

INVESTMENT OPPORTUNITY - EDUCATION SECTOR (GROUPE SCOLAIRE LA FOURMILIERE)

An investment opportunity in the education sector through a strategic sale of a company operating in the private school sector in Morocco.

INVESTMENT HIGHLIGHTS

- **Premium positioning:** An iconic school in Casablanca with a trilingual program (French, Arabic, English), renowned for its academic standards, modern teaching methods and exceptional results.
- **Solid Student Base:** Nearly 500 students enrolled, capacity to expand to +2000 students with new investment.
- **Financial Growth:** Projected turnover of +100 MDH with an EBITDA margin exceeding 50% at full capacity.
- **Growing Demand for Private Education:** Driven by urbanization, the emergence of the middle class and increased parental expectations.
- **New Campus Strategically Located:** 7,000 m² project in a premium residential area, offering 60 additional classrooms.
- **Trilingual Program:** Courses in Arabic, French and English, highly requested by parents.
- **Experienced Team:** Management with +40 years of combined experience in education.
- **Financial Solidity:** Steady revenue growth and strong profitability, with favorable outlook.

SECTOR OVERVIEW

- **Education Market:** Morocco currently has 7,564 private schools. These establishments enroll more than 1.2 million students, representing 15% of the country's school population, up from 13.8% two years ago.
- **Institutional Support:** Morocco, as part of Vision 2030, aims to increase the share of private education to 30% by 2030.
- **Accelerated urbanization:** The addressable population is expected to reach 10 million by 2025, driving demand for modern, well-located private facilities in major cities.
- **Preference for education of quality:** 60% of Moroccan parents do one priority for the education of their children.
- **Diversification of Programs:** Private schools offer a variety of programs, including bilingual and trilingual curricula, adapted to the growing demand from parents for international education.
- **Registration Rates on the Rise:** The share of students in the private sector increased from 7% in 2008 to 15% in 2023, illustrating the strong demand for private establishments, quality and the potential of the sector.

COMPANY PROFILE

- **Established Institution:** Founded in 2003, the target has established itself as an educational reference in the prestigious district of Anfa.
- **Complete and Innovative Educational Offer:** From nursery to high school, with integration of artificial intelligence, robotics, Singapore method, visual arts.
- **Quality Infrastructure:** Modern facilities on a campus of over 1500 m², with around twenty classrooms adapted to learning needs.
- **Diversified Educational Program:** Offers a variety of programs, with broad student participation in enriching extracurricular activities.
- **Network and Strategic Partnerships:** Agreements with multinationals, museums, cinemas, theaters, etc.
- **Additional Services:** Catering managed by a partner company, flexible transport service, individualized educational support.

- **Excellent Reputation:** Local and national recognition, with a very high rate of parental satisfaction regarding the quality of education.
- **Key Figures:**
 - ✓ **Number of Students:** Currently close to 500 students, with the goal of reaching full capacity of 650 students within the next 5 years.
 - ✓ **Turnover:** More than 23 million dirhams were generated in 2023 and projected to exceed 30 million dirhams by 2029 for the historic site alone. Solid annual revenue growth of +23% over the last 5 years.
 - ✓ **Growth in Registrations:** Enrollment is expected to increase by 15% per year, supported by the opening of new classes and the expansion of programs.

PERSPECTIVES

- **Sustainable Growth:** Strategies in place to increase student enrollment and develop new educational programs, with a goal of reaching 1,500 students within the next three years.
- **Price Increase:** Possibility of adjusting tuition fees, by an average of 6% to reach 2,900 – 4,000 DH per month for kindergarten and final year levels, respectively, to reflect the added value of the services offered.
- **Campus Expansion:** Project to open a new 7,000 m² campus, significantly increasing capacity with more than 85 classrooms between the two sites.
- **Strategic Partnerships:** Development of collaborations with international educational institutions, aiming to attract 20% additional students.
- **Educational Technology:** Increasing integration of digital tools, with a goal of achieving 100% use of educational technologies by 2025.
- **Additional Accreditations:** Seeking additional accreditations to strengthen international recognition and offer even more attractive programs to families.

FINANCIAL DATA

- **Past Performances:** Revenues of 23 MDH achieved in 2024, with solid EBITDA margins.
- **Growth Forecast:** Revenue estimates reaching 110 million dirhams at full capacity for both campuses.
- **Growth History:** Revenue growth of 23.7% per year on average since 2024, demonstrating sustained demand and effective management.
- **EBITDA margin:** Historical EBITDA margin of 40%, with projections reaching 64MDH at full capacity, demonstrating robust profitability.
- **Cost Evolution:** Effective management of operational costs, enabling profit margins to be maintained despite planned expansion and increasing tuition fees.

Turnover and EBITDA over the period 2021-2024
Historic Campus (in MDH)

