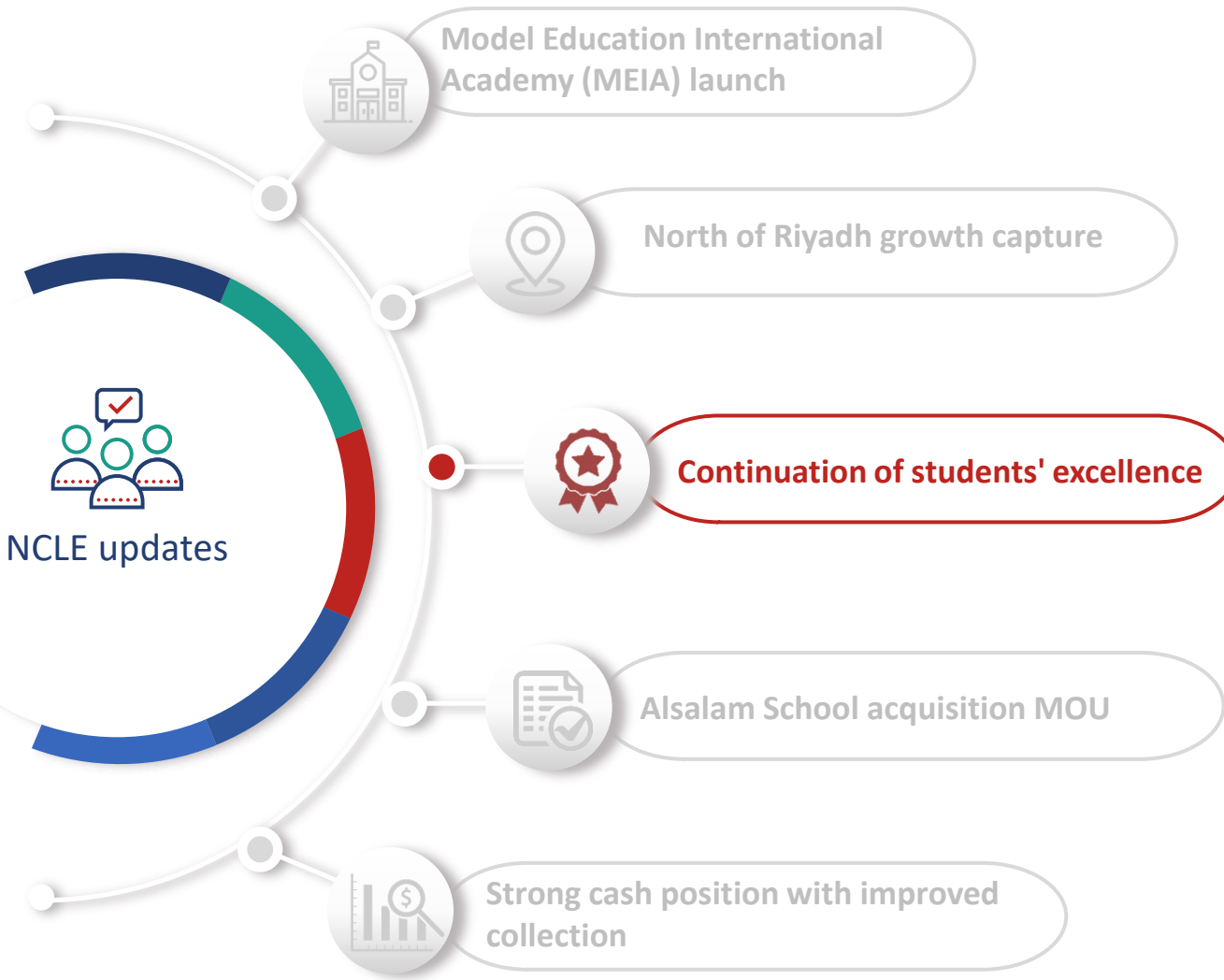


# NCLE updates



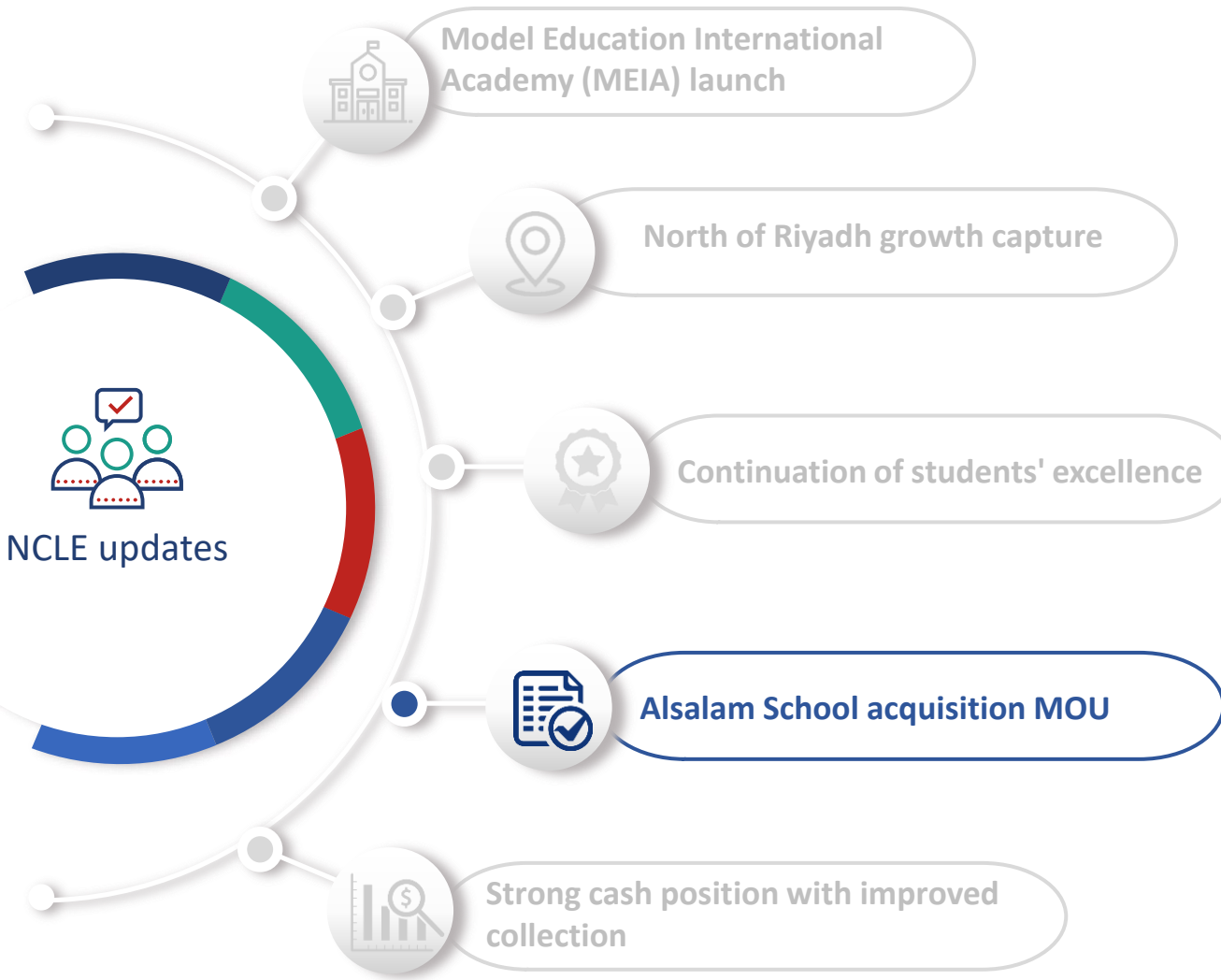
- NCLE managed to establish strong roots in North of Riyadh with a capacity of 7500+ students through Qairawan and Aridh campuses
- Qairawan enrollment doubled in its 2<sup>nd</sup> year of operation with over 2000 students
- Aridh successful launch resulted in 1000+ students in year 1 of operation

# 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

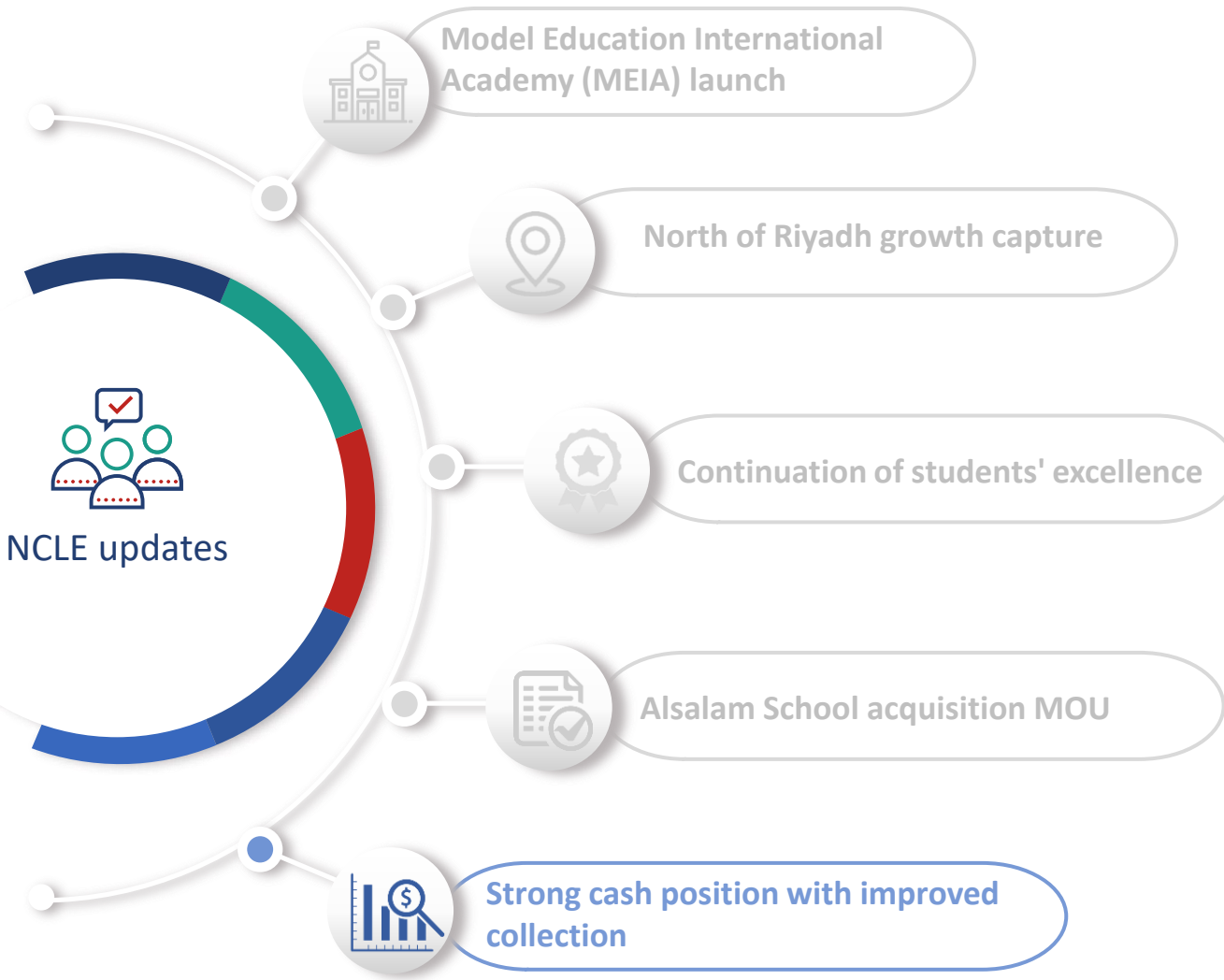
# NCLE updates



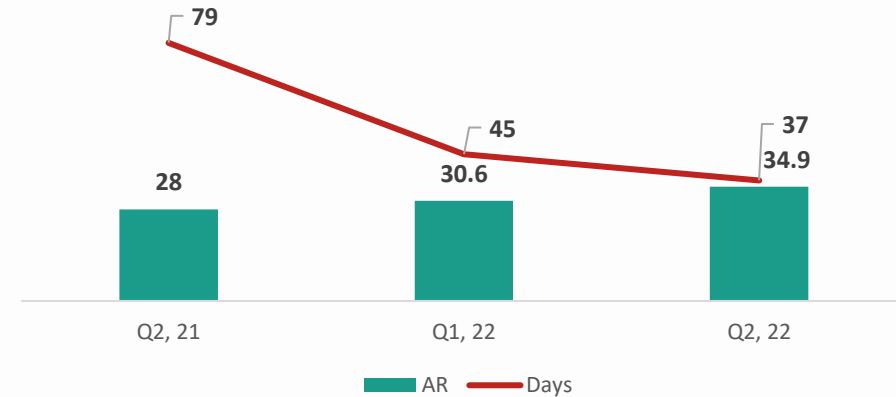
- NCLE signed an MOU with Alsalam Educational company in Khobar
- Alsalam school attracted NCLE's attention due to high potential of growth, and academic excellence
- The strategic objective is increase NCLE's portfolio of high-quality schools and achieve high economies of scale due to NCLE's upcoming greenfield school in the eastern province region



# 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 share capital and dividends yield of 140%.



# Q&A



For more information, Please contact us:  
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