

لجنة حصر وتطوير الفرص الاستثمارية  
اللجنة الفرعية للتعليم والتدريب

**National Deal Flow Committee**  
Education & Training Subcommittee

## **Premium International Schools in Eastern Province**

Investment Opportunity – K-12 Education

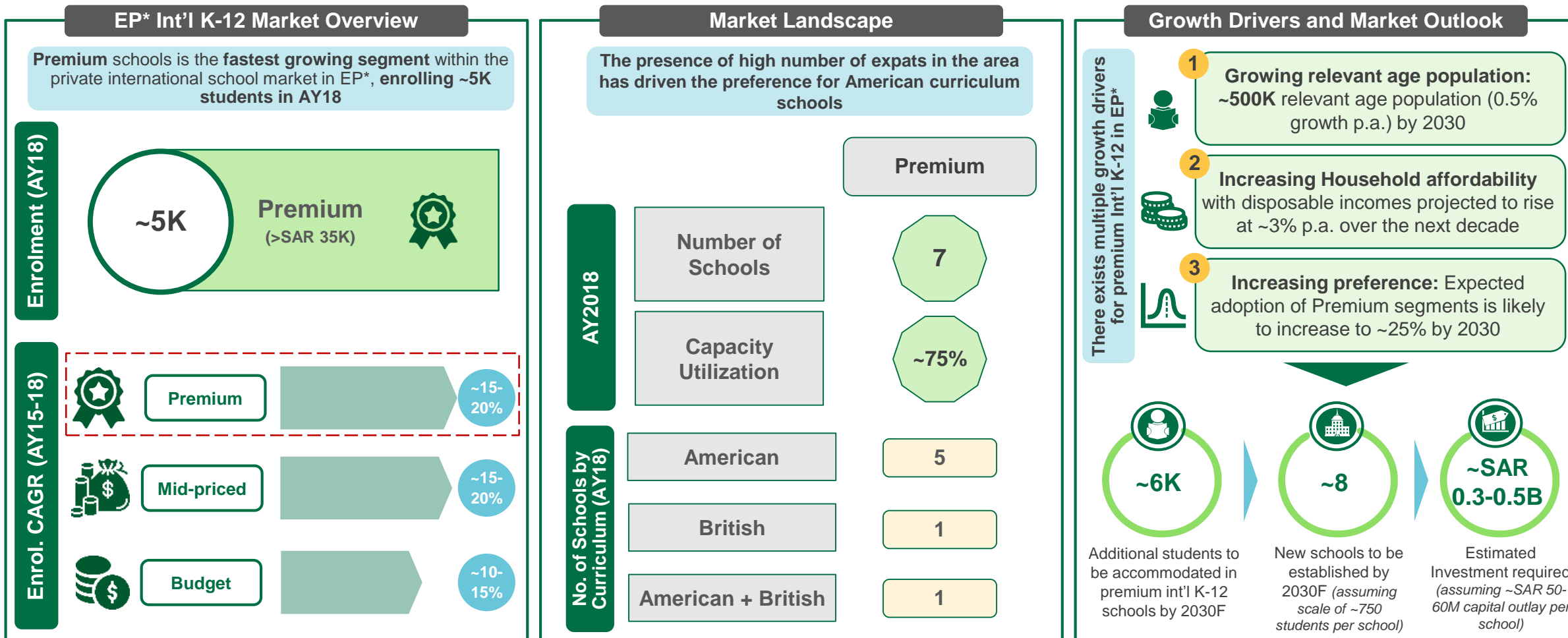
April 2022



# Eastern Province Int'l K-12 Premium Opportunity

**OPPORTUNITY DESCRIPTION:** Invest in KSA's education sector by establishing high-quality, premium Int'l K-12 schools in the Eastern Province

## OPPORTUNITY OVERVIEW



Note: EP stands for Eastern Province which includes cities of Dammam, Al Khobar, and Dhahran

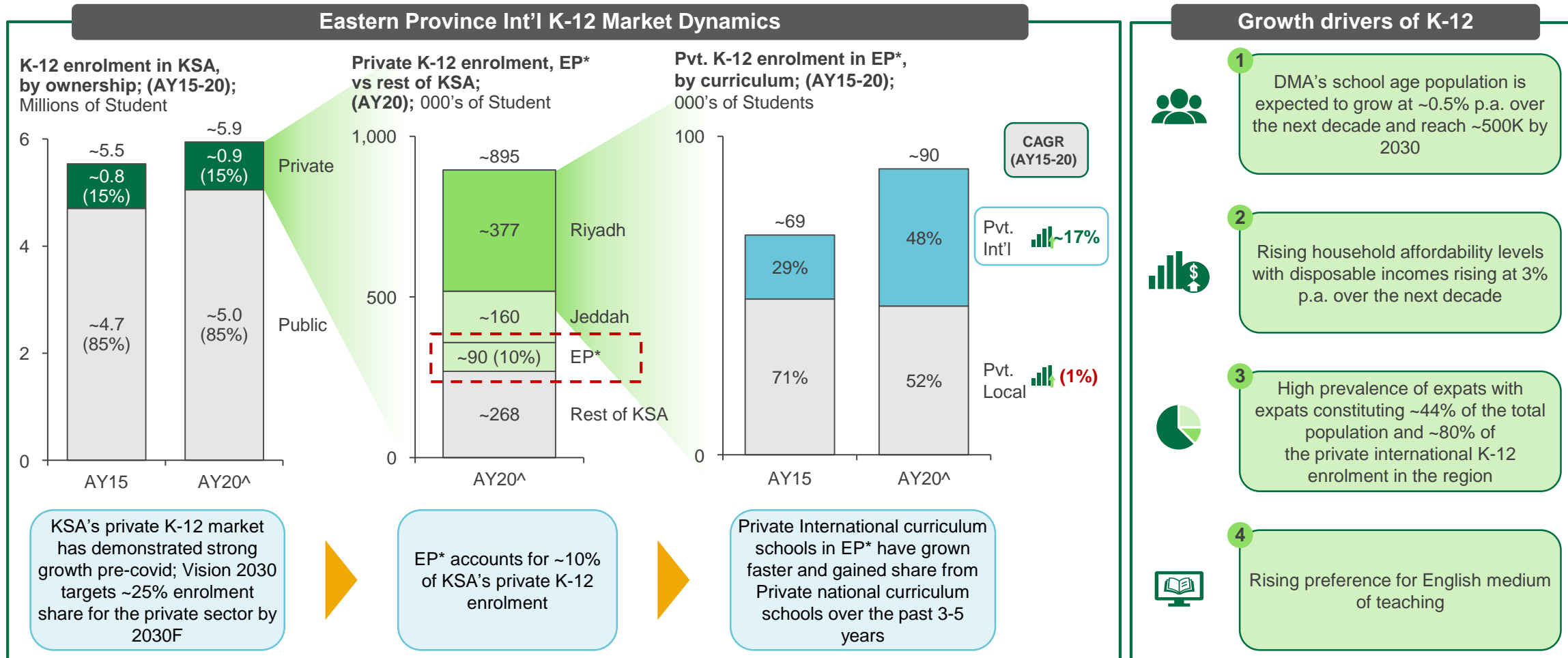
Source: General Authority of Statistics; Ministry of Education; Survey of premium and super premium schools in EP



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## PRIVATE K-12 DEMAND OVERVIEW



Note: AY refers to the Academic Year, which typically runs from Sept – June in KSA; ^ AY21 has not been showcased due to one-off impact on enrolments due to ongoing pandemic  
\* EP stands for Eastern Province which includes cities of Dammam, Al Khobar, and Dhahran



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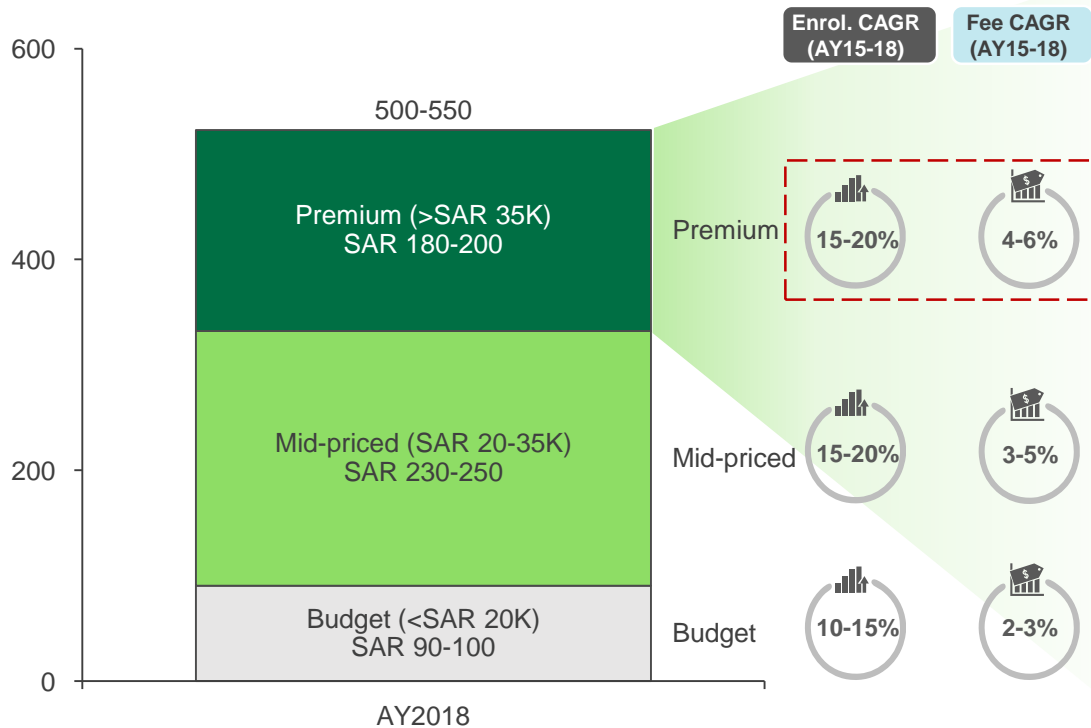
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## EP INT'L K-12 MARKET ASSESSMENT AND COMPETITIVE LANDSCAPE

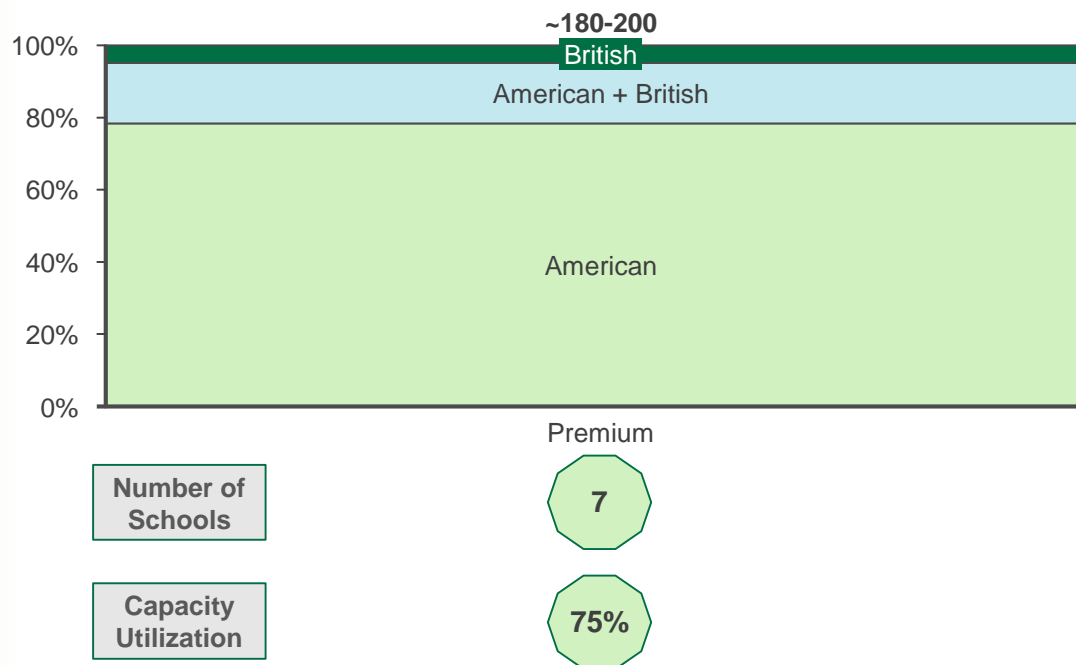
**INDICATIVE**

### International Premium K-12 market assessment

Revenue, by price segment, international schools, EP (AY2018)  
Percentage; SAR Millions



Revenue, by price segment, Premium int'l schools, DMA (AY2018)  
Percentage; SAR Millions



There are 7 schools in the Premium segment with American curriculum schools accounting for ~80% of the total revenue



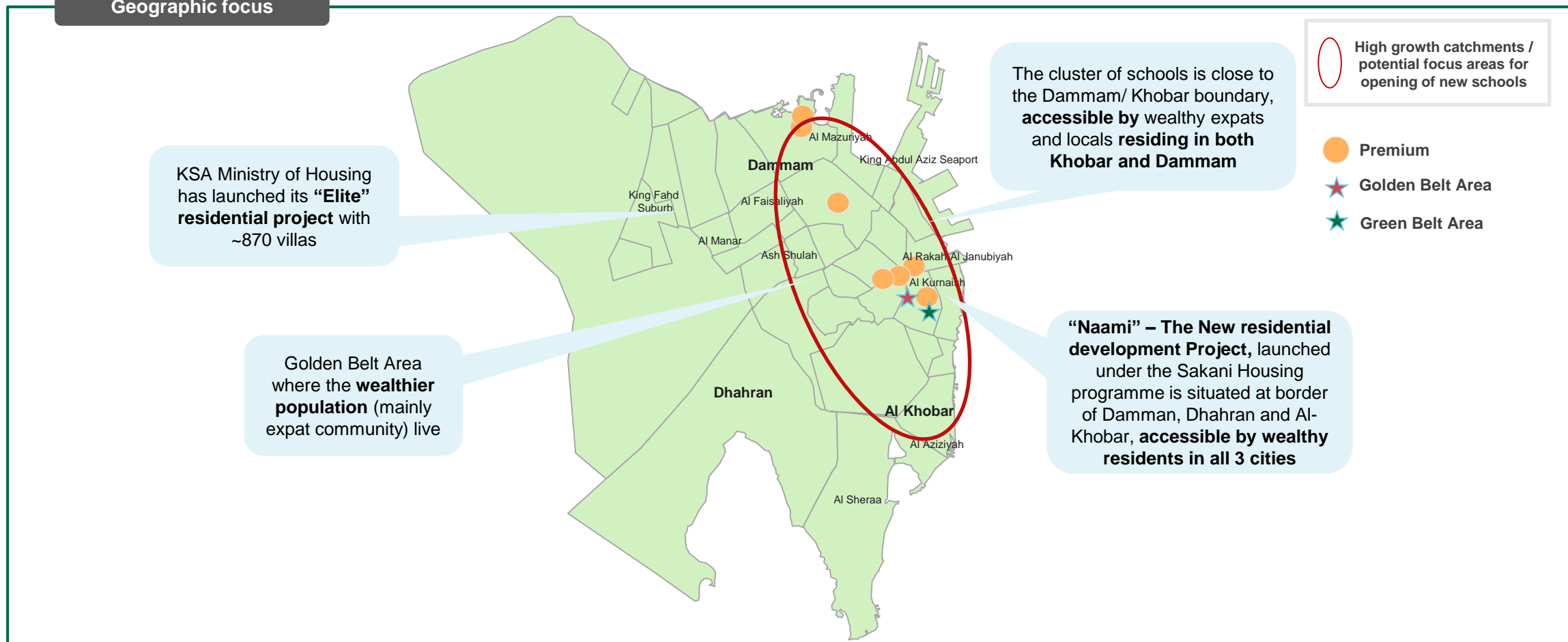
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## EP INT'L K-12 MARKET ASSESSMENT AND COMPETITIVE LANDSCAPE

**INDICATIVE**

### Geographic focus





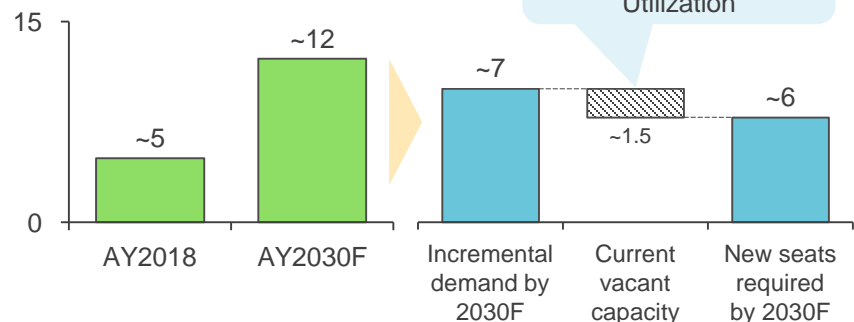
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## FINANCIAL CONSIDERATIONS

### Enrolment Forecast and Unmet Demand

Premium enrolment estimate, DMA; (AY2018-30F); 000's of students



Additional students in new int'l K-12 schools by 2030F

~6K

New schools to be opened by 2030F\*

~8

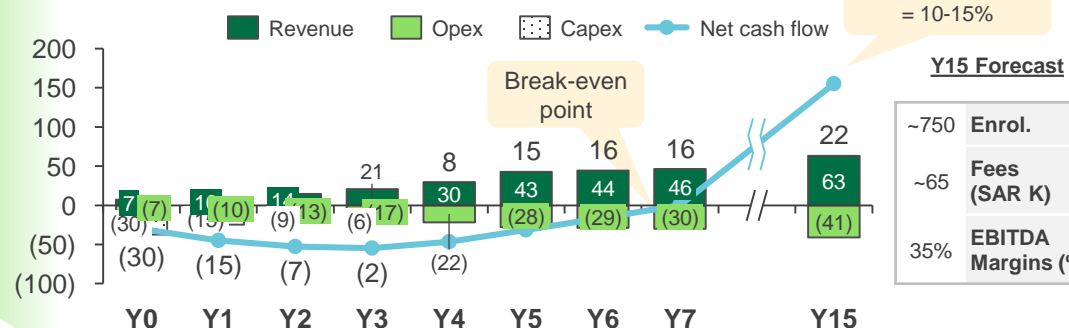
Investment required to establish 8 new premium K-12 schools\*

~SAR 0.3-0.5B

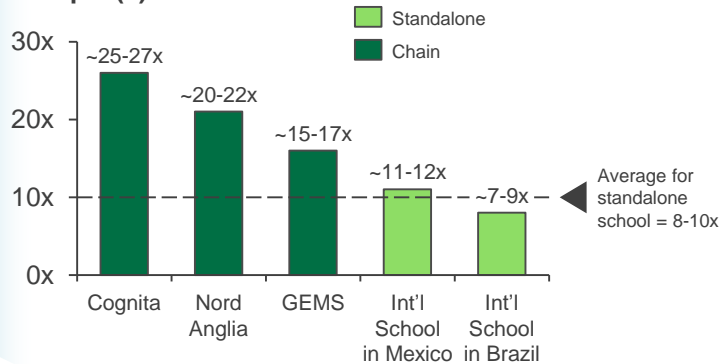
### Investment Routes

Greenfield investment

Typical cash flow for a new premium int'l school in DMA (Year 0-15); Millions of SAR



Sample EBITDA Multiple of K-12 transactions Multiple (x)



~8-10x EV/EBITDA ratio

~20M SAR EBITDA of Prem K-12 school in steady state

~SAR 160-200M to acquire established premium K-12 asset

Acquisitions

Note: \* 750 students per school and SAR 50-60M capital outlay expense per school,

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